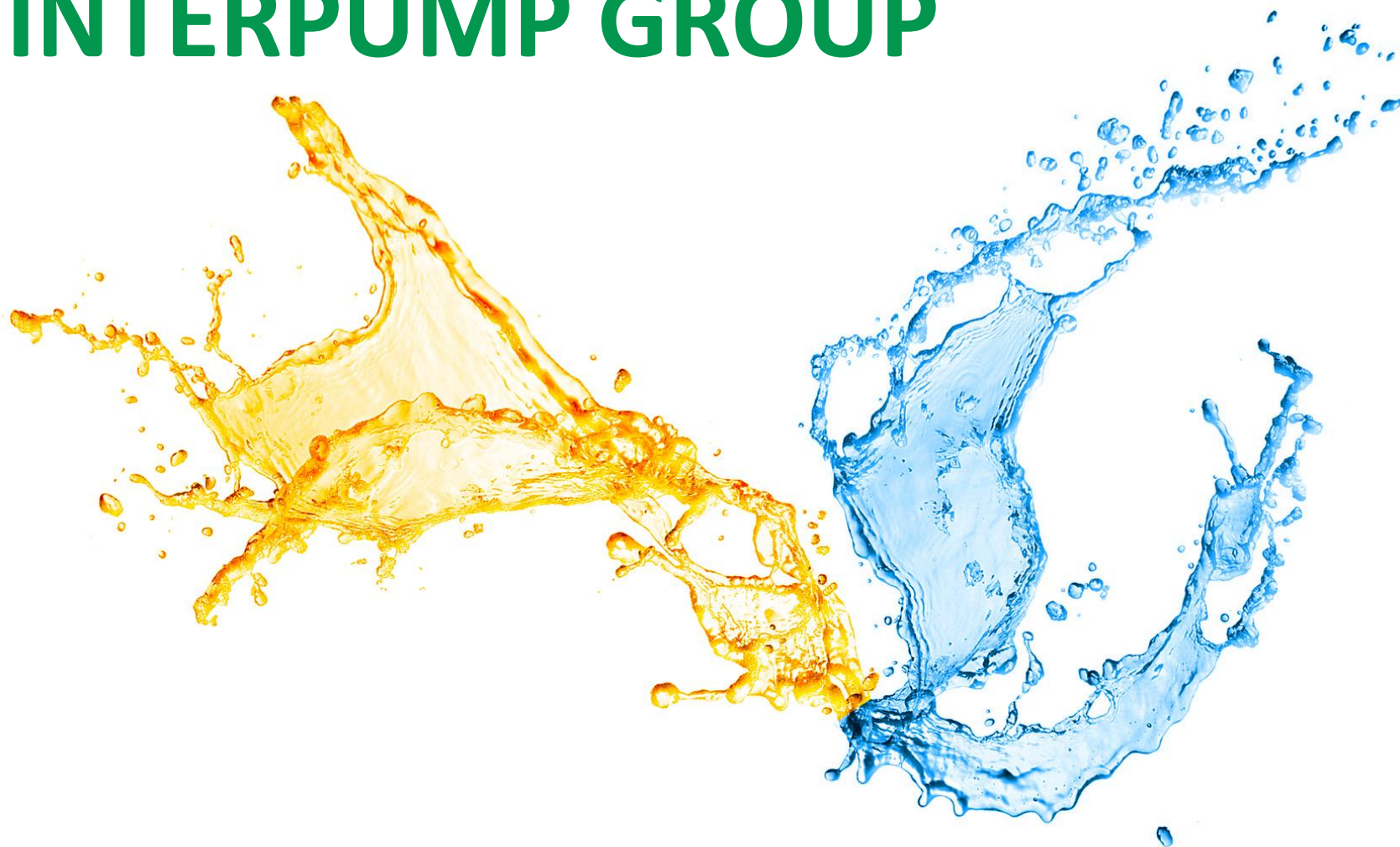


INTERPUMP GROUP

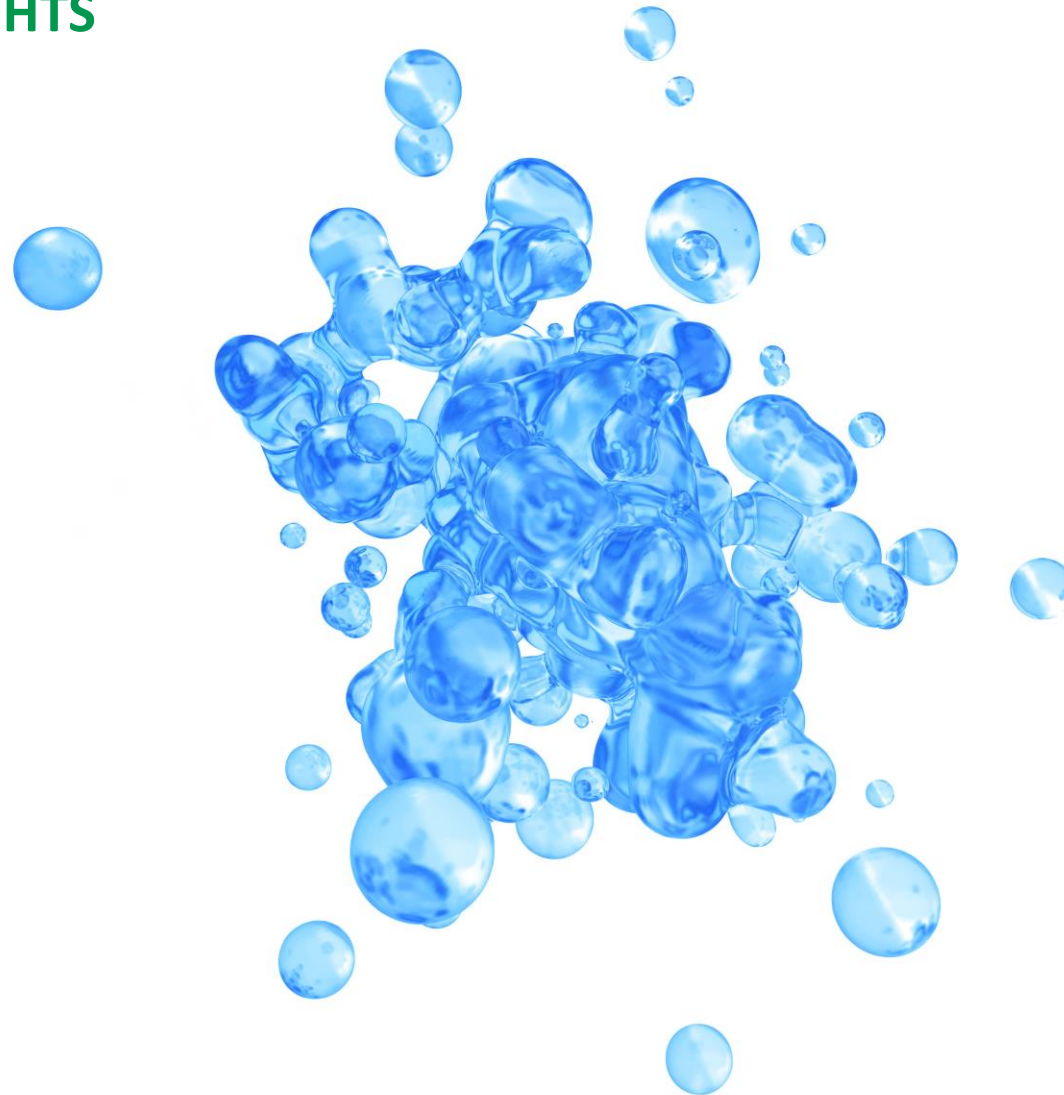


2Q2024 Financial Results - 7th August 2024

- **KEY HIGHLIGHTS**
- **2Q2024 FINANCIAL RESULTS**
- **ESG PATH**
- **OUTLOOK**
- **ANNEX**



■ KEY HIGHLIGHTS



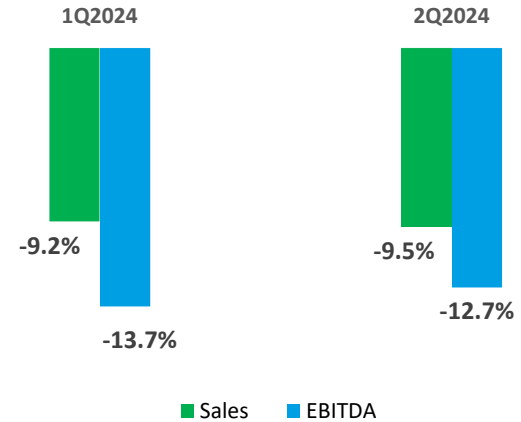
- Delivering margin protection and cash improvement
 - Delivering margin protection
 - A 9.5% sales decrease resulted in a 12.7% EBITDA decrease and a margin of 22.8% from 23.7% ⁽¹⁻²⁾
 - Driven by Hydraulics, 1Q margin dilution of 130bps reduced to 90bps in 2Q
 - Delivering cash flow improvement
 - In 1H FCF almost doubled

- Building Group’s future growth
 - US\$300m Private Shelf agreement ⁽³⁾
 - 4 acquisitions with a perfect fit with Group strategy

- Updating 2024 financial expectations
 - Sales: high single digit organic decrease
 - Profitability: around 23% of EBITDA margin
 - Cash flow: improvement ongoing

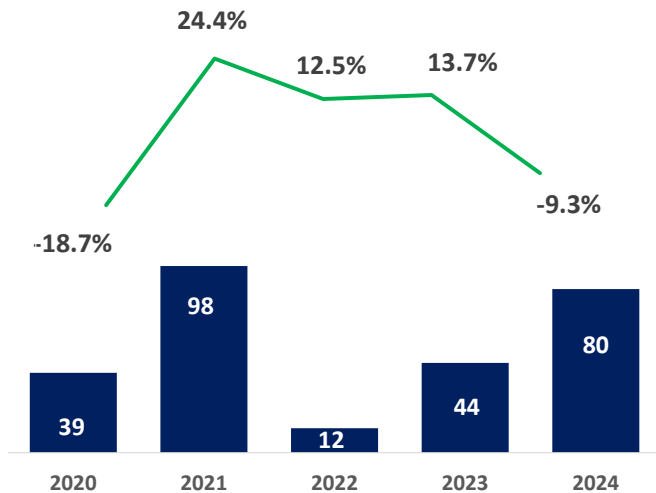
2024 SALES & EBITDA EVOLUTION ⁽¹⁻²⁾

% change compared to previous reporting period



1H GROUP ORGANIC GROWTH & FCF EVOLUTION

Million €



⁽¹⁾ For Group accounting definitions see please slides 22-23 - ⁽²⁾ EBITDA excluding from 2Q2023 € 5.4m of insurance reimbursement correlated to IMM Romania

⁽³⁾ US\$100 single tranche issued

- KEY HIGHLIGHTS

- 2Q2024 FINANCIAL RESULTS



- 2Q2024
 - Sales: Water Jetting and acquisitions mitigate lasting Hydraulic normalisation
 - Profitability: improved margin protection with 90bps of dilution in 2Q compared to 130bps in 1Q
 - NFP: reduction despite CAPEX and acquisitions

Million €	2QUARTER		1HALF	
	2023	2024	2023	2024
Group Sales	592.2	549.8	1,184.5	1,095.7
Growth		-7.2%		-7.5%
of which				
▪ Organic		-9.5%		-9.3%
▪ Perimeter change ⁽¹⁾		+2.1%		+1.9%
▪ FX impact		-0.2%		-0.1%
EBITDA ⁽²⁾	145.7	124.6	295.4	251.9
Growth		-14.5%		-14.7%
% on net sales	24.6%	22.7%	24.9%	23.0%
Net Income	82.4	62.5	168.5	130.1
NFP ⁽³⁾			578.3	516.8

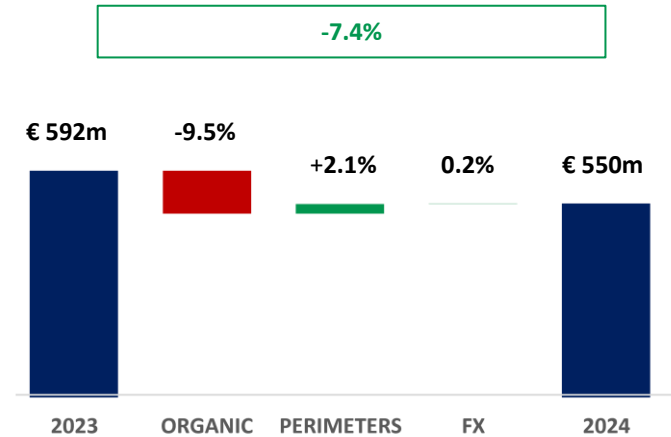
-12.8% and from 23.7% to 22.8% on organic basis and excluding IMM one-off

-13.2% and From 24.2% to 23.1% on organic basis and excluding IMM one-off

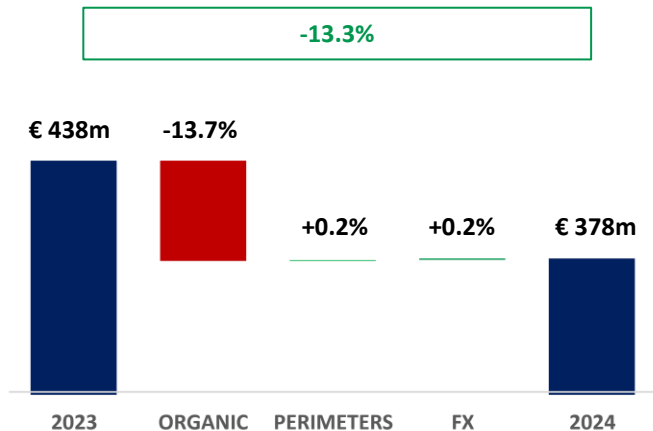
⁽¹⁾ 2024 perimeter change: Mouldtech (consolidated from April 2023), I.Mec and Waikato (consolidated since June 2023), PP China, YRP Flow Technologies (consolidated since April 2024), Alltube (consolidated since May 2024) and Alfa Valvole (consolidated since June 2024) - ⁽²⁾ Excluding € 45.8m and € 72.7m of subsidiaries purchase commitments in 2024 and 2023 respectively

- 2Q2024: Hydraulics still impacted by normalisation, Water Jetting stronger than comparison
 - Hydraulics: worse “orbital motors“, sluggish other businesses
 - Water Jetting: “high pressure systems” best performer among most important products

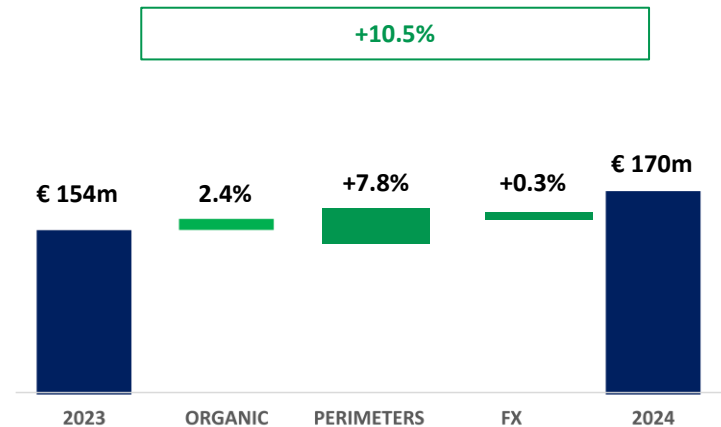
2Q2024 GROUP SALES EVOLUTION



2Q2024 HYDRAULICS SALES EVOLUTION



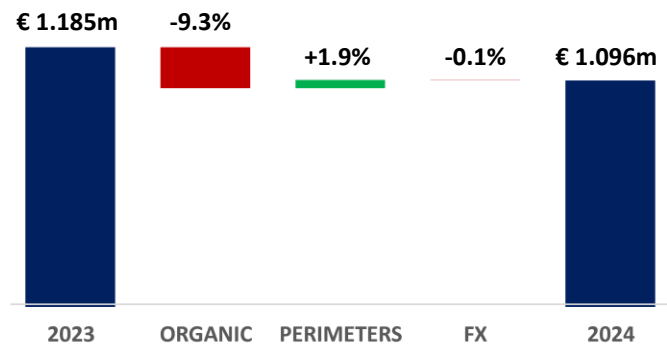
2Q2024 WATER JETTING SALES EVOLUTION





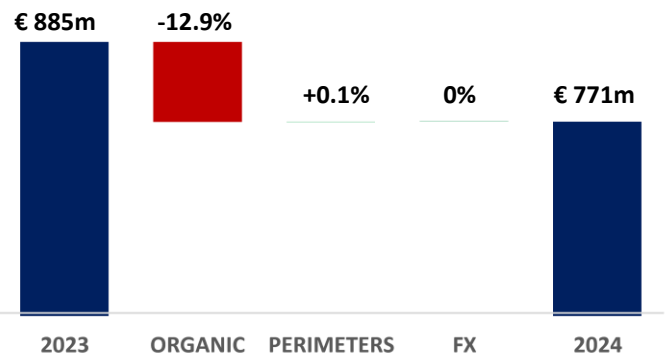
1H2024 GROUP SALES EVOLUTION

-7.5%



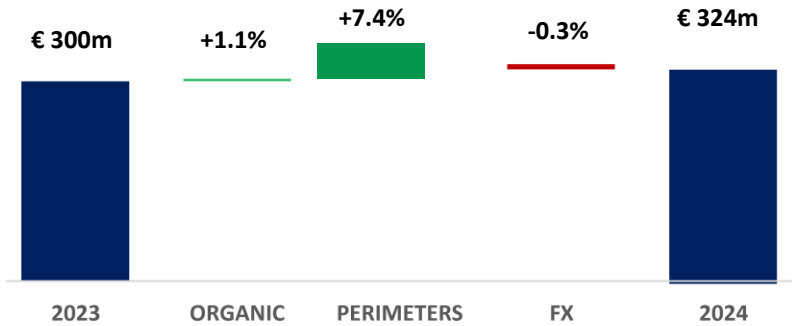
1H2024 HYDRAULICS SALES EVOLUTION

-12.8%

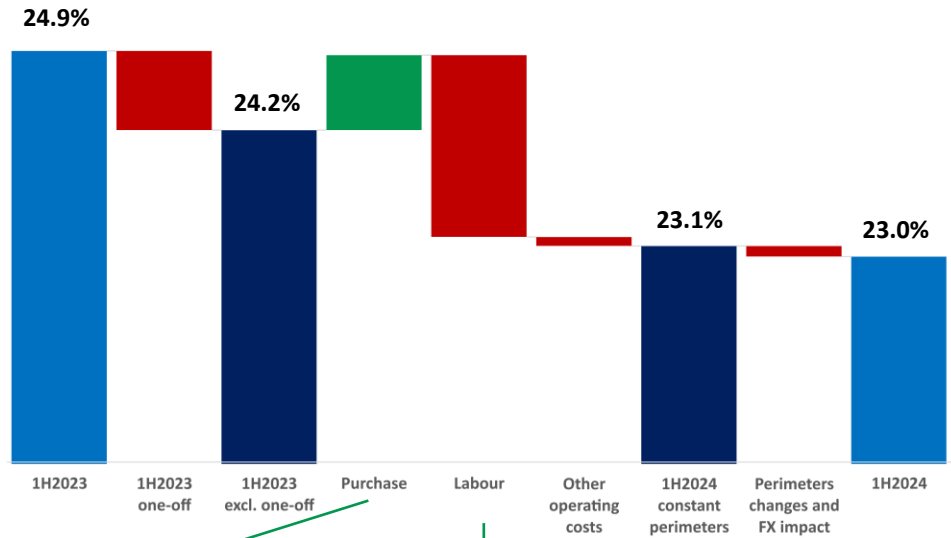


1H2024 WATER JETTING SALES EVOLUTION

+8.1%



1H2024 EBITDA EVOLUTION ⁽¹⁻²⁾ (% on Net Sales)



SALES DOWN BY 9.4% AT CONSTANT PERIMETERS

- **Purchase cost**
Down by almost 11%
- **Warehouse unload**
Down by more than 3%

- **Labour force adjustment**
Group average employees' number: down almost by 2%
Group temporary workers: down by more than 17%
- **Labour flexibility instruments use**
Collective closings, short time work
- **Production insource**

- **G&A expenses**
Down by more than 1%
- **Production insource**
External manufacturing expenses:
down by more than 15%

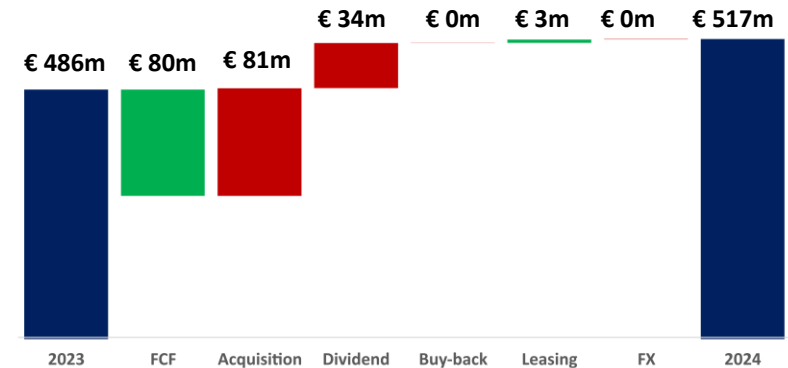
⁽¹⁾ Management controlling system data – ⁽²⁾ In the graph “purchase” is net of “inventories changes” and “total other income”

- January: US\$300m Private Shelf agreement
 - US\$100 single tranche issued
 - 8 years average duration and 4.17% coupon

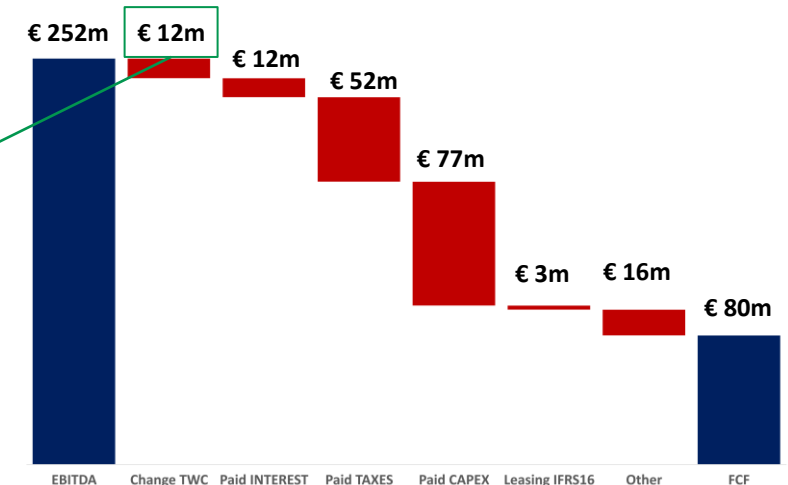
- June: NFP of € 517m compared to € 486m as of December 2023⁽²⁾
 - FCF: almost doubled to € 80m
 - TWC: in 2Q from cash absorption to cash generation
 - CAPEX: € 77m compared to € 81m
 - Last important project ongoing
 - Acquisitions: € 81m
 - 4 new companies and put-call options exercise (e.g. Transtecno remaining 20% stake)

1Q: € 32m of absorption
2Q: € 20m of generation

NFP EVOLUTION ⁽¹⁻²⁾ (€ m)



FCF EVOLUTION ⁽¹⁾ (€ m)



⁽¹⁾ For Group accounting definitions see please slides 22-23 - ⁽²⁾ Excluding € 45.8m and € 81.2m of subsidiaries purchase commitments in 2024 and 2023



- New Interpump Hydraulics headquarter
 - 62,000 sq. metres, a total area increase of around 30%
 - Best environmental standards
 - Photovoltaic plants with an estimated 2,300,000 kWh annual production and consequently 1.219 Tco2 savings
 - 10x better thermal isolation compared to the current building



Interpump Hydraulics – The rendering and the July wip status of the new headquarters in Sala Bolognese (Italy)

- 4 acquisitions and put-call options exercise

- Acquisitions with a perfect fit with Group growth and diversification strategy in 1H2024
 - Strengthening Group’s global network
 - PP China & YRP, “Flow Processing” in China: entry into the plant engineering market and expansion in the components market with the support of a trustworthy management
 - Alltube, “Hose, pipes & fittings» in UK: adding rigid pipe fabrication and manipulation in the region
 - Completing Group product catalogue
 - Alfa Valvole, “Pressure pump” in Italy: dosing pump for precision fluid metering and injection applications and ball valves for any fluid control

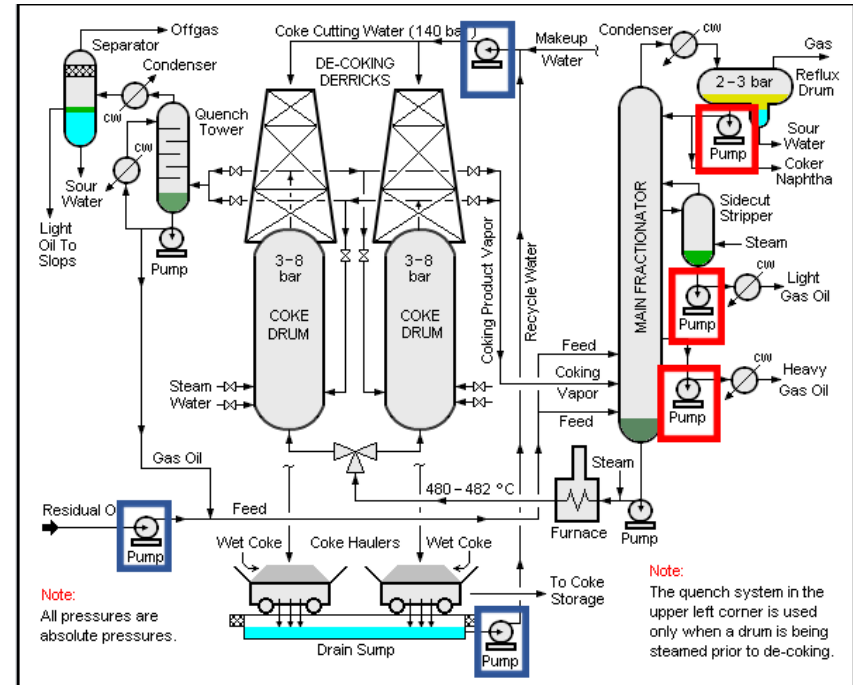
- Put-call options exercise
 - 20% of Transtecno to 100% of the total equity
 - 20% Draintech to 100% of the total equity

2024 INTERPUMP GROUP ACQUISITIONS ⁽¹⁾				
ACQUIRED COMPANIES		2023 DATA		IMPLIED EV/EBITDA
		Sales	EBITDA Margin	
9 April	PP CHINA YRP FLOW TECNOLOGY	€ 10m	10%	2.9x
22 April	ALLTUBE	€ 5m	15%	1.7x
3 June	ALFA VALVOLE	€ 28m	26%	6.1x

⁽¹⁾ See please slide 27 for additional details on 2024 acquisitions

ILLUSTRATIVE EXAMPLE - DELAYED COKER PLANT ⁽¹⁾

- Alfa Valvole
 - Completing Group product catalogue
 - Increasing exposure to Oil&Gas market applications
- Opportunities in both short and medium-long term
 - Short term
 - Dosing pump inside Group “complete systems”
 - Leveraging Group presence in North America
 - Medium-long term
 - R&D activities and know-how sharing in pump world



PISTON PUMPS
to pump the main flow

DOSING PUMP
to inject auxiliary substances

⁽¹⁾ Illustrative example taken by Wikipedia

- **KEY HIGHLIGHTS**
- **2Q2024 FINANCIAL RESULTS**
- **ESG PATH**



“A falling tree makes more noise than a growing forest”

Lao Tzu

- All activities are in progress according to the related timetable
- Focussing on 2024 specific actions
 - E.7: all preparatory activities completed, now deep assessment of EU Regulation 2024/1781 released on 13 June 2024
 - S.6: after a finetuning process driven by the Corporate functions to incorporate features of others Group business models, 2023 Walvoil evaluation model will be deployed to all Italian entities and distributed to the relevant supplier to start the evaluation process
 - G.4: Fiscal Strategy and Tax Compliance Model drafts almost ready, Risk Assessment process on going

2023-2025 ESG JOURNEY	
2024 ACTIONS	
E.7	Product ECO-Design
S.1 ⁽¹⁾	Injury rate improvement
S.6	ESG supply chain evaluation model extension to all Italian manufacturing entities
G.4	Tax compliance consolidation in line with best practices
G.5 ⁽²⁾	GR1 207-4 information updating
G.6 ⁽²⁾	Updating on ESG journey

⁽¹⁾ 2023-24 multi-year target - ⁽²⁾ Ongoing annual target

- **KEY HIGHLIGHTS**

- **2Q2024 FINANCIAL RESULTS**

- **ESG PATH**

- **OUTLOOK**



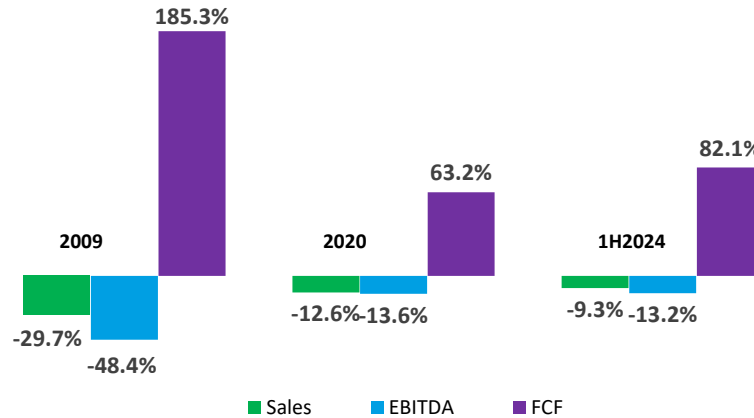
- Most recent trends underline ⁽¹⁾
 - Hydraulics: ongoing sales normalisation/stagnation
 - Water Jetting: sales and moreover backlog acceleration

- 2024 financial expectations updating
 - Sales: high single digit organic decrease
 - Impact of all 2024 perimeters changes: around 2% ⁽²⁾
 - Profitability: around 23%
 - Business model flexibility and countermeasures continuous deployment
 - Cash flow: improvement ongoing
 - TWC and CAPEX normalisation

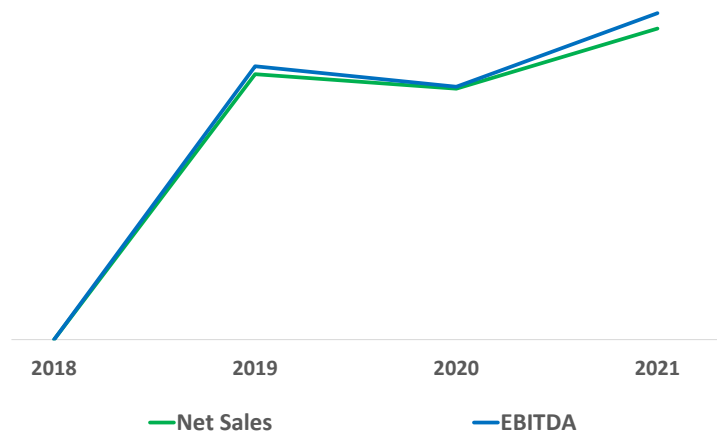
⁽¹⁾ Management controlling system data - ⁽²⁾ Impact of 2023 (Mouldtech, I.Mec and Waikato) and 2024 (PP China and YRP, Alltube and Alfa Valvole) acquisitions calculated on 2023 reported sales



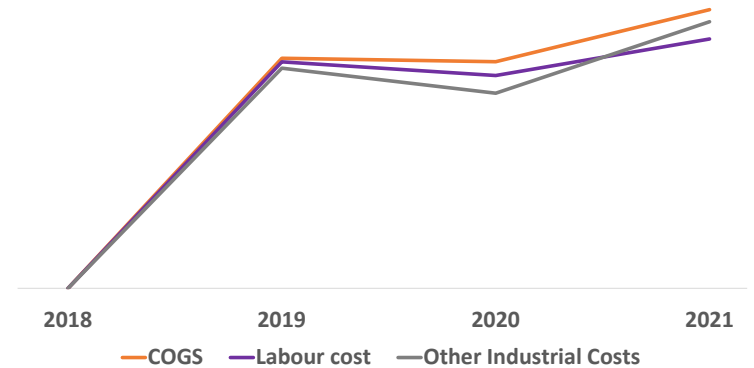
2009, 2020 and 1H2024 SALES, EBITDA & FCF EVOLUTION ⁽¹⁻²⁾
 % change compared to previous reporting period



GROUP 2019-2021 SALES&EBITDA EVOLUTION ⁽³⁾
 (Figures indexed to 2018 data)



GROUP 2019-2021 COGS, LABOUR COST and «OTHER INDUSTRIAL COSTS» EVOLUTION ⁽³⁻⁴⁾
 (Figures indexed to 2018 data)

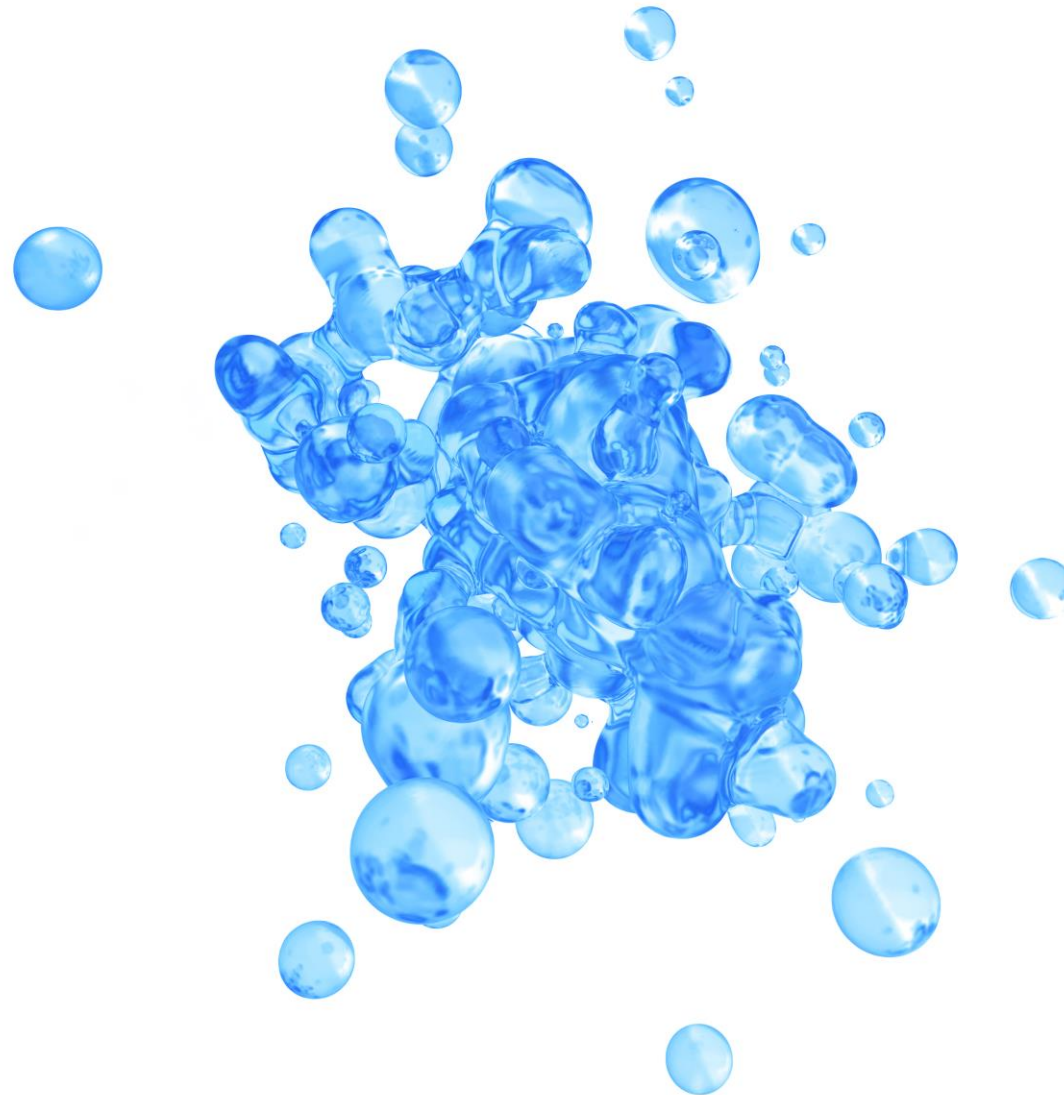


⁽¹⁾ Sales and EBITDA on organic bases, FCF on total basis - ⁽²⁾ 1H2024 EBITDA excluding IMM fire positive one-off - ⁽³⁾ 2019 EBITDA data including IFRS16 adoption impact - ⁽⁴⁾ COGS, Labour cost and "Other industrial costs" are around 90% of Group cost base

- **KEY HIGHLIGHTS**
- **2Q2024 FINANCIAL RESULTS**
- **OUTLOOK**
- **ANNEX**



- **DISCLAIMER**



The Group uses several alternative measures that are not identified as accounting parameters in the framework of the IFRS standards in order to allow the trend of economic operations and the Group's financial position to be better evaluated. Such indicators can also assist the directors in identifying operating trends and making decisions on investments, resource allocation and other business matters. The measurement criterion applied by the Group may therefore differ from the criteria adopted by other groups and so may not be comparable with them. Such alternative performance indicators are constituted exclusively starting from the Group's historical data and measured in compliance with the Guidelines on Alternative Performance Measures issued by ESMA/2015/1415 and adopted by Consob with communication no. 92543 of 3 December 2015. These indicators refer only to performance in the period illustrated in this Interim Board of Directors' Report and the comparative periods and not to expected performance, so they must not be seen as replacing the indicators required by the reference accounting standards (IFRS). Finally, the alternative indicators are processed with continuity and using uniform definitions and representations for all the periods for which financial information is included in this Interim Board of Directors' Report. The performance indicators used by the Group are defined as follows:

- **Earnings/(Losses) before interest and tax (EBIT):** Net sales plus Other operating income less Operating costs (Cost of sales, Distribution costs, General and administrative expenses, and Other operating costs)
- **Earnings/(Losses) before interest, tax, depreciation and amortization (EBITDA):** EBIT plus depreciation, amortization, write-downs and provisions;
- **Net indebtedness (Net financial position):** calculated as the sum of Loans obtained and Bank borrowing less Cash and cash equivalents;
- **Capital expenditure (CAPEX):** the sum of investment in property, plant and equipment and intangible assets, net of divestments;
- **Free Cash Flow:** the cash flow available to the Group, defined as the difference between the cash flow of operating activities and the cash flow for investments in tangible and intangible fixed assets;
- **Capital employed:** calculated as the sum of shareholders' equity and net financial position, including debts for the acquisition of equity investments;
- **Return on capital employed (ROCE):** $EBIT / \text{Capital employed}$;
- **Return on equity (ROE):** $\text{Net profit} / \text{Shareholders' equity}$.

The Group's income statement is prepared by functional area (also called the "cost of sales" method). This form is deemed to be more representative than its "type of expense" counterpart, which is nevertheless included in the notes to the Annual Financial Report. The chosen form, in fact, complies with the internal reporting and business management methods. The cash flow statement was prepared using the indirect method.

The Group uses some additional terms too, below the related definitions:

- **Organic variation:** variation at constant perimeter and FX
- **Trade Working Capital:** NWC with “Trade Payable” net of CAPEX Trade Payable
- **Buy-back:** purchase of treasury shares less Proceeds from the sale of treasury shares to stock option beneficiaries
- **Leasing IFRS 16:** principal portion of finance lease installments +/- new leasing contracts arranged +/- remeasurement and early close-out of leasing contracts
- **Paid CAPEX:** investment in property, plant & equipment - proceeds from the sales of property, plant & equipment + investment in other intangible assets

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This document may contain forward-looking statements about the Company and/or the Group based on current expectations and opinions developed by the Company, as well as current plans, estimates, projections and projects of the Group. These forward-looking statements are subject to significant risks and uncertainties (many of which are outside the control of the Company and/or the Group) which could cause a material difference between forward-looking information and actual future results.

The information set out in this document is provided as of the date indicated herein. Unless so required by applicable laws and regulations, the Company assumes no obligation to provide updates of any of the aforementioned forward-looking statements.

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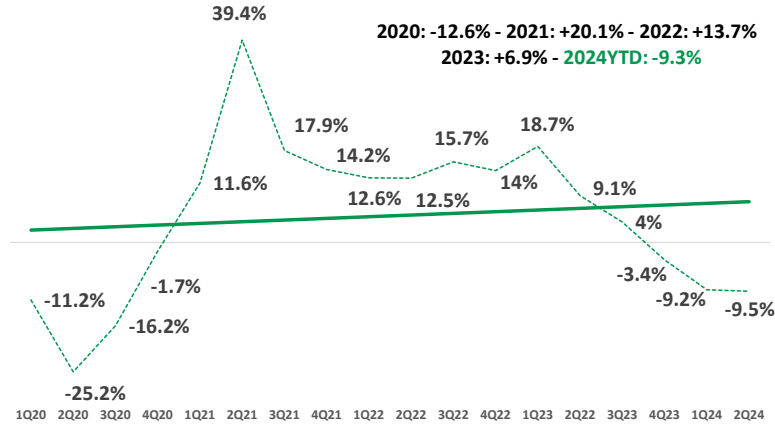
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- **DISCLAIMER**
- **2Q2024 SALES DETAILS**



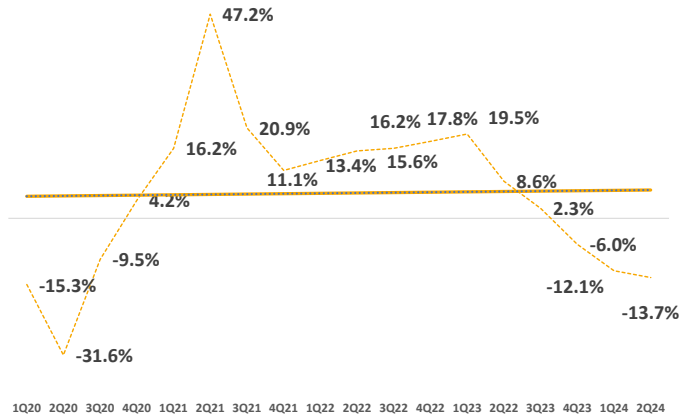


GROUP 2020-2024 ORGANIC GROWTH EVOLUTION by QUARTER



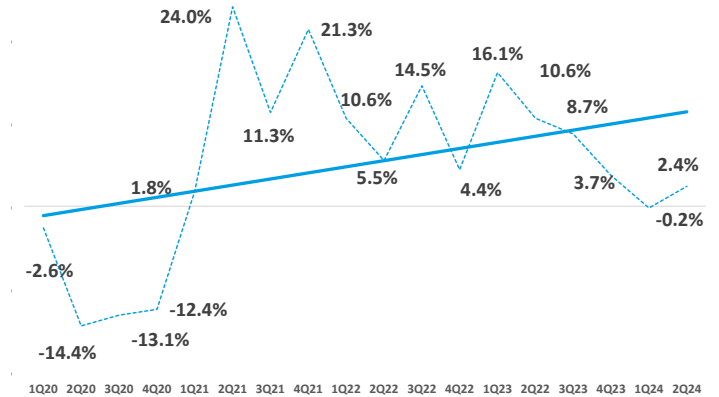
HYDRAULICS 2020-2024 ORGANIC GROWTH EVOLUTION by QUARTER

2020: -13.6% - 2021: +22.8% - 2022: +15.9% - 2023: +5.9% - 2024YTD: -12.9%



WATER-JETTING 2020-2024 ORGANIC GROWTH EVOLUTION by QUARTER

2020: -10.8% - 2021: +14.4% - 2022: +8.5% - 2023: +9.5% - 2024YTD: 1.1%

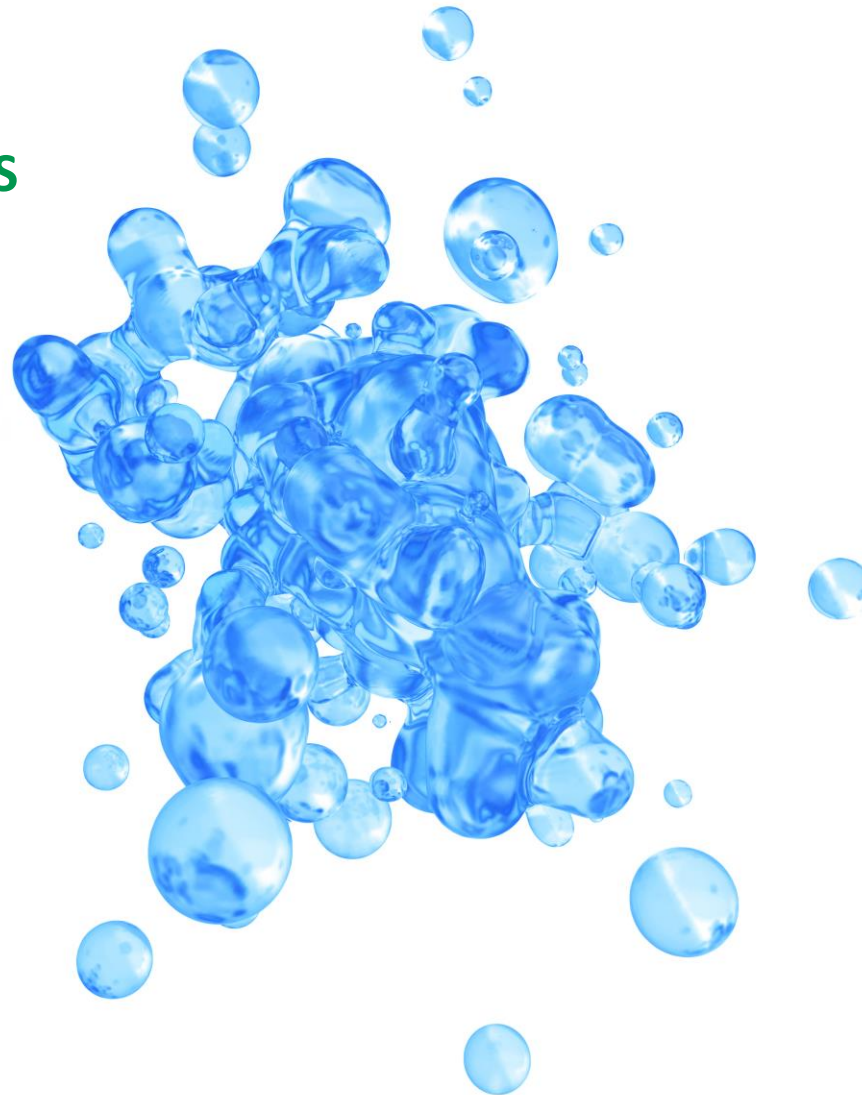




2024 INTERPUMP GROUP ACQUISITIONS

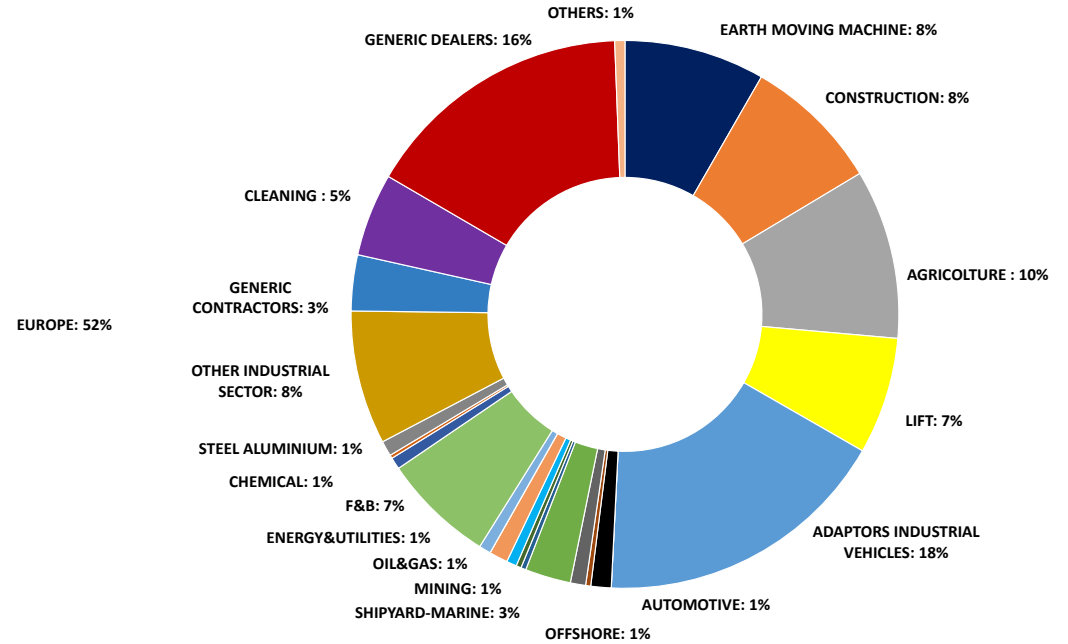
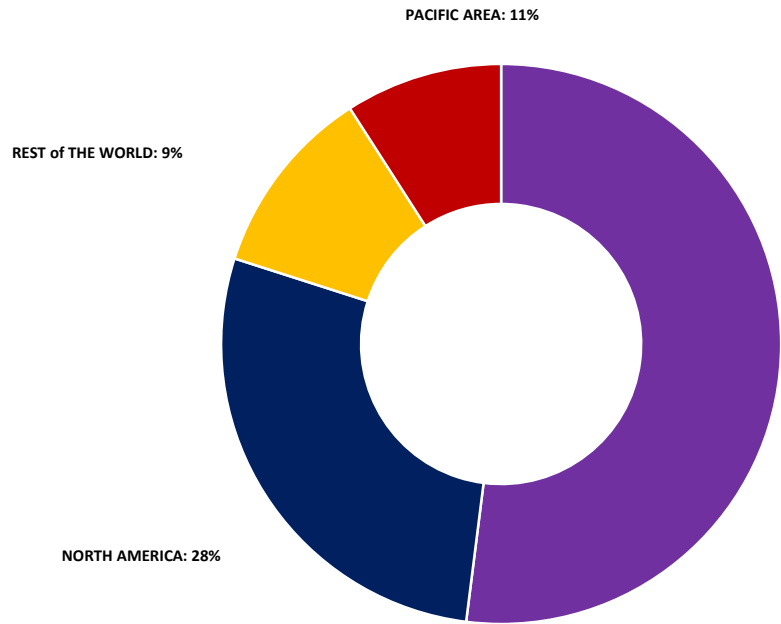
ACQUIRED COMPANIES		2023 DATA			IMPLIED EV/EBITDA	Consolidated since Where	
		Sales	EBITDA Margin	Additional Information			Total consideration
9 April	PP CHINA YRP FLOW TECHNOLOGY China	€ 10m	10%	-	€ 2.9m	2.9x	April 2024 Water Jetting division
22 April	ALLTUBE U.K.	€ 5m	15%	€ 1m of cash	€ 2.3m	1.7x	May 2024 Hydraulics division
3 June	ALFA VALVOLE Italy	€ 28m	26%	€ 11m of cash	€ 55.2m	6.1x	June 2024 Water Jetting division

- **DISCLAIMER**
- **2Q2024 SALES DETAILS**
- **2024 SALES DETAILS**



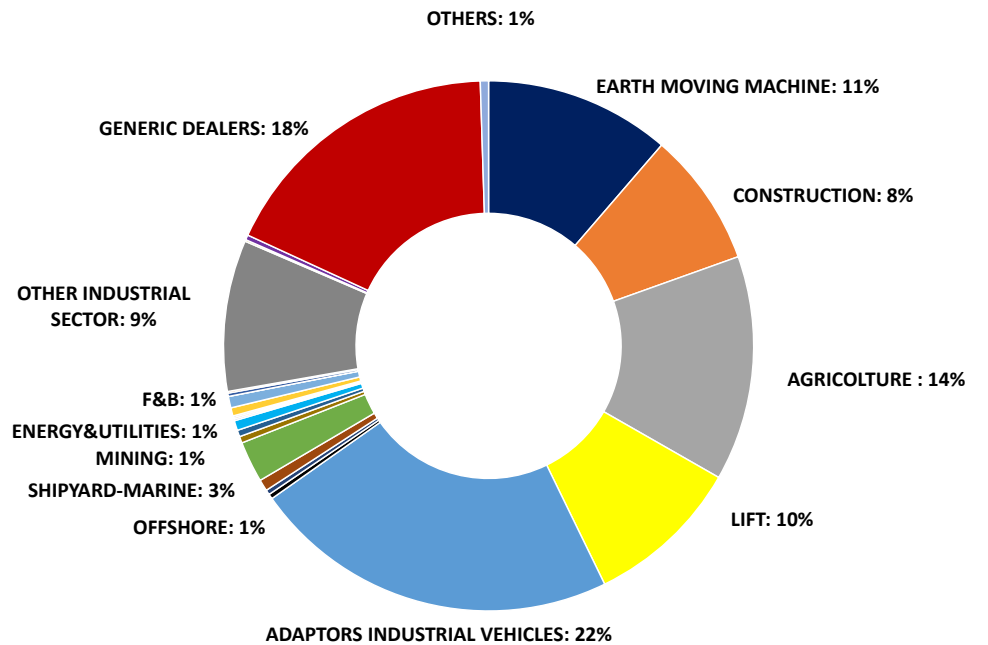
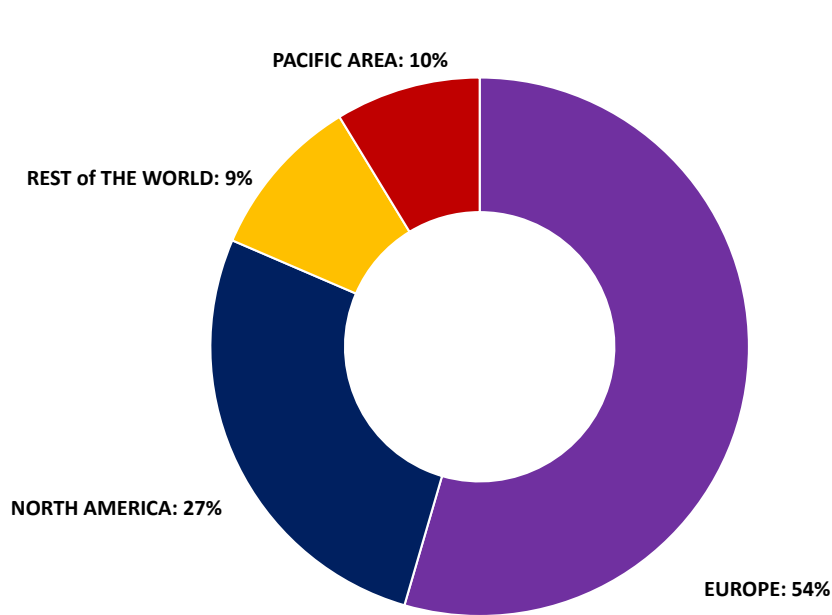


GROUP
2023 sales: € 2,240m



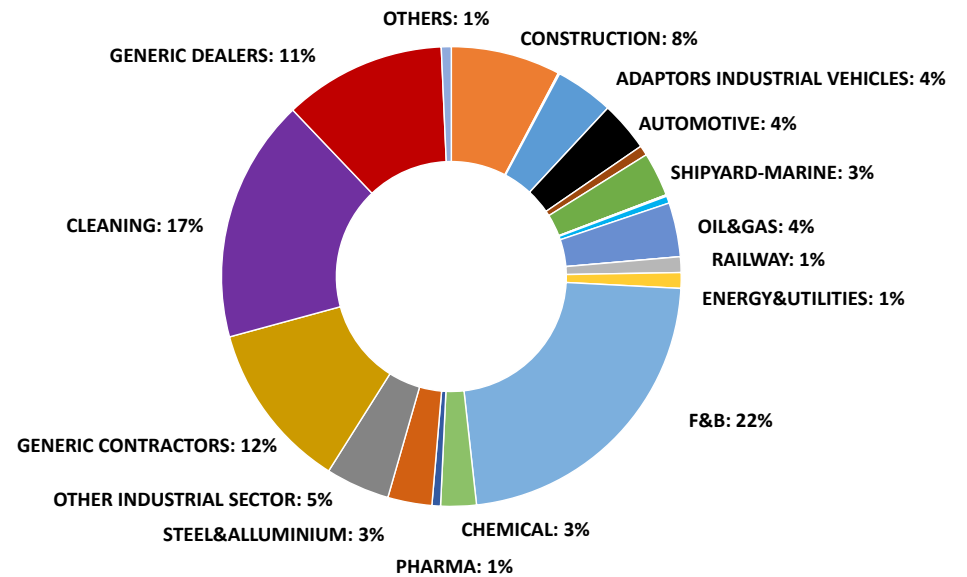
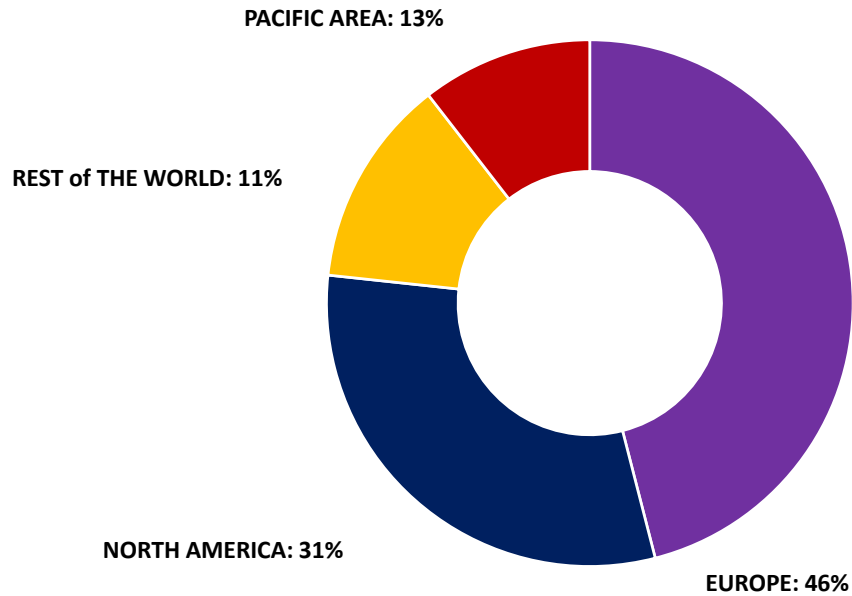
⁽¹⁾ Market application breakdown: incidence below 0.5% not indicated, incidence between 0.5-1% rounded to 1%

HYDRAULICS
2023 sales: € 1,634m



⁽¹⁾ Market application breakdown: incidence below 0.5% not indicated, incidence between 0.5-1% rounded to 1%

WATER JETTING
2023 sales: € 606m



⁽¹⁾ Market application breakdown: incidence below 0.5% not indicated, incidence between 0.5-1% rounded to 1%

The Manager in charge of preparing the company's financial reports declares - pursuant to paragraph 2 of Article 154-bis of the Consolidated Law on Finance - that the accounting information contained in this presentation corresponds to the document results, books and accounting records.

S. Ilario d'Enza, 7 August 2024

Mauro Barani

