



INTERPUMP 3Q2024 AIDE MEMOIRE

From 2024 onwards, Interpump will start publishing a quarterly Aide Memoire prior to the start of quiet period which would be applied approximately 15-day-long before financial results release.

This document – which is unaudited - sets out public information previously provided by Interpump, which may be helpful in assessing Group’s financial performance ahead of its 3Q2024 Financial Results on 14 November 2024. No new information is provided and there will be no commentary on current trading.

In line with applicable law and our practice, any updates will be the subject of a formal announcement.

Summary 3Q-3H2023YTD relevant data

	3Q2023	3Q2023YTD
SALES		
Organic growth		
Hydraulic	2.3%	10.0%
Water Jetting	8.7%	11.7%
Group	4.0%	10.4%
Main perimeters changes		
Hydraulic	Eurofluid: entire 3Q2023 Mouldtech: entire 3Q2023	Daintech: January-June 2023 Eurofluid: January-September 2023 Mouldtech: April-September 2023
Water Jetting	I.Mec: entire 3Q2023 Waikato: entire 3Q2023	I.Mec: June-September 2023 Waikato: June-September 2023
EBITDA		
Hydraulic	22.6%	23.5% (22.8% excluding one off)
Water Jetting	28.4%	27.9%
Group	24.3%	24.7% (24.2% excluding one off)
Worth to be mentioned		
One-off in Hydraulic ⁽¹⁾		€ 9m

¹ Insurance reimbursement related to May 2022 IMM fire in Romania, recorded as “Other revenues”. Group press release 3Q&3Q2023YTD Financial Results, 10 November 2023



Summary 2024 relevant event

2024 ACQUISITIONS

PP China & YRP Flow Technology ⁽²⁾	€ 10m sales with an EBITDA margin of 10% Consolidated since April 2024 in Water Jetting division Purchase price € 2.9m
Alltube ⁽³⁾	€ 5m sales with an EBITDA margin of 15% Consolidated since May 2024 in Hydraulics division Purchase price € 2.3m
Alfa Valvole ⁽⁴⁾	€ 28m sales with an EBITDA margin of 26% Consolidated since June 2024 in Water Jetting Purchase price € 55.2m
Worth to be mentioned Transtecno ⁽⁵⁾	The Group exercised the call option related to the remaining 20% of Transtecno share capital still in the hand of the previous owner Purchase price € 31.8m

ADDITIONAL INFORMATION

Buy back ⁽⁶⁾	17.000 shares for a total price of € 0.7m
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2024 Guidance

GUIDANCE ⁽⁵⁾

SALES	Organic growth: high single digit decline Positive impact of all 2024 perimeter changes: around 2%
EBITDA Margin	Around 23%

² Group press release 9th April 2024 - ³ Group press release 22nd April 2024 - ⁴ Group press release 3rd June 2024

⁵ Group press release 2Q&1H2024 Financial Results, 7th August 2024 - ⁶ Group press release 30th September 2024



GUIDANCE

Group CEO, conference call 2Q2024 Financial Results:

SALES

Regarding the growth by division of the results..... division for 2H2024, I can assume that the trend that we've seen in the first part will continue in the second part. I mean double-digit decrease for hydraulics and a positive organic growth for Water Jetting. I am not seeing differences or I am not seeing any reversal in this trend in the short term.

Okay. Regarding the hydraulics guidance for the second part of the year, it is clear that, we will have an easy comparison, because many applications were already done in the second part of last year. But apart the easy comp, we will have also a difficult market, and then the difficulties that we've seen in the first half of the year are continuing also in the second part. And then, for this reason, we are not factoring any significant improvement in the hydraulics top line evolution for the 2H2024 of the year generally speaking

I mean the Water Jetting expectation for the second half of the year. I confirm that, we have positive expectation. I don't have and I don't want to share a precise target, because being a business that is partially exposed to project business is difficult to comment on short period of time. But generally speaking, we expect that this positive trend that, we have already seen in the first half, will continue in 2H2024. And we expect a further positive evolution, also because of the very good backlog that we can count on. The current backlog is 20% above the last year backlog that was already a good one, and the business discussion with customers are progressing very well.

PROFITABILITY

Regarding the new margin guidance for the year, around 23%, I believe that it's very important to consider what happened in the second part of last year and in particular what happened in the fourth quarter and in the month of December mainly. We commented in February when we commented the full year '23 results, how tough and how severe has been the decrease in demand, the postponement of orders, of the order cancellation, that caught us by surprise and that had significantly negative impact because we didn't have enough time to put in place countermeasures. And we believe, we are confident that in the second part of this year we will be in a much better shape, we will be much more prepared to face the headwinds that the market are giving us right now.

CASH FLOW GENERATION

Regarding CAPEX we have commented that the last important extraordinary project is the Interpump Hydraulics one in Bologna. And this is underway, is well in progress, and I believe that, we can be able to stay within the range we've already shared for the year, that was between €100 million and €130 million in terms of cash out.

QUALITATIVE COMMENTS



Previous publications, transcripts and earnings call presentations can be found in the IR section of Group web site: www.interpumpgroup.it

Upcoming Events

6 November 2024, Quarterly Statement Q3 2024

IR Contacts

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