



## INTERPUMP 4Q2024 AIDE MEMOIRE

In 2025 Interpump will publish 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 4Q2024 Financial Results on 14 February 2025. 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 4Q-2023 relevant data

	4Q2023	2023
<b>SALES</b>		
<b>Organic growth</b>		
Hydraulic	-6.0%	5.9%
Water Jetting	3.7%	9.7%
Group	-3.4%	6.9%
<b>Main perimeters changes</b>		
Hydraulic	Eurofluid: entire 4Q2023 Mouldtech: entire 4Q2023	Draintech: January-June 2023 Eurofluid: January-December 2023 Mouldtech: April-December 2023
Water Jetting	I.Mec: entire 4Q2023 Waikato: entire 4Q2023	I.Mec: June-December 2023 Waikato: June-December 2023
<b>EBITDA</b>		
Hydraulic	19.2%	22.5% (22% excluding one off)
Water Jetting	26.9%	27.5%
Group	21.4%	24% (23.6% excluding one off)
<b>Worth to be mentioned</b>		
One-off in Hydraulic <sup>(1)</sup>		€ 9m
Financial Income & Expenses for adjustment of estimated debt for commitment to purchase residual interests in subsidiaries	After 202x+1 budget definition and 202X actual data computation, in 4Q202X precise amounts are calculated and accrued	

<sup>1</sup> Insurance reimbursement related to May 2022 IMM fire in Romania, recorded as “Other revenues”. See please Group presentation 4Q-2023 Preliminary Financial Results, 14 February 2024



## Summary 2024 relevant event

2024 ACQUISITIONS	
<b>PP China &amp; YRP Flow Technology</b> <sup>(2)</sup>	<p>2023: € 10m sales with an EBITDA margin of 10%</p> <p>Purchase price € 2.9m</p> <p>Consolidated since April 2024 in Water Jetting division</p>
<b>Alltube</b> <sup>(3)</sup>	<p>2023: € 5m sales with an EBITDA margin of 15%</p> <p>€ 1m of cash as of February 2024</p> <p>Purchase price € 2.3m</p> <p>Consolidated since May 2024 in Hydraulics division</p>
<b>Alfa Valvole</b> <sup>(4)</sup>	<p>2023: € 28m sales with an EBITDA margin of 26%</p> <p>€ 11m of cash as of transaction signing date</p> <p>Purchase price € 55.2m</p> <p>Consolidated since June 2024 in Water Jetting</p>
<b>Hidrover</b> <sup>(5)</sup>	<p>2024E: € 23m sales with an EBITDA margin of 26%</p> <p>€ 3m of cash as of September 2024</p> <p>Purchase price € 17.5m</p> <p>Consolidated since December 2024 in Hydraulic</p>
<b>Worth to be mentioned</b> <b>Transtecno</b> <sup>(6)</sup>	<p>In 1H2024 Group exercised the call option related to the remaining 20% of Transtecno share capital still in the hand of the previous owner</p> <p>Purchase price € 31.8m</p>

ADDITIONAL INFORMATION	
<b>Buy back</b> <sup>(7)</sup>	<p>3Q2024: 39.000 shares for a total price of € 1.6m</p> <p>4Q2024: 211.000 shares for a total price of € 8.7m</p>

<sup>2</sup> See please Group press release 9<sup>th</sup> April 2024

<sup>3</sup> See please Group press release 22<sup>nd</sup> April 2024

<sup>4</sup> See please Group press release 3<sup>rd</sup> June 2024

<sup>5</sup> See please Group press release 24<sup>th</sup> October 2024

<sup>6</sup> See please Group press release 2Q&1H2024 Financial Results, 7<sup>th</sup> August 2024

<sup>7</sup> See please Group press release 30<sup>th</sup> September, 6<sup>th</sup> October, 14<sup>th</sup> October and 21<sup>st</sup> October 2024



## 2024 Guidance

GUIDANCE <sup>(8)</sup>	
SALES	Organic variation: high single digit decline Positive impact of all 2024 perimeter changes: around 2%
EBITDA Margin	Between 22.5% and 23%
QUALITATIVE COMMENTS	<p align="center"><b><u>Conference call 3Q2024 Financial Results <sup>(9)</sup></u></b></p> <p align="center"><b>SALES</b></p> <p><i>Now, the usual overview on most recent market trends and future expectations. On most recent evolution confirmed the previous month evolution. From one side, the perfect storm is still present in the Hydraulics division with the mix between stagnation and stabilization and from the other, Water Jetting is still benefiting of the Blue Sky with acceleration trend confirmed.</i></p> <p><i>2024 expectation, the consistency between previous trends and most recent evolution make us confirm our sales guidance of high single-digit sales decrease on an organic basis. Even if to be fully transparent with you, we will probably be closer to the worst part of the range and not to the middle or the best one.</i></p> <p><i>I mean the Water Jetting expectation for the second half of the year.</i></p> <p><i>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.</i></p> <p><i>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.</i></p> <p align="center"><b>PROFITABILITY</b></p> <p><i>Obviously, this change pushed us to redo accounts in terms of profitability.</i></p> <p><i>This minimal variation in terms of sales means a minimal variation of profitability.</i></p> <p><i>And therefore, again, to be fully transparent with you, our EBITDA margin expectation is now between 22.5% and 23% instead of around 23%. We don't want to play with wars, and we don't want to mislead our stakeholders. We want to be transparent, reliable and trustworthy.</i></p>

<sup>8</sup> See please Group 3Q2024 Financial Results press release, 14<sup>th</sup> November 2024

<sup>9</sup> See please Transcript 3Q2024 Financial Results conference call



## GUIDANCE

### Conference call 3Q2024 Financial Results <sup>(9)</sup>

#### CASH FLOW GENERATION

#### QUALITATIVE COMMENTS

*As you probably remember, last February, we underline you...we gave...we share with the market 2 information. The first information was the CAPEX budget of 2024 between €100 million and €130 million and we are confirming it again. Then we had an additional guidance more a medium long-term guidance because we underline when we were explaining you our big CAPEX project, we underline you that 2024 would have been the first year of normalization trend. The normalization trend that would bring us back to the usual historical number of Interpump of CAPEX to see the ratio between 4% and 4.5%. So after 9 months, we absolutely confirm you the CAPEX guidance of 2024, 100 to 130 and we absolutely confirm you the immediate...the normalization process is starting and that in the future you will go gradually back...not so much gradually but we will go back to our range of 4%...4.5% on net sales.*

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

#### Upcoming Events

14 February 2025, Quarterly Statement 4Q2024

21 March 2025, Full Year 2024

15 May 2025, Quarterly Statement 1Q2025

6 August 2025, Quarterly Statement 2Q2025

14 November 2025, Quarterly Statement 3Q2025

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