



Pininfarina Group preliminary 2002 results

2002 performance in line with expectation, profitability ratio is up. 2003 value of production expected to be 30% higher than the preliminary figure reported for 2002.

Turin – The Board of Directors of Pininfarina S.p.A. met today under the chairmanship of Sergio Pininfarina to approve the Group's preliminary results for 2002.

The data show that, as expected, the output of the Group's industrial operations decreased, causing consolidated value of production to decline from 742.2 million euros in 2001 to 531.3 million euros in 2002 (-28.4%). Nevertheless, the ratio of EBIT to value of production rose to 4%, up from 3.4% in the previous fiscal year. This improvement reflects gains in operating efficiency and a drop in operating costs, which decreased by a greater percentage than did value of production. At December 31, 2002, the consolidated net financial position was positive by 112.6 million euros, about the same as at the end of 2001.

Production of the Ford Streetka got under way in December and is progressing in line with scheduling, cost and quality expectations. As a result, all employees who were furloughed under the Special Government Layoff Benefits Fund have been rehired. Moreover, because Ford Europe has been booking orders ahead of expectations, Pininfarina has been able to offer work opportunities on a seconding basis to 150 employees of Fiat Auto and some of its suppliers.

The Group's outlook for 2003 is for consolidated value of production to show a gain of more than 30%, reflecting an upturn in manufacturing activity and growth in the Group's engineering business, including a contract signed with Volvo Car Corporation in October 2002 for engineering development work on a new vehicle and continuation of the existing collaborative relationships with Jaguar and Hafei.

Pininfarina S.p.A., the Group's Parent Company, absorbed the subsidiary Pininfarina International S.p.A. as of December 1, 2002. Pininfarina S.p.A. is expected to close the 2002 fiscal year with profit before taxes of more than 4 million euros, down from 7.4 million euros in 2001. This decrease is due mainly to the continuation of unsettled conditions in the financial markets, which had a negative impact on investment income, and to an increase in operating costs incurred in connection with services provided to subsidiaries. In the current year, gains both in financial income and operating performance should enable the Company to report better results than in 2002.

The Pininfarina Group will participate in the Geneva International Motor Show (March 6 to 16, 2003), where it will unveil the Enjoy, a new research prototype.