



The Pininfarina Group ends 2003 on a positive note

Value of production increases to more than 800 million euros, a gain of more than 50% over 2002.

Turin – The Board of Directors of Pininfarina S.p.A. met today under the chairmanship of Sergio Pininfarina to review the estimated data for the 2003 fiscal year.

Based on preliminary year-end data, the consolidated value of production should exceed 800 million euros, more than 50% higher than in 2002 (529.8 million euros). EBIT, which are also up sharply (+30%) from the previous year, are expected to total about 27 million euros (20.8 million euros in 2002). For 2003, the ratio of EBIT to value of production should be about 3.4%. At December 31, 2003, the net financial position was positive by 102.2 million euros. Product development costs and the acquisition of Matra Automobile Engineering account for the decrease from the 116.2 million euros reported at the end of 2002.

The increased activity enjoyed in 2003 is particularly significant because it involved all of the Group's operations, starting with manufacturing, which benefited from the market launch of the Ford Streetka and the establishment in November of Pininfarina Sverige AB, a company based in Uddevalla, Sweden, in which Pininfarina S.p.A. has a 60% interest. This joint venture with Volvo Car Corporation will be responsible for producing a new generation of convertible cars that are currently being developed by the Pininfarina Engineering Center in Cambiano. In September, as part of its ongoing effort to strengthen its engineering business, the Group acquired the design, testing and prototype construction operations of Matra Automobile Engineering. Noteworthy developments in the area of design included the world debuts, in recent months, of two high-visibility prototypes — the Maserati Quattroporte and the Ferrari 612 Scaglietti — made possible by the Group's collaborative relationship with Ferrari and Maserati.

The outlook for the Group in 2004 points to a decrease of about 10% in the consolidated value of production compared with the exceptional result achieved in 2003. This decline will be due primarily to the beginning of a new cycle of manufacturing orders for the 2004-2005 period, offset only in part by healthy growth in the design and engineering businesses.

At the Group's Parent Company, Pininfarina S.p.A., preliminary year-end estimates call for profit before taxes of about 13 million euros, up from 3.7 million euros in 2002. A rise in the dividends received from subsidiaries and an increase in financial income are the main reasons for this strong performance. Following the mergers by absorption of Industrie Pininfarina S.p.A. and Pininfarina Ricerca e Sviluppo S.p.A. into Pininfarina S.p.A., which became effective on January 1, 2004, the Company, which had been a financial holding company, changed its status, becoming an industrial company. As a result, it is now the most important Group company in terms of its contribution to total manufacturing output.

In 2004, the data of Pininfarina S.p.A. will not be comparable with those of the previous year, and the forecasts made with regard to consolidated data are largely applicable to the Parent Company as well.

February 2, 2004 marked the end of the period during which stockholders had the right to request redemption of their shares due to the change in the Company's corporate purpose that resulted from the merger of Industrie Pininfarina S.p.A. and Pininfarina Ricerca e Sviluppo S.p.A. into Pininfarina S.p.A.

A total of two stockholders, who owned 71,375 common shares, or about 0.76% of the capital stock, validly exercised this right.

Pininfarina S.p.A. purchased these shares as treasury stock. They will be used in connection with the Company's 2002-2004 stock option plan. The price per share, computed pursuant to law, was 18.865 euros.