



Pininfarina Group: growth in line with expectations for the first nine months of 2003

The Pininfarina Group reports gains in value of production (+38%) and EBIT (+ 17%) for the first nine months of 2003. The integration of Matra Automobile Engineering is already under way.

Turin – The Board of Directors of Pininfarina S.p.A. met today in Turin under the chairmanship of Sergio Pininfarina and approved the report on operations of the Pininfarina Group for the first nine months of 2003.

An analysis of the consolidated data shows that the value of production increased from 424.4 million euros for the nine months ended September 30, 2002 to 586.9 million euros in the same period this year (+38.2%).

EBIT, which totaled 22.1 million euros, or 16.9% more than the 18.9 million euros earned in the same period last year, were equal to 3.8% of the value of production (4.5% at September 30, 2002).

Profit before taxes jumped 60.1% to 16.5 million euros, up from 6.2 million euros in the first nine months of 2002. It was equal to 2.8% of the value of production (2.4% a year ago).

At 7.1 million euros, net profit was 2 million euros less (-21.9%) than in the first nine months of 2002. A higher tax burden than last year, when the Group benefited from statutory tax relief, is the reason for this decrease. The ratio of net profit to value of production was 1.2% (2.2% at September 30, 2002).

At September 30, 2003, the net financial position was positive by 129.8 million euros, or 12.8 million euros less than at June 30, 2003. The payment of the first installment of the Matra Automobile Engineering purchase price is the main reason for this decline.

The outlook for the balance of 2003 is for the value of production and operating margins to be in line with the levels achieved during the first nine months of the year.

Pininfarina S.p.A., the Group's Parent Company, ended the first nine months of 2003 with net profit of 9.1 million euros, up from 2.9 million euros at September 30, 2002. This improvement is the result of increases in income from equity investments and cash management transactions. The year-end results should be consistent with the performance in the third quarter.

Significant events that occurred in the first nine months of 2003 include: for the manufacturing operations, the establishment in September of Pininfarina Sverige AB, a joint venture with Volvo Car Corporation. This company, which is 60% owned by Pininfarina S.p.A., will be responsible for product development and production in Uddevalla (Sweden).

Also in September, the Group's engineering operations acquired the design, testing and prototyping businesses of Matra Automobile Engineering. Since its very beginning, the process of integrating the Group's French and Italian companies has been producing excellent opportunities to expand and round out the range of services that the Group can offer to customers.

The design operations presented the Maserati Quattroporte at the Frankfurt Auto Show. This high-performance luxury sedan was extremely well received by motorists and the trade press.