



Pininfarina Group - Quarterly Report

The First Quarter is Adversely Affected by Unfavorable Conditions in the Automobile Market. The Group's Profitability Remains at a Satisfactory Level.

Turin - The Directors of Pininfarina S.p.A. met today under the chairmanship of Sergio Pininfarina prior to attending the Ordinary and Extraordinary Shareholders' Meetings, which were held at Pininfarina Ricerca e Sviluppo S.p.A. facility in Cambiano. At their meeting, the Directors reviewed the Group's performance in the first quarter of 2002.

The report for the first quarter shows consolidated value of production of 146.6 million euros, or 32.01% less than the 215.7 million euros reported in the first quarter of 2001. This trend, which had been forecast when the preliminary 2001 data was released, was due to the general weakness of the automobile market. Lower demand throughout Europe, which is the principal market of the carmakers Pininfarina serves, and capital investment cutbacks by the major automobile manufacturers took a toll on the Group's production output (7,562 units, down 41.25% from 12,872 units in the first quarter of 2001).

EBIT for the quarter were 4.7 million euros, compared with 5.5 million euros in the first three months of 2001. While EBIT were lower in absolute terms, they improved as a percentage of the value of production, rising from 2.57% in the first quarter of 2001 to 3.25% in the same period this year. The net financial position was positive by 87.3 million euros, compared with a positive balance of 112.1 million euros at the end of 2001. This reduction was due entirely to temporary shifts in working capital.

The performance of the Pininfarina Group in 2002 will reflect a decrease in both consolidated value of production and profit margins. Moreover, the mix of manufacturing business (the production of the Ford StreetKa, with its attendant startup costs, will not begin until the fourth quarter of 2002) and design and engineering services will continue to shift in favor of the latter, but the beneficial impact of this change on the bottom line will not be apparent until 2003. The depth of the Group's commitment to developing its engineering business will be underscored by the inauguration, in the early fall, of the new Engineering Center, with more than 12,000 square meters of space, that is being built at Pininfarina Ricerca e Sviluppo's facility in Cambiano (Turin).

Turin, May 15, 2002