



PININFARINA GROUP

QUARTERLY REPORT AT MARCH 31, 2003

Pininfarina S.p.a. – Share Capital: 9,317,000 euros, fully paid in
Registered Office: 61 Corso Stati Uniti, Turin
Tax Identification and Turin Company Register No. 00489110015

CONSOLIDATED FINANCIAL HIGHLIGHTS

(in thousands of euros)

| | 3/31/03 | 3/31/02 | 12/31/02 |
|--|---------|---------|----------|
| Operating Data | | | |
| Net revenues | 138,260 | 131,205 | 485,826 |
| Value of production | 165,753 | 146,630 | 529,819 |
| EBITDA | 8,886 | 8,328 | 38,510 |
| EBIT | 4,638 | 4,772 | 20,861 |
| Net financial income | 58 | 653 | 1,635 |
| Profit before taxes | 1,978 | 3,326 | 12,138 |
| Group interest in net profit for the period/year | 1,389 | 1,533 | 14,914 |
| Cash flow* | 5,591 | 5,042 | 32,387 |
| Balance Sheet Data | | | |
| Net fixed assets | 100,701 | 101,408 | 102,810 |
| Net invested capital | 94,972 | 95,378 | 76,092 |
| Group interest in shareholders' equity | 167,945 | 157,008 | 166,663 |
| Net financial position | 97,793 | 87,358 | 116,437 |
| Performance indicators (%) | | | |
| EBITDA/Value of production | 5.36 | 5.68 | 7.27 |
| ROS (EBIT/Value of production) | 2.80 | 3.25 | 3.94 |
| ROI (EBIT/Net invested capital) | 4.88 | 5.00 | 27.41 |
| ROE (Net profit/Shareholders' equity) | 0.83 | 0.98 | 8.95 |
| Net financial income/Value of production | 0.03 | 0.45 | 0.31 |
| Other Data | | | |
| Capital investments for the period/year | 4,287 | 6,812 | 22,555 |
| Research and development outlays | 7,133 | 10,236 | 26,224 |
| * Group interest in net profit plus depreciation and amortization. | | | |

Reclassified Consolidated Balance Sheet
(in thousands of euros)

| 3/31/02 | | 3/31/03 | 12/31/02 | Change |
|-----------------|---|-----------------|------------------|----------------|
| | A) Net non-current assets | | | |
| 6,534 | Net intangible assets | 5,847 | 6,231 | (384) |
| 93,289 | Net fixed assets | 90,498 | 93,227 | (2,729) |
| 1,585 | Net financial assets | 4,356 | 3,352 | 1,004 |
| 101,408 | | 100,701 | 102,810 | (2,109) |
| | B) Working capital | | | |
| 61,330 | Inventory | 94,532 | 68,583 | 25,949 |
| 90,795 | Trade accounts receivable, net | 75,759 | 45,082 | 30,677 |
| 27,695 | Other assets | 23,111 | 22,343 | 768 |
| (139,010) | Trade accounts payable | (141,198) | (108,708) | (32,490) |
| (14,397) | Taxes payable | (13,077) | (13,475) | 398 |
| (32,443) | Other liabilities | (44,856) | (40,543) | (4,313) |
| (6,030) | | (5,729) | (26,718) | 20,989 |
| 95,378 | C) Net invested capital (A+B) | 94,972 | 76,092 | 18,880 |
| 25,728 | D) Reserve for termination indemnities | 24,820 | 25,866 | (1,046) |
| 69,650 | E) Net capital requirements (C-D) | 70,152 | 50,226 | 19,926 |
| | F) Shareholders' equity | | | |
| 9,317 | Share capital | 9,317 | 9,317 | 0 |
| 146,158 | Reserves | 157,240 | 142,432 | 14,808 |
| 1,533 | Net profit for the year/period | 1,388 | 14,914 | (13,526) |
| 157,008 | | 167,945 | 166,663 | 1,282 |
| | G) Net financial position | | | |
| 2,219 | Long-term debt | 1,429 | 1,457 | (28) |
| (89,577) | (Net liquid assets) | (99,222) | (117,894) | 18,672 |
| (87,358) | | (97,793) | (116,437) | 18,644 |
| 69,650 | H) Total as in E (F+G) | 70,152 | 50,226 | 19,926 |

Reclassified Consolidated Profit and Loss Account
(in thousands of euros)

| 12/31/02 | 3/31/03 | % | 3/31/02 | % | Change |
|---|----------------|---------------|----------------|---------------|----------------|
| 485,826 Net revenues | 138,260 | 83.41 | 131,205 | 89.48 | 7,055 |
| Changes in inventory of work in process 16,266 and finished products | 19,049 | 11.49 | 8,931 | 6.09 | 10,118 |
| 27,701 Other income and revenues | 8,444 | 5.09 | 6,494 | 4.43 | 1,950 |
| 26 Fixed assets constructed internally | 0 | 0.00 | 0 | 0.00 | 0 |
| 529,819 Value of production | 165,753 | 100.00 | 146,630 | 100.00 | 19,123 |
| (414,878) Raw materials and outside services | (141,701) | (85.49) | (117,256) | (79.97) | (24,445) |
| (1,765) Change in inventory of raw materials | 6,945 | 4.19 | (1,837) | (1.25) | 8,782 |
| 113,176 Value added | 30,997 | 18.70 | 27,537 | 18.78 | 3,460 |
| (74,666) Personnel costs | (22,111) | (13.34) | (19,209) | (13.10) | (2,902) |
| 38,510 EBITDA | 8,886 | 5.36 | 8,328 | 5.68 | 558 |
| (17,473) Depreciation and amortization | (4,203) | (2.54) | (3,509) | (2.39) | (694) |
| (176) Provisions | (45) | (0.03) | (47) | (0.03) | 2 |
| 20,861 EBIT | 4,638 | 2.80 | 4,772 | 3.25 | (134) |
| 1,635 Net financial income | 58 | 0.03 | 653 | 0.45 | (595) |
| (10,358) Other income (charges), net | (2,718) | (1.64) | (2,099) | (1.43) | (619) |
| 12,138 Profit before taxes | 1,978 | 1.19 | 3,326 | 2.27 | (1,348) |
| 2,776 Income taxes | (589) | (0.36) | (1,793) | (1.22) | 1,204 |
| 14,914 Net profit for the period/year | 1,389 | 0.84 | 1,533 | 1.05 | (144) |

Consolidated Statement of Cash Flow
(in thousands of euros)

| 3/31/02 | | 3/31/03 | 12/31/02 | Change |
|-----------------|--|-----------------|-----------------|-----------------|
| 114,344 | A. Net liquid assets at beginning of period | 117,894 | 114,344 | 3,550 |
| | B. Net cash flow from operating activities | | | |
| 1,533 | Net profit for the period/year | 1,389 | 14,914 | (13,525) |
| 3,509 | Depreciation and amortization | 4,203 | 17,473 | (13,270) |
| (45) | (Gains) Losses on sale of non-current assets | 23 | (66) | 89 |
| (30,533) | Change in working capital | (20,989) | (9,845) | (11,144) |
| (1,270) | Net change in reserve for termination indemnities | (1,046) | (1,132) | 86 |
| 1,823 | Other changes | 109 | (1,299) | 1,408 |
| (24,983) | | (16,311) | 20,045 | (36,356) |
| | C. Cash flow from investing activities | | | |
| (1,387) | Investments in fixed, intangible and financial assets | (4,287) | (22,555) | 18,268 |
| 647 | Proceeds from sale or redemption of non-current assets | 1,926 | 8,250 | (6,324) |
| (740) | | (2,361) | (14,305) | 11,944 |
| 956 | D. Cash flow from financing activities | 0 | 980 | (980) |
| 0 | E. Distribution of net profit | 0 | (3,170) | 3,170 |
| (24,767) | F. Net cash flow for the period (B+C+D+E) | (18,672) | 3,550 | (22,222) |
| 89,577 | G. Net liquid assets at end of period (A+F) | 99,222 | 117,894 | (18,672) |

Consolidated Net Financial Position
(in thousands of euros)

| 3/31/02 | | 3/31/03 | 12/31/02 | Change |
|---------------|-------------------------------------|---------------|----------------|-----------------|
| 14,663 | Liquid assets | 25,875 | 17,333 | 8,542 |
| 57,538 | Fixed-income securities, net | 66,701 | 88,905 | (22,204) |
| 17,376 | Listed equity securities, net | 6,646 | 11,656 | (5,010) |
| 0 | Short-term bank borrowings | 0 | 0 | 0 |
| 89,577 | Net short-term liquid assets | 99,222 | 117,894 | (18,672) |
| (2,219) | Long-term bank debt | (1,429) | (1,457) | 28 |
| 87,358 | Net financial position | 97,793 | 116,437 | (18,644) |

Production of Complete Cars and Car Bodies

| 12/31/02 | Complete cars | 3/31/03 | 3/31/02 |
|---------------|--|--------------|--------------|
| 37 | Ford Streetka | 4,647 | 0 |
| 11,300 | Mitsubishi Pajero Pinin | 2,132 | 2,715 |
| 10,476 | Peugeot 406 Coupé | 1,761 | 2,856 |
| 2,916 | Alfa Romeo Spider and GTV | 571 | 961 |
| 2,095 | Peugeot 306 Cabriolet | 0 | 984 |
| 0 | Other cars | 0 | 1 |
| 26,824 | | 9,111 | 7,517 |
| | Car bodies | | |
| 120 | Bentley Azure and Rolls Royce Corniche | 0 | 45 |
| 1 | Other car bodies | 1 | 0 |
| 121 | | 1 | 45 |
| 26,945 | Grand total | 9,112 | 7,562 |

Analysis of the Reclassified Financial Statements

Balance Sheet

During the first quarter of 2003, **net capital requirements** grew by 19.9 million euros as a result of the following changes:

- **Net non-current assets** decreased by 2.1 million euros to 100.7 million euros.
- The negative balance of **working capital** decreased to 5.7 million euros. The resulting 21.0-million-euro reduction in liquidity was due mainly to temporary increases in inventory and trade accounts receivable that were not fully offset by increases in trade accounts payable and other liabilities.
- The **reserve for termination indemnities** fell to 24.8 million euros, or 1.0 million euros less than at December 31, 2002.

Net capital requirements of 70.1 million euros were funded by:

- **Shareholders' equity**, which at 167.9 million euros was 1.3 million euros higher than at the beginning of the year. This gain is the net result of the transfer to retained earnings of the unappropriated 2002 net profit and the smaller impact of the net profit for the first quarter of 2003 relative to the figure for the full year.
- A **net financial position** of 97.8 million euros. The decrease of 18.6 million euros from the end of 2002 primarily reflects the changes in working capital.

Profit and Loss Account

The Group had **net revenues** of 138.3 million euros, or 7.1 million euros more (+5.41%) than in the first quarter of 2002.

At 165.8 million euros, the **value of production** was 19.1 million euros higher (+13.09%) than in the first three months of 2002. Value of production includes net revenues plus a 19.0-million-euro inventory of work in process and finished goods and 8.4 million euros in other income and revenues.

Purchases of materials and outside services totaled 141.7 million euros in the first quarter of 2003, up 24.4 million euros (+20.8%) from the same period last year.

The **change in inventory of raw, ancillary and consumable materials and goods** was positive by 6.9 million euros, compared with a negative change of 1.8 million euros in the first three months of 2002.

As a result, **value added** increased to 31.0 million euros, or 3.5 million euros more than at March 31, 2002. At 18.7% the ratio of value added to value of production was 0.08 percentage points lower than in the first quarter of 2002.

Personnel costs came to 22.1 million euros, an increase of 2.9 million euros (+15.1%).

EBITDA totaled 8.9 million euros, or 0.6 million euros more (+7.22%) than in the first three months of 2002.

Depreciation and amortization decreased by 0.7 million euros (-20.0%) to 4.2 million euros.

Provisions for risks and charges and for writedowns totaled 45,000 euros in the first quarter of 2003, down 2,000 euros from the same period last year.

EBIT, which amounted to 4.6 million euros, or 0.1 million euros less (-2.08%) than in the first three months of 2002, were equivalent to 2.8% of the value of production (3.25% in the same period last year).

Net financial income totaled 58,000 euros. Foreign exchange losses account for most of the decrease of 595,000 euros from the first quarter of 2002.

Net other charges increased by 0.6 million euros (+28.57%) to 2.7 million euros.

Profit before taxes declined to 2.0 million euros, or 1.3 million euros less (-39.39%) than in the first quarter of 2001. It was equivalent to 1.19% of the value of production (2.27% at the end of 2002).

Income taxes for the period shrank to 589,000 euros. The decrease of 1.2 million euros compared with the first quarter of 2002 reflects the positive impact of the remaining tax savings available under the Tremonti Bis Law. The tax rate was equal to 29.77% of the profit before taxes (53.90% at December 31, 2002).

Net profit totaled 1.4 million euros, or 0.84% of the value of production, down 6.66% from the 1.5 million euros (1.05% of the value of production) earned in the first three months of 2002.

Statement of Cash Flow

During the first quarter of 2003, **net liquid assets** decreased by 18.7 million euros as a result of the following changes:

Net cash flow from operating activities decreased by 36.4 million euros as a result of the change in working capital mentioned above, a decrease in net profit and a reduction in depreciation and amortization.

Cash flow from investing activities, which required 2.4 million euros, was lower by 11.9 million euros due to the difference between investments and proceeds from the sale of investments booked for the quarter and those recorded for all of 2002.

Cash flow from financing activities had a zero balance, compared with a positive balance of 1.0 million euros at March 31, 2002.

There was no **distribution of net profit** as of March 31, 2003.

Review of Operating Performance and Significant Events That Occurred During the First Quarter of 2003

The value of production generated by the Pininfarina Group during the first quarter of 2003 was 13.09% higher than in the same period last year.

This increase reflects across-the-board gains by all of the Group's businesses. Motor vehicle production grew by 20.49% to 9,112 units, up from 7,562 units in the first quarter of 2002. The output of vehicles manufactured under the Ford Streetka order continued to increase steadily, reaching full capacity by the end-of-March contractual deadline.

The design and engineering operations more than doubled their production value compared with the first three months of 2002. This improvement represents a reversal of the trend that prevailed in 2002, when, especially during the first part of the year, certain customers slowed the implementation of some of their programs.

At the operating level, the Group performed well in the first quarter of 2003, as increases in the production of other vehicles and the contribution of such high-margin businesses as design and engineering helped offset the impact of the heavy startup costs incurred in connection with the Ford order, most of which were booked in the opening quarter of 2003.

The net financial position was positive by 97.8 million euros, compared with 87.4 million euros at March 31, 2002 (+11.89%) and 116.4 million euros at December 31, 2002 (-15.97%).

The structure of the Group is also changing. On the publication date of this report, the Shareholders' Meeting of Pininfarina S.p.A. was convening to vote on a motion to merge, by absorption, the Group's two largest operating companies (Industrie Pininfarina S.p.A. and Pininfarina Ricerca e Sviluppo S.p.A.) into the Parent Company. The resulting organization will be more streamlined and better suited to respond effectively to rapid changes in the marketplace and is expected to produce savings in operating costs.

The performance in the first quarter of 2003 confirmed the Group's expectations for the current year, which were presented along with the preliminary 2002 Annual Report: an increase of about 30% in the value of production compared with 2002, but lower margins due to a change in the production mix and the startup costs incurred by Open Air Systems GmbH.

In addition, the Group is continuing to build on existing relationships with several customers, both in design/engineering and in production, and to explore new opportunities, which are expected to come to fruition beginning in the second half of 2003.

A review of the performance of the individual operating companies in the first quarter of 2003 is provided below.

Industrie Pininfarina S.p.A. generated a value of production of 158.2 million euros, or 26.1 million euros more (+19.75%) than in the first three months of 2002. However, because of the negative factors mentioned above, EBIT were cut in half, falling to 2.1 million euros (4.3 million euros in the first quarter of 2002). The same occurred with profit before taxes, which declined to 2.3 million euros, compared with 4.5 million euros last year. The net financial position was positive by 34.8 million euros, compared with 15.7 million euros at March 31, 2002 and 53.7 million euros at December 31, 2002 (-35.19%).

Pininfarina Ricerca e Sviluppo S.p.A. reported a value of production totaling 12.3 million euros, more than double the 5.7 million euros booked in the first quarter of 2002. EBIT were positive by 1.3 million euros, compared with negative EBIT of 1.5 million euros at March 31, 2002. At the same time, the company earned 0.8 million euros before taxes, compared with a loss of 1.5 million euros for the first three months of 2002. At March 31, 2003, net borrowings totaled 8.0 million euros, up from 6.3 million euros a year earlier.

Pininfarina Deutschland GmbH increased its value of production by 0.2 million euros (+7.14%) to 3.0 million euros. During the first quarter of 2003, as part of a restructuring process designed to increase operating efficiency, the company transferred some of its equipment and machinery to different locations, while relying to an increased extent on outside suppliers to meet contractual delivery schedules. In addition, the move caused a temporary underutilization of the staff (which had increased by 12 employees since March 31, 2002). As a result, the company lost 0.4 million euros before taxes, compared with profit before taxes of 0.1 million euros in the first three months of 2002. Net borrowings decreased from 1.3 million euros at December 31, 2002 to 0.8 million euros at March 31, 2003.

Pininfarina Extra S.r.l. reported a value of production of 0.5 million euros, or 16.66% less than the 0.6 million euros generated in the first quarter of 2002. Delay in defining some new projects, which will be made up during the balance of the year, had a negative impact on the Company's operating performance. EBIT were negative by 31,000 euros, compared with positive EBIT of 54,000 euros at March 31, 2002. Pininfarina Extra lost 34,000 euros before taxes (profit before taxes of 51,000 euros in the first three months of 2002). The net financial position was positive by 0.2 million euros, compared with net borrowings of 0.1 million euros at March 31, 2002 and a balance close to zero at December 31, 2002.

A review of the performance of the Group's Parent Company is provided below.

Pininfarina S.p.A. had net financial income of 314,000 euros, or 91,000 euros less (-22.47%) than in the first quarter of 2002. Net financial assets amounted to 65.4 million euros, an increase of 1.7 million euros (+2.66%) since December 31, 2002. The Company lost 48,000 euros before taxes (profit before taxes of 290,000 euros in the first three months of 2002) due mainly to a rise in operating costs that was not fully offset by an increase in nonfinancial income. The only component of income from investments in subsidiaries was the dividend distributed by Industrie Pininfarina S.p.A., the only Group company that paid a dividend from 2002 net profit. The dividend declared by Industrie Pininfarina S.p.A., which had not been collected as of March 31, 2003, amounts to 7.6 million euros (3.8 million euros in 2002).

In 2003, the Group's Parent Company should report significantly better results than in 2002.

May 15, 2003.

A handwritten signature in black ink, appearing to read 'S. Pininfarina', is written over a horizontal line.

Sergio Pininfarina
Chairman of the Board of Directors

Notes to the Financial Statements

The consolidated financial statements of the Pininfarina Group for the three months ended March 31, 2003 were prepared in accordance with Consob Regulation No. 11971 of May 14, 1999.

They include the financial statements at March 31, 2003 of Pininfarina S.p.A., the Group's Parent Company, and of those subsidiaries in which it holds, directly or indirectly, a majority of the votes that can be cast at Regular Shareholders' or Partners' Meetings. These companies are consolidated on a line-by-line basis. This quarterly report has not been audited.

The financial statements have been prepared in accordance with the same criteria and principles used in the preparation of the 2002 annual financial statements and reference is hereby made to the notes to those financial statements.

There was no change to the scope of consolidation during the period under review.

Pininfarina Group
Consolidated Financial Statements at March 31, 2003

Balance Sheet – Assets

(in euros)

| 3/31/02 | | 3/31/03 | 12/31/02 |
|--------------------|--|--------------------|--------------------|
| | B) NON-CURRENT ASSETS | | |
| | I) Intangible assets: | | |
| 2,351,225 | 3 rights to use intellectual property | 2,480,625 | 2,463,745 |
| | 5 Goodwill | | |
| | 6 intangible assets under formation | 20,000 | 20,000 |
| 4,182,334 | 7 others | 3,346,251 | 3,747,506 |
| 6,533,559 | Total | 5,846,876 | 6,231,251 |
| | II) Fixed assets: | | |
| 48,268,138 | 1 land and buildings | 49,674,168 | 48,634,246 |
| 34,183,892 | 2 plant and machinery | 31,308,592 | 32,885,738 |
| 5,953,935 | 3 industrial and trade equipment | 4,006,791 | 4,595,663 |
| 4,068,944 | 4 other goods | 3,823,319 | 3,991,588 |
| 813,854 | 5 Fixed assets under construction and advances | 1,685,515 | 3,119,833 |
| 93,288,763 | Total | 90,498,385 | 93,227,068 |
| | III) Financial assets: | | |
| | 1 investments in: | | |
| - | a) associated companies | 3,870,781 | 2,866,941 |
| 1,584,732 | d) other companies | 484,779 | 484,779 |
| 1,584,732 | Total | 4,355,560 | 3,351,720 |
| 101,407,054 | Total non-current assets B) | 100,700,821 | 102,810,039 |
| | C) CURRENT ASSETS | | |
| | I) Inventory: | | |
| 24,109,001 | 1 raw, ancillary and consumable materials | 30,642,505 | 24,026,703 |
| 22,561,411 | 2 work in process and semifinished goods | 32,760,111 | 16,932,824 |
| 14,555,154 | 3 work in progress on job orders | 30,844,968 | 27,442,198 |
| 104,000 | 4 finished products and goods | 284,011 | 181,413 |
| 61,329,566 | Total | 94,531,595 | 68,583,138 |
| | II) Receivables: | | |
| 90,795,485 | 1 trade accounts | 75,758,649 | 44,838,514 |
| | 3 due from associated companies | - | 243,090 |
| 24,012,968 | 5 due from others | 21,691,398 | 19,029,984 |
| 114,808,453 | Total | 97,450,047 | 64,111,588 |
| | III) Current financial assets: | | |
| 15,358,448 | 3 other investments | 4,078,364 | 8,901,906 |
| 2,017,371 | 4 treasury stock | 2,567,638 | 2,754,169 |
| 57,538,030 | 5 other securities | 66,700,512 | 88,904,522 |
| 74,913,849 | Total | 73,346,514 | 100,560,597 |
| | IV) Liquid assets: | | |
| 14,476,778 | 1 cash at banks and post offices | 25,810,705 | 17,278,005 |
| 103,621 | 2 checks outstanding | - | - |
| 82,782 | 3 cash and cash equivalents on hand | 64,558 | 55,389 |
| 14,663,181 | Total | 25,875,263 | 17,333,394 |
| 265,715,049 | Total current assets C) | 291,203,419 | 250,588,717 |
| | D) PREPAYMENTS AND ACCRUED INCOME | | |
| 3,682,228 | Other prepayments and accrued income | 1,419,870 | 3,313,474 |
| 3,682,228 | Total prepayments and accrued income D) | 1,419,870 | 3,313,474 |
| 370,804,331 | TOTAL ASSETS | 393,324,110 | 356,712,230 |

Balance Sheet – Liabilities and Shareholders' Equity
(in euros)

| 3/31/02 | | 3/31/03 | 12/31/02 |
|--------------------|---|--------------------|--------------------|
| | A) SHAREHOLDERS' EQUITY | | |
| 9,317,000 | I Share capital | 9,317,000 | 9,317,000 |
| 36,885,352 | II Share premium reserve | 36,885,352 | 36,885,352 |
| 1,578,884 | III Revaluation reserve | 1,578,884 | 1,578,884 |
| 2,231,389 | IV Legal reserve | 2,231,389 | 2,231,389 |
| 25,000,000 | V Reserve for treasury stock | 25,000,000 | 25,000,000 |
| 32,673,309 | VII Other reserves: | 35,152,726 | 32,271,583 |
| 47,789,078 | VIII Consolidation reserve | 56,391,519 | 44,464,634 |
| 1,533,140 | IX Net profit for the year/period | 1,387,871 | 14,914,026 |
| 157,008,152 | Total shareholders' equity A) | 167,944,741 | 166,662,868 |
| | B) RESERVES FOR RISKS AND CHARGES | | |
| 10,305,202 | 2 Reserve for taxation | 8,481,106 | 8,879,106 |
| 4,092,287 | 3 Other provisions | 4,595,740 | 4,595,740 |
| 14,397,489 | Total reserves for risks and charges B) | 13,076,846 | 13,474,846 |
| | C) RESERVE FOR TERMINATION | | |
| 25,727,830 | INDEMNITIES | 24,819,540 | 25,865,625 |
| 25,727,830 | | 24,819,540 | 25,865,625 |
| | D) PAYABLES | | |
| | 1 Bonds | | |
| 2,219,418 | 3 Due to banks | 1,430,910 | 1,459,177 |
| - | 4 Due to other lenders | - | - |
| 10,348,029 | 5 Advances | 25,035,165 | 22,215,939 |
| 139,009,568 | 6 Trade accounts | 141,197,631 | 108,562,992 |
| | 9 Due to associated companies | - | 145,227 |
| 7,343,586 | 11 Taxes payable | 2,438,797 | 2,343,027 |
| 1,485,384 | 12 Due to social security authorities | 1,425,620 | 2,862,552 |
| 12,263,220 | 13 Other payables | 13,266,551 | 9,241,776 |
| 172,669,205 | Total payables D) | 184,794,674 | 146,830,690 |
| | E) ACCRUED LIABILITIES AND DEFERRED INCOME | | |
| 1,001,655 | Other accrued liabilities and deferred income | 2,688,309 | 3,878,201 |
| 1,001,655 | Total accrued liabilities and deferred income E) | 2,688,309 | 3,878,201 |
| 370,804,331 | TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY | 393,324,110 | 356,712,230 |
| | Memorandum accounts and other commitments | | |
| 34,110,000 | Securities pledged as collateral | 34,858,500 | 39,474,000 |
| 133,972,292 | Third-party equipment held under gratuitous loans | 133,972,292 | 133,972,292 |
| 62,425,276 | Lease payments outstanding | 133,972,292 | 135,336,698 |
| 377,864 | Sureties | 7,401,612 | 7,401,612 |
| | Commitments to purchase mutual fund shares | 1,500,000 | 1,500,000 |
| 230,885,432 | Total memorandum accounts and other commitments | 311,704,696 | 317,684,602 |

PROFIT AND LOSS ACCOUNT

(in euros)

| 12/31/02 | | 3/31/03 | 3/31/02 |
|--------------------|--|--------------------|--------------------|
| | Value of production | | |
| 485,825,603 | 1 Revenues from sales and services | 138,260,214 | 131,205,482 |
| | 2 Changes in inventory of work in progress, semifin. goods | | |
| 16,266,448 | and fin. products | 19,048,644 | 8,930,580 |
| 25,564 | 4 Increase in fixed assets constructed internally | 0 | 0 |
| 27,701,492 | 5 Other income and revenues | 8,444,054 | 6,494,383 |
| 529,819,107 | Total value of production A) | 165,752,912 | 146,630,445 |
| | Cost of sales | | |
| 349,177,815 | 6 Raw, ancillary and consumable materials and goods | 117,227,316 | 102,105,057 |
| 42,342,364 | 7 Services | 12,933,025 | 9,176,827 |
| 28,874,181 | 8 Use of third-party assets | 13,038,583 | 6,891,200 |
| | 9 Personnel: | | |
| 53,038,627 | a) wages and salaries | 15,956,224 | 13,630,639 |
| 17,276,564 | b) social contributions | 5,212,529 | 4,616,082 |
| 4,350,403 | c) termination indemnities | 942,415 | 961,988 |
| | 10 Depreciation, amortization and writedowns: | | |
| 2,675,191 | a) amortization | 636,966 | 564,727 |
| 14,798,181 | b) depreciation | 3,565,866 | 2,944,676 |
| 139,382 | d) writedowns of receivables | 464,994 | 388,677 |
| | 11 Changes in inventory of raw, ancillary and consumable | | |
| 1,765,080 | materials and goods | (6,945,168) | 1,836,589 |
| 176,204 | 12 Provisions for risks | 45,385 | 47,104 |
| 1,494,777 | 14 Other operating costs | 255,319 | 506,410 |
| 516,108,769 | Total cost of sales B) | 163,333,454 | 143,669,976 |
| 13,710,338 | Difference between sales and cost of sales (A-B) | 2,419,458 | 2,960,469 |
| | Financial income and charges | | |
| | 15 Income from investments in: | | |
| 1,031,696 | - other companies | 0 | 16,514 |
| | 16 Other financial income: | | |
| 1,758,979 | b) from securities shown under current assets other than | 275,064 | 481,094 |
| | equity investments | | |
| 5,516,686 | d) income other than the above | 828,661 | 313,334 |
| | 17 Interest and other financial charges: | | |
| (6,672,544) | - paid to others | (1,046,072) | (158,288) |
| 1,634,817 | Total financial income and charges C) | 57,653 | 652,654 |
| | Adjustments to the value of financial assets | | |
| | 18 Revaluations of: | | |
| | a) equity investments | | |
| | 19 Writedowns of: | | |
| (1,690,361) | a) equity investments | (246,160) | |
| | b) non-current financial assets which | | |
| (1,531,116) | do not constitute equity investments | (259,296) | (275,795) |
| (3,221,477) | Total adjustments to the value of financial assets D) | (505,456) | (275,795) |
| | Extraordinary income and charges | | |
| 73,589 | 20 Income | 14,182 | 0 |
| (59,618) | 21 Charges | (8,833) | (11,644) |
| 13,971 | Total extraordinary income and charges E) | 5,349 | (11,644) |
| 12,137,649 | Profit before taxes (A-B+C+D+E) | 1,977,004 | 3,325,684 |
| 2,776,377 | 22 Income taxes for the year | (589,133) | (1,792,544) |
| 14,914,026 | 26 Net profit for the year | 1,387,871 | 1,533,140 |

Printed internally by Pininfarina S.p.A.