

*pininfarina*

**PININFARINA GROUP**

**QUARTERLY REPORT AT SEPTEMBER 30, 2001**



## CONSOLIDATED DATA

### CONSOLIDATED FINANCIAL HIGHLIGHTS

(IN THOUSANDS OF EUROS)

1 <sup>st</sup> half 2001		From 1/1/01 to 9/30/01	From 1/1/00 to 9/30/00
	<b>Operating Data</b>		
415,689	Net revenues	567,003	495,489
438,745	Value of production	592,125	514,674
29,181	EBITDA	35,028	29,790
17,781	EBIT	21,550	12,744
2,388	Net financial income	3,425	5,145
14,230	Profit before taxes	17,662	9,581
6,876	Group interest in net profit for the period/year	7,124	5,113
17,461	Cash flow*	20,479	21,869
	<b>Performance Indicators (%)</b>		
6.65	EBITDA/Value of production	5.92	5.79
4.05	EBIT/Value of production	3.64	2.48
1.57	Net profit for the period/Value of production	1.20	0.99
1 <sup>st</sup> half 2001		3 <sup>rd</sup> quarter 2001	2000 full year
	<b>Balance Sheet Data</b>		
98,138	Net fixed assets	97,018	104,294
62,832	Net invested capital	62,235	86,293
151,646	Group interest in shareholders' equity	149,605	148,456
115,030	Net financial position	113,944	88,204
	<b>Performance Indicators (%)</b>		
28.30	EBIT/Net invested capital	34.63	25.44
4.53	Net profit for the period/Sharehold. equity	4.76	5.95
	<b>Other Data</b>		
7,275	Capital investments for the period/year	16,282	20,545
9,839	Research and development outlays	15,070	18,662
	* Group interest in net profit plus depreciation and amortization.		



# **Financial Statements**

**(in euros)**

## Reclassified Consolidated Balance Sheet

(in thousands of euros)

6/30/01		9/30/01	12/31/00	Change
	<b>A) Net non-current assets</b>			
12,778	Net intangible assets	14,271	8,123	6,148
98,138	Net fixed assets	97,018	104,294	(7,276)
1,460	Net financial assets	1,460	1,416	44
<b>112,376</b>		<b>112,749</b>	<b>113,833</b>	<b>(1,084)</b>
	<b>B) Working capital</b>			
45,179	Inventory	46,290	54,873	(8,583)
141,136	Trade accounts receivable, net	98,276	123,830	(25,554)
16,795	Other assets	24,171	17,982	6,189
(213,800)	Trade accounts payable	(176,488)	(190,684)	14,196
(6,087)	Taxes payable	(11,126)	(4,699)	(6,427)
(32,767)	Other liabilities	(31,637)	(28,842)	(2,795)
<b>(49,544)</b>		<b>(50,514)</b>	<b>(27,540)</b>	<b>(22,974)</b>
<b>62,832</b>	<b>C) Net invested capital (A+B)</b>	<b>62,235</b>	<b>86,293</b>	<b>(24,058)</b>
<b>26,216</b>	<b>D) Reserve for termination indemnities</b>	<b>26,574</b>	<b>26,041</b>	<b>533</b>
<b>36,616</b>	<b>E) Net capital requirements (C-D)</b>	<b>35,661</b>	<b>60,252</b>	<b>(24,591)</b>
	<b>F) Shareholders' equity</b>			
9,317	Share capital	9,317	9,624	(307)
135,453	Reserves	133,164	129,999	3,165
6,876	Net profit for the period/year	7,124	8,833	(1,709)
<b>151,646</b>		<b>149,605</b>	<b>148,456</b>	<b>1,149</b>
	<b>G) Net financial position</b>			
2,476	Long-term debt	2,430	2,686	(256)
(117,506)	Net financial assets	(116,374)	(90,890)	(25,484)
<b>(115,030)</b>		<b>(113,944)</b>	<b>(88,204)</b>	<b>(25,740)</b>
<b>36,616</b>	<b>H) Total as in E (F+G)</b>	<b>35,661</b>	<b>60,252</b>	<b>(24,591)</b>

## Consolidated Net Financial Position

(in thousands of euros)

6/30/01		9/30/01	12/31/00	Change
16,186	Liquid assets	24,485	30,501	(6,016)
99,654	Listed equity securities, net	90,024	58,945	31,079
1,924	Treasury stock	2,121	1,881	240
(258)	Short-term bank borrowings	(256)	(437)	181
<b>117,506</b>	<b>Net short-term financial assets</b>	<b>116,374</b>	<b>90,890</b>	<b>25,484</b>
(2,476)	Long-term bank debt	(2,430)	(2,686)	256
<b>115,030</b>	<b>Net financial position</b>	<b>113,944</b>	<b>88,204</b>	<b>25,740</b>

## Reclassified Consolidated Profit and Loss Account

(in thousands of euros)

1st half			From		From		Change
2001	%		1/1/01 to 9/30/01	%	1/1/00 to 9/30/00	%	
<b>415,689</b>	<b>94.75</b>	<b>Net revenues</b>	<b>567,003</b>	<b>95.76</b>	<b>495,489</b>	<b>96.27</b>	<b>71,514</b>
		Changes in inv. of work in					
5,416	1.23	process and finished prod.	(1,353)	(0.23)	5,640	1.10	(6,993)
		Fixed assets constructed					
3,280	0.75	internally	6,280	1.06	1,208	0.23	5,072
14,360	3.27	Other income and rev.	20,195	3.41	12,337	2.40	7,858
		<b>Value of production</b>					
<b>438,745</b>	<b>100</b>	<b>for the period</b>	<b>592,125</b>	<b>100</b>	<b>514,674</b>	<b>100</b>	<b>77,451</b>
		Raw materials and					
(347,505)	(79.20)	outside services	(481,955)	(81.39)	(431,980)	(83.93)	(49,975)
		Change in inventory					
(15,110)	(3.44)	of raw materials	(7,230)	(1.22)	9,211	1.79	(16,441)
<b>76,130</b>	<b>17.35</b>	<b>Value added</b>	<b>102,940</b>	<b>17.38</b>	<b>91,905</b>	<b>17.86</b>	<b>11,035</b>
(46,949)	(10.70)	Personnel costs	(67,912)	(11.47)	(62,115)	(12.07)	(5,797)
<b>29,181</b>	<b>6.65</b>	<b>EBITDA</b>	<b>35,028</b>	<b>5.92</b>	<b>29,790</b>	<b>5.79</b>	<b>5,238</b>
		Depreciation and					
(10,585)	(2.41)	amortization	(13,355)	(2.26)	(16,756)	(3.26)	3,401
(815)	(0.19)	Provisions	(123)	(0.02)	(290)	(0.06)	167
<b>17,781</b>	<b>4.05</b>	<b>EBIT</b>	<b>21,550</b>	<b>3.64</b>	<b>12,744</b>	<b>2.48</b>	<b>8,806</b>
2,388	0.54	Net financial income	3,425	0.58	5,145	1.00	(1,720)
(5,939)	(1.35)	Other charges, net	(7,313)	(1.24)	(8,308)	(1.61)	995
<b>14,230</b>	<b>3.24</b>	<b>Profit before taxes</b>	<b>17,662</b>	<b>2.98</b>	<b>9,581</b>	<b>1.86</b>	<b>8,081</b>
(7,354)	(1.68)	Income taxes	(10,538)	(1.78)	(4,468)	(0.87)	(6,070)
<b>6,876</b>	<b>1.57</b>	<b>Net profit for the period</b>	<b>7,124</b>	<b>1.20</b>	<b>5,113</b>	<b>0.99</b>	<b>2,011</b>

## Reclassified Consolidated Profit and Loss Account

(in thousands of euros)

	From 7/1/01 to 9/30/01	%	From 7/1/00 to 9/30/00	%	Change
<b>Net revenues</b>	<b>151,314</b>	<b>98.65</b>	<b>120,791</b>	<b>99.01</b>	<b>30,523</b>
Changes in inv. of work in process and finished prod.	(6,769)	(4.41)	187	0.15	(6,956)
Fixed assets constructed internally	3,000	1.96	1,439	1.18	1,561
Other income and rev.	5,835	3.80	(420)	(0.34)	6,255
<b>Value of production for the period</b>	<b>153,380</b>	<b>100</b>	<b>121,997</b>	<b>100</b>	<b>31,383</b>
Raw materials and outside services	(134,450)	(87.66)	(120,636)	(98.88)	(13,814)
Change in inventory of raw materials	7,880	5.14	23,310	19.10	(15,430)
<b>Value added</b>	<b>26,810</b>	<b>17.48</b>	<b>24,671</b>	<b>20.22</b>	<b>2,139</b>
Personnel costs	(20,963)	(13.67)	(17,623)	(14.44)	(3,340)
<b>EBITDA</b>	<b>5,847</b>	<b>3.81</b>	<b>7,048</b>	<b>5.78</b>	<b>(1,201)</b>
Depreciation and amortization	(2,770)	(1.81)	(4,657)	(3.82)	1,887
<b>EBIT</b>	<b>3,077</b>	<b>2.00</b>	<b>2,391</b>	<b>1.96</b>	<b>686</b>
Net financial income	1,037	0.67	499	0.41	538
Other charges, net	(682)	(0.44)	(2,127)	(1.74)	1,445
<b>Profit before taxes</b>	<b>3,432</b>	<b>2.23</b>	<b>763</b>	<b>0.63</b>	<b>2,669</b>
Income taxes	(3,184)	(2.07)	(76)	(0.07)	(3,108)
<b>Net profit for the period</b>	<b>248</b>	<b>0.16</b>	<b>687</b>	<b>0.56</b>	<b>(439)</b>



## Consolidated Statement of Cash Flow

(in thousands of euros)

	9/30/01	12/31/00	Change
<b>A) Net liquid assets at beginning of period</b>	<b>90,890</b>	<b>127,253</b>	<b>(36,363)</b>
<b>B) Net cash flow from operating activities</b>			
Net profit for the period/year	7,124	8,833	(1,709)
Depreciation and amortization	13,355	22,121	(8,766)
(Gains) Losses on sale of non-current assets	114	(1,604)	1,718
Change in working capital	22,974	(46,748)	69,722
Net change in reserve for termination indemnities	533	927	(394)
Other changes	623	7,768	(7,145)
	<b>44,723</b>	<b>(8,703)</b>	<b>53,426</b>
<b>C) Cash flow from investing activities</b>			
Investments in fixed, intangible and financial assets	(16,282)	(20,545)	4,263
Proceeds from sale of non-current assets	411	4,204	(3,793)
	<b>(15,871)</b>	<b>(16,341)</b>	<b>470</b>
<b>D) Cash flow from financing activities</b>			
New borrowings	0	0	0
Loan repayments	(232)	(8,182)	7,950
	<b>(232)</b>	<b>(8,182)</b>	<b>7,950</b>
<b>E) Distribution of net profit</b>	<b>(3,136)</b>	<b>(3,137)</b>	<b>1</b>
<b>F) Net cash flow for the period/year (B+C+D+E)</b>	<b>25,484</b>	<b>(36,363)</b>	<b>61,847</b>
<b>G) Net liquid assets at end of period (A+F)</b>	<b>116,374</b>	<b>90,890</b>	<b>25,484</b>

## Production of Complete Cars and Car Bodies

12/31/00	6/30/01		9/30/01	9/30/00
1,489	4,308	Alfa Romeo Spider and Gtv	5,290	0
2,357	0	Fiat coupé	0	2,307
435	0	Lancia k S.W.	0	435
15,596	9,840	Peugeot 406 coupé	13,815	11,754
1,065	4,146	Peugeot 306 cabriolet	5,273	0
18,716	6,501	Mitsubishi Pajero Pinin	8,948	14,469
39,658	24,795	Total	33,326	28,965
		<b>Car bodies</b>		
439	169	Bentley and Rolls-Royce	217	317
6,706	0	Peugeot 306 cabriolet	0	6,706
7,145	169	Total	217	7,023
<b>46,803</b>	<b>24,964</b>	<b>Grand total</b>	<b>33,543</b>	<b>35,988</b>

## Analysis of the Financial Statements

### Balance Sheet

As of September 30, 2001, **net intangible and financial assets** totaled 111,289,000 euros, or 1,128,000 euros less than at the beginning of the year.

Over the same period, **financial fixed assets** grew by 44,000 euros to 1,460,000 euros. This increase is the net result of a 202,000-euro investment made by the subsidiary Pininfarina Extra S.r.l. in Midi Ltd di Malta and a deduction of 158,000 euros due to a change in the consolidation method applied to Pininfarina Extra, which used to be consolidated by the equity method and is now consolidated line by line.

During the first nine months of 2001, **working capital** declined by 22,974,000 euros to a negative balance of 50,514,000 euros. The main reason for this change is a reduction in short-term receivables by an amount greater than the decrease in short-term payables.

The **reserve for termination indemnities** increased by 533,000 euros to 26,574,000 euros due to an expanded volume of business activity during the first nine months of 2001.

As a result, **net capital requirements** declined by 24,591,000 euros.

**Shareholders' equity** totaled 149,605,000 euros, or 1,149,000 euros more than at the beginning of the year. This gain is the net result of the transfer to retained earnings of the unappropriated 2000 net profit and the small impact of the net profit for the third quarter relative to the figure for the full year.

The improvement in **net financial position**, which totaled 113,944,000 euros, or 25,740,000 euros more than at the beginning of the year, was made possible by a reduction in capital requirements..

### Profit and Loss Account

Consolidated **net revenues** amounted to 567,003,000 euros, for a gain of 71,514,000 euros over the third quarter of 2000.

The **value of production for the third quarter** came to 592,125,000 euros, or 77,451,000 euros more than in the same period last year. This amount is the net result of a 71,514,000-euro gain in net revenues, a 6,993,000-euro reduction in the inventory of work in process and finished goods, and increases of 7,858,000 euros and 5,072,000 euros, respectively, in other income and revenues and in fixed assets constructed internally.

The **cost of sales** totaled 557,097,000 euros, or 72,213,000 euros more than in the first nine months of 2000. A breakdown of the components of the cost of sales is as follows:

**Purchases of materials and outside services**, net of changes in the **inventory of materials**, increased by 66,416,000 euros to 489,185,000 euros.

**Personnel costs** came to 67,912,000 euros, for a gain of 5,797,000 euros.

**EBITDA** totaled 35,028,000 euros. This amount, which exceeded by 5,238,000 euros the figure earned in the first nine months of 2000, was equivalent to 5.92% of the value of production, compared with 5.79% at September 30, 2000.

**Depreciation, amortization and provisions** (depreciation of fixed assets, amortization of capitalized costs and writedowns of trade accounts receivable) amounted to 13,478,000 euros, which represents a decline of 3,568,000 euros compared with the first nine months of 2000.

**EBIT**, which totaled 21,550,000 euros, or 8,806,000 euros less than in the first nine months of 2000, were equivalent to 3.64% of the value of production (2.48% at September 30, 2000).

**Net financial income** fell by 1,720,000 euros to 3,425,000 euros.

**Net other charges** came to 7,313,000 euros, for a year-on-year decrease of 995,000 euros.

**Profit before taxes** totaled 17,662,000 euros, or 8,081,000 euros more (+184.34%) than in the first nine months of 2000. It was equivalent to 2.98% of the value of production, up from 1.86% in the same period last year.

The **income tax** liability was estimated at 10,538,000 euros, for a tax rate equivalent to 59.66% of gross income.

**Net profit**, which at 7,124,000 euros was equivalent to 1.20% of the value of production (0.99% at September 30, 2000), grew by 39.33%, or 2,011,000 euros, compared with the first nine months of 2000.

## **Statement of Cash Flow**

During the first nine months of 2001, **net liquid assets** increased by 25,484,000 euros as a result of the following changes:

**Net cash flow from operating activities** turned positive by 44,723,000 euros, reflecting improvements in all of its components, chief among them a favorable change in working capital, which absorbed less liquid assets.

**Cash flow from investing activities** was a negative 15,871,000 euros, net of the proceeds from the sale of investments.

**Cash flow from financing activities** reflects debt repayment totaling 232,000 euros.

The **distribution of net profit** amounted to 3,136,000 euros.

## **Review of Operating Performance and Significant Events That Occurred During the First Nine Months of 2001**

During the first nine months of 2001, the Pininfarina Group was able to achieve the financial, production and organizational objectives it had announced at the beginning of the year, despite a challenging economic environment that deteriorated further following the tragic events that occurred in the United States on September 11, 2001.

The Group's manufacturing operations continued to work on orders from Bentley, Fiat, Mitsubishi, Peugeot and Rover. Production of the three- and five-door versions of the Mitsubishi Pajero Pinin got under way in September. These versions, which can be equipped with different MPI engines and an all-wheel-drive transmission, will be available in addition to the existing GDI version.

Significant developments in the area of design included the presentation of the Start at the Frankfurt International Motor Show. Based on a Ford chassis, this concept car is a styling exercise developed to emphasize the importance of the new partnership with Ford Europe, which the Company announced at the Geneva Motor Show. In August, Pininfarina celebrated 50 years of styling cooperation with Ferrari at an event held in Carmel, California.

In the engineering area, the Group continued to work on the development of the Ford Streetka, and in September, it signed a contract with Hafei, a Chinese company, to develop a new vehicle designed to comply with European registration standards. This agreement, the third with Hafei, is much more significant in scope and in the technology involved than the previous two. It also strengthens the existing relationship and offers attractive new opportunities.

Construction on the new Cambiano engineering center is continuing on schedule, with completion expected in the second half of 2002.

### **Significant Events Occurring Since the End of the Third Quarter**

Among the events that occurred in recent months, the signing of a letter of intent this past October by Pininfarina S.p.a. and Webasto AG, a German company, to establish a 50-50 joint venture is particularly significant. This transaction is fully consistent with Pininfarina's strategy of expanding in the areas of product and process engineering. The new company, which will begin operating in Germany next year, will rely on the combined expertise of both companies in roof systems for convertible cars (folding tops and retractable hardtops). Webasto will provide specialized design and production knowhow for retractable roofs, while Pininfarina will draw on its unique tradition and wealth of expertise in designing and constructing open-top automobiles.

On October 15, 2001, following negotiations that began on September 19 as part of its reorganization effort, Pininfarina signed an agreement with all of the unions and Company employee representatives on the elimination of about 500 production jobs. These cutbacks, which will be made through early retirements, the use of the Special Government Layoff Benefits Fund and relocations, will be offset in part by the hiring, starting next year, of 200 new employees with professional skills that are consistent with the increasingly high standards of quality that will be embodied by Pininfarina's future products. The Company's new strategy will also require the hiring of 150 additional employees for its Engineering Department.

A review of the performance of the individual operating companies is provided below.

During the first nine months of 2001, Industrie Pininfarina S.p.a. generated a value of production of 538,264,000 euros, for a gain of 10.49% over the same period last year. Production of complete cars totaled 33,543 units, compared with 35,988 units in the comparable period a year ago (-6.79%). All profitability indicators improved, including net profit, which rose to 9,305,000 euros, up from 3,387,000 euros at September 30, 2000.

The main reason for this improvement is a gain in profitability, particularly in comparison with the third quarter of 2000, when the production of several new models required the absorption of substantial startup costs.

During the balance of the year, the pace of manufacturing activity should be slower than in the quarter just ended. However, the results for the full year should be ahead of those reported in 2000.

Pininfarina Studi e Ricerche S.p.a. reported a value of production of 22,974,000 euros, or 22.15% more than in the third quarter of 2000, as the company's engineering operations continued the process of expansion that started last year. The first nine months of 2001 ended with a net loss of 231,000 euros (net profit of 756,000 euros at September 30, 2000). A 21.67% rise in personnel costs incurred as a result of staff increases is the main reason for this change. The current year is a period of transition during which an increase in business activity and expansion is not being matched by corresponding gains in profitability. The bottom line will begin to improve in 2002, when the training costs incurred this year will translate into greater employee productivity.

For the year as whole, Pininfarina Studi e Ricerche S.p.a. should be able to operate in the black, but the net profit will be less than in 2000.

Pininfarina Deutschland GmbH reported a value of production of 11,056,000 euros, for an increase of 15.18% over the third quarter of 2000. Net profit totaled 135,000 euros, compared with 2,665 euros last year.

The existing order backlog provides more than ample coverage for the fourth quarter of 2001. As a result, year-end value of production and net profit should be higher than in 2000.

Pininfarina Extra S.r.l. closed the first nine months of 2001 with revenues (equivalent to the value of production) of 1,629,000 euros, for a gain of 3.56% over the same period last year. At September 30, 2001, net profit totaled 5,000 euros.

Forecasts for the full year call for the value of production to be in line with the figure reported in 2000. Net profit, while higher than at September 30, 2001, will be less than at December 31, 2000.

A review of the performance of the holding companies is provided below.

Pininfarina S.p.a. had net financial income of 8,440,000 euros, or 30.24% less than in the first nine months of 2000. A decrease in income from equity investments accounts for this decline.

Net financial assets amounted to 49,828,000 euros (-4.93% compared with December 31, 2000). At September 30, 2001, net profit totaled 2,878,000 euros.

Based on current forecasts, net profit should show a further modest increase during the fourth quarter.

Pininfarina International S.a. had net financial charges of 75,000 euros, compared with net financial income of 1,676,000 euros at September 30, 2000. The deterioration in performance was due primarily to the highly negative environment that existed in the financial markets and the absence of the extraordinary gains recorded last year.

At September 30, 2001, net financial assets amounted to 23,405,000 euros, or 62.89% more than at the beginning of the year.

Pininfarina International S.a. reported a net loss of 247,000 euros, which it expects to reduce slightly during the fourth quarter of 2001.

## **Notes to the Financial Statements**

The consolidated financial statements of the Pininfarina Group for the nine months ended September 30, 2001 were prepared in accordance with Consob Regulation No. 11971 of May 14, 1999.

They include the financial statements at September 30, 2001 for Pininfarina S.p.a., the Group's Parent Company, and for those subsidiaries in which it holds, directly or indirectly, the 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 to prepare the 2000 annual financial statements and reference is hereby made to the notes to those statements.

The subsidiary Pininfarina Extra S.r.l., which has become a wholly owned subsidiary of Pininfarina S.p.a., is now consolidated on a line-by-line basis. At September 30, 2000, it was consolidated by the equity method since it was only 20% owned.

There was no other change to the scope of consolidation.





**Pininfarina Group**  
**Consolidated Financial Statements**  
**at September 30, 2001**  
**(in euros)**

## ASSETS

(in euros)

6/30/01		9/30/01	12/31/00
	<b>B) NON-CURRENT ASSETS</b>		
	<b>I) Intangible assets</b>		
2,011,600	3 Rights to use intellectual property	3,738,088	1,836,004
5,764,175	6 Intangible assets under formation	0	2,444,907
5,002,401	7 Others	10,533,244	3,841,923
0	Consolidation difference	0	0
<b>12,778,176</b>	Total	<b>14,271,332</b>	<b>8,122,834</b>
	<b>II) Fixed assets</b>		
48,643,009	1 Land and buildings	47,857,145	50,064,299
36,777,929	2 Plant and machinery	35,375,413	40,344,580
7,945,173	3 Industrial and trade equipment	7,909,063	9,150,583
4,557,732	4 Other goods	4,753,315	4,734,877
214,330	5 Fixed assets under construction and advances	1,122,590	0
<b>98,138,173</b>	Total	<b>97,017,526</b>	<b>104,294,339</b>
	<b>III) Financial assets</b>		
	1 Investments in:		
0	a) associated companies	0	159,069
1,459,507	d) other companies	1,459,707	1,256,540
<b>1,459,507</b>	Total	<b>1,459,707</b>	<b>1,415,609</b>
<b>112,375,856</b>	<b>Total non-current assets B)</b>	<b>112,748,565</b>	<b>113,832,782</b>
	<b>C) CURRENT ASSETS</b>		
	<b>I) Inventory</b>		
27,536,449	1 Raw, ancillary and consumable materials	35,416,570	42,646,428
17,642,684	3 Work in progress on job orders	9,576,614	12,105,750
0	4 Finished products and goods	1,296,810	120,851
<b>45,179,133</b>	Total	<b>46,289,994</b>	<b>54,873,029</b>
	<b>II) Receivables</b>		
141,135,792	1 Trade accounts	98,276,098	123,402,728
0	3 Due from associated companies	0	85,215
14,566,667	5 Due from others	21,325,346	13,240,406
<b>155,702,459</b>	Total	<b>119,601,444</b>	<b>136,728,349</b>
	<b>III) Current financial assets</b>		
9,427,921	3 Other investments	0	6,876,107
1,924,318	4 Treasury stock	2,121,288	1,880,936
90,225,537	5 Other securities	90,023,485	52,068,668
<b>101,577,776</b>	Total	<b>92,144,773</b>	<b>60,825,711</b>
	<b>IV) Liquid assets</b>		
16,131,531	1 Cash at banks and post offices	24,431,585	30,485,418
0	2 Checks in transit	0	0
54,744	3 Cash and cash equivalents on hand	53,376	15,494
<b>16,186,275</b>	Total	<b>24,484,961</b>	<b>30,500,912</b>
<b>318,645,643</b>	<b>Total current assets C)</b>	<b>282,521,172</b>	<b>282,928,001</b>
	<b>D) PREPAYMENTS AND ACCRUED INCOME</b>		
2,229,028	Other prepayments and accrued income	2,845,521	4,741,591
<b>2,229,028</b>	<b>Total prepaym. and accr. income D)</b>	<b>2,845,521</b>	<b>4,741,591</b>
<b>433,250,527</b>	<b>TOTAL ASSETS</b>	<b>398,115,258</b>	<b>401,502,374</b>

## LIABILITIES AND SHAREHOLDERS' EQUITY

(in euros)

6/30/01		9/30/01	12/31/00
	<b>A) SHAREHOLDERS' EQUITY</b>		
9,316,882	I Share capital	9,317,000	9,623,658
36,885,352	II Share premium reserve	36,885,352	36,885,352
1,578,809	III Revaluation reserve	1,578,884	1,578,809
2,231,610	IV Legal reserve	2,231,389	1,924,835
25,822,845	V Reserve for purchases of treasury stock	22,022,790	25,822,845
26,825,288	VII Other reserves	30,625,172	21,621,985
42,108,797	VII Consolidation reserve	39,820,818	42,165,607
6,876,107	IX Net profit for the period/year	7,123,688	8,832,962
<b>151,645,690</b>	<b>Total shareholders' equity A)</b>	<b>149,605,093</b>	<b>148,456,053</b>
	<b>B) RESERVES FOR RISKS AND CHARGES</b>		
11,101,758	2 Reserve for taxation	11,002,884	10,945,788
3,559,937	3 Other provisions	122,710	2,816,756
<b>14,661,695</b>	<b>Total reserves for risks and charges B)</b>	<b>11,125,594</b>	<b>13,762,544</b>
	<b>C) RESERVE FOR TERMINATION INDEMNITIES</b>		
26,216,385		26,573,518	26,040,790
<b>26,216,385</b>		<b>26,573,518</b>	<b>26,040,790</b>
	<b>D) PAYABLES</b>		
0	1 Bonds	0	0
2,734,123	3 Due to banks	2,685,798	3,122,498
0	5 Advances	1,095,170	2,169,635
213,799,212	6 Trade accounts	176,487,531	188,449,441
0	9 Due to associated companies	0	65,074
6,086,961	11 Taxes payable	7,835,599	4,699,241
2,437,160	12 Due to social security authorities	1,584,100	3,525,851
14,594,039	13 Other payables	19,990,737	10,242,890
<b>239,651,495</b>	<b>Total payables D)</b>	<b>209,678,935</b>	<b>212,274,630</b>
	<b>E) ACCR. LIABILITIES AND DEFER. INCOME</b>		
1,075,262	Other accrued liabilities and deferred income	1,132,118	968,357
<b>1,075,262</b>	<b>Total accr. liabil. and def. income E)</b>	<b>1,132,118</b>	<b>968,357</b>
<b>433,250,527</b>	<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>398,115,258</b>	<b>401,502,374</b>
	<b>Memorandum accounts and other commitments</b>		
42,180,068	Securities pledged as collateral	42,180,068	0
133,972,535	Third-party equip. under gratuitous loans	133,972,535	133,972,535
100,709,095	Contractual commitments under leases	100,709,095	100,709,095
77,664,788	Leased third-party equipment	77,664,788	63,197,281
445,702	Joint guarantees for retirement benefits	445,702	0
380,629	Sureties	380,629	2,582
<b>335,352,817</b>	<b>Tot. memo. accts. and other commitments</b>	<b>335,352,817</b>	<b>297,881,493</b>



## PROFIT AND LOSS ACCOUNT

(in euros)

6/30/01		3 <sup>rd</sup> quarter 2001	3 <sup>rd</sup> quarter 2000
	<b>A) Value of production</b>		
415,689,444	1 Revenues from sales and services	567,003,167	495,488,749
	2 Changes in inventory of work in progress, semifinished goods and finished products	(1,353,006)	5,640,226
5,416,084			
3,280,018	4 Increase in fixed assets constructed internally	6,279,538	1,207,993
14,359,568	5 Other income and revenues	20,194,749	12,336,606
<b>438,745,114</b>	<b>Total value of production A)</b>	<b>592,124,448</b>	<b>514,673,574</b>
	<b>B) Cost of sales</b>		
311,482,903	6 Raw, ancill., consum. materials and goods	429,431,933	397,862,385
25,068,818	7 Services	34,739,316	28,156,197
14,300,692	8 Use of third-party assets	19,137,340	12,789,539
	9 Personnel:		
33,368,280	a) wages and salaries	48,388,310	44,028,467
11,510,791	b) social contributions	16,453,863	15,136,835
2,070,476	c) termination indemnities	3,069,979	2,949,485
	10 Depreciation, amortization and writedowns:		
1,334,525	a) amortization	1,888,765	2,779,571
9,250,776	b) depreciation	11,466,340	13,976,873
692,052	d) writedowns of receivables	379,257	289,732
	11 Changes in inventory of raw, ancillary and consumable materials and goods	7,229,692	(9,211,008)
15,109,979	12 Provisions for risks	122,830	3,099
122,917			
2,487,256	14 Other operating costs	2,879,597	936,853
<b>426,799,465</b>	<b>Total cost of sales B)</b>	<b>575,187,222</b>	<b>509,698,028</b>
<b>11,945,649</b>	<b>Diff. between sales and cost of sales (A-B)</b>	<b>16,937,226</b>	<b>4,975,546</b>
	<b>C) Financial income and charges</b>		
	15 Income from investments in:		
2,750,649	- other companies	2,776,893	1,089,208
	16 Other financial income:		
	b) from securities shown under current assets other than equity investments	1,331,402	4,764,314
1,262,737	d) income other than the above	2,972,743	4,798,401
1,691,396	17 Interest and other financial charges:		
	- paid to others	(3,656,166)	(5,108,275)
(2,349,879)	<b>Total financial income and charges C)</b>	<b>3,424,872</b>	<b>5,543,648</b>
<b>3,354,903</b>	<b>D) Adjustments to the value of financial assets</b>		
	18 Revaluations of:		
0	a) equity investments	0	10,846
	19 Writedowns of:		
0	a) equity investments	0	0
	b) non-current financial assets which do not constitute equity investments	(2,681,961)	(409,551)
(1,018,453)	<b>Total adj. to the value of financial assets D)</b>	<b>(2,681,961)</b>	<b>(398,705)</b>
<b>(1,018,453)</b>	<b>E) Extraordinary income and charges</b>		
566,037	20 Income	13,875	4,327,392
(618,199)	21 Charges	(32,591)	(4,866,573)
<b>(52,162)</b>	<b>Total extraordinary income and charges E)</b>	<b>(18,716)</b>	<b>(539,181)</b>
<b>14,229,937</b>	<b>Profit before taxes (A-B+C+D+E)</b>	<b>17,661,421</b>	<b>9,581,308</b>
7,353,830	22 Income taxes for the period/year	10,537,733	4,467,870
<b>6,876,107</b>	<b>26 Net profit for the period/year</b>	<b>7,123,688</b>	<b>5,113,438</b>

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