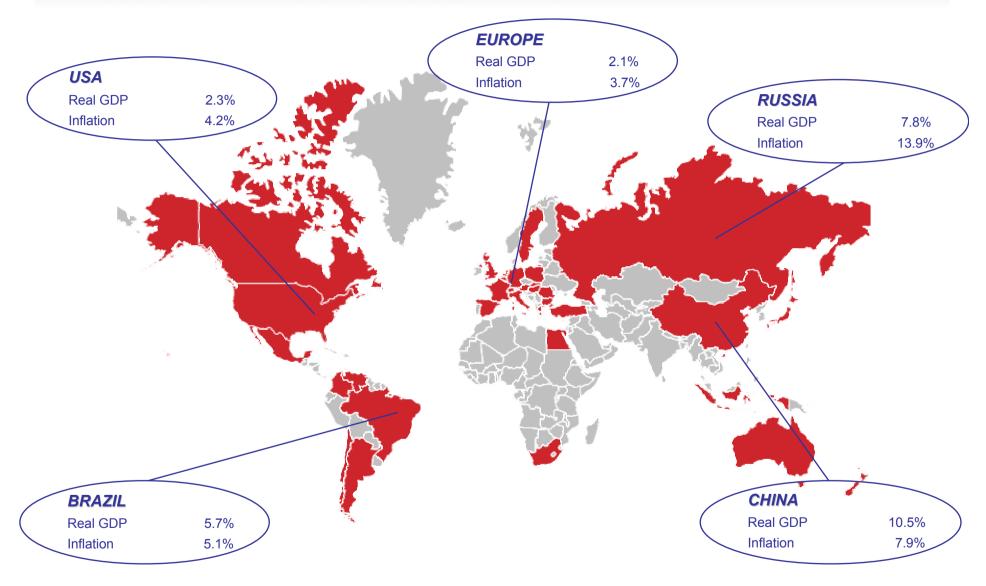


#### **KEY EVENTS DURING 1H 2008 & UNTIL NOW**

- •17th January Launch of Pirelli Cinturato
- •22nd February Launch of a new high-tech hub in Settimo Torinese, promoted by Turin's Polytechnic University
- •11th March "Buyback" of 38.9% of Pirelli Tyre for an equity value of €835.5 MIn
- •19<sup>th</sup>March Agreement among RREEF, GREF (Generali Group), Borletti Group, Pirelli RE and Karstadt Quelle AG (Arcandor Group) to purchase the Highstreet's 49%
- •3<sup>rd</sup>April -"Extra dividend" distribution €0.154 per share for a total amount of € 826 MIn
- •26th May Growth in Germany with "high-tech" factory
- •3rd June New investment in Egypt to increase truck manufacturing of 50%
- •10<sup>th</sup>July Agreement between the Italian Ministry for the Environment and the Municipality of Beijing to launch a pilot project in Pechino for testing a new kind of filters
- •24th July PGT & Cyoptics Alliance in Photonics
- •5th August Jv with Russian Technologies



#### **1H 2008 GLOBAL ECONOMIC SCENARIO**





#### **MARKET CHALLENGING DRIVERS**

### **ACTIONS ISSUES** Slowing demand in EU & US, Price increase & cost saving discipline & restructuring still strong in LatAm & Asia Accelerating business in Competitiveness Romania, China & Russia Forward looking business Real Estate Market restructuring



#### **INVESTMENTS & EFFICIENCIES**

EU reorganization of facilities

Romania: scheduled 3.5 mln tyre in 2008 and 5.5 mln in 2009



**Efficiencies in the structures** 

ACCELERATING BUSINESS

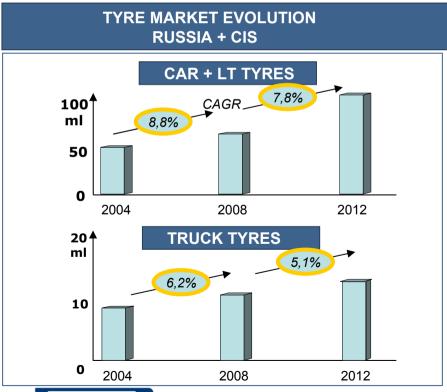
Russia: scheduled a direct industrial presence

China: scheduled 2 mln tyre in 2008 and 4 mln in 2009 (CAR)



#### **JOINT VENTURE IN RUSSIA**

- Pirelli & C. SpA, Russian Technologies State Corporation and the Government of the Samara Region announced an agreement in the context of the Pirelli-Russian Technologies negotiations aiming to set-up an industrial JV in Russia.
- The joint venture will be jointly controlled and in turn will own 100% of a company founded in Russia which will control production and sale of the JV's products.
- The industrial site for tyre production will be located in the territory of the Samara region, in the area of the Togliatti industrial-technological park.
- The Russian company will build a tyre plant with an initial annual capacity of around 4.2 million car LT and Truck tyres. The investment will amount to approximately 250 million euros.







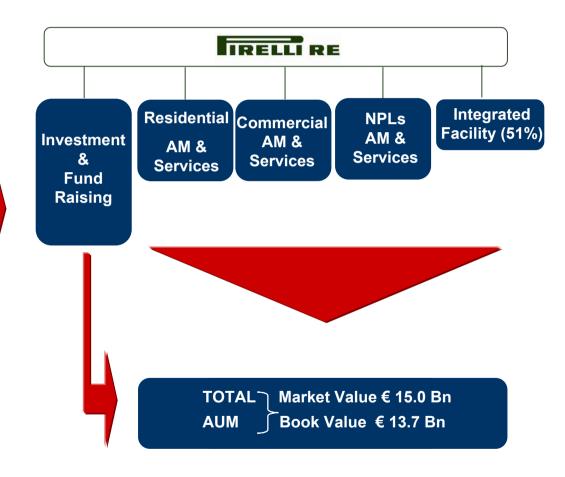
#### PIRELLI RE EVOLUTION IN THE ORGANIZATION STRUCTURE

#### **OLD ORGANIZATION**

# Investment & Specialised Services Residential Commercial Services Credit servicing

#### Figures as at December 2007

#### **NEW ORGANIZATION**

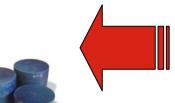




#### PIRELLI'S PARTICULATE FILTER TECHNOLOGY

SiC Filter

Foreseen a start up of a new factory in Romania for the filters production by end of 2008





10th July 2008: agreement between the Italian Ministry for the Environment and the Municipality of Beijing to launch a pilot project in Pechino for testing a new kind of filters on Beijing buses during the Olympic Games

Liltering System
Ou IN FILTERING CARTRIDGE

Pirelli Eco Technology produces Silicon Carbide (SiC) filters and Filtering Systems able to reduce by more than 95% particulate emissions from diesel engines







**1H 2008 Pirelli Group Financials** 

#### **CREATING VALUE WITH PHOTONICS**

#### **PGT PHOTONICS**

Pirelli Group's photonics company: silicon based photonics valued at \$ 40 mln including available cash and asset business



#### **CYOPTICS**

A privately-held US company leader in optical components based on Indium Phosphide technology



Strategic alliance in integrated photonics, addressing the future needs of telecommunication networks

#### The agreement includes:

- PGT valued at \$40 mln including cash;
- a capital increase with a cash contribution of \$20 mln on CyOptics;
- Stake of approx. 30% in CyOptics.



#### **1H 2008 PIRELLI GROUP RESULTS**

#### €/mn

Net Sales (as reported)

Net Sales (2007 excluding DGAG effect) (\*)

**EBIT** before restructuring costs

**Restructuring Costs** 

**EBIT** 

**Result from Equity Participations** 

**EBIT including Results from Equity Participations** 

**Financial Income/Charges** 

**Fiscal Charges** 

**Net Income (Loss) before Discontinued Operations** 

**Total Net Income** 

**Discontinued Operations** 

**Attributable Net Income** 

**Net Financial Position** 

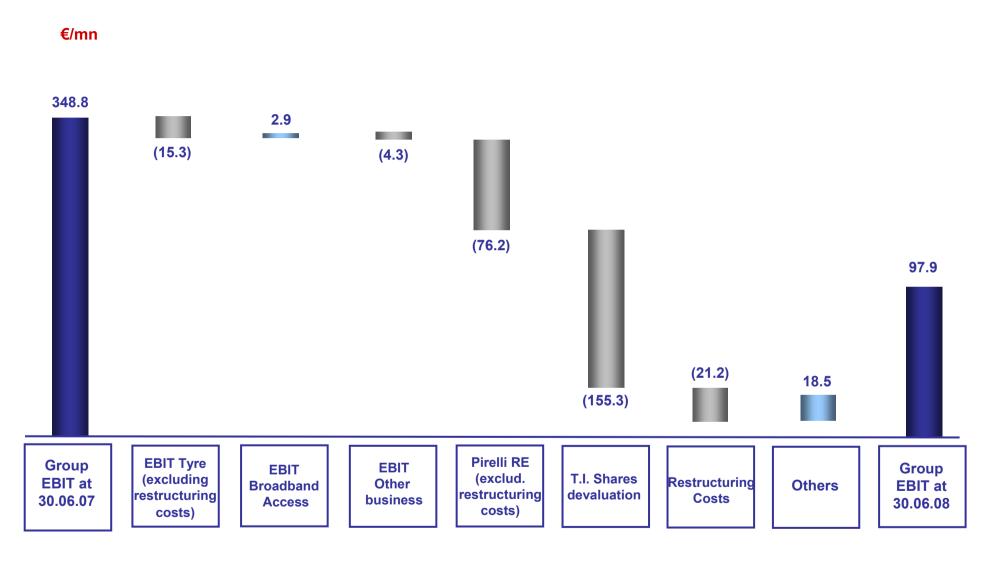
1H 08 IAS/IFRS	1H 07 IAS/IFRS	Δ 08/07
2,685.3	3,192.6	
2,685.3	2,614.9	+2.7%
211.5	221.3	-4.4%
(21.2)		
190.3	221.3	
(92.4)(**)	127.5	
97.9	348.8	
(26.6)	(81.2)	
(68.7)	(79.2)	
2.6	188.4	
(9.5)	198.3	
(12.1)	9.9	
(36.2)	108.2	
823.0	2,969.2	-72.3%

<sup>(\*\*)</sup>Result mainly due to TI devaluation



<sup>(\*)</sup> Same exchange rate

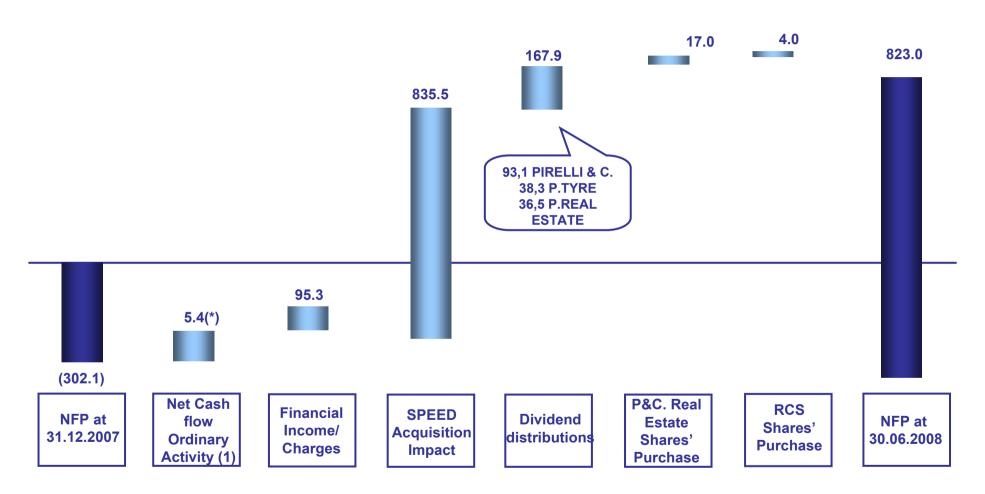
#### 1H 2007 – 1H 2008: GROUP EBIT incl. Results from Equity Participations





#### **GROUP NET FINANCIAL POSITION VARIATION**

€/mn



(\*) including Facility deconsolidation impact of €102.4 mln







#### **1H 2008 PIRELLI TYRE RESULTS**

1	1H 08 IAS/IFRS	1H 07 IAS/IFRS	Variation	
Net Sales	2,166.3	2,151.4	+0,7%	ΔPrice/mix: ΔVolumes:
EBITDA  Before restructuring costs	286.5	301.7	-5,0%	Δ <b>Actual Variation:</b> ΔExch. Rates: Δ <b>Total:</b>
<b>EBITDA margin</b> Before restructuring costs	13.2%	14.0%		Δ10tai.
<b>EBIT</b> Before restructuring costs	191.0	206.3	-7.4%	△ Commercial Variations:
EBIT margin Before restructuring costs		9.6%		ΔEfficiencies: ΔUnit Costs/Other:
EBIT	186.0	206.3		∆Total:
After restructuring costs  Net Income	101.7	117.4	-13.4%	

- Top line organic growth up 3,0 %
- $\, \cdot \, \text{Volumes down 1,3} \, \% \, \text{due to tough comparative figures in 1H 2007} \, \text{and negative market trends in Europe and North America} \,$
- Price/mix up 4.3% notwithstanding aggressive pricing in Europe from major competitors
- EBITDA and EBIT below 2007, as input costs have been increasing faster than prices
- Restructuring costs stand at 5.0 ml/€ in the period



#### 1H 2008 PIRELLI TYRE RESULTS BY BUSINESS SEGMENT

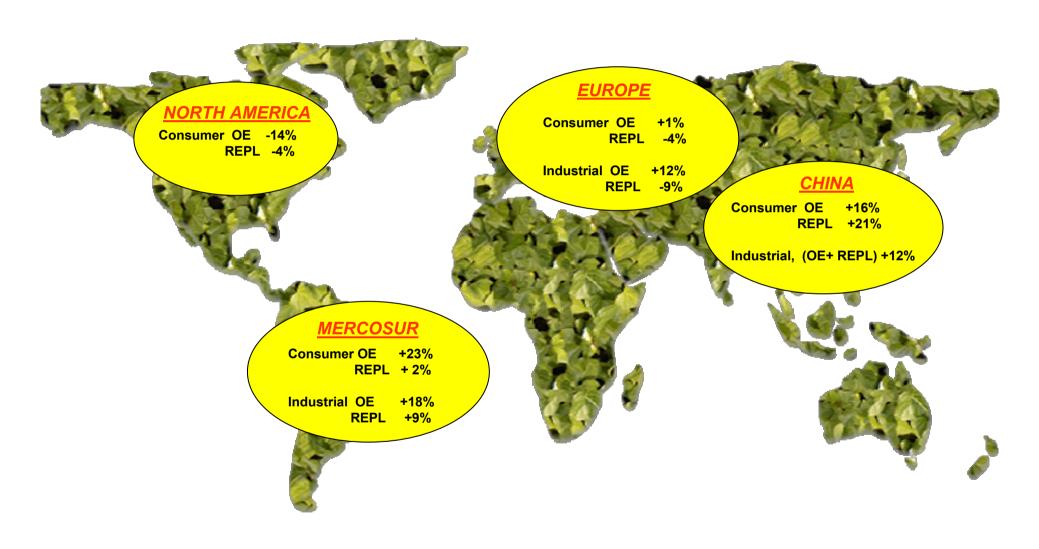
€/mn		1H 08 IAS/IFRS	1H 07 IAS/IFRS	Variation	
MER	Sales	1,494.3	1,492.1	+0,1%	
CONSUMER	<b>EBIT</b> Before restructuring costs *	126.8	149.1	-15%	
00	ROS	8,5%	10.0%		
_					
INDUSTRIAL	Sales	672	659.3	+ 1,9%	
UST	EBIT	64,2	57.2	+12,2%	
Z	ROS	9,6%	8,7%		
				1 1	

<sup>\*</sup> Restructuring costs 5.0

- Consumer sales organic growth up 3,1% driven by price/mix improvements across the markets
- Consumer ROS down at 8.5% driven by higher sales to OEM: booming OE demand in South America caused shipments from Europe with reduced margins, while building up local additional capacity by end 2008/early 2009
- Industrial sales organic growth up 2,5% driven by rapid developing economies
- Industrial ROS up to 9,6% thanks to high saturation and price increases

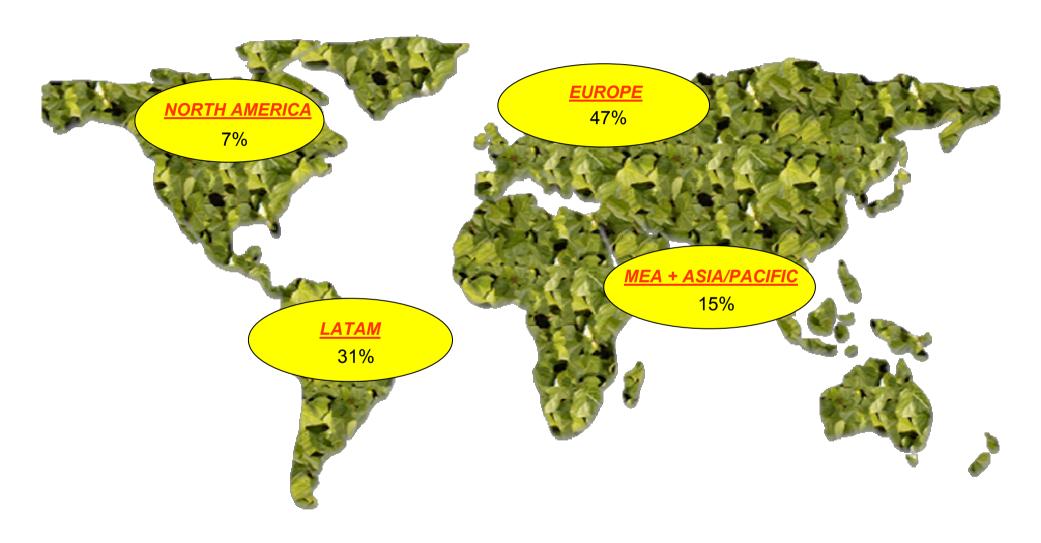


#### **1H 2008 MARKET TRENDS**



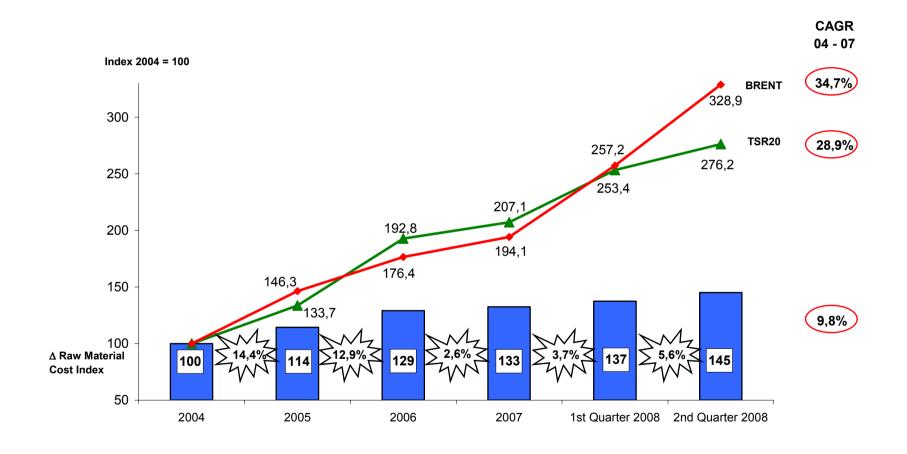


#### **1H 2008 SALES BY REGION**



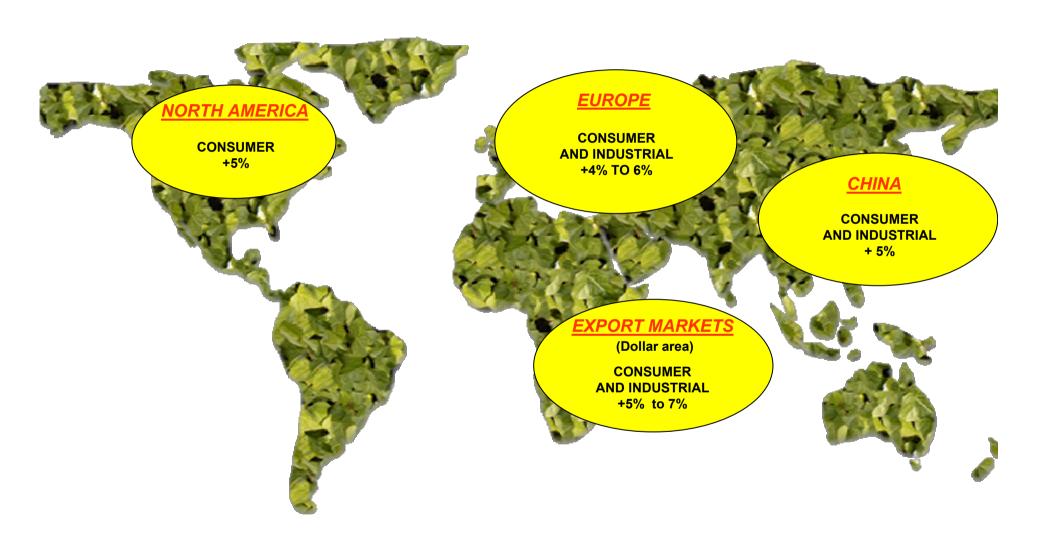


#### **PIRELLI TYRE: RAW MATERIALS AND ENERGY COST TRENDS**





#### PIRELLI TYRE PRICE ANNOUNCEMENTS TO DATE





#### **1H 2008 PIRELLI TYRE HIGHLIGHTS:**

#### Winter Sottozero Serie II



- 100% aromatic oil free
- technologically advanced for road safety and driving pleasure
- P Zero UHP technology together with a dual compound tread pattern (W270 only) for excellent winter performance and optimum high speed control
- -- improved aquaplaning performance and allows superior stability and grip
- chosen by premium and prestige OE manufacturers

#### **FH85 Amaranto**



- -ultra low profile truck tyre ensuring increased loads, volumes and mileage
- all steel zero degree structure and latest generation compounds have been used for improved structural integrity, even wear and driving safety

#### **Scorpion Trail**

**Metzeler Roadtec Z6 Interact** 

New Sport Touring product based on the Interact Structure and Compound Technology

New Enduro street tyre providing outstanding grip, easy handling and

Superbike World Championship

Pirelli has been confirmed (mid July) as the exclusive tyre supplier for the three-year period 2010-2012







#### **PIRELLI RE 1H2008 RESULTS**

- 1) EBIT including Income from Equity Participations before Restructuring costs of 49.2 mln Euro (105.7 mln Euro in first half 2007). Excluding fair value adjustments, it amounts to 43.5 mln euro (56.4 mln Euro in first half 2007)
- 2) Consolidated Net Income at 9.0 mln Euro, compared to 80.1 mln Euro as at 30 June 2007
- 3) Real Estate NAV at around 1 bln Euro, with unrealised capital gains of approx. 330 mln Euro
- 4) Net Debt of 270.5 mln Euro (289.7 mln as at December 2007 and 300.3 mln Euro as at March 2008)
- 5) Assets under Management of 18.7 bln Euro (+25% vs 31 December 2007) including "Highstreet" acquisition completed last 28 July
- Thanks to restructuring actions implemented and if some of negotiations underway are completed, the company thinks it possible to confirm that **full-year EBIT including**Income from Equity Participations, before restructuring costs, will be in line with 2007 (excluding the impact of temporary consolidation of DGAG).



#### **CONSOLIDATED INCOME STATEMENT**

(Values in €/ml)

	JU	NE			
	2008	2007 net of temporary consolidation of DGAG			JUNE 2007
1. Pro Quota Aggregate Revenues (*)	681,3	745,5			811,9
2. Consolidated Revenues (*)	423,4	355,4	Resul	t before	421,8
3. EBIT before restructuring costs	29,4	(0,3)	fair va	ilue adj.	19,4
4. Realised Income from Equity Participations	14,1	56,6	2008	2007	56,6
5. Fair value adj. component of Income from Equity Particip.	5,7	49,3			49,3
6. EBIT incl. Income from Equity Part. before Restruct. costs	49,2	105,7	→ 43,5	56,4	125,4
7. Restructuring costs	(16,2)	0,0			0,0
8. EBIT incl. Income from Equity Participations	33,0	105,7			125,4
9. Interest Income from Equity Participations	13,6	11,1			11,1
10. EBIT incl. Income and Financial Interest from Partic.	46,7	116,8			136,5
11. Other Interest Income/ Expenses	(24,8)	(15,0)			(34,5)
12. P.B.T.	21,9	101,8			101.0
13. Taxes	(10,5)				101,9
14. Net Income	11,4	(12,4)			(16,6)
4.5. Minorities Hutanist	(2,5)	89,4 (1,9)			85,3 (5,3)
15. Minorities' Interest					
16. Group Net Income	9,0	87,5			80,1

<sup>(\*) 2007</sup> values do not include sales at cost of DGAG assets to the JVs with REEF and MSREF for 529,9 € mln.



#### **CONSOLIDATED BALANCE SHEET**

		ACTUA	\L	
	JUNE 2008	DECEMBER 2007	JUNE 2007	JUNE 2007 Afetr temporary consolidation of DGAG
1. Fixed Assets	817,1	886,1	745,2	757
thereof Participations thereof Goodwill	630,3 141,7	601,3 218,4	465,1 215,8	477 216
2. Net Working Capital	183,2	190,5	1.147,0	246
O. Not Invested Conital	_			
3. Net Invested Capital	1.000,2 _	1.076,6	1.892,2	1.003
4. Net Equity	657,1	720,1	704,9	705
thereof Group Net Equity	650,1	715,7	694,9	695
5. Funds	72,6	66,8	92,5	93
6. Net Debt	270,5	289,7	1.094,8	206
7. Total sources	1000,2	1.076,6	1.892,2	1.003
8. Net Debt gross of Shareholders' Loans	809,8	816,1	1.428,4	571
9. Net Invested Capital gross of Shareholders' Loans	1.539,4	1603,0	2.225,8	1.368







**1H 2008 Group Outlook** 

#### **PIRELLI GROUP OUTLOOK 2008**

- Pirelli Tyre: in light of the current market scenario, and of the persistence of inflationary trends on costs of raw materials and production factors, forecasts for the second half EBIT before restructuring charges substantially in line with the same period in 2007. Restructuring actions should also allow the company to present a more efficient structure and manufacturing base, for the benefit of future years.
- •Pirelli RE, thanks to ongoing restructuring actions, and if some negotiations currently underway are finalized, expects it to be possible to confirm EBIT including equity participations, before restructuring charges, for the full year, in line with that of the previous period (net of the effects of temporary consolidation of DGAG). Given the persistence of a situation of uncertainty in financial markets, and the worsening of the macroeconomic scenario, the company notes that the risks of not closing certain negotiations/transactions could influence the possibility of reaching its targets..
- •Other Group Businesses and Corporate activities forecasts for 2008 operating results in line with 2007.







#### **GROUP MISSION**

Skilled management with an international culture



Technology, innovation and IPR



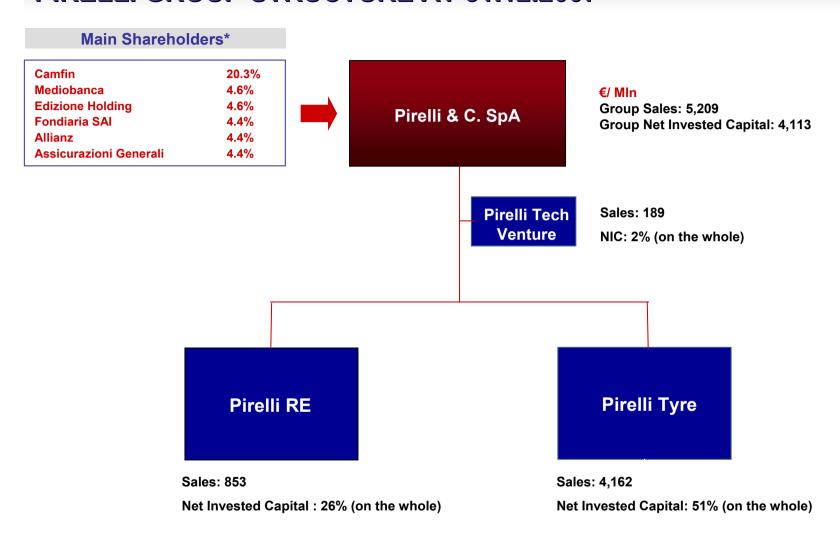
Focus on core business



Effective Corporate Governance



#### **PIRELLI GROUP STRUCTURE AT 31.12.2007**



<sup>\*</sup> The stakes above are only the ones belonging to the Shareholders Agreement of 20th November 2007, which regroups 46.2% of the ordinary share capital



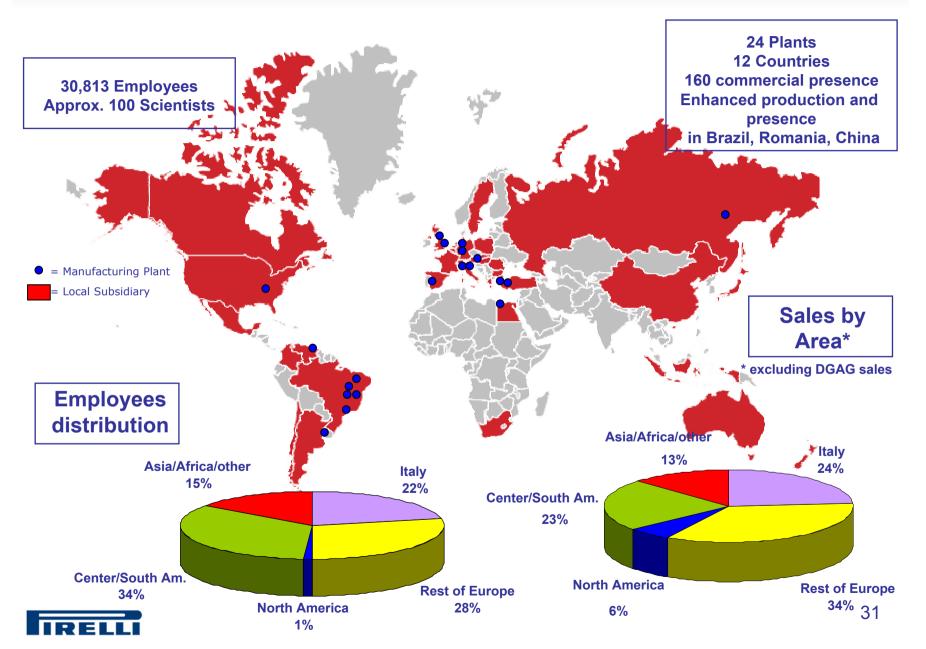
#### **PIRELLI 1H 2008 GROUP RESULTS**

	TY	ELLI		ELLI ESTATE	BROAD		OTH BUSII		ОТН	ERS	PIRELLI &	C. CONS.
Euro/Min	30.06.08	30.06.07	30.06.08		30.06.08	30.06.07	30.06.08	30.06.07	30.06.08	30.06.07	30.06.08	30.06.07
Sales	2.166,3	<b>2.151,4</b> 0,7%	423,4	<b>951,7</b> -55,5%	63,4	<b>51,7</b> 22,6%	36,3	<b>35,0</b> 3,7%	(4,1)	<b>2,8</b> n.s.	2.685,3	<b>3.192,6</b> -15,9%
Organic Sales (*)	2.166,3	2.103,6 3,0%	423,4	<b>421,8</b> 0,4%	63,4	<b>51,7</b> 22,6%	36,3	<b>35,0</b> 3,7%	(4,1)	<b>2,8</b> n.s.	2.685,3	<b>2.614,9</b> 2,7%
EBITDA before Restruct. Costs. % on sales (2007 excluding DGAG effect)	<b>286,5</b> 13,2%	<b>301,7</b> 14,0%	<b>35,3</b> 8,3%	<b>24,2</b> 5,7%	3,6	0,8	(6,8)	(2,8)	(1,8)	2,6	<b>316,8</b> 11,8%	<b>326,5</b> 12,3%
EBIT before Restruct. Costs % on sales (2007 excluding DGAG effect)	<b>191,0</b> 8,8%	<b>206,3</b> 9,6%	29,4	19,5	3,2	0,3	(7,4)	(3,1)	(4,7)	(1,7)	<b>211,5</b> 7,9%	<b>221,3</b> 8,3%
Restructuring Costs	(5,0)	0,0	(16,2)	0,0	0,0	0,0	0,0	0,0	0,0	0,0	(21,2)	0,0
EBIT % on sales (2007 excluding DGAG effect)	<b>186,0</b> 8,6%	<b>206,3</b> 9,6%	13,2	19,5	3,2	0,3	(7,4)	(3,1)	(4,7)	(1,7)	<b>190,3</b> 7,1%	<b>221,3</b> 8,3%
Δ %		-9,8%		-32,3%								-14,0%
TI devaluation									(155,3)		(155,3)	0.0
Result from Equity Participation Dividend distributions	0,2 0,1	0,1 0,3	16,5 3,3	104,0 1,9	0,0 0,0	0,0 0,0	(0,5) 0,0	0,0 0,0	23,7 19,6	9,4 11,8	39,9 23,0	113,5 14,0
EBIT post Result from Eq. Part.before Restruct. Costs	191,3	206,7	49,2	125,4	3,2	0,3	(7,9)	(3,1)	(116,7)	19,5	119,1	348,8
EBIT post Result from Equity Part.	186,3	206,7	33,0	125,4	3,2	0,3	(7,9)	(3,1)	(116,7)	19,5	97,9	348,8
Financial Income/Charges	(29,7)	(28,3)	(11,1)	(23,5)	(2,8)	(1,0)	(0,8)	(0,1)	17,8	(28,3)	(26,6)	(81,2)
EBT	156,6	178,4	21,9	101,9	0,4	(0,7)	(8,7)	(3,2)	(98,9)	(8,8)	71,3	267,6
Fiscal Charges	(54,9)	(61,0)	(10,5)	(16,6)	(0,2)	0,0	(0,1)	0,0	(3,0)	(1,6)	(68,7)	(79,2)
Net Result before Discont. Oper. % su vendite (2007 escluso effetto DGAG)	<b>101,7</b> <i>4,7%</i>	<b>117,4</b> 5,5%	11,4	85,3	0,2	(0,7)	(8,8)	(3,2)	(101,9)	(10,4)	<b>2,6</b> 0,1%	<b>188,4</b> 7,1%
Discontinued Operations									(1,2)	17,1	(12,1)	9,9
Net income % on sales (2007 exckuding DGAG effect) Attributable Net ncome	<b>101,7</b> 4,7%	<b>117,4</b> 5,5%	11,4 9.0	85,3 80.1	0,2	(0,7)	(8,8)	(3,2)	(103,1)	6,7	(9,5) n.s.	198,3 7,4% 108,2
Net Financial Position (**)	773,4	695,5	270,5	1.094,8	26,7	17,9	10,2	6,3	(257,8)	1.154,7	(36,2) 823,0	2.969,2

<sup>(\*)</sup> at organic exchange rates and DGAG sale deconsolidation in P. Real Estate

<sup>(\*\*) 979</sup> euro/mln DGAG acquisition impact in 2007 in Pirelli Real Estate

#### **PIRELLI WORLDWIDE: A GLOBAL COMPANY AT 31.12.2007**







# IRELLI 1H 2008 Pirelli Tech Ventures

- Ambiente
- Broadband Access & Photonics

#### 1H 2008 BROADBAND ACCESS RESULTS

€/mn	1H 08 IAS/IFRS	1H 07 IAS/IFRS	Variation
Net Sales	63.4	51.7	22.6%
EBITDA % on sales	3.6 5.6%	0.8 1.5%	
EBIT % on sales Financial Income/Charges	3.2 5.0% (2.8)	0.3 0.6% (1.0)	
РВТ	0.4	(0.7)	
Fiscal Charges	(0.2)	(0.0)	
Net Income	0.2	(0.7)	
Net Financial Position	26.7	17.9	



#### **BROADBAND ACCESS: FIELDS OF ACTIVITY**

## BBA: ENLARGING CLIENTS PORTFOLIO AND PRODUCTS

- ADSL2/2+ deployment on track
- SET-TOP-BOX sales and new tenders





Set Top Box

#### PHOTONICS: BECOMING A REALITY

- CWDM City 8<sup>™</sup> enhancement to 10 Gbits
- DTL and ITLA market sales
- Launch of Transponder MSA300 expected







Dynamically Tunable Laser

#### **EXPANDED CUSTOMER BASIS**





#### **TECHNOLOGICAL VENTURES**

# PIRELLI ECO TECHNOLOGY SpA

- GECAM TM
- ANTIPARTICULATE FILTERS
- Sales reduction of Gecam ™, related to renewed running vehicle park in urban transport companies
- Started commercial Activities in main European Countries (UK,NL,F, Scandi, D) for anti particulate filters (Retrofits Systems)
- Installment concluded and Start up new factory investment of filters in Romania.
- Start Homologations Phasis in China

# PIRELLI & C. AMBIENTE SpA

- ENERGY RECOVERY FROM SOLID WASTE
- PHOTO VOLTAIC ENERGY
- ENVIRONMENTAL RECLAMATION AND DUE DILIGENCE
- Sales consolidation of high quality fuel through related company IDEA Granda.
- Dec'07: JV agreement with ACEA to enlarge the presence in the business of energy recovery.
- In July '07 set up of Solar Utility SpA, related company for the production of photo voltaic energy.
- Engineering services, due diligence and project management in environmental reclamation (mainly captive).

Reducing the emissions of particulate in Diesel Engines

Reducing CO 2 emissions

#### **STATEMENT**

The Manager mandated to draft corporate accounting documents of Pirelli & C. S.p.A., Claudio De Conto, attests – as per art.154-bis, comma 2 of the Testo Unico della Finanza (D.Lgs. 58/1998) – that all the accounting information contained in this presentation correspond to the documented results, books and accounting of the Company



#### **DISCLAIMER**

This presentation contains statements that constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995.

These statements appear in a number of places in this presentation and include statements regarding the intent, belief or current expectations of the customer base, estimates regarding future growth in the different business lines and the global business, market share, financial results and other aspects of the activities and situation relating to the Company.

Such forward looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ materially from those in the forward looking statements as a result of various factors.

Analysts are cautioned not to place undue reliance on those forward looking statements, which speak only as of the date of this presentation.

Pirelli & C SpA undertakes no obligation to release publicly the results of any revisions to these forward looking statements which may be made to reflect events and circumstances after the date of this presentation, including, without limitation, changes in Pirelli & C. SpA business or acquisition strategy or to reflect the occurrence of unanticipated events.

