

MARR at a glance – FY 2025

MARR, listed on the Euronext STAR segment of the Italian Stock Exchange, is the leading Italian company in the specialised distribution of food products to the Foodservice



50anni
1972-2022

Market leadership – geographic coverage

HISTORIC PRESENCE IN THE MARKET

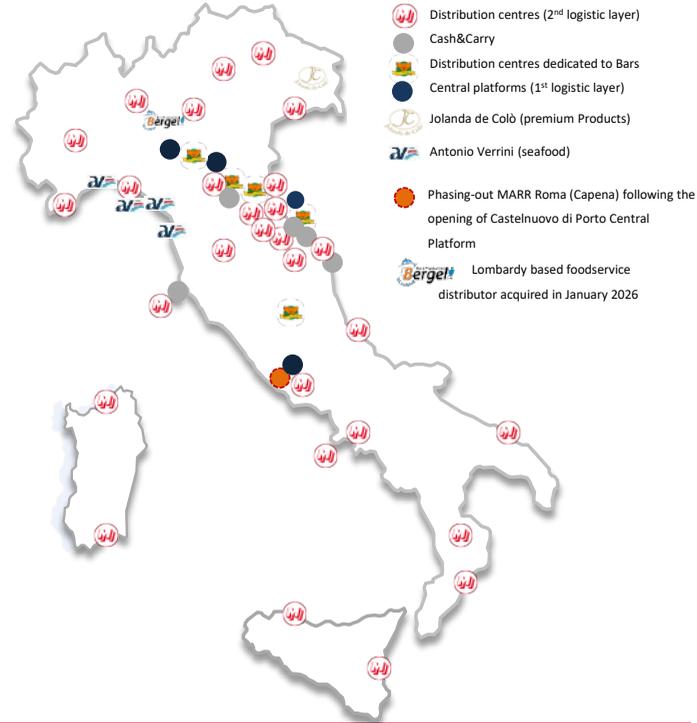
- Founded in 1972, **over 50 years** ago

MARKET LEADER

- The leading company in Italy in the supply to the Foodservice

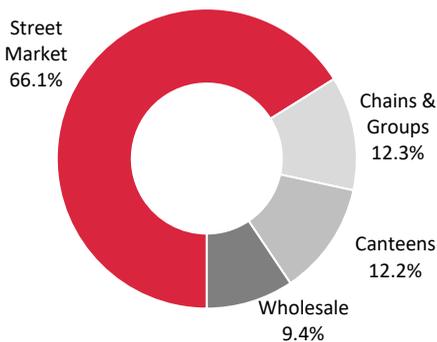
UNIQUE SERVICE

- **55,000+ clients** served with a range of **25,000+ food products**
- **1,000+ sales agents** and **1,000+ trucks** to ensure the delivery within 24 hours from the receipt of the order
- Only player with **nationwide coverage**: 40+ distribution units, some of which with cash&carry, and 4 central platforms
- Commitment to **ESG and Sustainability**
(www.marr.it/en/sustainability)

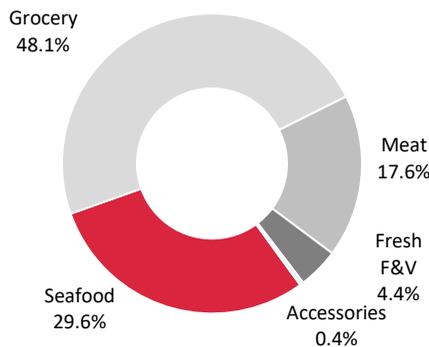


FY 2025 Sales

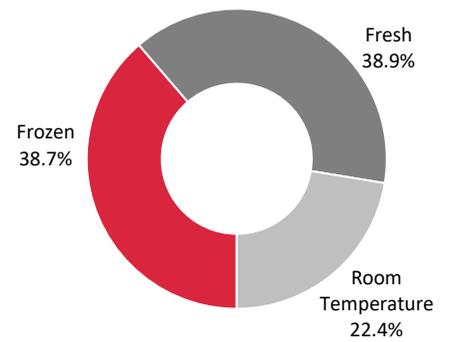
by client segments



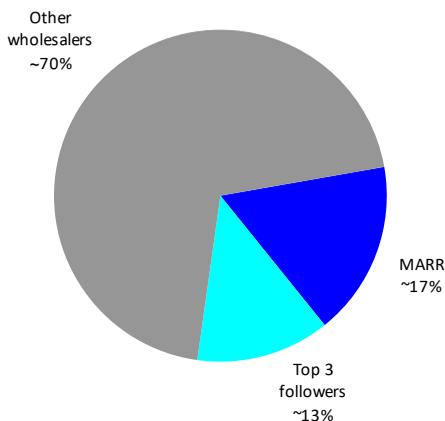
by client product category



by conservation



Wholesalers segment Food supply to Italian Foodservice



Competitive advantages

- ca 17% market share in a highly fragmented market
- 55,000+ clients out of ca 219,000 Foodservice operators (excluding bars) in Italy: ample room to increase penetration
- Unique private label offer: 1,000+ SKU's that cover ca 25% of sales of analogous products on the Street Market
- A network of 2,800+ suppliers
- Proven credit collection system

MARR Group – FY 2025 Highlights

Total consolidated revenues amounted to 2,127.4€m (2,098.0€m in 2024).

EBITDA and **EBIT** were respectively of 108.8€m (120.2€m in 2024) and 63.3€m (80.7€m in 2024).

Net result was of 31.0€m (42.7€m in 2024).

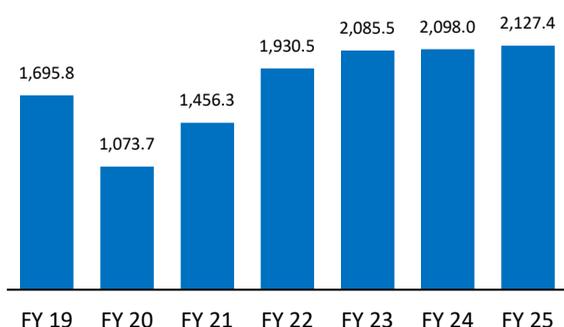
As at 31 December 2025 **Net debt** before IFRS 16 amounted to 203.8€m (292.6€m including IFRS 16 effect) and compared to 170.4€m at the end of 2024 is affected by investments of 25.5€m, dividends of 38.5€m distributed in May 2025 and the purchase of treasury shares during 2025 totaling 9.8€m.

Net equity as at 31 December 2025 was of 328.6€m (345.6€m at the end of the FY 2024).

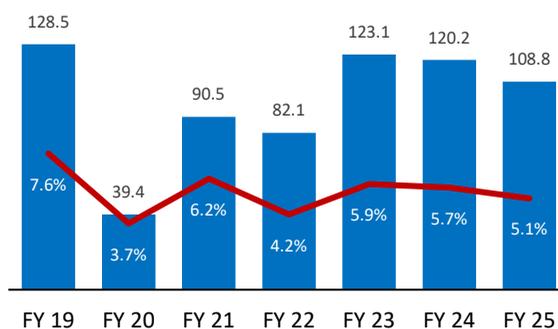
The **Net Trade Working Capital** as at 31 December 2025 amounted to 192.5€m (169.2€m as at 31 December 2024).

Financial performance

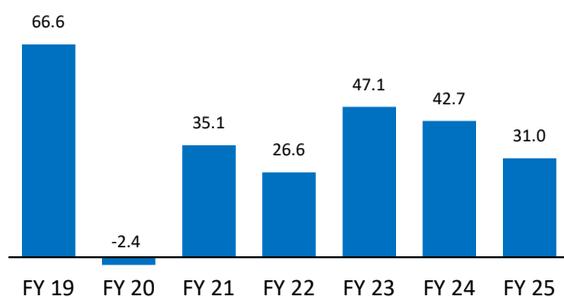
Total Revenues (€m)



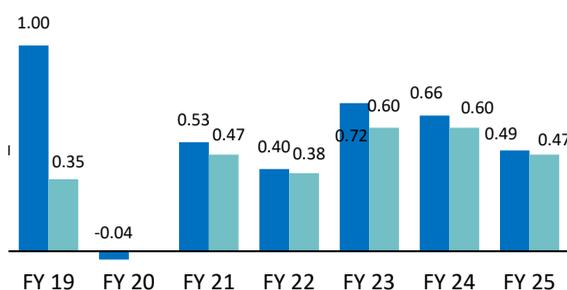
EBITDA (€m)



Net Income (€m)



(€) EPS - DPS



¹ paid in October 2021 on the basis of 2019 Result allocated to Reserves

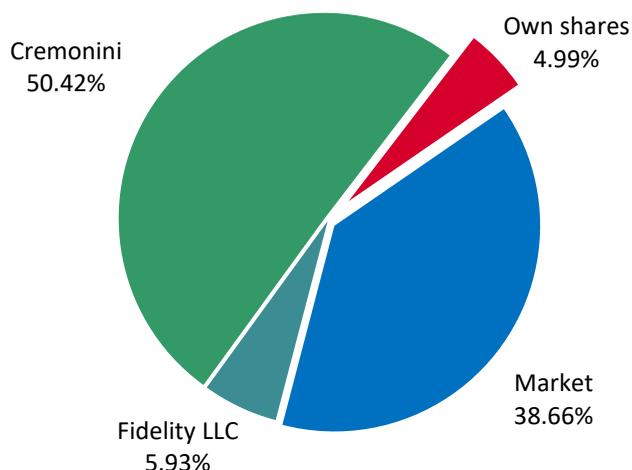
Share data*

Share price: 7.92€ Market cap: 527€m
 no. of shares outstanding: 66,525,120
 52-week price: high 10.40€ - low 7.92€
 Performance YTD: -12%

BoD composition

Andrea Foschi (Chairman)
 Francesco Ospitali (CEO)
 Giampiero Bergami (independent)
 Claudia Cremonini
 Alessandro Nova (independent)
 Rossella Schiavini (independent)
 Lucia Serra

Shareholders*



* Data as at 13 March, 2026