

MARR at a glance – FY 2023

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



Market leadership – geographic coverage

HISTORIC PRESENCE IN THE MARKET

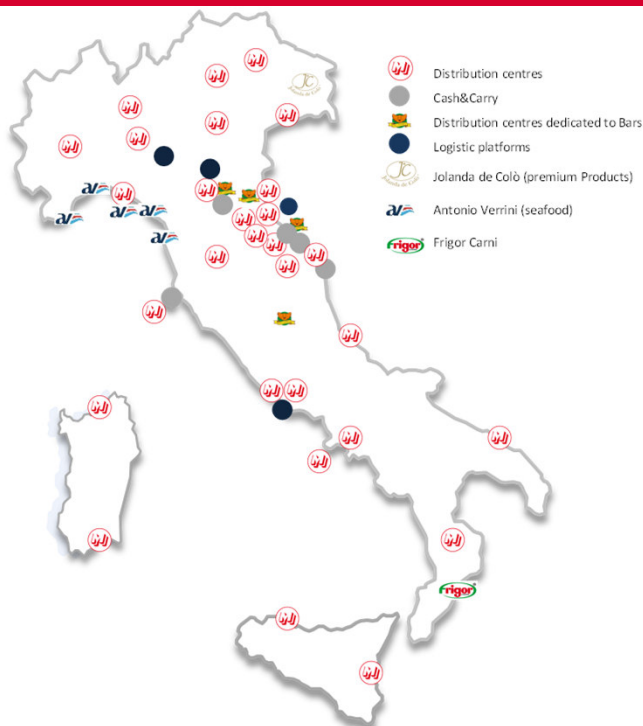
- Founded in 1972, **over 50 years** ago

MARKET LEADER

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

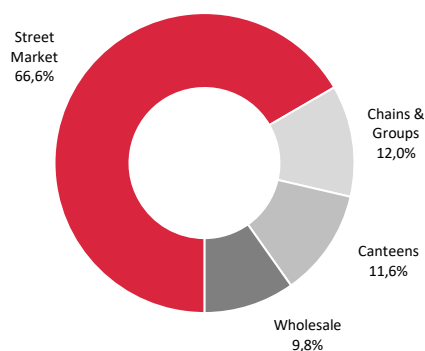
UNIQUE SERVICE

- Ca 55,000 clients served with a range of over 25,000 food products
- 950+ sales agents and 950+ trucks to ensure the delivery within 24 hours from the receipt of the order
- Only player with nationwide coverage: 40 distribution centres some of which with cash&carry
- Commitment to **ESG** and **Sustainability** (www.marr.it/en/sustainability)

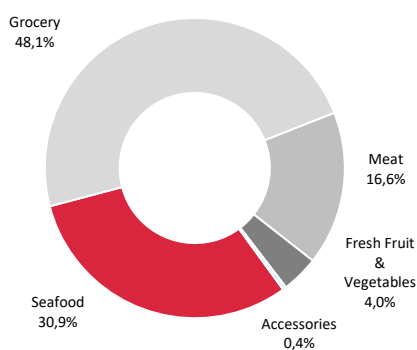


FY 2023 Sales

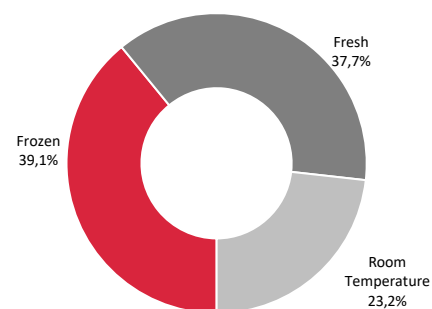
by client segments



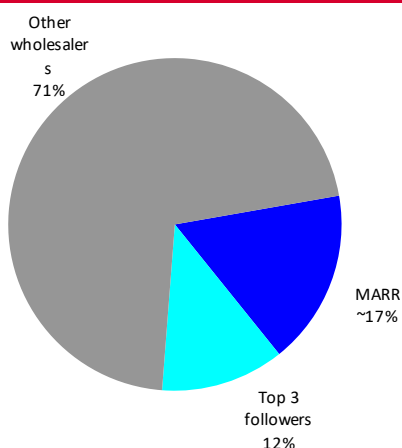
by client product category



by conservation



Wholesalers segment Food supply to Italian Foodservice



Competitive advantages

- ca 17% market share in a highly fragmented market
- ca 55,000 clients out of ca 213,000 Foodservice operators (excluding bars) in Italy: ample room to increase penetration
- Unique private label offer: over 1,000 SKU's that cover ca 25% of sales of analogous products on the Street Market
- A network of over 2,700 suppliers
- Proven credit collection system

MARR Group – FY 2023 Highlights

Total consolidated revenues amounted to 2,085.5€m (1,930.5€m in 2022).

EBITDA and **EBIT** were respectively of 123.1€m (82.1€m in 2022) and 84.9€m (46.2€m in 2022).

Net result was of 47.1€m (26.6€m in 2022).

As at 31 December 2023 **Net debt** amounted to 223.4€m (141.8€m net of IFRS 16 effect) and **Net equity** to 355.5€m (341.5€m at the end of the FY 2022).

The **Net Trade Working Capital** as at 31 December 2023 amounted to 170.6€m (169.1€m as at 31 December 2022), with consequent reduction in terms of incidence on Total Revenues.

MSCI
ESG RATINGS



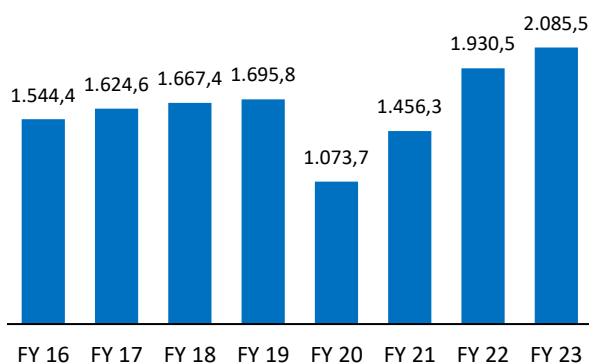
CCC B BB BBB A AA AAA

RATING ACTION DATE: January 26, 2024
LAST REPORT UPDATE: March 08, 2024

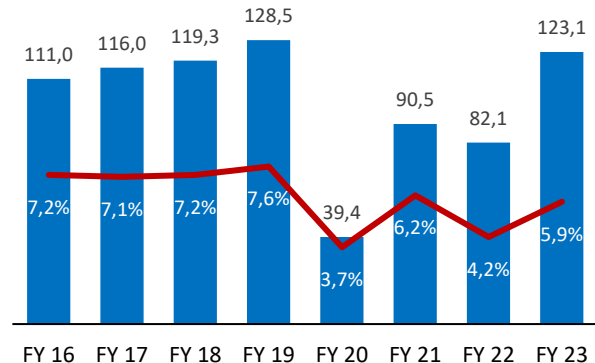
MSCI confirmed the ESG rating “AA” for MARR

Financial performance

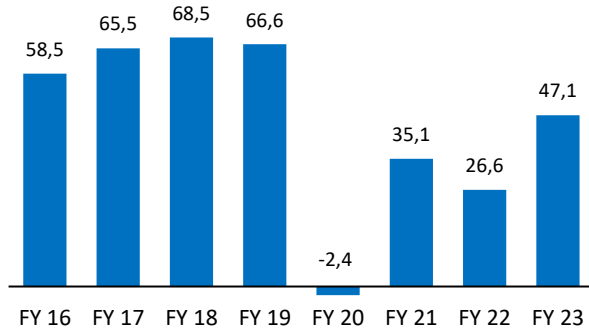
Total Revenues (€m)



EBITDA (€m)

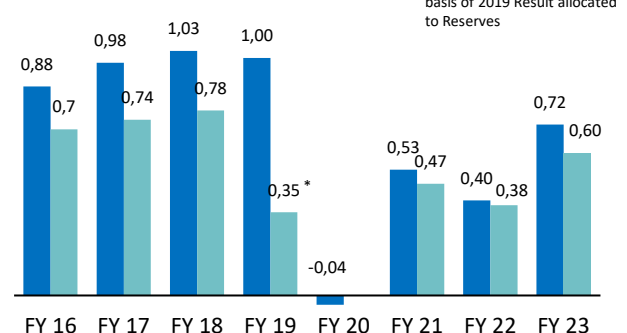


Net Income (€m)



(€)

EPS - DPS



Share data *

Share price: 11.26€ Market cap: 744.0€m

no. of shares outstanding: 66,525,120

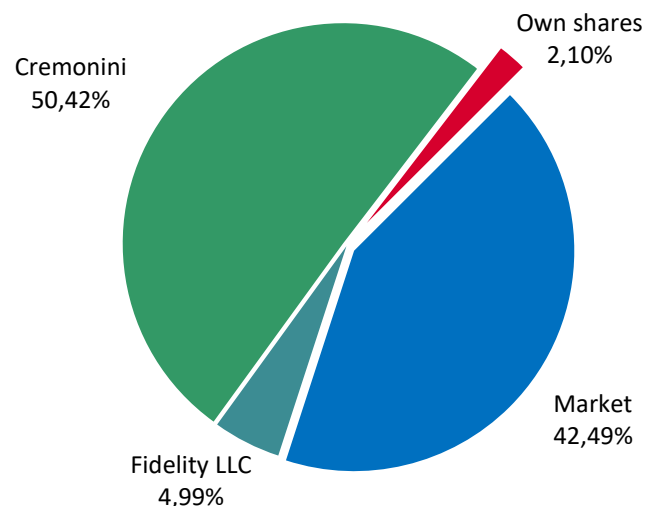
52-week price: high 15.42€ - low 10.40€

Performance YTD: -0.5%; vs Allstar +2.6%

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 19 April, 2024