

MARR at a glance – 1H 2022

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



50anni
1972-2022

Market leadership – geographic coverage

HISTORIC PRESENCE IN THE MARKET

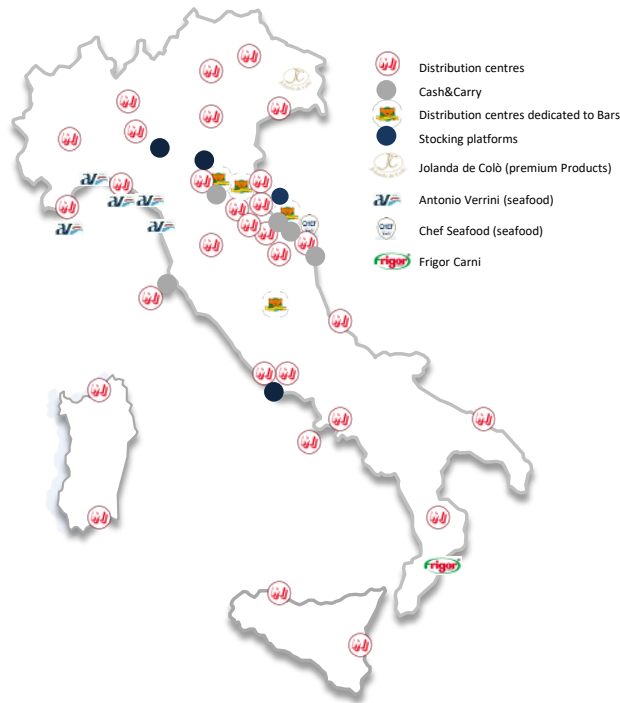
- Founded in 1972, **50 years** ago

MARKET LEADER

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

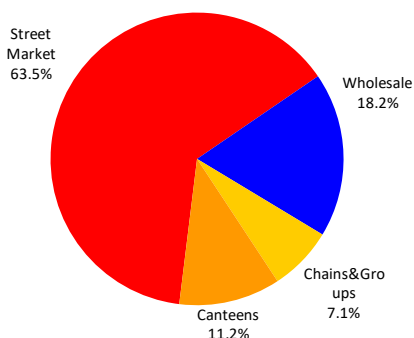
UNIQUE SERVICE

- 50,000+ clients served with a range of over 20,000 food products
- 850+ sales agents and 800+ trucks to ensure the delivery within 24 hours from the receipt of the order
- Only player with nationwide coverage: over distribution centres some of which with cash&carry
- Commitment to **ESG and Sustainability** (www.marr.it/en/sustainability)

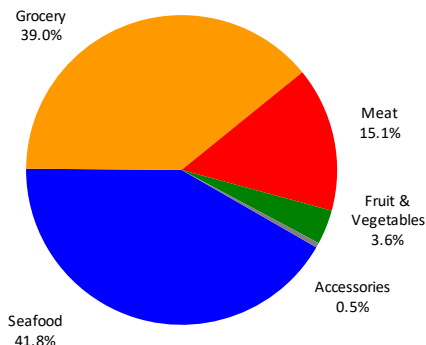


2021 FY Sales

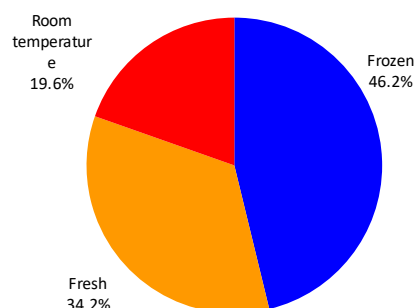
by client segments



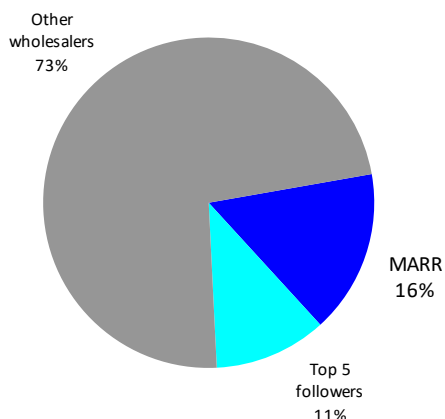
by client product category



by conservation



Wholesalers segment Food supply to Italian Foodservice



Competitive advantages

- ca 16% market share in a highly fragmented market
- over 50,000 clients out of ca 180,000 Foodservice operators (excluding bars) in Italy: ample room to increase penetration
- Unique private label offer: over 700 SKU's that cover ca 25% of sales of analogous products on the Street Market
- A network of over 2,300 suppliers
- Proven credit collection system

MARR Group – Financial highlights

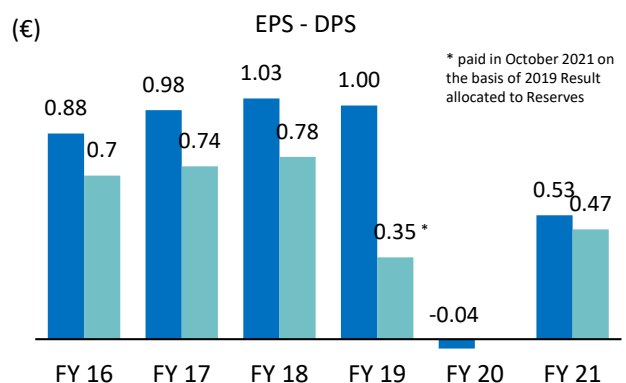
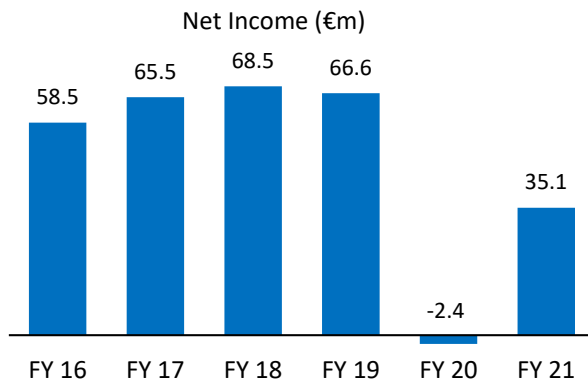
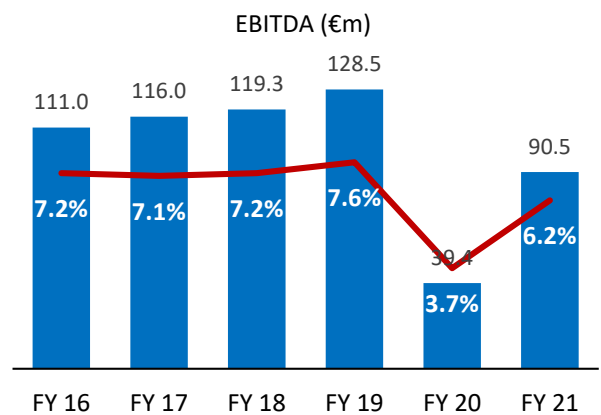
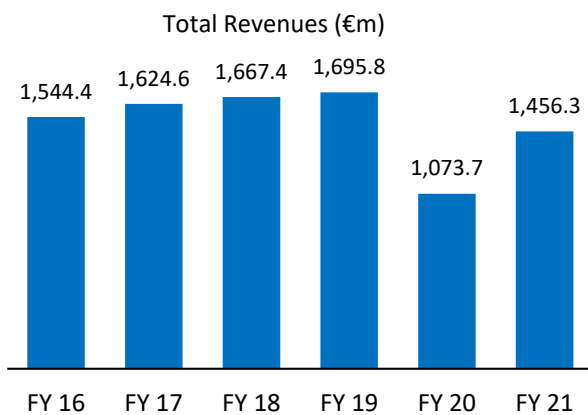
1H 2022 - Total consolidated revenues amounted to 874.3€m (542.0€m in 2021).

EBITDA reached 35.0€m (23.2€m in 2021) and **EBIT** 18.3€m (7.1€m in 2021).

Net result was of 10.5€m (1.1€m in 2021).

As at 30 June 2022 **Net debt** amounted to 228.7€m (147.2€m net of IFRS 16 effect) and **Net equity** to 327.0€m (339.2€m at the end of 1H 2021).

Financial performance



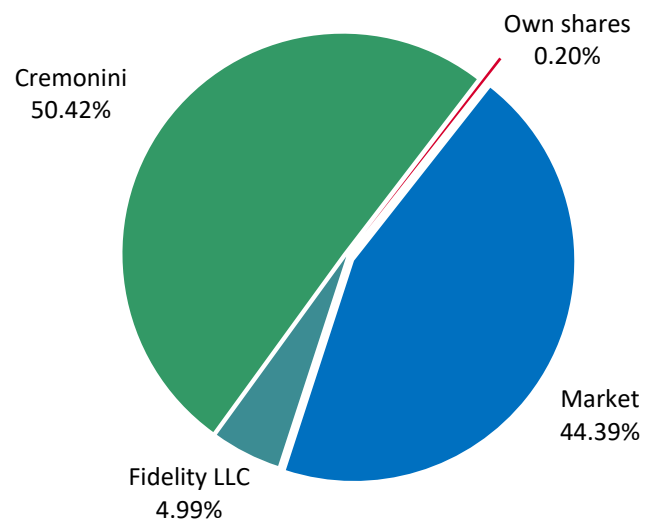
Share data *

Share price: 13.5€ Market cap: 899€m
 no. of shares outstanding: 66,525,120
 52-week price: high 22.5€ - low 12.4€
 Performance YTD: -29.5%; vs Allstar -6%

BoD composition

Ugo Ravanelli (Chairman)
 Francesco Ospitali (CEO)
 Claudia Cremonini
 Paolo Ferrari
 Marinella Monterumisi (independent)
 Alessandro Nova (independent)
 Rossella Schiavini (independent)

Shareholders *



* Data as at 4 August, 2022