

MARR at a glance – 9M 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



50anni
1972-2022

Market leadership – geographic coverage

HISTORIC PRESENCE IN THE MARKET

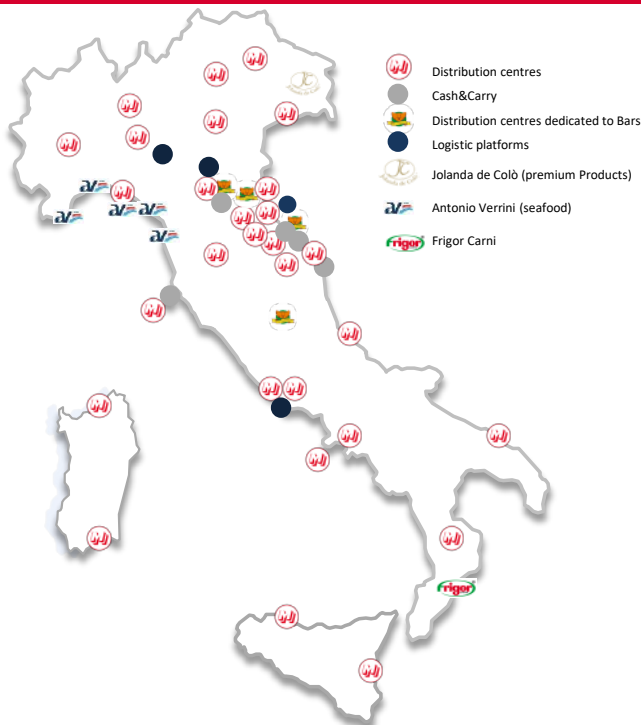
- Founded in 1972, **50 years** ago

MARKET LEADER

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

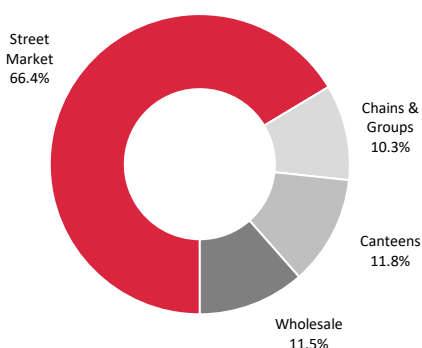
UNIQUE SERVICE

- Ca 55,000 clients served with a range of over 25,000 food products
- 900+ sales agents and 850+ 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)

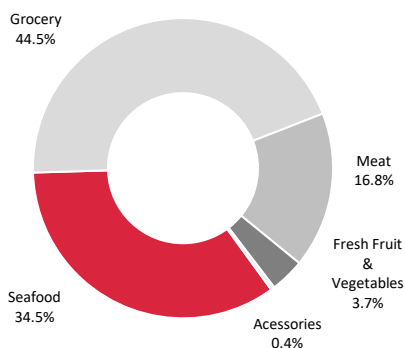


2022 FY Sales

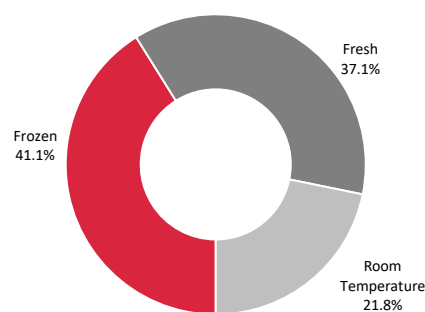
by client segments



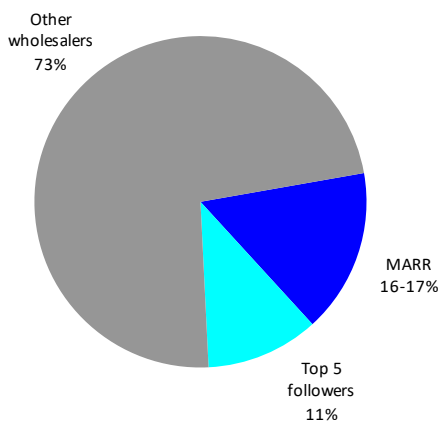
by client product category



by conservation



Wholesalers segment Food supply to Italian Foodservice



Competitive advantages

- ca 16%-17% market share in a highly fragmented market
- ca 55,000 clients out of ca 218,000 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

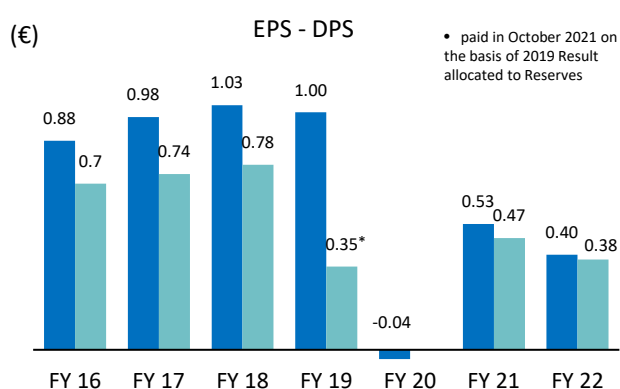
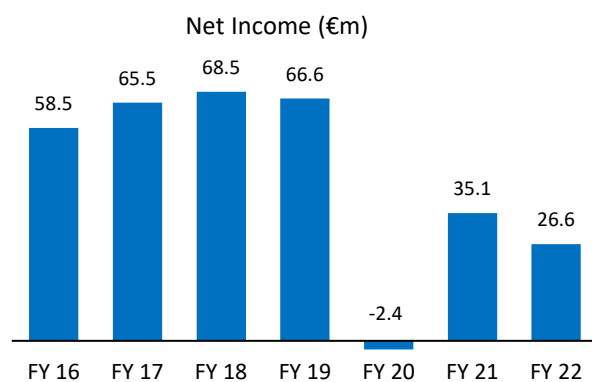
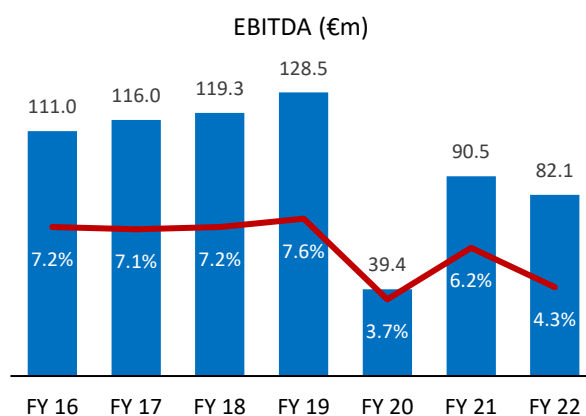
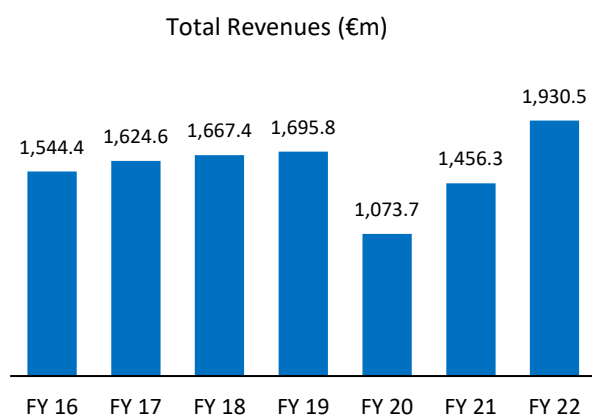
MARR Group – 9M 2023 Financial highlights

Total consolidated revenues amounted to 1,626.5€m (1,495.0€m in 9M 2022).
EBITDA and **EBIT** were respectively of 99.7€m (67.5€m 9M 2022) and 70.6€m (40.2€m in 9M 2022).
Net result was of 40.5€m (24.7€m in 9M 2022).
 As at 30 September 2023 **Net debt** amounted to 201.9€m (125.3€m net of IFRS 16 effect) and **Net equity** to 352.2€m (339.6€m at the end of 9M 2022).

FY2022

Total consolidated revenues amounted to 1,930.5€m (1,456.3€m in 2021).
EBITDA and **EBIT** were respectively of 82.1€m and 46.2€m being affected by inflation dynamics.
Net result was of 26.6€m (35.1€m in 2021).
 As at 31 December 2022 **Net debt** amounted to 217.6€m (138.3€m net of IFRS 16 effect) and **Net equity** to 341.5€m (349.5€m at the end of FY 2021).

Financial performance



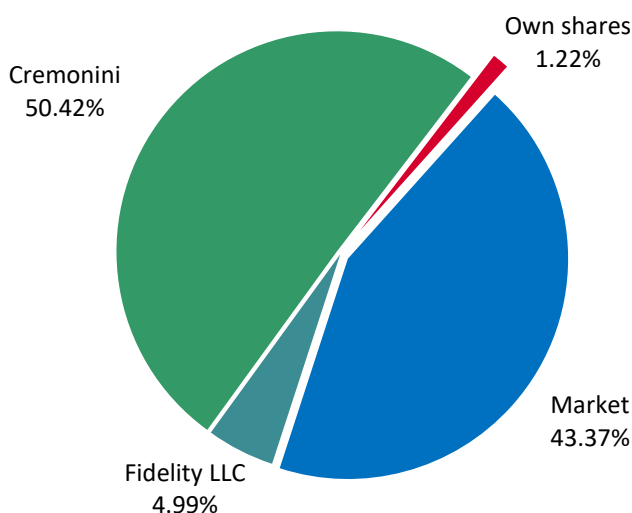
Share data *

Share price: 13.36€ Market cap: 748.7€m
 no. of shares outstanding: 66,525,120
 52-week price: high 15.42€ - low 10.78€
 Performance YTD: -0.4%; vs Allstar -20.3%

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 24 November, 2023