

MARR at a glance – 1H 2021

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 **45 years** ago

MARKET LEADER

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

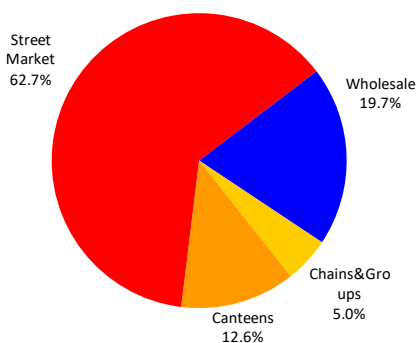
UNIQUE SERVICE

- Over 45,000 clients served with a range of over 15,000 food products
- Over 850 sales agents and over 750 trucks to ensure the delivery within 24 hours from the receipt of the order
- Only player with nationwide coverage: 41 distribution centres and 5 cash&carry, 2 agents with warehouse and over 20 partnerships
- Commitment to **ESG and Sustainability** (www.marr.it/en/sustainability)

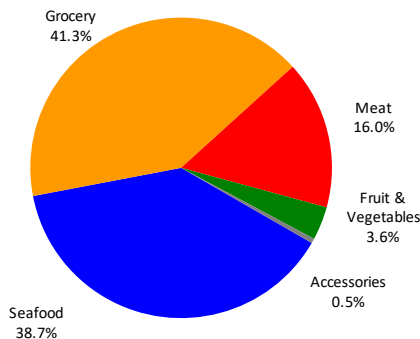


2020 FY Sales

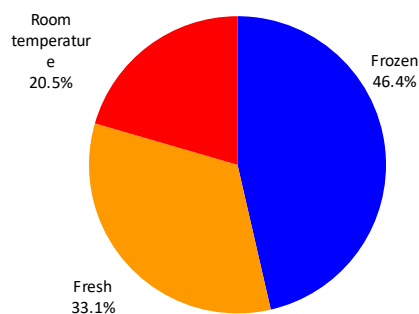
by client segments



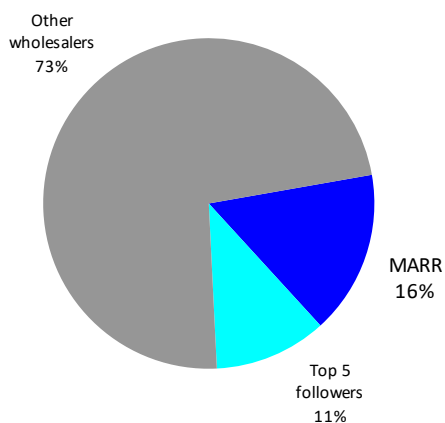
by client product category



by conservation



Wholesalers segment Food supply to Italian Foodservice



Competitive advantages

- ca 16% market share in a highly fragmented market
- over 45,000 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

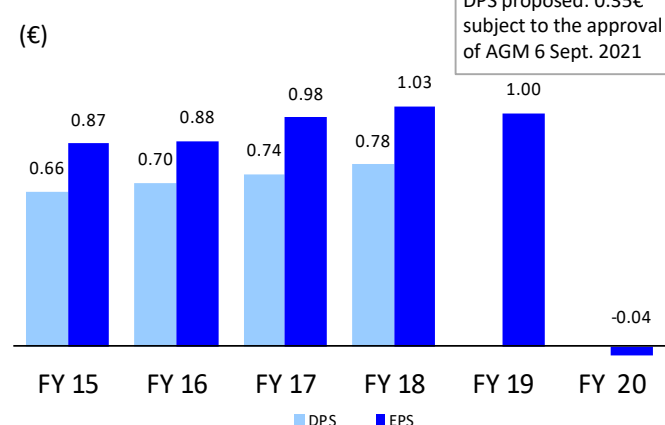
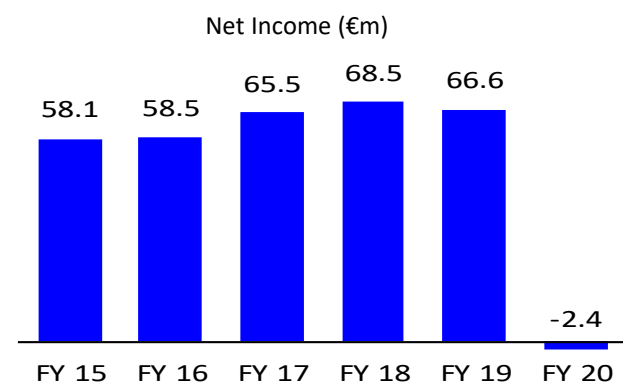
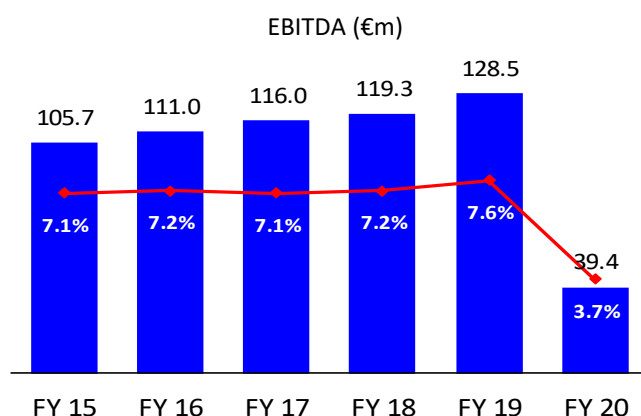
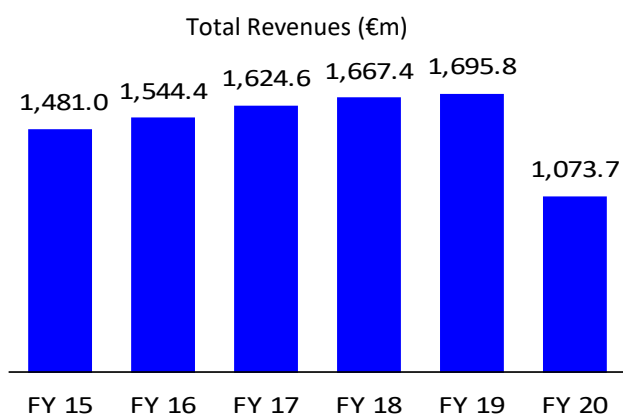
1H 2021 - Total consolidated revenues amounted to 542.0€m (447.1€m in 2020). **EBITDA** was of 23.2€m (0.5€m in 2020) and **Net result** of 1.1€m (-14.0€m in 2020).

As at 30 June 2021 **Net debt** was of 186.5€m (262.6€m in 2020) and **Net equity** of 339.3€m (326.8€m in 2020).

FY 2020 - Total consolidated revenues amounted to 1,073.7€m (1,695.8€m in 2019, before pandemic). **EBITDA** reached 128.5€m (128.5€m in 2019) and **EBIT** 2.8€m (99.1€m in 2019). **Net result** was of -2.4€m (66.6€m in 2019). As at 31 December 2020 **Net debt** was 192.3€m (196.0€m in 2019) and **Net equity** 338.1€m (339.8€m in 2019).

Since January 1, 2019 figures are under IFRS 16

Financial performance



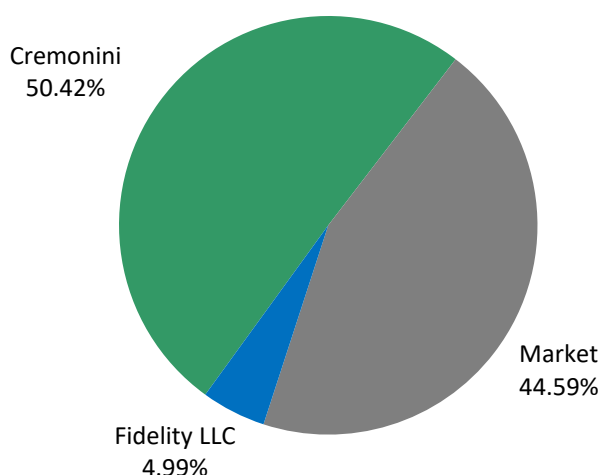
Share data *

Share price: 21.8 Market cap: 1,438€m
 no. of shares outstanding: 66,525,120
 52-week price: high 22.54€ - low 11.52€
 Performance YTD: +29.3%; vs Allstar -8.7 %

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 10 August, 2021