

MARR at a glance – 9M 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

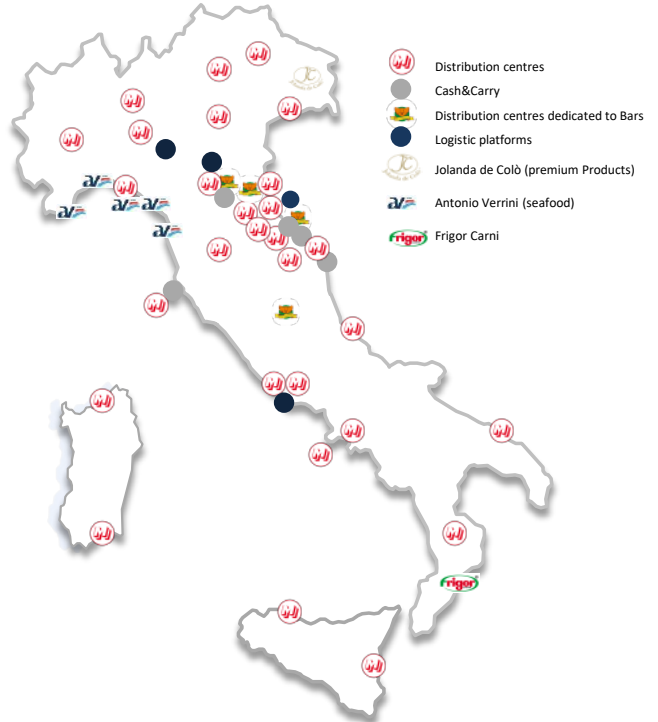
- Founded in 1972, **50 years** ago

MARKET LEADER

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

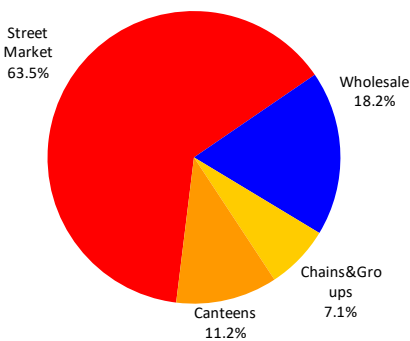
UNIQUE SERVICE

- 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: 40 distribution centres some of which with cash&carry
- Commitment to **ESG and Sustainability** (www.marr.it/en/sustainability)

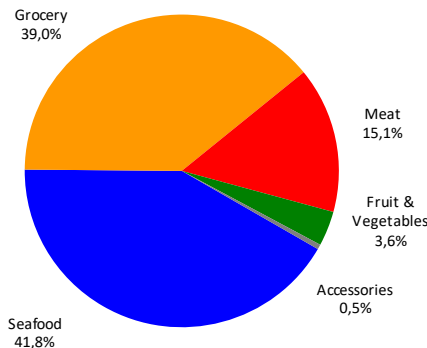


2021 FY Sales

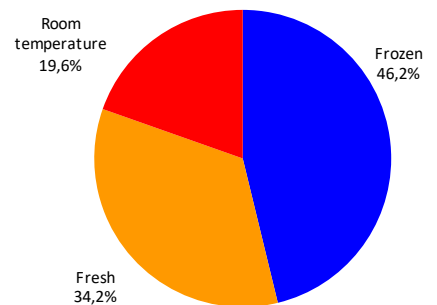
by client segments



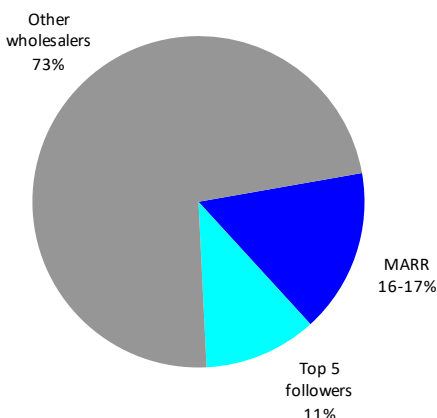
by client product category



by conservation



Wholesalers segment Food supply to Italian Foodservice



Competitive advantages

- ca 16%-17% 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

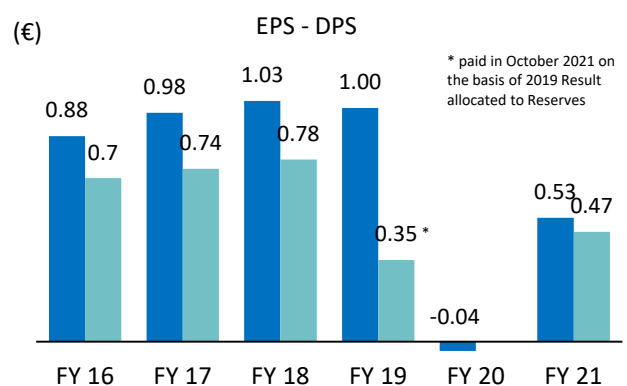
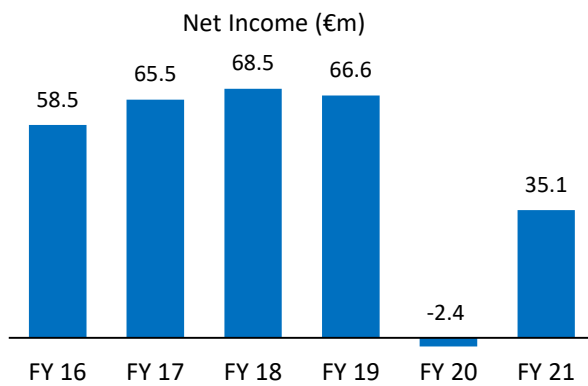
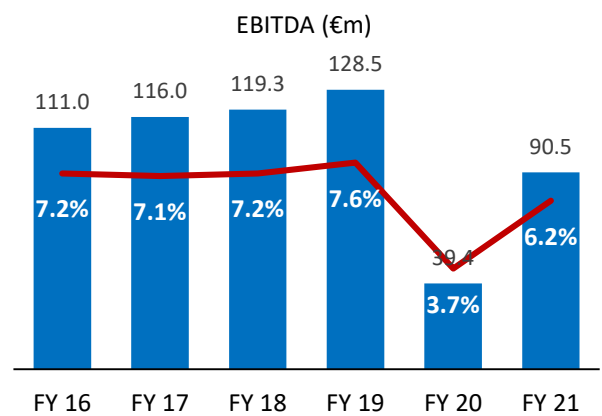
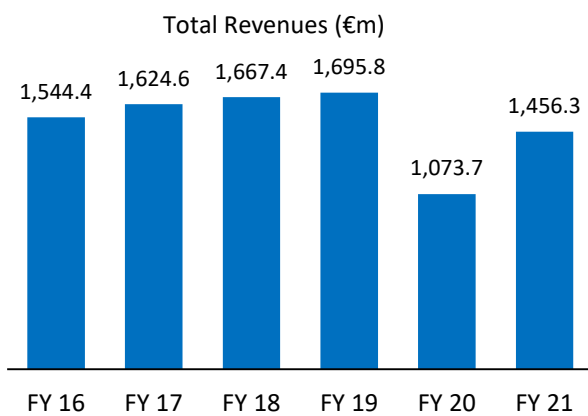
9M 2022 - Total consolidated revenues amounted to 1,495.0€m (1,076.9€m in 2021).

EBITDA reached 67.5€m (71.5€m in 2021) and **EBIT** 40.3€m (46.1€m in 2021).

Net result was of 24.7€m (28.3€m in 2021).

As at 30 September 2022 **Net debt** amounted to 187.7€m (106.7€m net of IFRS 16 effect) and **Net equity** to 339.6€m (343.2€m at the end of 9M 2021).

Financial performance



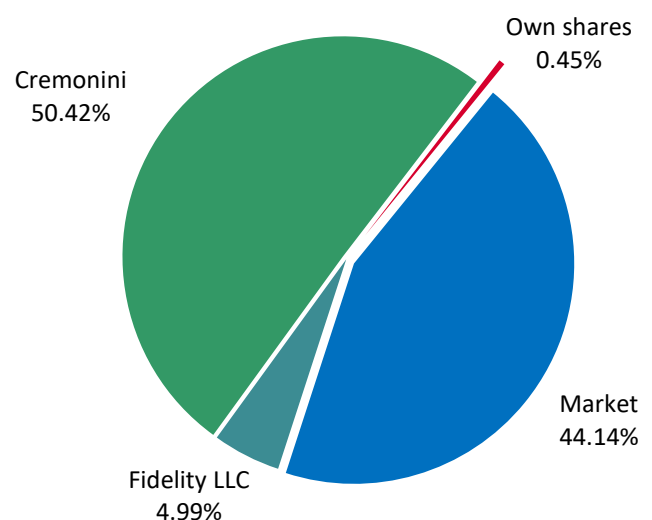
Share data *

Share price: 11.04€ Market cap: 737.5€m
 no. of shares outstanding: 66,525,120
 52-week price: high 19.5€ - low 9.38€
 Performance YTD: -41.8%; vs Allstar -14.2%

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 18 November, 2022