

MARR at a glance – 9M 2025

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



Market leadership – geographic coverage

HISTORIC PRESENCE IN THE MARKET

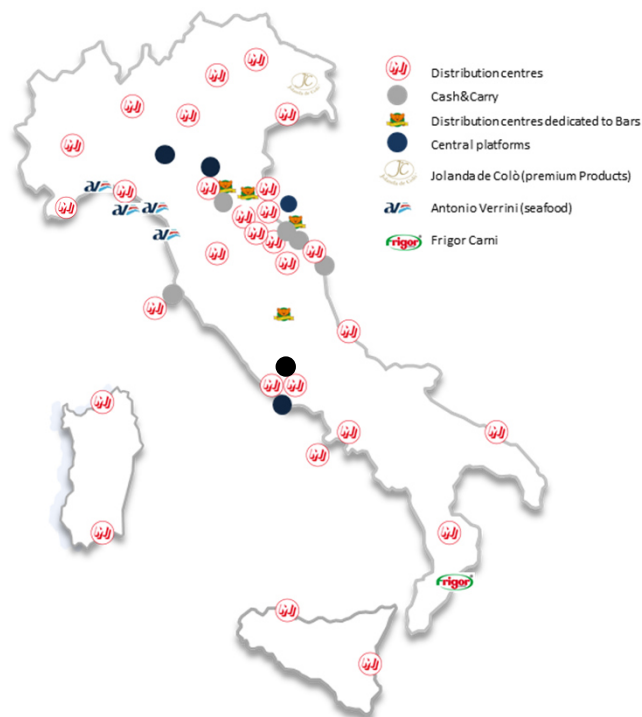
- Founded in 1972, **over 50 years** ago

MARKET LEADER

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

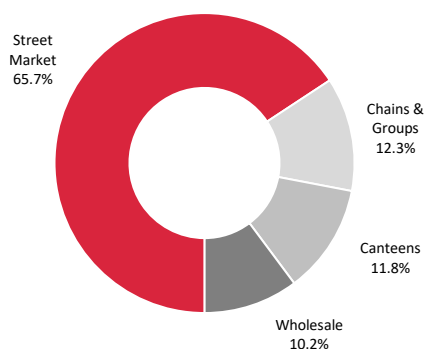
UNIQUE SERVICE

- 55,000+ clients served with a range of 25,000+ food products
- 975+ sales agents and about 1,000 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)

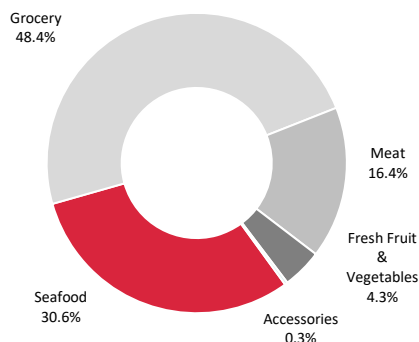


FY 2024 Sales

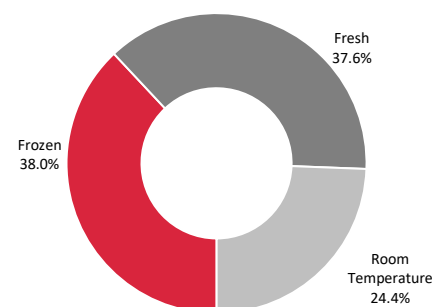
by client segments



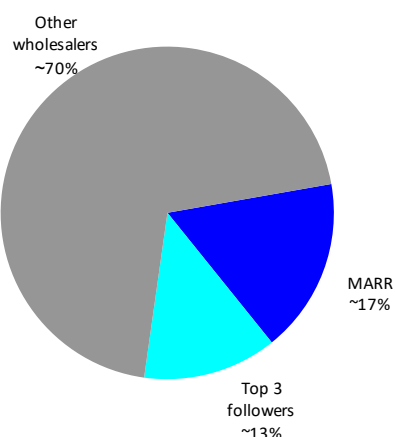
by client product category



by conservation



Wholesalers segment Food supply to Italian Foodservice



Competitive advantages

- ca 17% market share in a highly fragmented market
- 55,000+ clients out of ca 215,000 Foodservice operators (excluding bars) in Italy: ample room to increase penetration
- Unique private label offer: 1,000+ SKU's that cover ca 25% of sales of analogous products on the Street Market
- A network of 2,800+ suppliers
- Proven credit collection system

MARR Group – 9M 2025 Highlights

Total consolidated revenues amounted to 1,644.7€m (1,610.5€m in 9M 2024).

EBITDA and **EBIT** were respectively of 90.2€m (98.1€m in 9M 2024) and 57.1€m (66.9€m in 9M 2024).

Net income was of 30.0€m (36.0€m in 9M 2024).

As at 30 September 2025 **Net debt** amounted to 253.0€m (163.5€m net of IFRS 16 effect) and **Net equity** to 329.8€m. The **Net Trade Working Capital** as at 30 September 2025 amounted to 151.0€m (129.3€m as at 30 September 2024).

*** FY 2024 ***

Total consolidated revenues amounted to 2,098.0€m (2,085.5 €m in 2023).

EBITDA and **EBIT** were respectively of 120.2€m (123.1 €m in 2023) and 80.7€m (84.9 €m in 2023).

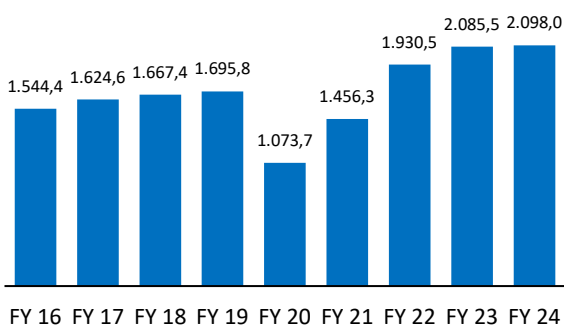
Net result was of 42.7€m (47.1 €m in 2023).

As at 31 December 2024 **Net debt** amounted to 237.9€m (170.4€m net of IFRS 16 effect) and **Net equity** to 345.6€m (355.5 €m at the end of the FY 2023).

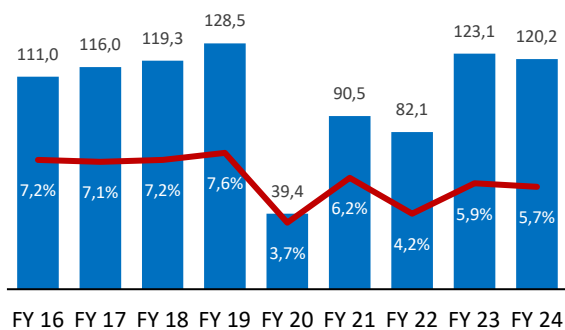
The **Net Trade Working Capital** as at 31 December 2024 amounted to 169.2€m (170.6 €m as at 31 December 2023), with a reduction in terms of incidence on Total Revenues.

Financial performance

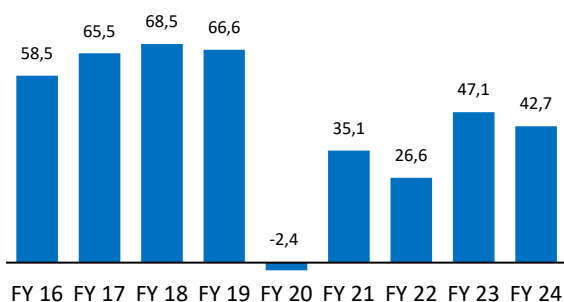
Total Revenues (€m)



EBITDA (€m)

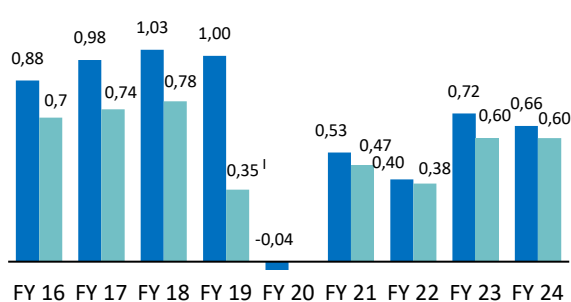


Net Income (€m)



(€)

EPS - DPS



¹ paid in October 2021 on the basis of 2019 Result allocated to Reserves

Share data*

Share price: 8.92€ Market cap: 593.1€m

no. of shares outstanding: 66,525,120

52-week price: high 11.16€ - low 8.39€

Performance YTD: -10.8%; vs Allstar -16.8%

BoD composition

Andrea Foschi (Chairman)

Francesco Ospitali (CEO)

Giampiero Bergami (independent)

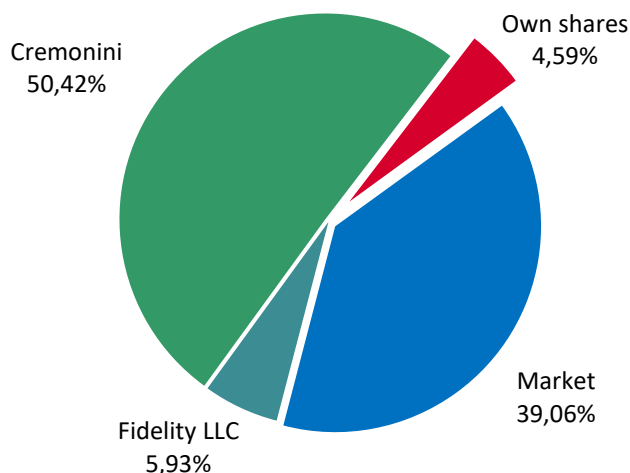
Claudia Cremonini

Alessandro Nova (independent)

Rossella Schiavini (independent)

Lucia Serra

Shareholders*



* Data as at 30 November, 2025