

GRUPPO MARR
MARR
dove c'è ristorazione

*50*anni
1972-2022



1Q 2022 Results

Conference call – May 13, 2022



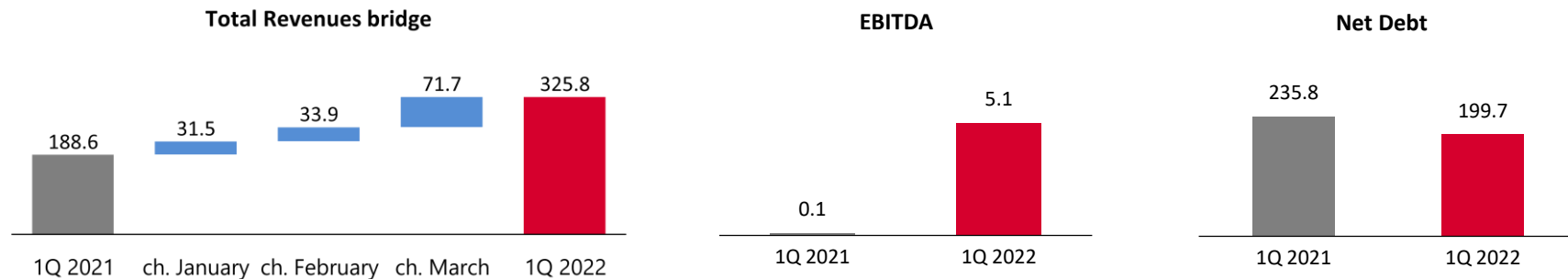
This presentation is being shown to you solely for your information and may not be reproduced, distributed to any other person or published, in whole or in part, for any purpose.

The information in this presentation could include forward-looking statements which are based on current expectations and projections about future events. These forward-looking statements are subject to risks, uncertainties (including those on the duration and severity of the COVID-19 outbreak and from the restrictive measures taken to face it) and assumptions about the Company and its subsidiaries and investments; including, among other things, the development of its business, trends in its operating industry, and future capital expenditures and acquisitions. In light of these risks, uncertainties and assumptions, the events in the forward-looking statements may not occur. No one undertakes to publicly update or revise any such forward-looking statements.

The Group's business is also correlated to tourism flows. Q1 and Q4 represent the low point of the business year, whereby Q2 and Q3 the peak of the seasonality. Therefore quarterly sales, operating results, trade net working capital and net financial indebtedness are impacted by the seasonality and may not be directly compared or extrapolated to obtain forecasts of year-end results.

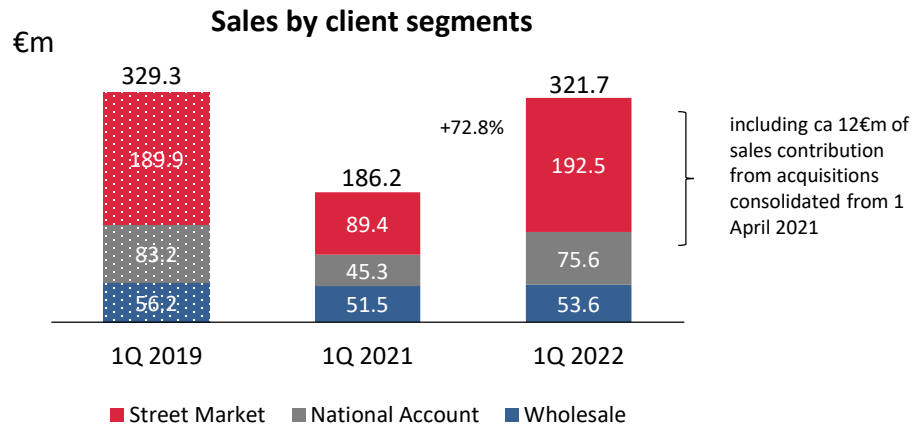


€m



1Q 2022 started with January still affected by the pandemic and improved in the following months ending with a solid March. All financial indicators show a marked improvement compared with 1Q 2021 and in particular:

- Total Revenues: 325.8€m in 1Q 2022 vs 188.6€m in 1Q 2021
- EBITDA: 5.1€m in 1Q 2022 vs 0.1€m in 1Q 2021
- Net Debt: 199.7€m as at 31 March 2022 vs 235.8€m as at 31 March 2021

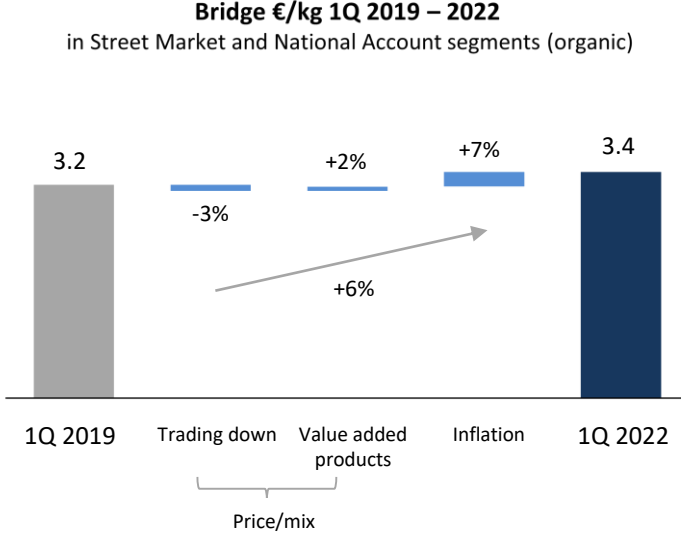
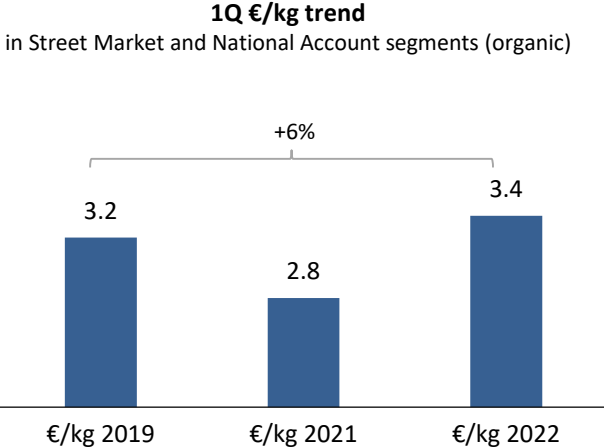


Starting from 2021 some reclassifications were made between client segments, in particular some structured customers were reclassified from the Street Market to the National Account, therefore 2019 sales data by client segments were restated for comparison with 2021 and 2022

- MARR's sales confirmed the realignment to the pre-pandemic levels of 2019 in all segments, despite a foodservice market that in 1Q 2022 was still negatively affected by the pandemic

- MARR, thanks to its closeness to the Client and the continuous strengthening of its product offering and level of service, took advantage of the Market come-back, over-performing it and as a result gaining market share
- According to *Confcommercio* Studies (April 2022), the variation in quantity for "Hotels, meals and out-of-home consumption" in 1Q 2022 vs 1Q 2021 increased by 61% to which an inflation of ca 5% on the basis of *Confcommercio* data can be added, while MARR's Total Revenues in 1Q 2022 grew by 73% compared to 1Q 2021



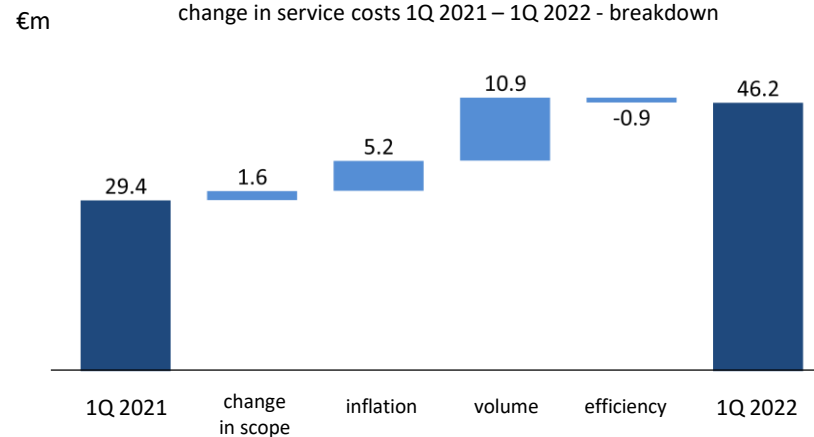


The €/kg increase in 1Q 2022 in sales to the Foodservice clients (i.e. Street Market and National Account segments) compared to the pre-pandemic 2019 is the result of general food inflation plus a Price/mix that has to be subdivided between a “Trading down” component related to changes in demand during the pandemic and “Value added products” pushed by MARR in order to increase service to Clients



- The timing of the pass-through process to clients of the food price increases is affecting the GM
- MARR's service costs are affected by the increase in energy costs, and particularly those for utilities (essentially electricity related to the product conservation) and transportation. An overall inflation is also affecting logistics costs (especially for handling activities)
- MARR continues to be committed to maintain its level of service to the Client combining measures (contingent and also with a longer time-frame) for maintaining operating costs under control

- Change in service costs between 1Q 2022 and 1Q 2021 is not only related to inflationary dynamics, but also to the change in scope (Verrini acquisition plus start of operations from MARR Catania distribution unit from April 2021 and from MARR Piacenza logistic platform (leased) from January 2022), volume increase and gain of efficiency



1Q 2022 – Income statement

1Q 2021	%	€m	1Q 2022	%
188.6	100.0%	Total Revenues	325.8	100.0%
(152.3)	-80.8%	COG's	(263.7)	-81.0%
(29.4)	-15.6%	Services costs	(46.2)	-14.2%
(0.4)	-0.2%	Other operating costs	(0.5)	-0.1%
(6.4)	-3.4%	Personnel costs	(10.2)	-3.1%
0.1	0.1%	EBITDA	5.1	1.6%
(4.0)	-2.1%	D&A	(4.8)	-1.5%
(3.2)	-1.7%	Provisions	(2.7)	-0.8%
(7.0)	-3.7%	EBIT	(2.5)	-0.8%
(1.2)	-0.7%	Net interest	(1.6)	-0.6%
(8.3)	-4.4%	Profit before tax	(4.1)	-1.3%
1.9	1.0%	Taxes	1.2	0.4%
(6.3)	-3.4%	Net Result	(2.9)	-0.9%

- In the 1Q, that historically is below compared to the core 2Q and 3Q and that in 2022 was still affected by the pandemic, all economic indicators improved compared to the same period of 2021
- Increase of D&A is related to the ongoing investments
- Provisions for bad debts normalized towards the pre-pandemic levels

Trade NWC

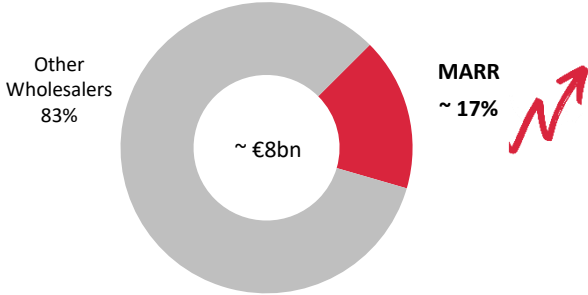
31.03.21	€m	31.12.21	31.03.22
279.2	Accounts Receivable	321.3	308.7
133	Days	81	85
144.1	Inventory	199.9	235.4
85	Days	64	80
(190.9)	Accounts Payable	(381.0)	(327.7)
113	Days	122	112
232.4	Trade NWC	140.2	216.4

Net Debt

31.03.21	€m	31.12.21	31.03.22
258.0	Liquidity	250.0	148.4
(157.4)	Net Short-term debt	(107.4)	(109.8)
(336.4)	Long-term debt	(284.0)	(238.2)
(235.8)	Net Debt	(141.4)	(199.7)

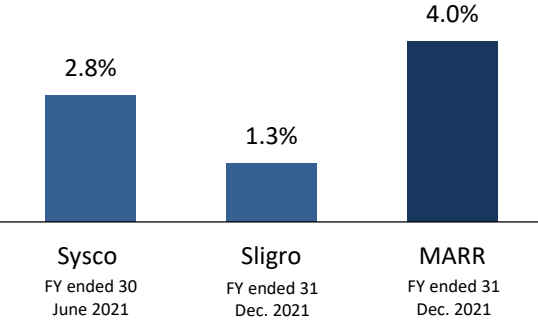
- DSO as at 31 March 2022 remains below 90 days such as at 2021 year-end and improved compared to 31 March 2021
- Trade NWC as at 31 March 2022 decreased compared to the previous year and despite the increase of Inventory, due to procurement policies aimed at bringing forward purchases in view of the summer season and in presence of inflationary trends and also due to the Inventory of Verrini Group consolidated from 1 April 2021
- As at 31 March 2022 Net Debt decreased compared to the same period of 2021 as a consequence of a reduction of Trade NWC absorption

Wholesalers' segment of Food supply to the Foodservice in Italy (2021)



- MARR continued to over-perform the market gaining market share, that can be now estimated at ca 17% (based on Tradelab data, November 2021)
- Market share increase is pursued through a clear long-term path of development lines aimed at strengthening service leadership maintaining high daily attention

EBIT margin at last FY closed



- MARR also thanks to its leadership in an Italian fragmented Foodservice market – the second in Europe (Tradelab, November 2021) - remains the best in class in terms of operating profitability compared to other international listed peers



- In order to strengthen its leadership, MARR is implementing development lines centered around the Client and aimed at increasing its satisfaction and therefore its loyalty. This is done through a closeness that is ensured with a unique logistic network at two levels (distribution units and logistic platforms) and that will be further strengthened with planned investments for increasing capacity
- The double distribution level is also functional to the optimization of products rotation and the expansion of their range: over 20,000 food references combining local specialties with international origins procured through selected channels, thus offering a specialized range by client segment and moments of consumption
- Increase of products offer also includes the excellences of Italian food (over 4,000 products with Italian origin certified) and products of the territory ("*Della Nostra Terra*") in line with a Sustainable approach
- Those policies benefit from synergies deriving from digitalization in terms of processes and solutions devised under a "*phygital*" approach, i.e. as a combination of different touch-points (physical and digital) between MARR and the Client



Subsequent events and April trend

- April, 1 MARR closed the purchase of Frigor Carni Srl, a company on the Ionian coast in Calabria specialized in seafood products. This operation confirms MARR as the market aggregator continuing to strengthen its leadership through both organic growth and targeted acquisitions, aimed at increasing service specialization
- The Shareholders' Meeting of 28 April last unanimously approved the distribution of DPS of 0.47€ (consolidated EPS of 0.53€) with ex-coupon (no. 17) on 23 May and payment on 25 May
- Development lines that see the Client at the center and are aimed at enhancing its loyalty were recently reaffirmed during the "MARR Next" 2022 Sales Conference, that of its 50th anniversary
- MARR's sales performance in April confirms the expectations, in view of the next summer season, of a strong recovery in out-of-home food consumption. In fact, April closed with MARR's Total consolidated Revenues of over 150€m, an increase compared to the same period of 2019, further confirming the positive trend of March
- The realignment process to pre-pandemic levels still shows differences in customer categories, with hospitality as a whole still lagging behind restaurants, and areas, but the Easter period and the long weekend of 25 April have provided positive signals, in particular in terms of recovery of tourist flows in the cities of art and also for the foreign component



Antonio Tiso

atiso@marr.it

tel. +39 0541 746803

mob. +39 331 6873686

Léon Van Lancker

ivanlancker@marr.it

mob. +39 335 1872014

MARR S.p.A.

Via Spagna, 20 - 47921 Rimini (Italy)

website www.marr.it

