

MARR at a glance – 9M 2024

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

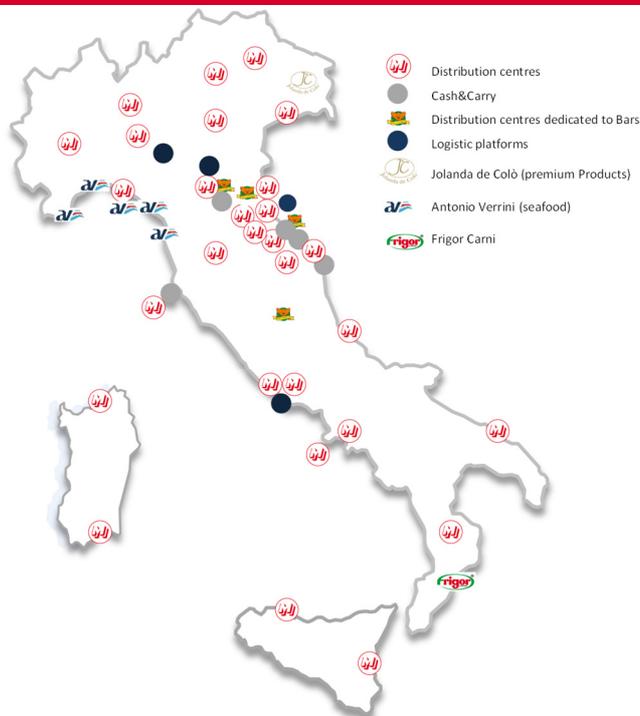
- Founded in 1972, **over 50 years** ago

MARKET LEADER

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

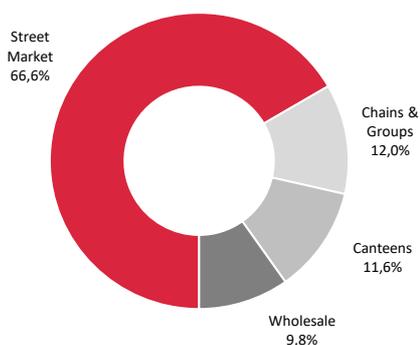
UNIQUE SERVICE

- Ca 55,000 clients served with a range of over 25,000 food products
- 950+ sales agents and 950+ 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)

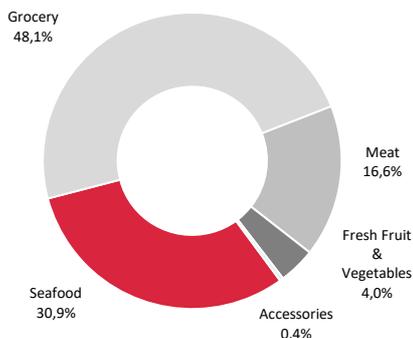


FY 2023 Sales

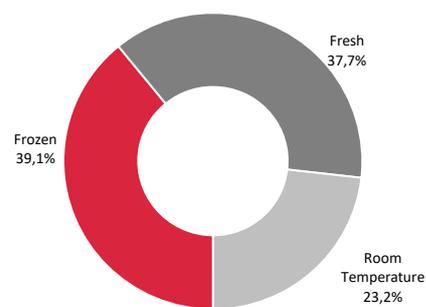
by client segments



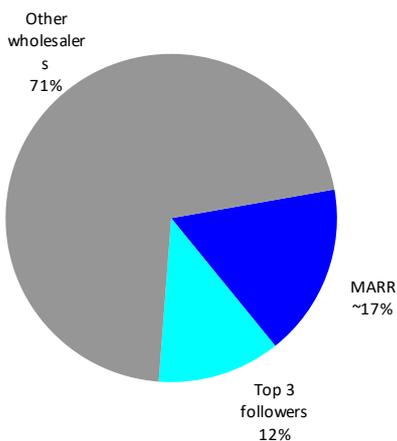
by client product category



by conservation



Wholesalers segment Food supply to Italian Foodservice



Competitive advantages

- ca 17% market share in a highly fragmented market
- ca 55,000 clients out of ca 213,000 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 2024 Highlights

Total consolidated revenues amounted to 1,610.5€m (1,626.5€m in 9M 2023).

EBITDA and **EBIT** were respectively of 98.1€m (99.7€m in 9M 2023) and 66.9€m (70.6€m in 9M 2023).

Net result was of 36.0€m (40.5€m in 9M 2023).

As at 30 September 2024 **Net debt** amounted to 201.7€m (127.0€m net of IFRS 16 effect) and **Net equity** to 341.1€m (352.2€m in 9M 2023).

The **Net Trade Working Capital** as at 30 September 2024 amounted to 129.3€m (155.2€m as at 30 September 2023).

*** FY 2023 ***

Total consolidated revenues amounted to 2,085.5€m (1,930.5€m in 2022).

EBITDA and **EBIT** were respectively of 123.1€m (82.1€m in 2022) and 84.9€m (46.2€m in 2022).

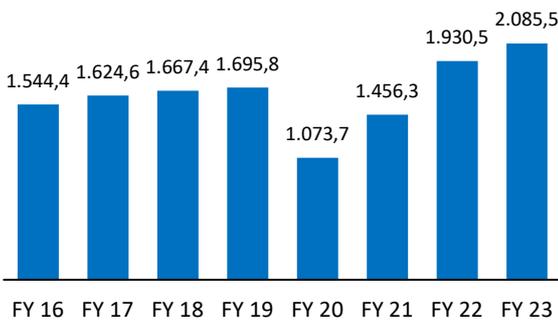
Net result was of 47.1€m (26.6€m in 2022).

As at 31 December 2023 **Net debt** amounted to 223.4€m (141.8€m net of IFRS 16 effect) and **Net equity** to 355.5€m (341.5€m at the end of the FY 2022).

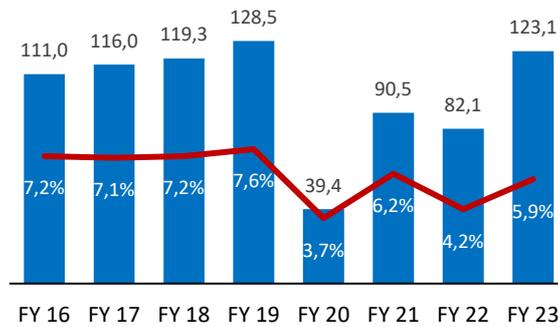
The **Net Trade Working Capital** as at 31 December 2023 amounted to 170.6€m (169.1€m as at 31 December 2022), with consequent reduction in terms of incidence on Total Revenues.

Financial performance

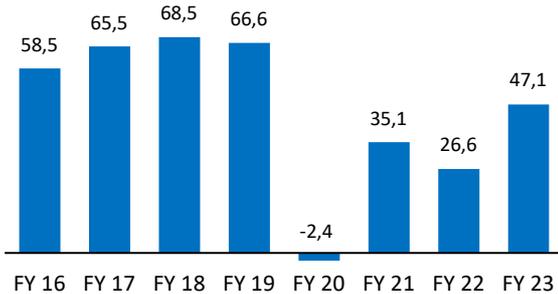
Total Revenues (€m)



EBITDA (€m)

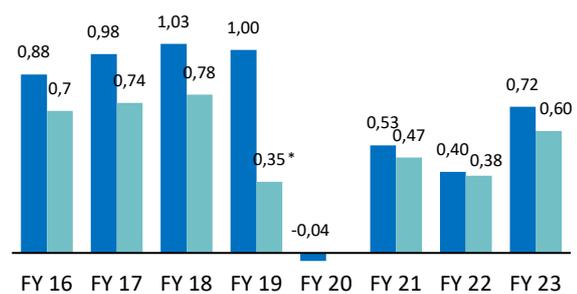


Net Income (€m)



(€)

EPS - DPS



Share data *

Share price: 10.56€ Market cap: 687.4€m

no. of shares outstanding: 66,525,120

52-week price: high 12.50€ - low 10.40€

Performance YTD: -6.7%; vs Allstar -2.7%

BoD composition

Andrea Foschi (Chairman)
 Francesco Ospitali (CEO)
 Giampiero Bergami (independent)
 Claudia Cremonini
 Alessandro Nova (independent)
 Rossella Schiavini (independent)
 Lucia Serra

* Data as at 14 November, 2024

Shareholders *

