

GRUPPO MARR
MARR
dove c'è ristorazione

*50*anni
1972-2022



1Q 2024 Results

Conference call – May 14, 2024

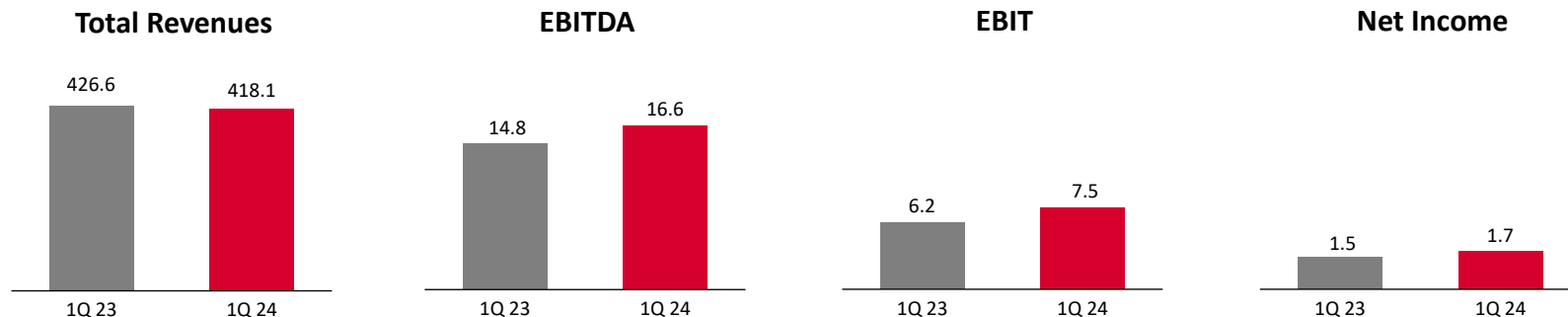


This presentation is being shown to you solely for your information and may not be reproduced, distributed to any other person or published, in whole or in part, for any purpose.

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 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.

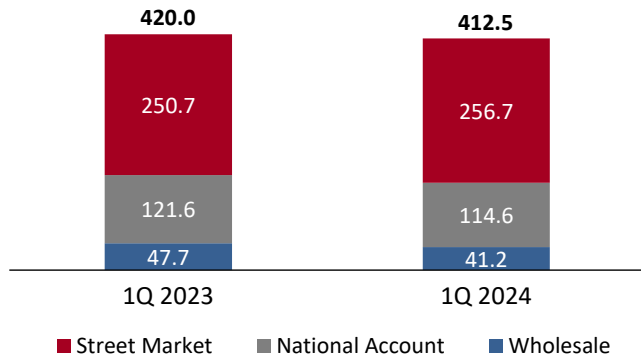
€m



- **Total Revenues** in 1Q 2024 are affected by the rationalisation of certain planned activities implemented as of 1Q 2023 in order to manage a generalised food inflation that occurred between 2022 and 2023
- **Operating profitability** continues to improve as a result of the abovementioned activities undertaken in order to manage food inflation. In 1Q 2024 EBITDA and EBIT reach respectively 16.6€m (14.8€m in 1Q 2023) and 7.5€m (6.2€m in 1Q 2023)
- **Net Income** of 1Q 2024 amounts to 1.7€m and compared to that of 1Q 2023 (1.5€m) is affected by the rise of the cost of debt
- **Trade Net Working Capital** as at 31 March 2024 amounts to 234.1€m (233.5€m at the end of 1Q 2023)
- **Net Debt** (before IFRS 16) at the end of 1Q 2024 is of 181.5€m (192.3€m as at 31 March 2023)

€m

Total Sales



National Account - breakdown



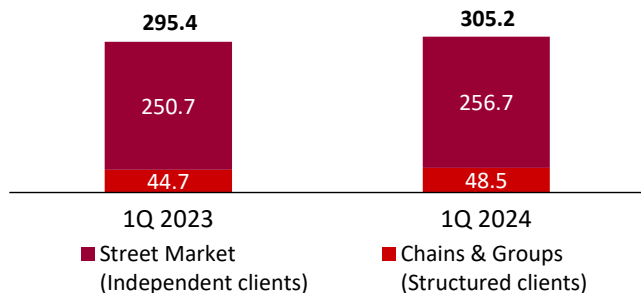
- Total sales in 1Q, historically low due to seasonality, amount to 412.5€m (420.0€m in 1Q 2023)
- In particular, sales to the Street Market segment (Independent Commercial Catering) amount to 256.7€m (250.7 €m in 1Q 2023); while those relating to National Account (Commercial Chains and Groups plus Canteens) are of 114.6€m and compared to 121.6€m of 2023 are affected by the decrease of Canteens (66.1€m in 1Q 2024 compared to 76.9€m in 2023) as a result of the planned activities implemented starting from the first part of 2023 in order to manage food inflation
- Sales in the Wholesale segment (almost entirely frozen seafood to wholesalers) in 1Q 2024 amount to 41.2€m and compared to 47.7€m in 1Q 2023 are influenced by the trend of fishing campaigns compared to the previous year. In this segment, priorities remain seafood procurement and management of profitability



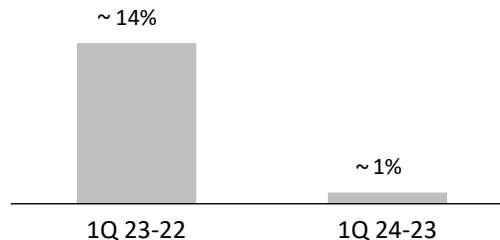
1Q 2024 – Sales to Commercial Catering

€m

Sales to clients of Commercial Catering



€/kg price change Commercial Catering



- In Commercial Catering the change of €/kg is being reduced and stabilized also as a result of the change in the sales mix (i.e. product)

- In terms of “Commercial Catering” clients, that includes both Independent clients (Street Market segment) and Structured clients (Commercial Chains and Groups, within the National Account segment), sales in 1Q 2024 amount to 305.2€m increasing on 295.4€m in 1Q 2023
- The market context for Out-of-Home food consumption remains positive. In the first three months of 2024 compared to the same period of 2023 according to the Confcommercio Research Office (Congiuntura n. 4, April 2024) consumption in quantity for the item "Hotels, meals and out-of-home consumption" in Italy increases by 3.3%, while for TradeLab (AFH Consumer Tracking, April 2024) the increase in the number of visits to "Away From Home" (AFH) catering structures is of 1% with an increase in value of AFH consumption of 2%



1Q 2024 - Income statement

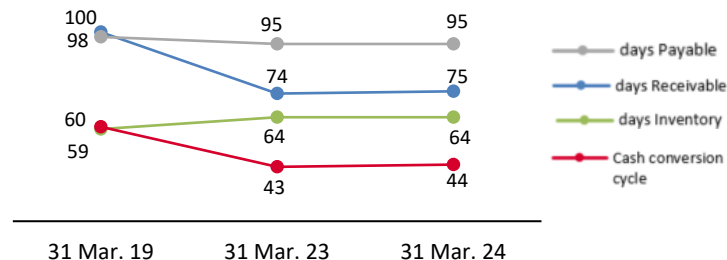
1Q 2019	%	€m	1Q 2023	%	1Q 2024	%
333.4	100.0%	Total Revenues	426.6	100.0%	418.1	100.0%
(266.9)	-80.0%	COG's	(344.3)	-80.7%	(332.9)	-79.6%
(39.2)	-11.8%	Services costs	(55.4)	-13.0%	(56.1)	-13.5%
(0.6)	-0.2%	Other operating costs	(0.6)	-0.1%	(0.6)	-0.1%
(9.4)	-2.8%	Personnel costs	(11.5)	-2.7%	(11.8)	-2.8%
17.3	5.2%	EBITDA	14.8	3.5%	16.6	4.0%
(3.7)	-1.1%	D&A	(4.9)	-1.2%	(5.2)	-1.3%
(2.8)	-0.9%	Provisions	(3.7)	-0.9%	(3.9)	-0.9%
10.7	3.2%	EBIT	6.2	1.4%	7.5	1.8%
(1.3)	-0.4%	Net interest	(4.0)	-0.9%	(4.5)	-1.1%
9.4	2.8%	Profit before tax	2.2	0.5%	3.0	0.7%
(2.8)	-0.8%	Taxes	(0.7)	-0.2%	(1.3)	-0.3%
6.6	2.0%	Net Result	1.5	0.3%	1.7	0.4%

- GM recovery with a realignment to pre-pandemic levels of 2019 is confirmed
- Service costs are affected by a structural increase within logistics, which, with a confirmed level of service to clients (e.g. frequency in deliveries), are diluted less due to the top line performance
- The trend of improvement and recovery of operating profitability is confirmed
- Net Income is affected by the rise of the cost of debt

Trade NWC

€m	31.03.19	31.03.23	31.03.24
Accounts Receivable	368.8	350.7	349.5
<i>Days</i>	100	74	75
Inventory	173.6	245.3	236.2
<i>Days</i>	59	64	64
Accounts Payable	(289.6)	(362.5)	(351.6)
<i>Days</i>	98	95	95
Trade NWC	252.8	233.5	234.1
<i>Cash conversion cycle (Days)</i>	60	43	44

Cash conversion cycle - days

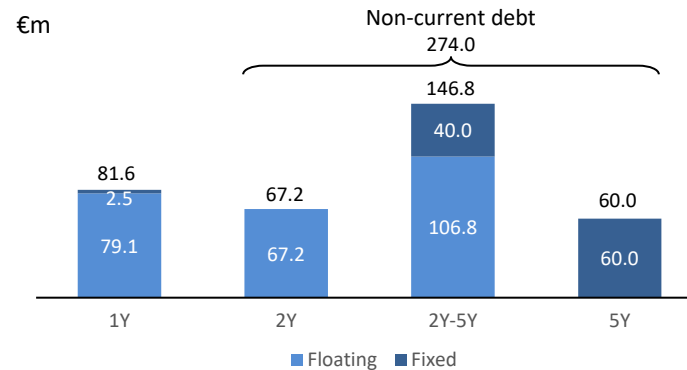


- Trade NWC as at 31 March 2024 is almost in line with that as at 31 March 2023, both in absolute value and in terms of Cash conversion cycle, confirming the improvement on pre-pandemic levels of 2019
- DSO of Accounts Receivable at the end of 1Q 2024 confirms the improvement compared to 2019 levels
- Decrease of Accounts Payable as 31 March 2024 compared to the end of 1Q 2023 is also related to that of Inventory

Net Debt

€m	31.03.23	31.03.24
Liquidity	155.0	164.0
Short-term net debt	(127.6)	(71.8)
Long-term debt	(219.7)	(273.6)
Net Debt before IFRS 16	(192.3)	(181.5)
IFRS 16 effect	(78.3)	(79.3)
Net Debt	(270.6)	(260.7)

Gross Debt (net of IFRS 16)

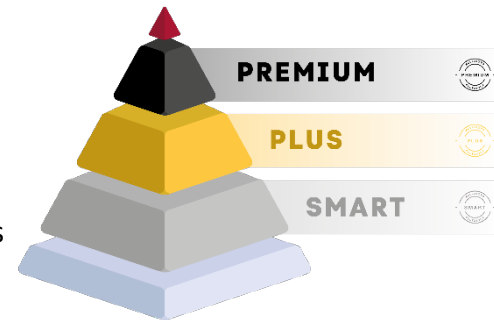


- Net debt before IFRS 16 as at 31 March 2024 is of 181.5€m (192.3€m at the end of 1Q 2023), after a CapEx in the 1 April 2023 – 31 March 2024 period of 25.5€m, of which 17.5€m relating to the new distribution center of “MARR Lombardia”
- The fixed portion of Gross Debt (net of IFRS 16) as at 31 March 2024 amounts to 102€m (ca 29% of total Gross Debt)

- From mid-April, operational activities of the *MARR Lombardia* distribution center began according to plans
 - *MARR Lombardia* is an owned facility and the final CapEx amounts to ca 28€m
 - The new distribution center is a state-of-the-art structure of over 14k sqm efficient and sustainable
 - *MARR Lombardia* is located in Bottanuco (Bergamo) and strengthens MARR's presence in Lombardy, the top Italian region in terms of value of Out-of-Home food consumption
- 
- *MARR Lombardia* is the first step of the investment Plan announced in November 2023 aimed at improving the efficiency of the logistics network and at strengthening operating capacity to support organic growth in the M/L term
 - In the framework of the overall Plan, the construction of the new platform in Lazio is underway with completion expected towards the end of 2024 and start of operations in the first part of 2025. This facility will be leased and MARR's investment (mainly for refrigeration equipment and customization) is expected to be of about 17€m. This new platform with its 30k sqm is aimed at managing: i) distribution activities towards MARR's distribution centres in Central/Southern Italy and ii) dedicated service for National Account clients. Through this new platform current logistics activities in the area will be redesigned and strengthened



- The trend in Out-of-Home food consumption in the first four months of the year and therefore after the "spring long weekends" of 25 April and 1 May, even if penalized by unfavorable weather conditions (Confesercenti, April-May, 2024), provides positive indications in view of the coming summer tourist season
- Tourism and particularly its foreign component remains positive (Federalberghi, May 2024)
- In this context, the trend in sales to Commercial Catering clients (Street Market segment plus the sub-segment of Commercial Chains and Groups within the National Account segment) after the first four months of 2024 is consistent with that of 1Q and with the objectives of strengthening market presence
- Sales to Canteens clients at the end of the first four months show an improving trend compared to that of 1Q 2024, thanks also to a favorable calendar in April. As a result of the actions currently being implemented, a progressive recovery in sales to Canteens is expected in 2H of the year
- MARR continues to propose different solutions in terms of products positioning (i.e. *Premium*, *Plus* and *Smart* products selections) in order to target effectively the various types of clients by mix of price and service
- The focus of the entire organization on the recovery of operating profitability continues, in particular through the management of the Gross Margin, and the control of the levels of absorption of working capital



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

