



## PRESS RELEASE

MARR: the quarterly report to 30 June 2005 was approved today by the Board of Directors.

In the first half of the year, the consolidated revenues amounted to 410.1 million Euro (+11.7%).

The EDITBA (23.2 million Euro, equal to +13.9%) and EBIT (17.0 million Euro, equal to +16.0%) also increased.

The Marr S.p.A. Board of Directors today approved the quarterly report to 30 June 2005.

### **Main consolidated economic results for the first half of 2005**

In the first six months of 2005, MARR achieved consolidated revenues amounting to 410.1 million Euro, an increase of 11.7% compared to the 367.2 million Euro in the first half of 2004.

The consolidated Gross Operating Margin (EDITBA) rose to 23.2 million Euro, an increase of 13.9% compared to the 20.4 million Euro registered in the first six months of 2004, while the consolidated operating profit (EBIT) was 17.0 million Euro, an increase of 16.0% compared to the 14.6 million Euro in the first half of 2004.

The overall profits from normal operations, excluding extraordinary items, was 16.4 million Euro, an increase of 19.6% compared to the 13.7 million Euro in 2004.

Always for the first half of the year, the net consolidated profits amounted to 7.1 million Euro (+4.5% compared to the 6.8 million in 2004), despite the extraordinary impact during the second quarter of the expenses for the company's listing on the Stock Exchange, which amounted to 2.6 million Euro.

The consolidated pro-forma income statement for the first half of 2005 – relating only to the foodservice sector and therefore net of the “Quinta Stagione” division, sold on 1st April 2005 – was: total revenues of 408.2 million Euro (+12.7%); EDITBA amounting to 23.2 million Euro (+8%); EBIT amounting to 17.0 million Euro (+6%); pre-tax profits amounting to 13.9 million Euro, compared to approximately 15 million for the previous year, due to the incidence of the extraordinary expenses for the listing on the Stock Exchange.

### **Main consolidated economic results for the second quarter of 2005**

In the second quarter of 2005, MARR achieved consolidated revenues amounting to 237.4 million Euro (+11.2% compared to the 213.5 million in the second quarter of 2004).

The consolidated EDITBA amounted to 16.8 million Euro, an increase of 13.4% compared to the 14.8 million in 2004, while the consolidated EBIT amounted to 13.7 million Euro (+12.7% compared to the 12.2 million in 2004).



The consolidated results for the second quarter of 2005, compared to the pro-forma results for the 2nd quarter of 2004, calculated net of the "Quinta Stagione" division, registered an increase of 12.5% in consolidated revenues and an increase of 6.3% in consolidated EDITBA.

### **Revenues by sector of activity and foreseeable evolution for 2005**

MARR's consolidated revenues for the first half of the year confirm the positive increase already registered by the Group in the first quarter, and were achieved by both organic growth and thanks to the contribution of the Sogema (June 2004) and Sfera (February 2005) acquisitions, which represent approximately half of the total growth during the half year.

In terms of client segments, growth was helped especially by the Street Market segment, which registered an increase of 15% compared to 2004 and which represents approximately two-thirds of MARR's total revenues. The Wholesale segment registered an increase of 9%, and Canteens a 3% increase.

Revenues from the first half usually represented less than half of MARR's consolidated annual turnover.

Thanks to the continuation of the development plan, both organic and through acquisitions, the objectives for growth are being confirmed and are in line with the trend that has characterized MARR in the course of the last three year period, and in particular the growth in sales and in profitability of about 9-10%, above that of the overall average foodservice market. The development plan is primarily aimed at the Street Market and from that segment the greatest growth is expected for the next fiscal years. In relation to the pre tax profits, which were affected by the listing costs only for the second quarter, the objective is that of achieving at the end of 2005 a result above that of last year.

### **Net financial position as at 30 June 2005**

The consolidated Net Financial Position (NFP) as at 30 June 2005 amounted to approximately 60.8 million Euro, an improvement compared to the 63.9 million Euro registered at 31 March 2005 and to the 67.6 million at 30 June 2004, which, however, included the debts (amounting to approximately 11.2 million at 31/3/05 and 10.8 million at 30/6/04) of the Quinta Stagione division, sold on 1 April 2005.

The increase in the NFP in the foodservice sector is due to investments made during the course of the first quarter of 2005, in connection with the acquisition of Sfera and the completion of the investment concerning the realisation of the Marr Calabria distribution centre. The working capital of the foodservice sector, despite the increase in revenue, remains the same.



### **Impact of the transition to international accounting principles (IFRS)**

Following the application of the international accounting principles, the impact of the transition on the re-classified income statement and balance sheet results is listed below. The consolidated sales amount to 410.0 million Euro, the gross operating margin (EBITDA) amounts to 22.8 million Euro, the operating profit (EBIT) to 19.2 million Euro and the net income amounts to 8.8 million Euro (after the expenses for the listing on the stock exchange, amounting to approximately 2.6 million).

The reclassified balance sheet results highlight the following impacts: the fixed assets amount to 127.6 million Euro (an increase of 16.3 million Euro), the net working capital amounts to 164.5 million Euro (+60.7 million Euro), while the net invested capital amounts to 275.5 million Euro (+71.0 million Euro). Net debt amounts to 118.7 million Euro (+57.9 million Euro), while the shareholders equity reach 156.1 million Euro (+13.2 million Euro).

**MARR**, quoted in the STAR sector of the Italian Stock Exchange, is a leading Italian company in the specialised distribution of food products to the non-domestic catering sector and is controlled by Cremonini S.p.A..

With an organisational structure comprising about 600 sales agents, Marr serves about 30,000 clients (mainly restaurants, hotels, pizza restaurants, holiday villages and company canteens), with an offer that includes approximately 10,000 food products, including fish, meat, various foodstuffs and fruit and vegetables.

The company operates nationwide through a logistical-distribution network comprising 22 distribution centres, 4 cash & carry warehouses, 4 agents with warehouses and more than 500 vehicles.

In 2004, MARR attained consolidated revenue of 794.8 million Euro, a consolidated EBITDA of 49.8 million Euro and consolidated net profits of 19.3 million Euro.

Rimini, August 4<sup>th</sup> 2005

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