

# Marel Q4 2020 Fact Sheet



- Marel is a leading global provider of advanced food processing systems, software and services to the poultry, meat and fish industries.
- With around 6,800 employees in over 30 countries, Marel delivered EUR 343 million in revenues in Q4 2020 and has created excellent value for its shareholders since listing on NASDAQ Iceland in 1992. In June 2019, Marel began trading on Euronext Amsterdam, marking the dual-listing of Marel on both Euronext and Nasdaq Iceland.
- Revenues are well balanced geographically, consisting of a healthy mix of greenfield projects, standard equipment and recurring service and maintenance.
- Innovation is and has always been at the heart of Marel. Marel invests around 6% of revenues in research and development annually, more than any of its competitors.
- Marel's unique sales and service network is one of its key assets. A global sales and service organization of over 2,200 staff ensure high performing, reliable equipment and uptime.



~6,800 employees



+30 countries



EUR 343m revenues



INNOVATION INVESTMENT  
~6% of revenues



LARGEST PROVIDER TO THE GLOBAL POULTRY, MEAT AND FISH PROCESSING INDUSTRIES

FISH

11% of revenues



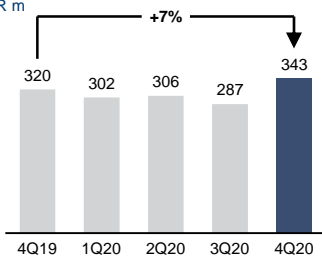
MEAT  
37% of revenues



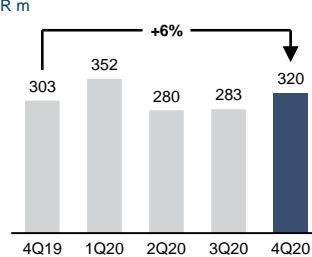
48% of revenues

POULTRY

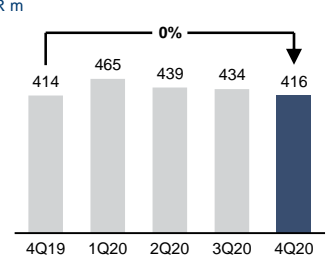
REVENUES  
EUR m



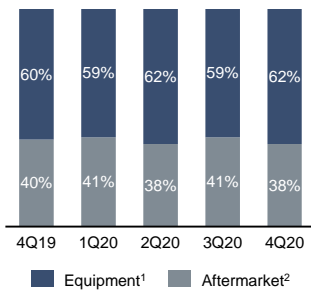
ORDERS RECEIVED  
EUR m



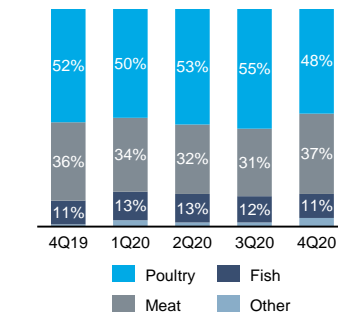
ORDER BOOK  
EUR m



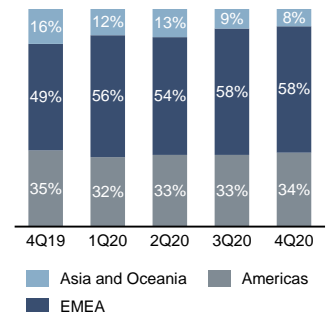
REVENUES BY BUSINESS MIX



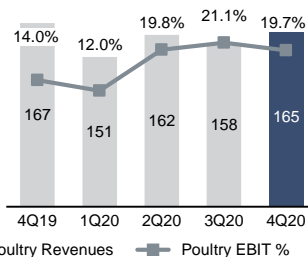
REVENUES BY INDUSTRY



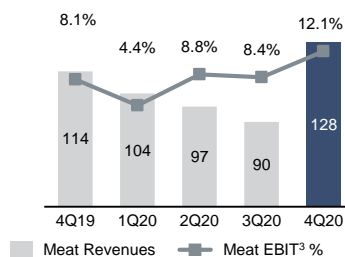
REVENUES BY GEOGRAPHY



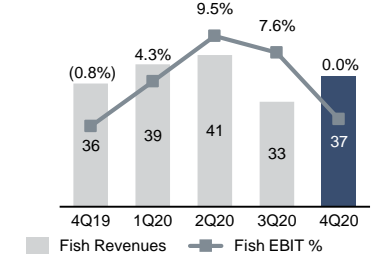
MAREL POULTRY  
EUR m



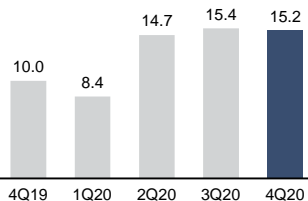
MAREL MEAT  
EUR m



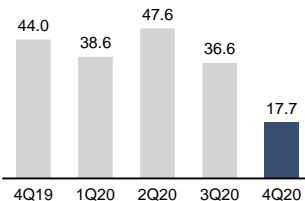
MAREL FISH  
EUR m



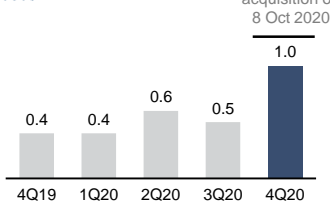
EBIT<sup>3</sup> MARGIN  
%



FREE CASH FLOW  
EUR m



LEVERAGE  
Net debt/EBITDA



<sup>1</sup> Equipment revenues are comprised of revenues from greenfield and large projects, standard equipment and modernization equipment, and related installations <sup>2</sup> Aftermarket revenues are comprised of revenues from maintenance, service and spare parts. <sup>3</sup> Operating income adjusted for PPA related costs, including depreciation and amortization and beginning in 2020, adjusted for acquisition related costs.

QUESTIONS?  
PLEASE CONTACT  
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