

Autumn Conference September 2019

Transforming food processing





ÁRNI ODDUR THÓRDARSON

**Chief Executive Officer** 

# LINDA JÓNSDÓTTIR

**Chief Financial Officer** 





# **Data-driven** from day one

The world's first motion-compensating marine scales pioneered serious data collection.

That's the power in numbers

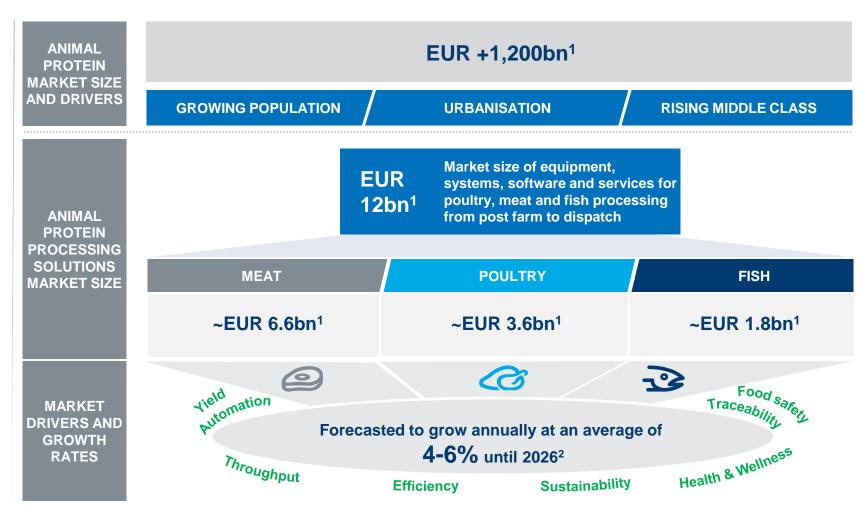


# HIGHLY ATTRACTIVE, SECULAR GROWTH TRENDS



Marel focuses on the high growth animal protein processing market valued at an estimated EUR +1,200bn, thereof EUR 12bn market size for equipment, systems, software and services for poultry, meat and fish

- The global meat, poultry and fish market at consumer value is worth an estimated EUR +1,200bn¹, forecasted to grow an average 3-4% annually until 2026²
- The global poultry, meat and fish processing equipment, systems, software and services market size is estimated at EUR 12bn¹
- Main drivers of expected market growth are underlying production growth, increased need for automation, throughput and yield, as well as increased focus of consumers and regulators on sustainability, food safety, nutrition, health and wellness



# FROM START-UP TO GLOBAL LEADER



Since listing in 1992, Marel has continued to gradually expand its playing field to become a leading global provider of advanced processing equipment, systems, software and services to the poultry, meat and fish industries

### MAREL AT A GLANCE



+6,000 employees







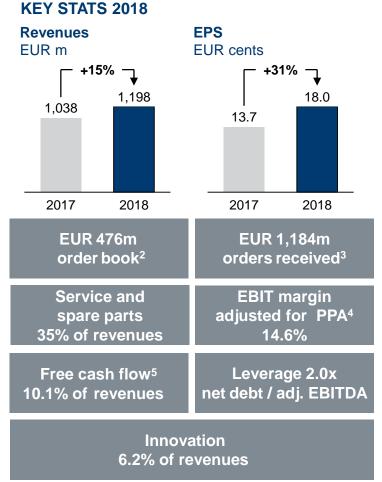
### **VISION**

"In partnership with our customers we are transforming the way food is processed"

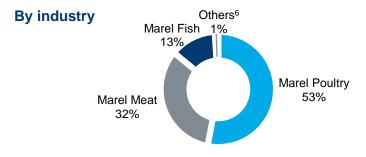
Marel's **vision** is of a world where quality food is produced **sustainably** and affordably

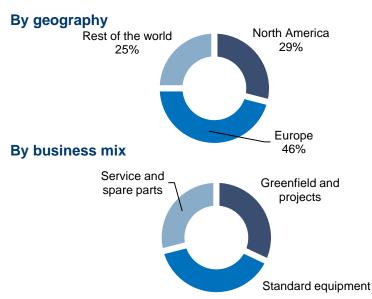
### **VALUES**

UNITY EXCELLENCE INNOVATION



### **DIVERSE REVENUE MIX (2018 REVENUES, %)**



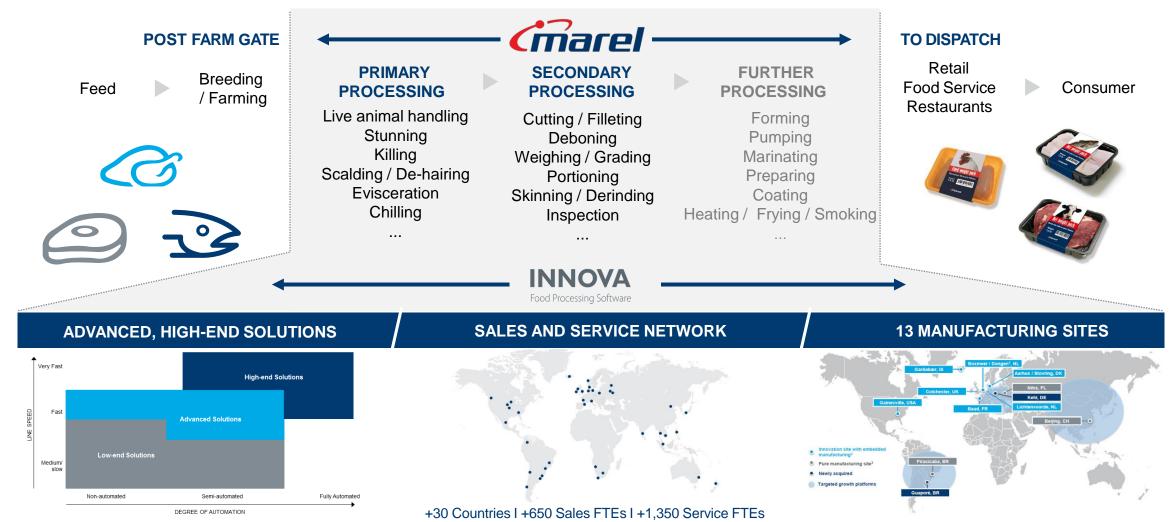


Source: Company information, FactSet. Note: <sup>1</sup> Market data as of 5 Sept 2019. <sup>2</sup> The order book reflects Marel's estimates, as of the relevant order book date, of potential future revenues to be derived from contracts for equipment, software, service and spare parts which have been financially secured through down payments and/or letters of credit in line with the relevant contract terms. These estimates reflect the estimated total nominal values of amounts due under the relevant contracts less any amounts recognized as revenues in Marel's financial statements as of the relevant order book date. <sup>3</sup> Orders received represents the total nominal amount, during the relevant period. <sup>4</sup> Operating income adjusted for purchase price allocation (PPA) related costs, including depreciation and amortisation. PPA refers to amortisation of acquisition-related intangible assets. <sup>5</sup> Free cash flow defined as cash generated from operating activities less tax and net investments (excluding investment in companies). <sup>6</sup> Others include any revenues, result from operations and assets which do not belong to the three core business units.

# WELL POSITIONED IN THE VALUE CHAIN



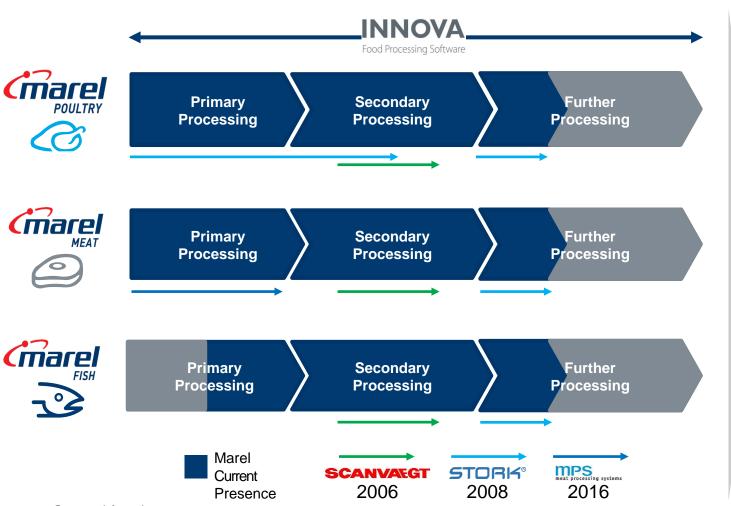
Today Marel is the only pure play supplier of advanced processing equipment, systems, software and services to the poultry, meat and fish industries across the three processing stages



# **UNIQUE PURE PLAY PROVIDER**



Marel is a pure play provider of full-line offering, software and services to the poultry, meat and fish food processing industries



### **FULL-LINE SOLUTIONS PROVIDER...**



- One-stop-shop for the customer
- Seamless integration More efficiency
- Strong competitive advantage

### ...ACROSS POULTRY, MEAT AND FISH...



- More resilient business model
- Technology transfer across industries
- · Better utilisation of resources

### ...WITH STANDARD AND MODULAR OFFERING...



- · Less engineering work
- Easier to manufacture
- Better serviceability

### ... AND MARKET LEADING INNOVA SOFTWARE



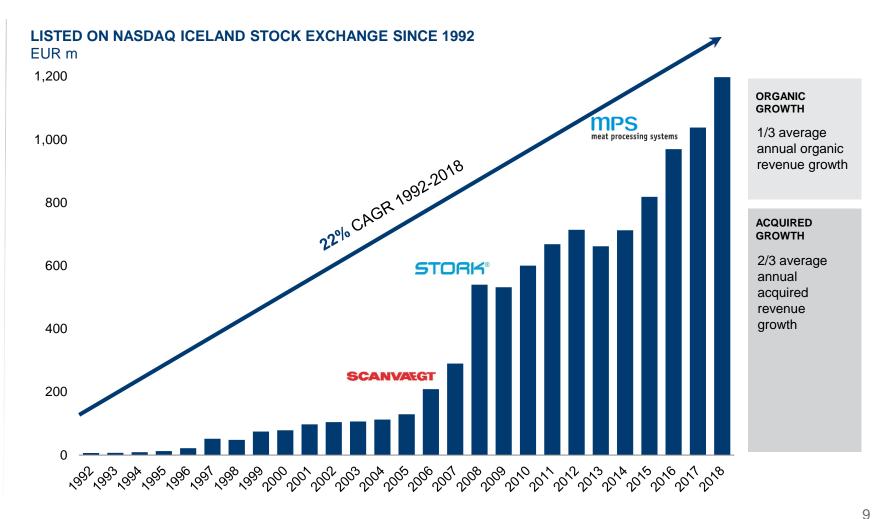
- Traceability
- Customer operational excellence
- Optimising customer orders

# A STRONG TRACK RECORD OF GROWTH



Marel had over 6,000 employees working in +30 countries and EUR 1.2 billion in revenues in 2018, a stark contrast to its 45 employees and revenues of EUR 6 million at the time of listing in 1992

- Good support from shareholders since listing on Nasdaq Iceland in 1992
- Growth strategy announced and agreed at the 2006 AGM
- Acquisitions of Scanvaegt and Stork Food Systems financed with equity contribution of EUR 268 million
- MPS, Sulmag and MAJA acquisitions financed with support from banking partners, strong operational results and cash flow





Feeding a growing world population means minimizing waste at every stage of the production chain.

That's the power in numbers

# **INVESTING IN INNOVATION**



Marel is strategically focused on maintaining technological leadership within the industry to secure its competitive advantage and support organic growth

### INNOVATION INVESTMENT ~6% OF REVENUES

R&D commitment of ~6% of revenues

### **INNOVATION ACROSS INDUSTRIES**

Focused on transferring technology between industries and leveraging the strong innovation investments across numerous product groups, processes and geographies



The SensorX was originally developed for the fish industry and has now been successfully introduced to the poultry and meat industries



The i-Cut was developed for the fish industry, with majority of the sales now to the poultry and meat industries

#### PARTNERSHIP WITH CUSTOMERS

Marel has introduced over 50 new products to the market in the past 3 years, with recent examples of cutting edge product development providing full-line solutions for customers



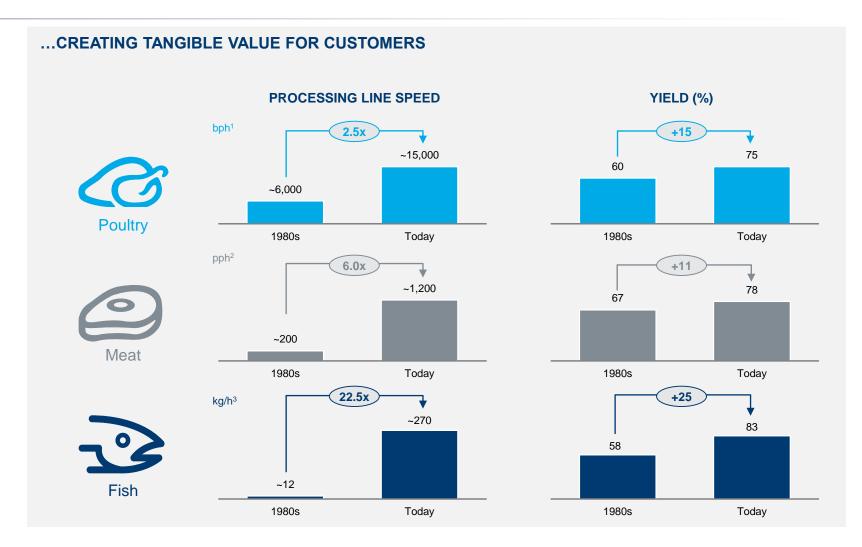
# **BENEFITS OF INNOVATION**



Significant improvements in efficiency and yield are value enhancing for customers

### **INNOVATION DRIVES...**

- IMPROVED AUTOMATION
- PROCESS CONTROL
- FOOD SAFETY
- STANDARDISATION
- TRACEABILITY
- ANIMAL WELLBEING
- SUSTAINABILITY
- UPTIME PERFORMANCE



# UNIQUE INNOVA SOFTWARE PLATFORM



Marel has developed Innova, a unique proprietary software platform enabling device control, as well as efficient factory and process management with over 2,000 installations world-wide

### **EMBEDDED SOFTWARE**

- Device functionality creating superior value for food processors
- Examples include image recognition and portioning optimisation





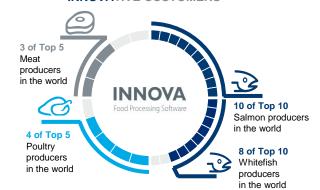
### **CONNECTED SOLUTIONS**

- Integrated with hardware to enable controlling, monitoring and operating multiple devices as a single system
- Examples include quality control, yield management and automated operation

### Sukarne "We were blind before"

"We are able to trace production all the way to finished products. Now we can see things as they happen and manage them"

#### **INNOVATIVE CUSTOMERS**



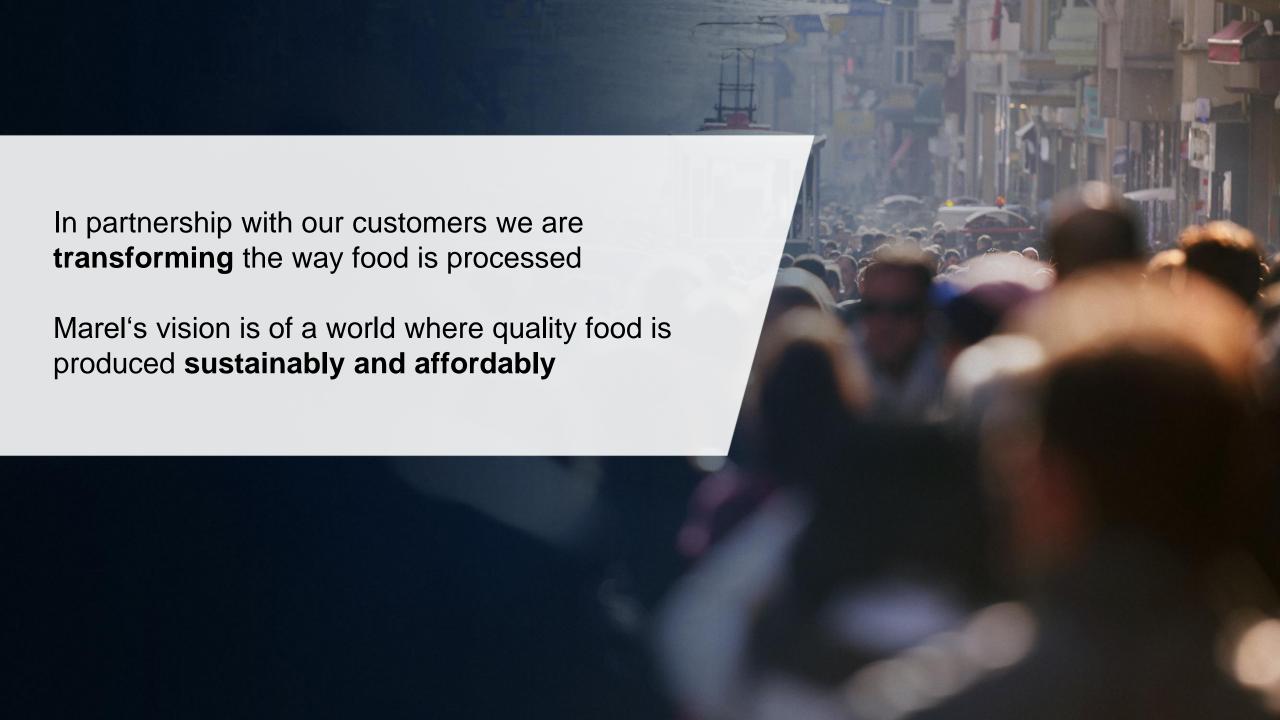
### **CONNECTED BUSINESS**

- Factory and production management with automated real-time decisions to maximise value, safety and order fulfilment
- Examples include ERP<sup>1</sup> integration, traceability, planning and multi-site overall equipment effectiveness ("OEE")



Source: Company information.

Note: <sup>1</sup> Enterprise resource planning.

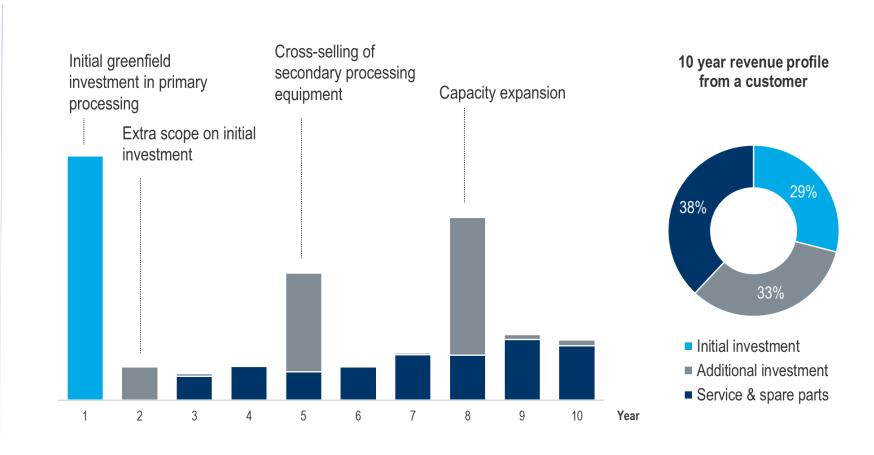


# **CUSTOMER RELATIONSHIPS**



### Marel builds strong and long lasting relationships with its customers

- Example from a ten-year relationship with a customer in the meat industry
- Customer starts in primary processing and then expands into secondary processing
- After sales revenue from spare parts and service starts around year three



# LARGE AND DIVERSIFIED GLOBAL CUSTOMER BASE



Cargill

CPF

**HOUSE OF** 

Master Good

Sanderson

Vion

**TÖNNIES** 

Marel's strong brand and unique product offering cater to its loyal blue-chip customer base

- Large, diversified global customer base comprised of the world's leading poultry, meat and fish processors
- Customer base ranging from large international leaders to local processors
- Top 10 customers account for less than 20% of total revenues with the single largest customer accounting for less than 5%
- Active customer accounts in over 140 countries worldwide
- Strong customer retention list of top customers is fairly consistent between years



**\*\*\*** 

VÍSIR

**Tyson** 

# Seeing the future is our business

We envision a world where quality food is produced sustainably and affordably. By using virtual reality to simulate food production, we speed up development and minimize waste.

That's the power in numbers

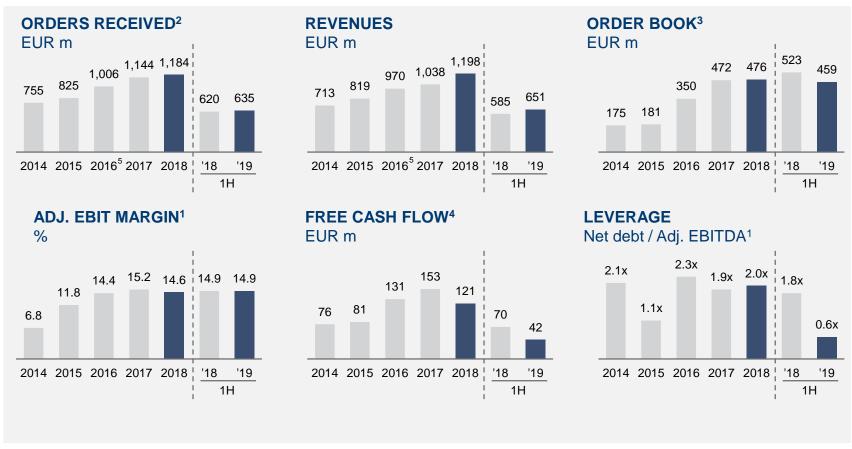


# **SOLID GROWTH AND RESILIENT PROFITABILITY**



### Consistent track record of results

- Revenues were a record EUR
   1.2bn in 2018, up 15.4% from the previous year (of which
   12.5% was organic growth)
  - In 1H19, orders received were EUR 635m, up 2.4% compared to 1H18
- Book-to-bill ratio in 2Q19 was 0.95, and order book stood at 36% of 12 month trailing revenues
- Leverage at 0.6x at the end of 1H19 following the 15% share capital increase in connection with the dual listing. Financial strength to support strategic growth in line with the company's growth targets
- Paid out around EUR 37m in dividends, 30% of net result for the year 2018

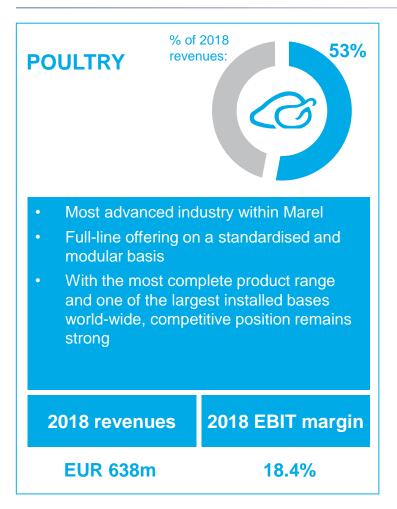


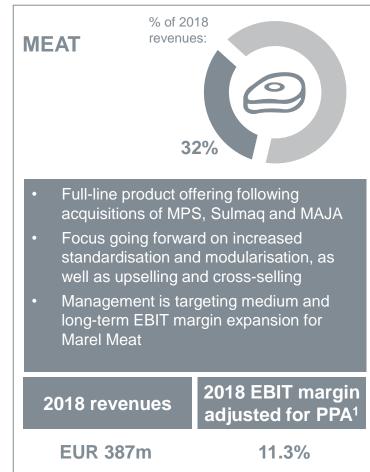
Source: Company information. Note: <sup>1</sup> EBIT or EBITDA adjusted for PPA related costs, including depreciation and amortisation from 2016 - 2019 and refocusing costs in 2014 and 2015 relating to "Simpler, Smarter, Faster" programme. PPA refers to amortisation of acquisition-related intangible assets. <sup>2</sup> Orders received represents the total nominal amount, during the relevant period, of customer orders for equipment, software, service and spare parts registered by Marel during the relevant period.<sup>3</sup> The order book reflects Marel's estimates, as of the relevant order book date, of potential future revenues to be derived from contracts for equipment, software, service and spare parts which have been financially secured through down payments and/or letters of credit in line with the relevant contract terms. These estimates reflect the estimated total nominal values of amounts due under the relevant contracts less any amounts recognized as revenues in Marel's financial statements as of the relevant order book date. <sup>4</sup> Free cash flow defined as cash generated from operating activities less tax and net investments. <sup>5</sup> Pro-forma adjusting for the MPS acquisition orders received and revenues were EUR 1.013m and EUR 983m in 2016, respectively.

# **BALANCED BUSINESS MIX**



Marel is a leading global provider of advanced food processing equipment, systems, software and services with balanced exposure to all three animal protein industries and processing stages



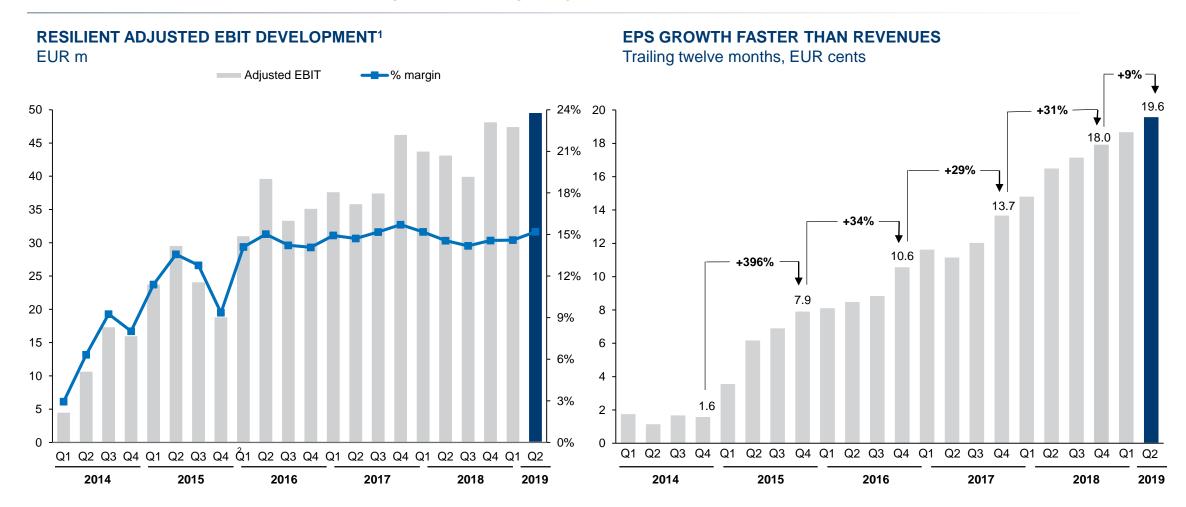




# STRONG PROFITABILITY PERFORMANCE



Solid operational performance with strong earnings per share (EPS) acceleration and EBIT margin adjusted for PPA improvement following restructuring programme "Simpler, Smarter, Faster" in 2014/2015



# FINANCIAL TARGETS AND DIVIDEND POLICY



Marel is targeting 12% average annual revenue growth from 2017-2026 through market penetration and innovation, complemented by strategic partnerships and acquisitions

<u></u>										
		FY17	FY18	1H19	TARGET					
Revenue growth <sup>1</sup>	Organic	5.0%	12.5%	-		Market conditions have been exceptionally favorable in recent years but are				
	Acquired	2.1%	2.9%	-	12%	currently more challenging in light of geopolitical uncertainty. Marel enjoys a balanced exposure to global economies and local markets through its global reach, innovative product portfolio and diversified business mix In the period 2017-2026, Marel is targeting 12% average annual revenue growth through market penetration and innovation, complemented by strategic partnerships and acquisitions				
	Total	7.1%	15.4%	11.3% YoY	average annual revenue growth in 2017-20261	Up to 2026, management forecasts 4-6% average annual market growth.  Marel aims to grow organically faster than the market, driven by innovation and growing market penetration				
						Solid operational performance and strong cash flow is expected to support 5-7% revenue growth on average by acquisitions				
Innovation investment		5.6%	6.2%	6.3%	~6% of revenues	To support new product development and ensure continued competitiveness of existing product offering				
Earnings pe share (EUR cent) <sup>2</sup>		13.7	18.0	9.9	EPS to grow faster than revenues	Marel's management targets Earnings per Share to grow faster than revenues				
Leverage		1.9x	2.0x	0.6x	Net debt / EBITDA 2-3x	The leverage ratio is targeted to be in line with the targeted capital structure of the company				
Dividend policy		30%	30%	-	20-40% of net profit	Dividend or share buyback targeted at 20-40% of net profits. Excess capital used to stimulate growth and value creation, as well as payment of dividends / funding share buybacks				

# **KEY TAKEAWAYS**



Marel is a leading global provider of advanced food processing equipment, systems, software and services to the poultry, meat and fish industries, and is poised for continued success

# ATTRACTIVE END-MARKETS

- Sizeable market with positive outlook supported by longterm, secular growth trends
- Fragmented market with strong opportunities for consolidation and scale expansion

### UNIQUE BUSINESS MODEL

- A truly global pure play provider aiming to cover the full processing value chain for poultry, meat and fish solutions
- Strong brand and unique product offering catering to loyal blue-chip customer base

# GLOBAL SCALE AND SCOPE

- Large and growing installed base driving highly attractive service and spare parts
- Global sales and service network ensures local presence and support

# TECHNOLOGY AND INNOVATION LEADERSHIP

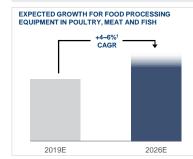
- Technology leadership is an integral part of Marel's strategy
- Marel's overarching Innova software platform ensures optimal yield and throughput

# PROVEN TRACK RECORD

- Proven historical performance in revenue growth, profitability and EPS
- Strong cash flow generation enabling investments in the business creating shareholder value

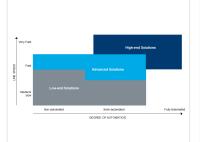
# POSITIONED FOR CONTINUED SUCCESS

- Clear and defined organic and acquired growth strategy to achieve ambitious performance targets
- Experienced management team with proven track record













Source: Company information.

Note: 1 Management estimates. 2 2015 EBIT adjusted for refocusing cost. 3 Operating income adjusted for PPA related costs, including depreciation and amortisation. PPA refers to amortisation of acquisition-related intangible assets.

# Q&A

ÁRNI ODDUR THÓRDARSON – CEO LINDA JÓNSDÓTTIR – CFO VICKI PREIBISCH – INVESTOR RELATIONS



# APPENDIX I Q2 2019 FINANCIAL PERFORMANCE

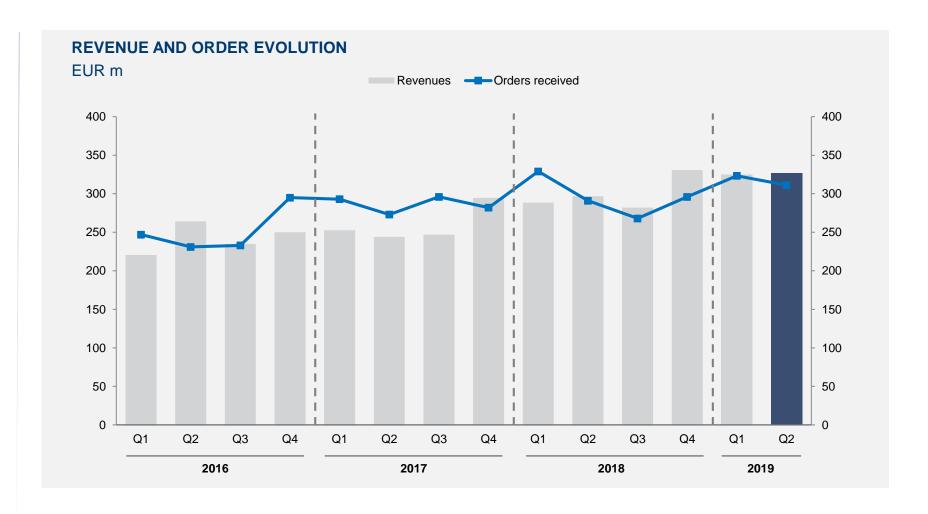


# STRONG TOP-LINE GROWTH AND SOLID ORDERS RECEIVED



Healthy mix of revenues deriving from greenfields, modernisation, and standard equipment, around 35% of revenues derive from service and spare parts sales on the installed base world-wide

- Orders received in 2Q19 were EUR 311m, up 6.9% YoY
- Revenues in 2Q19 were EUR 327m, up 10.0% YoY
- Book-to-bill ratio was 0.95 in the quarter compared to 0.99 in 1Q19
- Order book was 36% of trailing 12 months revenues and primarily constitutes greenfield projects and large projects with long lead times
- Significant proportion of Marel's revenues derived from the service and spare parts business, in total around 35% of 2Q19 revenues
- A dynamic shift in greenfield orders with growth in Asia, in particular in China, while Europe and North America were softer

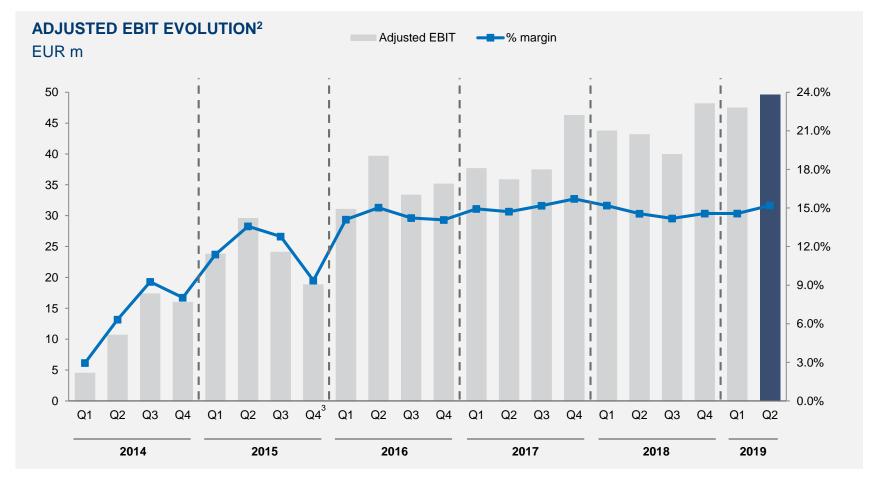


# ROBUST OPERATIONAL PERFORMANCE



Strong revenue growth in the quarter of 10.0% YoY with a healthy profit margin of 15.2% EBIT<sup>1</sup>

- Revenues increased by 10.0% YoY in 2Q19
- Gross profit margin at 39.9% (2Q18: 38.8%)
- Operational expenses
  - R&D at 6.2% (2Q18: 5.6%)
  - S&M at 12.2% (2Q18: 11.3%)
  - G&A at 6.3% (2Q18: 7.3%)
- EBIT<sup>1</sup> increasing by 14.8% YoY.
   EBIT<sup>1</sup> margin of 15.2% in 2Q19 (2Q18: 14.6%)
- Fluctuation in adjusted EBIT margins quarter on quarter can be expected as timing of big projects and product mix can have an effect



Source: Company information.

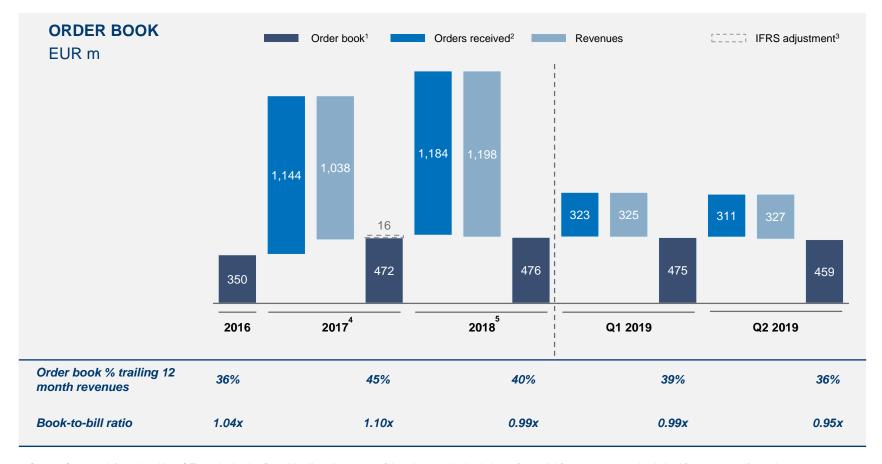
Note: 1 Operating income adjusted for purchase price allocation (PPA) costs related to acquisitions. 2 Adjusted for PPA costs related to acquisitions. from 2016 – 2019 and refocusing costs in 2014 and 2015 relating to "Simpler, Smarter, Faster" programme. PPA refers to amortisation of acquisition-related. (in)tangible assets. 3 Adjusted EBIT in Q4 2015 is not adjusted for 3.3m cost related to the MPS acquisition, which was described in the Company's Q4 2015 report and recorded in general and administrative expenses.

# SOLID ORDERS RECEIVED AND REVENUES CLOSE TO RECORD



### Order book at 36% of trailing 12 months revenues

- Order book consists of orders that have been signed and financially secured with down payments and / or letters of credit for the outstanding amount
- Meat projects have in general longer lead times than poultry, while fish projects have shorter cycles
- Vast majority of the order book are greenfield projects while spare parts and standard equipment run faster through the system
- Low customer concentration with no customer accounting for >5% of the total revenues
- Well diversified order book by size with widely spread delivery times



Source: Company information. Note: <sup>1</sup> The order book reflects Marel's estimates, as of the relevant order book date, of potential future revenues to be derived from contracts for equipment, software, service and spare parts which have been financially secured through down payments and/or letters of credit in line with the relevant contract terms. These estimates reflect the estimated total nominal values of amounts due under the relevant contracts less any amounts recognised as revenues in Marel's financial statements as of the relevant order book date. <sup>2</sup> Orders received represents the total nominal amount, during the relevant period, of customer orders for equipment, software, service and spare parts registered by Marel. <sup>3</sup> One-time effect related to the adoption of IFRS 15. <sup>4</sup> Including acquired order book of Sulmaq of EUR 17m. <sup>5</sup> Including acquired order book of MAJA of EUR 2m.

# **BALANCE SHEET:** ASSETS



### Q2 2019 Condensed Consolidated Interim Financial Statements

### **HIGHLIGHTS**

- Total operating working capital in 2019 changed close to EUR 34m over the quarter mostly due to increase in contract assets and inventories
- Inventories rising partly because of volume and partly because of increase in fast moving parts to secure shorter delivery times
- The work-in-progress (contract assets) build up in the quarter is a timing matter while the inventory build up is a special initiative to shorten lead times in spares and standard equipment
- Cash balance increasing because of the equity issuance around the listing, part of the funds used to repay revolving facilities

### **ASSETS**

In EUR million	30/06 2019	31/12 2018	Change
Property, plant and equipment	178.5	175.6	+1.7%
Right of use assets	35.7	33.3	+7.2%
Goodwill	644.1	641.3	+0.4%
Intangible assets (excluding goodwill)	259.3	267.0	-2.9%
Investments in associates	1.8	-	+100.0%
Trade and other receivables	3.2	3.2	-
Derivative financial instruments	1.4	1.3	+7.7%
Deferred income tax assets	15.7	10.2	+53.9%
Non-current assets	1,139.7	1,131.9	+0.7%
Inventories	165.3	149.9	+10.3%
Contract assets	59.4	44.0	+35.0%
Trade receivables	142.2	138.8	+2.5%
Other receivables and prepayments	61.8	45.0	+37.3%
Cash and cash equivalents	276.7	56.3	+391.5%
Current assets	705.4	434.0	+62.5%
TOTAL ASSETS	1,845.1	1,565.9	+17.8%

# **BALANCE SHEET:** EQUITY AND LIABILITIES



### Q2 2019 Condensed Consolidated Interim Financial Statements

### **HIGHLIGHTS**

- Leverage ratio 0.6x net debt / EBITDA at end of 2Q19 following the share capital increase
- Financial strength to support strategic growth in line with the company's growth targets
- Contract liabilities (production contracts) reflect down payments from customers on projects that will be produced

#### **EQUITY AND LIABILITIES**

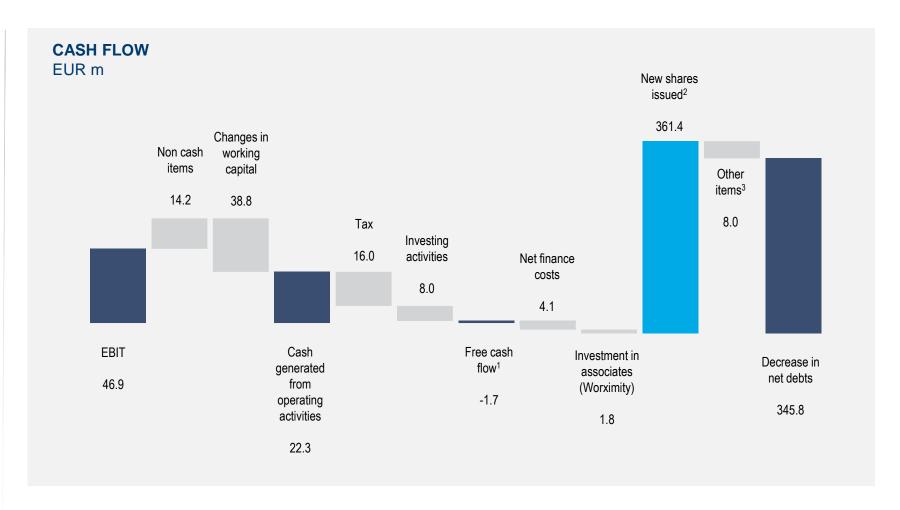
In EUR million	30/06 2019	31/12 2018	Change
Group equity	911.7	560.9	+62.5%
Borrowings	342.6	429.3	-20.2%
Lease liability	27.5	27.1	+1.5%
Deferred income tax liabilities	56.9	57.3	-0.7%
Provisions	10.4	9.2	+13.0%
Other liabilities	3.1	3.0	+3.3%
Derivative financial instruments	0.4	1.4	-71.4%
Non-current liabilities	440.9	527.3	-16.4%
Contract liabilities	210.1	212.1	-0.9%
Trade and other payables	222.7	217.0	+2.6%
Current income tax liabilities	18.3	9.3	+96.8%
Borrowings	24.8	24.8	0.0%
Lease liability	8.5	6.7	+26.9%
Provisions	8.1	7.8	+3.8%
Current liabilities	492.5	477.7	+3.1%
Total liabilities	933.4	1,005.0	-7.1%
TOTAL EQUITY AND LIABILITIES	1,845.1	1,565.9	+17.8%

# **CASH FLOW**



In the quarter, main impact on cash flow was due to timing of work in progress and taxes paid

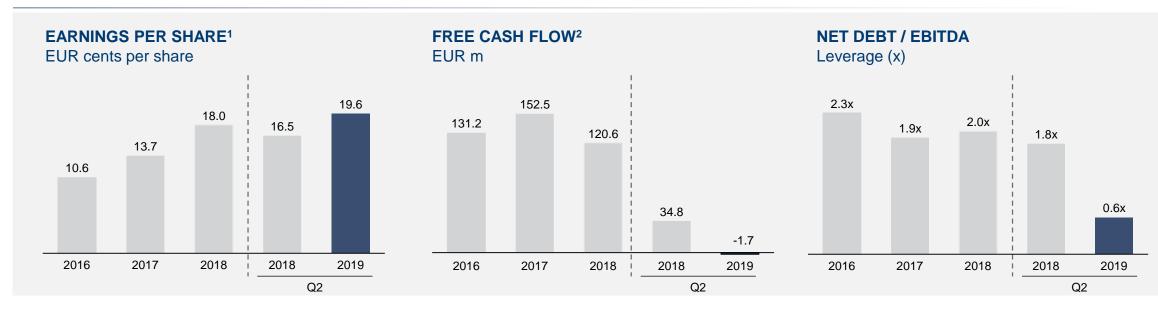
- Cash flow, both operational and free cash flow unusually low in the quarter
- Investments were at a lower level than previous quarters with EUR 9.8m (2Q18: EUR 12.6m) as facility investments are scaling down after a period of significant investments
- Book-to-bill ratio of 0.95 and timing of work in progress negatively impact cash flow
- Net debt decreased by EUR 345.8m between quarters and part of the cash from the equity issue was used to repay revolving loan facilities
- In June 2019, Marel signed an agreement to acquire a minority stake in Canadian software company Worximity Technology Inc.



# **KEY PERFORMANCE METRICS**



### Proven track record of earnings results and value creation



Consistent and high EPS growth trajectory

 Earnings per share expected to increase faster than revenue growth subject to continuing operational improvement and value creation Free cash flow was EUR -1.7m (2Q18: EUR 34.8m)

- Operational cash flow before taxes and investment is at low level mainly due to increase in work-in-progress and the increase in inventories
- Taxes paid was EUR 16m in 2Q19, compared to EUR 9m in 2Q18
- Marel continues to invest in the business to prepare for future growth with the objective to achieve its full potential

### Stable leverage in recent years

- Net debt / EBITDA at 0.6x at the end of 2Q19 following the share capital increase in connection with the dual listing
- Financial strength to support strategic growth in line with the company's growth targets

# APPENDIX II LEADERSHIP TEAM



# EXPERIENCED MANAGEMENT TEAM



Well respected and seasoned management team with extensive experience within the broader food processing sector



**3USINESS UNIT LEADERS** 



Managing Director of Marel Poultry

18 years with Marel / 18 years industry related



Sigurdur Ólason

Managing Director of Marel Fish

12 years with Marel / 30 years industry related



David Wilson

Managing Director of Marel Meat

21 years with Marel / 24 years industry related



Jesper Hjortshøj
Managing Director of Marel Further Processing

13 years with Marel / 16 years industry related



Linda Jónsdóttir
Chief Financial Officer

9 years with Marel / 9 years industry related



Árni Sigurdsson

Executive Vice President of Strategy and Development

5 years with Marel / 8 years industry related



Chief Executive Officer since 2013

14 years with Marel14 years within industry



Vidar Erlingsson

Executive Vice President of Innovation

19 years with Marel / 19 years industry related



Folkert Bölger 
Executive Vice President of Global Supply Chain

3 years with Marel / 3 years industry related



**OPERATIONAL LEADERS** 

Ulrika Lindberg

Executive Vice President of Service

1 year with Marel / 22 years industry related



Davíd Freyr Oddsson Executive Vice President of HR

8 years with Marel / 8 years industry related



Einar Einarsson

Executive Vice President of Global Markets

16 years with Marel / 16 years industry related

# **BOARD OF DIRECTORS**



All seven Board members are considered independent of the Company. Furthermore, five of the Board members are considered independent of the Company's major shareholders

### ÁSTHILDUR MARGRÉT OTHARSDÓTTIR<sup>1</sup>



Chairman of the Board

Ásthildur Margrét Otharsdóttir is an independent consultant and a board member of several companies. She served as the Director of Treasury and Corporate Development at Össur hf. and as a Senior Account Manager at Kaupthing Bank (now Arion Bank), as well as a consultant at Accenture in Copenhagen. She is the Chairman of the Board of the investment fund Frumtak Ventures and a former member of the Board of Directors of Icelandair Group

# ARNAR THOR MÁSSON<sup>1</sup>



Vice-Chairman of the Board

Arnar Thor Másson is currently the Alternate Director at the European Bank for Reconstruction and Development in London and serves as the Chairman of Marel's audit committee. He served as Director General of the Department of Administrative Development at the Prime Minister's Office in Iceland and Deputy Director General of the Financial Management Department at the Ministry of Finance

### ÓLAFUR S. GUDMUNDSSON



**Board Director** 

Dr. Ólafur S. Gudmundsson is the Head of Discovery, Pharmaceutics at Bristol-Myers Squibb, a global biopharma company. He has previously held various senior level management positions within R&D in the pharmaceutical industry, both for Bristol-Myers Squibb and Genentech Inc

### ÁSTVALDUR JÓHANNSSON<sup>1</sup>



**Board Director** 

Ástvaldur Jóhannsson has served in various senior management positions at Össur hf., a global non-invasive orthopedics corporation and as the Executive Director of the International Division of Valitor hf., an e-commerce payment solutions and services

### MARGRÉT JÓNSDÓTTIR



**Board Director** 

Margrét Jónsdóttir is the Managing Director of Operations for Eyrir Invest hf. Previously, she was the Director of Finance at Edda Publishing. She also worked as the Director of Finance at Kreditkort/MasterCard and the Manager of Accounts at FBA Investment Bank

### TON VAN DER LAAN<sup>1</sup>



**Board Director** 

Ton van der Laan has extensive experience from executive roles in the food industry. He is a non-executive Board Member of Vion Foods, Royal de Heus, Dümmen Orange and the Rainforest Alliance. Previously, he was CEO of Nidera Capital in the Netherlands and Argentina and has held several executive roles at Unilever

# ANN ELIZABETH SAVAGE<sup>1</sup>



**Board Director** 

Ann Savage has previously served as the Technical Director of Bakkavor Group, a leading international manufacturer of fresh prepared foods. She was also a member of the company's management board

provider

### **DISCLAIMER**



#### FORWARD-LOOKING STATEMENTS

Statements in this press release that are not based on historical facts are forward-looking statements. Although such statements are based on management's current estimates and expectations, forward-looking statements are inherently uncertain.

We therefore caution the reader that there are a variety of factors that could cause business conditions and results to differ materially from what is contained in our forward-looking statements, and that we do not undertake to update any forward-looking statements.

All forward-looking statements are qualified in their entirety by this cautionary statement.

#### MARKET SHARE DATA

Statements regarding market share, including those regarding Marel's competitive position, are based on outside sources such as research institutes, industry and dealer panels in combination with management estimates.

Where information is not yet available to Marel, those statements may also be based on estimates and projections prepared by outside sources or management. Rankings are based on sales unless otherwise stated.