



PRESS RELEASE

CREMONINI GROUP: Marr Spa exclusive supplier to the Ikea restaurants in Italy.

Marr, the Cremonini Group business that is the Italian leader in food distribution to the catering sector, has signed an agreement with Ikea Italia for the exclusive supply of food products to the restaurants in the Swedish chain's furniture shops in Italy.

The contract provides for Marr to supply meat, fish, fresh fruit and vegetables cured meats, dairy products and other general food products to the Ikea restaurants in Italy. The total turnover is expected to be over Lire 3 billion per annum.

The contract relates both to the 7 shops already functioning (9.7 million visitors in 1999 and 1,700 restaurant places), and the forthcoming new establishments.

The agreement confirms the Cremonini Group's leadership in the food distribution to caterers sector and testifies to Marr's highly efficient logistical/distribution system, as well as the high product quality standards and the wide assortment of the range offered.

In his comments on the agreement Ugo Ravanelli, President and Managing Director of Marr Spa, said "This agreement represents an important long-term commercial partnership for us as well as falling within the development plans for the chain in Italy, and is part of our strategic choice of directing Marr's operations ever more towards large institutional customers".

Marr, which is based in Rimini, achieved a 1999 turnover of Lire 982 billion. Marr has a logistical/distribution network which is unique in Italy, constituting 16 distribution centres throughout the country, 4 cash & carry sales points, an organisation of 330 agents and 40 area heads, with about 300 delivery vehicles. The company supplies about 30,000 customers including restaurants, hotels chains, fast food outlets, pizzerias, company canteens, schools and hospitals with a complete range of 10,000 products and delivers within 24 hours of receipt of order (12 hours for "very fresh" products).

Ikea, is the leader in the furniture sector and operates in 29 countries with 157 shops. Turnover in 1999 totalled Lire14,762 billion with over 49,000 employees. In Italy, where Ikea has been operating since 1989, it today manages 7 shops (Turin, Grugliasco, Milan Corsico and Milan Carugate, Brescia Roncadelle, Bologna Casalecchio, Rome Anagnina and Genoa) with total turnover in 1999 of Lire 652 billion and about 2,000 employees.

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