

# Marley Spoon builds with Beer for growth

MEAL-kit delivery service Marley Spoon is building up its cash war chest after teaming with SA cook Maggie Beer as sales continue to soar amid the coronavirus pandemic.

The HelloFresh rival is in a trading halt pending a discounted \$56m placement to institutions to fuel its growth.

The Berlin-based subscription service released its September quarter results this week, showing a 109 per cent revenue jump compared to the same period last year and expectations of a similar full-year result given traction in online meal-kit sales. The biggest revenue growth was in the US, up 145 per cent, followed by Australia (84 per cent) and Europe (83 per cent).

It took a hit from the temporary closure of its Melbourne distribution centre during the lockdown but a Sydney site is being developed and will begin operations in the first half of next year.

Order frequency and sizes were down at the start of the health crisis but remained above pre-COVID-19 levels, Marley Spoon said. The company hopes to attract new customers with Maggie Beer cheese and preserves on deliveries from November 23.