

SELECTA GROUP B.V.

Strong profitability and cash conversion in Q2 2023

CHAM, SWITZERLAND, 2 August 2023: Selecta Group, a Swiss-based Foodtech leader with a world-class distribution network in Europe, announces its results for the second quarter of 2023:

- **Strong Adjusted EBITDA³ of €63.1 million, 21.1% increase versus last year, and Adjusted EBITDA³ margin of 20.6%, improvement driven by structural productivity and cost discipline.**
- **Reported EBITDA of €55.6 million, 20.9% increase versus last year as a result of higher Adjusted EBITDA and transformation actions normalising.**
- **Profitability expansion across all regions and record sales per machine per day of €13.1, an increase of 20.9% versus last year.**
- **Group sales² of €307.2 million, 3.0% sales growth versus last year in a period of strong profitability focus.**
- **Free cash Flow of €35.3 million, contributing to robust liquidity⁴ of €153.3 million. We continue to drive cash generation projects and daily cash discipline.**

Executive Chairman, Joe Plumeri, commented:

"I am pleased to share Selecta's strong results for the first half of 2023. We continue to lead the Foodtech Market, consistently meeting our clients' needs with world-class brands and outstanding service. Moving forward, our focus remains on delivering millions of moments of joy to our consumers."

Christian Schmitz, Selecta Group CEO, added:

"We are proud to share Selecta's strong results in Q2 2023. Our relentless pursuit of innovation and strategic partnerships have driven expansion of our Foodtech solutions. And our focus on cost discipline continues to deliver strong profitability."

Expansion of long-term partnerships and innovative Foodtech installations across Europe

Selecta's Foodtech installations have increased significantly mainly due to food markets (1,430 total points of sale, +50% vs. last year) and of intelligent vending solutions (850 total points of sale, +150% vs. last year) expansion across Europe by the end of June 2023, leading to a strong sales growth of our Foodtech solutions. The integration of Smart Fridges with fresh food and Premium Coffee Solutions at Novotel, a prominent player in the hospitality industry is one example where we deliver value, convenience and quality to hotel guests.

Selecta's partnership with Mars, the leading confectionery player in Europe, has also driven significant growth in smart vending solutions across the UK, Belgium and Austria. Most recently, Selecta Austria took over the Mars machine park at 350 locations across the country. Together, we are optimizing self-service and offering innovative smart solutions to our consumers.

Selecta has also partnered with Coca-Cola to digitize Coca-Cola's machine park across locations in the entertainment, education, and healthcare sectors in the UK. We are jointly creating a more modern experience for the Coca-Cola consumers.

In Selecta's birthplace, Switzerland, two important milestones have been reported in Q2 2023. The launch of the 100th «Coop to Go» Micromarket showcases Selecta's strong local partnerships and the relevance this solution has for companies across the country. In addition, Selecta and SBB, the Swiss Federal Railways, continue their journey together with a renewed partnership. Selecta has built a relationship with SBB based on trust, reliability,

¹At actual exchange rates

²Sales: Revenue after payment of vending fees

³Adjusted EBITDA: Earnings before Interest, Tax, Depreciation and Amortization and prior to one-off items (external and internal costs which are not related to the on-going business)

⁴Cash at Bank of €43.8 million plus €109.5 million available RCF

and a clear focus on consumer satisfaction. Coupled with high-quality products and unparalleled service and expertise, Selecta's "public vending" at railway stations was extended for another 7 years.

Sustainability at Selecta's core

In line with its commitment to sustainability, Selecta reports strong progress across its sustainability initiatives. The company reports a 25% reduction in CO2 emissions from its operations compared to its 2019 baseline. The company has also expanded farm-level programs, directly supported 1,371 farmers across 5 markets and fostering a sustainable coffee supply chain. These accomplishments demonstrate Selecta's dedication to excellence, innovation, and environmental responsibility, marking a significant milestone on its journey towards a brighter and more sustainable future.

- ENDS -

Selecta Group contacts	
Investor Relations	Media
<p>Nicole Charrière, Chief Financial Officer</p> <p>Angela Cinelli, Investor Relations investor.info@selecta.com</p>	<p>Sarina Künzli, Group Communications sarina.kuenzli@selecta.com</p>

About Selecta Group

Headquartered in Switzerland since 1957, Selecta Group is a Foodtech company with a leading route based, self-service distribution network in Europe, offering innovative convenience food services and world-class quality coffee brands in the workplace and public spaces. Active in the Foodtech business we continuously push on new innovations and solutions, we serve premium coffee and beverages, snacks, and fresh meals to more than 10 million people in 16 countries across Europe every day. With an annual turnover of €1.4 billion, we owe our success to our ca. 6,300 highly skilled, dedicated, and passionate Selecta employees who are committed to creating millions of moments of joy for our clients and their consumers every day. Sustainability is an integral part of the way we do business, focused on the key areas in which we can make a positive difference. For more information, please visit www.selecta.com.

Cautionary Statement

We are providing this information voluntarily, and the material contained in this announcement is presented solely for information purposes and is not to be construed as providing investment advice. As such, it has no regard to the specific investment objectives, financial situation or particular needs of any recipient. No representation or warranty, either express or implied, is made as to, and no reliance should be placed on, the fairness, completeness, accuracy, correctness or reliability of the information contained herein or the assumptions upon which the information is based. It should not be regarded by recipients as a substitute for the exercise of their own judgment. Neither Selecta, nor any of its directors, officers, employees, affiliates, direct or indirect shareholders, advisors or agents accepts any liability for any direct, indirect, consequential or other loss or damage suffered by any person as a result of relying on all or any part of this announcement and any liability is expressly disclaimed.

Forward-Looking Statements

This press release includes "forward-looking statements" that involve risks, uncertainties and other factors, many of which are outside of Selecta's control and could cause actual results to differ materially from the results discussed in the forward-looking statements. Forward-looking statements include statements concerning Selecta's plans, objectives, goals, future events, performance or other information that is not historical information. All statements other than statements of historical fact referred to in this press release are forward-looking statements. Forward-looking statements give Selecta's or the Group's current expectations and projections relating to its financial condition, results of operations, plans, objectives, future performance and business. These statements may include, without limitation, any statements preceded by, followed by or including words such as "target," "believe," "expect," "aim," "intend," "may," "anticipate," "estimate," "plan," "project," "will," "can have," "likely," "should," "would," "could" and other words and terms of similar meaning or the negative thereof. Such forward-looking statements, as well as those included in any other material, are subject to known and unknown risks, uncertainties and assumptions about Selecta, its present and future business strategies, trends in its operating industry and the environment in which it will operate in the future, future capital expenditure and acquisitions. In light of these risks, uncertainties and assumptions, the events in the forward-looking statements may not occur or Selecta's or the Group's actual results, performance or achievements might be materially different from the expected results, performance or achievements expressed or implied by such forward looking statements. None of Selecta, its affiliates or their respective directors, officers, employees, agents or advisers undertake to publicly update or revise forward- looking statements to reflect subsequent events or circumstances after the date made, except as required by law