



# Year to date Report Q1 2023

3 May 2023

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## OPERATING AND FINANCIAL REVIEW

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### **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 c.6,500 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 info, please visit [www.selecta.com](http://www.selecta.com).

## 1. Factors affecting comparability of our financial statements

### **Impact of Coronavirus (COVID-19)**

Starting in the first quarter of 2020 the global COVID-19 pandemic surfaced in nearly all regions around the world. On 11 March 2020, the World Health Organization declared the COVID-19 outbreak to be a pandemic in recognition of its rapid spread across the globe and many governments have taken stringent steps to help contain or delay the spread of the virus. The business of the Group was significantly impacted by the pandemic and the related decrease in mobility and office presence which negatively impacted the financial performance. In early 2022 governments eased pandemic related restrictions and the business partially recovered subsequently. As the Group already adapted to the new environment in the course of 2021, the financial impact of the pandemic was limited in 2022. Accordingly, our financial condition and results of operations differ in respect of these periods, when compared to the historical financial condition and results of operations presented in this discussion.

## 2. Our regional breakdown and business segments

### **Geographic Segments**

We report our revenue and certain other financial data by geographic segment. The geographic segments in which we operate correspond to our reporting segments under IFRS and consist of the following:

- South, UK & Ireland includes operating entities in Italy, Spain and the UK/Ireland;
- Central includes operating entities in Austria, France, Germany, Liechtenstein, and Switzerland; and
- North includes operating entities in Belgium, Denmark, Finland, Luxembourg, the Netherlands, Norway, and Sweden.

In addition to the segments identified above, we report separately on our Headquarters (HQ), which includes corporate center functions in Switzerland and certain functions of former Pelican Rouge entities in the Netherlands and in the UK.

### **Business Channels**

We also report our revenue and certain other financial data by business channel. Our business channels consist of the following:

- The *workplace channel*, which includes revenue from (i) private self-service retail, consisting of Point of Sale (PoS) placed and serviced in various private locations, such as large corporate customers, in various businesses and industries and including in corporate offices, manufacturing and logistics sites, and (ii) Office Coffee Service (OCS), which is comprised of table-top coffee machines rented out to corporate customers (mainly small and medium-sized enterprises) for office use along with the provision of technical services and coffee and related supplies for the PoS;
- The *on-the-go channel*, which includes revenue from PoS placed and serviced in semi-public areas, such as hospitals, universities and entertainment venues, or public areas, such as train stations, airports and gas stations, following a successful bidding process with relevant government authorities to place our PoS in a given location; and
- The *trading channel*, which includes revenue from sales of machines and products, including coffee roasted in our roasting facility and the provision of technical and hygienic support to customers.

### 3. Income Statement

| €m                                | Jan - March<br>2023 | Jan - March<br>2022 | Var %         |
|-----------------------------------|---------------------|---------------------|---------------|
| <b>Revenue</b>                    | <b>349.1</b>        | <b>311.9</b>        | <b>11.9%</b>  |
| Vending fees                      | (40.1)              | (35.1)              | (13.4%)       |
| <b>Net sales</b>                  | <b>309.1</b>        | <b>276.6</b>        | <b>11.7%</b>  |
| Materials and consumables used    | (126.5)             | (107.2)             | (18.0%)       |
| <b>Gross profit</b>               | <b>182.6</b>        | <b>169.4</b>        | <b>7.8%</b>   |
| Adjusted employee expenses        | (92.0)              | (87.4)              | (5.3%)        |
| Adjusted other operating expenses | (37.5)              | (35.8)              | (4.6%)        |
| <b>Adjusted EBITDA</b>            | <b>53.1</b>         | <b>46.1</b>         | <b>15.0%</b>  |
| One-off adjustments               | (1.7)               | (4.2)               | 59.2%         |
| <b>EBITDA</b>                     | <b>51.3</b>         | <b>41.9</b>         | <b>22.4%</b>  |
| Depreciation                      | (32.1)              | (33.7)              | 4.7%          |
| <b>EBITA</b>                      | <b>19.2</b>         | <b>8.2</b>          | <b>134.0%</b> |
| Amortization                      | (8.9)               | (15.4)              | 41.8%         |
| <b>EBIT</b>                       | <b>10.3</b>         | <b>(7.1)</b>        | <b>n.a</b>    |

At Actual Exchange Rates

#### Revenue

Revenue increased by 11.9% at actual exchange rates and by 12.9% at constant currency, from € 311.9 million for the three months ended 31 March 2022, to € 349.1 million for the three months ended 31 March 2023. This increase is driven by sales price increase initiatives, solid net business gains and post COVID-19 pandemic recovery.

#### Revenue by Region

##### South, UK and Ireland

Revenue in our South, UK and Ireland region increased by 7.1% at actual exchange rate, from € 101.6 million for the three months ended 31 March 2022, to € 108.8 million for the three months ended 31 March 2023 driven by all countries growth of which Spain has been the strongest performer.

##### Central

Revenue in our Central region increased by 10.9% at actual exchange rate, from € 106.6 million for the three months ended 31 March 2022, to € 118.1 million for the three months ended 31 March 2023 driven by all countries growth of which Switzerland and Germany have been the strongest performers.

##### North

Revenue in our North region increased by 17.7% at actual exchange rate from € 103.8 million for the three months ended 31 March 2022, to € 122.2 million for the three months ended 31 March 2023 driven by all countries growth of which Belgium and Netherlands have been the strongest performers.

#### Net sales

Net sales increased by 11.7% at actual exchange rates and by 12.8% at constant currency, from € 276.6 million for the three months ended 31 March 2022, to € 309.1 million for the three months ended 31 March 2023.

### ***Sales by Channel***

Net sales (excluding Trade) were € 247.0 million, up 12.7% at actual exchange rates, sustained by our price increase execution and driven by private recovery and strong public performance. Removal of underperforming machines still ongoing as part of the SMD enhancement project, which contributed to Group's SMD growth.

By channel, total sales per machine per day showed an increase of 30.5% from € 9.6 to € 12.5, with a +30.8% increase in the private channel from € 9.8 to € 12.9, +9.9% in public from € 21.6 to € 23.7, and an increase in semi-public of +33.8% from € 6.5 to € 8.8.

### ***Adjusted EBITDA***

Adjusted EBITDA increased by 15.0% at actual exchange rates and by 16.5% at constant currency, from € 46.1 million for the three months ended 31 March 2022, to € 53.1 million for the three months ended 31 March 2023. As a result, our Adjusted EBITDA margin increased 0.5pp reaching 17.2% for the three months ended 31 March 2023, compared to 16.9% for the three months ended 31 March 2022.

### ***Vending Fee***

Vending fee increased by 13.4% from € 35.3 million for the three months ended 31 March 2022, to € 40.1 million for the three months ended 31 March 2023. This increase was primarily driven by Public Revenue increase.

### ***Materials and consumables used***

Materials and consumables used increased by 18.0%, from € 107.2 million for the three months ended 31 March 2022, to € 126.5 million for the three months ended 31 March 2023. This increase was higher than the increase in Revenue of 11.9%. As a percentage of Revenue, materials and consumables used increased from 34.4 % for the three months ended 31 March 2022 to 36.2% for the three months ended 31 March 2023, mainly driven by the inflationary environment.

### ***Operational Expenses***

Adjusted employee expenses increased by 5.3%, from € 87.4 million for the three months ended 31 March 2022, to € 92.0 million for the ended 31 March 2023.

Adjusted other operating expenses increased by 4.6%, from € 35.8 million for the three months ended 31 March 2022, to € 37.5 million for the three months ended 31 March 2023.

## 4. Cash Flow Statement

| €M  | Jan - March<br>2023 | Jan - March<br>2022 | Var %          |
|---|---------------------|---------------------|----------------|
| <b>EBITDA</b>   | <b>51.3</b>         | <b>41.9</b>         | <b>22.5%</b>   |
| (Profit) / loss on disposals                          | (1.7)               | (1.2)               | 39.8%          |
| Changes in working capital, provisions & others       | (32.1)              | (22.9)              | 40,3%          |
| Non-cash transactions                                 | (1.3)               | 0.8                 | n.a            |
| <b>Net cash generated from operating activities</b>   | <b>16.2</b>         | <b>18.7</b>         | <b>(13.4%)</b> |
| Purchases of tangible and intangible assets           | (14.8)              | (19.7)              | (24.6%)        |
| Proceeds from sale of subsidiaries and other proceeds | 4.8                 | 2.3                 | 110.0%         |
| <b>Net cash used in investing activities</b>          | <b>(10.0)</b>       | <b>(17.4)</b>       | <b>(42.4%)</b> |
| <b>Free cash flow</b>                                 | <b>6.2</b>          | <b>1.3</b>          | <b>375.6%</b>  |
| Proceeds / repayments of loans and borrowings         | 3.5                 | 18.4                | (81.2%)        |
| Interest received and other proceeds paid             | (16.6)              | (15.6)              | 6.4%           |
| Capital element of finance lease payments             | (10.1)              | (11.0)              | (8.2%)         |
| <b>Net cash used in financing activities</b>          | <b>(23.2)</b>       | <b>(8.2)</b>        | <b>183.4%</b>  |
| <b>Total net cash flow</b>                            | <b>(17.1)</b>       | <b>(7.0)</b>        | <b>143.6%</b>  |

*At Actual Exchange Rates*

Net cash generated from operating activities was an inflow of € 16.2 million for the three months ended 31 March 2023. This cash inflow was mainly driven by improved EBITDA.

Net cash used in investing activities was € 10.0 million for the three months ended 31 March 2023, a decrease of 42.4% compared to net cash used in investing activities for the three months ended 31 March 2022. We pursue effective allocation of capex, use of client leases and machine refurbishment, but the levels of investing activities have also a phasing component intra year.

Net cash used in financing activities was € 23.2 million for the three months ended 31 March 2023, primarily due to the proceeds of loans and borrowings.

## 5. Balance Sheet

| €m                              | 31 March 2023  | 31 Dec 2022    |
|---------------------------------|----------------|----------------|
| <b>Non-current assets</b>       |                |                |
| Property, plant and equipment   | 397.8          | 415.2          |
| Goodwill                        | 979.1          | 979.1          |
| Intangible assets               | 544.1          | 553.2          |
| Other non-current assets        | 60.1           | 59.2           |
| <b>Total non-current assets</b> | <b>1'981.1</b> | <b>2'006.7</b> |
| <b>Current assets</b>           |                |                |
| Inventories                     | 119.4          | 116.1          |
| Trade receivables               | 111.7          | 114.9          |
| Other current assets            | 78.7           | 69.7           |
| Cash and cash equivalents       | 55.3           | 73.1           |
| <b>Total current assets</b>     | <b>365.3</b>   | <b>373.8</b>   |
| <b>Total assets</b>             | <b>2'346.4</b> | <b>2'380.5</b> |



| €m                                   | 31 March 2023  | 31 Dec 2022    |
|--------------------------------------|----------------|----------------|
| <b>Equity and liabilities</b>        |                |                |
| <b>Total equity</b>                  | <b>427.1</b>   | <b>444.8</b>   |
| Borrowings                           | 1'117.9        | 1'082.7        |
| Provisions                           | 7.5            | 8.0            |
| Other non-current liabilities        | 160.4          | 165.9          |
| Deferred income tax liabilities      | 155.0          | 156.8          |
| <b>Total non-current liabilities</b> | <b>1'440.8</b> | <b>1'413.4</b> |
| <b>Current liabilities</b>           |                |                |
| Trade payables                       | 179.3          | 196.6          |
| Provisions                           | 45.5           | 50.5           |
| Other current liabilities            | 253.6          | 275.2          |
| <b>Total current liabilities</b>     | <b>478.5</b>   | <b>522.3</b>   |
| <b>Total liabilities</b>             | <b>1'919.3</b> | <b>1'935.7</b> |
| <b>Total equity and liabilities</b>  | <b>2'346.4</b> | <b>2'380.5</b> |

At Actual Exchange Rates

## 6. Liquidity as of 31 March 2023

| €m                                | March 2023<br>Pre IFRS 16 | March 2023<br>IFRS 16 | March 2023<br>Post IFRS 16 |
|-----------------------------------|---------------------------|-----------------------|----------------------------|
| Cash & cash equivalents           | 55.3                      |                       | 55.3                       |
| Revolving credit facility         | 64.3                      |                       | 64.3                       |
| Senior notes                      | 1'053.6                   |                       | 1'053.6                    |
| Lease liabilities                 | 24.4                      | 140.0                 | 164.4                      |
| Other financial debt <sup>2</sup> | 42.9                      |                       | 42.9                       |
| <b>Total senior debt</b>          | <b>1'185.2</b>            | <b>140.0</b>          | <b>1'325.3</b>             |
| Net senior debt                   | 1'129.9                   | 140.0                 | 1'269.9                    |
| Adjusted EBITDA last 12 months    | 190.3                     | 33.3                  | 223.6                      |
| Leverage ratio                    | 5.9                       |                       | 5.7                        |
| Available liquidity <sup>1</sup>  | 133.4                     |                       | 133.4                      |

At Actual Exchange Rates

<sup>1</sup> Liquidity is defined as Cash at Bank plus available RCF

<sup>2</sup> Other financial debt is the sum of Recourse Factoring, Reverse Factoring, Accrued Interest plus Local Bank debt

As of 31 March 2023, we had cash & cash equivalents of € 55.3 million and available liquidity of € 133.4 million, taking into account the undrawn commitments under our Revolving Credit Facility.

Following the debt restructuring, we have first and second lien senior secured notes outstanding maturing in 2026.

Our ability to generate cash depends on our future operating performance, which, in turn, depends to some extent on general economic, financial, industry and other factors, many of which are beyond our control. Please refer to “Risk Factors” section of our 2022 Annual Report for more detail. We may from time to time seek to retire or repurchase our outstanding debt through cash purchases, in open market purchases, privately negotiated transactions or otherwise. Such repurchases, if any, will depend on market conditions, our liquidity requirements, contractual restrictions and other factors.

In addition, there continues to be a significant increase in economic uncertainty due to inflationary pressures, energy price increases and prospects of economic downturn in EU and UK. Due to the uncertainty of the outcome of these events, we cannot reasonably estimate the impact they will have on our financial position, results of operations or cash flows in the future.



## 7. Working Capital

| €m                                    | March<br>2023 | Dec<br>2022    |
|---------------------------------------|---------------|----------------|
| Trade receivables                     | 111.7         | 114.9          |
| Other receivables                     | 110.1         | 100.1          |
| Inventory                             | 119.4         | 116.0          |
| Trade payables                        | (179.3)       | (196.6)        |
| Other payables                        | (193.6)       | (191.4)        |
| Provisions and other employee benefit | (53.0)        | (58.5)         |
| <b>Working Capital</b>                | <b>(84.6)</b> | <b>(115.5)</b> |

*At Actual Exchange Rates*

Our working capital increased by € 30.9 million for the three months ended 31 March 2023, compared to the three months ended 31 March 2022. This performance is mainly explained by an increase in other receivables of € 10.0 million and a decrease in accounts payables of € 17.3 million.

## 8. Capital Expenditures

Our capital expenditures primarily relate to the acquisition of points of sale equipment to be installed on our clients' premises. Our capital expenditures also relate to the purchase of vehicles and other equipment, such as furniture, Points of sales equipment installation costs and IT investments. Net capital expenditures were at € 10.0 million for the three months ended 31 March 2023 at actual rate including the impact of IFRS 16.

## 9. Material commitments and Critical Accounting Policies

Please refer to the 2022 Audited Financial Statements and the notes thereto for a description of our material commitments and critical accounting policies.

## 10. Environmental, social and corporate governance (ESG)

Since 2022, we further embedded our group-wide sustainability approach and progressed against our four strategic pillars: respecting the environment, offering healthy & sustainable products to our clients and consumers, delivering a sustainable supply chain and being an employer of choice for our associates.

Our recent achievements in the field of ESG are as follows:

- Reducing Selecta's carbon footprint on our path to carbon neutral in 2030 by optimizing our routes and taking energy reduction measures in our real estate locations
- Implementing a fully electrified fleet in Oslo and Amsterdam as part of our overall expansion of electric vehicles
- Relaunching Pelican Rouge Coffee as a fully sustainable brand with certified coffee, sustainable packaging, a commitment to CO2 neutral, transparent sourcing and support for farmers through the Selecta Coffee Fund
- Collected c. €257k to continue supporting our Selecta Coffee Fund programs in Burundi and Rwanda and expanding these programs into Colombia, Honduras and Vietnam. These programs support farmers to improve household income and to take action towards sustainable agriculture
- Fostering diversity & inclusion of our Selecta associates; currently 25% of Selecta leaders are women and we target 40% female leaders by end of 2024
- Investing in our associates at Selecta through roll-out of our new app-based learning system with content relevant for all our c. 6,500 associates

## CERTAIN DEFINITIONS

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As used in this quarterly report:

- **“Group”**, **“us”**, **“we”**, **“our”**, **“Selecta”** refers to Selecta Group B.V. and its subsidiaries, unless as indicated or the context requires otherwise;
- **“IFRS”** refers to International Financial Reporting Standards as adopted by the International Accounting Standards Board;
- **“First Lien Indenture”** refers to the indenture dated as of October 29, 2020, among, *inter alios*, the Issuer, the Trustee and the Security Agent, as amended and supplemented from time to time pursuant to which the First Lien Notes were issued;
- **“First Lien Notes”** refers to the €678.6 million 8.000% senior secured notes due 2026 and the CHF 17.7 million 8.000% senior secured notes due 2026 issued under the First Lien Indenture;
- **“Intercreditor Agreement”** refers to the intercreditor agreement dated as of January 31, 2018, among, *inter alios*, the Issuer, the Trustee, the Security Agent, the lenders and agent under the Revolving Credit Facility and certain counterparties under hedging obligations, if any, as amended and supplemented from time to time;
- **“Issuer”** means Selecta Group B.V., a private limited liability company incorporated under the laws of the Netherlands;
- **“Notes”** refers to the First Lien Notes and the Second Lien Notes;
- **“Revolving Credit Facility”** refers to the revolving credit facility in an aggregate principal amount of € 150 million;
- **“Revolving Credit Facility Agreement”** refers to the revolving credit facility agreement dated as of January 15, 2018, among, *inter alios*, the Issuer as an original borrower and the Lenders (as defined therein), as amended and restated pursuant to an amendment and restatement agreement dated October 29, 2020;
- **“Second Lien Indenture”** refers to the indenture dated as of October 29, 2020, among, *inter alios*, the Issuer, the Trustee and the Security Agent, as amended and supplemented from time to time pursuant to which the Second Lien Notes were issued;
- **“Second Lien Notes”** refers to the €234.7 million 10.000% senior secured notes due 2026 and the CHF 6.1 million 10.000% senior secured notes due 2026 issued under the First Lien Indenture;
- **“Security Agent”** refers to Lucid Trustee Services Limited; and
- **“Trustee”** refers to Lucid Trustee Services Limited.

# Selecta Group B.V. and its subsidiaries, Amsterdam (The Netherlands)

*Condensed consolidated interim financial statements  
for the 3 months ended 31 March 2023 (unaudited)*

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## Condensed consolidated interim financial statements

### Condensed consolidated interim statement of profit or loss

|  |       | 3 months ended   | 3 months ended   |
|--|-------|------------------|------------------|
|  | Notes | 31 March<br>2023 | 31 March<br>2022 |
|  |       | € (000's)        | € (000's)        |
| Revenue  | 5, 6  | 349'117          | 311'911          |
| Vending fees   | 7     | (40'061)         | (35'320)         |
| Materials and consumables used                               |       | (126'468)        | (107'182)        |
| Employee benefits expenses                                   |       | (90'449)         | (87'933)         |
| Depreciation, amortisation and impairment expenses           | 8     | (41'086)         | (49'096)         |
| Other operating expenses                                     |       | (44'023)         | (41'827)         |
| Other operating income                                       |       | 3'231            | 2'298            |
| <b>Profit/(Loss) before net finance costs and income tax</b> |       | <b>10'261</b>    | <b>(7'149)</b>   |
| Finance costs  | 9     | (35'970)         | (24'897)         |
| Finance income   | 9     | 37               | 4'208            |
| <b>Loss before income tax</b>                                |       | <b>(25'672)</b>  | <b>(27'838)</b>  |
| Income tax   |       | 433              | 3'422            |
| <b>Loss for the period</b>                                   |       | <b>(25'239)</b>  | <b>(24'416)</b>  |
| Revenue net of vending fees <sup>1</sup>                     | 5, 7  | 309'056          | 276'591          |

The notes on pages 8 to 21 are an integral part of these condensed consolidated interim financial statements.

<sup>1</sup> The Group presents revenue net of vending fees which is a leading internal performance measure but not a defined performance measure in IFRS (refer to note 7). Due to this vending fees are separately disclosed below the revenue line and excluded from the line other operating expenses.

## Condensed consolidated interim statement of comprehensive loss

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|  |       | 3 months ended   | 3 months ended   |
|--|-------|------------------|------------------|
|  | Notes | 31 March<br>2023 | 31 March<br>2022 |
|  |       | € (000's)        | € (000's)        |
| <b>Loss for the period</b>   |       | <b>(25'239)</b>  | <b>(24'416)</b>  |
| <b><u>Items that are or may subsequently be reclassified to the consolidated statement of profit or loss</u></b> |       |                  |                  |
| Foreign exchange translation differences for foreign operations  |       | 7'569            | (3'787)          |
| <b>Other comprehensive loss for the period</b>   |       | <b>(17'670)</b>  | <b>(3'787)</b>   |
| <b>Total comprehensive loss for the period</b>   |       | <b>(17'670)</b>  | <b>(28'203)</b>  |

*The notes on pages 8 to 21 are an integral part of these condensed consolidated interim financial statements.*

## Condensed consolidated interim statement of financial position

|  | Notes | 31 March 2023<br>€ (000's) | 31 December 2022<br>€ (000's) |
|--|-------|----------------------------|-------------------------------|
| <b>Non-current assets</b>              |       |                            |                               |
| Property, plant and equipment          | 10    | 397'812                    | 415'206                       |
| Goodwill                               |       | 979'110                    | 979'131                       |
| Trademarks                             | 12    | 340'511                    | 341'333                       |
| Customer contracts                     | 12    | 183'488                    | 190'016                       |
| Other intangible assets                | 12    | 20'115                     | 21'861                        |
| Deferred income tax assets             |       | 28'730                     | 28'841                        |
| Non-current financial assets           |       | 12'680                     | 12'052                        |
| Net defined benefit asset              |       | 18'672                     | 18'289                        |
| <b>Total non-current assets</b>        |       | <b>1'981'118</b>           | <b>2'006'729</b>              |
| <b>Current assets</b>                  |       |                            |                               |
| Inventories                            |       | 119'442                    | 116'043                       |
| Trade receivables                      |       | 111'749                    | 114'890                       |
| Other current assets                   |       | 78'742                     | 69'712                        |
| Cash and cash equivalents              |       | 55'345                     | 73'108                        |
| <b>Total current assets</b>            |       | <b>365'278</b>             | <b>373'753</b>                |
| <b>Total assets</b>                    |       | <b>2'346'396</b>           | <b>2'380'482</b>              |
| <b>Equity</b>                          |       |                            |                               |
| Share capital                          | 14    | 344                        | 344                           |
| Share premium                          | 14    | 2'044'707                  | 2'044'707                     |
| Currency translation reserve           | 14    | (264'463)                  | (272'032)                     |
| Accumulated deficit                    | 14    | (1'353'470)                | (1'328'231)                   |
| <b>Total equity</b>                    |       | <b>427'118</b>             | <b>444'788</b>                |
| <b>Non-current liabilities</b>         |       |                            |                               |
| Borrowings                             | 13    | 1'117'944                  | 1'082'722                     |
| Lease liabilities                      |       | 128'743                    | 133'474                       |
| Net defined benefit liability          |       | 11'145                     | 11'149                        |
| Provisions and other employee benefits |       | 7'495                      | 7'985                         |
| Other non-current liabilities          |       | 20'499                     | 21'273                        |
| Deferred income tax liabilities        |       | 154'995                    | 156'808                       |
| <b>Total non-current liabilities</b>   |       | <b>1'440'821</b>           | <b>1'413'411</b>              |
| <b>Current liabilities</b>             |       |                            |                               |
| Lease liabilities                      |       | 35'690                     | 37'169                        |
| Trade payables                         |       | 179'299                    | 196'556                       |
| Provisions and other employee benefits |       | 45'525                     | 50'546                        |
| Current income tax liabilities         |       | 6'337                      | 5'599                         |
| Other current liabilities              |       | 211'606                    | 232'413                       |
| <b>Total current liabilities</b>       |       | <b>478'457</b>             | <b>522'283</b>                |
| <b>Total liabilities</b>               |       | <b>1'919'278</b>           | <b>1'935'694</b>              |
| <b>Total equity and liabilities</b>    |       | <b>2'346'396</b>           | <b>2'380'482</b>              |

The notes on pages 8 to 21 are an integral part of these condensed consolidated interim financial statements.



## Condensed interim statement of changes in consolidated equity

|  | <i>Attributable to owners of the Company</i> |                      |                      |   |                            |                     |
|--|--|----------------------|----------------------|---|----------------------------|---------------------|
|  | <i>Notes</i>                                 | <i>Share capital</i> | <i>Share premium</i> | <i>Currency trans-<br/>lation reserve</i> | <i>Accumulated deficit</i> | <i>Total equity</i> |
|  |  | € (000's)            | € (000's)            | € (000's)                                 | € (000's)                  | € (000's)           |
| <b>Balance at 31 December 2021</b>             |  | 344                  | 2'033'314            | (243'054)                                 | (1'236'308)                | 554'296             |
| Other comprehensive loss                       |  | -                    | -                    | (28'978)                                  | (8'369)                    | (37'347)            |
| Loss for the year                              |  | -                    | -                    | -   | (83'554)                   | (83'554)            |
| <i>Total comprehensive loss for the year</i>   |  | -                    | -                    | (28'978)                                  | (91'923)                   | (120'901)           |
| <i>Capital increase</i>                        |  | -                    | 11'205               | -   | -                          | 11'205              |
| <i>Share-based payment</i>                     |  | -                    | 188                  | -   | -                          | 188                 |
| <b>Balance at 31 December 2022</b>             |  | 344                  | 2'044'707            | (272'032)                                 | (1'328'231)                | 444'788             |
| Other comprehensive income                     |  | -                    | -                    | 7'569                                     | -                          | 7'569               |
| Loss for the period                            |  | -                    | -                    | -   | (25'239)                   | (25'239)            |
| <i>Total comprehensive loss for the period</i> |  | -                    | -                    | 7'569                                     | (25'239)                   | (17'670)            |
| <b>Balance at 31 March 2023</b>                |  | 344                  | 2'044'707            | (264'463)                                 | (1'353'470)                | 427'118             |

The notes on pages 8 to 21 are an integral part of these condensed consolidated interim financial statements.

## Condensed consolidated interim statement of cash flow

|  | Notes | 3 months<br>ended<br>31 March<br>2023<br>€ (000's) | 3 months<br>ended<br>31 March<br>2022<br>€ (000's) |
|--|-------|--|--|
| <b>Cash flows from operating activities</b>                            |       |  |  |
| Loss before income tax   |       | (25'672)   | (27'838)   |
| Depreciation, amortisation and impairment expenses                     | 8     | 41'086   | 49'096   |
| Gain on disposal of property, plant and equipment, net                 |       | (1'678)  | (1'215)  |
| Non-cash transactions  |       | (1'331)  | 790  |
| Finance costs, net   |       | 35'933   | 20'689   |
| Changes in working capital:  |       |  |  |
| (Increase)/Decrease in inventories                                     |       | (3'969)  | (4'151)  |
| (Increase)/Decrease in trade receivables                               |       | 2'726  | 231  |
| (Increase)/Decrease in other current assets                            |       | (10'422)   | (2'620)  |
| Increase/(Decrease) in trade payables                                  |       | (16'565)   | (12'227)   |
| Increase/(Decrease) in other current liabilities and provisions        |       | (3'206)  | (3'550)  |
| Income taxes paid  |       | (702)  | (554)  |
| <b>Net cash generated from operating activities</b>                    |       | <b>16'200</b>                                      | <b>18'651</b>                                      |
| <b>Cash flows from investing activities</b>                            |       |  |  |
| Purchases of property, plant and equipment                             |       | (14'570)   | (18'037)   |
| Purchases of intangible assets   |       | (276)  | (1'626)  |
| Proceeds from sale of property, plant and equipment and other proceeds |       | 4'829  | 2'268  |
| <b>Net cash used in investing activities</b>                           |       | <b>(10'017)</b>                                    | <b>(17'395)</b>                                    |
| <b>Cash flows from financing activities</b>                            |       |  |  |
| Proceeds from loans and borrowings                                     |       | 5'316  | 21'295   |
| Repayments of loans and borrowings                                     |       | (1'313)  | (2'263)  |
| Payments of lease liabilities  |       | (10'097)   | (11'021)   |
| Proceeds/(Repayments) of factoring                                     |       | (550)  | (626)  |
| Interest paid  |       | (16'594)   | (15'598)   |
| <b>Net cash used in financing activities</b>                           |       | <b>(23'238)</b>                                    | <b>(8'213)</b>                                     |
| <b>Net (decrease)/increase in cash and cash equivalents</b>            |       | <b>(17'055)</b>                                    | <b>(6'957)</b>                                     |
| Cash and cash equivalents at the beginning of the period               |       | 73'108   | 60'034   |
| Exchange losses on cash and cash equivalents                           |       | (708)  | (175)  |
| <b>Cash and cash equivalents at the end of the period</b>              |       | <b>55'345</b>                                      | <b>52'902</b>                                      |

The notes on pages 8 to 21 are an integral part of these condensed consolidated interim financial statements.

## Notes to the condensed consolidated interim financial statements

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### 1. General Information

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Selecta Group B.V. (“the Company”) is a limited liability company incorporated and domiciled in Amsterdam, the Netherlands. The Company and its subsidiaries are collectively referred to herein as “the Group” or “the Selecta Group”. The Group is a pan-European self-service retail and coffee services company.

These condensed consolidated interim financial statements do not represent statutory financial statements of the Company prepared in accordance with Dutch GAAP and the requirements of the Dutch chamber of commerce and have been prepared voluntarily by the Board of Directors.

On 11 March 2020, the World Health Organisation declared the Coronavirus (COVID-19) outbreak to be a pandemic in recognition of its rapid spread across the globe. The business of the Group was significantly impacted by the pandemic and the related decrease in mobility and office presence which has negatively impacted the financial performance.

In the course of 2021, the Group adjusted its workforce capacity to its new size of revenue to adapt to the changing environment. In early 2022, as governments started easing pandemic related restrictions, the business partially recovered and had limited impact from the pandemic due to the previous measures it had taken to mitigate losses. In addition, the Group continues to maintain a solid cash position. Therefore, the leadership of the company is confident that they will have adequate resources to continue operations from a position of strength.

### 2. Basis of preparation

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These condensed consolidated interim financial statements have been prepared in accordance with IAS 34 Interim Financial Reporting (“IAS 34” as issued by the IASB).

The disclosure requirements of IAS 34 are based on the assumption that the reader of the condensed consolidated interim financial statements is doing so together with the most recent consolidated financial statements.

The condensed consolidated interim financial statements do not include all information required for a complete set of IFRS consolidated financial statements and should therefore be read in conjunction with the annual consolidated financial statements for the year ended 31 December 2022.

Selected explanatory notes have been included to explain events and transactions that are significant to an understanding of the changes in the Group’s financial position and performance since the last annual consolidated financial statements for the year ended 31 December 2022.

### 3. Summary of significant accounting policies

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#### 3.1. Accounting policies

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The Group has adopted all International Financial Reporting Standards (IFRS) and International Accounting Standards (IAS) issued by the International Accounting Standards Board (the IASB) as well as Interpretations given by the IFRS Interpretations Committee (the IFRIC) and the former Standing Interpretations Committee (SIC) that are relevant to the Group’s operations and effective for annual reporting periods beginning on 1 January 2023.

Except as described below, the accounting policies applied in these condensed consolidated interim financial statements are the same as those applied in the consolidated financial statements for the year ended 31 December 2022.

### 3.2. New and revised/amended standards and interpretations

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A number of new amendments are effective from 1 January 2023, but they do not have a material effect on the Group's condensed consolidated interim financial statements.

A number of new standards and amendments to standards are effective for annual periods beginning after 1 January 2024 and earlier application is permitted. However, the Group has not early adopted them in preparing these condensed consolidated interim financial statements.

The following new or amended standards and interpretations that may be relevant to the condensed consolidated interim financial statements have been issued but are not yet effective.

|   | <i>Impact</i> | <i>Effective date</i> | <i>Planned application by Selecta Group B.V.</i> |
|---|---------------|-----------------------|--|
| <b><i>New standards or interpretations</i></b>                                |               |                       |  |
| Classification of Liabilities as Current or Non-current (Amendments to IAS 1) | 2)            | 1 January 2024        | Reporting year 2024                              |
| Non-current liabilities with Covenants (Amendments to IAS 1)                  | 2)            | 1 January 2024        | Reporting year 2024                              |
| Amendments to IFRS 16 leases: Lease liability in a Sales and Leaseback        | 2)            | 1 January 2024        | Reporting year 2024                              |

1) No significant impacts are expected on the condensed consolidated interim financial statements of Selecta Group

2) The impact on the condensed consolidated interim financial statements of Selecta Group cannot yet be determined with sufficient reliability

### Global minimum tax

To address the concerns about uneven profit distribution and tax contributions of large multinational corporations, various agreements have been reached at the global level, including an agreement by over 135 jurisdictions to introduce a global minimum tax rate of 15%. In December 2021, the Organisation for Economic Co-operation and Development (OECD) released a draft legislative framework, followed by detailed guidance released in March 2022, that is expected to be used by individual jurisdictions that signed the agreement to amend their local laws. Once the changes to the tax laws in any jurisdiction in which the Group operates are enacted or substantively enacted, the Group may be subject to the top-up tax. At the date when these condensed consolidated interim financial statements were authorised for issue, none of the jurisdictions in which the Group operates had enacted or substantively enacted the tax legislation related to the top-up tax. Management is closely monitoring the progress of the legislative process in each jurisdiction of the Group operates in. At 31 March 2023, the Group did not have sufficient information to determine the potential quantitative impact.

### 3.3. Basis of consolidation

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Whilst the business of Selecta fluctuates from month to month, the impact between quarters is limited, except for working capital. Seasonal fluctuations across the months offset each other to a certain degree at Group level.

### 4. Use of estimates and key sources estimation uncertainties

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The preparation of the condensed consolidated interim financial statements requires management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. These estimates and assumptions are based on historical experience and other factors that are believed to be reasonable under the circumstances. Actual results may differ from these estimates.

## 5. Segment reporting

The Company's Board of Directors examines the results achieved by each segment when making decisions on the allocation of resources and assessment of performance. The Group's financing activities are managed at Group level and are not allocated to segments.

Three different regions present similarities in terms of both channel and business model predominances, and related characteristics. Each of those regions engages business activities as described below, earns revenues and incurs expenses:

- **Segment South, UK & Ireland:** characterised by paid-vend<sup>2</sup>, mixed channel vending and includes Italy, Spain and the UK (including Ireland)
- **Segment Central:** characterised by paid-vend, mixed channel vending and includes Switzerland, Germany, Austria and France, with a strong presence and expertise in the public business
- **Segment North:** characterised by free-vend<sup>3</sup>, office coffee services (OCS) and includes Sweden, Norway, Finland, Denmark, Belgium, Netherlands, and the Pelican Rouge Roaster in the Netherlands

Revenues, revenues net of vending fees, profit/(loss) before net finance costs, income taxes, depreciation, amortisation, and impairment expense as the operating result of the Group's reportable segments are regularly reviewed by the Board of Directors, as the Group's Chief Operating Decision Maker, to assess performance and to determine how resources should be allocated.

The table below shows the interaction between revenues by channels and segment revenues.

### Result for the 3 months ended 31 March 2023

|   | <i>South, UK<br/>&amp; Ireland</i> | <i>Central</i> | <i>North</i>  | <i>Total<br/>reportable<br/>segments</i> | <i>HQ and<br/>Interco</i> | <i>Total<br/>Group</i> |
|---|------------------------------------|----------------|---------------|--|---------------------------|------------------------|
|   | € (000's)                          | € (000's)      | € (000's)     | € (000's)                                | € (000's)                 | € (000's)              |
| Revenue   | 108'784                            | 118'222        | 128'308       | 355'314                                  | (6'197)                   | 349'117                |
| Revenue net of vending fees   | 97'067                             | 95'949         | 122'237       | 315'253                                  | (6'197)                   | 309'056                |
| <b>Profit/(loss) before net finance costs, income taxes, depreciation, amortisation and impairment expenses</b> | <b>14'237</b>                      | <b>18'263</b>  | <b>22'805</b> | <b>55'305</b>                            | <b>(3'958)</b>            | <b>51'347</b>          |
| Depreciation, amortisation and impairment expenses  | (11'355)                           | (12'615)       | (9'204)       | (33'174)                                 | (7'912)                   | (41'086)               |
| <b>Loss before net finance costs and income tax</b>   |                                    |                |               |  |                           | <b>10'261</b>          |
| Finance costs, net  |                                    |                |               |  |                           | (35'933)               |
| <b>Loss before income tax</b>   |                                    |                |               |  |                           | <b>(25'672)</b>        |

<sup>2</sup> Paid vend means that consumer pays (e.g., at the coffee machines in the offices)

<sup>3</sup> Free vend is defined by consumer not paying but the employer is paying (e.g., coffee consumption)

## Result for the 3 months ended 31 March 2022

|   | South, UK<br>& Ireland | Central       | North         | Total<br>reportable<br>segments | HQ and<br>Interco | Total<br>Group  |
|---|------------------------|---------------|---------------|---------------------------------|-------------------|-----------------|
|   | € (000's)              | € (000's)     | € (000's)     | € (000's)                       | € (000's)         | € (000's)       |
| Revenue   | 101'593                | 106'589       | 109'191       | 317'373                         | (5'462)           | 311'911         |
| Revenue net of vending fees   | 91'772                 | 86'797        | 103'484       | 282'053                         | (5'462)           | 276'591         |
| <b>Profit/(loss) before net fi-<br/>nance costs, income taxes,<br/>depreciation, amortisation<br/>and impairment expenses</b> | <b>13'601</b>          | <b>14'926</b> | <b>19'624</b> | <b>48'151</b>                   | <b>(6'204)</b>    | <b>41'947</b>   |
| Depreciation, amortisation<br>and impairment expenses   | (12'896)               | (13'548)      | (9'903)       | (36'347)                        | (12'749)          | (49'096)        |
| <b>Loss before net finance<br/>costs and income tax</b>   |                        |               |               |                                 |                   | <b>(7'149)</b>  |
| Finance costs, net  |                        |               |               |                                 |                   | (20'689)        |
| <b>Loss before income tax</b>   |                        |               |               |                                 |                   | <b>(27'838)</b> |

## 6. Revenue by channel

The table below shows the interaction between revenues by channels and segment revenues.

### Result for the 3 months ended 31 March 2023

|  | South,<br>UK &<br>Ireland | Central        | North          | Total<br>reportable<br>segments | HQ and<br>Interco | Total<br>Group |
|--|---------------------------|----------------|----------------|---------------------------------|-------------------|----------------|
|  | € (000's)                 | € (000's)      | € (000's)      | € (000's)                       | € (000's)         | € (000's)      |
| Revenue from contracts with customers              | 108'784                   | 118'222        | 123'946        | 350'952                         | (6'197)           | 344'755        |
| Rental revenue                                     | -                         | -              | 4'362          | 4'362                           | -                 | 4'362          |
| <b>Total revenue</b>                               | <b>108'784</b>            | <b>118'222</b> | <b>128'308</b> | <b>355'314</b>                  | <b>(6'197)</b>    | <b>349'117</b> |
| Revenue from On-the-Go channel                     | 40'330                    | 62'695         | 21'518         | 124'543                         | -                 | 124'543        |
| Third party revenue from Workplace channel         | 52'391                    | 45'274         | 60'526         | 158'191                         | -                 | 158'191        |
| Intersegment revenue from Workplace channel        | -                         | 15             | -              | 15                              | (15)              | -              |
| Third party revenue from Trading channel           | 16'061                    | 10'181         | 35'779         | 62'021                          | -                 | 62'021         |
| Intersegment revenue from Trading channel          | 2                         | 57             | 6'123          | 6'182                           | (6'182)           | -              |
| <b>Total revenue from contracts with customers</b> | <b>108'784</b>            | <b>118'222</b> | <b>123'946</b> | <b>350'952</b>                  | <b>(6'197)</b>    | <b>344'755</b> |

Result for the 3 months ended 31 March 2022

|  | South,<br>UK &<br>Ireland<br>€ (000's) | Central<br>€ (000's) | North<br>€ (000's) | Total<br>reportable<br>segments<br>€ (000's) | HQ and<br>Interco<br>€ (000's) | Total<br>Group<br>€ (000's) |
|--|--|----------------------|--------------------|--|--------------------------------|-----------------------------|
| Revenue from contracts with customers              | 101'593                                | 106'589              | 105'691            | 313'873                                      | (5'462)                        | 308'411                     |
| Rental revenue                                     | -                                      | -                    | 3'500              | 3'500  | -                              | 3'500                       |
| <b>Total revenue</b>                               | <b>101'593</b>                         | <b>106'589</b>       | <b>109'191</b>     | <b>317'373</b>                               | <b>(5'462)</b>                 | <b>311'911</b>              |
| Revenue from On-the-Go channel                     | 36'881                                 | 56'912               | 18'979             | 112'772                                      | -                              | 112'772                     |
| Third party revenue from Workplace channel         | 50'136                                 | 40'592               | 47'544             | 138'272                                      | -                              | 138'272                     |
| Intersegment revenue from Workplace channel        | -                                      | 14                   | -                  | 14   | (14)                           | -                           |
| Third party revenue from Trading channel           | 14'540                                 | 9'048                | 33'779             | 57'367                                       | -                              | 57'367                      |
| Intersegment revenue from Trading channel          | 36                                     | 23                   | 5'389              | 5'448  | (5'448)                        | -                           |
| <b>Total revenue from contracts with customers</b> | <b>101'593</b>                         | <b>106'589</b>       | <b>105'691</b>     | <b>313'873</b>                               | <b>(5'462)</b>                 | <b>308'411</b>              |

Revenue by channel:

**On-the-Go (Public & semi-public)**

The On-the-Go channel includes public and semi-public points of sale.

Public points of sale are characterised by their public access, and the fact that the customer on these premises purchase the merchandise (goods such as foods and drinks) 'on the go', with travel being the main purpose of their presence at such premises.

Semi-public points of sales are in areas accessible to customers either visiting the premises or employed on the premises. The main purpose of visitors on the premises shall not be travel (such premises are captured within public) or work (such premises are captured within workplace), it can be leisure, education, health, access to public services, etc.

**Workplace (private)**

The Workplace points of sale are installed in workplace environments and therefore primarily accessible to the counterparty's employees.

**Trading**

The Trading channel captures sales of vending machines and ingredients, rental and technical services and the sales of products from the Group's own coffee roasting facility. Roaster products include roasted, blended, and packed coffee and related ingredients.

The above channel split articulates the main differences in counterparty and customer segmentation and the corresponding offering and contract types across the Group.



## 7. Vending fees and revenue net of vending fees

The Group enters into contracts with public and semi-public counterparties to install, operate, supply and maintain self-service retail machines on freely accessible public and semi-public locations. In return Selecta pays the counterparties a consideration which is presented as vending fees expense in the condensed consolidated interim statement of profit or loss.

From the perspective of the Company's management, the economic substance of these transactions is in such cases a revenue-sharing business model between Selecta and its counterparties. As such, for internal operating and management purposes the Group has started to use the measure of revenue net of vending fees in order to assess the performance of the segments and to draw management decisions accordingly, on a consistent basis across segments.

Revenue net of vending fees is not a defined performance measure in IFRS. Management presents the performance measure of revenue net of vending fees because it monitors this performance measure at a consolidated and segment level, and it believes that this measure is relevant to the understanding of the Group's financial performance. Due to this, vending fees are separately disclosed below the revenue line and excluded from the line other operating expenses.

## 8. Depreciation, amortisation and impairment expenses

|   | Notes | 3 months<br>ended<br>31 March<br>2023<br>€ (000's) | 3 months<br>ended<br>31 March<br>2022<br>€ (000's) |
|---|-------|--|--|
| Depreciation  | 10    | (32'143)   | (33'742)   |
| Amortisation customer relationship contracts and trademark      |       | (7'374)  | (13'723)   |
| Amortisation other intangibles                                  |       | (1'569)  | (1'631)  |
| <b>Total depreciation, amortisation and impairment expenses</b> |       | <b>(41'086)</b>                                    | <b>(49'096)</b>                                    |

## 9. Finance costs and finance income

|                                    | 3 months<br>ended<br>31 March<br>2023<br>€ (000's) | 3 months<br>ended<br>31 March<br>2022<br>€ (000's) |
|------------------------------------|--|--|
| Interest on other loans            | (24'343)   | (22'882)   |
| Lease interest expense             | (938)  | (1'524)  |
| Foreign exchange loss              | (9'793)  | -  |
| Other interest and finance expense | (896)  | (491)  |
| <b>Total finance costs</b>         | <b>(35'970)</b>                                    | <b>(24'897)</b>                                    |
| Foreign exchange gain              | -  | 3'904  |
| Other interest and finance income  | 37   | 304  |
| <b>Total finance income</b>        | <b>37</b>  | <b>4'208</b>                                       |

## 10. Property, plant and equipment

| <i>Cost</i>                                      | <i>Freehold land and buildings<br/>€ (000's)</i> | <i>Vending equipment<br/>€ (000's)</i> | <i>Vehicles<br/>€ (000's)</i> | <i>Other equipment<br/>€ (000's)</i> | <i>Total<br/>€ (000's)</i> |
|--|--|--|-------------------------------|--------------------------------------|----------------------------|
| <b>Balance at 1 January 2022</b>                 | <b>163'156</b>                                   | <b>801'755</b>                         | <b>78'042</b>                 | <b>83'705</b>                        | <b>1'126'658</b>           |
| Additions  | 10'058   | 70'411                                 | 5'101                         | 10'511                               | 96'081                     |
| Disposals  | (11'009)   | (65'727)                               | (9'817)                       | (1'569)                              | (88'122)                   |
| Lease modifications                              | 4'439  | -                                      | 320                           | -                                    | 4'759                      |
| Reclassifications*                               | -  | (13'613)                               | 1'136                         | 5'383                                | (7'094)                    |
| Effects of foreign currency exchange differences | 1'378  | 1'113                                  | (746)                         | (364)                                | 1'381                      |
| <b>Balance at 31 December 2022</b>               | <b>168'022</b>                                   | <b>793'939</b>                         | <b>74'036</b>                 | <b>97'666</b>                        | <b>1'133'663</b>           |
| Additions  | 888  | 13'344                                 | 1'295                         | 3'178                                | 18'705                     |
| Disposals  | (973)  | (39'093)                               | (5'570)                       | (1'382)                              | (47'018)                   |
| Lease modifications                              | 1'190  | -                                      | (73)                          | -                                    | 1'117                      |
| Reclassifications*                               | 22   | (5'109)                                | (30)                          | (88)                                 | (5'205)                    |
| Effects of foreign currency exchange differences | (1'007)  | (2'514)                                | (306)                         | (225)                                | (4'052)                    |
| <b>Balance at 31 March 2023</b>                  | <b>168'142</b>                                   | <b>760'567</b>                         | <b>69'352</b>                 | <b>99'149</b>                        | <b>1'097'210</b>           |
| <b>Accumulated depreciation and impairment</b>   |  |  |                               |                                      |                            |
| <b>Balance at 1 January 2022</b>                 | <b>(34'212)</b>                                  | <b>(547'720)</b>                       | <b>(32'109)</b>               | <b>(56'929)</b>                      | <b>(670'970)</b>           |
| Depreciation expense                             | (16'715)   | (89'591)                               | (16'944)                      | (11'185)                             | (134'435)                  |
| Disposals  | 6'457  | 60'970                                 | 7'637                         | 1'438                                | 76'502                     |
| Lease Modification                               | (1'256)  | -                                      | (189)                         | -                                    | (1'445)                    |
| Reclassifications*                               | -  | 12'456                                 | (1'136)                       | 524                                  | 11'844                     |
| Effects of foreign currency exchange differences | 125  | (886)                                  | 459                           | 349                                  | 47                         |
| <b>Balance at 31 December 2022</b>               | <b>(45'601)</b>                                  | <b>(564'771)</b>                       | <b>(42'282)</b>               | <b>(65'803)</b>                      | <b>(718'457)</b>           |
| Depreciation expense                             | (4'169)  | (21'505)                               | (3'731)                       | (2'738)                              | (32'143)                   |
| Disposals  | 935  | 37'844                                 | 4'470                         | 1'217                                | 44'466                     |
| Lease Modification                               | (251)  | -                                      | 54                            | -                                    | (197)                      |
| Reclassifications*                               | -  | 4'638                                  | 30                            | 54                                   | 4'722                      |
| Effects of foreign currency exchange differences | 211  | 1'724                                  | 171                           | 105                                  | 2'211                      |
| <b>Balance at 31 March 2023</b>                  | <b>(48'875)</b>                                  | <b>(542'070)</b>                       | <b>(41'288)</b>               | <b>(67'165)</b>                      | <b>(699'398)</b>           |
| <b>Net Book Value</b>                            |  |  |                               |                                      |                            |
| <b>At 31 December 2022</b>                       | <b>122'421</b>                                   | <b>229'168</b>                         | <b>31'754</b>                 | <b>31'863</b>                        | <b>415'206</b>             |
| <b>At 31 March 2023</b>                          | <b>119'267</b>                                   | <b>218'497</b>                         | <b>28'064</b>                 | <b>31'984</b>                        | <b>397'812</b>             |

\* Reclassifications mainly relate to transfers to inventory of used equipment to be sold

As of 31 March 2023, the above table included right-of-use assets in the amount € 166.5 million (31 December 2022: € 173.6 million). Commitments in respect of capital expenditure amounted to € 4.6 million as of 31 March 2023 (31 December 2022: € 4.5 million).

## 11. Leases

The leases of Selecta comprise, in particular, of freehold land and buildings, vehicles and vending equipment.

| Right-of-use assets<br>€ (000's)                 | Land and<br>Buildings | Vending<br>equipment | Vehicles      | Other<br>equip-<br>ment | Total          |
|--|-----------------------|----------------------|---------------|-------------------------|----------------|
| <b>Balance at 1 January 2022</b>                 | <b>120'769</b>        | <b>24'440</b>        | <b>43'688</b> | <b>1'475</b>            | <b>190'372</b> |
| Depreciation expense                             | (16'044)              | (7'022)              | (15'910)      | (751)                   | (39'727)       |
| Additions to right-of-use assets                 | 9'851                 | 12'216               | 4'331         | 157                     | 26'555         |
| Disposals of right-of-use assets                 | (4'196)               | (1'937)              | (2'277)       | (10)                    | (8'420)        |
| Lease modifications                              | 3'183                 | -                    | 131           | -                       | 3'314          |
| Effects of foreign currency exchange differences | 1'504                 | 300                  | (273)         | (1)                     | 1'530          |
| <b>Balance at 31 December 2022</b>               | <b>115'067</b>        | <b>27'997</b>        | <b>29'690</b> | <b>870</b>              | <b>173'624</b> |
| Depreciation expense                             | (4'010)               | (1'808)              | (3'540)       | (155)                   | (9'513)        |
| Additions to right-of-use assets                 | 885                   | 1'817                | 1'186         | 247                     | 4'135          |
| Disposals of right-of-use assets                 | (25)                  | (1'403)              | (157)         | (88)                    | (1'673)        |
| Lease modifications                              | 939                   | -                    | (19)          | -                       | 920            |
| Effects of foreign currency exchange differences | (796)                 | (79)                 | (112)         | (4)                     | (991)          |
| <b>Balance at 31 March 2023</b>                  | <b>112'060</b>        | <b>26'524</b>        | <b>27'048</b> | <b>870</b>              | <b>166'502</b> |

| Lease liabilities              | 31 March 2023<br>€ (000's) | 31 December 2022<br>€ (000's) |
|--------------------------------|----------------------------|-------------------------------|
| Current lease liabilities      | 35'690                     | 37'169                        |
| Non-current lease liabilities  | 128'743                    | 133'474                       |
| <b>Total lease liabilities</b> | <b>164'433</b>             | <b>170'643</b>                |

The Group has various lease contracts that have not yet commenced as of 31 March 2023. Future lease payments for these lease contracts are € 1.3 million.

## 12. Intangible assets

Intangible assets consist primarily of trademarks and customer contracts.

The trademarks Selecta and Pelican Rouge recognised by the Group have an indefinite useful life and are not amortised. These trademarks are allocated on a reasonable and consistent basis to the cash generating units that are tested for impairment annually. Trademarks which have definite useful life are amortised over 10 years.

Customer contracts recognised by the Group arise from customer contracts acquired as part of previous business combinations, including the Pelican Rouge acquisition, and are amortised over a period of 10-15 years.

## 13. Borrowings

|  | 31 March<br>2023 | 31 December<br>2022 |
|--|------------------|---------------------|
|  | € (000's)        | € (000's)           |
| Borrowings (incl. revolving credit facility) | 1'117'944        | 1'082'722           |
| <b>Total borrowings</b>                      | <b>1'117'944</b> | <b>1'082'722</b>    |

### 13.1. Borrowings

|              | 31 March 2023    |             |                  | 31 December 2022 |             |                  |
|--------------|------------------|-------------|------------------|------------------|-------------|------------------|
|              | € (000's)        | in %        | Interest<br>rate | € (000's)        | in %        | Interest<br>rate |
| EUR          | 1'090'837        | 97.6%       | 8.1%             | 1'056'086        | 97.5%       | 8.1%             |
| CHF          | 27'107           | 2.4%        | 8.6%             | 26'636           | 2.5%        | 8.5%             |
| <b>Total</b> | <b>1'117'944</b> | <b>100%</b> | <b>8.1%</b>      | <b>1'082'722</b> | <b>100%</b> | <b>8.1%</b>      |

The amounts shown above reflect the carrying amount and original currency of the borrowings. The nominal interest rate is disclosed.

### 13.2. Rate structure of borrowings

|                                    | 31 March<br>2023 | 31 December<br>2022 |
|------------------------------------|------------------|---------------------|
|                                    | € (000's)        | € (000's)           |
| Total borrowings at variable rates | 64'333           | 59'681              |
| Total borrowings at fixed rates    | 1'053'611        | 1'023'041           |
| <b>Total borrowings</b>            | <b>1'117'944</b> | <b>1'082'722</b>    |

The total includes the reduction of net capitalised transaction costs.

### 13.3. Details of borrowing facilities

In 2020, the Selecta Group undertook a capital restructuring where new First Lien and Second Lien Senior Secured Notes were issued by Selecta Group B.V., as well as Class A and Class B Preference Shares issued by Selecta Group FinCo S.A. As part of the scheme, the scheme creditors were entitled to receive an issuance of the First Lien and Second Lien Senior Secured Notes and Preference Shares in exchange for debt instruments previously issued by Selecta Group B.V.

Pursuant to the Restructuring Implementation Deed, if any scheme creditors did not come forward in connection with the scheme to claim their entitlement to the instruments, the instruments were instead issued to a trustee, Kroll Issuer Services Limited (formerly Lucid Issuer Services Limited), which held them on trust for the scheme creditors via a Holding Period Trust.

Under the terms of the Holding Period Trust Deed, any unclaimed instruments held by the Holding Period Trust following the expiration of an 18-month holding period were to be extinguished / redeemed, as agreed amongst the parties. The 18-month holding period expired in April 2022.

The unclaimed First Lien and Second Lien Senior Secured Notes held by Holding Period Trust at the expiry date amounted to:

- First Lien Senior Secured Notes: € 7'734'654; and
- Second Lien Senior Secured Notes: € 2'923'255.

The unclaimed interest payments paid by Selecta Group B.V. to the Holding Period Trust amounted € 0.431 million at the expiry date.

Following the expiration of the 18-month holding period the unclaimed instruments held by the Holding Period Trust have been extinguished / redeemed on 6 December 2022. The unclaimed instruments and interest receivable have been transferred from the Holding Period Trust via several companies to Selecta Group AG parent of Selecta Group B.V.

In December 2022, Selecta Group B.V. issued 100 shares (including share premium) to Selecta Group AG and Selecta Group AG settled the share subscription (including share premium) by way of set off with the Unclaimed Interest (cash) and the Unclaimed Senior Secured Notes.

### Interest Rate

- First Lien Notes: Until (but excluding) January 2<sup>nd</sup>, 2023: 3.500% per annum, payable in cash, plus in kind at a rate of 4.500% per annum by increasing the principal amount of the outstanding Notes or issuing additional Notes in a principal amount equal to such interest. From (and including) January 2<sup>nd</sup>, 2023: 8.000% per annum, payable in cash.
- Second Lien Notes: Until (but excluding) January 2<sup>nd</sup>, 2023: 10.000% per annum, payable in kind by increasing the principal amount of the outstanding Notes or issuing additional Notes in a principal amount equal to such interest. From (and including) January 2<sup>nd</sup>, 2023: at the Company's discretion, 9.250% per annum, payable in cash or 10.000% per annum payable in kind. Interest can be paid entirely in cash, entirely in kind or in a combination of both.

### Maturity

- First Lien Notes: April 1<sup>st</sup>, 2026.
- Second Lien Notes: July 1<sup>st</sup>, 2026.

|   | <i>Interest rate</i> | <i>31 March 2023</i> |
|---|----------------------|----------------------|
|   | %                    | € (000's)            |
| First Lien Notes (EUR)                            | 8.0                  | 739'517              |
| First Lien Notes (CHF)                            | 8.0                  | 19'529               |
| Second Lien Notes (EUR)                           | 10.0                 | 286'987              |
| Second Lien Notes (CHF)                           | 10.0                 | 7'578                |
| Senior revolving credit facility (Euribor + 3.5%) | 6.8                  | 64'333               |
| <b>Total borrowings at nominal values</b>         |                      | <b>1'117'944</b>     |

3M Euribor has raised in the market, which mainly influenced the higher interest rate of the Senior revolving credit facility vs 31 December 2022.

|   | <i>Interest rate</i> | <i>31 December 2022</i> |
|---|----------------------|-------------------------|
|   | %                    | € (000's)               |
| First Lien Notes (EUR)                            | 8.0                  | 723'156                 |
| First Lien Notes (CHF)                            | 8.0                  | 19'331                  |
| Second Lien Notes (EUR)                           | 10.0                 | 273'249                 |
| Second Lien Notes (CHF)                           | 10.0                 | 7'305                   |
| Senior revolving credit facility (Euribor + 3.5%) | 3.5                  | 59'681                  |
| <b>Total borrowings at nominal values</b>         |                      | <b>1'082'722</b>        |

## 14. Equity

### 14.1. Share capital, share premium

The Group's share capital consists of 343'724 fully paid ordinary shares with a nominal value of € 1 per share.

Fully paid ordinary shares carry one vote per share and a right to dividends.

In December 2022, Selecta Group B.V. issued 100 shares with a nominal value of € 1 per share to Selecta Group A.G. The share capital of the Group increased from 343,624 fully paid ordinary shares to 343,724 fully paid ordinary shares with a nominal value of € 1 per share.

The new shares were issued at an aggregate issue price of € 11'205'248.95. The amount above the nominal value of € 100, being € 11'205'148.95, increased the share premium of Selecta Group B.V. Part of the issue price, an amount of € 430'783.01, was paid in euro. The remaining part of the issue price, equal to an amount of € 10'774'465.94 was settled by means of a set-off against the Unclaimed Senior Secured Notes owed by Selecta Group B.V. to Selecta Group AG. Further details are described in note 13.3.

### 14.2. Other comprehensive loss

The other comprehensive loss accumulated in reserves; net of tax was as follows:

| <i>For the 3 months ended 31 March 2023</i>                     | <i>Currency<br/>translation<br/>reserve<br/>€ (000's)</i> | <i>Accumulated<br/>deficit<br/>€ (000's)</i> | <i>Total<br/>€ (000's)</i> |
|---|---|--|----------------------------|
| Foreign currency translation differences for foreign operations | 7'569   | -  | 7'569                      |
| <b>Total other comprehensive income, net of tax</b>             | <b>7'569</b>  | <b>-</b>                                     | <b>7'569</b>               |

  

| <i>For the 3 months ended 31 March 2022</i>                     | <i>Currency<br/>translation<br/>reserve<br/>€ (000's)</i> | <i>Accumulated<br/>deficit<br/>€ (000's)</i> | <i>Total<br/>€ (000's)</i> |
|---|---|--|----------------------------|
| Foreign currency translation differences for foreign operations | (3'787)   | -  | (3'787)                    |
| <b>Total other comprehensive loss, net of tax</b>               | <b>(3'787)</b>  | <b>-</b>                                     | <b>(3'787)</b>             |

Reserves arising from foreign currency translation adjustments comprise the differences from the translation of the financial statements of subsidiaries from their functional currency into Euro. Additionally, the foreign exchange differences on qualifying net investment loans are included in this reserve.

## 15. Financial instruments

### 15.1. Accounting classifications and fair values

The following table shows the carrying amounts and fair values of financial assets and financial liabilities, including their levels in the fair value hierarchy. It does not include fair value information for financial assets and financial liabilities not measured at fair value if the carrying amount is a reasonable approximation of fair value.

| 31 March 2023   | Carrying amount  |   |                           | Fair value                  |                           |
|---|--|---|---------------------------|-----------------------------|---------------------------|
|   | <i>Financial assets at amortised cost</i><br>€ (000's) | <i>Other financial liabilities</i><br>€ (000's) | <i>Total</i><br>€ (000's) | <i>Level 2</i><br>€ (000's) | <i>Total</i><br>€ (000's) |
| <b>Financial assets not measured at fair value</b>      |  |   |                           |                             |                           |
| Trade receivables                                       | 111'749  | -   | 111'749                   |                             |                           |
| Non-current financial assets                            | 12'680   | -   | 12'680                    |                             |                           |
| Cash and cash equivalents                               | 55'345   | -   | 55'345                    |                             |                           |
| Accrued income  | 39'588   | -   | 39'588                    |                             |                           |
|   | <b>219'362</b>   | <b>-</b>  | <b>219'362</b>            |                             |                           |
| <b>Financial liabilities not measured at fair value</b> |  |   |                           |                             |                           |
| Revolving credit facility                               | -  | (64'333)  | (64'333)                  | (64'333)                    | (64'333)                  |
| Bank and other credit facilities                        | -  | (13'217)  | (13'217)                  | (13'217)                    | (13'217)                  |
| Secured loan notes                                      | -  | (1'053'611)                                     | (1'053'611)               | (1'094'855)                 | (1'094'855)               |
| Lease liabilities                                       | -  | (164'433)                                       | (164'433)                 | (164'433)                   | (164'433)                 |
| Factoring and reverse factoring liabilities             | -  | (7'389)   | (7'389)                   | (7'389)                     | (7'389)                   |
| Accrued Expenses  | -  | (133'757)                                       | (133'757)                 | -                           | -                         |
| Trade payables  | -  | (179'299)                                       | (179'299)                 | -                           | -                         |
|   | <b>-</b>   | <b>(1'616'039)</b>                              | <b>(1'616'039)</b>        |                             |                           |



| 31 December 2022  | Carrying amount                                 |  |                    | Fair value           |                    |
|---|---|--|--------------------|----------------------|--------------------|
|   | Financial assets at amortised cost<br>€ (000's) | Other financial liabilities<br>€ (000's) | Total<br>€ (000's) | Level 2<br>€ (000's) | Total<br>€ (000's) |
| <b>Financial assets not measured at fair value</b>      |   |  |                    |                      |                    |
| Trade receivables                                       | 114'890   | -  | 114'890            |                      |                    |
| Non-current financial assets                            | 12'052  | -  | 12'052             |                      |                    |
| Cash and cash equivalents                               | 73'108  | -  | 73'108             |                      |                    |
| Accrued income  | 31'250  | -  | 31'250             |                      |                    |
|   | <b>231'300</b>                                  | <b>-</b>                                 | <b>231'300</b>     |                      |                    |
| <b>Financial liabilities not measured at fair value</b> |   |  |                    |                      |                    |
| Revolving credit facility                               | -   | (59'681)                                 | (59'681)           | (59'681)             | (59'681)           |
| Bank and other credit facilities                        | -   | (14'268)                                 | (14'268)           | (14'268)             | (14'268)           |
| Secured loan notes                                      | -   | (1'023'041)                              | (1'023'041)        | (1'153'047)          | (1'153'047)        |
| Lease liabilities                                       | -   | (170'643)                                | (170'643)          | (170'643)            | (170'643)          |
| Factoring and reverse factoring liabilities             | -   | (7'939)                                  | (7'939)            | (7'939)              | (7'939)            |
| Accrued Expenses  | -   | (126'637)                                | (126'637)          | -                    | -                  |
| Trade payables  | -   | (196'556)                                | (196'556)          | -                    | -                  |
|   | <b>-</b>  | <b>(1'598'765)</b>                       | <b>(1'598'765)</b> |                      |                    |

## 15.2. Valuation techniques

The following table shows the valuation techniques used in measuring Level 2 fair values:

### Financial instruments not measured at fair value

|  | Valuation technique   | Significant unobservable inputs |
|--|---|---------------------------------|
| Borrowings and other financial liabilities | Discounted cash flows: The fair value is estimated considering a net present value calculated using discount rates derived from quoted yields of securities with similar maturity and credit rating that are traded in active markets, adjusted by an illiquidity factor. | Not applicable                  |

## 16. Contingent liabilities

The Group, through a number of its subsidiaries, is involved in various legal proceedings or claims arising from its normal business. Provisions are made as appropriate where management assesses that it is probable that an outflow of economic benefits will arise. None of these proceedings results in a material contingent liability for the Group.

At 31 March 2023 the Group had commitments of € 46.0 million (31 December 2022: € 43.9 million) relating to purchase of inventory.

## 17. Events after the balance sheet date

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No events have occurred between 31 March 2023 and the date of authorisation of the issue of these condensed consolidated interim financial statements by the Board of Directors of the Company on 3 May 2023 that could have a material impact on the condensed consolidated interim financial statements.

## Approval of the condensed consolidated interim financial statements

The condensed consolidated interim financial statements for the 3 months ended 31 March 2023 have been authorised by the Board of Directors on 3 May 2023.

Amsterdam, 3 May 2023

Christian Schmitz  
*Director of the Selecta Group B.V.*

Nicole Charriere Roos  
*Director of the Selecta Group B.V.*

Ruud Gabriels  
*Director of the Selecta Group B.V.*

Robert Plooij  
*Director of the Selecta Group B.V.*