

26 August 2021

SELECTA GROUP B.V.

("Selecta" and together with its subsidiaries, the "Group")

H1 and Q2 2021 RESULTS

Selecta, Europe's leading route-based self-service retailer, announces its results for the six months ended 30 June 2021:

- **Adjusted EBITDA^{2,3} of €82.1 million, an increase of €55.1m compared to H1 2020, confirms strong improvement in profitability due to the positive impact of the rightsizing and cost initiatives, enabling the Group to preserve a strong liquidity position⁴ of €164.7 million.**
- **The Group's sales⁵ performance of €492.6 million, decreased by -3.4% compared to H1 2020, continued to be impacted by COVID-19 pandemic. A gradual pick-up in activity during the first half-year lead to Q2 2021 Group's sales increasing 35.5% compared to Q2 2020.**

H1 Performance Summary¹

Sales⁵ of €492.6 million, which is 67.9% of the Group's sales for H1 2019, decreased by -3.4% compared to H1 2020 due to the pandemic impact. Gradual month after month pick up of our business activity over the first half-year reaching 73.5% of 2019 intramonth sales in June.

Adjusted EBITDA^{2,3} of €82.1 million strongly ahead of last year and noteholder plan, due to strong substantial cost savings. Last Twelve Months Adjusted EBITDA^{2,3} increased to €140.3 million.

Reported EBITDA of €65.6 million and free cash flow of €4.3 million continue to be impacted, as expected, by the one-off costs related to the rightsizing.

Q2 Performance Summary¹

Sales⁵ of €258.0 million, an increase of 35.5% compared to the Group's sales for Q2 2020 and also higher than sales for Q1 2021.

Sales recovery to 2019 levels still impacted by the pandemic, with toughest conditions seen in France, Italy, Spain and the UK, whilst Germany, Switzerland and Austria are closer to 2019 levels. The Public channel is showing the strongest performance having almost recovered 2019 sales per machine per day ("SMD") levels driven by Petrol and Railway channels. SMD for the Service and Administration segment of the Private channel continued to be negatively impacted as this segment is more exposed to work from home policies, while the Group's Manufacturing and Logistics segments have improved. The Semi-public channel SMD was particularly impacted by maintained lockdowns in Education and Healthcare segments.

¹At actual exchange rates. There is no material difference from constant currency rates

²Adjusted 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)

³2021 numbers include the effects of IFRS 16, which was adopted from 1 Jan 2020

⁴Cash at Bank of €76.6 million plus €88.1 million available RCF

⁵Sales: Revenue after payment of vending fees

Adjusted EBITDA^{2,3} of €48.4 million, strongly ahead of last year and noteholder plan, driven by substantial cost savings. Margin of 18.7%, up +19.6 percentage points compared to last year.

Reported EBITDA³ of €39.0 million and free cash flow of €16.5 million continue to be impacted, as expected, by the one-off costs related to the rightsizing of the organization.

Liquidity headroom⁴ of €164.7 million, which reflects strong liquidity and daily cash discipline maintained over the quarter.

Joe Plumeri, Executive Chairman, said:

“We are making excellent progress in the execution our ONE Selecta transformation vision. The implementation of our go-to-market strategy and strong sales pipeline allows us to provide tailor-made solutions based on the individual need of our clients. This, coupled with ongoing investments in innovative technology solutions and training, allows us to deliver upon our purpose of creating millions of moments of joy and happiness for our clients and their consumers every day.”

Christian Schmitz, Group Chief Executive Officer, said:

“Selecta remains superbly positioned to meet the needs of the post COVID-19 world. A continuous dialogue with our clients helps us understand their needs as they plan to welcome employees back to the office. Selecta’s flexible, 24/7 offering is exactly what they are looking for under new, hybrid working conditions. This, together with the successful execution of our ‘ONE Selecta’ vision to transform and further grow our business, gives us confidence in achieving our strategic plan in 2021 and beyond.

- ENDS -

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⁵Sales: Revenue after payment of vending fees

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About Selecta Group

Headquartered in Switzerland since 1957, Selecta Group is Europe's leading route-based, self-service provider offering great quality coffee and innovative convenience food solutions in the workplace and public spaces. Every day we serve premium coffee and beverages, snacks and fresh meals to more than 10 million people in 16 countries across Europe through vending services and solutions companies in all business segments. With an annual turnover of €1.0 billion, we owe our success to our ca. 7,500 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 information, please visit www.selecta.com

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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.