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Q1 2023 RESULTS

NOTEHOLDER PRESENTATION

3 May 2023

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ONE SELECTA

JOY TO GO

HQ in **Switzerland**

Foodtech leader with a **GLOCAL model** across **16 countries** in Europe

Clear purpose of **making people feel great** and creating millions of **moments of joy** every day

365,000 machines generating **€1.4 billion** revenue

Sustainability is at our core

Focused on **organic & accretive growth**

Best-in-class client service through **6,500** passionate Selecta owner-associates & associates

Innovative concept leader & **technology** driven

Leading distributor

#1 or #2 in coffee and food in 10 markets

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SPEAKERS

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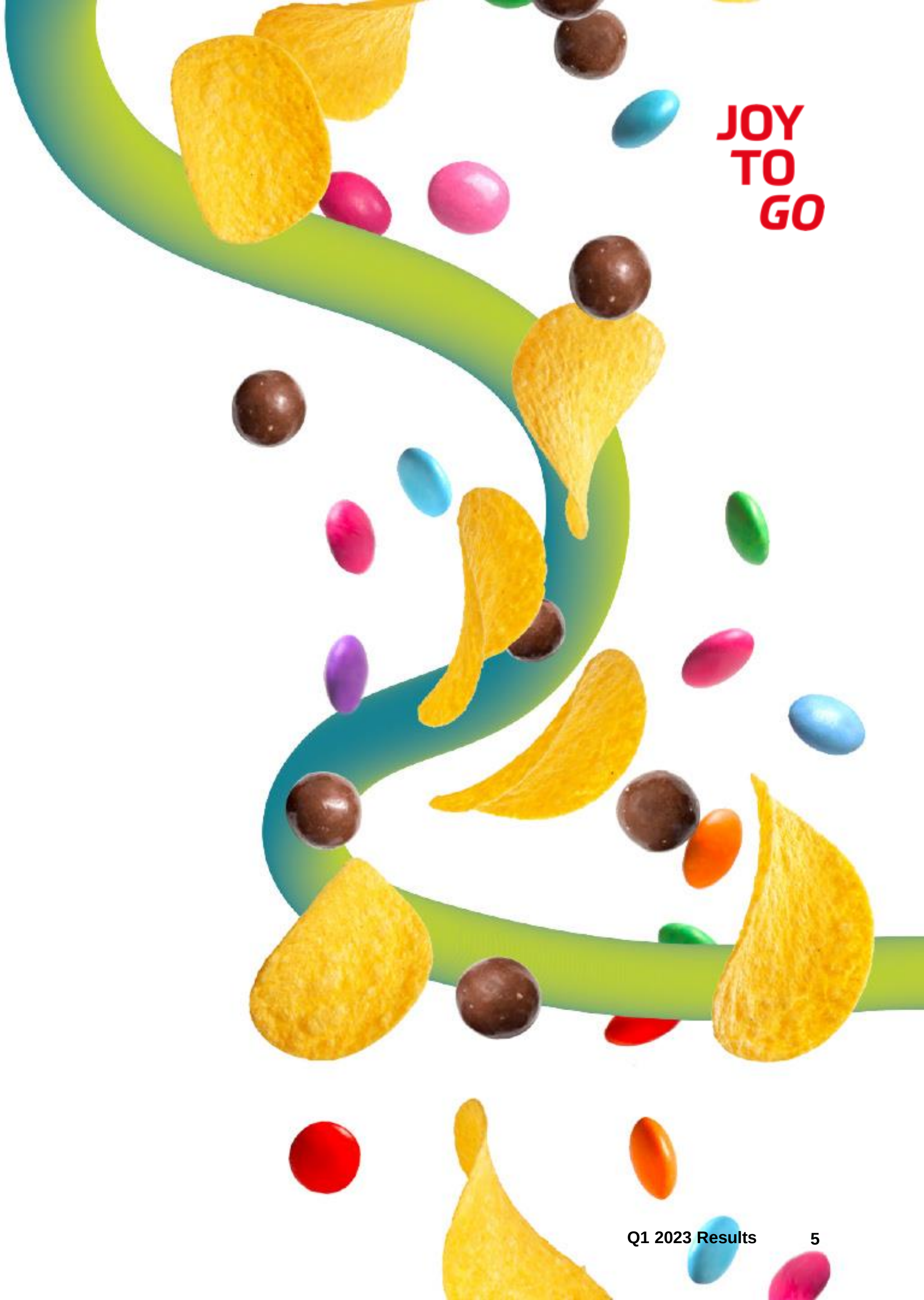
GO

CHRISTIAN SCHMITZ
Chief Executive Officer

NICOLE CHARRIÈRE
Chief Financial Officer

AGENDA

1. Financial Results
2. Conclusion



01

FINANCIAL RESULTS

Christian Schmitz, Chief Executive Officer
Nicole Charrière, Chief Financial Officer

2023 PRIORITIES

JOY TO GO

1 FOODTECH GROWTH

- Strong Group sales growth of +11.7%
- Foodies sales growth of +46.6%
- Group SMD of €12.5 reached new record high

2 MARGIN EXPANSION

- Price increase on track, Q1 landed c.6%, lead to Gross margin recovery of +2.0pp QoQ
- Cost discipline and structural productivity gains lead to Adj. EBITDA margin of 17.2%, up +0.5pp

3 EBITDA GROWTH

- Adjusted EBITDA of €53.1m, up +15.0%
- Reported EBITDA of €51.3m, up +22.4%
- Strong pricing initiatives and structural cost savings

4 CASH CONVERSION

- Cash generation projects in place leading to sustainable FCF
- Strong liquidity headroom of €133.4m

STRONG SALES AND PROFITABILITY GROWTH
Q1 2023 FINANCIAL SUMMARY[1]

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Net sales growth	Adjusted EBITDA[1]
+11.7%	**€53.1m**
Sales of €309.1m	+15.0% vs last year

Reported EBITDA	Adj. EBITDA[1] margin
€51.3m	**17.2%**
+22.4% vs last year	+0.5pp vs last year

Free cash flow (FCF)	Liquidity headroom[2]
€6.2m	**€133.4m**
11.7% conversion[3]	
+8.9pp vs last year	

- **Sales growth** sustained by our price increase execution and driven by private recovery and strong public performance
- **Gross margin** (59.1%) recovered +2.0pp vs prior quarter due to one-time impacts in Q4 and successful price increase pass through
- Cost discipline and structural productivity gains lead to **Adjusted EBITDA margin** growth (pre IFRS16 of 14.6% up +1.3pp)
- **Reported EBITDA** increasing as a result of higher Adj. EBITDA and transformation actions normalising
- **FCF conversion** improving nonetheless Q1´s seasonality
- Cash conversion action plan contributing to strong **liquidity headroom** after payment of notes interest in January

[1] Adjusted 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)
[2] Cash at Bank of €49.0m plus €84.4m available RCF
[3] FCF conversion calculation: FCF / Adjusted EBITDA

CONTINUED STRONG SMD GROWTH

Q1 2023 GROUP – SALES PER MACHINE PER DAY

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	Machines	Net Sales	SMD
Group	270k -14.0% vly	€247.0m +12.7% vly	€12.5 +30.5% vly
Private	197k -13.6% vly	€162.6m +14.7% vly	€12.9 +30.8% vly
Semi-Public	54k -19.6% vly	€42.5m +7.6% vly	€8.8 +33.8% vly
Public	20k +0.6% vly	€42.0m +10.6% vly	€23.7 +9.9% vly

- Removal of underperforming machines still ongoing as part of the SMD enhancement project, which contributed to Group´s again record high SMD of €12.5
- Private sales (+14.7%) strong performance driven activity recovery from pandemic both in Services & Admin and Manufacturing & Logistics, which contributed to new record high SMD of €12.9
- Semi-Public sales (+7.6%) performance mainly driven by Horeca, Healthcare and Education. Reached new record high SMD of €8.8
- Public sales (+10.6%) continues to trade positively with already a strong base

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Note: **SMD calculation** = Net Sales / Machines / Working Days. **Net Sales:** excludes trade, water, microwaves, fridges & OCS and also machines which are only rented or technical serviced. **Machines:** 4-month average of all serviced machines both owned and leased by Selecta. **Working Days:** Group average for Private & 7 working days for Public and Semi-Public.

GERMANY AND BENE GAINING MOMENTUM
Q1 2023 NET SALES BY COUNTRY VS LAST YEAR

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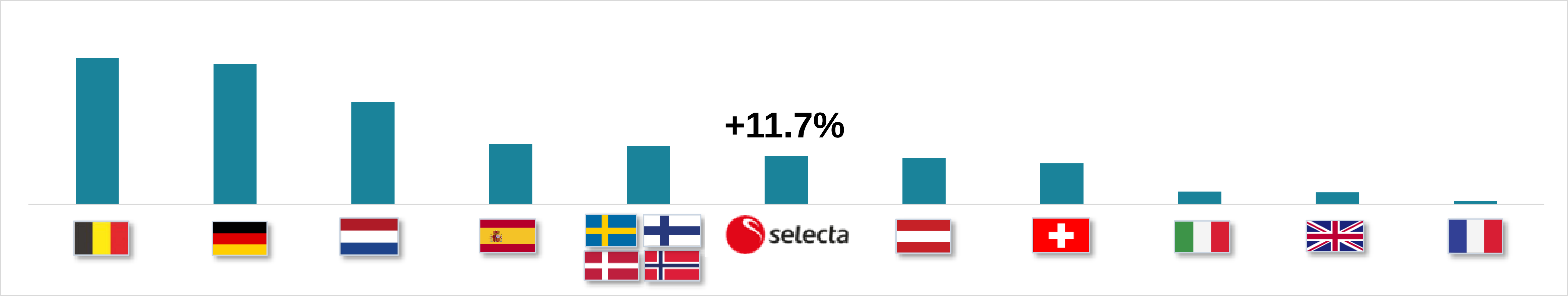

- Germany strong performance, growth supported by new gains and volume increases
- Strong SMD growth in Belgium
- Nordics performance mainly driven by activity recovery from pandemic, although FX headwind
- UK positive trading although FX headwind
- Net sales in Italy continue to be impacted footprint and service optimization
- France undergoing machine park reduction

selecta Note: all financial information is at actual exchange rates

STRONG PERFORMANCE IN CENTRAL AND NORTH REGIONS
Q1 2023 NET SALES AND ADJUSTED EBITDA BY REGION

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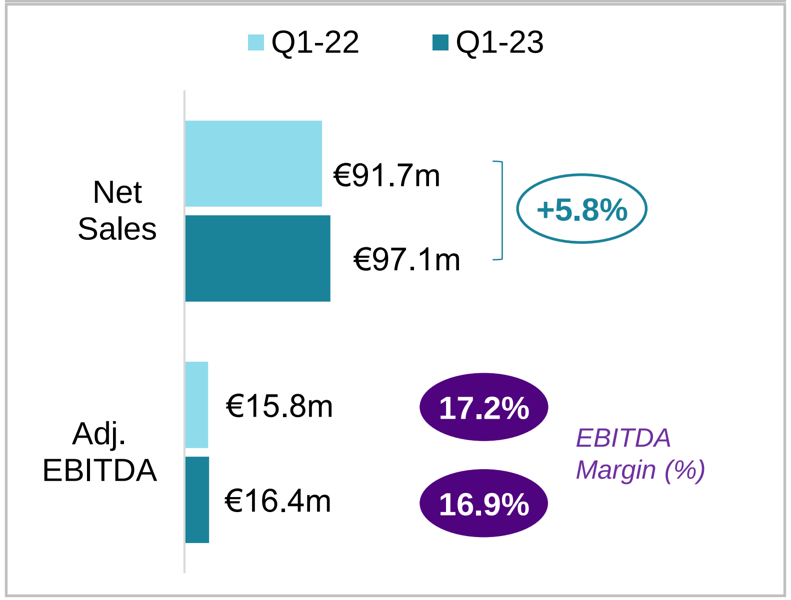
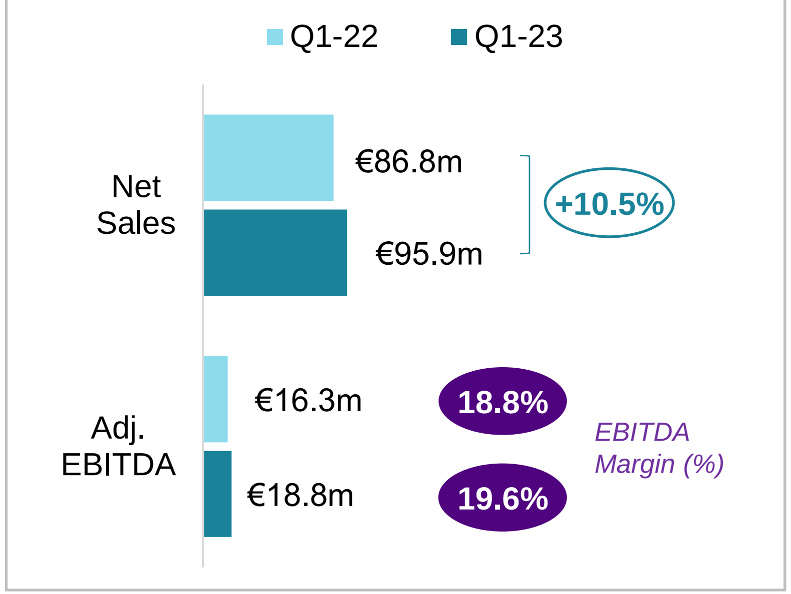
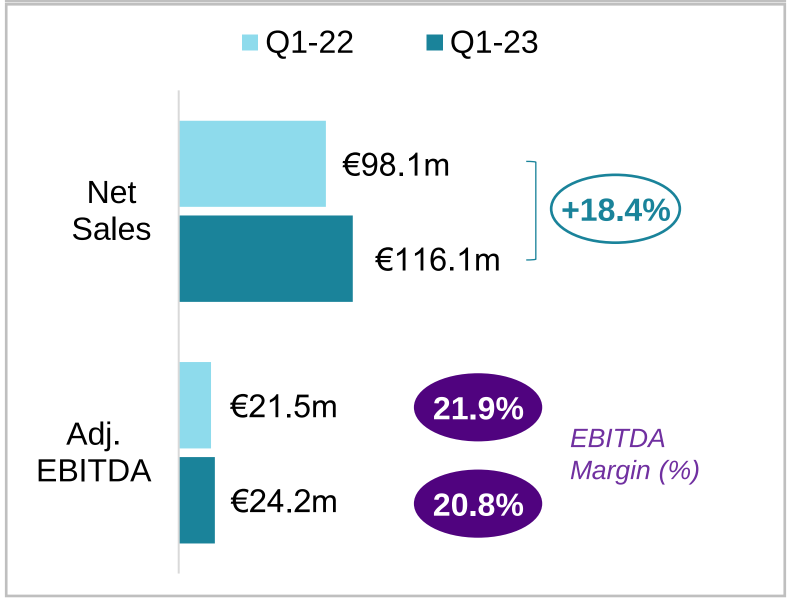
South, UK&I



Central



North



selecta Note: all financial information is at actual exchange rates. North region includes Roaster, none of the regions include headquarters.

GROSS MARGIN IMPROVEMENT LEAD TO PROTECT PROFITABILITY
Q1 2023 ADJUSTED EBITDA[1]

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€m		Q1-23	Q1-22	vly
Revenue		**349.1**	**311.9**	**+11.9%**
Vending fees		-40.1	-35.3	+13.4%
Net Sales		**309.1**	**276.6**	**+11.7%**
Gross Profit		**182.6**	**169.4**	**+7.8%**
	% of sales	*59.1%*	*61.2%*	*-2.2pp*
Personnel Expenses		**-92.0**	**-87.4**	**+5.3%**
	% of sales	*-29.8%*	*-31.6%*	*+1.8pp*
Other Overheads[1]		**-45.4**	**-45.1**	**+0.8%**
	% of sales	*-14.7%*	*-16.3%*	*+1.6pp*
Total Costs[1]		**-137.5**	**-132.5**	**+3.7%**
	% of sales	*-44.5%*	*-47.9%*	*+3.4pp*
Adjusted EBITDA excl. IFRS 16		**45.1**	**36.9**	**+22.2%**
	% of sales	*14.6%*	*13.3%*	*+1.3pp*
IFRS 16 impact		7.9	9.2	-14.1%
Adjusted EBITDA		**53.1**	**46.1**	**+15.0%**
	% of sales	*17.2%*	*16.7%*	*+0.5pp*
One-off adjustments (net)[2]		-1.7	-4.2	-59.2%
Reported EBITDA		**51.3**	**41.9**	**+22.4%**

Gross profit margin

- Recovered +2.0pp vs prior quarter due to one-time impacts in Q4 and successful price increase pass through, although still impacted by inflationary pressure and mix impact

Costs ratio

Total costs ratio improvement of 3.4pp vly:

- **Personnel expenses ratio improvement of 1.8pp** vly supported by productivity expansion. Minor furlough impact (€0.3m vs €3m last year)
- **Other Overheads costs ratio improvement of 1.6pp** vly driven by disciplined cost management and inflation mitigation initiatives

One-offs

- Negative impact of €4.5m one-off adjustments (gross)[2] related to transformation plan actions

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[1] Excludes IFRS 16
[2] One-off adjustments (net) is the result of one-off adjustments (gross) being net out with the consolidation scope adjustments which have been re charged to Selecta Group AG, therefore out scope of consolidation for IFRS reporting purposes

DISCIPLINE IN WORKING CAPITAL MANAGEMENT AND CAPEX
Q1 2023 WORKING CAPITAL AND CAPEX

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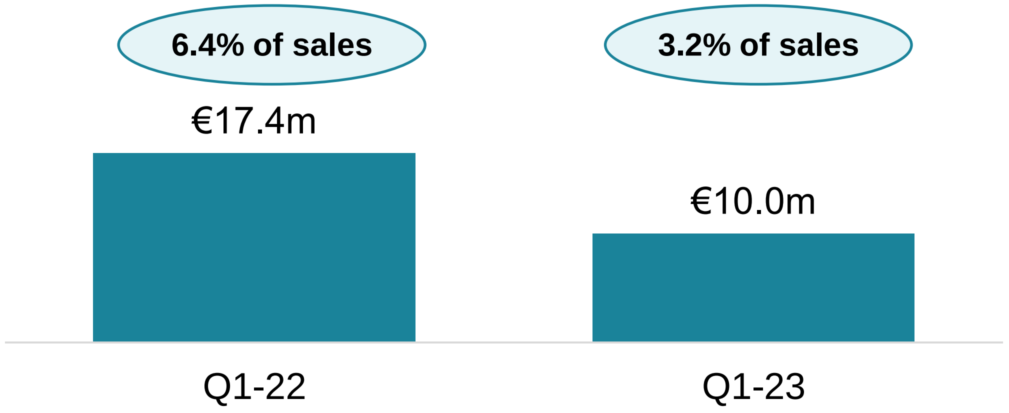
Working capital[1]

€m	Mar-23	Dec-22	Vs Dec-22 (%)
Trade receivables	111.7	114.9	-2.7%
Other receivables	110.1	100.1	+10.0%
Inventories	119.4	116.0	+2.9%
Trade payables	-179.3	-196.6	-8.8%
Other payables	-193.6	-191.4	+1.1%
Provisions and other employee benefit	-53.0	-58.5	-9.4%
Working Capital	-84.6	-115.5	-26.7%

- Evolution of working capital: receivables up mostly due to accrued income, overall driven by inflation and one-offs
- Cashed out one-offs in Q1-23 of €11.3m

Net cash capex[2]



- **Q1-23 cash capex of €10.0m, represented 3.2% of sales**
- Capex primarily driven by new business from existing or new clients
- Capex continues to be optimized through efficient use of refurbishment and client lease solutions
- **Client lease** solutions over Q1-23 sum up to c.€11.8m of capex deployed (i.e. no cash impact for Selecta)

[1]Working capital includes all short and long-term receivables and payables except for financing liabilities and deferred taxes
[2] Net cash capital expenditures is net cash used in investing activities as per reported in cash flow

STRONG LIQUIDITY MANTAINED AS WE CONTINUE TO DELEVERAGE

Q1 2023 LEVERAGE AND CASH LIQUIDITY EVOLUTION[1,2]

JOY TO GO

€m	Mar-23	Dec-22
Cash & cash equivalents	**55.3**	**73.1**
Revolving credit facility	64.3	59.7
Senior notes	1,053.6	1,023.0
Lease liabilities	24.4	25.4
Other finance debt	42.9	65.9
Gross senior debt	**1,185.2**	**1,174.1**
Net senior debt	**1,129.9**	**1,101.0**
Adjusted EBITDA[1] last twelve months	**190.3**	**182.1**
Leverage ratio	**5.9**	**6.0**

Reported EBITDA last twelve months	**141.1**	**130.4**
Leverage ratio	**8.0**	**8.4**

- **Group available liquidity of €133.4m** as per Mar-23 is defined as Cash at bank of €49.0m plus available Revolving Credit Facility (RCF) of €84.4m
    - **Cash at Bank of €49.0m** and cash in points of sale of €6.3m resulting in €55.3m cash and cash equivalents
    - **Available RCF of €84.4m** out of €150m total committed facility (€64.3m drawn RCF and €1.3m used for bank guarantees)
- First lien and second lien notes of €1,053.6m equivalent

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[1] Excludes IFRS 16
[2] Liquidity is defined as Cash at Bank plus available RCF

CASH CONVERSION ACTION PLAN CONTRIBUTING TO STRONG LIQUIDITY

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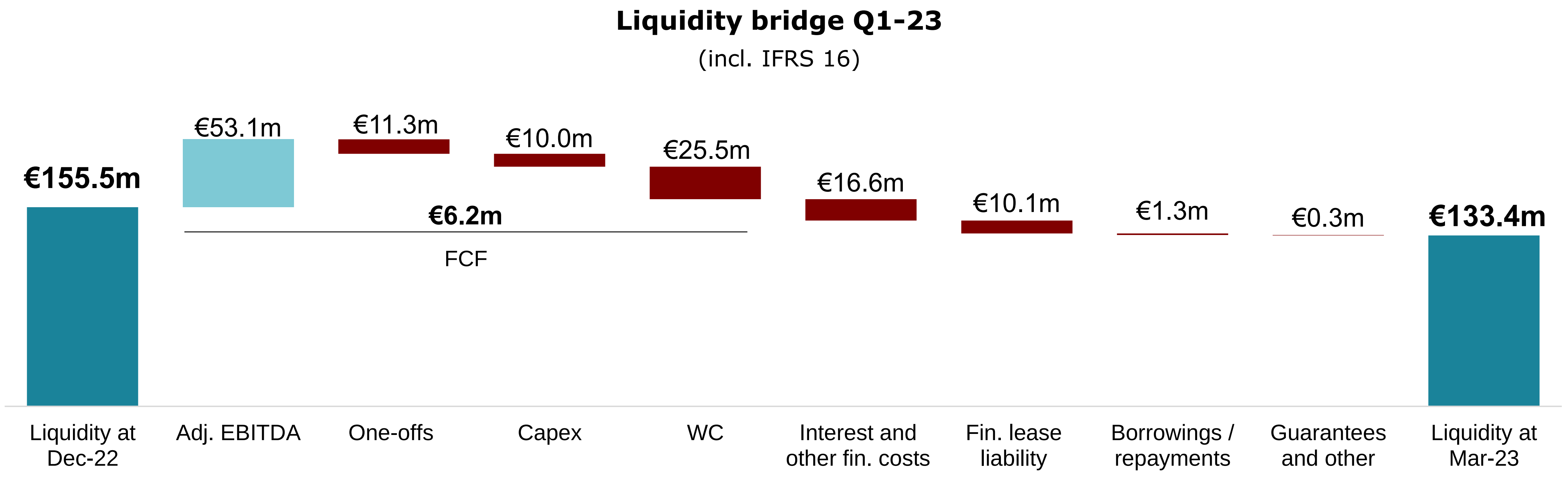
- **FCF generation of €6.2m** despite cashing €11.3m one-offs related to the rightsizing and nonetheless Q1´s seasonality
- Notes interest of €13.1m paid on January 2nd



Note: “Borrowings / Repayments” excludes RCF change

02

CONCLUSION

Christian Schmitz, Chief Executive Officer

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CONCLUSION

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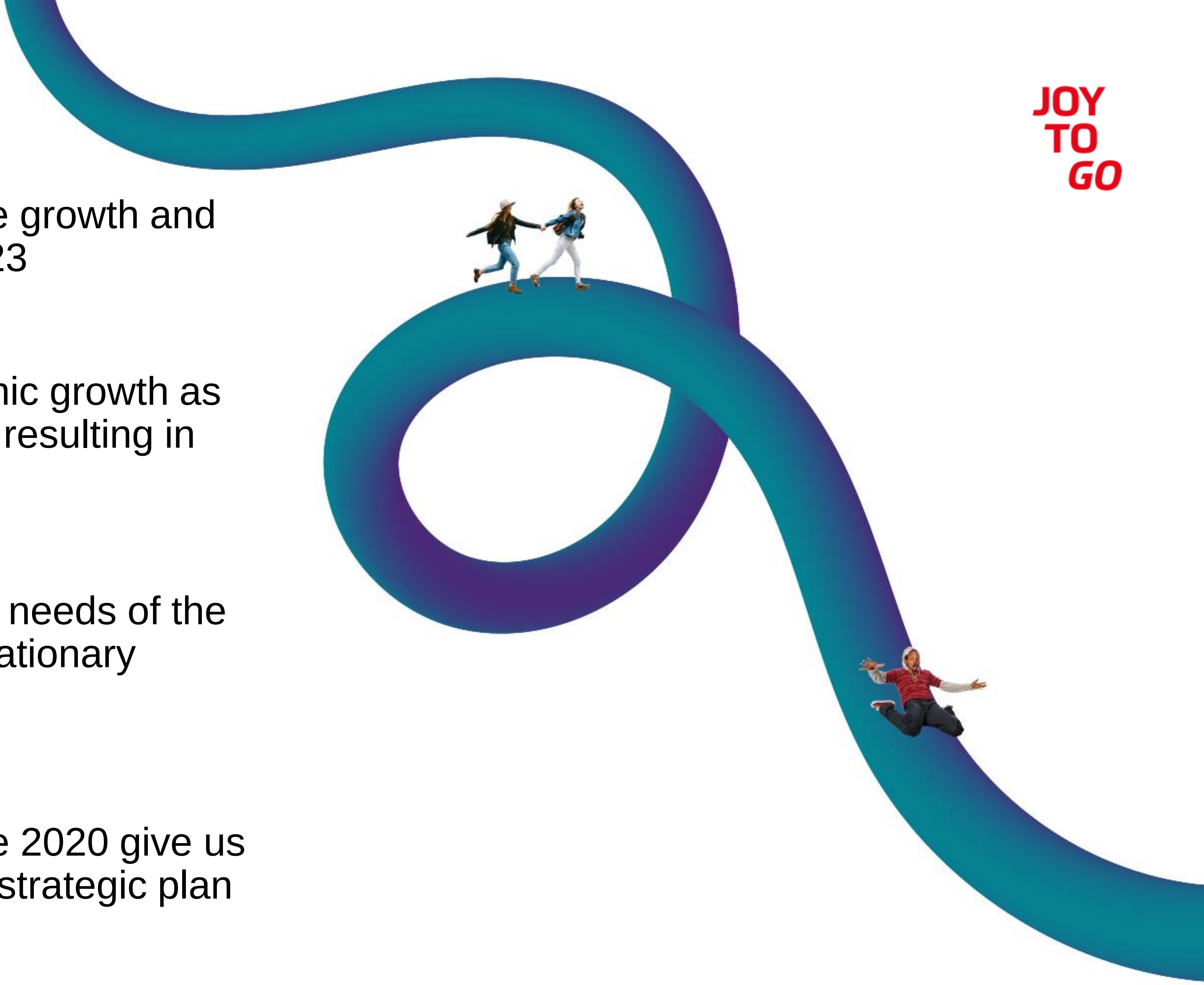
- We remain focused on profitable growth and free cash flow conversion in 2023
- Margin expansion through organic growth as well as price increase initiatives resulting in productivity gains
- We are prepared to address the needs of the new market landscape in an inflationary environment
- Our transformation actions since 2020 give us the confidence in achieving our strategic plan in 2023 and beyond



APPENDICES

Q1 2023 P&L SUMMARY AND CASH FLOW STATEMENT

Q1 P&L summary

€m	Q1-23	Q1-22	Var.
Revenue	**349.1**	**311.9**	**+11.9%**
Vending fees	-40.1	-35.3	+13.4%
Net Sales	**309.1**	**276.6**	**+11.7%**
Cost of good sold	-126.5	-107.2	+18.0%
Gross Profit	**182.6**	**169.4**	**+7.8%**
Adjusted employee costs	-92.0	-87.4	+5.3%
Adjusted other operating expenses[1]	-45.4	-45.1	+0.8%
Adjusted EBITDA excl. IFRS 16	**45.1**	**36.9**	**+22.2%**
IFRS 16	7.9	9.2	-14.1%
Adjusted EBITDA	**53.1**	**46.1**	**+15.0%**
One-off adjustments (net) [2]	-1.7	-4.2	+59.5%
Consolidation scope adjustments[2]	2.8	2.5	+12.0%
One-off adjustments (gross)[2]	-4.5	-6.7	-32.8%
Reported EBITDA	**51.3**	**41.9**	**+22.4%**
Depreciation	-32.1	-33.7	-4.7%
EBITA	**19.2**	**8.2**	**+134.0%**
Amortisation and impairments	-8.9	-15.4	+41.8%
EBIT	**10.3**	**-7.1**	**n.m.**
Gross profit % of net sales	59.1%	61.2%	-2.2pp
Adj. EBITDA % (incl. IFRS 16) of net sales	**17.2%**	**16.7%**	**+0.5pp**
Rep. EBITDA % of net sales	16.6%	15.2%	+1.4pp
EBIT % of net sales	3.3%	-2.6%	+5.9%

Q1 Cash flow statement

€m	Q1-23	Q1-22
Reported EBITDA	**51.3**	**41.9**
(Profit) / loss on disposals	-1.7	-1.2
Changes in working capital, provisions & others	-32.1	-22.9
Non-cash transactions	-1.3	0.8
Net cash used in operating activities	**16.2**	**18.7**
Purchases of tangible and intangible assets	-14.8	-19.7
Proceeds from sale of subsidiaries and other proceeds	4.8	2.3
Net cash used in investing activities	**-10.0**	**-17.4**
Free cash flow	**6.2**	**1.3**
Proceeds / repayments of loans and borrowings	3.5	18.4
Interest received and other proceeds paid	-16.6	-15.6
Capital element of finance lease liability	-10.1	-11.0
Net cash (used in) / generated from financing activities	**-23.2**	**-8.2**
Total net cash flow	**-17.1**	**-7.0**

[1] Excludes IFRS 16
[2] One-off adjustments (net) is the result of one-off adjustments (gross) being net out with the consolidation scope adjustments which have been re charged to Selecta Group AG, therefore out scope of consolidation for IFRS reporting purposes

ADDITIONAL DEBT DETAIL

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€m	Mar-23			Mar-22		
	Pre IFRS 16	IFRS 16	Post IFRS 16	Pre IFRS 16	IFRS 16	Post IFRS 16
Cash & cash equivalents	**55.3**	**-**	**55.3**	**52.9**	**-**	**52.9**
Revolving credit facility	64.3	-	64.3	60.9	-	60.9
Senior notes	1,053.6	-	1,053.6	1,002.8	-	1,002.8
Lease liabilities[1]	24.4	140.0	164.4	32.7	154.0	186.7
Other finance debt	42.9	-	42.9	41.3	6.0	47.3
Factoring facilities	7.4	-	7.4	7.9	-	7.9
Accrued interest	22.3	-	22.3	21.2	-	21.2
Other finance debt	13.2	-	13.2	12.3	6.0	18.2
Gross senior debt	**1,185.2**	**140.0**	**1,325.3**	**1,137.7**	**160.0**	**1,297.7**
Net senior debt	1,129.9	140.0	1,269.9	1,084.8	160.0	1,244.8
Adjusted EBITDA last twelve months	190.3	33.3	223.6	171.2	40.5	211.7
Leverage ratio	**5.9**	**-**	**5.7**	**6.3**	**-**	**5.9**

[1] Lease liabilities breakdown: Mar-23 €140.0m operating lease liabilities and €24.4m other lease liabilities; Mar-22 €154.0m operating lease liabilities; €32.7m other lease liabilities

Q1 2023 OTHER OVERHEADS COSTS[1]

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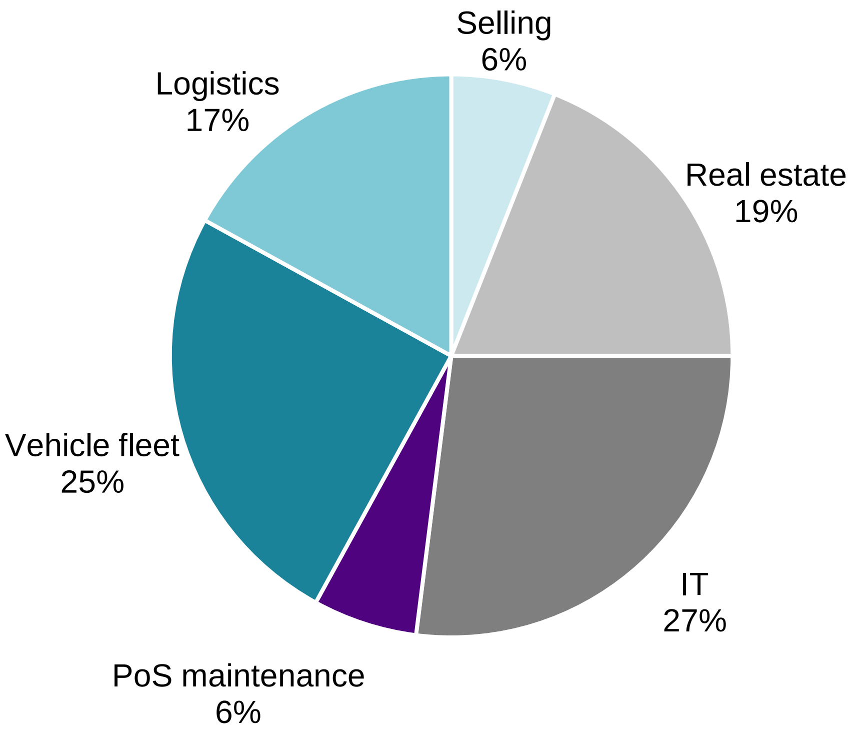
€m	Q1-23	Q1-22	vly
Other Overheads[1]	**-45.4**	**-45.1**	**+0.8%**
% sales	*-14.7%*	*-16.3%*	*+1.6pp*

Q1-23 Other Overheads costs ratio down -1.6pp with a strong increase sales growth +11.7%, shows continued flex in our cost base

- OOH reduction is driven by continued zero-based budgeting initiatives implemented throughout the year on all cost items whether fixed or variable such as Vehicle Fleet, Real Estate and IT
- Current cost structure showing roughly:
  50% variable – 50% fixed

Q1-23 Other overheads breakdown



[1] Excludes IFRS 16

Q1 2023 REVENUE AND REVENUE PER MACHINE PER DAY BY CHANNEL

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Q1 2023 Revenue and RMD by channel

Revenue			RMD		
€m	Q1-23	Q1-22	€	Q1-23	Q1-22
Private	162.6	141.8	Private	12.9	9.8
Semi-public	51.5	47.2	Semi-public	10.6	7.8
Public	73.0	65.6	Public	41.2	37.3
Group	**349.1**	**311.9**	**Group**	**14.1**	**10.8**

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Note: **RMD calculation** = Revenue / Machines / Working Days. **Net Sales:** excludes trade, water, microwaves, fridges & OCS and also machines which are only rented or technical serviced. **Machines:** 4-month average of all serviced machines both owned and leased by Selecta. **Working Days:** Group average for Private & 7 working days for Public and Semi-Public.

Q1 2023 ADJUSTED EBITDA BY REGION

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Q1 2023 Adjusted EBITDA by region

€m	Q1-23	Q1-22
South, UK and Ireland	16.4	15.8
Central	18.8	16.3
North	24.2	21.5
Corporate	-6.3	-7.5
Group	**53.1**	**46.1**

Q1 2023 FOREX TRANSLATION IMPACT

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Q1 2023 Net sales

VLY growth	**FX impact**
Denmark	-0.1pp
Norway	-13.3pp
Sweden	-8.1pp
Switzerland	+3.8pp
UK	-5.0pp
Group	**-1.1pp**

Q1 2023 Adjusted EBITDA

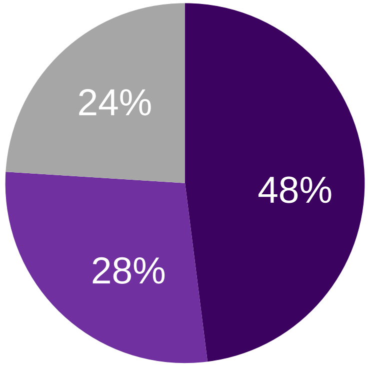
VLY growth	**FX impact**
Denmark	-0.0pp
Norway	-11.2pp
Sweden	-7.0pp
UK	+3.4pp
Switzerland	-4.5pp
Group	**-1.5pp**

OUR SOLUTIONS AND WHERE ARE THEY

Our solutions

- **Coffee & Water**: owned and partner premium coffee brands and water
- **Vending & Food:** diverse range of snacks, cold drinks and food
- **Trade:** sale of coffee and ingredients

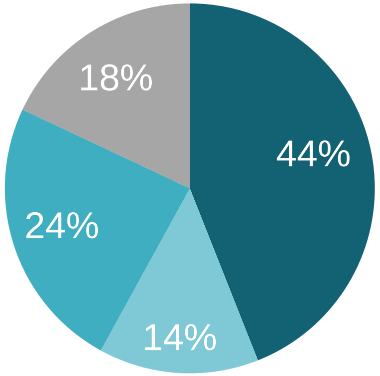
FY-22 revenue (%)



Our segments

- **Private**: serving employees of private businesses (Service, Admin & Other and Manufacturing & Logistics)
- **Semi-public:** serving semi-public sites (Education, Healthcare and HoReCa)
- **Public:** serving public locations (Railways, Energy and Airports)
- **Trade:** coffee and ingredient sales in private, public and semi-public segments

FY-22 revenue (%)



Our sectors

Private

1. Manufacturing & Logistics
2. Services, Administration and Others

Semi-Public

1. Education & Healthcare
2. Distribution, Retail, Entertainment & Others
3. HoReCa

Public

1. Energy
2. Railways
3. Airports

THE FOUNDATION OF OUR ESG AMBITION

JOY TO GO

1 RESPECTING THE ENVIRONMENT

As a sourcing and distribution company we aim to reduce CO_2 impact across our value chain, from farm to cup. In our operations this is being done through route optimization and shifting our fleet toward electric vehicles. We take steps to reduce CO_2 emissions in our supply chain, to learn and increase impact overtime and achieve Carbon Neutrality by 2050. We will radically reduce and recycle waste in our production.

2 HEALTHY & SUSTAINABLE PRODUCTS

We aim to bring sustainable products and integrate circularity in our client solutions, including sustainable packaging, waste collection and recycling and smart and sustainable vending machines. We also aim to expand the healthy food and beverage options we offer and drastically reduce food waste. We offer fully certified and sustainable coffee in mono-material packaging.

3 SUSTAINABLE SUPPLY CHAIN

We assess our suppliers against the Selecta Code of Conduct, based on the 10 Principles of the UN Global Compact. Through the Selecta Coffee Fund, we actively contribute to long-term improvements in quality of life for local farmers and the environment in the origins of Selecta coffee. We work on collaboration and transparency in our supply chain.

4 EMPLOYER OF CHOICE

We strive to make Selecta a great place to work for our Associates of all backgrounds by ensuring individuals are supported through necessary training to do their jobs safely and develop professionally

OUR ESG TARGETS

JOY TO GO

1 RESPECTING THE ENVIRONMENT

CO_2 emissions reduction >5% p.a. targeting net zero by 2030 for scope 1&2, & by 2040 for scope 3

2 HEALTHY & SUSTAINABLE PRODUCTS

100% own coffee will have recyclable packaging by 2025, 50% of all products by 2030

60% of Fresh Food and 30% of snack market products with Nutriscore A/B by 2025

3 SUSTAINABLE SUPPLY CHAIN

100% of CO_2 in coffee supply chain compensated or reduced by 2025

Supporting 2.5k farmers by 2025 through our Selecta Coffee Fund

4 EMPLOYER OF CHOICE

40% women of all Selecta & 40% of first-level leadership roles by end of 2024

selecta

AT SELECTA, WE ARE PASSIONATE ABOUT BRINGING MILLIONS OF MOMENTS OF JOY TO OUR CLIENTS
AND THEIR CONSUMERS, WHEREVER THEY ARE, WHENEVER THEY NEED IT