

SELECTA GROUP B.V.

Double-digit sales growth and EBITDA growth in Q2 2022, demonstrating the resilience of our business

CHAM, SWITZERLAND, 3 August 2022: Selecta Group, a Swiss-based Foodtech leader with a world-class distribution network in Europe, announces its results¹ for the second quarter of 2022:

- **Group sales² of €298.3 million, continued strong double-digit growth of 15.6% versus last year driven by the recovery in mobility and office presence.**
- **Broad-base growth achieved across all geographies and business segments and record sales per machine per day at €10.8, increased by 33.3% versus last year.**
- **Cost management and structural productivity gains lead to strong Adjusted EBITDA³ of €52.1 million, increased by 7.8% versus last year and Adjusted EBITDA³ margin of 17.5%.**
- **Strong liquidity⁴ of €138.1 million, due to daily cash discipline and improvement actions. We remain focused on free cash flow conversion, working capital and capex optimization.**

Executive Chairman, Joe Plumeri, commented:

"Selecta's focus on execution has delivered strong financial results and growth in Q2, despite an economic environment which turned increasingly difficult across Europe. We continue to focus on our One Selecta strategy to deliver our Foodtech solutions with world-class technology-enabled service to our clients."

Christian Schmitz, Selecta Group CEO, added:

"Our business growth and client wins demonstrate the strength of our foodtech solutions in the marketplace. This speaks to our ability to understand our client's needs and find tailored solutions that address those needs – bringing value to our clients and millions of moments of joy to our consumers."

Selecta achieved great progress in the execution of its key priorities in first half of the year. These include growth in Selecta's foodtech solutions such as micromarkets, smartfridges and digital vending, improvement in delivering service excellence through technology, and the execution of Selecta's ESG strategy. Selecta is also focused on productivity expansion, margin protection and cash conversion.

Selecta's Foodies (fresh food micromarkets and smart fridge solutions) grew by 45% year to date, leading to 930 points of sale. This includes international wins in new segments such as entertainment with Parques Reunidos, a successful theme park operator with a global presence managing all types of parks (theme parks, aquariums, zoos, water parks). Selecta will now provide in several European locations a wide range of foodtech solutions including digital vending, micromarkets and coffee machines, to create millions of moments of joy for park visitors and employees.

Further expansion of telemetry across our machine park over the quarter further improves our service and drives an improvement in productivity. Through dynamic planning and pre-kitting Selecta has access to real time sales data that enables optimization of routes, advance preparation of ingredients for the client visits, and greater efficiency in our warehouse and at the client site.

Selecta is also proud of our progress on ESG initiatives in Q2. We have publicly announced our new ESG targets, including our commitment to deliver Net Zero CO₂ (Scope 1 and 2) by 2030. We have defined detailed plans in each market to deliver our Net Zero commitment and to reduce our CO₂ emissions 55% between 2019 (our baseline year) and 2025.

¹At actual exchange rates

²Sales: Revenue after payment of vending fees

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

⁴Cash at Bank of €61.0 million plus €77.1 million available RCF

Selecta Group contacts	
Investor Relations	Media
Philippe Gautier, Chief Financial Officer Angela Cinelli, Investor Relations investor.info@selecta.com	Sarina Künzli, Group Communications sarina.kuenzli@selecta.com

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 €1.2 billion, we owe our success to our ca. 7,000 highly skilled, dedicated, and passionate Selecta employees who are committed to creating millions of moments of joy for our clients and their consumers every day. Sustainability is an integral part of the way we do business, focused on the key areas in which we can make a positive difference. For more information, please visit www.selecta.com.

Cautionary Statement

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

Forward-Looking Statements

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