Q2 & H1 2024 RESULTS

NOTEHOLDER PRESENTATION

7 August 2024

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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

320,000 machines generating **€1.4 billion** revenue

Sustainability is at our core

Focused on **organic & accretive growth**

Best-in-class client service through **6,000** 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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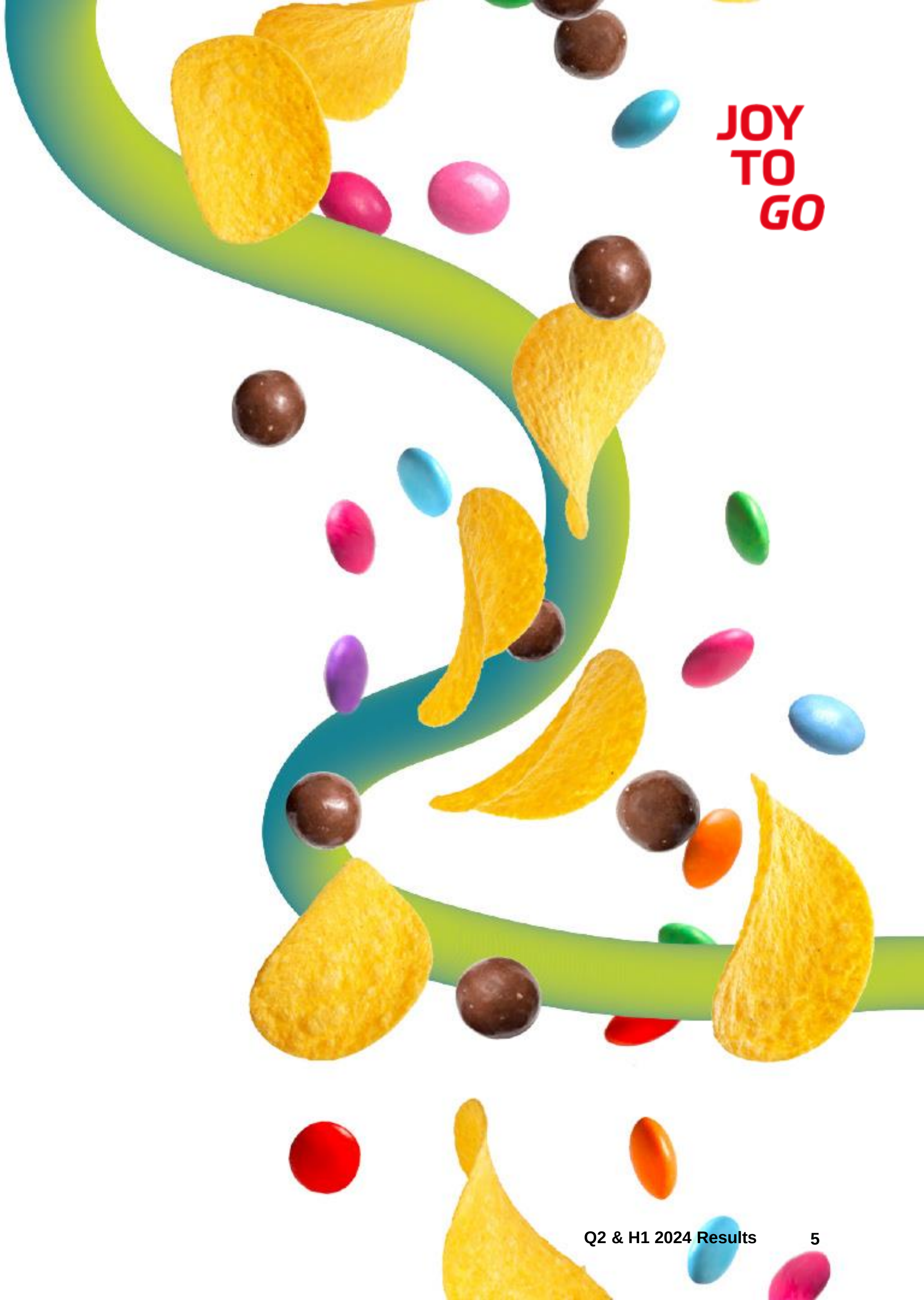
SPEAKERS

CHRISTIAN SCHMITZ
Chief Executive Officer

NICOLE CHARRIÈRE
Chief Financial Officer

AGENDA

1. Business Update
2. Financial results
3. Conclusion



01

BUSINESS UPDATE

Christian Schmitz, Chief Executive Officer

H1 UPDATE

JOY TO GO

1 FOODTECH GROWTH

- Group sales down -4.2% vly, -1.1% vly excluding strategic intentional churn
- New record high Group SMD of €13.5, up +3.2% vly, driven in part by a new record high in Private SMD
- Continued strong Foodtech growth

2 MARGIN EXPANSION

- Gross margin of 60.4%, up +1.2pp vly
- Adj. EBITDA margin of 19.5% and Rep. EBITDA margin of 17.4%, up +0.6pp and +0.1pp respectively

3 EBITDA GROWTH

- Adjusted EBITDA of €115.0m, down -1.0%
- Reported EBITDA of €102.9m, down -3.8%

4 CASH CONVERSION

- FCF of €29.4m representing 25.6% cash conversion[1]; cash conversion would be higher at c.40% excluding rightsizing cash outs
- Liquidity headroom of €108.9m

[1] Adjusted FCF conversion calculation: Adjusted FCF (excluding cashed out one-offs) / Adjusted EBITDA

KEY FACTORS AFFECTING AND MEASURES TO IMPROVE NET SALES

JOY TO GO

Factors

Strategic intentional churn (SIC)

- Continued focus on profitable contracts, intentional exits from low or negative profitability businesses
- Underlying retention has remained strong

Like-for-like (LFL) volume

LFL volumes are dragging the performance of the topline due to:

Country performance-specific drivers, with certain countries impacted more than others:

- Coffee value proposition, especially in Switzerland
- "Paper cup ban" in the Netherlands reducing coffee consumption and cup sales
- Deficiencies of the service function in Italy which have been fixed

Client and consumer activity:

- High inflation leading to weaker consumer spending mixed with price elasticity
- Increasing consumer expectations on coffee experience

Measures

Growth in Foodtech

- Excellent demand for new Foodtech solutions
- Growing as a proportion of Selecta's revenue
- Strong LFL trends observed on installed base

Assortment program

- In-depth review of product assortment
- Location specific planograms
- New approach to "top item" selection

Leadership changes

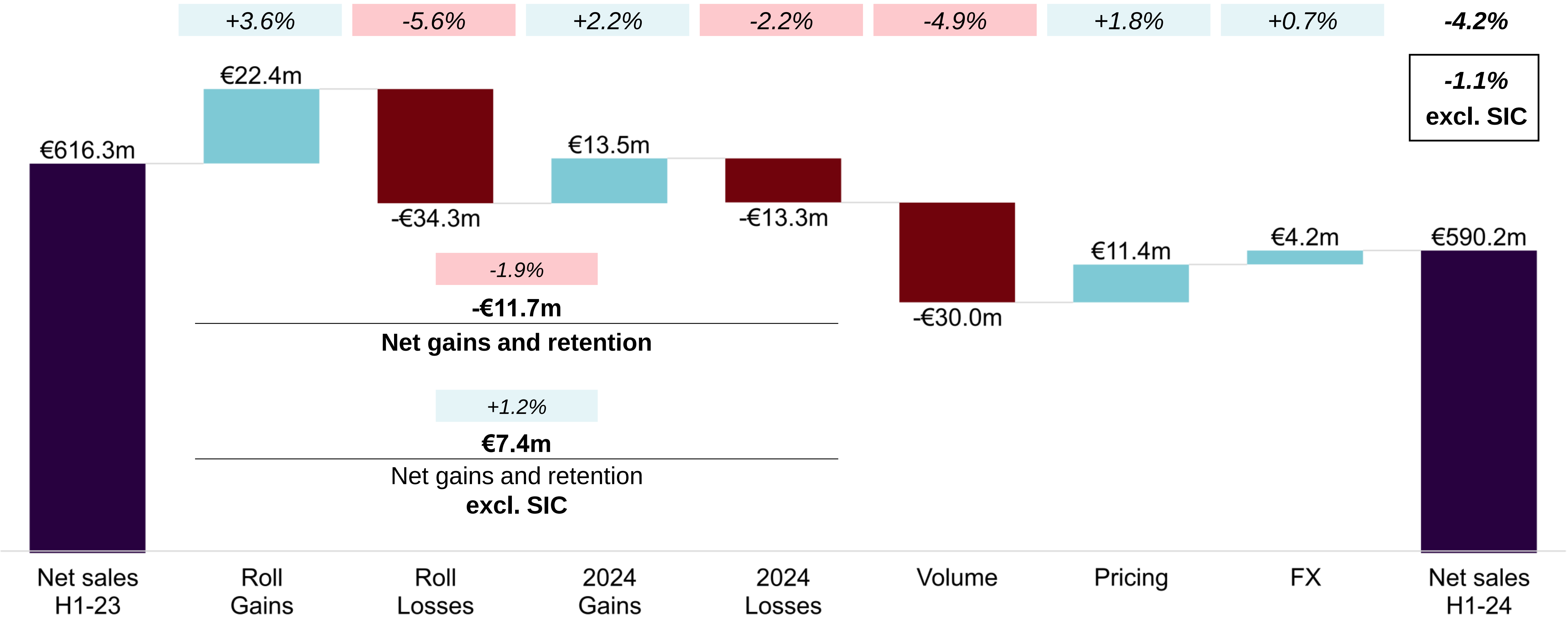
- Group executive team directly operating key underperforming countries (Switzerland, Italy, Netherlands)

Cost reduction

- Additional measures to support EBITDA and hedge against economic environment

POSITIVE DEVELOPMENT OF THE UNDERLYING BUSINESS

JOY TO GO



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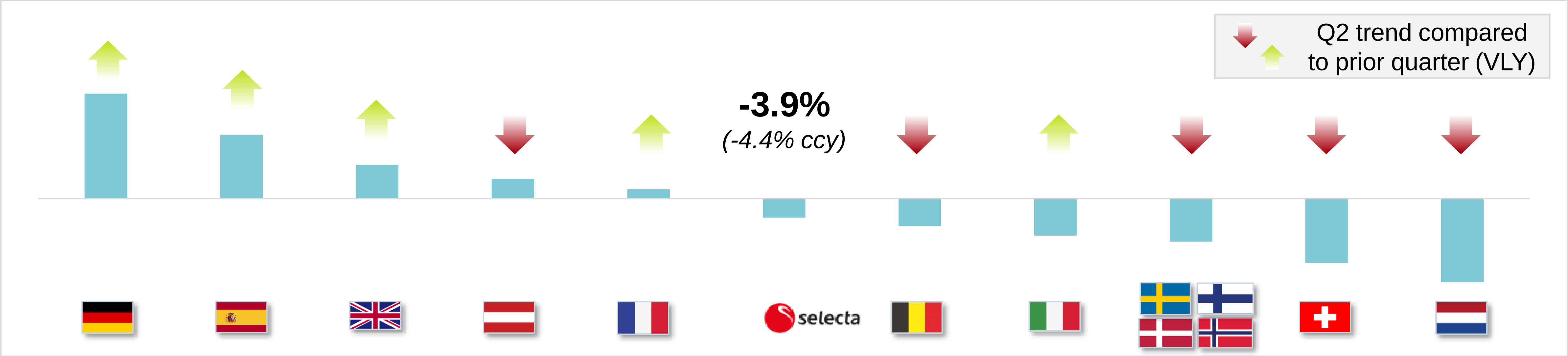
Note: Strategic intentional churn (SIC) is defined as terminated contracts that do not meet financial thresholds and client site closures
Methodology used:
SIC roll losses: estimated using the proportion of H1 losses reported in P&L applied on annualized SIC roll losses corresponding to 2024 (which were reported at end of 2023)
SIC 2024 losses: as reported in the year

LFL VOLUMES DROP IS NOT SPREAD OUT EQUALLY
Q2 2024 NET SALES BY COUNTRY VS LAST YEAR



- Strong performance in Germany driven by net growth despite macro headwinds
- Successful footprint expansion in Spain driving growth
- UK´s performance mainly driven by Trade
- Performance in Italy showing positive trend whilst continuing to be impacted by transformation actions and LFL volumes
- Sweden impacted by SIC
- Performance in Switzerland impacted by LFL volumes and weather
- Netherlands performance impacted by LFL volumes due to the “Paper cup ban” reducing coffee consumption and cup sales

Note: all financial information is at actual exchange rates

GROWING FOODTECH - FOODIES

JOY TO GO

Ziekenhuis Geel

- Hospital in Belgium with 300 beds and c.150k visits per year
- Turnaround of traditional cafeteria into unmanned dining concept
- Selecta solutions: Foodies & Starbucks

ibis budget

- Hotel close to Manchester airport with 230 rooms which had no offering for guests or staff
- Selecta solutions: Smartfridges and Lavazza corner

PLANZER

- Leading logistics Swiss company headquarters
- Dining corner upgrade towards fresh food offering for its employees
- Selecta solutions: Foodies, Smartfridges and Lavazza corner

Foodies From selecta

+44%	2,054
Total new units vly	Total points of sale

GROWING FOODTECH – INTELLIGENT VENDING

JOY TO GO

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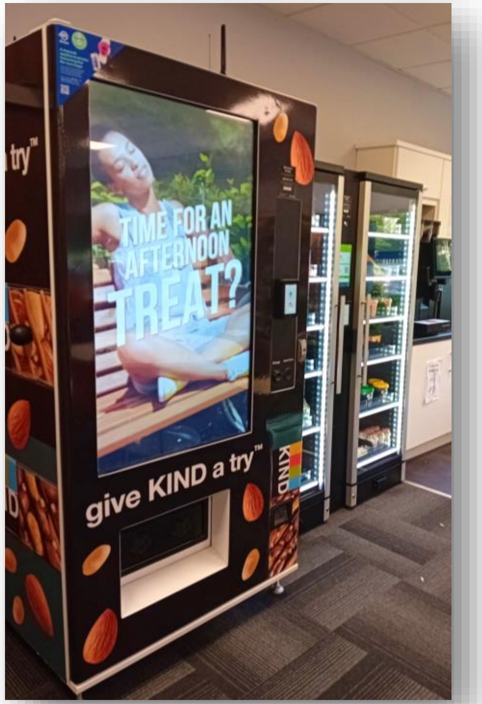
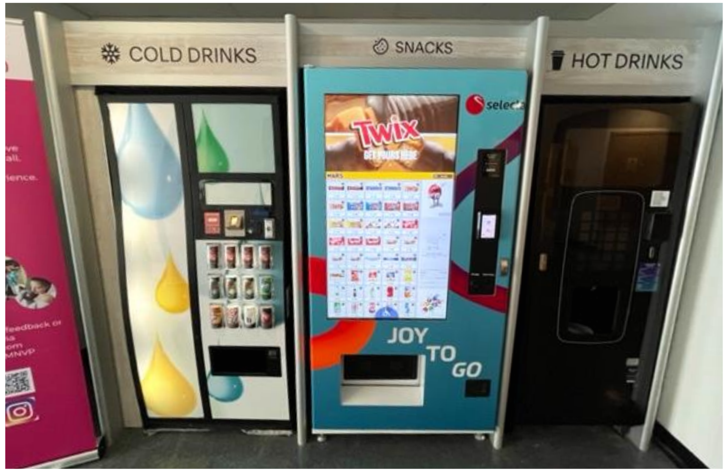
- A leading network service provider in Europe
- Installed in their Ireland office a great combo: our Intelligent Vending solution alongside fresh food offering



NHS

- Supplier to NHS across UK, now serving Lister Hospital
- Taking over the vending offering from competitors and upgrading some to offer our Intelligent Vending solution



Università di Genova

- One of the largest public universities in Italy, with strong focus on research and c.40k students
- As part of our vending offering, we have installed our Intelligent solution across campuses, so far uplifting sales and JOY!

Intelligent vending

+28%	1,086
Total new units vly	Total points of sale

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02

FINANCIAL RESULTS

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

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STABLE EBITDA MARGIN IN A CHALLENGING ENVIRONMENT
H1 2024 FINANCIAL SUMMARY

JOY TO GO

Net sales	Gross margin
-4.2%	**60.4%**
Sales of €590.2m	+1.2pp vs last year

Adjusted EBITDA[1]	Adj. EBITDA[1] margin
€115.0m	**19.5%**
-1.0% vs last year	+0.6pp vs last year

Reported EBITDA	Rep. EBITDA margin
€102.9m	**17.4%**
-3.8% vs last year	+0.1pp vs last year

Free cash flow	Liquidity headroom[2]
€29.4m	**€108.9m**
25.6% conversion[3] (-10.2pp vly)	

- **Sales** down -4.2% vly impacted by SIC and LFL volumes, -1.1% vly excluding SIC
- **Gross margin** (60.4%) up +1.2pp vly driven by price increases and procurement efficiencies
- Our growing and resilient margins reflect the successful implementation of our pricing initiatives and operational excellence, leading to **Adjusted EBITDA margin** of 19.5%, up +0.6pp vly
- **Reported EBITDA margin** of 17.4%, flat vly, as we continue to transform the business some actions still had to be taken
- Sufficient **liquidity headroom** of €108.9m

[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 ongoing business)
[2] Cash at Bank of €36.3m plus €72.6m available RCF
[3] FCF conversion calculation: FCF / Adjusted EBITDA

LFL VOLUMES DOWN WHILE UNDERLYING NET GROWTH IMPROVING

Q2 2024 FINANCIAL SUMMARY

JOY TO GO

Net sales	Sales / Machine / Day
-3.9% Sales of €295.1m	**€13.5** +3.2% vs last year
Adjusted EBITDA[1]	**Adj. EBITDA[1] margin**
€60.1m -4.8% vs last year	**20.4%** -0.2pp vs last year
Reported EBITDA	**Rep. EBITDA margin**
€51.4m -7.5% vs last year	**17.4%** -0.7pp vs last year
Free cash flow	**Liquidity headroom[2]**
€21.9m 36.4% conversion[3] (-19.5pp vly)	**€108.9m**

- **Sales** down -3.9% vly impacted by SIC and LFL volumes down mainly in Switzerland, Netherlands and Italy
- Continued growth in **sales per machine per day,** up +3.2% to €13.5 in the quarter with new record high in Private SMD
- **Adjusted EBITDA margin** of 20.4%, down -0.2pp vly impacted by lower scale in topline
- **Reported EBITDA margin** of 17.4%, down -0.7pp vly, due to higher one-offs vly which relate to the investment needed to continue to support the turnaround of some of our countries
- **Free cash flow conversion** of 36.4% down -19.5pp vly due to greater capex invested, temporary increased inventory and client cash pledged guarantee

[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 ongoing business)
[2] Cash at Bank of €36.3m plus €72.6m available RCF
[3] FCF conversion calculation: FCF / Adjusted EBITDA

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RECORD HIGH SMD GROWTH CONTINUES
Q2 2024 GROUP – SALES PER MACHINE PER DAY

JOY TO GO

	Machines	Net Sales	SMD
Group	236k -9.5% vly	€231.5m -5.0% vly	€13.5 +3.2% vly
Private	169k -11.6% vly	€143.4m -7.2% vly	€13.8 +2.8% vly
Semi-Public	48k -3.7% vly	€39.9m -3.2% vly	€9.1 +0.5% vly
Public	19k -3.6% vly	€48.2m +0.8% vly	€28.3 +4.6% vly

Group´s SMD of €13.5 (+3.2% vly), performance impacted by softness in LFL volumes and continued removal of underperforming machines as part of our efforts to grow SMD. On sales development overall, strongest performance was in Healthcare.

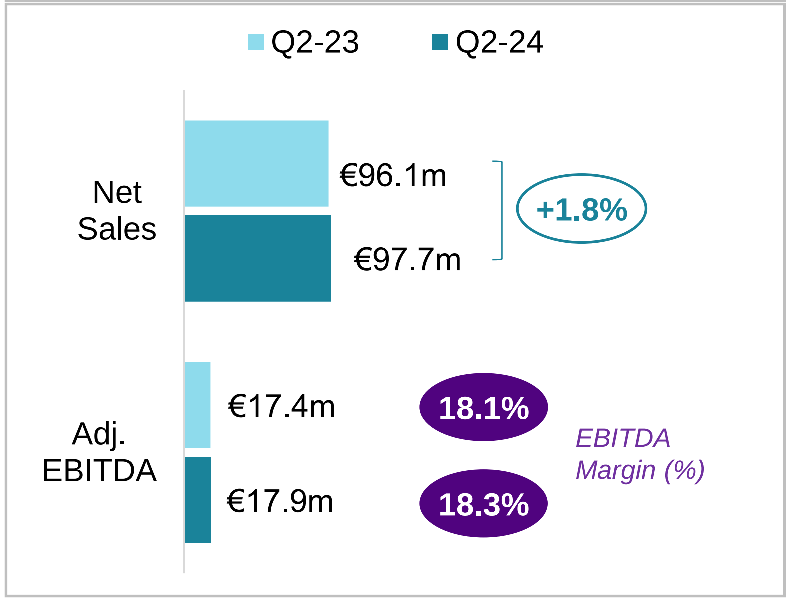
- **Private** sales (-7.2% vly) down due to intentional churn, yet growth in remaining park lead SMD to new record high of €13.8 (+2.8% vly)
- **Semi-Public** sales (-3.2% vly) down due to intentional churn, however, this was offset by strong growth in Healthcare and Education, leading to an SMD of €9.1 (+0.5% vly)
- **Public** sales (+0.8% vly) mainly driven by strong performance in Energy and Airports, leading to SMD of €28.3 (+4.6% vly)

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.

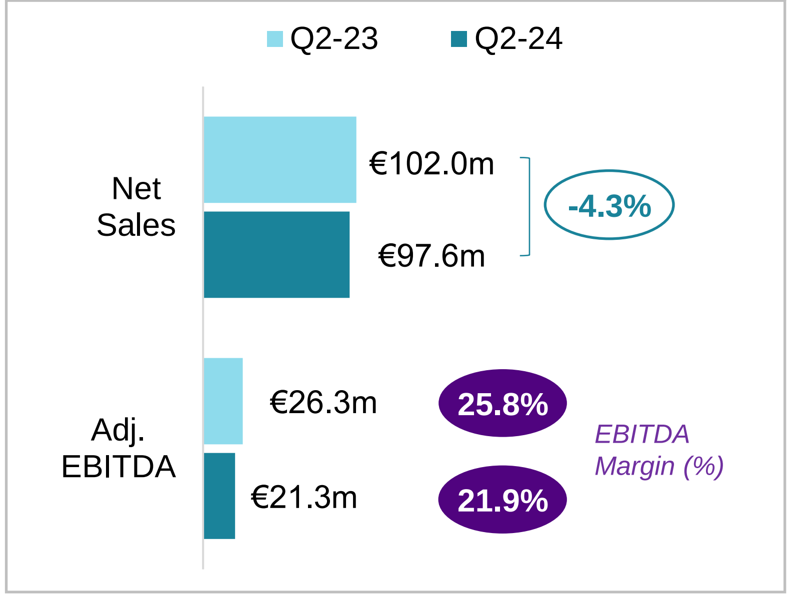
TOPLINE IMPACTED BY SIC AND LFL VOLUMES
Q2 2024 NET SALES AND ADJUSTED EBITDA BY REGION

JOY TO GO

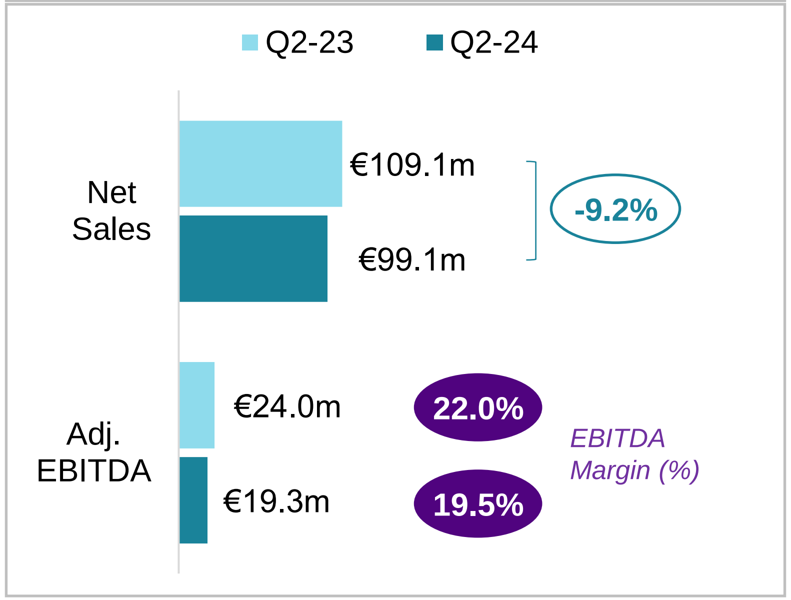
South, UK&I



Central



North



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

STABLE MARGINS DESPITE LOWER TOPLINE
Q2 2024 P&L

JOY TO GO

€m	Q2-24	Q2-23	vly
Revenue	341.0	354.7	-3.9%
Vending fees	-45.9	-47.5	-3.3%
Net Sales	**295.1**	**307.2**	**-3.9%**
Gross Profit	**177.6**	**182.1**	**-2.5%**
% of sales	*60.2%*	*59.3%*	*+0.9pp*
Personnel Expenses	**-86.7**	**-84.6**	**+2.4%**
% of sales	*-29.4%*	*-27.5%*	*+1.8pp*
Other Overheads	**-30.8**	**-34.4**	**-10.3%**
% of sales	*-10.4%*	*-11.2%*	*-0.7pp*
Total Costs	**-117.5**	**-119.0**	**-1.3%**
% of sales	*-39.8%*	*-38.7%*	*+1.1pp*
Adj. EBITDA	**60.1**	**63.1**	**-4.8%**
% of sales	*20.4%*	*20.6%*	*-0.2pp*
One-off adjustments (net)[1]	-8.7	-7.5	+15.6%
Consolidation scope adjustments[1]	1.3	-0.9	n.m.
One-off adjustments (gross)[1]	-10.0	-6.6	+51.5%
Rep. EBITDA	**51.4**	**55.6**	**-7.5%**
% of sales	*17.4%*	*18.1%*	*-0.7pp*

Gross profit margin

- Up +0.9pp vs last year, due to successful implementation of price increases and strategic negotiations with suppliers leading to cost efficiencies

Costs ratio

Total costs ratio worsened 1.1pp vly, due to a reduction in sales.

Reported EBITDA & One-offs

- **Reported EBITDA margin** of 17.4% down -0.7pp, due to higher one-offs vly which relate to the investment needed to continue to support the turnaround of some of our countries

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

STABLE EVOLUTION OF WORKING CAPITAL IN THE YEAR
Q2 2024 WORKING CAPITAL

JOY TO GO

Working capital[1]

€m	Jun-24	Vs Mar-24 (%)	Vs Dec-23 (%)
Trade receivables	117.0	-1.8%	-4.9%
Other receivables	118.9	+7.3%	+21.3%
Inventories	127.0	+4.2%	+6.6%
Trade payables	-204.9	+5.4%	+5.4%
Other payables	-158.9	-1.3%	-7.1%
Provisions and other employee benefit	-38.0	-1.0%	-3.2%
Working Capital	-39.0	-7.2%	-39.5%

- Evolution of working capital impacted by temporarily increase of:
  - Other receivables due to client cash pledged guarantee in the quarter and accrued income phasing
  - Inventory due to the Paris 2024 Olympics and machines stocked to be installed, which the latter also leading to higher Trade Payables
- Cashed out one-offs in Q2-24 of €7.0m

[1]Working capital includes all short and long-term receivables and payables except for financing liabilities and deferred taxes

HIGHER CAPEX DRIVEN BY NET GAINS FROM EXISTING AND NEW CLIENTS

Q2 2024 ASSET FUNDING

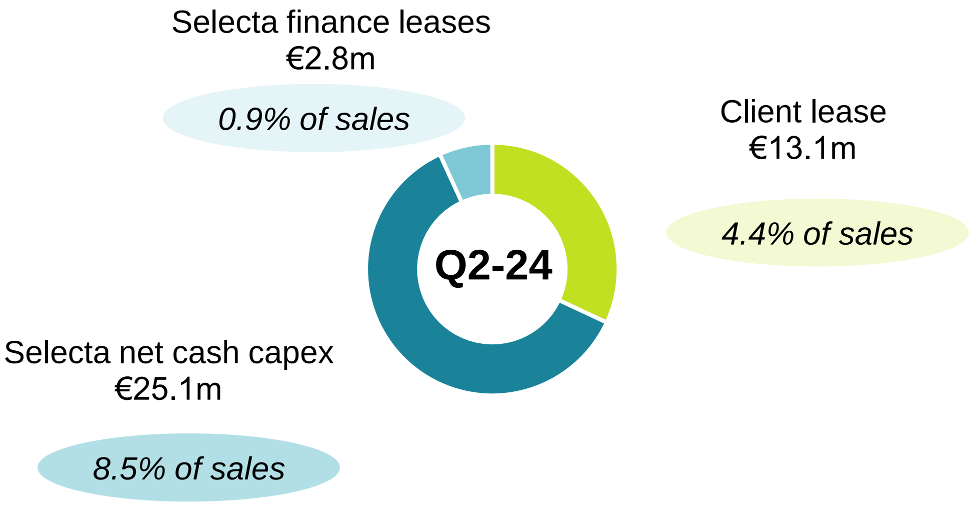
Our asset funding, driven mainly by new business from both existing and new clients, primarily results in cash capex. We continually optimize this through finance leases, client leases, and refurbishment.

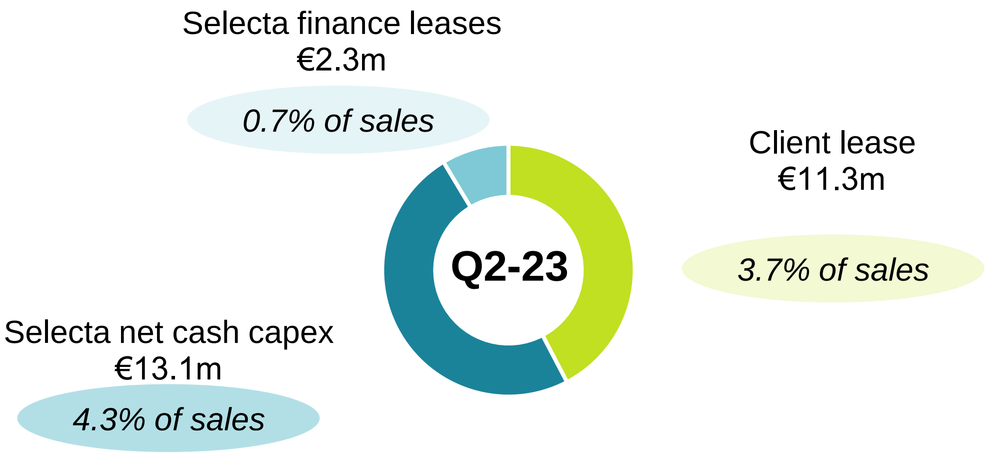
Q2-24 Selecta´s asset funding of €42.7m, was allocated in:

1. **Net cash capex**[1] of €25.1m, 8.5% of sales, increased +4.2pp vly mainly driven by lumpy renewals (e.g. SBB and specific petrol deals). H1 net cash capex remains at 6.6% of sales

2. **Finance leases**[2] of €2.8m, 0.9% of sales, +0.2pp vly

3. **Client leases**[3] of €13.1m, 4.4% of sales, up 0.8pp vly. Our efforts to offset cash capex through client lease reflects our focus on shifting our business towards an asset-light model. Client lease has no cash impact for Selecta, as is the client who pays the lease to a lessor





[1] Net cash capital expenditures is net cash used in investing activities as per reported in cash flow
[2] Capex funded with finance leases
[3] Client lease is a tri-party arrangement between Selecta, its client and a lessor, in which the client leases the machine from lessor and Selecta services it, therefore the asset won´t be on Selecta´s balance sheet, figure is cash inflow related to it (incl. VAT and margin from sale)

SUFFICIENT LIQUIDITY HEADROOM
Q2 2024 LEVERAGE AND CASH LIQUIDITY EVOLUTION

JOY TO GO

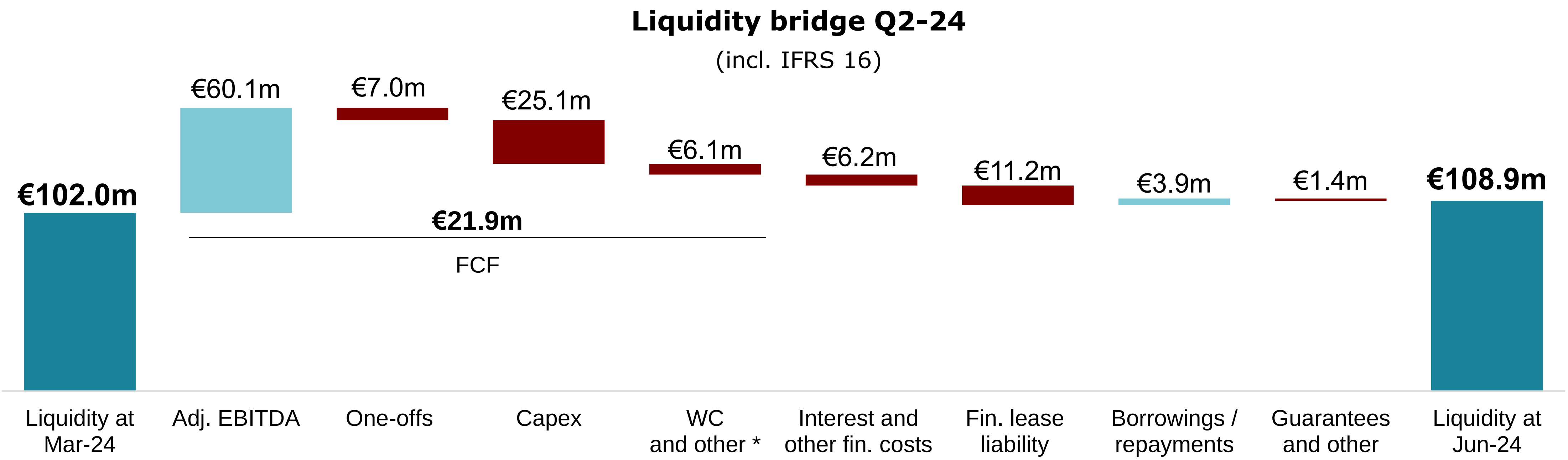
€m	Jun-24	Mar-24	Dec-23
Cash & cash equivalents	**42.2**	**46.1**	**58.2**
Revolving credit facility	74.3	85.1	57.0
Senior notes	1,084.8	1,084.4	1,070.4
Lease liabilities	152.6	149.2	155.8
Other finance debt	74.4	47.2	73.4
Gross senior debt	**1,386.1**	**1,365.8**	**1,356.6**
Net senior debt	**1,343.8**	**1,319.8**	**1,298.4**
Adjusted EBITDA last twelve months	**245.6**	**248.6**	**246.8**
Leverage ratio	**5.5**	**5.3**	**5.3**
Reported EBITDA last twelve months	**202.8**	**207.0**	**206.9**
Leverage ratio	**6.6**	**6.4**	**6.3**

- **Group available liquidity of €108.9m** as per Jun-24 is defined as Cash at bank of €36.3m plus available Revolving Credit Facility (RCF) of €72.6m
  - **Cash at Bank of €36.3m** and cash in points of sale of €5.9m resulting in €42.2m cash and cash equivalents
  - **Available RCF of €72.6m** out of €150m total committed facility (€74.3m drawn RCF and €3.1m used for bank guarantees)
- First lien and second lien notes of €1,084.8m equivalent

NORMALIZED CASH CONVERSION OF C.50% IN THE QUARTER AND STRONG FOCUS TO EXPAND

JOY TO GO

- **FCF generation of €21.9m** despite cashing €7.0m one-offs related to the rightsizing
- Liquidity position prior to notes interest payment occurring on July 1st



(*): WC and other includes a client cash pledged guarantee
Note: Illustrative bridge to explain cash flow main items, therefore, “WC and other” includes changes in working capital, provisions & others, profit / loss on disposals & non-cash transactions; “Borrowings / Repayments” excludes RCF change

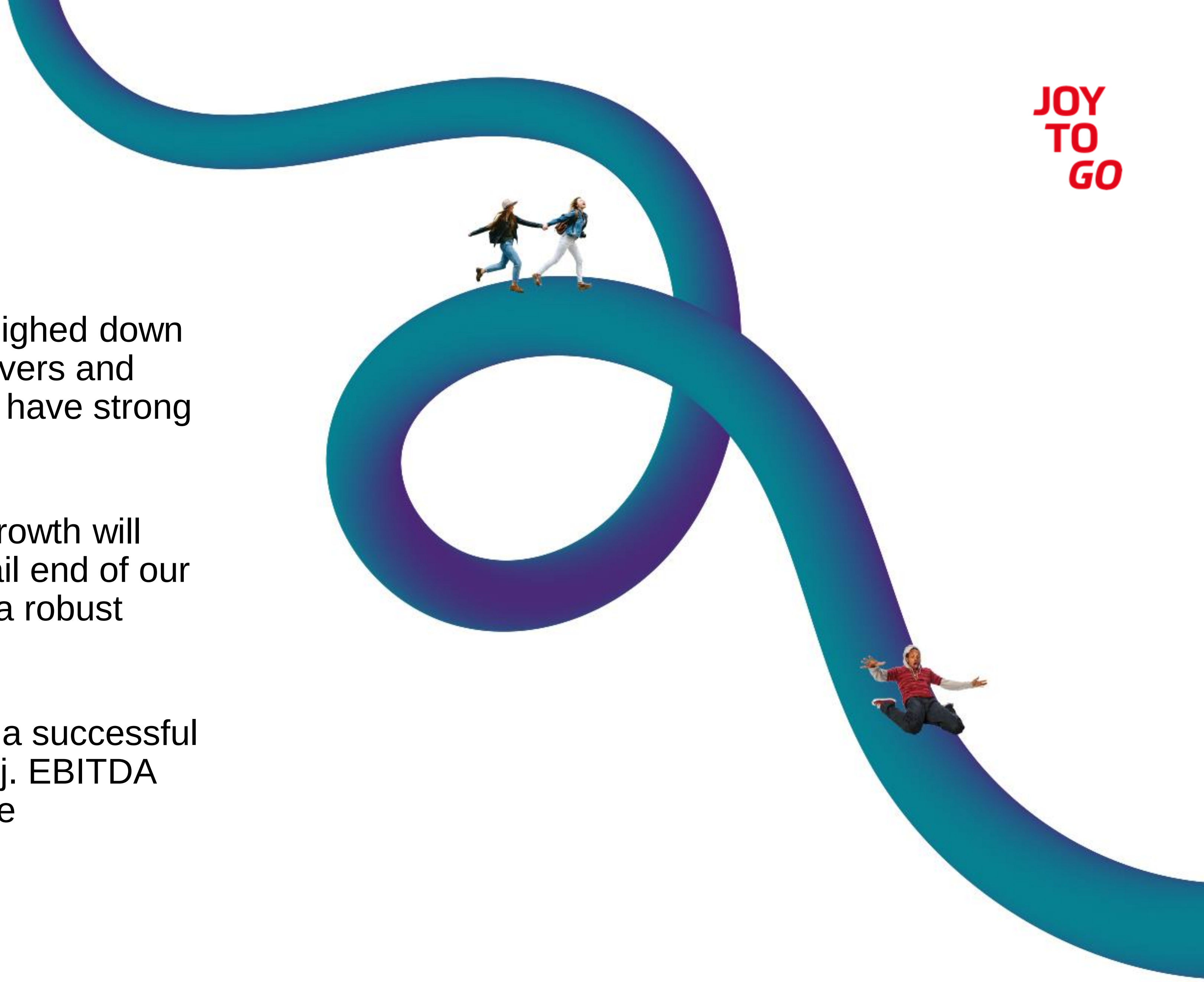
03

CONCLUSION

Christian Schmitz, Chief Executive Officer

CONCLUSION

JOY TO GO



- Like-for-like volumes have been weighed down by country performance-specific drivers and client and consumer activity but we have strong mitigants in place

- We remain confident that organic growth will pick up in H2-24 as we are at the tail end of our transformation initiatives and have a robust pipeline in place

- Our actions since 2020 have led to a successful turnaround of the business, with Adj. EBITDA outperforming our targets ever since

APPENDICES

Q2 2024 P&L SUMMARY AND CASH FLOW STATEMENT

JOY TO GO

Q2 P&L summary

€m	Q2-24	Q2-23	Var.
Revenue	**341.0**	**354.7**	**-3.9%**
Vending fees	-45.9	-47.5	-3.3%
Net Sales	**295.1**	**307.2**	**-3.9%**
Cost of goods sold	-117.5	-125.1	-6.1%
Gross Profit	**177.6**	**182.1**	**-2.5%**
Adjusted employee costs	-86.7	-84.6	+2.4%
Adjusted other operating expenses[1]	-38.4	-42.7	-10.0%
Adjusted EBITDA excl. IFRS 16	52.5	54.8	-4.2%
IFRS 16	7.6	8.3	-8.6%
Adjusted EBITDA	**60.1**	**63.1**	**-4.8%**
One-off adjustments (net) [2]	-8.7	-7.5	+15.6%
Consolidation scope adjustments[2]	1.3	-0.9	n.m.
One-off adjustments (gross)[2]	-10.0	-6.6	+51.5%
Reported EBITDA	**51.4**	**55.6**	**-7.5%**
Depreciation and impairments	-30.2	-30.7	-1.6%
EBITA	**21.2**	**24.9**	**-14.8%**
Amortisation	-8.6	-9.1	-5.7%
EBIT	**12.6**	**15.8**	**-20.1%**
Gross profit % of net sales	60.2%	59.3%	+0.9pp
Adj. EBITDA % of net sales	**20.4%**	**20.6%**	**-0.2pp**
Rep. EBITDA % of net sales	17.4%	18.1%	-0.7pp
EBIT % of net sales	4.3%	5.1%	-0.9pp

Q2 Cash flow statement

€m	Q2-24	Q2-23
Reported EBITDA	**51.4**	**55.6**
(Profit) / loss on disposals	0.4	-1.0
Changes in working capital, provisions & others	-1.8	-5.9
Non-cash transactions	0.8	-0.3
Net cash used in operating activities	**50.9**	**48.4**
Purchases of tangible and intangible assets	-27.7	-16.0
Receipt / repayments of deposits	-3.9	-
Proceeds from sale of subsidiaries and other proceeds	2.6	2.9
Net cash used in investing activities	**-29.0**	**-13.1**
Free cash flow	**21.9**	**35.3**
Proceeds / repayments of loans and borrowings	-8.0	-25.3
Interest paid	-6.2	-6.0
Capital element of finance lease liability	-11.2	-9.4
Net cash (used in) / generated from financing activities	**-25.4**	**-40.7**
Total net cash flow	**-3.5**	**-5.4**

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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

H1 2024 P&L SUMMARY AND CASH FLOW STATEMENT

JOY TO GO

H1 P&L summary

€m	H1-24	H1-23	Var.
Revenue	**678.2**	**703.8**	**-3.6%**
Vending fees	-88.0	-87.5	+0.6%
Net Sales	**590.2**	**616.3**	**-4.2%**
Cost of goods sold	-233.8	-251.6	-7.0%
Gross Profit	**356.3**	**364.7**	**-2.3%**
Adjusted employee costs	-174.3	-176.7	-1.3%
Adjusted other operating expenses[1]	-82.2	-88.1	-6.7%
Adjusted EBITDA excl. IFRS 16	99.9	99.9	-
IFRS 16	15.1	16.3	-6.8%
Adjusted EBITDA	**115.0**	**116.2**	**-1.0%**
One-off adjustments (net) [2]	-12.1	-9.2	+31.0%
Consolidation scope adjustments[2]	2.3	1.9	+21.1%
One-off adjustments (gross)[2]	-14.4	-11.1	+29.7%
Reported EBITDA	**102.9**	**107.0**	**-3.8%**
Depreciation and impairments	-59.4	-62.9	-5.5%
EBITA	**43.5**	**44.1**	**-1.3%**
Amortisation	-16.7	-18.0	-7.7%
EBIT	**26.9**	**26.1**	**+3.0%**

Gross profit % of net sales	60.4%	59.2%	+1.2pp
Adj. EBITDA % of net sales	**19.5%**	**18.9%**	**+0.6pp**
Rep. EBITDA % of net sales	17.4%	17.4%	+0.1pp
EBIT % of net sales	4.6%	4.2%	+0.3pp

H1 Cash flow statement

€m	H1-24	H1-23
Reported EBITDA	**102.9**	**107.0**
(Profit) / loss on disposals	-0.7	-2.7
Changes in working capital, provisions & others	-27.9	-38.0
Non-cash transactions	-1.9	-1.6
Net cash used in operating activities	**72.5**	**64.6**
Purchases of tangible and intangible assets	-43.8	-30.8
Receipt / repayments of deposits	-3.9	-
Proceeds from sale of subsidiaries and other proceeds	4.6	7.7
Net cash used in investing activities	**-43.0**	**-23.1**
Free cash flow	**29.4**	**41.5**
Proceeds / repayments of loans and borrowings	18.9	-21.8
Interest paid	-42.6	-22.6
Capital element of finance lease liability	-20.4	-19.5
Net cash (used in) / generated from financing activities	**-44.1**	**-63.9**
Total net cash flow	**-14.7**	**-22.4**

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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

ADDITIONAL DEBT DETAIL

JOY TO GO

€m	Jun-24			Jun-23		
	Pre IFRS 16	IFRS 16	Post IFRS 16	Pre IFRS 16	IFRS 16	Post IFRS 16
Cash & cash equivalents	**42.2**	**-**	**42.2**	**50.0**	**-**	**50.0**
Revolving credit facility	74.3	-	74.3	40.0	-	40.0
Senior notes	1,084.8	-	1,084.8	1,054.1	-	1,054.1
Lease liabilities[1]	24.9	127.7	152.6	24.7	136.5	161.2
Other finance debt	74.4	-	74.4	65.5	-	65.5
Factoring facilities	4.5	-	4.5	6.9	-	6.9
Accrued interest	46.4	-	46.4	44.9	-	44.9
Other finance debt	23.5	-	23.5	13.7	-	13.7
Gross senior debt	**1,258.4**	127.7	**1,386.1**	**1,184.4**	**136.5**	**1,320.9**
Net senior debt	1,216.1	127.7	1,343.8	1,134.3	136.5	1,270.8
Adjusted EBITDA last twelve months	214.4	31.2	245.6	202.0	32.6	234.6
Leverage ratio	**5.7**	**-**	**5.5**	**5.6**	**-**	**5.4**
Reported EBITDA last twelve months	171.6	31.2	202.8	151.4	32.6	184.0
Leverage ratio	**7.1**	**-**	**6.6**	**7.5**	**-**	**6.9**

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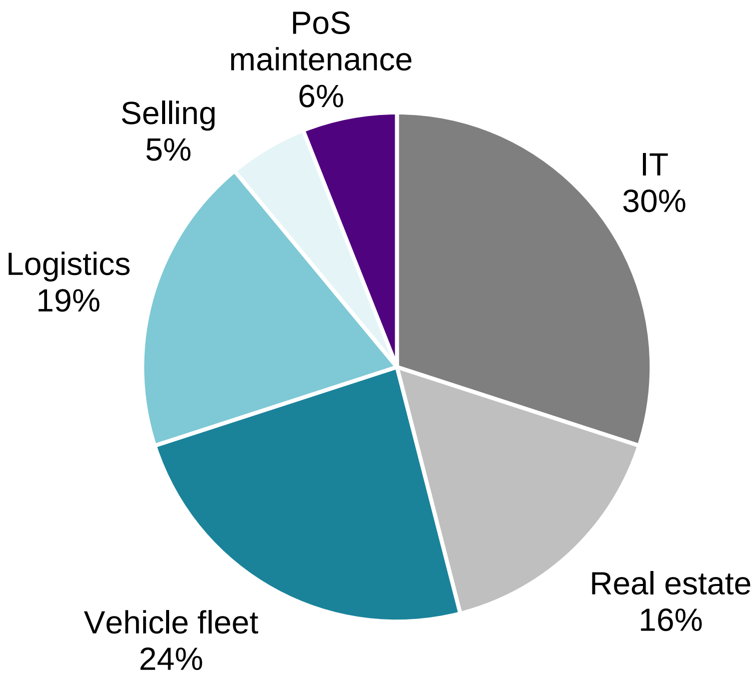
[1] Lease liabilities breakdown: Jun-24 €127.7m operating lease liabilities and €24.9m other lease liabilities; Jun-23 €136.5m operating lease liabilities; €24.7m other lease liabilities

Q2 2024 OTHER OVERHEADS COSTS[1]

€m	Q2-24	Q2-23	vly
Other Overheads[1]	**-38.4**	**-42.7**	**-10.0%**
% sales	*-13.0%*	*-13.9%*	*-0.9pp*

Q2-24 Other overheads breakdown



[1] excludes IFRS 16

Q2 2024 REVENUE AND REVENUE PER MACHINE PER DAY BY CHANNEL

JOY TO GO

Q2 2024 Revenue and RMD by channel

Revenue			RMD		
€m	Q2-24	Q2-23	€	Q2-24	Q2-23
Private	143.4	154.6	Private	13.8	13.4
Semi-public	48.8	50.3	Semi-public	11.1	11.0
Public	85.1	86.2	Public	50.0	48.8
Group	**277.4**	**291.0**	**Group**	15.5	15.0

Note: **RMD calculation** = Revenue / Machines / Working Days. **Revenue:** 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.

Q2 2024 ADJUSTED EBITDA BY REGION

JOY TO GO

Q2 2024 Adjusted EBITDA by region

€m	Q2-24	Q2-23
South, UK and Ireland	17.9	17.4
Central	21.3	26.3
North	19.3	24.0
Corporate	1.6	-4.6
Group	**60.1**	**63.1**

Q2 2024 FOREX TRANSLATION IMPACT

JOY TO GO

Q2 2024 Net sales

VLY growth	FX impact
Denmark	-0.1pp
Norway	+2.2pp
Sweden	+0.7pp
Switzerland	+0.4pp
UK	+1.9pp
Group	**+0.4pp**

Q2 2024 Adjusted EBITDA

VLY growth	FX impact
Denmark	-0.1pp
Norway	+1.8pp
Sweden	+0.6pp
UK	+2.4pp
Switzerland	+0.5pp
Group	**+0.4pp**

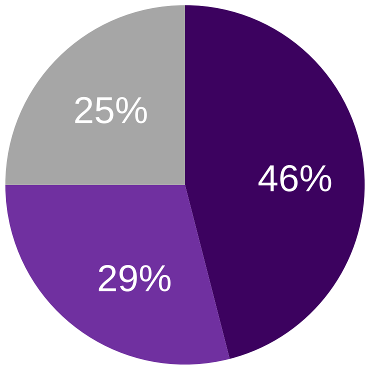
OUR SOLUTIONS AND WHERE ARE THEY

JOY TO GO

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

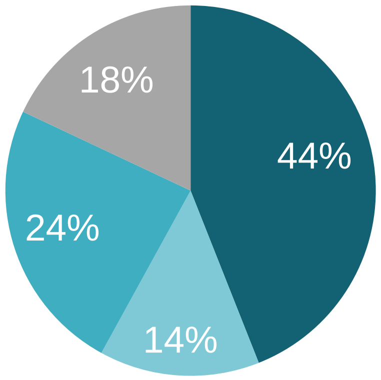
FY-23 revenue (%)



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-23 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

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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

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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