SELECTA GROUP Q3 TRADING UPDATE

Cham, Switzerland, August 29, 2018: Selecta Group B.V. ("Selecta") a European leader in unattended self-serve coffee and convenience food, today announces its Q3 trading update for the three months ended 30 June 2018.

Highlights

- Q3 FY18 trading in line with management expectations
- Revenue growth of 2.1% (Q3 2018: €380.0m, Q3 2017: €372.2m)
- Underlying Adjusted EBITDA growth of 2% (Q3 2018: €59.4m, Q3 2017: €58.2m) with 15.6% margin to gross revenue
- Continued investment in new premium formats including the launch of FOODIES Micro-Market
- On track to deliver full year 2018 guidance

Selecta serves more than 10 million customers daily and holds first or second positions in 10 core markets in Europe including France, Spain, the UK, Belgium and Scandinavia.

Financial overview

Pro Forma P&L Summary at Actual Rates[1]

- Gross revenue
  - Increase by 2.1% at constant scope[2] and currency[3], in spite of difficult trading conditions, with the Public and Trading channels performing best in the period
- Net revenue
  - Growth of 0.8% year-on-year at constant currency
  - Growth of 1.0% on like for like basis, with increases in vending fees in the Public channel in the Central markets and UK
- Adjusted EBITDA:
  - Increase of 2.0% at constant currency, flat year on year at actual rates
  - Negative impact of rail strikes in France (~€1.2 million)
- EBITDA Adjustments
  - Synergy costs (€10.0m synergy project costs) in the quarter driven by acceleration of initiatives resulting from program upgrade (Group procurement, French integration) and ongoing integration actions (UK and other entities)
  - Reported EBITDA decreased by €4.1m in Q3FY18 vs Q3FY17

Liquidity

- Cash at bank increased from €85.9m to €101.6 as of 30 June 2018
- Senior notes of €1,306.1m
  - €765m senior secured 5.875% 2024
  - €325m senior secured floating notes 2024
  - CHF250m senior secured 5.875% 2024
  - Total accrued interest at June €42.8m
- Revolving credit facility: €15m drawn in June
- Group available liquidity €236.6m

- Pro-forma leverage ratio post synergies: 4.5x

Cash Flow at Actual Rates

- Free Cash Flow Q3 FY18 of €1.8m; Year To Date FY2018[4] -€40.9m
- Total net cash flow Q3 FY18 of -€16.7m, Year To Date FY2018[4] -€17.7m
- Year To Date Free Cash Flow impacted by adverse working capital changes, due to Pelican Rouge acquisition and pre-integration costs in H1 FY18. Adverse movements in Q2 and Q3 expected to be reversed in Q4
- Q3 negative financing cash outflow driven by Refinancing transactions costs payout; €15m was drawn on the Revolving Credit Facility

Results by Segment (at Constant Currency rates)

Net Revenue by Segment

- Overall increase of €2.9m YoY at constant currency and constant scope basis[2]
- Slight growth in Switzerland, Benelux, Italy, Spain and Sweden offset by decrease in turnaround markets like France and UK
- South, UK and Ireland: c. 36% of total revenue
    - Uplift due to better than expected performance in Spain and Italy
- Central: c. 37% of total revenue
    - Decrease of €2.5m largely due to impact of French railway strikes
- North: c. 27% of total revenue
    - Increase of €3.9m with rapid growth in Denmark, Norway on the back of new wins rollout, and trading activity in Sweden and Belgium

Adjusted EBITDA by Segment

- South, UK and Ireland:
    - Increase of €2.5m driven by synergies in UK and Spain
- Central:
    - Decrease of €2.1m. Growth in Switzerland, driven by public turnover, was offset by further declines in France, which this quarter was due to the French SNCF rail strikes
- North:
    - Flat due to lower margins in Trading channel
- HQ:
    - Increase of €0.8m due to synergies savings and cost management

Outlook

- On track to deliver full year 2018 guidance
    - Gross sales to increase by 2.0% (at constant scope and FX rate[3])
    - Adjusted EBITDA for the full year to increase to €245-255m (at constant scope and FX rate[3], consistent with prior guidance)
    - Synergy program to be cash positive (at constant scope and FX rate[3], consistent with prior guidance)

- Cash capex to be €100-110m (at constant FX rate[3])
- Free Cash Flow generation that covers our fixed cash charges in FY18

[1] At actual FX rates

[2] Selecta constant scope adjusted for subsidiary disposed (Selecta Finland). FY17 numbers are a pro forma amalgamation of Selecta, Pelican Rouge and Argenta results

[3] Constant foreign currency rates applied: CHF/EUR 1.15; SEK/EUR 9.65; GBP/EUR 0.88

[4] YTD FY18: excludes Argenta cash flow for first 4 months, as acquisition happened in month 5 (Feb 2018)

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About Selecta Group

Headquartered in Switzerland since 1957, Selecta is a European leader in unattended self-serve coffee and convenience food, operating in 16 European countries. An annual turnover of EUR 1.5 billion is a testament to the passion and dedication of more than 9,000 highly skilled Selecta employees, providing great quality coffee brands and convenient food and beverages concepts for the workplace, on-the-go as well as hotels, restaurants and cafes ("HoReCa"). For further information, please visit www.selecta.com.