



27 November 2019

## SELECTA GROUP

### Q4 FY19 RESULTS

**“Seventh consecutive quarter of growth”**

Selecta Group, the leading route-based unattended self-service retailer in Europe, announces its Q4 2019 results for the three months ended 30 September 2019.

#### Financial Highlights<sup>1</sup>

- Revenue rose by 8.1% to €413.5m<sup>1</sup> (Q4 FY18: €382.4m), driven by organic growth in our points of sale estate as well as from our trade channel, together with a €7.6m contribution from acquisitions. Revenue for the last twelve months (LTM) Sep 19 was £1,631.2 million, up 6.8%
- Adjusted EBITDA was up 3.6% to €71.6m<sup>1</sup> (Q4 FY18: €69.1m), reflecting the realisation of our synergy programme, allowing partial reinvestment in growth. LTM Sep 19 adjusted EBITDA rose to €272.6m, up 10.5%
- Adjusted EBITDA less net capex increased 14.8% to €46.2m<sup>1</sup> (Q4 FY18: €40.2m), representing a strong quarter-on-quarter improvement in cash generation. Adjusted EBITDA less net capex for LTM Sep 19 was €138.2m, up 10.1%

<sup>1</sup> At constant currency rates. 2018 figures are pro forma

#### Achievements

- 7<sup>th</sup> consecutive quarter of revenue and EBITDA growth
- 13<sup>th</sup> consecutive quarter of delivering to guidance
- Annualised sales growth target from bolt-on M&A achieved
- High retention rate maintained above 96% and expected to remain stable, reflecting our industry leading customer focused approach
- New contract wins and extensions in the quarter include Agip, SBB Swiss Railways, OKQ8 and Worldpay
- Continued focus on innovation:
  - Expansion of MicroMarkets to new markets: Spain, Germany and the Netherlands
  - Launched ground-breaking recycling service in the UK: SelectaGreenCup, in partnership with Veolia

As announced earlier this month, Selecta Group has changed its accounting reference date and financial year end from 30 September to 31 December. Results for the 15 months to 31 December 2019 will be announced on 24 April 2020.

**David Flochel, Chief Executive Officer, said:**

“I am pleased to report that the business has maintained its positive momentum with a seventh consecutive quarter of growth.

“Our consistently high customer retention rate reflects our customer focused approach and investment in operational and sales excellence, as well as our commitment to innovation.

“Our unique route-based model, our network density and our focus on technology and innovation means we are well positioned to continue to gain market share and deliver growth.”

- ENDS -

**For media enquiries, contact Hudson Sandler**

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### **About Selecta Group**

Headquartered in Switzerland since 1957, Selecta is Europe’s leading route-based unattended self-service retailer, providing coffee and convenience food solutions in the workplace and in public spaces. With over 10,000 employees and 475,000 points of sale spanning 16 countries across Europe, Selecta serves more than 10 million consumers a day on average. The excellence of Selecta’s route-based operations has been recognised with multiple industry awards.

For more information, please visit [www.selecta.com](http://www.selecta.com)

### **Cautionary Statement**

This press release is not an offer to sell the securities of Selecta Group B.V. (the “Company” and together with its subsidiaries, “we,” “us,” or the “Group”), or any other entity within the Group, in the United States. Securities may not be offered or sold in the United States absent registration or an exemption from such registration requirement under United States Securities Act of 1933, as amended. If any public offering of securities is made in the United States by the Company, or any other entity within the Group, it will be by means of a prospectus that may be obtained from such entity within the Group or the selling security holder that will contain detailed information about the Group and management, as well as financial statements.

### **Forward-Looking Statements**

This press release includes “forward-looking statements” that involve risks, uncertainties and other factors, many of which are outside of the Company’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 the Company'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 the Company'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 the Company, 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 the Company'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 the Company, 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.