



27 August 2019

## SELECTA GROUP

### Q3 FY19 RESULTS

#### “Continued organic revenue and EBITDA growth”

Selecta Group, the leading route-based unattended self-service retailer in Europe, announces its Q3 2019 results for the three months ended 30 June 2019.

#### Q3 Financial Highlights<sup>1</sup>

- Revenue increased by 6.3% to €405.3m (Q3 FY18: €381.1m), with strong organic revenue growth, up 4.1% year-on-year in Q3 FY19 vs 3.4% year-on-year growth in Q3 FY18, excluding turnaround markets France and the UK
- Adjusted EBITDA rose by 15.3% to €68.1m (Q3 FY18: €59.1m), driven by synergy programme benefits together with ongoing investment in growth initiatives
- Adjusted EBITDA less net capex of €29.4m, up 13.3% (Q3 FY18: €25.9m), which has been achieved alongside an acceleration in growth, driven by portfolio expansion

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

#### Q3 Achievements

- Sixth consecutive quarter of revenue and EBITDA growth and improved cash conversion (Adjusted EBITDA less capex), whilst integrating transformational acquisitions
- Customer retention rate at an all-time high at 95.9%, reflecting successful customer satisfaction programmes and operational improvements
- New contract wins, contract extensions and installations in the quarter include Euro Garages, Amsterdam UMC, Repsol, Cinemas PathéGaumont, SBB Swiss Railways, Madrid Barajas Airport, Texaco, Coco Cola, Volvo and Welcome Break
- Continued focus on innovation:
  - Roll-out of cashless technology driving higher average transaction value
- Continued investment in technology and systems to increase efficiencies
  - Completed roll-out of telemetry in Public segment where technically possible
  - Installation of telemetry across Private and Semi-Public machines underway
- M&A programme on track to reach our target of 3-5% annualised sales in the medium term

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

“I am pleased to report that the business has continued its strong start to the year and sustained its positive momentum throughout Q3.

“The Group has maintained its high customer retention rate, reflecting our continued customer focused approach supported by operational and sales excellence programmes. In addition, our new business pipeline remains strong, demonstrating the effectiveness of our growth acceleration initiatives which are expected to maintain our strong pipeline into Q4 and beyond.

“Driven by our unique route-based model, underpinned by technology and innovation, Selecta remains well positioned to continue to gain market share both organically and through selective bolt-on acquisitions.”

- ENDS -

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### **About Selecta Group**

Headquartered in Switzerland since 1957, Selecta is Europe’s leading route-based unattended self-service retailer. With over 9,000 employees and 250,000 customers spanning 16 countries, Selecta serves more than 10 million consumers a day on average through its 477,000 points of sale across Europe. The excellence of Selecta’s route-based operations have 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

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