# Year to date Report Q3 2024

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**29 November 2024** 

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#### 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. 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  $\in 1.4$  billion, we owe our success to our ca. 6,000 highly skilled, dedicated, and passionate Selecta associates 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 <u>www.selecta.com</u>

### 1. Our regional breakdown and business segments

#### **Geographic Segments**

We report our revenue and certain other financial data by geographic segment. The geographic segments in which we operate correspond to our reporting segments under IFRS and consist of the following:

- South, UK & Ireland includes operating entities in Italy, Spain and the UK/Ireland;
- Central includes operating entities in Austria, France, Germany, Liechtenstein, and Switzerland; and
- North includes operating entities in Belgium, Denmark, Finland, Luxembourg, the Netherlands, Norway, and Sweden.

In addition to the segments identified above, we report separately on our Headquarters (HQ), which includes corporate centre functions in Switzerland and certain functions of former Pelican Rouge entities in the Netherlands and in the UK.

#### **Business Channels**

We also report our revenue and certain other financial data by business channel. Our business channels consist of the following:

- The workplace channel, which includes revenue from (i) private self-service retail, consisting of Point
  of Sale (PoS) placed and serviced in various private locations, such as large corporate customers,
  in various businesses and industries and including in corporate offices, manufacturing and logistics
  sites, and (ii) Office Coffee Service (OCS), which is comprised of table-top coffee machines rented
  out to corporate customers (mainly small and medium-sized enterprises) for office use along with
  the provision of technical services and coffee and related supplies for the PoS;
- The *on-the-go channel*, which includes revenue from PoS placed and serviced in semi-public areas, such as hospitals, universities and entertainment venues, or public areas, such as train stations, airports and gas stations, following a successful bidding process with relevant government authorities to place our PoS in a given location; and
- The *trading channel*, which includes revenue from sales of machines and products, including coffee roasted in our roasting facility and the provision of technical and hygienic support to customers.

€m	Jan - Sep 2024	Jan - Sep 2023	Var %
Revenue	1'005.4	1'048.6	(4.1%)
Vending fees	(139.8)	(139.8)	(0.0%)
Net sales	865.6	908.8	(4.8%)
Materials and consumables used	(346.8)	(368.6)	5.9%
Gross profit	518.9	540.2	(4.0%)
Adjusted employee expenses	(259.1)	(256.7)	(1.0%)
Adjusted other operating expenses	(101.4)	(104.7)	(3.2%)
Adjusted EBITDA	158.3	178.8	(11.5%)
One-off adjustments	(19.2)	(17.6)	(9.4%)
EBITDA	139.1	161.2	(13.7%)
Depreciation	(88.1)	(93.9)	6.1%
EBITA	50.9	67.3	(24.3%)
Amortization	(26.4)	(26.7)	1.0%
EBIT	24.5	40.6	(39.7%)

# 2. Income Statement

At Actual Exchange Rates

#### Revenue

Revenue decreased by 4.1% at actual exchange rates and by 4.7% at constant currency, from € 1'048.6 million for the nine-months ended 30 September 2023, to € 1'005.4 million for the nine-months ended 30 September 2024. Impacted by strategic intentional churn and like-for-like volumes.

#### Revenue by Region

#### South, UK and Ireland

Revenue in our South, UK and Ireland region decreased by 1.0% at actual exchange rate, from € 321.2 million for the nine-months ended 30 September 2023, to € 318.2 million for the nine-months ended 30 September 2024.

#### <u>Central</u>

Revenue in our Central region decreased by 2.6% at actual exchange rate, from € 384.4 million for the nine-months ended 30 September 2023, to € 374.5 million for the nine-months ended 30 September 2024.

#### <u>North</u>

Revenue in our North region decreased by 9.0% at actual exchange rate from  $\in$  342.9 million for the nine-months ended 30 September 2023, to  $\in$  312.1 million for the nine-months ended 30 September 2024.

#### Net sales

Net sales decreased by 4.8% at actual exchange rates and by 5.4% at constant currency, from € 908.8 million for the nine-months ended 30 September 2023, to € 865.6 million for the nine-months ended 30 September 2024.

#### Revenue by Channel

Q3'24 Net sales (excluding Trade) were € 221.1 million, down 5.2% at actual exchange rates.

By channel, total net sales per machine per day showed an increase of 3.0% from  $\in$  12.3 to  $\in$  12.6, with a 4.3% increase in the private channel from  $\in$  12.0 to  $\in$  12.5, +1.7% in public from  $\in$  30.5 to  $\in$  31.0, and a flat performance for semi-public at  $\in$  8.1.

#### Adjusted EBITDA

Adjusted EBITDA decreased by 11.5% at actual exchange rates and by 12.0% at constant currency, from € 178.8 million for the nine-months ended 30 September 2023, to € 158.3 million for the nine-months ended 30 September 2024. As a result, our Adjusted EBITDA margin on net sales decreased to 18.3% for the nine-months ended 30 September 2024, compared to 19.7% for the nine-months ended 30 September 2023. This decrease in Adjusted EBITDA is primarily due to lower scale in topline.

#### Vending Fee

Vending fee remained stable at € 139.8 million for the nine-months ended 30 September 2023, and for the nine-months ended 30 September 2024.

#### Materials and consumables used

Materials and consumables used decreased by 5.9%, from € 368.6 million for the nine-months ended 30 September 2023, to € 346.8 million for the nine-months ended 30 September 2024. Performance is supported by successful implementation of price increases and strategic negotiations with suppliers.

#### **Operational Expenses**

Adjusted employee expenses increased by 1.0%, from  $\in$  256.7 million for the nine-months ended 30 September 2023, to  $\in$  259.1 million for the nine-months ended 30 September 2024.

Adjusted other operating expenses decreased by 3.2%, from € 104.8 million for the nine-months ended 30 September 2023, to € 101.4 million for the nine-months ended 30 September 2024.

# 3. Cash Flow Statement

€M	Jan - Sep 2024	Jan - Sep 2023	Var %
EBITDA	139.1	161.2	(13.7%)
(Profit) / loss on disposals	(2.4)	(3.7)	35.9%
Changes in working capital, provisions & others	(38.8)	(57.2)	32.2%
Non-cash transactions	(0.4)	(1.5)	74.9%
Net cash generated from operating activities	97.6	98.8	(1.2%)
Purchases of tangible and intangible assets	(62.7)	(49.4)	(27.0%)
Receipt/ repayment of short-term investments	(4.8)	0.0	n/a
Proceeds from sale of subsidiaries and other proceeds	6.4	9.7	(33.7%)
Net cash used in investing activities	(61.1)	(39.7)	(53.9%)
Free cash flow	36.5	59.2	(38.4%)
Proceeds / repayments of loans and borrowings	52.6	(7.1)	841.5%
Interest received and other proceeds paid	(78.1)	(58.4)	(33.7%)
Capital element of finance lease liabilities	(28.4)	(29.3)	3.2%
Net cash used in financing activities	(53.8)	(94.7)	43.2%
Total net cash flow	(17.3)	(35.6)	51.4%

At Actual Exchange Rates

Net cash generated from operating activities was an inflow of € 97.6 million for the nine-months ended 30 September 2024.

Net cash used in investing activities was  $\in$  61.1 million for the nine-months ended 30 September 2024, an increase of 53.9% compared to net cash used in investing activities for the nine-months ended 30 September 2023. The increase is due to the purchases of tangible and intangible assets and less machine sales.

Net cash used in financing activities was € 53.8 million for the nine-months ended 30 September 2024, primarily due to the proceeds of loans and borrowings and the interest paid.

# 4. Balance Sheet

€m	30 Sep 2024	31 Dec 2023
Non-current assets		
Property, plant and equipment	371.4	378.8
Goodwill	979.3	979.3
Intangible assets	493.3	517.8
Other non-current assets	62.0	52.6
Total non-current assets	1'906.0	1'928.5
Current assets		
Inventories	130.0	119.1
Trade receivables	95.3	123.1
Other current assets	112.8	68.6
Cash and cash equivalents	39.9	58.2
Total current assets	378.0	369.0
Total assets	2'284.0	2'297.5

€m	30 Sept2024	31 Dec 2023
Equity and liabilities		
Total equity	319.6	380.5
Non-current liabilities		
Borrowings	1'205.6	1'127.4
Provisions	6.4	4.5
Other non-current liabilities	151.5	152.9
Deferred income tax liabilities	141.7	146.7
Total non-current liabilities	1'505.2	1'431.5
Current liabilities		
Trade payables	205.1	194.4
Provisions	31.0	34.7
Other current liabilities	223.1	256.4
Total current liabilities	459.2	485.5
Total liabilities	1'964.4	1'917.0
Total equity and liabilities	2'284.0	2'297.5

# 5. Liquidity as of 30 September 2024

€m	September 2024 Pre IFRS 16	September 2024 IFRS 16	September 2024 Post IFRS 16
Cash & cash equivalents	39.9		39.9
Revolving credit facility	104.1		104.1
Senior notes	1'101.5		1'101.5
Lease liabilities	24.7	125.2	149.9
Other financial debt <sup>2</sup>	57.1		57.1
Total senior debt	1'287.4	125.2	1'412.6
Net senior debt	1'247.5	125.2	1'372.7
Adjusted EBITDA last 12 months	195.8	30.5	226.3
Leverage ratio	6.4		6.1
Available liquidity <sup>1</sup>	76.7	76.7	76.7

At Actual Exchange Rates

<sup>1</sup>Liquidity is defined as Cash at Bank plus available RCF

<sup>2</sup> Other financial debt is the sum of Recourse Factoring, Reverse Factoring, Accrued Interest plus Local Bank debt

As of 30 September 2024, we had cash & cash equivalents of € 39.9 million and available liquidity of € 76.7 million, taking into account the undrawn commitments under our Revolving Credit Facility.

Following the debt restructuring, we have first and second lien senior secured notes outstanding maturing in 2026.

Our ability to generate cash depends on our future operating performance, which, in turn, depends to some extent on general economic, financial, industry and other factors, many of which are beyond our control. We may from time to time seek to retire or repurchase our outstanding debt through cash purchases, in open market purchases, privately negotiated transactions or otherwise. Such repurchases, if any, will depend on market conditions, our liquidity requirements, contractual restrictions and other factors.

In addition, there continues to be a significant economic uncertainty, leading to lower ability to estimate the impact they on our financial position, results of operations or cash flows in the future.

# 6. Working Capital

€m	Sep 2024	Dec 2023
Account receivables	95.3	123.1
Other receivables	151.3	98.1
Inventory	130.0	119.1
Account payables	(205.1)	(194.4)
Other payables	(167.6)	(171.0)
Provisions and other employee benefits	(37.4)	(39.3)
Working Capital	(33.5)	(64.4)

At Actual Exchange Rates

Our working capital increased by  $\in$  30.9 million for the nine-months ended 30 September 2024, compared to the year ended 31 December 2023. In the period there has been a reclassification from 'Account receivables' to 'Other receivables,' with offsetting effects. Other receivables include higher cash balance sitting in counting companies.

# 7. Capital Expenditures

Our capital expenditures primarily relate to the acquisition of points of sale equipment to be installed on our clients' premises. Our capital expenditures also relate to the purchase of vehicles and other equipment, such as furniture, Points of sales equipment installation costs and IT investments. Net capital expenditures were at € 56.3 million for the nine-months ended 30 September 2024 at actual rate including the impact of IFRS 16. Receipt/ repayment of deposits in investing cash flow corresponds to a client cash pledged guarantee and to reclassification of receivables, which have been excluded of Net capital expenditures.

# 8. Material commitments and Critical Accounting Policies

Please refer to the 2023 Audited Financial Statements and the notes thereto for a description of our material commitments and critical accounting policies.

# 9. Environmental, social and corporate governance (ESG)

In 2024, we further embedded our group-wide sustainability approach and progressed against our four strategic pillars: respecting the environment, offering healthy & sustainable products to our clients and consumers, delivering a sustainable supply chain and being an employer of choice for our associates.

Our recent achievements in the field of ESG are as follows:

- Reducing Selecta's carbon footprint on our path to carbon neutral in 2030 by optimizing our routes and taking energy reduction measures:
  - o 43% Decrease from 2019 base year
  - Telematics in 87% of operational vehicles
  - Telemetry in 78% of machines
  - o 22,241 circular machines
- Continued expansion of electric fleet towards 402 electric vehicles
- Continued actions in Pelican Rouge Coffee as a fully sustainable brand with certified coffee, sustainable packaging, a commitment to CO<sub>2</sub> neutral, transparent sourcing and support for farmers through the Selecta Coffee Fund
- Partnership with Change Please
- Continued supporting our Selecta Coffee Fund programs: 2.000+ Farmers supported
- Systematic ESG risk assessments for all new suppliers, ensuring ongoing compliance and ethical practices: 509 Critical Suppliers Assessed
- Fostering diversity & inclusion of our Selecta associates; currently 29% Women in First-Level Leadership positions, 23% Women in Country Leadership roles, 25% Women in Leadership Council and Gender parity at Group OpCo
- Investing in our associates at Selecta through our app-based learning system, each enrolled employee spent on average 10 hours engaged in training

As used in this Report:

- **"Group"**, **"us"**, **"we"**, **"our"**, **"Selecta"** refers to Selecta Group B.V. and its subsidiaries, unless as indicated or the context requires otherwise;
- **"IFRS**" refers to International Financial Reporting Standards as adopted by the International Accounting Standards Board;
- **"First Lien Indenture"** refers to the indenture dated as of 29 October 2020, among, *inter alios*, the Issuer, the Trustee and the Security Agent, as amended and supplemented from time to time pursuant to which the First Lien Notes were issued;
- "First Lien Notes" refers to the €678.6 million 8.000% senior secured notes due 2026 and the CHF 17.7 million 8.000% senior secured notes due 2026 issued under the First Lien Indenture;
- "Intercreditor Agreement" refers to the intercreditor agreement dated as of January 31, 2018, among, *inter alios*, the Issuer, the Trustee, the Security Agent, the lenders and agent under the Revolving Credit Facility and certain counterparties under hedging obligations, if any, as amended and supplemented from time to time;
- **"Issuer"** means Selecta Group B.V., a private limited liability company incorporated under the laws of the Netherlands;
- "Notes" refers to the First Lien Notes and the Second Lien Notes;
- "Revolving Credit Facility" refers to the revolving credit facility in an aggregate principal amount of € 150 million;
- "Revolving Credit Facility Agreement" refers to the revolving credit facility agreement dated as of 15 January 2018, among, *inter alios*, the Issuer as an original borrower and the Lenders (as defined therein), as amended and restated pursuant to an amendment and restatement agreement dated 29 October 2020;
- "Second Lien Indenture" refers to the indenture dated as of 29 October 2020, among, *inter alios*, the Issuer, the Trustee and the Security Agent, as amended and supplemented from time to time pursuant to which the Second Lien Notes were issued;
- "Second Lien Notes" refers to the €234.7 million 10.000% senior secured notes due 2026 and the CHF 6.1 million 10.000% senior secured notes due 2026 issued under the First Lien Indenture;
- "Security Agent" refers to Lucid Trustee Services Limited; and
- "Trustee" refers to Lucid Trustee Services Limited.



# SELECTA GROUP B.V. AND ITS SUBSIDIARIES, AMSTERDAM (THE NETHERLANDS)

Condensed consolidated interim financial statements for the 9 months ended 30 September 2024 (unaudited)

These condensed consolidated interim financial statements do not represent statutory financial statements of the parent entity Selecta Group B.V. prepared in accordance with Dutch GAAP.

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# **CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS**



Selecta Group B.V.

### CONDENSED CONSOLIDATED INTERIM STATEMENT OF PROFIT OR LOSS

		9 months ended	9 months ended	3 months ended	3 months ended
	Notes	30 September 2024	30 September 2023	30 September 2024	30 September 2023
		€ (000's)	€ (000's)	€ (000's)	€ (000's)
Revenue	5, 6	1'005'413	1'048'598	327'226	344'792
Vending fees	7	(139'792)	(139'788)	(51'788)	(52'268)
Materials and consumables used		(346'750)	(368'589)	(112'913)	(117'028)
Employee benefits expenses		(262'560)	(260'910)	(86'467)	(82'867)
Depreciation, amortisation and impairment expenses	8	(114'561)	(120'570)	(38'503)	(39'673)
Other operating expenses		(121'505)	(126'520)	(41'040)	(42'070)
Other operating income		4'283	8'430	1'153	3'700
Profit/(Loss) before net finance costs and income tax		24'528	40'651	(2'332)	14'586
Finance costs	9	(101'198)	(83'432)	(29'021)	(29'110)
Finance income	9	501	16'147	18'514	10'880
Loss before income tax		(76'169)	(26'634)	(12'839)	(3'644)
Income tax		2'773	4'998	1'967	3'793
Profit/(Loss) for the period		(73'396)	(21'636)	(10'872)	149
Revenue net of vending fees <sup>1</sup>	5, 7	865'621	908'810	275'438	292'524

<sup>&</sup>lt;sup>1</sup> The Group presents revenue net of vending fees which is a leading internal performance measure but not a defined performance measure in IFRS (refer to note 7). Due to this vending fees are separately disclosed below the revenue line and excluded from the line other operating expenses.

# CONDENSED CONSOLIDATED INTERIM STATEMENT OF COMPREHENSIVE LOSS

		9 months ended	9 months ended	3 months ended	3 months ended
	Notes	30 September 2024	30 September 2023	30 September 2024	30 September 2023
		€ (000's)	€ (000's)	€ (000's)	€ (000's)
Profit/(Loss) for the period		(73'396)	(21'636)	(10'872)	149
Items that are or may subsequently be reclassified to the condensed consolidated interim statement of profit or loss					
Foreign exchange translation differences for foreign operations	14	12'458	(15'582)	(16'348)	(9'414)
Other comprehensive income/(loss) for the period		12'458	(15'582)	(16'348)	(9'414)
Total comprehensive loss for the period		(60'938)	(37'218)	(27'220)	(9'265)

# CONDENSED CONSOLIDATED INTERIM STATEMENT OF FINANCIAL POSITION

	Notes	30 September 2024	31 December 2023
Assets		€ (000's)	€ (000's)
Non-current assets			
Property, plant and equipment	10	371'428	378'775
Goodwill		979'256	979'349
Trademarks	12	333'264	338'043
Customer contracts	12	141'649	159'051
Other intangible assets	12	18'342	20'677
Deferred income tax assets		23'496	23'157
Non-current financial assets		21'865	10'701
Net defined benefit asset		16'703	18'769
Total non-current assets		1'906'003	1'928'522
Current assets			
Inventories		129'982	119'144
Trade receivables		95'318	123'060
Current financial and other current assets		112'775	68'592
Cash and cash equivalents		39'894	58'190
Total current assets		377'969	368'986
Total assets		2'283'972	2'297'508
<i>Equity and liabilities</i> Equity			
Share capital	14	344	344
Share premium		2'045'032	2'045'032
Currency translation reserve		(308'725)	(321'183)
Accumulated deficit		(1'417'076)	(1'343'680)
Total equity		319'575	380'513
Non-current liabilities			
Borrowings	13	1'205'597	1'127'359
Lease liabilities		119'264	123'491
Net defined benefit liability		10'175	10'536
Provisions and other employee benefits Non-current financial and other non-current liabilities		6'351 22'074	4'516
Deferred income tax liabilities		22'071 141'746	18'898 146'700
Total non-current liabilities		1'505'204	1'431'500
Current liabilities		1 303 204	1431 300
Lease liabilities		30'604	32'297
Trade payables		205'129	194'383
Provisions and other employee benefits		31'020	34'744
Current income tax liabilities		7'015	6'229
Current financial and other current liabilities		185'425	217'842
Total current liabilities		459'193	485'495
Total liabilities		1'964'397	1'916'995
Total equity and liabilities		2'283'972	2'297'508
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# CONDENSED INTERIM STATEMENT OF CHANGES IN CONSOLIDATED EQUITY

_	Share capital € (000's)	Share premium € (000's)	Currency translation reserve € (000's)	Accumulated deficit € (000's)	Total equity € (000's)
Balance at 1 January 2023	344	2'044'707	(272'032)	(1'328'231)	444'788
Other comprehensive income/(loss)	-	-	(49'151)	913	(48'238)
Loss for the year	-	-	-	(16'362)	(16'362)
Total comprehensive loss for the year	-	-	(49'151)	(15'449)	(64'600)
Share-based payment	-	325	-	-	325
Balance at 31 December 2023	344	2'045'032	(321'183)	(1'343'680)	380'513
Other comprehensive income	-	-	12'458	-	12'458
Loss for the period	-	-	-	(73'396)	(73'396)
Total comprehensive income/(loss) for the period	-	-	12'458	(73'396)	(60'938)
Balance at 30 September 2024	344	2'045'032	(308'725)	(1'417'076)	319'575

Attributable to owners of the Company

# CONDENSED CONSOLIDATED INTERIM STATEMENT OF CASH FLOW

Loss before income tax         (76'169)         (26'634)           Depreciation, amortisation and impairment expenses         8         114'561         120'57C           Gain on disposal of property, plant and equipment, net         (2'3'1)         (3'728)           Non-cash transactions         (377)         (1'469)           Finance costs, net         100'697         67'285           Changes in working capital:         (Increase)/Decrease in trade receivables         (3'433)         (2'4'33)           (Increase)/Decrease in trade receivables         (3'4'33)         (2'8'33)           (Increase)/Decrease in trade payables         10'6'98         (6'642)           Increase/(Decrease) in trade payables         10'6'95         (2'9'5)           Increase/(Decrease) in other current liabilities and provisions         (16'420)         (3'7'72)           Increase/(Decrease) in other current liabilities and provisions         (16'420)         (3'7'72)           Increase/(Decrease) in other current liabilities         97'566         98'842           Cash flows from investing activities         97'566         98'842           Purchases of property, plant and equipment         (60'430)         (47'720)           Purchases of property, plant and equipment and other proceeds         6'4'34         9'7'30           Net cash used in inv		Notes	9 months ended 30 September 2024 € (000's)	9 months ended 30 September 2023 € (000's)
Depreciation, amortisation and impairment expenses8114'561120'570Gain on disposal of property, plant and equipment, net(2'371)(3'728)Non-cash transactions(377)(1'469)Finance costs, net100'69767'285Changes in working capital:(1ncrease)/Decrease in inventories(11'077)(4'664)(Increase)/Decrease in other current assets(11'0738)(7'883)(Increase)/Decrease) in trade payables10'698(6'422)Increase/(Decrease) in other current liabilities and provisions(16'420)(32'775)Increase/(Decrease) in other current liabilities and provisions(16'420)(32'775)Increase/(Decrease) in other current liabilities and provisions(16'420)(32'775)Increase/(Decrease) in other current liabilities and provisions(16'420)(32'775)Increase/flows from investing activities97'56698'842Purchases of property, plant and equipment(60'430)(47'720)Purchases of intangible assets(2'311)(1'696)Repayments of short-term investments(4'780)-Proceeds from sale of property, plant and equipment and other proceeds6'4349'730Net cash used in investing activities(2'362)(2'9260)Repayments of lease liabilities(28'362)(2'9260)Repayments of lease liabilities(28'362)(2'9260)Repayments of lease liabilities(28'362)(2'9260)Repayments of lease liabilities(28'362)(2'9260)Repayments of lease liabilities <td< td=""><td>Cash flows from operating activities</td><td></td><td></td><td></td></td<>	Cash flows from operating activities			
Gain on disposal of property, plant and equipment, net(2'371)(3'728Non-cash transactions(377)(1'469)Finance costs, net100'69767'285Changes in working capital:(Increase)/Decrease in trade receivables(3'433)(2'243)(Increase)/Decrease in trade receivables(3'433)(2'243)(Increase)/Decrease in trade receivables(1'0088)(1'6883)Increase/Decrease in trade payables10'698(6'642)Increase/Decrease) in other current liabilities and provisions(16'420)(32'775)Increase/Decrease) in other current liabilities and provisions(16'420)(32'775)Net cash generated from operating activities97'56698'842Cash flows from investing activities(2'311)(1'696)Purchases of property, plant and equipment(60'430)(4'7'20)Proceeds from sale of property, plant and equipment and other proceeds6'4349'730Net cash used in investing activities(6'1'087)(3'686)Cash flows from financing activities(2'362)(2'9'260)Repayments of lease liabilities(28'362)(2'9'260)Repayments of lease liabilities(2'362)(2'9'260)Repayments of factoring(1'686)(1'804)Interest paid(7	Loss before income tax		(76'169)	(26'634)
Non-cash transactions(377)(1469)Finance costs, net100'69767'285Changes in working capital:(Increase)/Decrease in inventories(11'077)(4'664,(Increase)/Decrease in trade receivables(3'433)(2'243)(Increase)/Decrease in other current assets(17'038)(7'883)Increase/(Decrease) in trade payables10'698(6'642)Increase/(Decrease) in other current liabilities and provisions(16'420)(32'775)Increase/(Decrease) in other current liabilities and provisions(16'420)(32'775)Net cash generated from operating activities97'56698'842Cash flows from investing activities(2'311)(1'696)Purchases of property, plant and equipment(60'430)(4'7'20)Proceeds from sale of property, plant and equipment and other proceeds6'4349'730Net cash used in investing activities(61'087)(39'686)Cash flows from financing activities(28'362)(29'260)Repayments of lease liabilities(28'362)(29'260)Repayments of factoring(1686)(1'804)Interest paid(78'060)(58'399)Net decrease in cash and cash equivalents(1'1'296)(35'774)Net decrease in cash and cash equivalents	Depreciation, amortisation and impairment expenses	8	114'561	120'570
Finance costs, net100'69767'285Changes in working capital: (Increase)/Decrease in inventories(11'077)(4'664)(Increase)/Decrease in trade receivables(3'433)(2'243)(Increase)/Decrease in other current assets(17'038)(7'883)Increase/(Decrease) in trade payables10'698(6'642)Increase/(Decrease) in other current liabilities and provisions(16'420)(32'775)Income taxes paid(1'505)(2'975)Net cash generated from operating activities97'56698'842Cash flows from investing activities97'56698'842Purchases of property, plant and equipment(60'430)(47'720)Purchases of intangible assets(2'311)(1'696)Repayments of short-term investments(4'780)-Proceeds from sale of property, plant and equipment and other proceeds6'4349'730Net cash used in investing activities(61'087)(39'686)Cash flows from financing activities(28'362)(29'200)Repayments of loans and borrowings(4'392)(9'383)Repayments of loans and borrowings(4'392)(9'383)Repayments of lactoring(1'666)(1'804)Interest paid(78'060)(58'399)Net decrease in cash and cash equivalents(17'296)(35'574)Net decrease in cash and cash equivalents(17'296)(35'574)Cash and cash equivalents(1'000)(465)	Gain on disposal of property, plant and equipment, net		(2'371)	(3'728)
Changes in working capital:       (Increase)/Decrease in inventories       (11'077)       (4'664)         (Increase)/Decrease in trade receivables       (3'433)       (2'243)         (Increase)/Decrease in other current assets       (17'038)       (7'883)         Increase/Decrease) in trade payables       10'698       (6'642)         Increase/Decrease) in other current liabilities and provisions       (16'420)       (32'775)         Income taxes paid       (1'505)       (2'975)         Net cash generated from operating activities       97'566       98'842         Cash flows from investing activities       97'566       98'842         Cash flows from investing activities       97'566       98'842         Purchases of property, plant and equipment       (60'430)       (47'720)         Purchases of property, plant and equipment and other proceeds       6'434       9'730         Net cash used in investing activities       (6'1087)       (39'686)         Cash flows from financing activities       (2'362)       (2'9260)         Repayments of loans and borrowings       58'725       4'116         Repayments of factoring       (1'686)       (1'804)         Interest paid       (78'060)       (58'399)         Net cash used in financing activities       (53'775)       (94'730)	Non-cash transactions		(377)	(1'469)
(Increase)/Decrease in inventories(11'077)(4'664(Increase)/Decrease in trade receivables(3'433)(2'243)(Increase)/Decrease in other current assets(17'038)(7'883)Increase/(Decrease) in trade payables10'698(6'642)Increase/(Decrease) in other current liabilities and provisions(16'420)(32'775)Income taxes paid(1'505)(2'975)Net cash generated from operating activities97'56698'842Cash flows from investing activities97'56698'842Purchases of property, plant and equipment(60'430)(47'720)Purchases of intangible assets(2'311)(1'696)Repayments of short-term investments(4'780)97'300Proceeds from sale of property, plant and equipment and other proceeds6'4349'730Net cash used in investing activities(61'087)(39'686)Cash flows from financing activities(2'362)(2'9260)Repayments of lease liabilities(28'362)(2'9260)Repayments of lease liabilities(28'362)(2'9260)Repayments of lease liabilities(53'775)(94'730)Net cash used in financing activities(53'775)(94'730)Net cash used in financing activities(17'296)(35'574)Cash and cash equivalents(17'296)(35'574)Cash and cash equivalents(17'296)(35'574)Cash and cash equivalents(17'296)(35'574)Cash and cash equivalents(17'296)(35'574)Cash and cash equivalents <t< td=""><td>Finance costs, net</td><td></td><td>100'697</td><td>67'285</td></t<>	Finance costs, net		100'697	67'285
(Increase)/Decrease in trade receivables(3'43)(2'243)(Increase)/Decrease in other current assets(17'038)(7'883)Increase/(Decrease) in trade payables10'698(6'642)Increase/(Decrease) in other current liabilities and provisions(16'420)(32'775)Increase/(Decrease) in other current liabilities and provisions(16'420)(32'775)Increase/(Decrease) in other current liabilities and provisions(16'420)(32'775)Increase/(Decrease) in other current liabilities and provisions(16'420)(32'775)Net cash generated from operating activities97'56698'842Cash flows from investing activities97'56698'842Purchases of property, plant and equipment(60'430)(47'720)Purchases of intangible assets(2'311)(1'696)Repayments of short-term investments(4'780)97'300Proceeds from sale of property, plant and equipment and other proceeds6'4349'730Net cash used in investing activities(61'087)(39'686)Cash flows from financing activities(6'392)(9'383)Repayments of loans and borrowings(4'392)(9'383)Repayments of lace liabilities(28'362)(29'260)Repayments of lace liabilities(53'775)(94'730)Net cash used in financing activities(17'296)(35'574)Net decrease in cash and cash equivalents(17'296)(35'574)Cash and cash equivalents at the beginning of the period58'19073'108Exchange losses on cash and cash equivale	Changes in working capital:			
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Increase/(Decrease) in trade payables10'698(6'642Increase/(Decrease) in other current liabilities and provisions(16'420)(32'775)Income taxes paid(1'505)(2'975)Net cash generated from operating activities97'56698'842Cash flows from investing activities97'56698'842Purchases of property, plant and equipment(60'430)(47'720)Purchases of intangible assets(2'311)(1'696)Repayments of short-term investments(4'780)-Proceeds from sale of property, plant and equipment and other proceeds6'4349'730Net cash used in investing activities(61'087)(39'686)Cash flows from financing activities(4'392)(9'383)Repayments of loans and borrowings58'7254'116Repayments of lease liabilities(28'362)(29'260)Repayments of lease liabilities(28'362)(29'260)Repayments of lease liabilities(58'399)(1'686)Net cash used in financing activities(53'375)(94'730)Net cash used in financing activities(53'775)(94'730)Net cash used in financing activities(53'100)73'108Net decrease in cash and cash equivalents(1'296)58'190Cash and cash equivalents at the beginning of the period58'19073'108Exchange losses on cash and cash equivalents(1'000)(465)	(Increase)/Decrease in trade receivables		(3'433)	(2'243)
Increase/(Decrease) in other current liabilities and provisions(16'420)(32'775)Income taxes paid(1'505)(2'975)Net cash generated from operating activities97'56698'842Cash flows from investing activities97'56698'842Purchases of property, plant and equipment(60'430)(47'720)Purchases of intangible assets(2'311)(1'696)Repayments of short-term investments(4'780)97'30Proceeds from sale of property, plant and equipment and other proceeds6'4349'730Net cash used in investing activities(61'087)(39'686)Cash flows from financing activities(4'392)(9'383)Proceeds from loans and borrowings58'7254'116Repayments of lease liabilities(28'362)(29'260)Repayments of factoring(1'686)(1'804)Interest paid(78'060)(58'399)Net cash used in financing activities(53'775)(94'730)Net cash used in financing activities(17'296)(35'574)Cash and cash equivalents(17'296)(35'574)Cash and cash equivalents(17'00)(465)	(Increase)/Decrease in other current assets		(17'038)	(7'883)
Income taxes paid(1'505)(2'975)Net cash generated from operating activities97'56698'842Cash flows from investing activities97'56698'842Purchases of property, plant and equipment(60'430)(47'720)Purchases of intangible assets(2'311)(1'696)Repayments of short-term investments(4'780)97'30Proceeds from sale of property, plant and equipment and other proceeds6'4349'730Net cash used in investing activities(61'087)(39'686)Cash flows from financing activities(4'392)(9'383)Proceeds from loans and borrowings58'7254'116Repayments of lease liabilities(28'362)(29'260)Repayments of factoring(1'686)(1'804)Interest paid(78'060)(58'399)Net cash used in financing activities(17'296)(35'574)Cash and cash equivalents(17'296)(35'574)Cash and cash equivalents(17'00)(465)	Increase/(Decrease) in trade payables		10'698	(6'642)
Net cash generated from operating activities97'56698'842Cash flows from investing activities97'56698'842Purchases of property, plant and equipment(60'430)(47'720)Purchases of intangible assets(2'311)(1'696)Repayments of short-term investments(4'780)97'36Proceeds from sale of property, plant and equipment and other proceeds6'4349'730Net cash used in investing activities(61'087)(39'686)Cash flows from financing activities(61'087)(39'686)Proceeds from loans and borrowings58'7254'116Repayments of lease liabilities(28'362)(29'260)Repayments of lease liabilities(28'362)(29'260)Repayments of factoring(1'686)(1'804)Interest paid(78'060)(58'399)Net cash used in financing activities(53'775)(94'730)Net decrease in cash and cash equivalents(17'296)(35'574)Cash and cash equivalents at the beginning of the period58'19073'108Exchange losses on cash and cash equivalents(1'000)(465)	Increase/(Decrease) in other current liabilities and provisions		(16'420)	(32'775)
Cash flows from investing activities         Purchases of property, plant and equipment       (60'430)       (47'720)         Purchases of intangible assets       (2'311)       (1'696)         Repayments of short-term investments       (4'780)       -         Proceeds from sale of property, plant and equipment and other proceeds       6'434       9'730         Net cash used in investing activities       (61'087)       (39'686)         Cash flows from financing activities       (61'087)       (39'686)         Proceeds from loans and borrowings       58'725       4'116         Repayments of loans and borrowings       (4'392)       (9'383)         Repayments of lease liabilities       (28'362)       (29'260)         Repayments of factoring       (1'686)       (1'804)         Interest paid       (78'060)       (58'399)         Net cash used in financing activities       (53'775)       (94'730)         Net decrease in cash and cash equivalents       (17'296)       (35'574)         Cash and cash equivalents at the beginning of the period       58'190       73'108         Exchange losses on cash and cash equivalents       (1'000)       (465)	Income taxes paid		(1'505)	(2'975)
Purchases of property, plant and equipment(60'430)(47'720)Purchases of intangible assets(2'311)(1'696)Repayments of short-term investments(4'780)(4'780)Proceeds from sale of property, plant and equipment and other proceeds6'4349'730Net cash used in investing activities(61'087)(39'686)Cash flows from financing activities(61'087)(39'686)Proceeds from loans and borrowings58'7254'116Repayments of loans and borrowings(4'392)(9'383)Repayments of lease liabilities(28'362)(29'260)Repayments of factoring(1'686)(1'804)Interest paid(78'060)(58'399)Net cash used in financing activities(53'775)(94'730)Net decrease in cash and cash equivalents(1'7'296)(35'574)Cash and cash equivalents at the beginning of the period58'19073'108Exchange losses on cash and cash equivalents(1'000)(465)	Net cash generated from operating activities		97'566	98'842
Purchases of intangible assets(2'311)(1'696)Repayments of short-term investments(4'780)Proceeds from sale of property, plant and equipment and other proceeds6'4349'730Net cash used in investing activities(61'087)(39'686)Cash flows from financing activities(61'087)(39'686)Proceeds from loans and borrowings58'7254'116Repayments of loans and borrowings(4'392)(9'383)Repayments of lease liabilities(28'362)(29'260)Repayments of factoring(1'686)(1'804)Interest paid(78'060)(58'399)Net cash used in financing activities(53'775)(94'730)Net decrease in cash and cash equivalents(17'296)(35'574)Cash and cash equivalents at the beginning of the period58'19073'108Exchange losses on cash and cash equivalents(1'000)(465)	Cash flows from investing activities			<i></i>
Repayments of short-term investments(4'780)Proceeds from sale of property, plant and equipment and other proceeds6'4349'730Net cash used in investing activities(61'087)(39'686)Cash flows from financing activities(4'397)(39'686)Proceeds from loans and borrowings58'7254'116Repayments of loans and borrowings(4'392)(9'383)Repayments of lease liabilities(28'362)(29'260)Repayments of factoring(1'686)(1'804)Interest paid(78'060)(58'399)Net cash used in financing activities(53'775)(94'730)Net decrease in cash and cash equivalents(17'296)(35'574)Cash and cash equivalents at the beginning of the period58'19073'108Exchange losses on cash and cash equivalents(1'000)(465)			,	· · · ·
Proceeds from sale of property, plant and equipment and other proceeds6'4349'730Net cash used in investing activities(61'087)(39'686)Cash flows from financing activitiesProceeds from loans and borrowings58'7254'116Repayments of loans and borrowings(4'392)(9'383)Repayments of lease liabilities(28'362)(29'260)Repayments of factoring(1'686)(1'804)Interest paid(78'060)(58'399)Net cash used in financing activities(17'296)(35'574)Cash and cash equivalents at the beginning of the period58'19073'108Exchange losses on cash and cash equivalents(1'000)(465)	-		. ,	(1'696)
Net cash used in investing activities(61'087)(39'686)Cash flows from financing activities(61'087)(39'686)Proceeds from loans and borrowings58'7254'116Repayments of loans and borrowings(4'392)(9'383)Repayments of lease liabilities(28'362)(29'260)Repayments of factoring(1'686)(1'804)Interest paid(78'060)(58'399)Net cash used in financing activities(53'775)(94'730)Net decrease in cash and cash equivalents(17'296)(35'574)Cash and cash equivalents at the beginning of the period58'19073'108Exchange losses on cash and cash equivalents(1'000)(465)	Repayments of short-term investments		( )	-
Cash flows from financing activitiesProceeds from loans and borrowings58'7254'116Repayments of loans and borrowings(4'392)(9'383)Repayments of lease liabilities(28'362)(29'260)Repayments of factoring(1'686)(1'804)Interest paid(78'060)(58'399)Net cash used in financing activities(53'775)(94'730)Net decrease in cash and cash equivalents(17'296)(35'574)Cash and cash equivalents at the beginning of the period58'19073'108Exchange losses on cash and cash equivalents(1'000)(465)		3	6'434	9'730
Proceeds from loans and borrowings58'7254'116Repayments of loans and borrowings(4'392)(9'383)Repayments of lease liabilities(28'362)(29'260)Repayments of factoring(1'686)(1'804)Interest paid(78'060)(58'399)Net cash used in financing activities(53'775)(94'730)Net cash used in financing activities(17'296)(35'574)Cash and cash equivalents at the beginning of the period58'190Exchange losses on cash and cash equivalents(1'000)(465)	Net cash used in investing activities		(61'087)	(39'686)
Repayments of loans and borrowings(4'392)(9'383)Repayments of lease liabilities(28'362)(29'260)Repayments of factoring(1'686)(1'804)Interest paid(78'060)(58'399)Net cash used in financing activities(53'775)(94'730)Net decrease in cash and cash equivalentsCash and cash equivalents at the beginning of the period58'19073'108Exchange losses on cash and cash equivalents(1'000)(465)	Cash flows from financing activities			
Repayments of lease liabilities(28'362)(29'260)Repayments of factoring(1'686)(1'804)Interest paid(78'060)(58'399)Net cash used in financing activities(53'775)(94'730)Net decrease in cash and cash equivalentsCash and cash equivalents at the beginning of the period58'19073'108Exchange losses on cash and cash equivalents(1'000)(465)	Proceeds from loans and borrowings		58'725	4'116
Repayments of factoring(1'686)(1'804)Interest paid(78'060)(58'399)Net cash used in financing activities(53'775)(94'730)Net decrease in cash and cash equivalents(17'296)(35'574)Cash and cash equivalents at the beginning of the period58'19073'108Exchange losses on cash and cash equivalents(1'000)(465)	Repayments of loans and borrowings		(4'392)	(9'383)
Interest paid(78'060)(58'399)Net cash used in financing activities(53'775)(94'730)Net decrease in cash and cash equivalents(17'296)(35'574)Cash and cash equivalents at the beginning of the period58'19073'108Exchange losses on cash and cash equivalents(1'000)(465)	Repayments of lease liabilities		(28'362)	(29'260)
Net cash used in financing activities(53'775)(94'730)Net decrease in cash and cash equivalents(17'296)(35'574)Cash and cash equivalents at the beginning of the period58'19073'108Exchange losses on cash and cash equivalents(1'000)(465)	Repayments of factoring		(1'686)	(1'804)
Net decrease in cash and cash equivalents(17'296)(35'574)Cash and cash equivalents at the beginning of the period58'19073'108Exchange losses on cash and cash equivalents(1'000)(465)	Interest paid		(78'060)	(58'399)
Cash and cash equivalents at the beginning of the period58'19073'108Exchange losses on cash and cash equivalents(1'000)(465)	Net cash used in financing activities		(53'775)	(94'730)
Exchange losses on cash and cash equivalents (1'000) (465)	Net decrease in cash and cash equivalents		(17'296)	(35'574)
Exchange losses on cash and cash equivalents (1'000) (465)	Cash and cash equivalents at the beginning of the period		58'190	73'108
	Exchange losses on cash and cash equivalents		(1'000)	(465)
	-		, ,	37'069

# NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

#### 1. General Information

Selecta Group B.V. ("the Company") is a limited liability company incorporated and domiciled in Amsterdam, the Netherlands. The Company and its subsidiaries are collectively referred to herein as "the Group" or "the Selecta Group". The Group is a pan-European self-service retail and coffee services company.

These condensed consolidated interim financial statements do not represent statutory financial statements of the Company prepared in accordance with Dutch GAAP and the requirements of the Dutch chamber of commerce and have been prepared voluntarily by the Board of Directors.

#### 2. Basis of preparation

These condensed consolidated interim financial statements have been prepared in accordance with IAS 34 Interim Financial Reporting ("IAS 34" as issued by the IASB).

The disclosure requirements of IAS 34 are based on the assumption that the reader of the condensed consolidated interim financial statements is doing so together with the most recent consolidated financial statements.

The condensed consolidated interim financial statements do not include all information required for a complete set of IFRS consolidated financial statements and should therefore be read in conjunction with the annual consolidated financial statements for the year ended 31 December 2023.

Selected explanatory notes have been included to explain events and transactions that are significant to an understanding of the changes in the Group's financial position and performance since the last annual consolidated financial statements for the year ended 31 December 2023.

#### 3. Summary of accounting policies

#### 3.1. Accounting policies

The Group has adopted all International Financial Reporting Standards (IFRS) and International Accounting Standards (IAS) issued by the International Accounting Standards Board (the IASB) as well as Interpretations given by the IFRS Interpretations Committee (the IFRIC) and the former Standing Interpretations Committee (SIC) that are relevant to the Group's operations and effective for annual reporting periods beginning on 1 January 2024.

Except as described below, the accounting policies applied in these condensed consolidated interim financial statements are the same as those applied in the consolidated financial statements for the year ended 31 December 2023.

#### 3.2. New and revised/amended standards and interpretations

A number of new standards and amendments to standards are effective for annual periods beginning after 1 January 2025 and earlier application is permitted. However, the Group has not early adopted them in preparing these condensed consolidated interim financial statements.

The following new or amended standards and interpretations that may be relevant to the condensed consolidated interim financial statements have been issued but are not yet effective.

	Impact	Effective date	Planned application by Selecta Group B.V.
New standards or interpretations			
Lack of Exchangeability – Amendments to IAS 21	1)	1 January 2025	Reporting year 2025
Amendments to the Classification and Measurement of Fi- nancial Instruments – Amendments to IFRS 9 Financial In- struments and IFRS 7 Financial Instruments: Disclosures; annual improvements to IFRS Accounting Standards	2)	1 January 2026	Reporting year 2026
IFRS 18 Presentation and Disclosure in Financial State- ments	2)	1 January 2027	Reporting year 2027
IFRS 19 Subsidiaries without Public Accountability: Disclo- sures	2)	1 January 2027	Reporting year 2027

1) No significant impacts are expected on the condensed consolidated interim financial statements of Selecta Group

2) The impact on the condensed consolidated interim financial statements of Selecta Group cannot yet be determined with sufficient reliability

#### **Global minimum tax**

In the recent years, members of the OECD/G20 Inclusive Framework have developed a two-pillar solution to address the tax challenges arising from the digitalisation of the economy. This solution plays an important role to ensure fairness and equity in the international tax systems.

From both pillars, only the second pillar is relevant to Selecta Group as it applies to groups with annual turnover of minimum 750 million Euro. This pillar establishes a floor on corporate tax competition which will ensure a multinational enterprise (MNE) is subject to tax in each jurisdiction at a 15% effective minimum tax rate regardless of where it operates.

This global minimum tax framework is envisaged as per 2024, however, not all Inclusive Framework jurisdictions have implemented it as planned. Management is closely monitoring the progress of the legislative process in each jurisdiction where the Group operates. Given the uncertainty of the political landscape, the Group has decided to benefit from the provisional safe harbours applicable until 2026. Within that period, the Group would be subject to simplified compliance and any impact on the condensed consolidated interim financial statement could be eliminated, provided the Group fulfills required criteria.

As a result, the Group does not expect material impact from the new legislation on the Group's condensed consolidated interim financial statements as of 30 September 2024.

#### 3.3. Basis of consolidation

Whilst the business of Selecta fluctuates from month to month, the impact between quarters is limited, except for working capital. Seasonal fluctuations across the months offset each other to a certain degree at Group level.

#### 4. Use of estimates and key sources estimation uncertainties

The preparation of the condensed consolidated interim financial statements requires management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. These estimates and assumptions are based on historical experience and other factors that are believed to be reasonable under the circumstances. Actual results may differ from these estimates.

#### 5. Segment reporting

The Company's Board of Directors examines the results achieved by each segment when making decisions on the allocation of resources and assessment of performance. The Group's financing activities are managed at Group level and are not allocated to segments.

Three different regions present similarities in terms of both channel and business model pre-dominances, and related characteristics. Each of those regions engages business activities as described below, earns revenues and incurs expenses:

- **Segment South, UK & Ireland:** characterised by paid-vend<sup>2</sup>, mixed channel vending and includes Italy, Spain and the UK (including Ireland)
- **Segment Central:** characterised by paid-vend, mixed channel vending and includes Switzerland, Germany, Austria and France, with a strong presence and expertise in the public business
- **Segment North:** characterised by free-vend<sup>3</sup>, office coffee services (OCS) and includes Sweden, Norway, Finland, Denmark, Belgium, Netherlands, and the Pelican Rouge Roaster in the Netherlands

Revenues, revenues net of vending fees, profit/(loss) before net finance costs, income taxes, depreciation, amortisation, and impairment expense as the operating result of the Group's reportable segments are regularly reviewed by the Board of Directors, as the Group's Chief Operating Decision Maker, to assess performance and to determine how resources should be allocated.

<sup>&</sup>lt;sup>2</sup> Paid vend means that consumer pays (e.g., at the coffee machines in the offices)

<sup>&</sup>lt;sup>3</sup> Free vend is defined by consumer not paying but the employer is paying (e.g., coffee consumption)

The table below shows the interaction between revenues by channels and segment revenues.

Result for the 9 months ended 30 September 2024

	South, UK & Ireland	Central	North	Total reportable segments	HQ and Interco	Total Group
	€ (000's)	€ (000's)	€ (000's)	€ (000's)	€ (000's)	€ (000's)
Revenue	318'191	374'656	325'446	1'018'293	(12'880)	1'005'413
Revenue net of vending fees	281'640	290'154	306'707	878'501	(12'880)	865'621
Profit/(loss) before net fi- nance costs, income taxes, depreciation, amortisation and impairment expenses	37'405	53'136	53'916	144'457	(5'368)	139'089
Depreciation, amortisation and impairment expenses	(30'749)	(33'614)	(26'562)	(90'925)	(23'636)	(114'561)
Profit before net finance costs and income tax						24'528
Finance costs, net						(100'697)
Loss before income tax						(76'169)

Result for the 9 months ended 30 September 2023

	South, UK & Ireland	Central	North	Total reportable segments	HQ and Interco	Total Group
	€ (000's)	€ (000's)	€ (000's)	€ (000's)	€ (000's)	€ (000's)
Revenue	321'253	384'652	358'055	1'063'960	(15'362)	1'048'598
Revenue net of vending fees	285'587	299'928	338'657	924'172	(15'362)	908'810
Profit/(loss) before net fi- nance costs, income taxes, depreciation, amortisation and impairment expenses	42'953	69'476	63'418	175'847	(14'626)	161'221
Depreciation, amortisation and impairment expenses	(33'309)	(36'523)	(27'695)	(97'527)	(23'043)	(120'570)
Profit before net finance costs and income tax						40'651
Finance costs, net						(67'285)
Loss before income tax						(26'634)

#### 6. Revenue by channel

The table below shows the interaction between revenues by channels and segment revenues.

Result for the 9 months ended 30 September 2024

	South, UK & Ireland € (000's)	Central € (000's)	North € (000's)	Total reportable segments € (000's)	HQ and Interco € (000's)	Total Group € (000's)
Revenue from contracts with customers	318'191	374'656	315'506	1'008'353	(12'880)	995'473
Rental revenue	-	-	9'940	9'940	-	9'940
Total revenue	318'191	374'656	325'446	1'018'293	(12'880)	1'005'413
Revenue from On-the-Go channel	123'362	213'971	58'030	395'363	-	395'363
Third party revenue from Workplace channel	141'292	127'802	149'387	418'481	-	418'481
Intersegment revenue from Workplace channel	-	35	-	35	(35)	-
Third party revenue from Trading channel	53'507	32'720	94'776	181'003	626	181'629
Intersegment revenue from Trading channel	30	128	13'313	13'471	(13'471)	-
Total revenue from contracts with customers	318'191	374'656	315'506	1'008'353	(12'880)	995'473

#### Result for the 9 months ended 30 September 2023

	South, UK & Ireland € (000's)	Central € (000's)	North € (000's)	Total reportable segments € (000's)	HQ and Interco € (000's)	Total Group € (000's)
Revenue from contracts with customers	321'253	384'652	346'389	1'052'294	(15'362)	1'036'932
Rental revenue	-	-	11'666	11'666	-	11'666
Total revenue	321'253	384'652	358'055	1'063'960	(15'362)	1'048'598
Revenue from On-the-Go channel	120'937	219'382	64'140	404'459	-	404'459
Third party revenue from Workplace channel	150'508	133'244	163'662	447'414	-	447'414
Intersegment revenue from Workplace channel	-	49	-	49	(49)	-
Third party revenue from Trading channel	49'770	31'823	103'466	185'059	-	185'059
Intersegment revenue from Trading channel	38	154	15'121	15'313	(15'313)	-
Total revenue from contracts with customers	321'253	384'652	346'389	1'052'294	(15'362)	1'036'932

#### Revenue by channel:

#### On-the-Go (Public & semi-public)

The On-the-Go channel includes public and semi-public points of sale.

Public points of sale are characterised by their public access, and the fact that the customer on these premises purchase the merchandise (goods such as foods and drinks) 'on the go', with travel being the main purpose of their presence at such premises.

Semi-public points of sales are in areas accessible to customers either visiting the premises or employed on the premises. The main purpose of visitors on the premises shall not be travel (such premises are captured within public) or work (such premises are captured within workplace), it can be leisure, education, health, access to public services, etc.

#### Workplace (private)

The Workplace points of sale are installed in workplace environments and therefore primarily accessible to the counterparty's employees.

#### Trading

The Trading channel captures sales of vending machines and ingredients, rental and technical services and the sales of products from the Group's own coffee roasting facility. Roaster products include roasted, blended, and packed coffee and related ingredients.

The above channel split articulates the main differences in counterparty and customer segmentation and the corresponding offering and contract types across the Group.

#### 7. Vending fees and revenue net of vending fees

The Group enters into contracts with public and semi-public counterparties to install, operate, supply and maintain self-service retail machines on freely accessible public and semi-public locations. In return Selecta pays the counterparties a consideration which is presented as vending fees expense in the condensed consolidated interim statement of profit or loss.

From the perspective of the Company's management, the economic substance of these transactions is in such cases a revenue-sharing business model between Selecta and its counterparties. As such, for internal operating and management purposes the Group has started to use the measure of revenue net of vending fees in order to assess the performance of the segments and to draw management decisions accordingly, on a consistent basis across segments.

Revenue net of vending fees is not a defined performance measure in IFRS. Management presents the performance measure of revenue net of vending fees because it monitors this performance measure at a consolidated and segment level, and it believes that this measure is relevant to the understanding of the Group's financial performance. Due to this, vending fees are separately disclosed below the revenue line and excluded from the line other operating expenses.

#### 8. Depreciation, amortisation and impairment expenses

Ν	otes	9 months ended 30 September 2024 € (000's)	9 months ended 30 September 2023 € (000's)	3 months ended 30 September 2024 € (000's)	3 months ended 30 September 2023 € (000's)
Depreciation	10	(85'933)	(92'280)	(27'685)	(30'058)
Impairment tangible and intangible assets		(2'638)	(1'617)	(1'486)	(988)
Amortisation customer contracts and trademark		(22'095)	(21'807)	(7'860)	(7'058)
Amortisation other intangibles		(3'895)	(4'866)	(1'472)	(1'569)
Total depreciation, amortisation and impairment expenses		(114'561)	(120'570)	(38'503)	(39'673)

#### 9. Finance costs and finance income

	9 months ended 30 September 2024 € (000's)	9 months ended 30 September 2023 € (000's)	3 months ended 30 September 2024 € (000's)	3 months ended 30 September 2023 € (000's)
Interest on debt and borrowings	(79'846)	(76'541)	(26'913)	(26'310)
Lease interest expense	(4'986)	(3'860)	(1'616)	(1'327)
Foreign exchange loss	(13'572)	-	-	-
Other interest and finance expense	(2'794)	(3'031)	(492)	(1'473)
Total finance costs	(101'198)	(83'432)	(29'021)	(29'110)
Foreign exchange gain	-	16'048	18'452	10'880
Other interest and finance income	501	99	62	-
Total finance income	501	16'147	18'514	10'880

#### 10. Property, plant and equipment

Cost	Freehold land and buildings € (000's)	Vending equipment € (000's)	Vehicles € (000's)	Other equipment € (000's)	Total € (000's)
Balance at 1 January 2023	168'022	793'939	74'036	97'666	1'133'663
Additions	7'287	64'922	11'897	10'114	94'220
Disposals	(13'852)	(110'900)	(17'756)	(8'747)	(151'255)
Lease modifications	680	-	(129)	-	551
Reclassifications*	22	(3'271)	(34)	(5'526)	(8'809)
Effects of foreign currency exchange differences	3'697	11'631	707	1'412	17'447
Balance at 31 December 2023	165'856	756'321	68'721	94'919	1'085'817
Additions	14'763	59'185	10'910	5'765	90'623
Disposals	(17'914)	(61'292)	(24'558)	(3'911)	(107'675)
Lease modifications	4'081	-	(6)	-	4'075
Reclassifications*	15	(64)	-	(1'996)	(2'045)
Effects of foreign currency exchange differences	(1'259)	(1'539)	(165)	(115)	(3'078)
Balance at 30 September 2024	165'542	752'611	54'902	94'662	1'067'717
Accumulated depreciation and impairment					
Balance at 1 January 2023	(45'601)	(564'771)	(42'282)	(65'803)	(718'457)
Depreciation expense	(16'523)	(81'163)	(14'331)	(10'612)	(122'629)
Impairment expense	(154)	(1'591)	-	(334)	(2'079)
Disposals	10'012	105'774	15'672	8'339	139'797
Lease Modification	(271)	-	201	-	(70)
Reclassifications*	-	3'069	39	4'763	7'871
Effects of foreign currency exchange differences	(993)	(9'137)	(448)	(897)	(11'475)
Balance at 31 December 2023	(53'530)	(547'819)	(41'149)	(64'544)	(707'042)
Depreciation expense	(13'331)	(55'824)	(9'898)	(6'880)	(85'933)
Impairment expense	-	(2'171)	(40)	(1)	(2'212)
Disposals	11'172	58'890	23'762	3'840	97'664
Lease Modification	(1'536)	-	2	-	(1'534)
Reclassifications*	-	1'828	-	(67)	1'761
Effects of foreign currency exchange differences	182	782	40	3	1'007
Balance at 30 September 2024	(57'043)	(544'314)	(27'283)	(67'649)	(696'289)
Net Book Value					
At 31 December 2023	112'326	208'502	27'572	30'375	378'775
At 30 September 2024	108'499	208'297	27'619	27'013	371'428

\* Reclassifications mainly relate to transfers to inventory of used equipment to be sold

As of 30 September 2024, the above table included right-of-use assets in the amount  $\in$  154.1 million (31 December 2023:  $\in$  159.2 million). Commitments in respect of capital expenditure amounted to  $\in$  18.6 million as of 30 September 2024 (31 December 2023:  $\in$  16.7 million).

Following the analysis of low performing points of sales, an impairment of vending equipment was recognised in 2023 and for 9 months ended 30 September 2024.

#### 11. Leases

The leases of Selecta comprise, in particular, of freehold land and buildings, vehicles and vending equipment.

Right-of-use assets € (000's)	Land and Buildings	Vending equipment	Vehicles	Other equipment	Total
Balance at 1 January 2023	115'067	27'997	29'690	870	173'624
Depreciation charge for the year	(15'787)	(7'411)	(13'519)	(576)	(37'293)
Additions to right-of-use assets	6'741	7'504	10'569	563	25'377
Disposals of right-of-use assets	(3'747)	(1'453)	(1'076)	(153)	(6'429)
Lease modifications	410	-	72	-	482
Effects of foreign currency exchange differences	2'717	434	277	1	3'429
Balance at 31 December 2023	105'401	27'071	26'013	705	159'190
Depreciation charge for the period	(12'803)	(4'791)	(9'287)	(311)	(27'192)
Additions to right-of-use assets	14'596	5'008	10'507	81	30'192
Disposals of right-of-use assets	(6'580)	(1'999)	(707)	(37)	(9'323)
Lease modifications	2'545	-	(4)	-	2'541
Effects of foreign currency exchange differences	(1'086)	(142)	(115)	(4)	(1'347)
Balance at 30 September 2024	102'073	25'147	26'407	434	154'061

Lease liabilities	30 September 2024 € (000's)	31 December 2023 € (000's)
Current lease liabilities	30'604	32'297
Non-current lease liabilities	119'264	123'491
Total lease liabilities	149'868	155'788

The Group has various lease contracts that have not yet commenced as of 30 September 2024. Future lease payments for these lease contracts are  $\in$  4.1 million (31 December 2023:  $\in$  0.3 million).

#### 12. Intangible assets

Intangible assets consist primarily of trademarks and customer contracts.

The trademarks "Selecta" and "Pelican Rouge" recognised by the Group represent the brand names and have an indefinite useful life. Therefore, these trademarks are tested for impairment annually. The impairment calculation is based on the Value in Use assumption. Trademarks which have definite useful life are amortised over 10 years.

In Q2 2024, the Group's subsidiary Gruppo Argenta S.P.A. changed its legal name into Selecta Italia S.P.A. Following its renaming, Selecta Italia initiated the process of rebranding, which will be finalized next year. By then, the trademark "Argenta" will be fully amortised. The carrying amount of the trademark "Argenta" at 30 September 2024 is  $\in$  6.4 million.

Customer contracts recognised by the Group arise from customer contracts acquired as part of previous business combinations, including the Pelican Rouge acquisition, and are amortised over a period of 10-15 years.

#### 13. Borrowings

	30 September 2024 € (000's)	31 December 2023 € (000's)
Borrowings (incl. revolving credit facility)	1'205'597	1'127'359
Total borrowings	1'205'597	1'127'359

#### 13.1. Borrowings

	30 September 2024			31 December 2023		
	€ (000's)	in %	Interest rate	€ (000's)	in %	Interest rate
EUR	1'175'712	97.5%	8.5%	1'097'774	97.4%	8.5%
CHF	29'885	2.5%	8.6%	29'585	2.6%	8.6%
Total	1'205'597	100%	8.5%	1'127'359	100%	8.1%

The amounts shown above reflect the carrying amount and original currency of the borrowings. The nominal interest rate is disclosed.

#### 13.2. Rate structure of borrowings

	30 September 2024 € (000's)	31 December 2023 € (000's)
Total borrowings at variable rates	104'059	57'000
Total borrowings at fixed rates	1'101'538	1'070'359
Total borrowings	1'205'597	1'127'359

The total includes the reduction of net capitalised transaction costs.

#### 13.3. Details of borrowing facilities

#### Interest Rate

- First Lien Notes: Until (but excluding) January 2nd, 2023: 3.500% per annum, payable in cash, plus in kind at a rate of 4.500% per annum by increasing the principal amount of the outstanding Notes or issuing additional Notes in a principal amount equal to such interest. From (and including) January 2nd, 2023: 8.000% per annum, payable in cash.
- Second Lien Notes: Until (but excluding) January 2nd, 2023: 10.000% per annum, payable in kind by issuing additional Notes in a principal amount equal to such interest. From (and including) January 2nd, 2023: per Interest Payment Date of January 3rd, 2023, Selecta has taken the decision for 10.000% per annum, payable in kind by issuing additional Notes in a principal amount equal to such interest. For future Interest Payment Dates, Selecta's options to pay interest are as follows: (A) all interest as payment in kind at 10% (by increasing the principal amount of the outstanding Notes or issuing additional Notes in a principal amount equal to such interest), (B) all interest as cash at 9.25% or (C) combination of interest as payment in kind (10%) and Cash (9.25%), whereas Selecta must advise of the split % between payment in kind and cash.

#### **Maturity**

- First Lien Notes: April 1<sup>st</sup>, 2026.
- Second Lien Notes: July 1<sup>st</sup>, 2026.

	Interest rate %	30 September 2024 € (000's)
First Lien Notes (EUR)	8.0	739'518
First Lien Notes (CHF)	8.0	20'623
Second Lien Notes (EUR)	10.0	332'135
Second Lien Notes (CHF)	10.0	9'262
Senior revolving credit facility (3M Euribor + 4%)	7.72	104'059
Total borrowings at nominal values		1'205'597

3M Euribor has raised in the market from 3.75% to 4%, which mainly influenced the higher interest rate of the Senior revolving credit facility vs 31 December 2023.

	Interest rate %	31 December 2023
		€ (000's)
First Lien Notes (EUR)	8.0	739'518
First Lien Notes (CHF)	8.0	21'022
Second Lien Notes (EUR)	10.0	301'256
Second Lien Notes (CHF)	10.0	8'563
Senior revolving credit facility (3MEuribor + 3.75%)	7.7	57'000
Total borrowings at nominal values		1'127'359

#### Effect of covenants

Non-current borrowings of Selecta Group include borrowings amounting to  $\in$  1.206 million (31 December 2023:  $\in$  1.127 million) that contain covenants, which, if not met, may result in the borrowings becoming repayable on demand.

These borrowings are otherwise repayable more than 12 months after the end of the reporting period. As at 30 September 2024, Selecta Group complied with all the covenants that were required to be met on or before 30 September 2024. The covenants that are required to be complied with after the end of the current interim period do not affect the classification of the related borrowings as current or non-current at the end of the current interim period. Therefore, all these borrowings remain classified as non-current liabilities.

#### 14. Equity

#### 14.1. Share capital, share premium

The Group's share capital consists of 343'724 fully paid ordinary shares with a nominal value of € 1 per share. Fully paid ordinary shares carry one vote per share and a right to dividends.

In 2023, the Group's share premium increased due to the recognition of the share-based payment.

#### 14.2. Other comprehensive income

The other comprehensive loss accumulated in reserves; net of tax was as follows:

Currency translation reserve € (000's)	Accumulated deficit € (000's)	Total € (000's)
12'458	-	12'458
12'458	-	12'458
Currency translation reserve € (000's)	Accumulated deficit € (000's)	Total € (000's)
(16'348)	-	(16'348)
(16'348)		(16'348)
Currency translation reserve € (000's)	Accumulated deficit € (000's)	Total € (000's)
(15'582)	-	(15'582)
(15'582)	-	(15'582)
Currency translation reserve € (000's)	Accumulated deficit € (000's)	Total € (000's)
(9'414)	-	(9'414)
(9'414)	-	(9'414)
	translation reserve $\in$ (000's) 12'458 12'458 Currency translation reserve $\in$ (000's) (16'348) (16'348) (16'348) Currency translation reserve $\in$ (000's) (15'582) (15'582) (15'582) Currency translation reserve $\notin$ (000's) (9'414)	translation reserve $\in$ (000's)Accumulated deficit $\in$ (000's)12'458-12'458-12'458-Currency translation reserve $\in$ (000's)Accumulated deficit $\notin$ (000's)(16'348)-(16'348)-Currency translation reserve $\notin$ (000's)(16'348)-(16'348)-(16'348)-(16'348)-(15'582)-(15'582)-Currency translation reserve $\notin$ (000's)(15'582)-Currency translation reserve $\notin$ (000's)(15'582)-

Reserves arising from foreign currency translation adjustments comprise the differences from the translation of the financial statements of subsidiaries from their functional currency into Euro. Additionally, the foreign exchange differences on qualifying net investment loans are included in this reserve.

#### 15. Financial instruments

#### 15.1. Accounting classifications and fair values

The following table shows the carrying amounts and fair values of financial assets and financial liabilities, including their levels in the fair value hierarchy. It does not include fair value information for financial assets and financial liabilities not measured at fair value if the carrying amount is a reasonable approximation of fair value.

	Carrying amount		Fair Value		
30 September 2024	Financial as- sets at amor- tised cost € (000's)	Other financial liabilities € (000's)	Total € (000's)	Level 2 € (000's)	Total € (000's)
Financial assets not measured at fair value					
Non-current financial assets	21'865	-	21'865		
Trade receivables	95'318	-	95'318		
Cash and cash equivalents	39'894	-	39'894		
Accrued income	41'976	-	41'976		
Other current financial assets	33'980	-	33'980	33'980	33'980
	233'033	-	233'033		
Financial liabilities not measured at fair value					
Secured loan notes	-	(1'101'538)	(1'101'538)	(1'136'325)	(1'136'325)
Revolving credit facility	-	(104'059)	(104'059)	(104'059)	(104'059)
Lease liabilities	-	(149'868)	(149'868)	(149'868)	(149'868)
Other non-current financial liabilities	-	(15'456)	(15'456)	(15'456)	(15'456)
Trade payables	-	(205'129)	(205'129)		
Interest payable	-	(23'763)	(23'763)		
Accrued expenses	-	(71'599)	(71'599)		
Factoring and reverse factoring liabilities	-	(4'332)	(4'332)	(4'332)	(4'332)
Other current financial liabilities	-	(21'330)	(21'330)	(21'330)	(21'330)
	-	(1'697'074)	(1'697'074)		

	Carrying amount		Fair Value	
31 December 2023 Financial as- sets at amor- tised cost € (000's)	Other financial liabilities € (000's)	Total € (000's)	Level 2 € (000's)	Total € (000's)
Financial assets not measured at fair value				
Non-current financial assets 10'701	-	10'701		
Trade receivables 123'060	-	123'060		
Cash and cash equivalents 58'190	-	58'190		
Accrued income 36'151	-	36'151		
Other current financial assets 5'630	-	5'630	5'630	5'630
233'732	-	233'732		
Financial liabilities not measured at fair value				
Secured loan notes - (*	1'070'359)	(1'070'359)	(1'210'135)	(1'210'135)
Revolving credit facility -	(57'000)	(57'000)	(57'000)	(57'000)
Lease liabilities -	(155'788)	(155'788)	(155'788)	(155'788)
Other non-current financial liabilities -	(9'837)	(9'837)	(9'837)	(9'837)
Trade payables -	(194'383)	(194'383)		
Interest payable -	(45'936)	(45'936)		
Accrued expenses -	(77'154)	(77'154)		
Factoring and reverse factoring liabilities -	(6'538)	(6'538)	(6'538)	(6'538)
Other current financial liabilities -	(19'890)	(19'890)	(19'890)	(19'890)
- (1	'636'885)	(1'636'885)		

#### 15.2. Valuation techniques

The following table shows the valuation techniques used in measuring Level 2 fair values:

#### Financial instruments not measured at fair value

	Valuation technique	Significant unobservable inputs
Borrowings and other financial liabilities	Discounted cash flows: The fair value is estimated considering a net present value calculated using discount rates derived from quoted yields of securities with similar maturity and credit rating that are traded in active markets, adjusted by an illiquidity factor.	Not applicable

#### 16. Contingent liabilities

The Group, through a number of its subsidiaries, is involved in various legal proceedings or claims arising from its normal business. Provisions are made as appropriate where management assesses that it is probable that an outflow of economic benefits will arise. None of these proceedings results in a material contingent liability for the Group.

At 30 September 2024 the Group had commitments of € 19.6 million (31 December 2023: € 26.2 million) relating to purchase of inventory.

#### 17. Events after the balance sheet date

No events have occurred between 30 September 2024 and the date of authorisation of the issue of these condensed consolidated interim financial statements by the Board of Directors of the Company on 31 October 2024 that could have a material impact on the condensed consolidated interim financial statements.

### APPROVAL OF THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

The condensed consolidated interim financial statements for the 9 months ended 30 September 2024 have been authorised by the Board of Directors on 31 October 2024.

Amsterdam, 31 October 2024

Christian Schmitz Director of the Selecta Group B.V.

Nicole Charriere Roos Director of the Selecta Group B.V.

Ruud Gabriels Director of the Selecta Group B.V.

Robert Plooij Director of the Selecta Group B.V.