



Selina

INVESTOR
PRESENTATION

May 1, 2023



Disclaimer

Forward-Looking Statements

This presentation includes “forward-looking statements” within the meaning of the “safe harbor” provisions of the United States Private Securities Litigation Reform Act of 1995. Forward-looking statements generally relate to future events, and include terms such as “may,” “should,” “expect,” “intend,” “will,” “estimate,” “anticipate,” “believe,” “predict,” “potential,” or “continue,” or the negatives of these terms or variations of them or similar terminology. In particular, statements in this presentation regarding our beliefs regarding our goals for our performance and financial results for the fiscal year ended December 31 2023, including revenue growth, achieving and sustaining positive adjusted EBITDA and operating cash flow, the efficiency of our business model, our expansion plans, our ability to leverage our brand to negotiate flexible lease terms and variable rental arrangements, our path to profitability, and our ability to obtain additional funding, restructure liabilities or sell assets to maintain operations. Such forward-looking statements are subject to risks, uncertainties (some of which are beyond our control), and other factors which could cause actual results to differ materially from those expressed or implied by such forward-looking statements. These forward-looking statements are based upon estimates and assumptions that, while we consider reasonable, are inherently uncertain. Factors that may cause actual results to differ materially from current expectations include, without limitation: potential negative impacts on our financial results as a result of changes in travel, hospitality, and real estate markets, including the possibility that travel demand and pricing do not recover to the extent anticipated, particularly in the current geopolitical and macroeconomic environment; volatility in the capital markets; our ability to execute on our plans to increase occupancy and margins; the potential inability to meet our obligations under our commercial arrangements and debt instruments; delays in or cancellations of our efforts to develop, redevelop, convert or renovate the properties that we own or lease; challenges to the legal rights to use certain of our leased hotels; risks associated with operating a significant portion of our business outside of the United States; risks that information technology system failures, delays in the operation of our information technology systems, or system enhancement failures could reduce our revenues; changes in applicable laws or regulations, including legal, tax or regulatory developments, and the impact of any litigation or other legal or regulatory proceedings; possible delays in ESG and sustainability initiatives; the possibility that we may be adversely affected by other economic, business and/or competitive factors, including risks related to the impact of a world health crisis, such as the ongoing COVID-19 pandemic; and other risks and uncertainties described under the heading “Risk Factors” contained in the Annual Report on Form 20-F for the fiscal year ended December 31, 2022. In addition, there may be additional risks that Selina does not presently know, or that Selina currently believes are immaterial, that could also cause actual results to differ from those contained in the forward-looking statements. Nothing in this presentation should be regarded as a representation by any person that the forward-looking statements set forth herein will be achieved or that any of the contemplated results of such forward-looking statements will be achieved. You should not place undue reliance on forward-looking statements, which speak only as of the date they are made. Except as may be required by law, we do not undertake any duty to update these forward-looking statements.

This presentation includes EBITDA, Adjusted EBITDA and Free Cash Flow before Debt Service or FCF, which are not prepared in accordance with the international financing reporting standards issued by the International Accounting Standards Board (“IFRS”). We believe that these non-IFRS financial measures provide useful information to investors about our business and financial performance, including the cash available for future investment activities, enhance their overall understanding of our past performance and future prospects, and allow for greater transparency with respect to metrics used by our management in its financial and operational decision making. We are presenting these non-IFRS financial measures to assist investors in seeing our business and financial performance through the eyes of management, and because management believes that these non-IFRS financial measures provide an additional tool for investors to use in comparing results of operations of our business over multiple periods with other companies in our industry. There are limitations related to the use of these non-IFRS financial measures and other companies may calculate non-IFRS financial measures differently or may use other measures to calculate their financial performance, and therefore, our non-IFRS financial measures may not be directly comparable to similarly titled measures of other companies. Thus, these non-IFRS financial measures should be considered in addition to, and not as a substitute for or superior to, measures of financial performance prepared in accordance with IFRS and should not be considered as an alternative to any measures derived in accordance with IFRS. Our investors and others are encouraged not to rely on any single financial measure, including EBITDA, Adjusted EBITDA and Free Cash Flow before Debt Service. EBITDA is defined as IFRS net profit (loss) excluding impact of income taxes, net interest expense (finance income and costs), and depreciation and amortization. Adjusted EBITDA is defined as EBITDA, excluding (i) non-operating income (expense), such as gain on net monetary position, share of profit/(loss) in associates, other non-operating income / (expense), and income from COVID-related concessions, (ii) impairment losses, (iii) non-cash compensation expense, (iv) non-recurring public company readiness costs, and (v) provision for tax risks that are non-income tax related. By applying IFRS 16, the impact of leases to our profit or loss statements is reflected as “depreciation expense on right-of-use assets” and “interest expense on lease liabilities” included within Finance Costs; the lease accounting does not impact EBITDA. Free Cash Flow before Debt Service is defined as Operating Cash Flow, minus (i) repayment of lease liabilities; and (ii) net cash used in investing activities; plus (iii) non-recurring public company readiness costs; and (iv) proceeds from partner loans, to reflect only Selina out-of-pocket capital expenditures. Free Cash Flow before Debt Service does not include i) repayment of partner loans (including interest payments) and ii) proceeds or repayment of any other loans (including interest payments), convertible loans, or any capital raising costs. Our investors and others are also encouraged to review the related IFRS financial measures and the reconciliation of EBITDA, Adjusted EBITDA and Free Cash Flow before Debt Service to their most directly comparable IFRS financial measures.

A DAY AT SELINA – FOR THE DIGITAL NOMADS

Selina



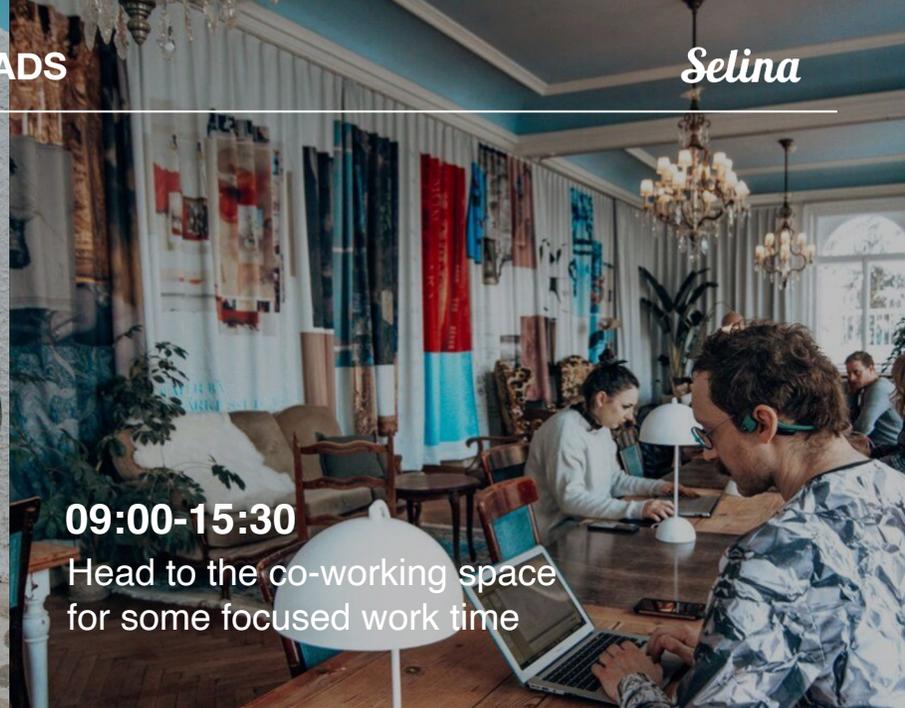
07:00-07:45

Start the day with a high-impact training session or yoga class



08:00-08:30

Fuel up with a locally inspired breakfast



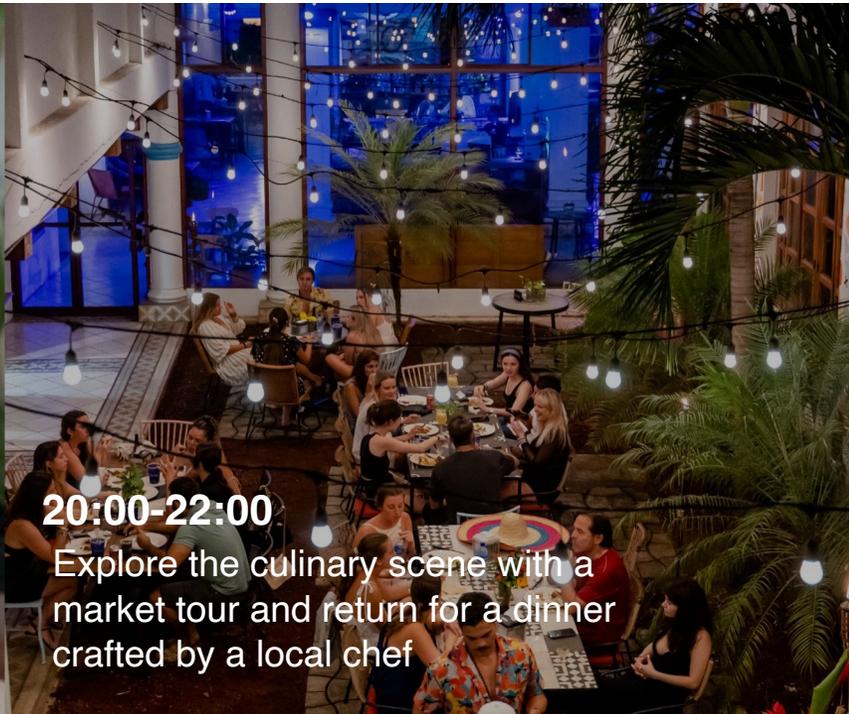
09:00-15:30

Head to the co-working space for some focused work time



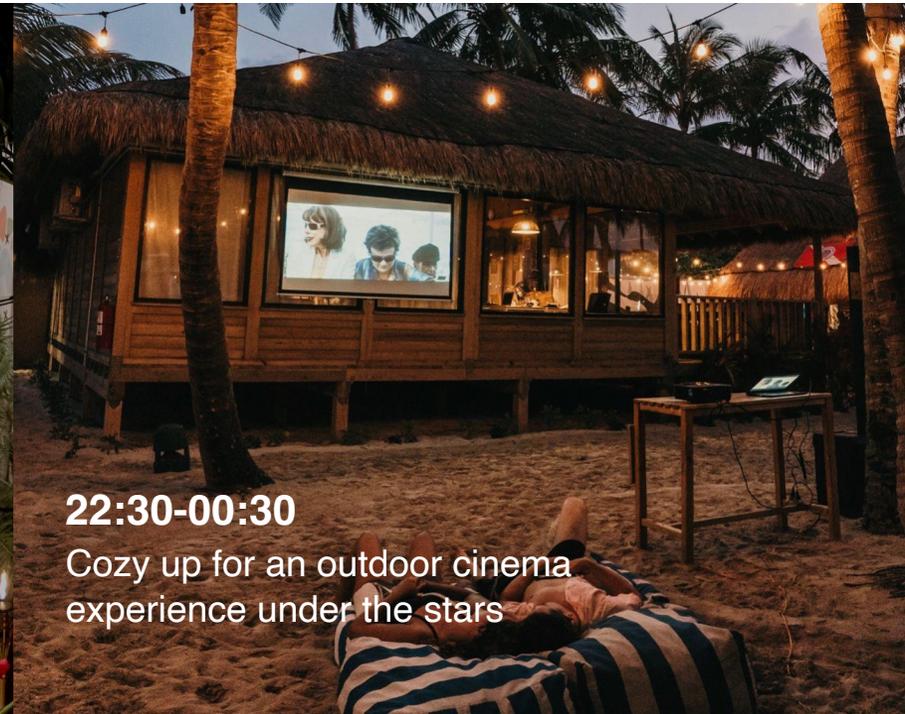
18:00

Sip, savor, and socialize with a welcome drink or pre-dinner cocktail



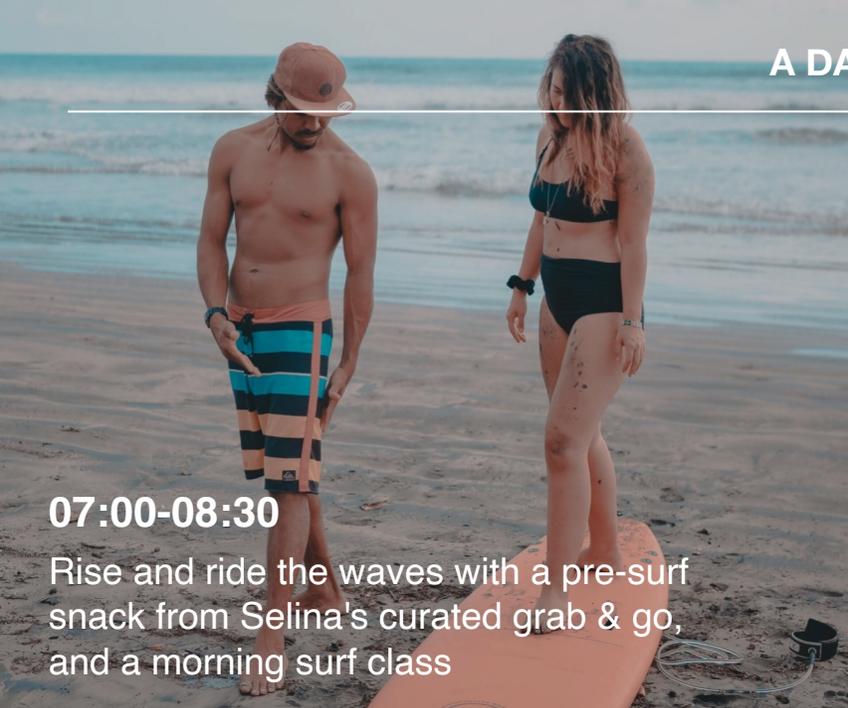
20:00-22:00

Explore the culinary scene with a market tour and return for a dinner crafted by a local chef



22:30-00:30

Cozy up for an outdoor cinema experience under the stars



07:00-08:30

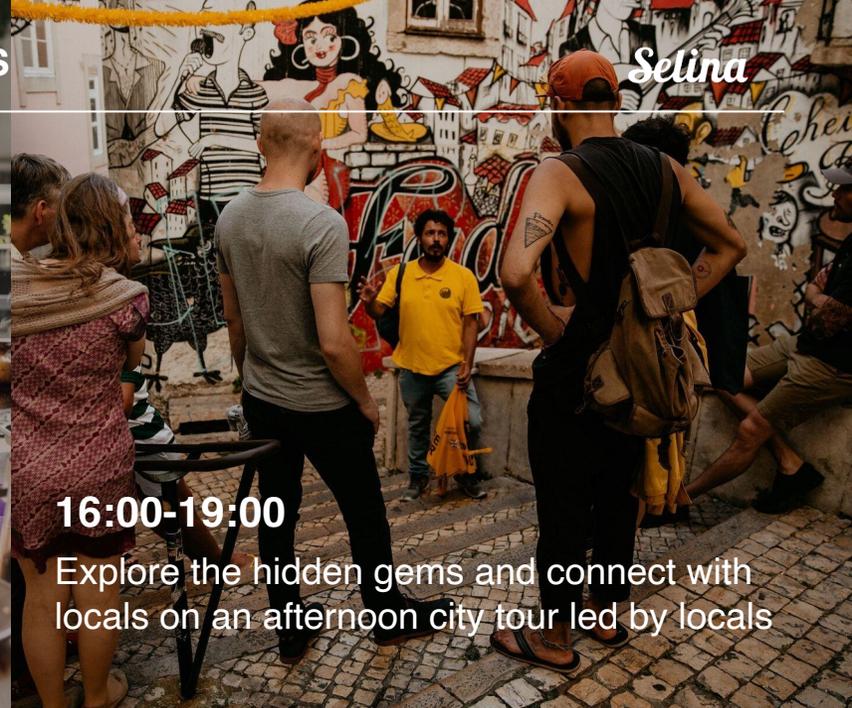
Rise and ride the waves with a pre-surf snack from Selina's curated grab & go, and a morning surf class

A DAY AT SELINA - FOR THE MORE ADVENTUROUS



13:00-16:00

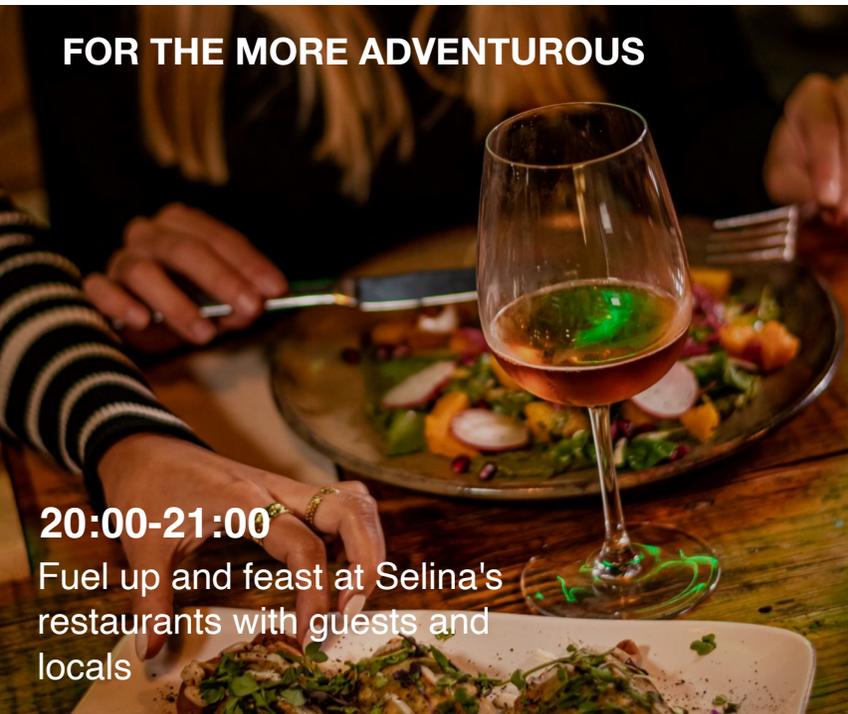
Cook up a storm in the common kitchen, mastering local flavors with a cooking workshop



Selina

16:00-19:00

Explore the hidden gems and connect with locals on an afternoon city tour led by locals



FOR THE MORE ADVENTUROUS

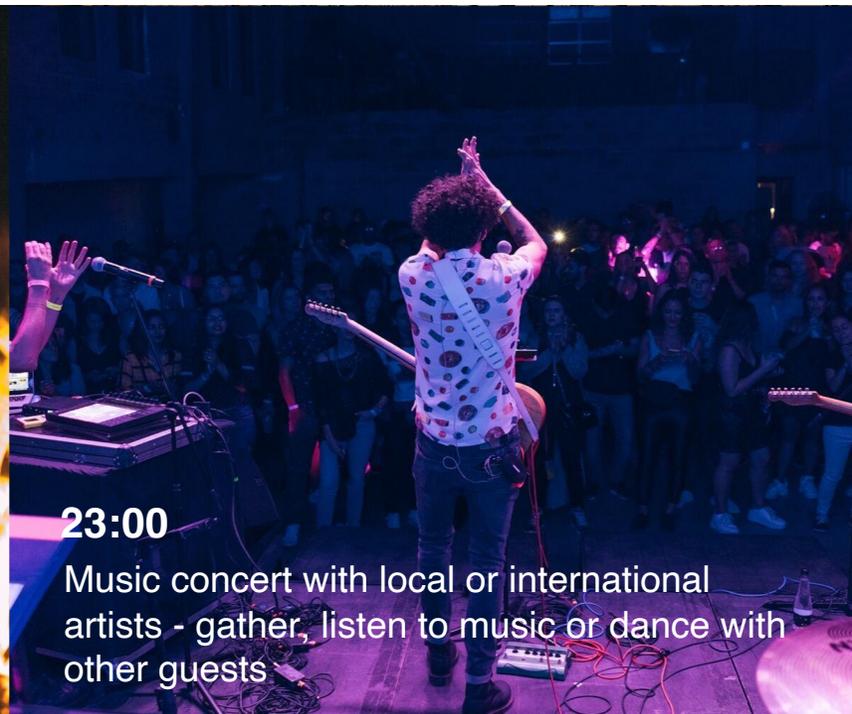
20:00-21:00

Fuel up and feast at Selina's restaurants with guests and locals



22:00

Make connections over activities and games at Selina's social spots



23:00

Music concert with local or international artists - gather, listen to music or dance with other guests

Investment Highlights



We have Built a Strong and Differentiated Product Offering and Brand

- ~2.3m customers visited a Selina in 2022 and over 55% of customers use direct booking channels



Improving Performance Year-over-Year while Growing the Portfolio

- Strong improvements in key operational metrics as the portfolio grows rapidly



Focused on a Clear Path to Profitability and Cash Flow Generation

- Continued top-line growth and targeting positive 2023E Adjusted EBITDA



Culminates in a Positive Outlook for Selina's Future

- Disciplined approach to growth and finance will translate into cash flow generation



We have Built a Strong and Differentiated Product Offering and Brand

What is Selina?

One of the World's Largest Lifestyle and Experiential Hotel Companies

- Selina is the world's largest lifestyle and experiential hotel business built to address the desires of **Millennial and Gen Z travelers**
- We enable travelers to make **real and meaningful** connections with people, places and communities by creating **unique destinations** around the world
- Our portfolio currently consists of **118 open locations¹** and **approximately 29,600¹ open bedspaces²**, across **24 countries and 6 continents**

% 2022 Revenue

59%

STAY



From luxury suites to glamping tents and community rooms, we have something suited for everyone

27%

EAT



Organic, authentic dishes & locally-sourced produce, high-quality nutrition

14%

WORK



Co-working spaces designed for the digital nomads - with an inspirational environment and high-speed WIFI

EXPERIENCE



Music, Wellness & Local Adventures. Discover the world beyond Selina's walls!

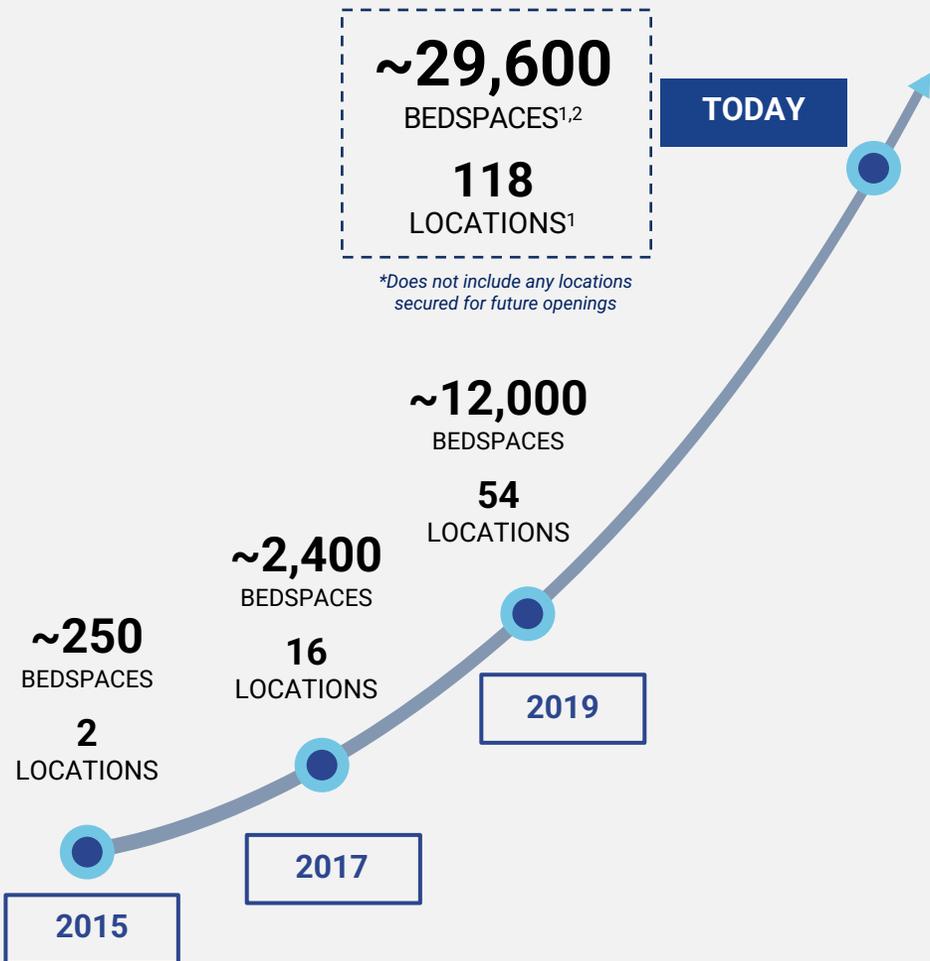
The final product delivers a full-service hospitality experience powered by local content and programming

1. As of December 31, 2022.

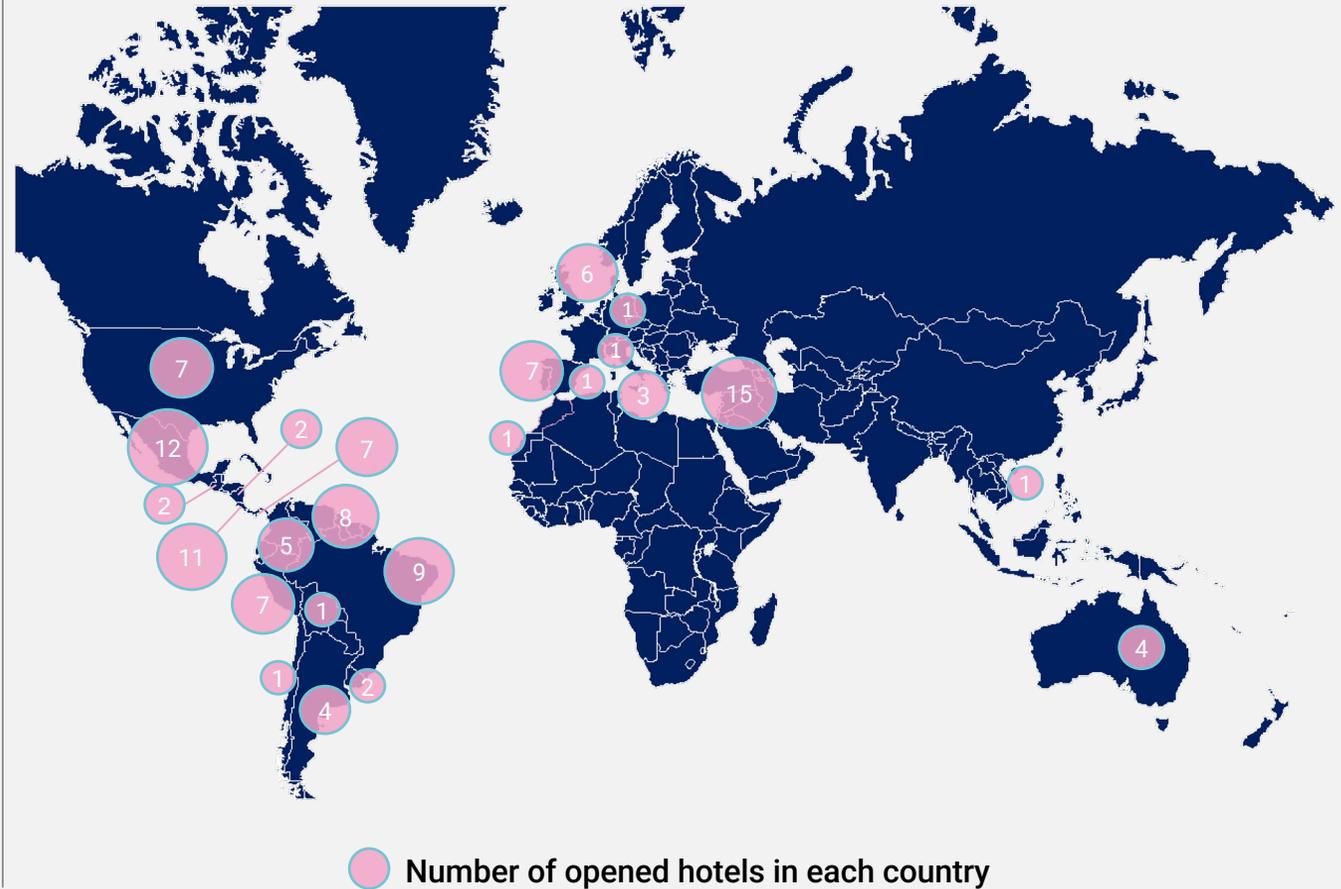
2. "Bedspaces" is a metric used by Selina to measure the sleeping capacity of a property. Every 5.5 m2 of accommodation (sleeping room) area in a property, equals one bedspace. This measure is used, instead of physical beds, to give a static measure of property capacity, by avoiding misleading fluctuations that would arise from changing room mixes in any given property.

Growing Market Position

We have Delivered a Strong Track Record of Unit Growth and Geographic Expansion



Map of Selina Locations around the Globe



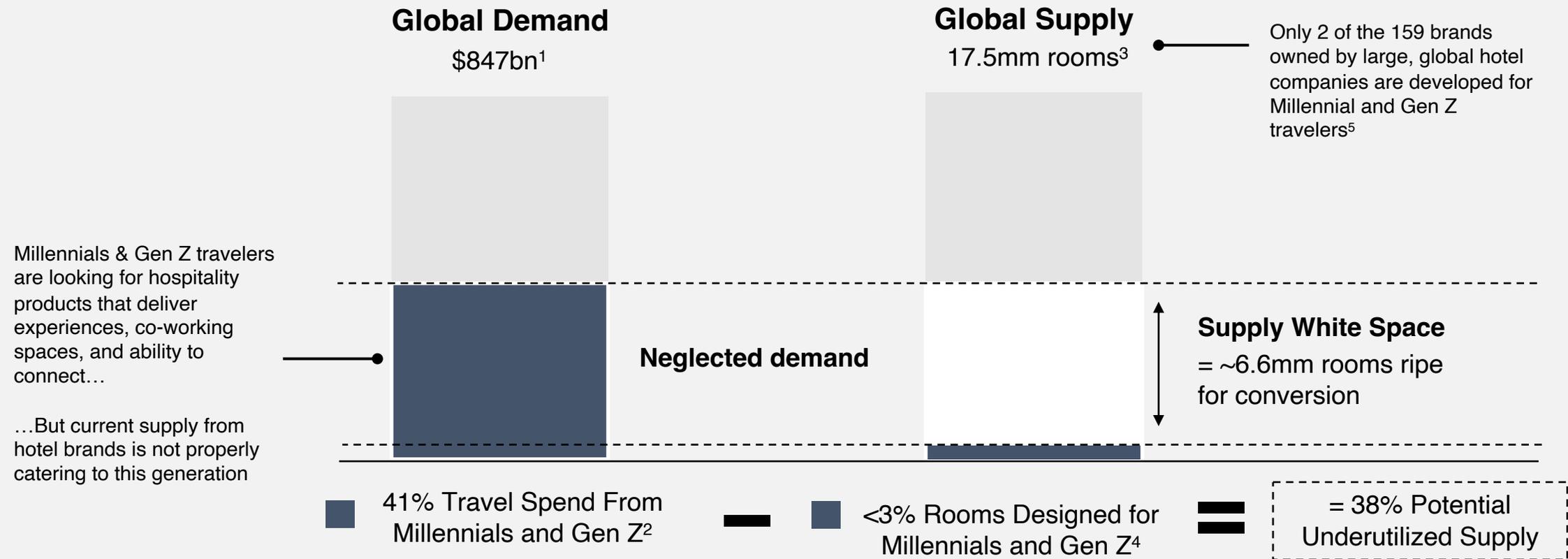
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Attractive Target Market with Limited Competition at Scale

Significant Market Opportunity Created by a Growing Demand for Alternative Accommodation

We believe there is a significant opportunity to convert existing, poorly appointed room supply to bespoke experience-driven destinations developed specifically with the Millennial and Gen Z traveler in mind



1. Hotel And Other Travel Accommodation Global Market Report 2023 by The Business Research Company.
2. Calculated as \$350bn Millennial and Gen Z travel spend divided by Global Demand spend on travel of \$847bn.
3. STR Global Reports as of 2022.

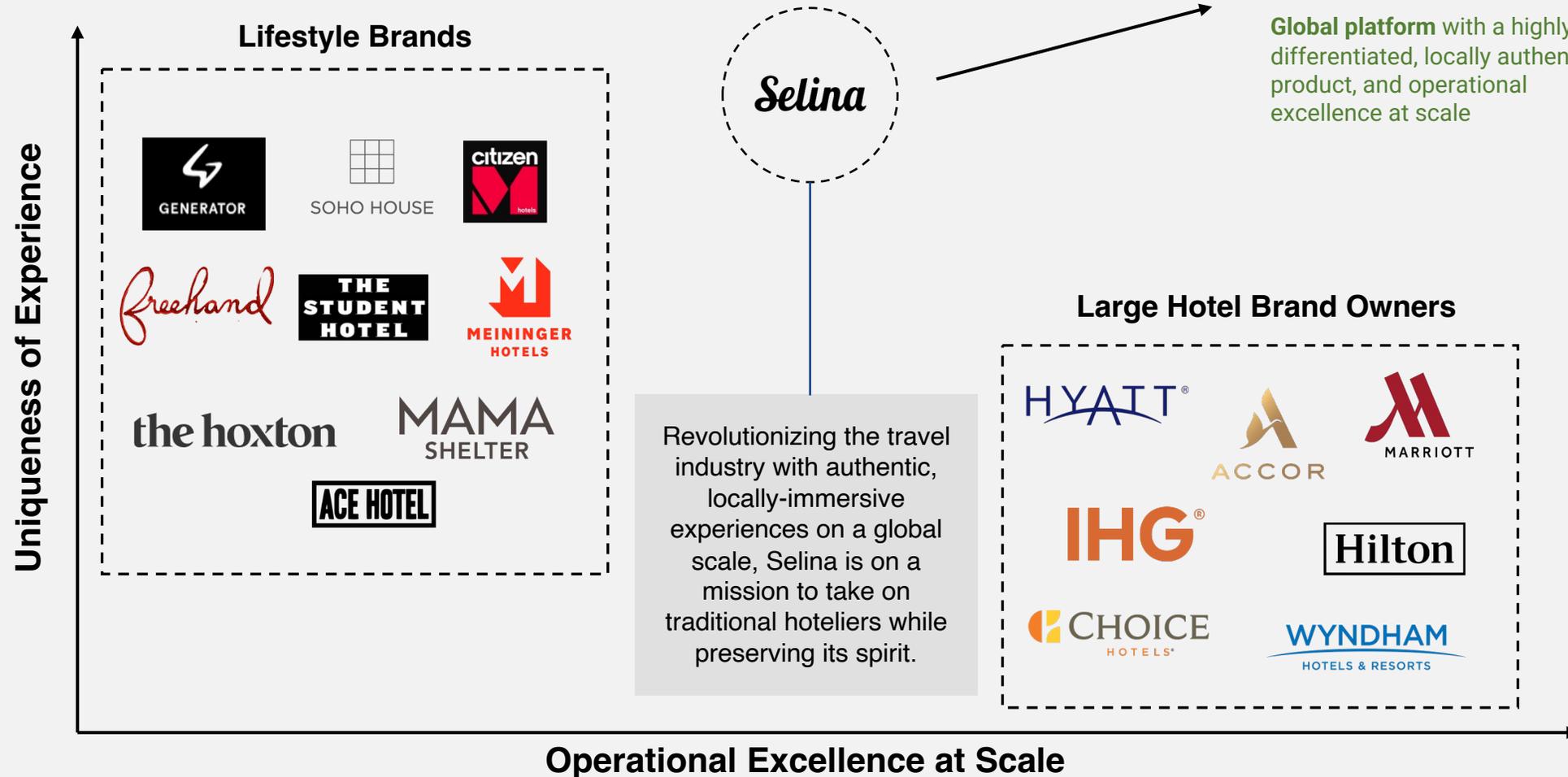
4. Selina estimate, which includes ~475K of boutique and soft brand hotel rooms.
5. Includes Moxy Hotels and Jo&Joe. Based on total hotel brands of Marriott International, Wyndham Hotels & Resorts, Choice Hotels International, Hyatt, Accor Hotels, IHG Hotels & Resorts, and Hilton.

Attractive Target Market with Limited Competition at Scale

Selina is the Only Brand Able to Deliver a Differentiated Product at Scale

On our way here ✓

Global platform with a highly differentiated, locally authentic product, and operational excellence at scale

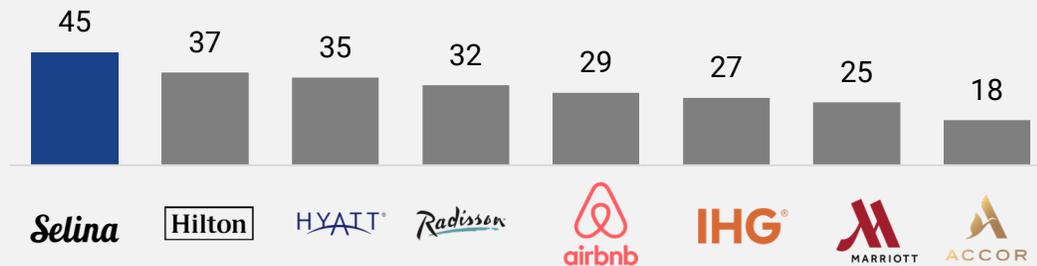


Valuable Brand Equity with a Competitively Advantaged Business Model

Unforgettable Experiences & Content Keep Customers Coming Back for More



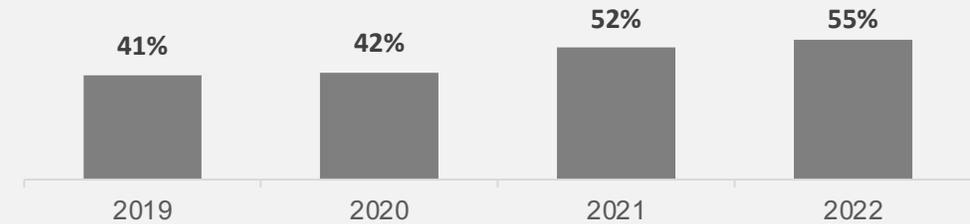
Net Promoter Score Benchmarking³



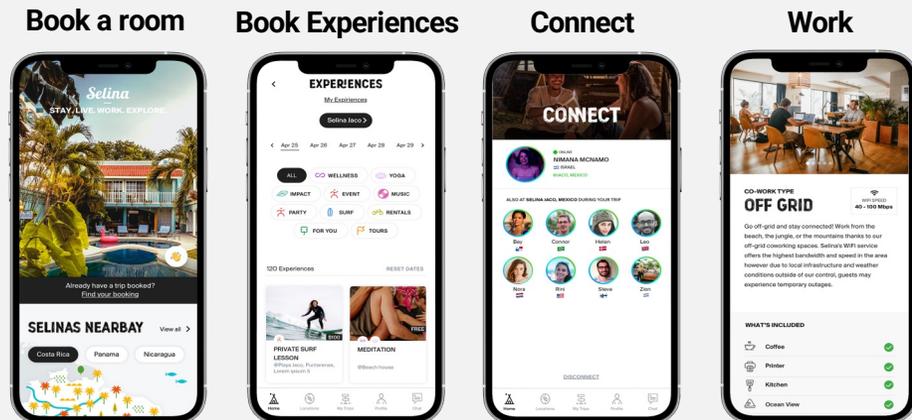
Selina's NPS is ~55% higher than the median of global hotel companies (29 NPS); while the Selina brand is significantly younger

Guests Seek Out Our Destinations, Which Is Driving Growth in Our Direct Sales Channels

Direct Revenue % of Room Revenue



Direct share of room revenue has grown over 1.3X since 2019 as we continue to make improvements to our booking experience



Improving Performance Year-over-Year while Growing the Portfolio

Financial Highlights

FY 2022 Highlights

Revenue

\$183.9m

98% y-o-y improvement

TRevPABs

\$6,547

55% y-o-y improvement

Occupancy

47.5%

Up from 32.9% in FY21

GOP

\$35.3m

Improvement from 15% margin to 20% margin

Free Cash Flow¹

(\$72.8)m

Decline of \$25.6m compared to FY21

Adj. EBITDA²

(\$14.5)m

Improvement from (28%) margin to (8%) margin

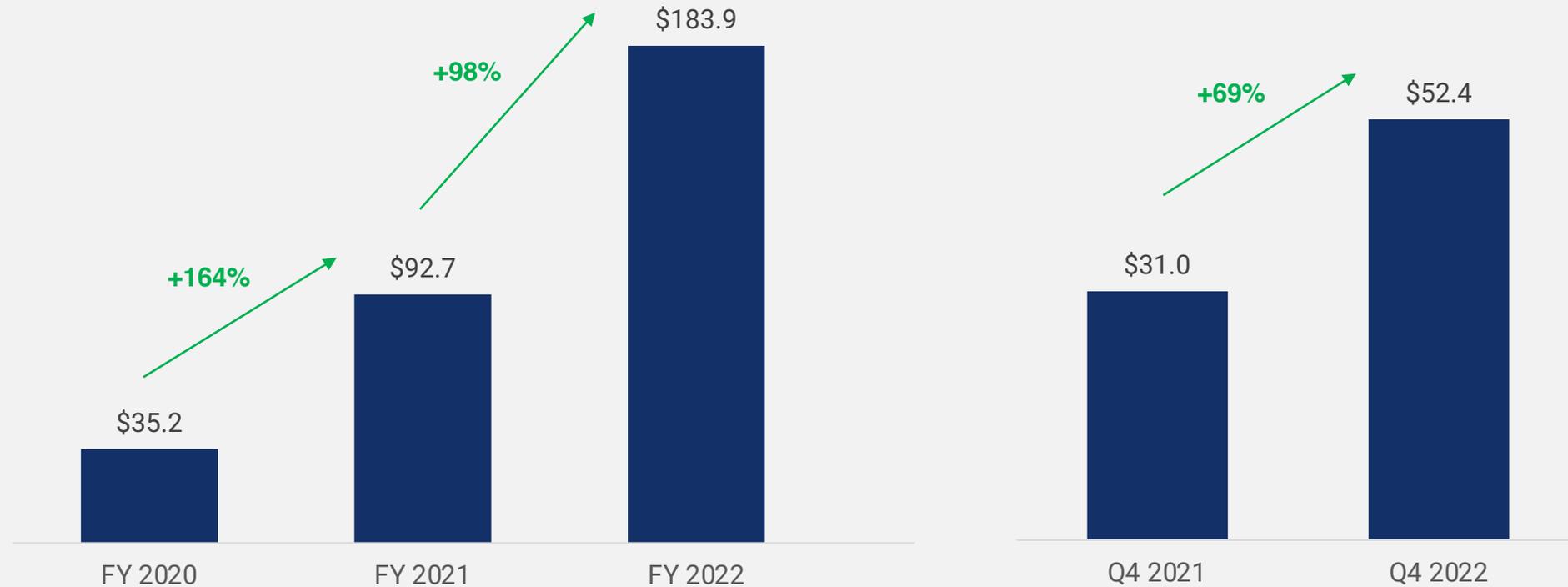


Selina Jaco, Costa Rica

We have Consistently Increased our Revenue

- Revenue growth continues to be driven primarily by strong increase in same store¹ performance
- On a same store basis¹, FY '22 revenue increased 57% to \$132.7 million for the properties operated in both periods

Total Revenue (\$m)

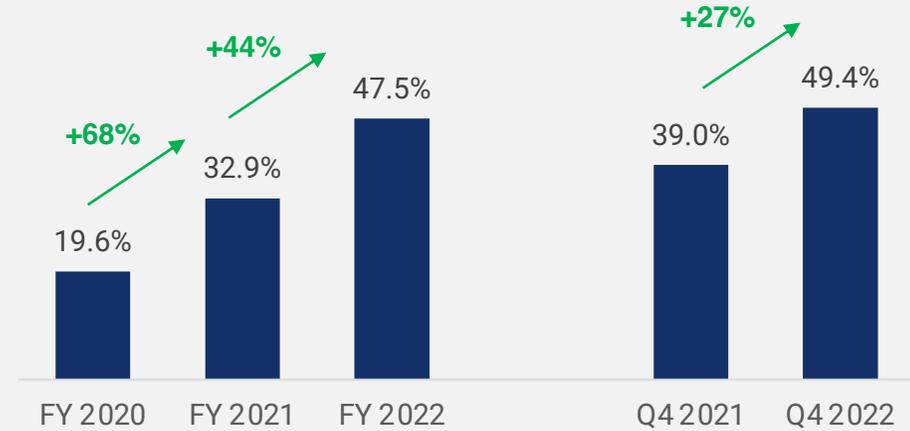


1. Same store results refers to the performance of properties operating for the entire comparable periods.

With Continued Improvement in Top-line Metrics

- Continued improvement despite new openings, which need time to ramp
- Opportunity to continue improving to mature occupancy rates as hotels stabilize and drive organic bookings

Occupancy Rate



Daily Total Revenue Per Occupied Bedspace (TRevPOBs)²



Total Annualized Revenue Per Bedspace³



1. Defined as total revenue, excluding Remote Year revenue, for any given property, divided by the number of beds sold in that same period.
 2. Defined as total revenue, excluding Remote Year revenue, for any given property, for any given period, divided by the number of bedspaces sold in that same period. The number of bedspaces sold is determined by multiplying the occupancy rate for any given period by the average of the total number of open bedspaces at the beginning and end of that period.
 3. Defined as total annualized revenue, excluding Remote Year revenue, for any given property, for any given period, divided by the average of total number of open bedspaces at the beginning and end of that period.

Driving Improvements in Unit-level Economics

Gross Operating Profit / Loss & Margin (\$m & % of Revenue)

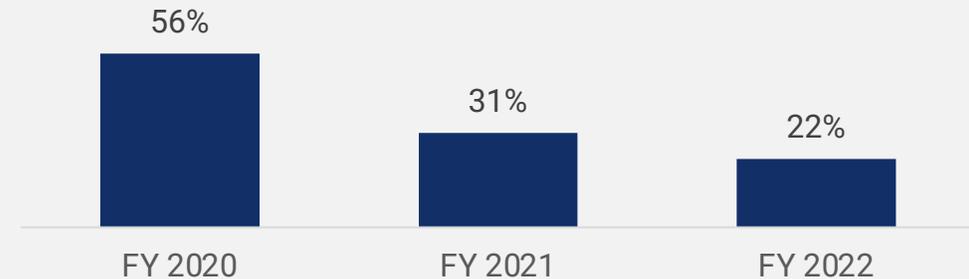


Unit-level Operating Profit / Loss & Margin (\$m & % of Revenue)



- GOP improvements driven by unit-level labour efficiencies and OPEX reduction
- Cost-ratio management introduced in 2022 to focus on continued margin improvement
- Unit level operating loss (after rent) has improved and getting closer to break-even
- Specific focus on performance improvement initiatives in three countries: US, UK and Israel
- As we drive revenue higher and grow more selectively, rent as percentage of revenue is expected to continue to decrease

Rent as % of Selina Revenue

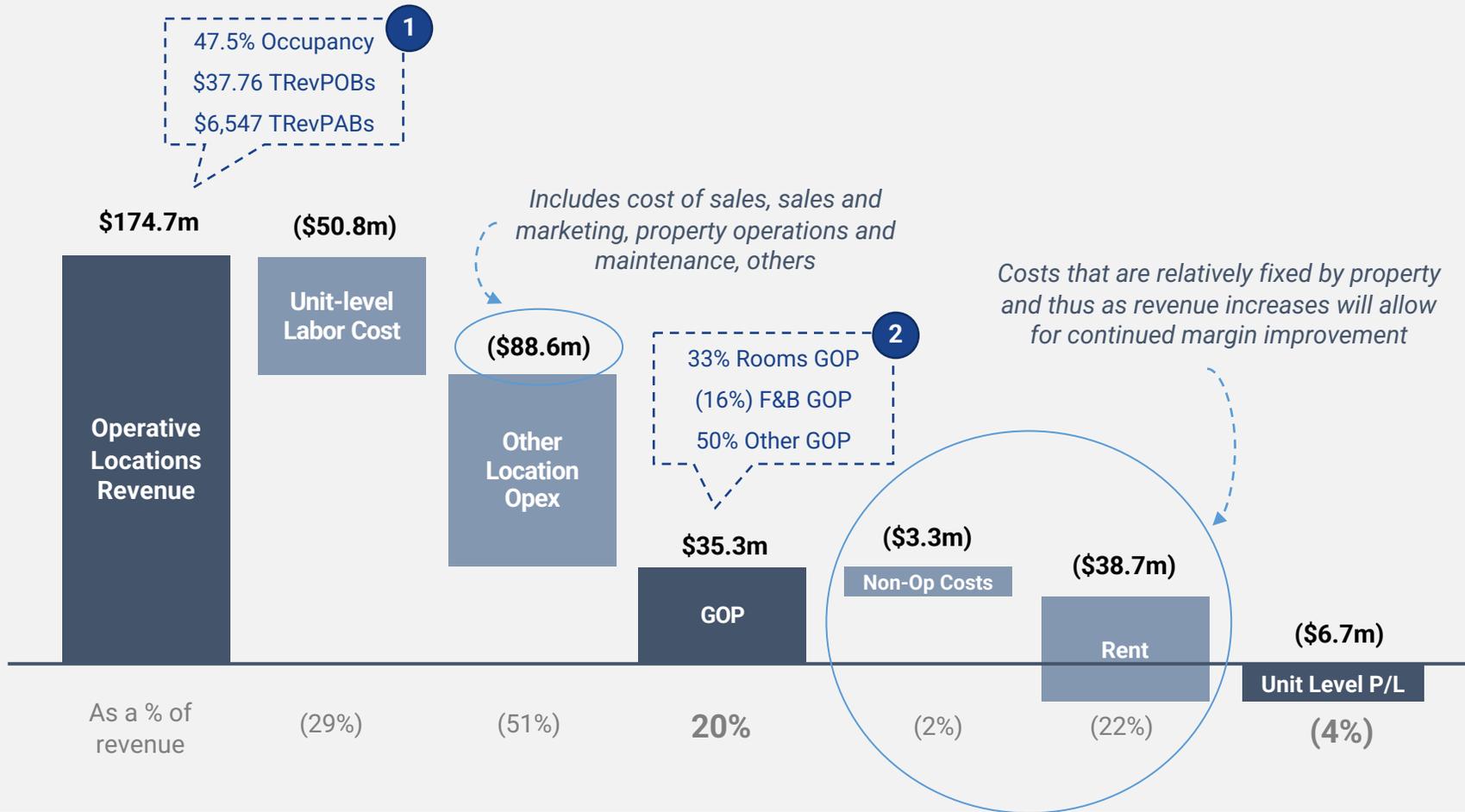


Note: All metrics are based on Operative Locations for the Period.

Breakdown of Unit-level Operating Profit/Loss

Unit Level Performance FY 2022

Key Levers to Drive Incremental Unit-level Economics



- 1 Drive top line through various initiatives:

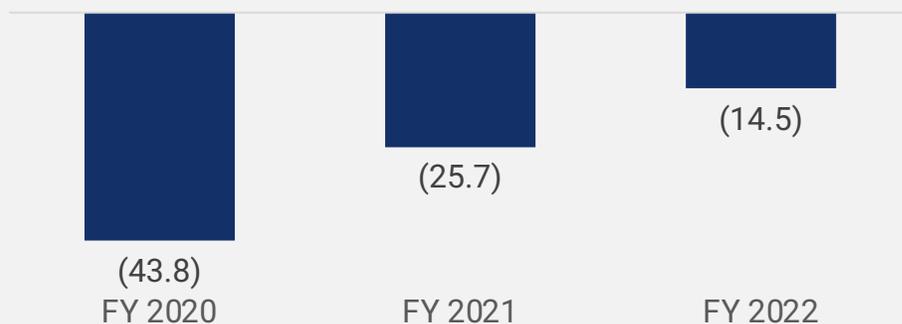
 - Maximize revenue potential of under-utilized spaces, increase bed count under same fixed costs
 - Improve commercial strategy to drive higher occupancy and TRevPOBs / TRevPABs
- 2 Improve F&B margins by focusing on operational improvements and recruiting experience venue managers and partners with successful track-records

Adjusted EBITDA¹ Improves with Net Loss Impacted by SPAC Related Costs

Net Loss



Adjusted EBITDA¹



- Net loss impacted by \$74m of share listing expense, a non-cash, and non-recurring expense related to SPAC merger accounting
- Net loss also impacted by non-cash mark to market of financial instruments (mostly convertible loans and related warrants)

- With improved Unit Level Economics and reduction of Corporate Overhead as a % of Revenues, Adjusted EBITDA¹ improvements continue to materialize
- Disciplined growth into existing markets will allow for economies of scale in Corporate Overhead
- Incremental costs of becoming a listed company are expected to be offset by reduction in overhead in 2023 due to cost reduction initiatives

Focus on Cash Flow

Cash Flow From Operations



Free Cash Flow Before Debt Service¹



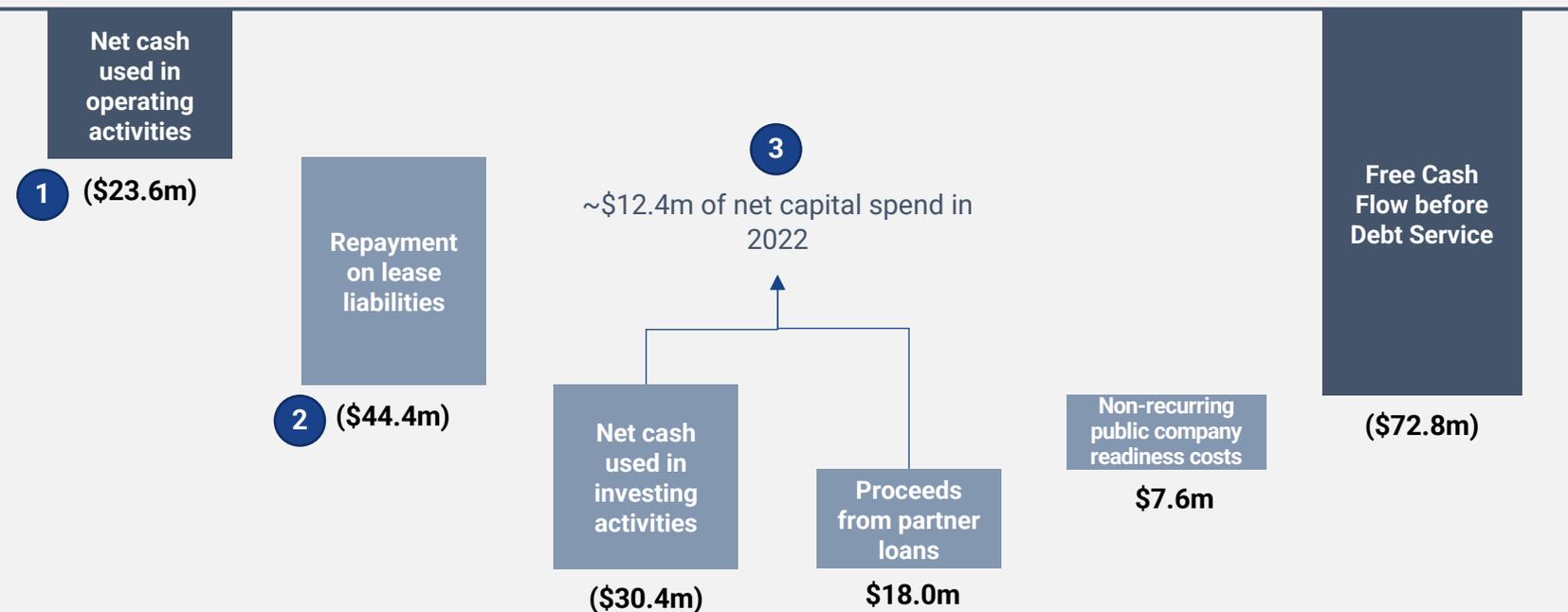
- Cash flow from operations continue to improve year over year as a result of unit-level improvements and corporate overhead reduction initiatives
- Operating Cash Flow does not include payment on lease liabilities, as per IFRS (included in Financing outflows)
- By streamlining and improving operations we target to achieve further improvements over 2023

- Free Cash Flow¹ (FCF) before debt service reflects the cash needs of the business before servicing debt and interest (but after rent payments)
- FCF¹ in 2021 benefited from rent deferrals and real estate partner funding on capital expenditures occurring in 2022, impacting growth capex
- FCF¹ burn is expected to decrease over the next quarters due to improvements in Operating Cash Flow (target positive in FY 2023), and moderated growth, partially offset by higher rent payments from larger portfolio of assets

Breakdown of Free Cash Flow Before Debt Service¹

We believe that Free Cash Flow before Debt Service provides useful information for management and investors to assess the cash-generating capacity or cash usage needs of the business before servicing its financial obligations

Free Cash Flow before Debt Service FY 2022



Key Levers to Drive Incremental Free Cash Flow Before Debt Service

- 1 Improvements in ULOP and Adj. EBITDA in 2023 are expected to drive positive operating cash flow in 2023
- 2 As of 12/31/22, Current lease liabilities of \$59m of which ~\$4m is related to deferrals. Management is actively working to reduce this through deferrals and equitization
- 3 Management aims to reduce net capital spend in 2023 by opening fewer hotels and other measures



Focused on a Clear Path to Profitability and Cash Flow Generation

Initiatives to Drive Path to Profitability

We will focus on 5 key pillars

A Topline

- Regional Commercial Hubs
- Revenue Management System implementation
- Better management of pricing and customer acquisition costs
- Drive occupancy to target levels
- Increase community size and drive engagement and loyalty

B Operational Excellence

- Drive unit level performance through cost-ratio management
- Optimize unit-level labor costs
- Continue reducing corporate overhead costs
- Restructured F&B business management (Venue Managers)

C Disciplined Growth

- Disciplined opening of new locations
- Prioritize expanding existing locations vs new ones
- Grow in existing high performing countries/markets
- Growth based on strategic roadmap vs opportunistic
- Slow-down pace of growth (30-40% vs >100%)

D Portfolio Management

- Selected lease terminations for underperforming locations
- Selected assets turn-around programs (Performance Improvement Plans)
- Focus on high ROI capital expenditures only
- Focus on improving existing assets to drive incremental EBITDA

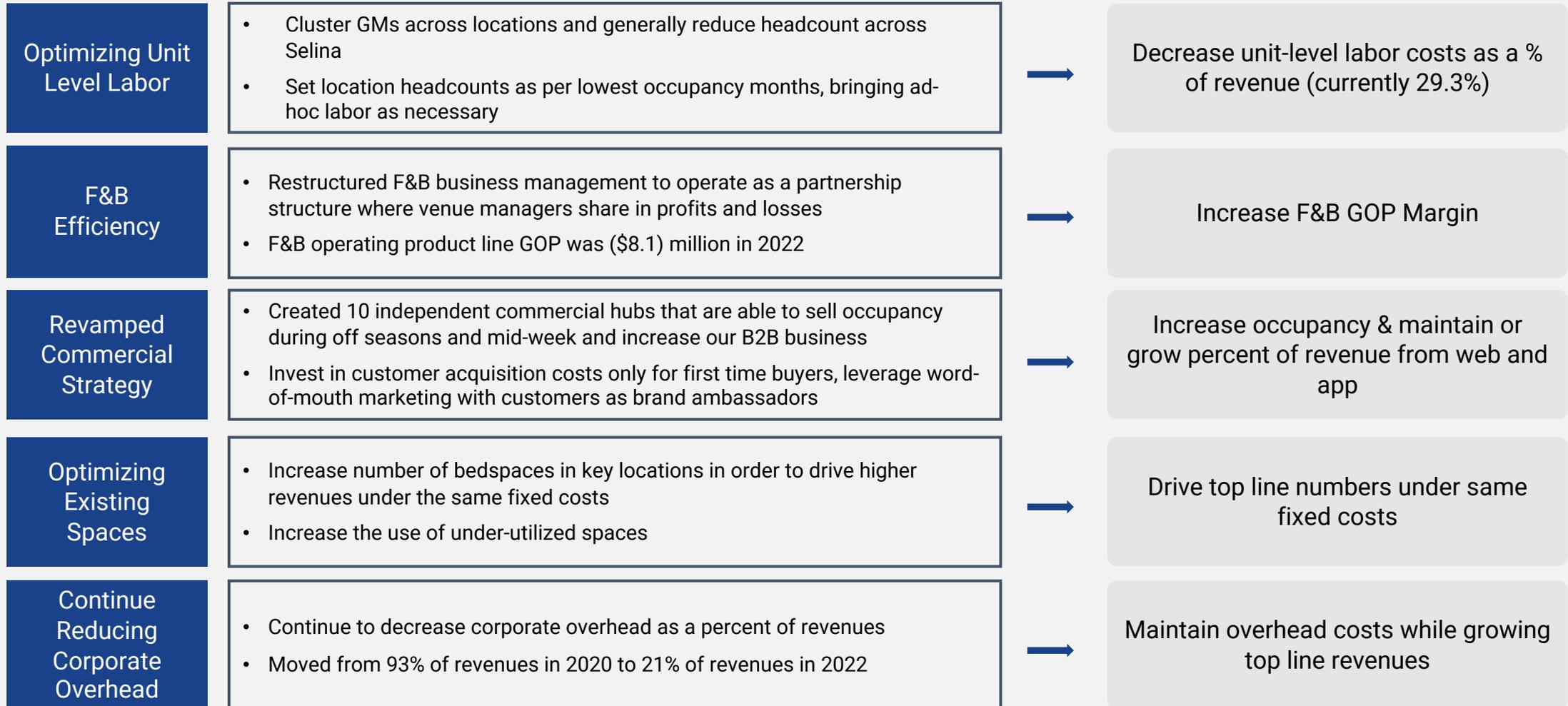
E Balance Sheet / Financing

- Restructuring of certain liabilities into equity
- Lease renegotiations
- Debt renegotiation and restructuring
- New equity / debt inflows
- Evaluate strategic alternatives for non-core assets

Topline and Operational Excellence



Targets



Topline and Operational Excellence

Clear Focus on Improving Properties opened since COVID

- We under invested in properties opened during the past 3 years due to capital and operating restrictions and they are not operating at their full potential
- Given our fixed cost base, increasing occupancy and driving higher revenues in less mature properties is part of our plan to improve profitability

2022 Summary

Properties opened in:	# Bedspaces	% of Total Portfolio	Average Occ.	Ann. Trev-PABs	Rent as % of Revenue	GOP Margin
2018 & Before	6,855	24%	52%	\$6,215	18%	26%
2019	5,521	20%	50%	\$6,627	23%	27%
2020	4,929	18%	48%	\$9,458	23%	18%
2021	3,287	12%	40%	\$5,554	26%	8%
2022	7,403	26%	42%	\$3,480	22%	9%
Total Portfolio	27,995¹	-	48%	\$6,547	22%	20%

1. Denotes fully operational bedspaces as of Dec, 31 2022. Total bedspaces of 29,600 as of Dec, 31 2022.

Disciplined Growth



2023 Plans

30-40% Revenue Growth

2,500 Bedspaces at Existing Properties

Minimal Cash out of Pocket for development Capex

Future Plans

~35,000 Bedspaces Funded with Third Party Capital

Growth Themes

Third Party Capital

>\$300mm of allocated capital from strong real estate partners that can allow us to fund our growth by deploying minimal balance sheet cash

Existing / Attractive Markets

- We are in 24 countries and have sufficient white space in markets with teams and infrastructure
- Prioritize expanding existing locations under same fixed costs

Development Agreements

- Only open properties expected to generate positive cash flows in year 1
- Utilize terms to have 3rd party funding including potential losses during stabilization

Future Upside

- Long-term partnerships that allow continued development
- Selina maintains a carried interest¹ in properties to potentially share in upside from our value creation

1. Selina does not have carried interest on all deals.

Portfolio Management and Financing

Selina is considering various options to opportunistically secure additional financing, improve its overall capital structure and cash flows

Initiative

Objective

Restructuring of certain liabilities into equity – with a strong focus on near term principal payments

Reduce debt and leverage

Secure remaining \$20m draw under \$50 million loan facility in place with InterAmerican Investment Corporation

Access to low cost financing

Work with landlords to restructure rent or shift to variable instead of fixed

Reduce rent expense

Evaluate strategic alternatives for non-core assets including Remote Year and select real estate assets

Increase cash, reduce expenses

Terminate select underperforming locations

Reduce rent expense, increase cash flows

Focus on high ROI capital expenditures / investments at the property level

Grow cash flow

Summary Capitalization Table

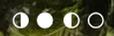
As of Dec 31, 2022 (in \$m)

Cash			\$47.7
Corporate Debt	<i>Interest Rate</i>	<i>Maturity</i>	\$194.4
<i>New Senior Unsecured Convertible Notes</i>	6.0%	Nov 2026	\$147.5 ¹
<i>Latin American Development Bank Financing</i>	7.5% + SOFR	Dec 2027	\$31.3 ²
<i>Other Corporate Debt</i>	1.0% – 12.0%	2023 - 2027	\$15.6 ³
Real Estate Partner Loans		2023 - 2040	\$88.8⁴

2023 Debt Service Payments Including Interest and Principal	\$55.3
<i>Debt Service on Corporate Debt and Partner Loans</i>	\$46.4
<i>Debt Service on Convertible Note</i>	\$8.9

- Management expects to reduce its near-term debt service significantly (with active conversations to address over 30% of the amounts owed)
- Restructuring of liabilities will potentially involve converting debt to equity in order to reduce the 2023 cash burden

Culminates in a Positive Outlook for Selina's Future



2023 Goals

	FY 2021	FY 2022	2023E
Revenue YoY Growth Rate	164%	98%	30% to 40%
Adjusted EBITDA ⁽¹⁾	(\$25.7M)	(\$14.5M)	Positive
Operating Cash Flow ⁽²⁾	(\$30.7M)	(\$23.6M)	Positive

Additional Information

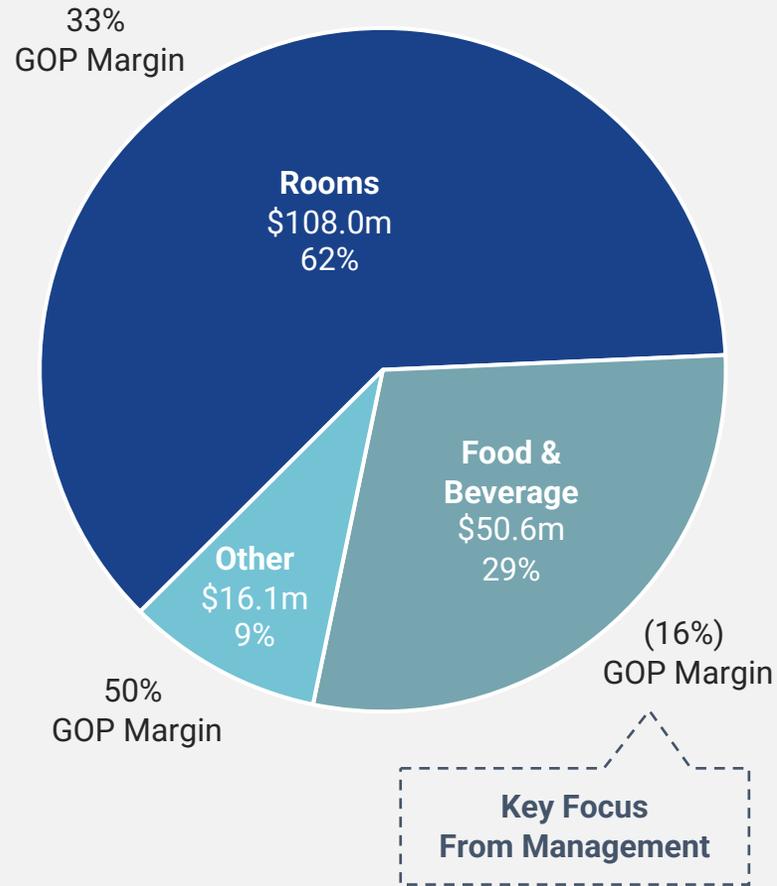
Unit-level Performance by Product

	FY 2020	FY 2021	FY 2022	
Rooms	Revenue	21.5	50.3	108.0
	<i>% of total revenue</i>	58%	55%	62%
	Gross Operating Profit / (Loss)	(1.0)	13.2	35.4
	<i>Margin (% Room Revenue)</i>	(4%)	26%	33%
F&B	Revenue	9.7	31.4	50.6
	<i>% of total revenue</i>	26%	34%	29%
	Gross Operating Profit / (Loss)	(4.9)	(5.3)	(8.1)
	<i>Margin (% F&B Revenue)</i>	(51%)	(17%)	(16%)
Other	Revenue	5.9	9.9	16.1
	<i>% of total revenue</i>	16%	11%	9%
	Gross Operating Profit / (Loss)	4.1	6.0	8.0
	<i>Margin (% Other Revenue)</i>	70%	60%	50%
All Products	Revenue	37.0	91.6	174.7
	<i>Labor Cost as % of Revenue</i>	38%	29%	29%
	Gross Operating Profit / (Loss)	(1.8)	14.0	35.3
	<i>Margin</i>	(5%)	15%	20%
	Unit Level EBITDAR	(7.8)	10.0	32.0
	<i>Margin</i>	(21%)	11%	18%
	Rent	20.8	28.0	38.7
	<i>Rent as % Revenue</i>	56%	31%	22%
	Unit-Level Operating Profit / (Loss)	(28.6)	(18.0)	(6.7)

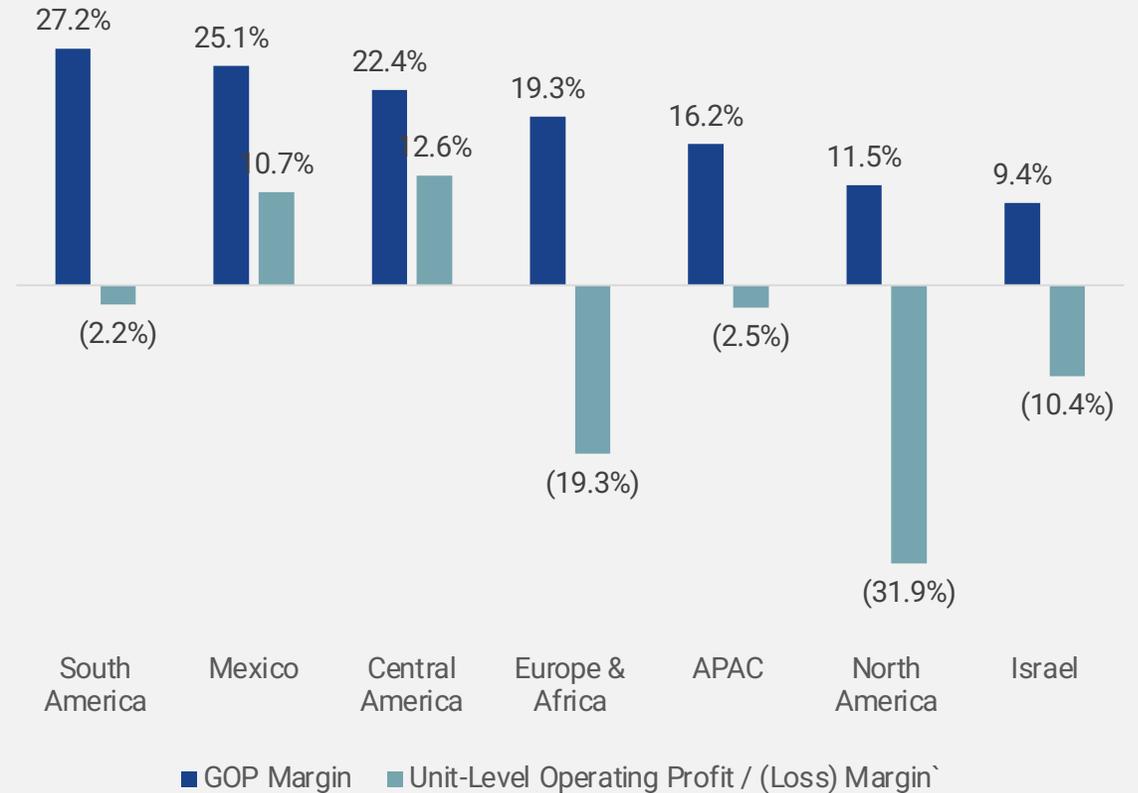
Product & Geographical Performance

Revenue Split – FY 2022

(Selina level, not including sister companies)



GOP & ULOP/L Margin by Region



ESG at Selina

ESG is at the core of Selina’s mission, vision and values. Selina is working to always improve its performance towards sustainable activities and operations on local and global levels

ENVIRONMENTAL



100%
of Selina buildings currently are upcycled; the Company converts existing buildings into new Selina locations, adapting it to the Brand and reducing negative impact on the environment



20
Selina locations currently measure greenhouse gas emissions (scope 1,2&3) to support ongoing efforts to reduce carbon footprint. Working to implement measurement at 100% of our locations



0
Aspire to single-use plastics in toiletries and reduction of use in food and beverage operations at Selina locations by the end of 2025⁵

Social

	Organized 1,092 impact activities benefitting over 46,000 people in local communities and donated more than 31,000 employee working hours for impact in 2022
	50% of connectors and 43% of management are female, with goal to include other under-represented groups in Selina’s Diversity, Equity and Inclusion efforts
	45 NPS score ⁽¹⁾ , 31 eNPS score ^(1,2) ; 63% of our guests made a friend when visiting a Selina ⁽³⁾

Governance

	Safeguards to ensure ethical behavior including a Whistle-blowing Hotline, Anti-Corruption Program, Anti Harassment and Data Protection policies, accompanied with online training on different policies on Selina’s trainings platform: LeDo
	Selina’s Board of Directors is comprised of 6 independent directors and 2 executive directors, including 38% women and 62% men ⁴
	The Board and its four committees, including Audit, Human Capital Management & Compensation, Nominating & Corporate Governance and Finance & Capital Allocation committees, are committed to helping Selina operate with high ethical standards and good governance

Free Cash Flow before Debt Service Reconciliation

	Year ended December 31, (In millions of US\$)		
	2022	2021	2020
Net cash used in operating activities	\$ (23.6)	\$ (30.7)	\$ (41.1)
Add (deduct):			
Repayment on lease liabilities	\$ (44.4)	\$ (24.8)	\$ (15.9)
Net cash used in investing activities	(30.4)	(12.1)	(17.2)
Non-recurring public company readiness costs	7.6	3.3	—
Proceeds from partner loans	18.0	17.1	13.9
Free Cash Flow before Debt Service	\$ (72.8)	\$ (47.2)	\$ (60.3)

Adjusted EBITDA Reconciliation

	Year ended December 31,		
	(In millions of US\$)		
	2022	2021	2020
IFRS Net loss	\$ (198.1)	\$ (185.7)	\$ (139.3)
Add (deduct):			
Income taxes	\$ 4.4	\$ 2.8	\$ 2.3
Finance income / (expense), net	48.2	102.8	54.7
Share listing expense	74.4	—	—
Depreciation and amortization	33.0	31.2	21.6
EBITDA	\$ (38.0)	\$ (48.8)	\$ (60.8)
Non-operational income, net	(5.7)	(1.1)	(5.1)
Impairments	12.7	11.2	19.7
Non-Cash compensation expense	6.9	6.2	2.4
Non-recurring public company readiness costs	7.6	3.3	—
Provision for tax risks (non-income tax related)	2.1	3.5	—
Adjusted EBITDA	\$ (14.5)	\$ (25.7)	\$ (43.8)

Definitions

Management uses a number of operating and financial metrics, including the following key business metrics, to evaluate Selina's business, measure Selina's performance, identify trends affecting Selina's business, formulate financial projections and business plans, and make strategic decisions. Management regularly reviews and may adjust Selina's processes for calculating Selina's internal metrics to improve their accuracy.

We define our **occupancy rate** as the number of beds sold divided by the total number of open beds, over any given period.

Open beds reflects the total number of beds in inventory at opened properties at the end of any given period. As our properties have the ability to convert rooms into different bed configurations, the total number of open beds may fluctuate at any given location over any given period.

Average daily open beds is calculated as the total number of beds in inventory over any given period of time on a daily basis. This metric reflects Selina's daily accommodations capacity and is used in the calculation of occupancy rate.

We define **TRevPOB** as total revenue, excluding Remote Year revenue, for any given property, for any given period, divided by the number of beds sold in that same period. This measure removes the impact of occupancy, as it reflects total revenue on a per occupied bed basis. Changes in this metric reflect the variability in our business arising from our ability to change room and bed configurations based on demand.

We define **TRevPOBs** as total revenue, excluding Remote Year revenue, for any given property, for any given period, divided by the number of bedspaces sold in that same period. The number of bedspaces sold is determined by multiplying the occupancy rate for any given period by the average of the total number of open bedspaces at the beginning and end of that period. This measure removes the impact of occupancy, as it reflects total revenue on a per occupied bedspace basis.

Total revenue per bedspace is calculated as total revenue, excluding Remote Year revenue, for any given property, for any given period, divided by the average of the total number of open bedspaces at the beginning and end of that period. Management views total revenue per bedspace as a useful measure of comparing performance between locations or cohorts over time, as well as providing an indication of future revenue potential as we continue to grow total bedspaces.

The number of **open bedspaces** reflects the total number of bedspaces at opened properties at the end of any given period. Bedspaces is a metric we use to measure the potential sleeping capacity of a given property. It is a static capacity measure, and not one reflecting actual capacity in a given period. Every 5.5m² of accommodation (sleeping room) area in a property equals one bedspace. Our rooms are designed to be convertible into different modalities and with distinct bed configurations. We offer "Standard" accommodations with one double bed, "Twins" accommodations with two single beds, "Family" accommodations with space designed to accommodate up to four people, and "Community" accommodations with space designed to accommodate up to eight people. At the discretion of property managers, the double bed in a "Standard" accommodation can be replaced with a bunk bed for eight guests, for example. Accordingly, management views the number of bedspaces, instead of the number of physical beds, as the static measure of property capacity because it avoids potentially misleading fluctuations that would arise from the changing room configurations in any given property.

An abstract graphic design on a black background. It features three overlapping white circles and two intersecting white lines. The name "Selina" is written in a white, italicized serif font in the center of the overlapping circles. The lines cross each other and the circles, creating a complex geometric composition.

Selina