

---

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**  
Washington, D.C. 20549

---

**FORM 6-K**

---

**Report of Foreign Private Issuer  
Pursuant to Rule 13a-16 or 15d-16 of  
the Securities Exchange Act of 1934**

January 27, 2023

---

**SELINA HOSPITALITY PLC**

---

**6th Floor, 2 London Wall Place  
Barbican, London EC2Y 5AU  
England**

**Tel: +44-1612369500**

(Address, Including ZIP Code, and Telephone Number, Including Area Code, of Registrant's Principal Executive Offices)

---

Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F.

Form 20-F  Form 40-F

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1):

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7):

---

---

On January 27, 2023, Selina Hospitality PLC (the "Company") issued a press release and made available an updated investor presentation. The press release is attached as Exhibit 99.1 and a copy of the investor presentation is attached as Exhibit 99.2. The fact that the presentation is being made available and furnished herewith is not an admission as to the materiality of any information contained therein. The information contained in the presentation is being provided as of January 27, 2023 and the Company does not undertake any obligation to update the presentation in the future or to update forward-looking statements to reflect subsequent actual results.

The information furnished in this Report on Form 6-K, including Exhibit 99.1 and Exhibit 99.2 attached hereto, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934 (the "Exchange Act") or otherwise subject to the liability of such section, nor shall such information be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.

INDEX TO EXHIBITS

Exhibit No.	Description
99.1	<a href="#">Press Release dated January 27, 2023</a>
99.2	<a href="#">Investor Presentation January 2023</a>

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

**SELINA HOSPITALITY PLC**

Date: January 27, 2023

By: /s/ JONATHON GRECH

\_\_\_\_\_  
Jonathon Grech  
Chief Legal Officer and Corporate Secretary

# Selina

## Selina Releases New Investor Presentation

**NEW YORK (January 27, 2023)** –Selina Hospitality PLC (“Selina”; NASDAQ: SLNA) the fast-growing experiential hospitality brand targeting millennial and Gen Z travelers, today announced it has released a new investor presentation. The presentation has summary information about the company and includes new and updated information, such as:

- An overview of Selina’s comprehensive strategy, which is aimed at achieving positive adjusted EBITDA;
- Information about potential financing initiatives Selina is considering; and
- An overview of recent performance optimization and cost control initiatives and operational improvements.

The investor presentation is accessible through the “[Events and Presentations](#)” section under “[Investor Relations](#)” on Selina’s website.

## INDIVIDUAL MEETING INFORMATION

In an effort to increase relations with institutional investors, management has dedicated time to hosting individual meetings with portfolio managers and analysts. If you are interested in scheduling a meeting with management, please contact [investors@selina.com](mailto:investors@selina.com).

### About Selina Hospitality PLC.

Selina (NASDAQ: SLNA) is one of the world’s largest hospitality brands built to address the needs of millennial and Gen Z travelers, blending beautifully designed accommodation with coworking, recreation, wellness, and local experiences. Founded in 2014 and custom-built for today’s nomadic traveler, Selina provides guests with a global infrastructure to seamlessly travel and work abroad. Each Selina property is designed in partnership with local artists, creators, and tastemakers, breathing new life into existing buildings in interesting locations in 25 countries on six continents – from urban cities to remote beaches and jungles. To learn more, visit [Selina.com](https://selina.com) or follow Selina on [Twitter](#), [Instagram](#), [Facebook](#), [LinkedIn](#) or [YouTube](#).

# Selina

## **Forward-Looking Statements**

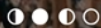
This press release contains statements that are, or may be deemed to be, forward-looking statements. All statements other than statements of historical fact included in this press release, including statements regarding our future results of operations and financial position as well as plans and objectives of management for future operations, are forward-looking statements. These forward-looking statements are based upon estimates and assumptions that, while we consider reasonable, are inherently uncertain. Such statements are subject to risks and uncertainties, and actual results may differ materially from those expressed or implied in the forward-looking statements due to various factors, including, but not limited to, those described in our filings with the U.S. Securities and Exchange Commission. No assurance can be given that such future results will be achieved. Such forward-looking statements contained in this document speak only as of the date of this press release. We expressly disclaim any obligation or undertaking to update these forward-looking statements contained in this press release to reflect any change in our expectations or any change in events, conditions, or circumstances on which such statements are based unless required to do so by applicable law.



*Selina*

INVESTOR  
PRESENTATION

January 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 the size of our potential market, and the likelihood that our products will be accepted by our target customers, our beliefs regarding the efficiency of our business model, our continued ability to scale, our ability to leverage our scaled infrastructure into product offerings, and our path to profitability and positive operating cash flow. 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; 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 associated with our ESG and sustainability initiatives and activities, including efforts to reduce single-plastic use consumption and efforts to measure GHG emissions and reduce carbon footprint, and our ability to achieve any specific outcome and/or within a certain timeframe; failure to adapt to or comply with regulatory requirements or investor or stakeholder expectations and standards relative to ESG concerns; 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; the possibility that we may be adversely affected by other economic, business and/or competitive factors, including risks related to the impact of the ongoing COVID-19 pandemic, including future variants and further governmental and other restrictions (including travel restrictions) resulting therefrom; and other risks and uncertainties described under the heading "Risk Factors" contained in the Registration Statement on Form F-1 that we filed on November 30, 2022 and any subsequent amendments thereto. 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 and Adjusted EBITDA, 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 and Adjusted EBITDA. 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 stock-based 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. Our investors and others are also encouraged to review the related IFRS financial measures and the reconciliation of EBITDA and Adjusted EBITDA to their most directly comparable IFRS financial measures.



A DAY IN 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 coworking space for some focused work time

18:00

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

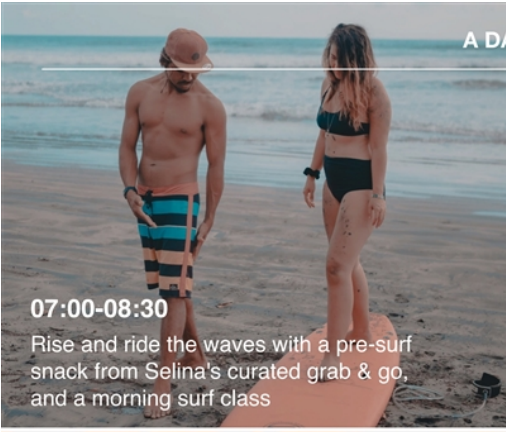
20:00-22:00

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

A DAY IN SELINA - FOR THE MORE ADVENTUROUS



**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



**13:00-16:00**

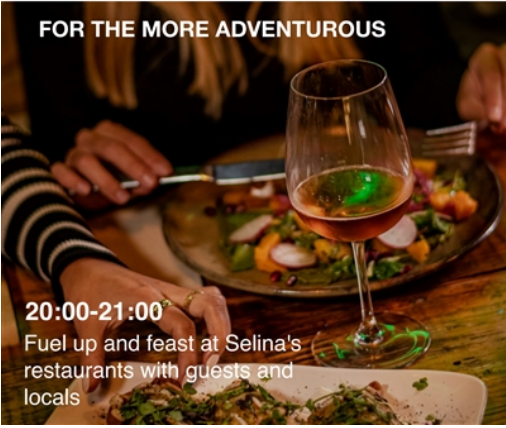
Cook up a storm in the common kitchen, mastering local flavors with a cooking workshop



**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

# Introduction



# Investment Highlights

Leading Position in an Attractive Industry

Strong Track Record of Growth

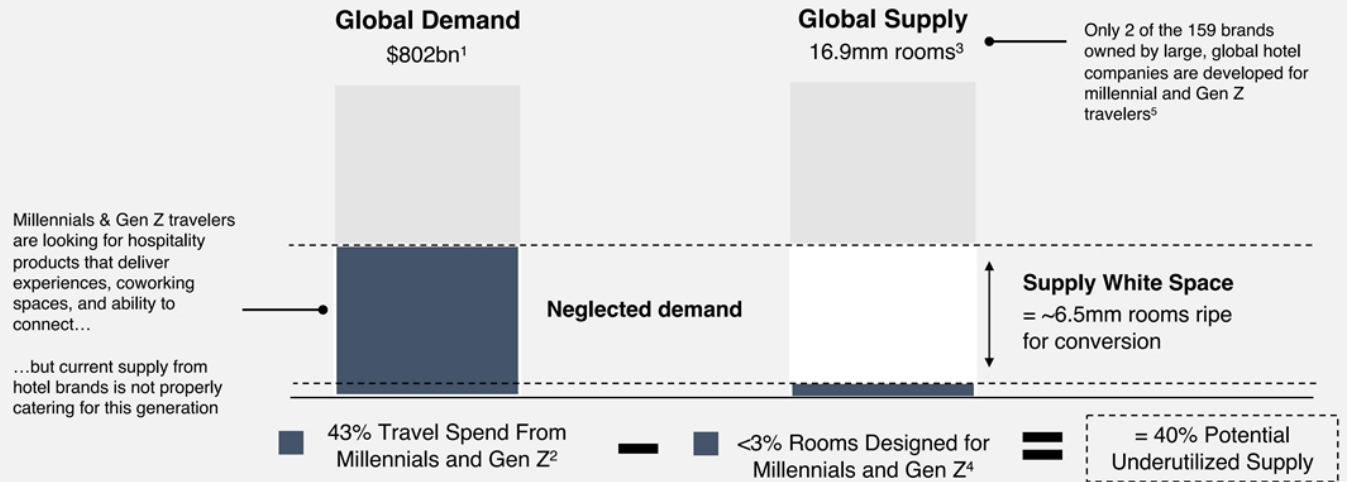
Valuable Brand Equity with a Competitively Advantaged Business Model

Led by an Experienced Management and Board with ESG in the Company's DNA

Focused on Path to Profitability and Cash Flow Generation

# Significant Market Opportunity Created by a Growing Demand for Alternative Accommodation

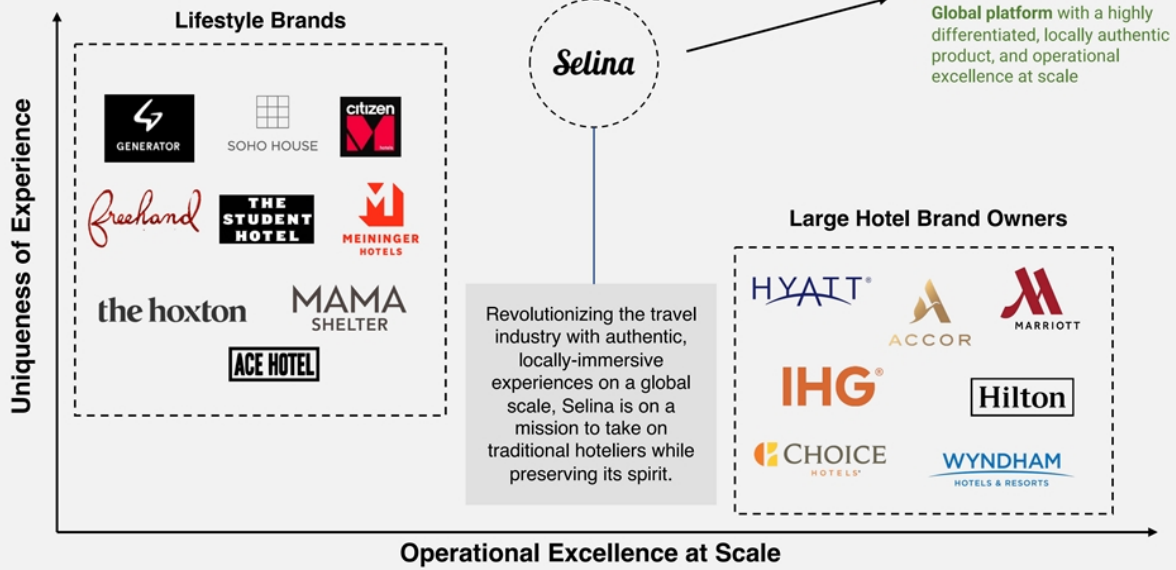
We believe there is a significant opportunity to convert existing, poorly appointed room supply to bespoke experience-driven destinations developed specifically with the Millennial and Gen Z traveler in mind



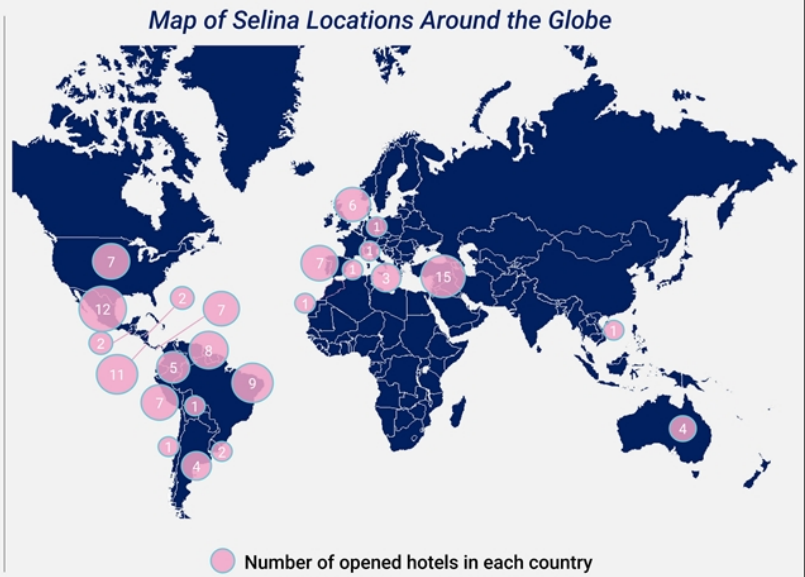
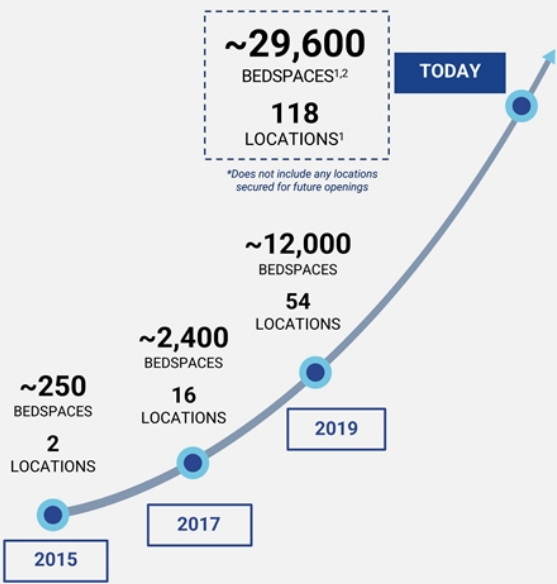
1. Global Hotel and Other Travel Accommodation Market Size per "Hotel and Other Travel Accommodation Global Market Report 2021: COVID-19 Impact and Recovery to 2030" report by The Business Research Company as of January 2021.  
2. Calculated as \$350bn Millennial and Gen Z travel spend divided by Global Demand spend on travel of \$802bn.  
3. STR Global Reports as of 2020.

4. Selina estimate, which includes ~475K of boutique and soft brand hotel rooms per as of 2020.  
5. Source: STR Global Reports as of 2020. 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.

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



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



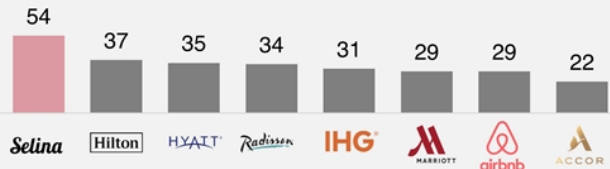
1. As of December 31, 2022.

2. "Bedspaces" is a metric used by Selina to measure the sleeping capacity of a property. Every 5.5 m<sup>2</sup> 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.

# Unforgettable Experiences & Content Keep Customers Coming Back for More



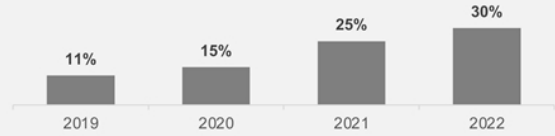
## Net Promoter Score Benchmarking<sup>3</sup>



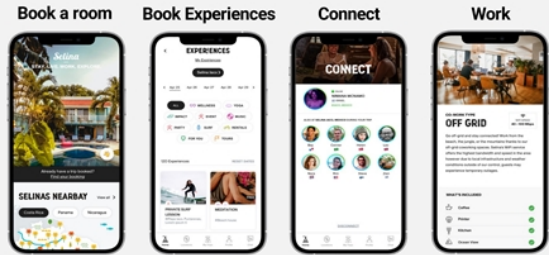
Selina's NPS is **~74% higher** than the median of global hotel companies (31 NPS); while the Selina brand is significantly younger

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

Web and App % of Room Revenue



Web and App share of room revenue has grown over **2.7x** since 2019 as we continue to make improvements to our booking experience





# Board of Directors



**ERIC FOSS**  
Chair of the Board  
Independent Director



**EILEEN MOORE JOHNSON**  
Chair of Human Capital  
Management & Compensation  
Committee  
Independent Director



**CATHERINE DUNLEAVY**  
Chair of Audit Committee  
Independent Director



**DANIEL RUDASEVKI**  
Co-Founder &  
Chief Growth Officer



**RICHARD STODDART**  
Chair of Nominating &  
Corporate Governance  
Committee  
Independent Director



**RAFAEL MUSERI**  
Co-Founder & CEO



**ADI SOFFER TEENI**  
Independent Director



# Leadership Team

## Co-Founders

**RAFAEL MUSERI**  
Co-Founder & CEO



**DANIEL RUDASEVKI**  
Co-Founder &  
Chief Growth Officer



**BARBARA ZUBIRIA**  
Chief Financial Officer



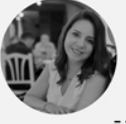
**EYAL AMZALLAG**  
Chief Operations Officer



**JONATHON GRECH**  
Chief Legal Officer



**LENA KATZ**  
Chief Technology Officer



**CECILE UMANA**  
Chief People Officer



**ELAD NIR**  
Chief Marketing Officer



**STEVEN OHAYON**  
EVP, Head of  
Strategy & Investor  
Relations



**SAM KHAZARY**  
EVP, Head of Corp. Dev.



*Selina*

# 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**  
single-use plastics in all Selina locations by 2025 as part of the Company's waste management reduction strategy

### 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
	54 NPS score <sup>(1)</sup> , 52 eNPS score <sup>(1,2)</sup> ; 63% of our guests made a friend when visiting a Selina <sup>(3)</sup>

### 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 5 independent directors and 2 executive directors; 43% women and 57% men
	The Board of Directors and its committees, Audit, Human Capital Management & Compensation and Nominating & Corporate committees are committed to helping Selina operate with high ethical standards and governance

# Our Top 3 Strategic Imperatives

## Prioritizing Initiatives that Drive Positive Cash Flow

- Renegotiating and restructuring of leases and liabilities to preserve cash outflows
- Continue reducing corporate overhead costs
- Disciplined opening of new locations

## Hyper Focused on Unit Economics and Path to Profitability

- Drive occupancy to target levels
- Grow in existing high performing countries/markets and exit underperforming properties
- Optimize unit level labor costs
- Focus on high ROI capital expenditures only

## Obsessed With Delivering the Best Experience For Millions of Guests Around the World

- Increase community size and drive engagement and loyalty
- Develop relevant programming, events, brand activations for guests and local communities
- Retain and develop our people - they are our biggest brand ambassadors

2023  
Targets

**Operating Cash Flow<sup>1</sup> positive**  
**Reduce financing cash burden through rent negotiations and debt restructurings**

**Occupancy 55%+**  
**Adjusted EBITDA<sup>2</sup> positive**

**Maintain Net Promoter Score above 50**

# Business Model



# Selina Built an Efficient Business Model...



## Source

Identify underperforming hotels through proprietary technology

By direct sourcing of new properties, Selina is substantially reducing its transaction costs

**80%+** of deals executed off-market and without brokers<sup>1</sup>

**20%+** discount to market lease prices<sup>2</sup>



## Convert

Local experience boards create hyper-local concepts

**2 to 5 months** to convert on average

Increase density of beds per location

Add new revenue generating products such as co-working, F&B and experiences



## Activate and Operate

Plug converted destination into Selina's hospitality technology platform

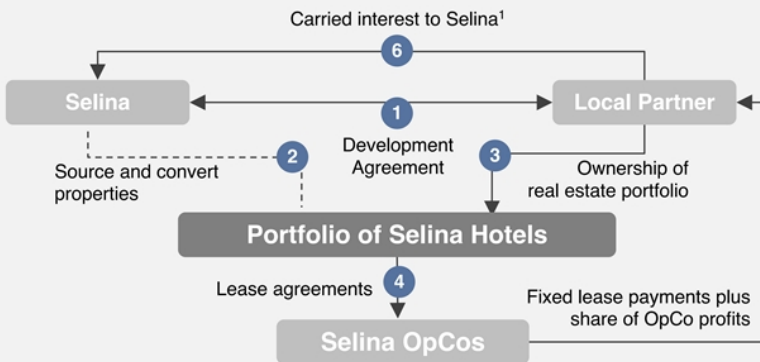
Partner with local F&B providers to attract locals and experience seeking travelers - activate programming and content strategy

Significant increase in revenues vs previous location

**40%** of revenue generated from non-room products (e.g., co-work, experiences, and F&B)<sup>3</sup>

# ...With Real Estate Growth Financed by Capital Partners

- Selina seeks local capital partners, (each, a “Local Partner”) to fund its growth through property acquisitions, leases and conversions
- The Local Partner in each region will acquire and control a large real estate portfolio, through freehold or leasehold interests
- The portfolio of real estate is operated by Selina under a lease agreement with the Local Partner



- 1 Selina and Local Partner enter into a Development Agreement
- 2 Selina sources, underwrites, closes and converts portfolio of Selina hotels
- 3 Partner creates portfolio of Real Estate assets by funding acquisition or leasing of properties and conversion to Selina standards
- 4 Portfolio is leased to Selina OpCo
- 5 Selina OpCo pays rent to Local Partner, equal to:
  - Base rent, plus
  - Share of net operating profits
- 6 After achieving an agreed upon IRR on its total investment, Local Partner shares part of its net profit with Selina (“carried interest”)<sup>1</sup>

**>\$300mm of allocated capital** from strong real estate partners that allow us to fund our growth without deploying cash

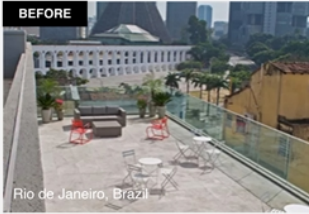


1. Selina does not have carried interest on all deals.

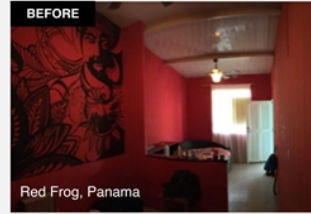
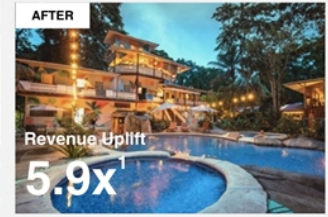
# We Have Proven Our Ability to Improve Existing Supply through a Value-Add Conversion Process

We convert old, tired hotels into exciting, contemporary locations that generate a significant increase in revenue compared to prior hotel operators

## Urban



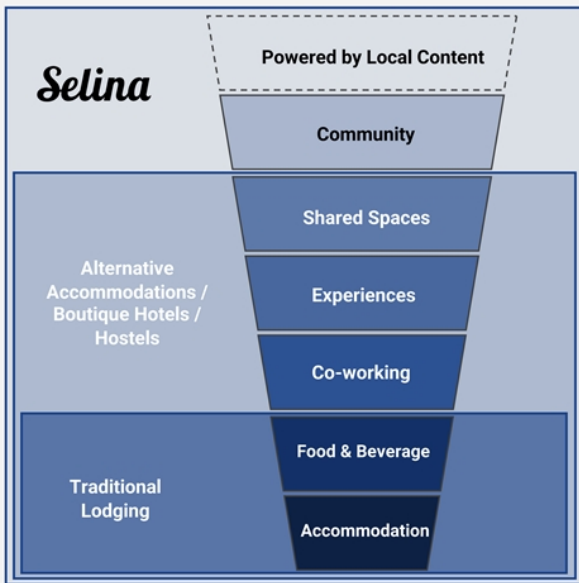
## Remote



<sup>1</sup> Based on 2019 Selina Unit-Level Revenue divided by pre-Selina Unit-Level Revenue.



# The Selina Product: Authentic Experiences at a Democratized Price



Selina Tel Aviv Beach, Israel



Selina Camden, United Kingdom



Selina Lisbon, Portugal



Selina New York, USA

The final product delivers a full serviced holistic hospitality experience powered by local content and programming

# How We Will Evolve Into a Community Ecosystem



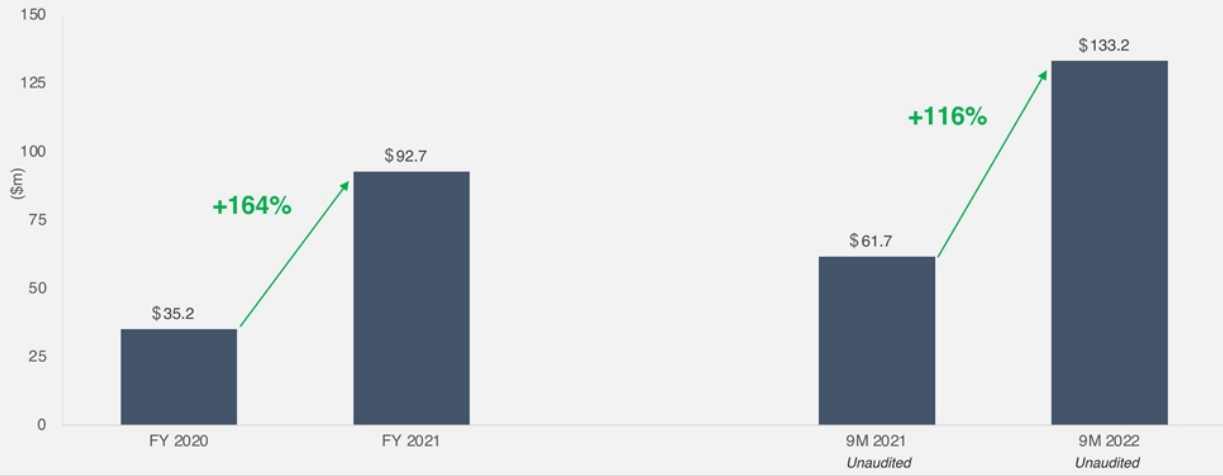
# Financial Highlights



# We've Consistently Increased our Revenue...

- Revenue growth continues to be driven primarily by strong increase in same store<sup>1</sup> performance for 9M '22
- On a same store basis<sup>1</sup>, 9M '22 revenue increased 75% to \$99.8 million for the properties operated in both periods

## Total Revenue



1. Same store results refers to the performance of properties open on or before December 31, 2020.

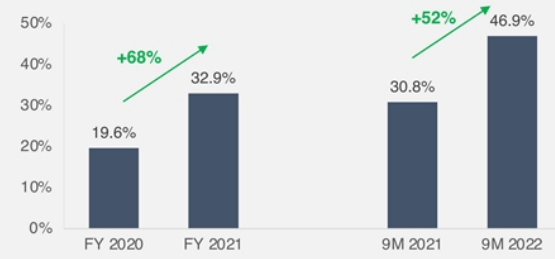
# ... With Healthy Top Line Metrics

*\*All figures are unaudited*

**Proven track record of growth despite COVID impacted years**

Strong recovery post 2020 with a firm growth in occupancy rate and average revenue per Bedspace

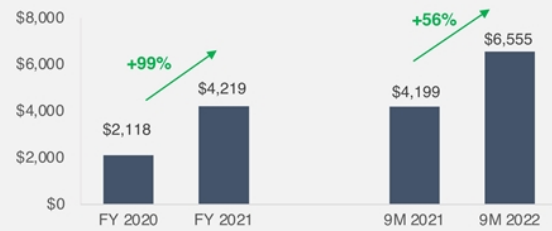
## Occupancy Rate



## Daily Total Revenue Per Occupied Bedspace (TRevPOBs)<sup>2</sup>



## Total Annualized Revenue Per Bedspace<sup>3</sup>



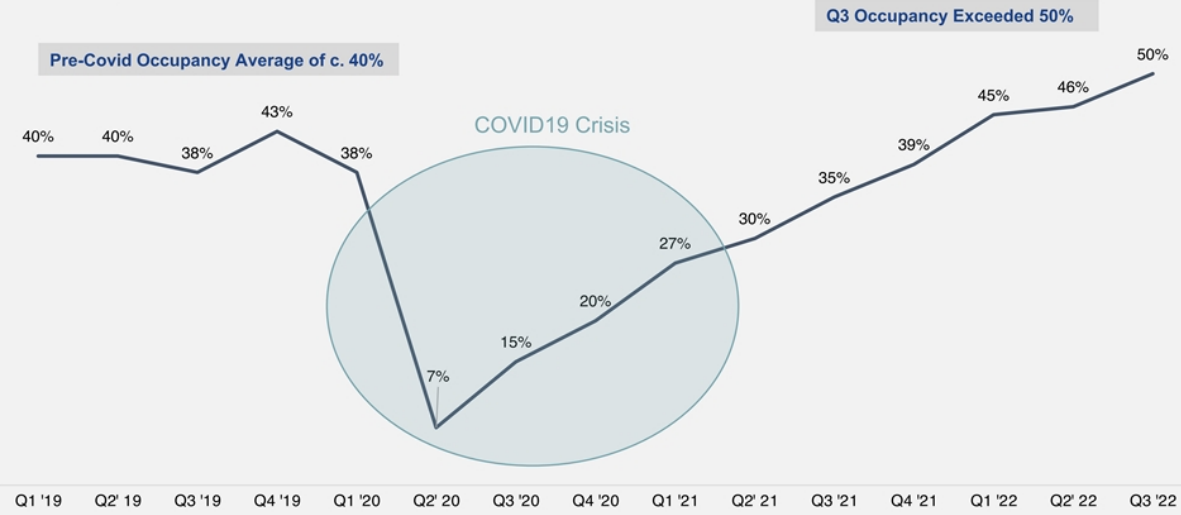
**Selina**

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.

# Our Occupancy Rate is Growing Quickly...

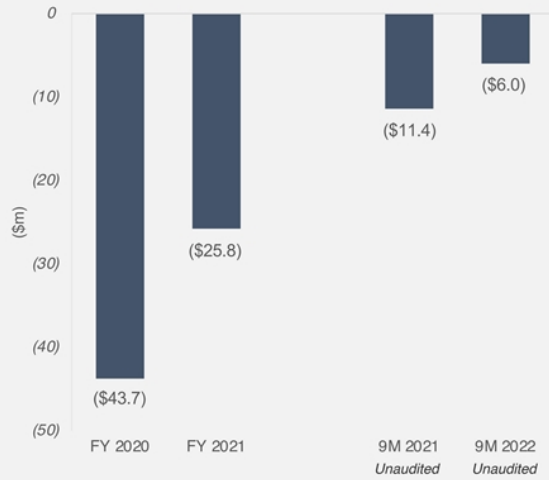
Occupancy on a steady QoQ trajectory with strong exit rates and primed to continue improving

## Occupancy Rate



# ... With our Adjusted EBITDA Improving Y-o-Y

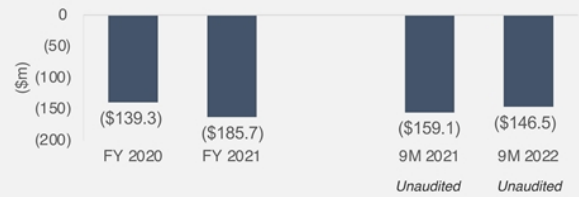
## Adjusted EBITDA<sup>1</sup>



- Adjusted EBITDA improvements continue to materialize as Selina continues to drive top line and control costs at the unit and corporate levels

## Net Loss

(Includes impact of mark to market finance costs of a convertible loan instrument which converted to equity at time of Selina's public offering)



# Strategy to Achieve Positive Adjusted EBITDA & Operating Cash Flow

Selina is focused on achieving sustained positive adjusted EBITDA and operating cash flow, with several initiatives already in progress

## Key Initiatives



**A** Drive Unit Level Performance



**C** Disciplined Growth Mindset



**B** Reduced Corporate Overhead



**D** ROI Driven CAPEX



# A Drive Unit Level Performance

## 2023 Targets

### Optimizing Unit Level Labor

- Cluster GMs across locations and generally reduce headcount across Selina
- Set location headcounts as per lowest occupancy months, bringing ad-hoc labor as necessary



Target **26%** unit level labor costs as a % of revenue

### F&B Efficiency

- Restructured F&B business management to operate as a partnership structure where venue managers share in profits and losses



Above **15%** F&B GOP Margin

### Revamped Commercial Strategy

- Created 10 independent commercial hubs that are able to sell occupancy during off seasons and mid-week
- Invest in customer acquisition costs only for first time buyers, leverage world-of-mouth marketing with customers as brand ambassadors



**55% +** occupancy & maintain **30%** of revenue from web and app

### Review Under-Profitable Locations

- Identify locations with highest rent % of revenue and renegotiate rent terms or look to exit leases



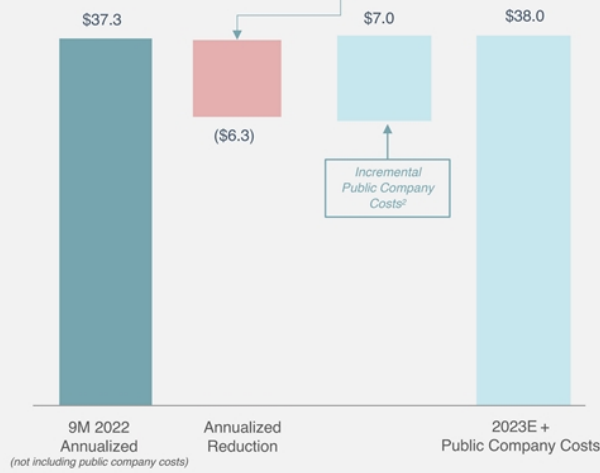
Renegotiate rent or close underperforming locations in 2023

\*All figures are unaudited

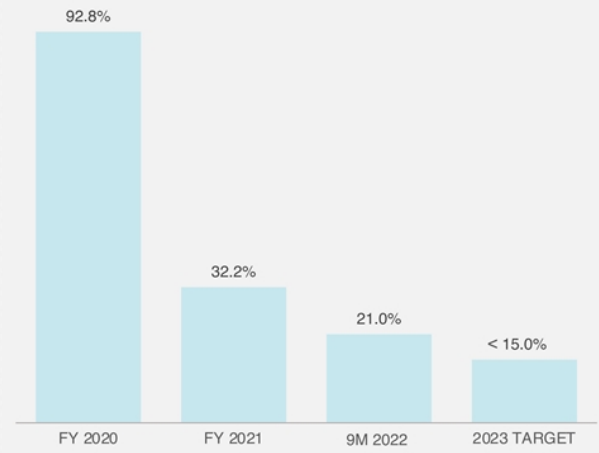
# B Reducing Corporate Overhead<sup>1</sup>

## Corporate Overhead Expense Bridge (\$ in millions)

Selina will reduce its corporate overhead costs by approximately \$6.3m, representing over 15% cut vs 9M 2022 annualized: streamlining of overhead functions and reduction in overhead payroll, reduced office costs, review of software licenses, move of global HQ from London to Madrid, support for remote work, reduction in consultancy and legal fees through redundancy assessments...



## Corporate Overhead Expenses (% of Revenue)



1. Corporate Overhead includes payroll and other related costs of global and regional supporting functions such as HR, Finance, Legal, Strategy, Growth, Marketing and Commercial, and Tech. As well as costs of corporate offices, global insurance, and other non-unit level general and administrative costs.  
 2. Public company costs include D&O insurance, internal controls, director costs, internal control and audit, accounting consulting costs, annual shareholder meeting, transfer agent, NASDAQ listing fees, investor relations, preparation of SEC reports and other legal costs.

# C Disciplined Growth Mindset

## Current Selina Portfolio Across The Globe



## Clear Pipeline For 2023



### Key Growth Principles

### Geographical Focus

- Prioritize expanding existing locations under same fixed costs
- No entry into new territories in 2023

### Underwriting Discipline

- Growth based on strategic roadmap vs opportunistic
- Only open properties expected to generate positive cash flows in year 1

### Asset-lighter Deal Terms

- Negotiate better early termination terms and higher grace periods
- Shift to variable rent for some new locations

## D Focus on ROI Driven Capital Expenditures

Selina relies predominantly on alternative funding sources (local partners, landlords, bank loans) to finance its physical CAPEX and invests only a minimal amount of out-of-pocket CAPEX per year

### 1. Physical



#### Property Improvements & Expansions

- Investments at property level, either improving existing assets or adding additional bedspaces drive incremental EBITDA



#### New Properties

- Minimal CAPEX contribution to new deals and security deposits

### 2. Technology



#### Commercial

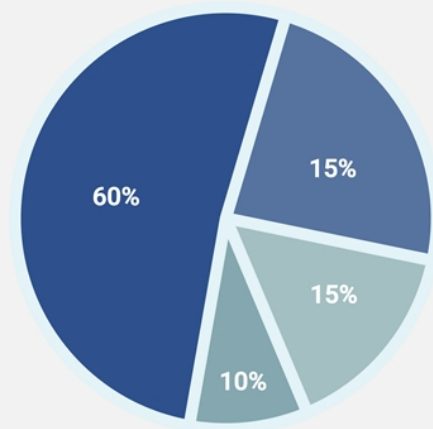
- Investing in our technology to help us increase revenues and achieve efficiency through optimization



#### Infrastructure

- Focus on shorter duration projects to help drive faster revenue growth

### Budgeted CAPEX Distribution for 2023



# 2023 Goals

Selina is completely focused on achieving positive adjusted EBITDA and Operating Cash Flow in 2023

	2021	9M 2022	2023E
Revenue YoY Growth Rate	164%	116%	30% to 40%
Adjusted EBITDA <sup>(1)</sup>	(\$26M)	(\$6M)	Positive
Operating Cash Flow <sup>(2)</sup>	(\$31M)	(\$11M)	Positive

Unaudited



1. Adjusted EBITDA, which is a non-IFRS measure 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 stock-based compensation expense, (iv) non-recurring public company readiness costs, and (v) provision for tax risks that are non-income tax related. See slide 34 for reconciliation of EBITDA and Adjusted EBITDA to their most directly comparable IFRS financial measure.  
 2. Net Cash used in Operating Activities in the IFRS Consolidated Statement of Cash Flows.

# Summary Capitalization Table

(in \$m)

Cash <sup>1</sup>		\$74.4
Corporate Debt*	Maturity	\$172.7
New Senior Unsecured Convertible Notes	2026	\$147.5
Latin American Development Bank Financing	2027	\$21.4
Other Corporate Debt	2023 - 2027	\$3.8
Real Estate Partner Loans*	2026 - 2040	\$92.2
Lease Liabilities*		\$449.4
Total Shares Outstanding <sup>2</sup>		97,865,777

## Notes:

Outstanding balance of convertible notes reflects nominal amount. The pro-forma financial statement reflects these and their related derivatives at fair value

Part of a \$50m facility with the Inter-American Investment Corporation

Other Corporate Debt includes Panama bank debt and PPP USA loans

Real estate partner loans refer to the loans associated with the hotel conversions funded by local partners

As of 31 December 2022

\* As of June 30, 2022, pro forma for the deSPAC transaction, as referred to in our F1.

**Selina**

1. Represents the company's estimated cash position as of June 30, 2022 as shown in its pro-forma condensed combined financial statements included in its registration statement on Form F-1 filed with the Securities and Exchange Commission on November 30, 2022. This figure does not represent the current cash position of the company as it does not take into account, among other things, operating expenses, capital expenditures and certain transaction costs payable since the closing of the business combination.  
2. This figure excludes the 18,516,495 outstanding public, private and convertible note warrants that have been issued, 13,595,652 potential shares that could be issued in connection with the convertible note, shares that may be issued in connection with the restructuring of certain liabilities into equity, and shares that may be issued under the company's employee equity incentive plans.

# Access to Additional Liquidity

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

*Reduce debt and leverage*

Modify existing convertible note terms

*Reduce interest expense*

Ability to draw under remaining portion of \$50 million loan facility in place with Inter-American Investment Corporation

*Access to low cost financing*

Utilize equity lines of credit to opportunistically draw capital

*Increase cash*

Strategically consider extinguishing existing warrants off the cap table

*Reduce overhang and simplify capital structure*

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, Winks, SIMs

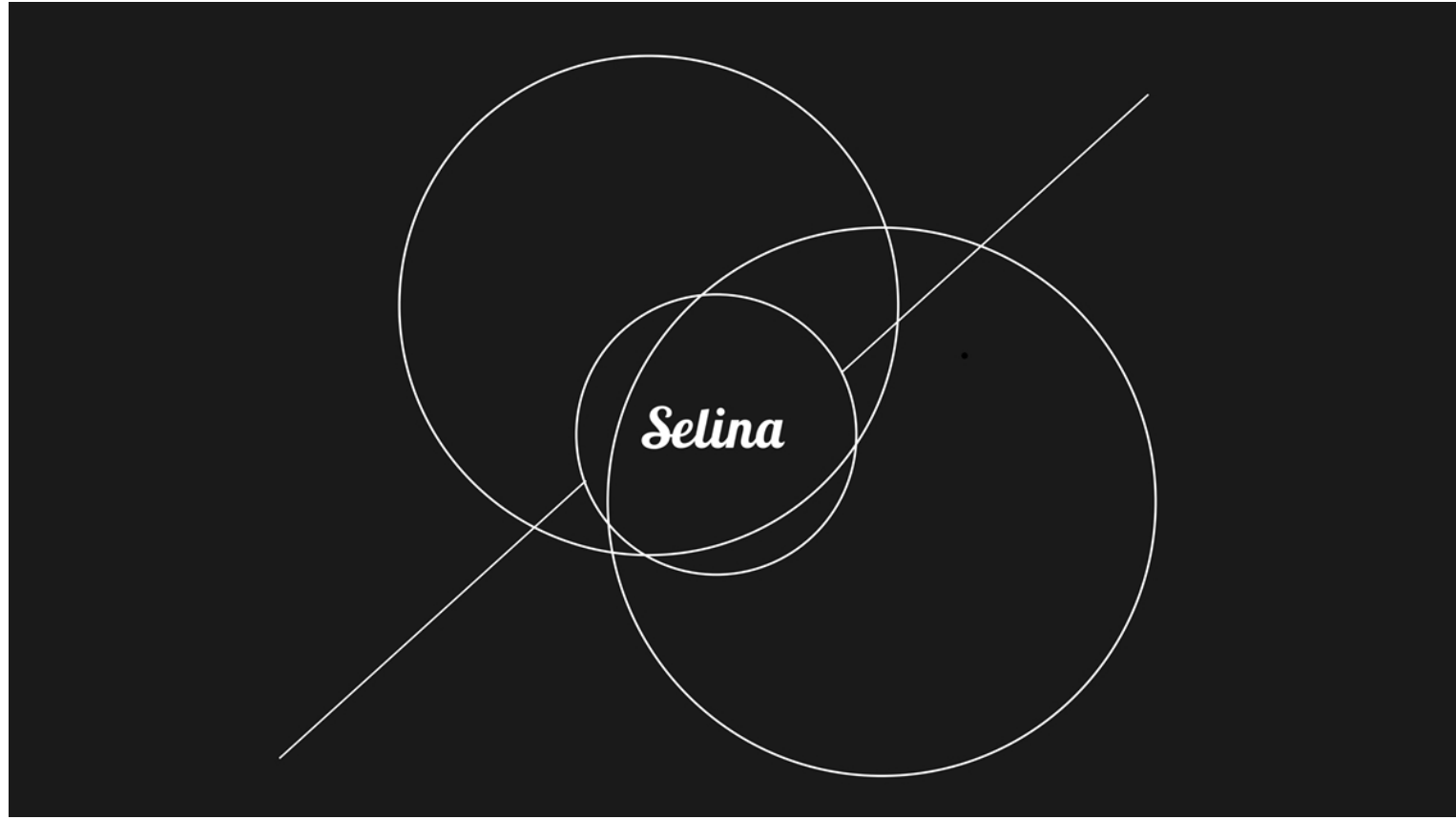
*Increase cash, reduce expenses*

## IFRS Net Loss to Non-IFRS Adjusted EBITDA Reconciliation

(\$m)	FY 2020	FY 2021	9M 2021	9M 2022
<b>IFRS Net Loss</b>	<b>(139.3)</b>	<b>(185.7)</b>	<b>(159.1)</b>	<b>(146.5)</b>
Add (deduct):				
Income taxes	2.3	2.8	0.7	0.7
Finance costs, net <sup>(1)</sup>	54.7	102.8	118.1	102.2
D&A	21.6	31.2	21.7	22.5
<b>EBITDA</b>	<b>(60.8)</b>	<b>(48.8)</b>	<b>(18.6)</b>	<b>(21.0)</b>
Non-operational income, net	(5.1)	(1.1)	(1.6)	(2.4)
Impairments	19.7	11.2	3.1	5.3
Stock-based compensation expense	2.4	6.2	4.5	9.5
Non-recurring public company readiness costs	0.0	3.3	1.2	2.6
Provision for tax risks (non-income tax related)	0.0	3.5	0.0	0.0
<b>Adjusted EBITDA</b>	<b>(43.8)</b>	<b>(25.7)</b>	<b>(11.4)</b>	<b>(6.0)</b>

1. Finance costs, net includes interest expense on loans, leasing arrangements, unrealized foreign exchange losses on these liabilities, mark-to-market of financial liabilities related to the convertible instrument and, in 2021, loss on extinguishment of debt.





*Selina*