
**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**

April 28, 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 April 28, 2023, Selina Hospitality PLC (the "Company") issued a press release announcing financial results for the fourth quarter and full-year ended December 31, 2022, a copy of which is attached as Exhibit 99.1. Additionally, on May 1, 2023, the Company released a new investor presentation, a copy of which is attached as Exhibit 99.2.

INDEX TO EXHIBITS

Exhibit No.	Description
99.1	Press release of Selina Hospitality PLC issued April 28, 2023
99.2	Investor Presentation issued May 1, 2023

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: May 3, 2023

By: /s/ JONATHON GRECH
Jonathon Grech
Chief Legal Officer and Corporate Secretary



Selina Hospitality PLC Reports Fiscal 2022 Financial Results

April 28, 2023

Improvement in Key Operating Metrics vs 2021

NEW YORK—(BUSINESS WIRE)—Apr. 28, 2023— Selina Hospitality PLC (“Selina”; NASDAQ: SLNA), the fast-growing experiential hospitality brand targeting millennial and Gen Z travelers, announced today its financial results for the full-year ended December 31, 2022.

Rafael Museri, Co-Founder and CEO, stated: “2022 has been a very important year in Selina’s history. We completed our listing on NASDAQ in October 2022, and our business delivered strong improvement in our key operating metrics. We entered 2023 with a strong focus on three strategic imperatives: driving cash flow, executing on our path to profitability, and building our brand, which provides a differentiated travel experience to our growing number of guests. I believe that the new discipline around growth and cost management, coupled with a strong product offering, will position Selina as a leader in the hospitality space.”

Financial Summary

(\$ in millions, except hotels and bedspaces data)	Year Ended December 31,		Percent Change
	2022	2021	
Revenue	\$ 183.9	\$ 92.7	98.3%
Net Loss	(\$ 198.1)	(\$ 185.7)	(6.2%)
Adjusted EBITDA ¹	(\$ 14.5)	(\$ 25.7)	77.2%
Net Cash Used in Operating Activities	(\$ 23.6)	(\$ 30.7)	30.1%
Free Cash Flow Before Debt Service ¹	(\$ 72.8)	(\$ 47.2)	(35.2%)
Occupancy Rate	47.5%	32.9%	
Properties, End of Period	118	100	18.0%
Bedspaces, end of Period	29,600	23,408	26.5%
Total Annualized Revenue per Bedspace	\$ 6,547	\$ 4,219	56.7%

¹ Adjusted EBITDA and Free Cash Flow Before Debt Service are non-IFRS measures. Please see Non-IFRS Financial Measures for reconciliation

Full-Year 2022 Information

- Total revenue of \$183.9 million, an increase of \$91.2 million, or 98.3% compared to FY 2021, driven primarily by an increase in bedspaces from new opened locations, higher occupancy rates, and higher total revenue per bedspace.
- On a same-store basis (locations operating for the entire comparable periods), total revenue increased by 56.8% driven by an increase in occupancy, from 33.2% to 51.1%, and an increase in TRRevPABs from 4,695 to 7,258.
- Selina opened 18 properties during 2022, ending the year with 118 properties, 29,600 open bedspaces, and 19,975 open beds (vs 23,408 open bedspaces and 18,438 open beds at December 31, 2021).
- Occupancy rate was 47.5%, compared to 32.9% for FY 2021, a 44.4% increase, driven by improved brand awareness and brand loyalty, a dedicated regional sales force and commercial teams, continued seasoning of our recently opened properties, and resumption of travel after two years highly impacted by COVID-19 and related travel restrictions.
- TRRevPOB was \$52.60 in FY 2022, compared to \$45.86 in FY 2021, a 14.7% increase. TRRevPOBs was \$37.76 in FY 2022, compared to \$35.13 in FY 2021, a 7.5% increase. These increases were mainly a result of a shift in our portfolio composition toward developed markets and continued seasoning of our recently opened properties. Of the 18 new locations opened in FY 2022, 16 are situated in developed markets.
- Total revenue per bedspace was \$6,547 in FY 2022, compared to \$4,219 in FY 2021, a 55.2% increase, driven by the increase in occupancy and the growth coming from developed markets.
- Unit Level Operating Loss was \$6.7 million in FY 2022, compared to \$18.0 million loss in FY 2021, with Mexico and Central America, where Selina benefits from mature locations, improving year over year. Selina is focused on improving performance in North America (U.S.), Europe & Africa and Israel, where Selina has grown in the last two years.
- Remote Year, the Company’s brand that facilitates group work and travel programs for remote workers in 80+ destinations, contributed \$10.4 million in revenues in FY 2022 vs \$4.5 million in FY 2021.
- Corporate Overhead as a percentage of revenues was 20.6% in FY 2022, compared to 33.1% in FY 2021, driven by economies of scale and a strong focus on efficiency in country, regional and global functions. Unit level labor costs as a percentage of unit level revenue was 27.6% in FY 2022, as compared to 28.3% in FY 2021.
- Adjusted EBITDA² was \$(14.5) million in FY 2022, compared to \$(25.7) million in FY 2021, driven by the improvement in unit level performance, offset by an increase in corporate overhead and pre-opening expenses.

- Selina completed its business combination with BOA Acquisition Corp. and listing on the Nasdaq Global Market on October 27, 2022.

New Hotel Openings

- Opened 18 hotels with 3,692 bedspaces in a mix of new and existing markets, including 2 properties in the fourth quarter, with a total of 323 bedspaces, in Tel Aviv, Israel and Magnetic Island, Australia.
- Added approximately 2,500 bedspaces to 22 existing properties.
- As of December 31, 2022, the Company had 118 open hotels in 24 countries across six continents with approximately 29,600 open bedspaces, a 27% increase in bedspaces from the prior year period.
- Selina has signed agreements with third-party real estate partners who have committed \$300 million of capital to finance the acquisition and initial conversion of future Selina properties, including the planned 2023 openings.

Cash and Cash Flow Highlights

- As of December 31, 2022, the Company had total cash and cash equivalents of \$47.7 million.
- Net cash provided by (used in) operating activities totaled \$(23.6) million for FY 2022, compared to \$(30.7) million in FY 2021.
- Free cash flow before debt service¹ totaled \$(72.8) million for FY 2022, compared to \$(47.2) in FY 2021.
- Capital expenditures, net of proceeds from partner loans, totaled \$12.4 million in FY 2022 compared to (\$5) million in 2021.

Select Unaudited Fourth Quarter 2022 Information

- Total revenue of \$50.8 million, an increase of 64% compared to fourth quarter 2021, driven primarily by an increase in bedspaces from newly opened locations, higher occupancy rates, and higher total revenue per bedspace.
- On a same-store basis, total revenue increased by 24% for properties operated in both period fourth quarter 2021 and 2022.
- Open bedspaces (at period end) was 29,600.
- Open beds (at period end) was 19,975.
- Average daily open beds during fourth quarter 2022 was 18,552.
- Occupancy rate grew to 49%, up from 39% in the fourth quarter of 2021.
- Daily Total Revenue Per Occupied Bed (TRevPOB) increased to \$59, up 24% compared to fourth quarter 2021.
- Daily Total Revenue Per Occupied Bedspace (TRevPOBs) increased to \$37, up 8% compared to fourth quarter 2021.
- Total annualized revenue per bedspace increased to \$6,742, up 36% compared to fourth quarter 2021.

² Adjusted EBITDA and Free Cash Flow Before Debt Service are non-IFRS measures. Please see Non-IFRS Financial Measures for reconciliation.

2023 Outlook

Selina reaffirms its goals, which for 2023 include annual revenue growth of 30 to 40% and achieving positive Adjusted EBITDA and operating cash flow.

Other 2023 Outlook Information

- Selina's expansion strategy for 2023 will focus on three key principles: opening locations that generally ramp faster in occupancy and deliver more attractive financial performance, expanding existing locations with remodels and incremental leased spaces, and leveraging our brand to negotiate flexible lease terms with longer grace periods while shifting to variable rent for some new locations.
- While Selina will continue to expand its footprint in 2023, we have moderated our expansion plans. The current expansion plans demonstrate that Selina is both focused on cash flow and remains deeply committed to delivering an incredible experience to hotel guests and the local communities at unique hotels throughout the world, which in turn will drive revenue. The current expansion plan also shows that Selina is intensely focused on its cost structure and cash flow to position the company for achieving and sustaining positive Adjusted EBITDA and Free Cash Flow Before Debt Service going forward.
- While Selina's operating momentum is strong and we continue to see progress in our core objectives, as noted in the Company's Annual Report on Form 20-F for the fiscal year ended December 31, 2022, Selina does not yet have sufficient revenue to cover its operating expenses and our ability to achieve our objectives is dependent upon generating profitable operations in the future and obtaining additional equity or debt financing in the near term. During the course of 2023, management intends to raise additional funds through the capital markets, as necessary, and is assessing other options, including the restructuring of certain of its liabilities and/or the sale of non-core assets. While management believes that its fundraising efforts will be successful, there are no assurances that such additional funding will be achieved.

Conference Call Details

A conference call to discuss the Selina's fiscal year ended December 31, 2022 financial results is scheduled Monday May 1, 2023:

- **Date and Time:** May 1, 2023, at 10:00 am Eastern Time
- **Webcast:** <https://edge.media-server.com/mmc/p/xmbwupt2>
- To attend by telephone, please use the information below for dial-in access.
 - Please register for the call. You can register any time starting now through the call.
 - Link to register: **[Registration Link](#)**
 - Registration in advance is encouraged. As part of the registration process, you can choose to be provided with the dial-in and PIN or to use the automated "Call Me" feature.
- An accompanying updated investor presentation is available online at <https://investors.selina.com/>
- A recorded replay of the conference call will be available after the conclusion of the call and will be available for a period of time online at <https://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 24 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 HOSPITALITY PLC AND ITS SUBSIDIARIES
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION
U.S. DOLLARS IN THOUSANDS

	At December 31, 2022	At December 31, 2021
ASSETS		
Current assets		
Cash	47,689	21,943
Trade and other receivables, net	10,543	10,527
Inventory	2,286	1,278
Assets held for sale	2,500	2,500
Other assets	16,681	10,119
Total current assets	79,699	46,367
Non-currents assets		
Property, equipment and furniture, net	111,330	96,450
Right of use assets	420,800	311,637
Intangible assets, net	6,424	4,962
Goodwill	548	622
Trade and other receivables, net	1,671	1,925
Investment in associates and joint ventures	3,336	887
Non-current financial assets	3,149	3,156
Security deposits	10,910	9,773
Other assets	424	822
Total non-current assets	558,592	430,234
Total assets	638,291	476,601
LIABILITIES AND EQUITY		
Current liabilities		
Trade payables and other liabilities	(81,526)	(50,066)
Loans payable	(37,678)	(19,458)
Convertible notes	(7,914)	—
Lease liabilities	(59,115)	(45,660)
Derivative financial liabilities	(1,216)	(76,906)
Warrants	(1,481)	(21,975)
Total current liabilities	(188,930)	(214,065)
Non-currents liabilities		
Loans payable, net of current portion	(97,996)	(129,714)
Convertible notes, net of current portion	(39,182)	(97,316)
Lease liabilities, net of current portion	(469,745)	(348,972)
Accounts payable to related parties	—	(3,472)
Deferred tax liability	(329)	(373)
Employee payables	(6,852)	(6,068)
Total non-current liabilities	(614,104)	(585,915)
Total liabilities	(803,034)	(799,980)
Equity		
Common stock	(488)	(236)
Additional paid-in capital	(563,210)	(191,113)
Currency translation adjustment	1,452	(4,464)
Other reserves	552	—
Accumulated deficit	725,248	518,979
Total equity	163,554	323,166
Non-controlling interest	1,189	213
Total liabilities and equity	(638,291)	(476,601)

SELINA HOSPITALITY PLC AND ITS SUBSIDIARIES
CONSOLIDATED STATEMENTS OF PROFIT OR LOSS
U.S. DOLLARS IN THOUSANDS

	2022	2021
Revenue		
Rooms	108,602	51,335
Food & beverage	50,192	31,361
Other, net	25,141	10,041
Total revenue	183,935	92,737
Costs and expenses		
Cost of sales	(25,370)	(11,311)
Payroll and employee expenses	(95,870)	(57,162)
Insurance, utilities and other property maintenance costs	(45,945)	(31,480)
Legal, marketing, IT and other operating expenses	(49,556)	(33,676)
Depreciation and amortization	(32,964)	(31,235)
Total cost and expenses	(249,705)	(164,864)
Loss from operations activity before impairment, government grants and COVID-related concessions	(65,770)	(72,127)
Impairment and write-off of non-current assets	(12,695)	(11,153)
Government grants	1,739	2,099
Income from COVID-related concessions	—	—
Loss from operations activity	(76,726)	(81,181)
Finance income	75,021	90
Finance costs	(123,251)	(102,914)
Share listing expense	(74,426)	—
Gain on net monetary position	3,178	1,725
Share of profit / (loss) in associates	84	62
Other non-operating income / (expense), net	2,480	(661)
Loss before income taxes	(193,640)	(182,879)
Income tax expense	(4,442)	(2,844)
Net loss	(198,082)	(185,723)
Loss attributable to:		
Equity holders of the parent	(197,107)	(184,352)
Non-controlling interest	(976)	(1,371)
Earnings per share		
Basic and diluted, loss for the year attributable to equity holders of the parent	\$ (3.73)	\$ (4.29)

SELINA HOSPITALITY PLC AND ITS SUBSIDIARIES
CONSOLIDATED STATEMENTS OF CASH FLOWS
U.S. DOLLARS IN THOUSANDS

	Year ended December 31,	
	2022	2021
Cash flow from operating activities:		
Loss for the year	(198,082)	(185,723)
Adjustments to reconcile net loss to operating cash flows:		
Depreciation and amortization expense	32,964	31,235
Share-based compensation expense	5,549	5,194
Share of loss in associates	(84)	(62)
Impairment and write off of non-current assets	12,695	11,153
Gain on net monetary position	(3,178)	(1,725)
Finance costs	123,251	102,914
Finance income	(75,021)	(90)
Share listing expense	74,426	—
Income from COVID-related rent concessions	—	—
Income tax expense charged	4,442	2,844
Changes in working capital		
Trade and other receivables	(265)	(4,662)
Inventory	(1,008)	71
Trade payables and other liabilities	6,882	5,723
Other assets	(5,600)	2,391
Taxes paid	(583)	—
Net cash used in operating activities	(23,611)	(30,737)
Cash flow from investing activities:		
Investments in financial assets	(352)	(39)
Purchases of property, equipment and furniture	(26,689)	(14,421)
Security deposits (paid) / returned	(1,137)	561
Purchases of intangible assets	(2,663)	(2,298)
Proceeds from sales of property, equipment and furniture	404	3,760
Acquisition of business, net of cash acquired	—	312
Net cash used in investing activities	(30,437)	(12,125)
Cash flow from financing activities:		
Proceeds from loans	66,737	43,005
Convertible note proceeds	82,000	44,350
Repayment of loans	(46,716)	(5,424)
Interest paid	(17,364)	(6,018)
Repayment of lease liabilities	(44,377)	(24,764)
Exercises of share options	118	84
Costs of equity raise	(7,470)	—
Capital contributions	44,450	—
Proceeds from issuing equity instruments (DeSPAC)	6,500	—
Net cash provided by financing activities	83,878	51,233
Effect of changes in exchange rates on cash & cash equivalents	(4,084)	—
Change in cash and cash equivalents during the year	25,746	8,371
Cash and cash equivalents at start of year	21,943	13,572
Cash and cash equivalents at end of year	47,689	21,943

KEY METRICS AND NON-IFRS FINANCIAL MEASURES

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. This release includes Adjusted EBITDA and Free Cash Flow Before Debt Service, which are not prepared in accordance with the international financing reporting standards issued by IFRS. Management believes that these non-IFRS financial measures provide useful information to investors about our business and financial performance, but there are limitations related to the use of these non-IFRS financial measures and they may not be directly comparable to similar titled measures of other companies. 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.

- When we report figures on a **same-store basis**, that refers to properties operating for the entire comparable periods.
- 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** reflect 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 accommodation 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.
- **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.
- **Operating Cash Flow** is defined as Net Cash used in Operating Activities in the IFRS Consolidated Statement of Cash Flows. **Free Cash Flow Before Debt Service** is defined as Operating Cash Flow, minus: (i) repayment on 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.

Key Metrics

The table below sets forth our key business metrics for the periods presented:

Metric	Year Ended December 31,	
	2022	2021
Opened properties (at period end)	118	100
Open bedspaces (at period end)	29,600	23,408
Open beds (at period end)	19,975	18,438
Average daily open beds	19,018	16,017
Occupancy rate	47.5%	32.9%
Total daily revenue per occupied bed (TRevPOB)	\$ 52.60	\$ 45.86
Total daily revenue per occupied bedspace (TRevPOBs)	\$ 37.76	\$ 35.13
Total revenue per bedspace	\$ 6,547	\$ 4,219

Non-IFRS Financial Measures

EBITDA, Adjusted EBITDA and Free Cash Flow before Debt Service

	Year ended December 31, (In millions of US\$)	
	2022	2021
IFRS Net loss	\$(198.1)	\$(185.7)
Add (deduct):		
Income taxes	\$ 4.4	\$ 2.8
Finance income / (expense), net	48.2	102.8
Share listing expense	74.4	—
Depreciation and amortization	33.0	31.2
EBITDA	\$ (38.0)	\$ (48.8)
Non-operational income, net	(5.7)	(1.1)
Impairments	12.7	11.2
Non-Cash compensation expense	6.9	6.2
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)

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

Forward-Looking Statements

This press release 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 press release 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 associates 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 press release 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.

View source version on [businesswire.com](https://www.businesswire.com/news/home/20230428005578/en/): <https://www.businesswire.com/news/home/20230428005578/en/>

Media: press@selina.com

Investor: investors@selina.com

Source: Selina Hospitality PLC



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

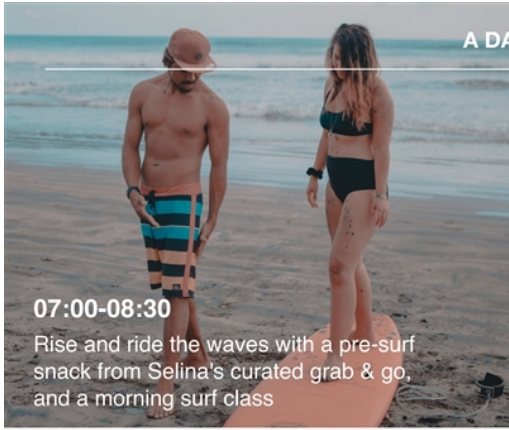
Sip, savor, and socialize with a welcome drink or pre-dinner cocktail

20:00-22:00

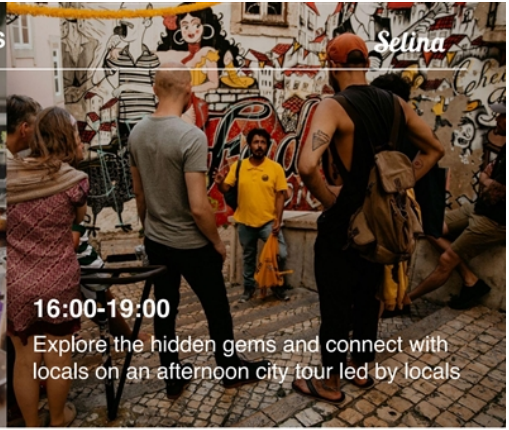
Explore the culinary scene with a market tour and return for a dinner crafted by a local chef

22:30-00:30

Cozy up for an outdoor cinema experience under the stars



A DAY AT 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

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



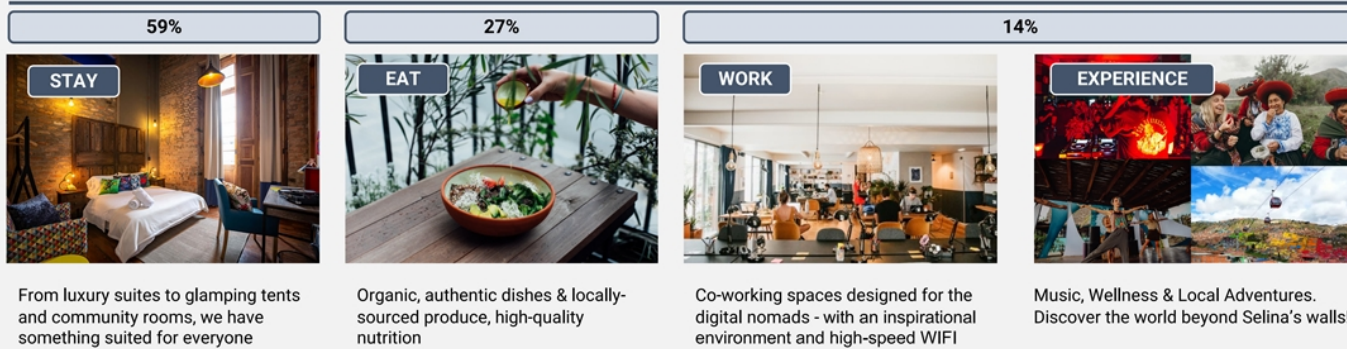
**We have Built a Strong and Differentiated
Product Offering and Brand**

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



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



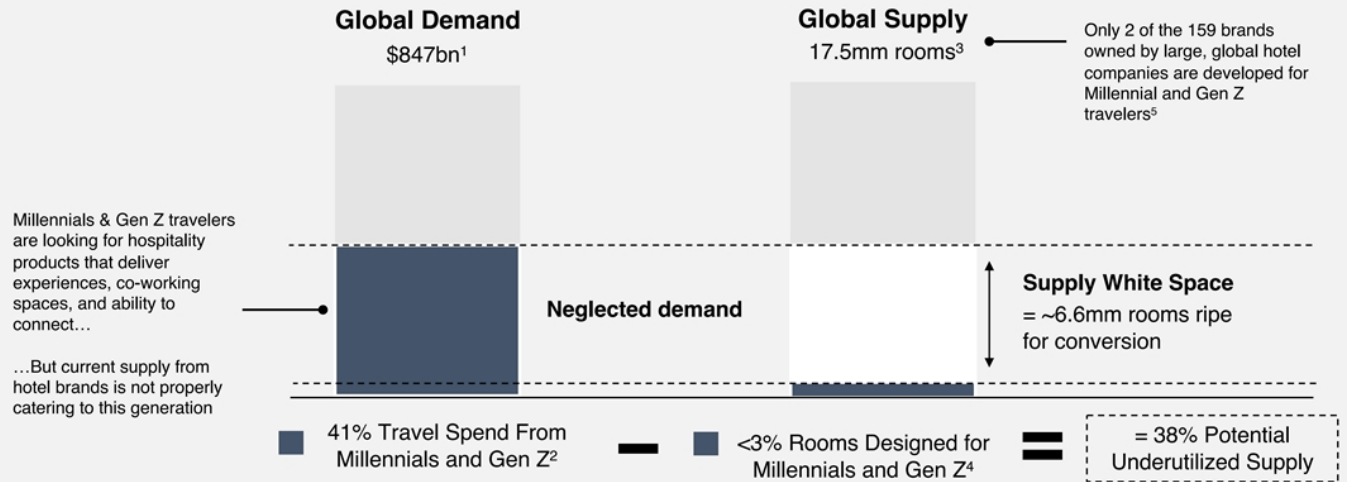
1. As of December 31, 2022.

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.

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

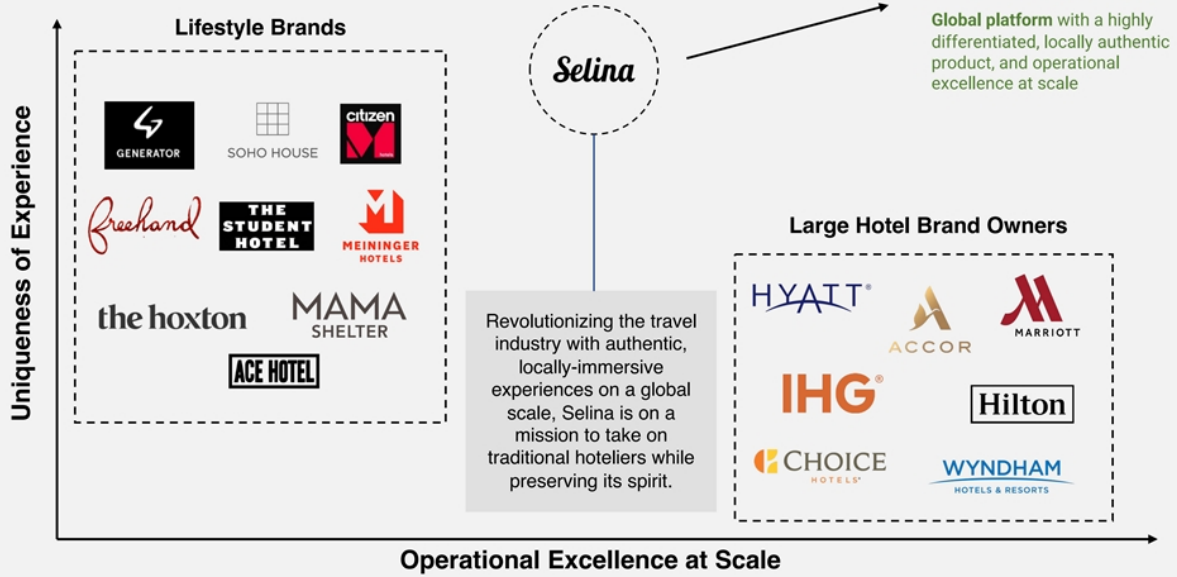


1. Hotel And Other Travel Accommodation Global Market Report 2023 by The Business Research Company.
2. Calculated as \$350bn Millennial and Gen Z travel spend divided by Global Demand spend on travel of \$847bn.
3. STR Global Reports as of 2022.

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

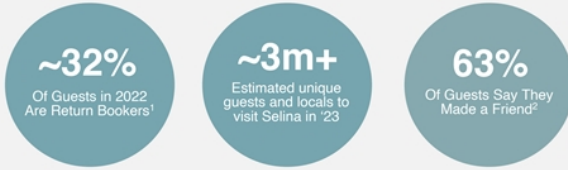
Selina is the Only Brand Able to Deliver a Differentiated Product at Scale



Selina

Valuable Brand Equity with a Competitively Advantaged Business Model

Unforgettable Experiences & Content Keep Customers Coming Back for More



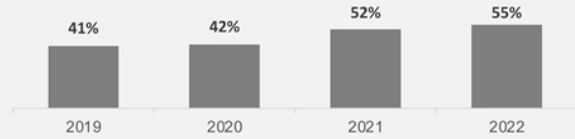
Net Promoter Score Benchmarking³



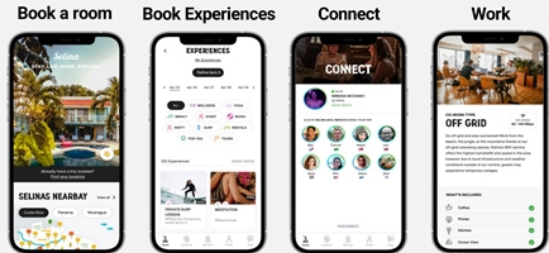
Selina's NPS is ~55% higher than the median of global hotel companies (29 NPS); while the Selina brand is significantly younger

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
\$34.7m
Improvement from 15% margin to 20% margin

Free Cash Flow¹
(\$72.8)m
Decline of \$25.6m compared to FY21

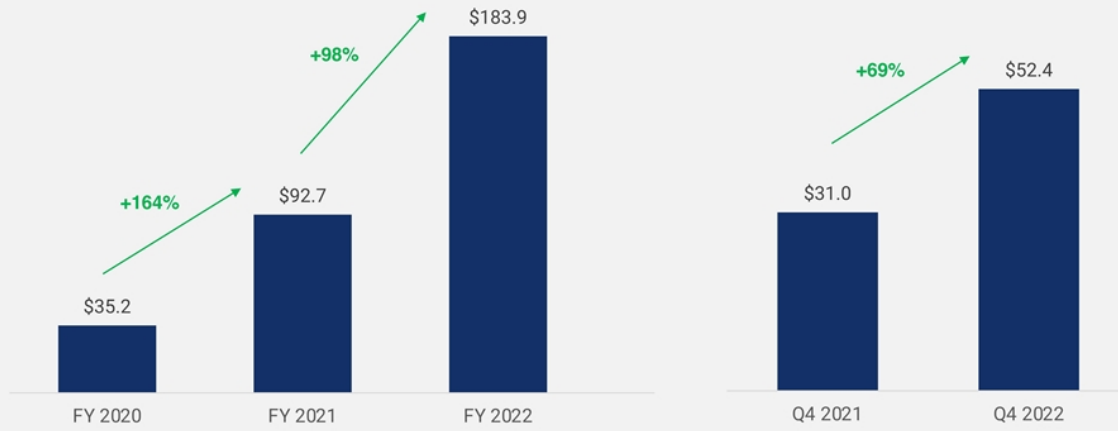
Adj. EBITDA²
(\$14.5)m
Improvement from (28%) margin to (8%) margin



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

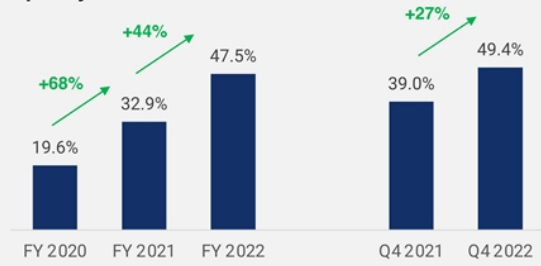
Total Revenue (\$m)



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

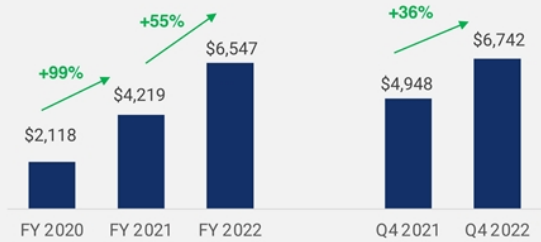
Occupancy Rate



Daily Total Revenue Per Occupied Bedspace (TRevPOBs)²



Total Annualized Revenue Per Bedspace³

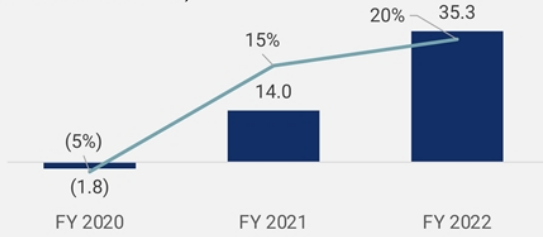


Selina

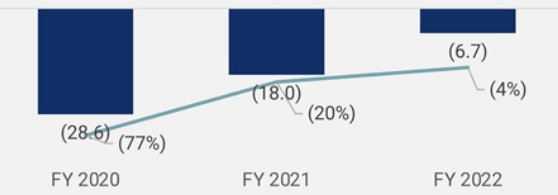
1. Defined as total revenue, excluding Remote Year revenue, for any given property, divided by the number of beds sold in that same period.
 2. Defined as total revenue, excluding Remote Year revenue, for any given property, for any given period, divided by the number of bedspaces sold in that same period. 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.

Driving Improvements in Unit-level Economics

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

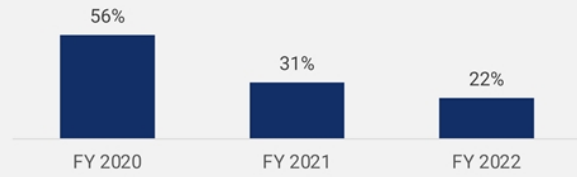


Unit-level Operating Profit / Loss & Margin (\$m & % of Revenue)



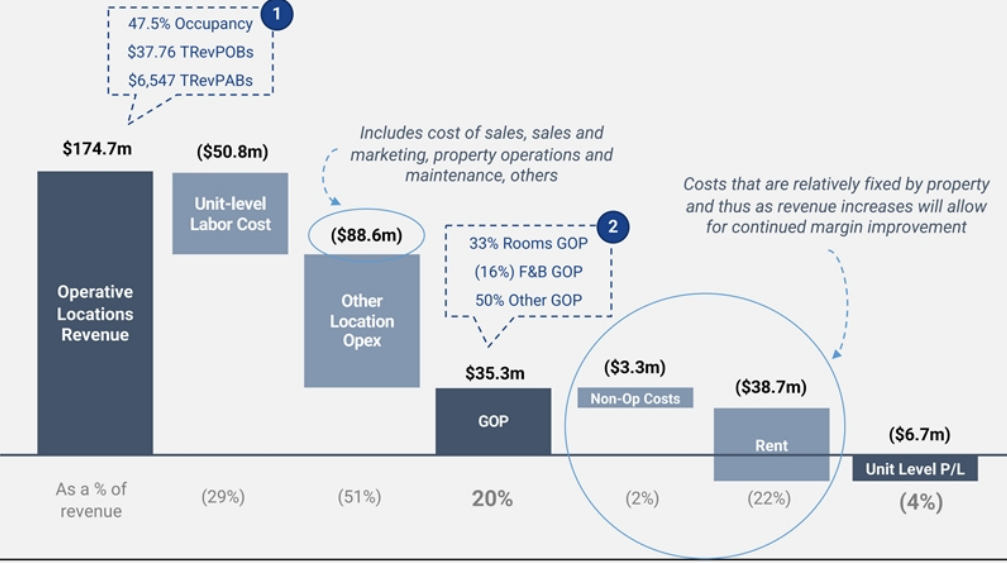
- GOP improvements driven by unit-level labour efficiencies and OPEX reduction
- Cost-ratio management introduced in 2022 to focus on continued margin improvement
- Unit level operating loss (after rent) has improved and getting closer to break-even
- Specific focus on performance improvement initiatives 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



Breakdown of Unit-level Operating Profit/Loss

Unit Level Performance FY 2022



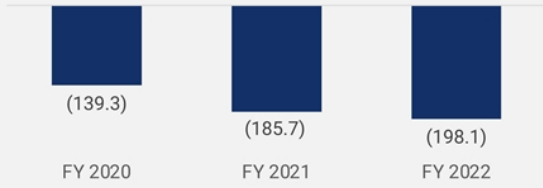
Key Levers to Drive Incremental Unit-level Economics

- 1** Drive top line through various initiatives:

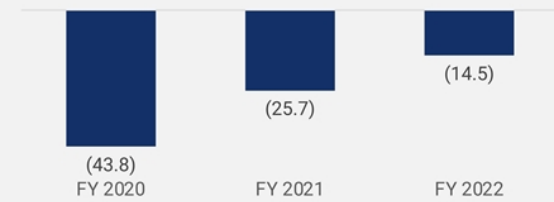
 - Maximize revenue potential of under-utilized spaces, increase bed count under same fixed costs
 - Improve commercial strategy to drive higher occupancy and TRevPOBs / TRevPABs
- 2** Improve F&B margins by focusing on operational improvements and recruiting experience venue managers and partners with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

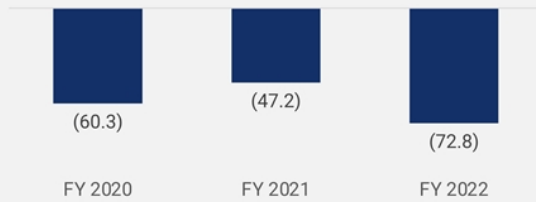
- With improved Unit Level Economics and reduction of Corporate Overhead as a % of Revenues, Adjusted EBITDA¹ improvements continue to materialize
- Disciplined growth into existing markets will allow for economies of scale in Corporate Overhead
- Incremental costs of becoming a listed company are expected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

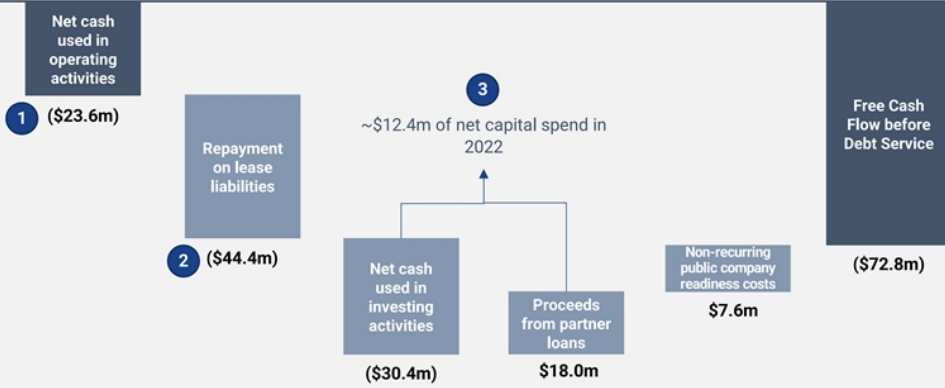
- Free Cash Flow¹ (FCF) before debt service reflects the cash needs of the business before servicing debt and interest (but after rent payments)
- FCF¹ in 2021 benefited from rent deferrals and real estate partner funding on capital expenditures occurring in 2022, impacting growth capex
- FCF¹ burn is 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

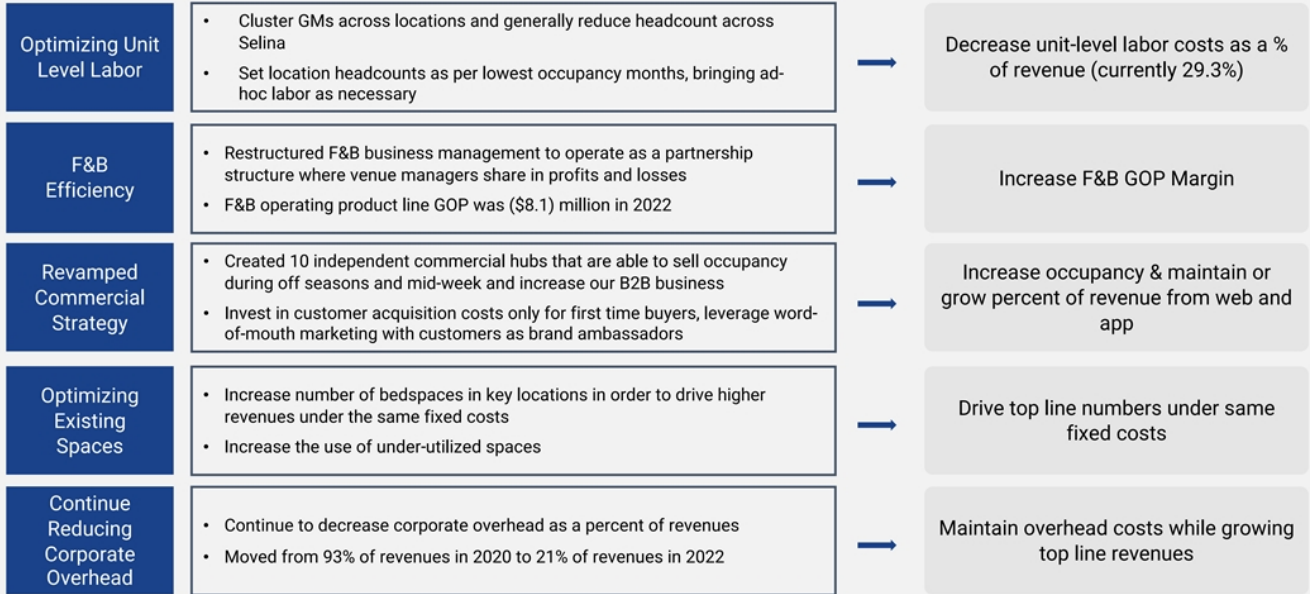
Initiatives to Drive Path to Profitability

We will focus on 5 key pillars

A Topline	B Operational Excellence	C Disciplined Growth	D Portfolio Management	E Balance Sheet / Financing
<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> 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) 	<ul style="list-style-type: none"> 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%) 	<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> 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%

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

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

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

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	<i>Reduce debt and leverage</i>
Secure remaining \$20m draw under \$50 million loan facility in place with InterAmerican Investment Corporation	<i>Access to low cost financing</i>
Work with landlords to restructure rent or shift to variable instead of fixed	<i>Reduce rent expense</i>
Evaluate strategic alternatives for non-core assets including Remote Year and select real estate assets	<i>Increase cash, reduce expenses</i>
Terminate select underperforming locations	<i>Reduce rent expense, increase cash flows</i>
Focus on high ROI capital expenditures / investments at the property level	<i>Grow cash flow</i>

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
	<i>Latin American Development Bank Financing</i>	7.5% + SOFR	Dec 2027
	<i>Other Corporate Debt</i>	1.0% – 12.0%	2023 - 2027
			\$147.5 ¹
			\$31.3 ²
			\$15.6 ³
Real Estate Partner Loans			\$88.8⁴
			2023 - 2040
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

Selina

1. Outstanding balance of convertible notes reflects nominal amount. The final IFRS financial statements will reflect these and their related derivatives at fair value.
 2. Part of a \$50m facility with the Inter-American Investment Corporation.
 3. Other Corporate Debt includes Panama bank debt and PPP USA loans.
 4. Real estate partner loans refer to the loans associated with the hotel conversions funded by local partners.

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



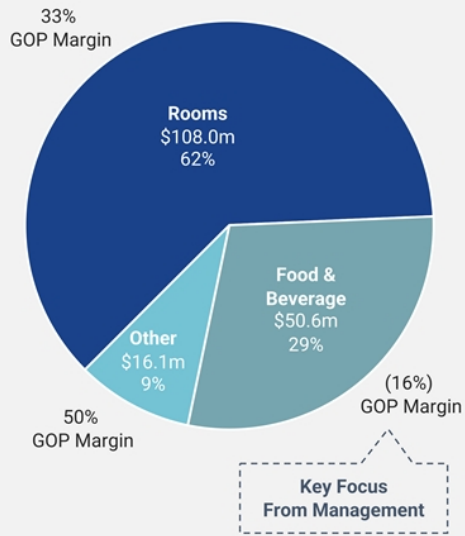
Unit-level Performance by Product

	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)	

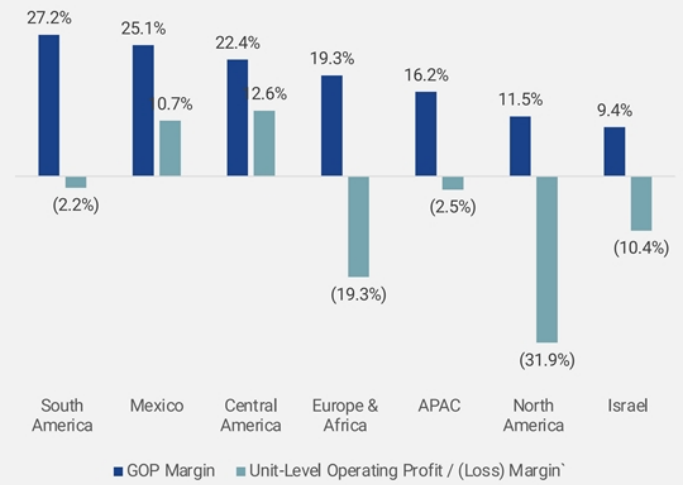
Product & Geographical Performance

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% men⁴



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

1. Source: Company data and Comparably.com as of December 2022.

2. Unit-level. eNPS refers to employee Net Promoter Score.

3. Data for FY 2022 and collected from Selina guest surveys.

4. As of April 10, 2022.

5. Refer to page 40 of the 20F for additional context.

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.

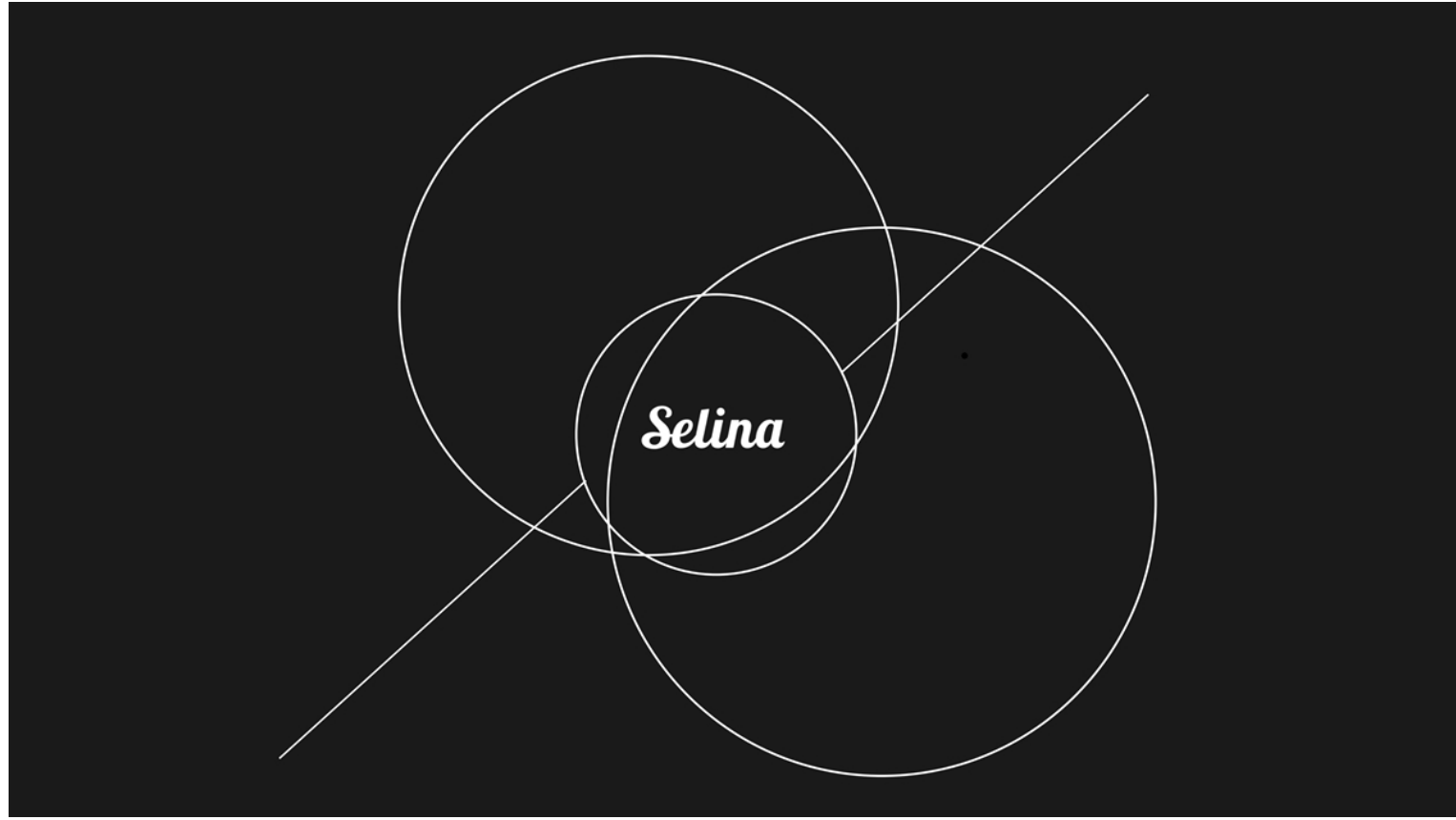
Average daily open beds is calculated as the total number of beds in inventory over any given period of time on a daily basis. This metric reflects Selina's daily accommodations capacity and is used in the calculation of occupancy rate.

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.



Selina