

ALL WE DO  
**WE DO**  
with Love  
TO REFRESH  
YOUR LIFE



Quarterly Statement 01-03 / 2018

VAPIANO®  
PASTA | PIZZA | BAR



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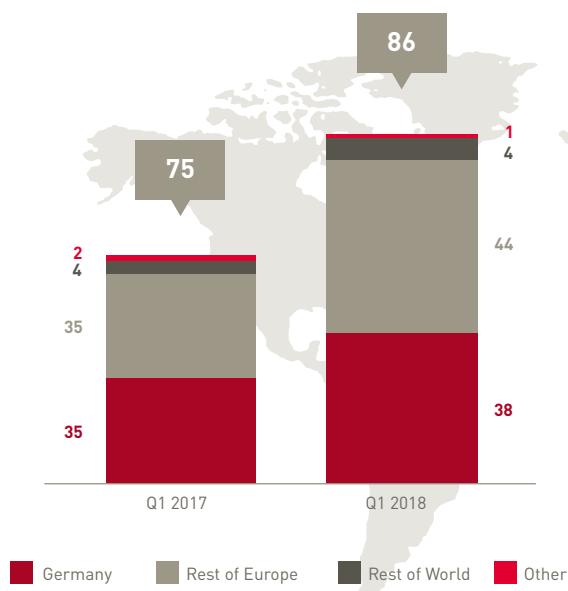
# KEY FINANCIALS

in EUR millions	Q1 2018	Q1 2017	Change
System sales (corporate, joint venture and franchise restaurants)	129.9	118.1	10.0%
Net sales (corporate and joint venture restaurants)	86.3	75.4	14.5%
Like-for-like sales	0.1%	4.3%	-
Average receipt per guest (in EUR)	11.6	11.3	2.2%
Adjusted EBITDA	9.3	7.0	32.2%
Adjusted EBITDA margin	10.7%	9.3%	-
Reported EBITDA	6.9	3.6	92.3%
Reported EBITDA margin	8.0 %	4.8%	-
Adjusted net earnings	0.5	-1.4	135.6%
Adjusted earnings per share (in EUR)	0.02	-0.07	130.2%
Reported net earnings	-4.1	-7.0	41.4%
Reported earnings per share (in EUR)	-0.14	-0.34	58.8%
Cash flow from operating activities before taxes and interest	2.8*	7.0	-59.7%
Tangible and intangible assets	-14.4	-16.2	11.1%
Investments for acquisitions	0.0	-0.7	100.0%
Cash flow from investing activities	-14.4	-16.9	14.8%
Cash flow from financing activities	13.9	11.4	21.9%

\* Note: Operating cash flow in Q1 2018 is impacted by reclassification of cash in transit (EUR 3.2 million).

in EUR millions	03/31/2018	12/31/2017	Change
Total assets	361.0	350.3	3.1%
Equity	126.6	131.1	-3.4%
Equity ratio in %	35.1%	37.4%	-
Net debt	128.2	116.2	10.3%
Net debt/adjusted EBITDA (in years)	3.10	2.99	3.7%
Number of restaurants	206	205	0.5%

Net Sales by segment in EUR million



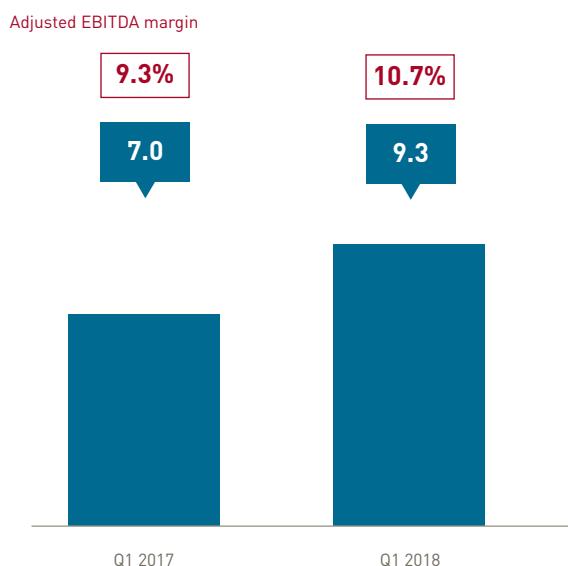
+14.5%

Net sales

+0.1%

Like-for-Like  
sales

Adjusted EBITDA in EUR million



+32.2%

Adjusted EBITDA

# STATEMENT FROM THE CEO



**Jochen Halfmann**  
Vorstandsvorsitzender

lands, the „Rest of Europe“ segment fell back by -1.8%, while the „Rest of World“ segment was at -3.6%.

Particularly pleasing is the significant increase in profitability measured by adjusted EBITDA (adjusted earnings before interest, taxes, depreciation and amortization), Vapiano's most important indicator of the operating earnings performance as a growth company. It rose by 32.2% to 9.3 million euros in the first three months. The adjusted EBITDA margin improved accordingly, up by 1.4 percentage points from 9.3% to 10.7%. The reported EBITDA improved even further, by 92.3% to EUR 6.9 million, and the reported EBITDA margin accordingly by 3.2 percentage points to 8.0%. The positive trend in EBITDA comes primarily from the contributions to earnings from new restaurants opened in 2017, the operational improvement concept OPEX implemented in the restaurants, as well as the positive development of our take away and home delivery services.

Between January 1 and March 31, 2018 Vapiano opened three restaurants. Since then, we have opened another five, meaning that we are now operating a total of 209 restaurants globally. In addition, we have steadily expanded our take away and home delivery services. At the end of the first quarter, these services had become available at 103 locations, or about 50% of the restaurant network.

Dear shareholders, guests and Vapianisti,

Vapiano SE is off to a satisfactory start in the financial year 2018. We grew our sales in the first three months of 2018 to EUR 86.3 million. The increase of 14.5% is primarily due to a positive development in the „Rest of Europe“ segment, which increased by 26.9% driven by the numerous restaurants openings in 2017. The „Germany“ segment also showed a pleasant development with sales increasing by around 7.7%. Sales in the „Rest of World“ segment (incl. US, China) fell slightly by EUR 0.3 million to EUR 3.8 million due to the remodelling of the Chinese pilot restaurant.

On a like-for-like basis, we were able to grow sales slightly by 0.1%. A bright spot in this picture is our home market of Germany, which was up like-for-like by 2.2%. Due to a modest first quarter in Sweden and the Nether-

In 2018 we will consequently expand our international expansion as well as the digital share of our business, and increase our profitability. On behalf of the Management Board, I would like to thank our Vapianisti for their enormous commitment, and our guests and our shareholders for their confidence in Vapiano SE.

With my warmest regards,

yours  
Jochen Halfmann

A handwritten signature in black ink, appearing to read "Jochen Halfmann".

# New Openings 2018





## Upcoming Openings in HY1 2018

Prague  
Monterrey  
Toulon  
Toulouse Blagnac  
Abu Dhabi  
London Tottenham  
Al Ain



## IMPORTANT EVENTS

### *International expansion*

In the reporting period from January through March 2018, Vapiano opened three restaurants and closed two restaurants around the globe, one due to an expiring lease and one due to a change of franchise partner. At the end of March, the company operated 206 restaurants worldwide. Two restaurants were opened as joint ventures in the Rest of Europe and Rest of World segments. The third restaurant was a franchise restaurant in the Rest of World segment.

Vapiano has also further developed its take away and home delivery services. At the end of the first quarter, this services were available at 103 restaurants and around 50% of the restaurant network.

### *Ad hoc disclosures*

During the reporting period there was the following change in the Management Board: At the meeting of the Supervisory Board of Vapiano SE on March 20, 2018, Cornelius Everke (53) was appointed as a new member of the Management Board and Chief Operating Officer (COO) with effect from May 1, 2018. In this role, Cornelius Everke will be responsible for the Rest of Europe and Rest of World segments as well as further central service departments.

## NET ASSETS, FINANCIAL POSITION AND RESULT OF OPERATIONS

### *Vapiano records significant sales and profitability growth*

- Group sales up by 14.5% to EUR 86.3 million in Q1 2018
- Like-for-like sales growth of 0.1%, encouraging like-for-like growth in Germany of 2.2%
- Significant rise in adjusted EBITDA of 32.2% to EUR 9.3 million, adjusted EBITDA margin rises by 1.4 percentage points from 9.3% to 10.7%
- Strong growth in reported EBITDA of 92.3% to EUR 6.9 million and result for the period improves by 41.4% to EUR -4.1 million
- Three new restaurant openings in the first quarter and significant development of the take away and home delivery services to 103 restaurants and thus 50% of the restaurant network
- Management Board confirms guidance for 2018

## Material changes in the result of operations

Sales within Vapiano Group increased by 14.5% to EUR 86.3 million in the first quarter of 2018 compared to the same period in the previous year. The increase is mainly due to the new restaurants opened in the 2017 financial year. Like-for-like sales were around the previous year's level (+0.1%). A positive highlight is the Germany segment with a like-for-like sales increase of 2.2%. Due to a restrained first quarter in Sweden and the Netherlands, like-for-like sales performance was -1.8% for the Rest of Europe segment; for the Rest of World segment it was -3.6%.

Sales performance by segment was as follows:

Sales in EUR millions	Q1/2018	Q1/2017	Change
Germany	37.5	34.9	7.7%
Rest of Europe	44.2	34.8	26.9%
Rest of World	3.8	4.1	-6.2%
Other sales*	0.8	1.6	-50.0%
Total	86.3	75.4	14.5%

\* In Q1 2018 a significant amount was reported as other operating income.

Result in EUR millions	Q1/2018	Q1/2017	Change
Adjusted EBITDA	9.3	7.0	32.2%
Reported EBITDA	6.9	3.6	92.3%
Adjusted net earnings	0.5	-1.4	135.6%
Reported net earnings	-4.1	-7.0	41.4%

As a growth-oriented company, Vapiano focuses primarily on adjusted EBITDA as its key performance indicator. This excludes, in particular, the high depreciation and amortization, and non-operating extraordinary effects for growth companies and therefore reflects the Group's operating performance most accurately.

In the first quarter of 2018, adjusted EBITDA for Vapiano rose significantly by 32.2% to EUR 9.3 million. The adjusted EBITDA margin improved accordingly by 1.4 percentage points to 10.7%. This increase was mainly due to the contribution made to the result by the new restaurants opened in 2017.

Reported EBITDA also improved significantly to EUR 6.9 million and was therefore EUR 3.3 million higher than in the corresponding prior-year period.

The increase in depreciation and amortization was primarily caused by the scheduled depreciation on property, plant and equipment and was due to capital expenditure made in the 2017 financial year and in the first quarter of 2018.

The adjusted result for the period – based on the adjusted EBITDA and corrected for depreciation, amortization and tax effects due to franchise rights gained through company acquisitions – was EUR 0.5 million in the first quarter of 2018 compared to EUR -1.4 million in the prior-year period.

The reported result for the period also improved significantly from EUR -7.0 million in Q1 2017 to EUR -4.1 million in Q1 2018.

## Material changes in net assets and financial position

The net assets and financial position in the first quarter of 2018 were also impacted further by the implementation of the expansion and growth strategy. This was mainly manifested in a continuing increase in property, plant and equipment, driven by the opening of new restaurants, remodeling projects and the installation of take-away areas, and in corresponding cash outflows for investing activities. Capital expenditure was mainly financed by an additional use of the line of credit available as part of the Group-wide syndicated loan agreement.

Net debt for the Group increased accordingly from EUR 116.2 million as of December 31, 2017 to EUR 128.2 million as of March 31, 2018.

## Guidance

Vapiano SE confirmed its guidance for the 2018 financial year.

Key data	Guidance 2018 financial year
Number of restaurant openings	33-38
Sales	EUR 390-420 million
Like-for-like growth	1-3%
Adjusted EBITDA (before pre-opening costs)	EUR 48-54

## Consolidated statement of comprehensive income

(kEUR)	01/01/2018- 03/31/2018	01/01/2017- 03/31/2017 (adjusted)
<b>Result for the period</b>		
Sales	86,319	75,397
Other operating income	3,536	1,042
Capitalized own work	111	177
Cost of materials	-21,553	-18,549
Personnel costs	-36,500	-31,123
Amortization and depreciation of intangible assets and property, plant and equipment	-10,251	-8,854*
Other operating costs	-24,990	-23,370
<b>Operating result</b>	<b>-3,328</b>	<b>-5,280*</b>
Finance income	90	100
Finance costs	-1,196	-1,464*
<i>Finance result</i>	<i>-1,106</i>	<i>-1,364*</i>
Share of net profit/loss of associates accounted for using the equity method	-8	-10
<b>Earnings before taxes</b>	<b>-4,442</b>	<b>-6,654*</b>
Income tax income/expenses	363	-374*
<b>Result for the period</b>	<b>-4,079</b>	<b>-7,028*</b>
<b>Other comprehensive income</b>		
Items which may be reclassified to profit or loss in future		
<i>Currency translation differences as a result of foreign operations</i>	<i>-508</i>	<i>73</i>
<b>Total comprehensive income</b>	<b>-4,587</b>	<b>-6,955*</b>
<b>Result for the period attributable to:</b>		
Shareholders of the parent company	-3,271	-6,964*
Non-controlling interests	-808	-64*
<b>Total</b>	<b>-4,079</b>	<b>-7,028*</b>
<b>Total comprehensive income attributable to:</b>		
Shareholders of the parent company	-3,373	-6,921*
Non-controlling interests	-1,214	-34*
<b>Total</b>	<b>-4,587</b>	<b>-6,955*</b>
	2017	2016
Earnings per share from continuing operations		
Basic (euros per share)	-0.14	-0.34*
Diluted (euros per share)	-0.14	-0.34*

\* Prior-year figures adjusted

## Consolidated statement of financial position

(kEUR)	03/31/2018	12/31/2017
<b>Assets</b>		
Intangible assets		
Property, plant and equipment	106,556	110,661*
Trade receivables	171,793	164,143
Investments accounted for using the equity method	1,153	1,188
Other financial assets (non-current)	4,127	4,135
Other assets (non-current)	1,456	889
Deferred tax assets	529	572
<b>Non-current assets</b>	<b>11,976</b>	<b>12,246</b>
<b>Langfristige Vermögenswerte</b>	<b>297,590</b>	<b>293,834*</b>
Inventories	6,976	6,850
Trade receivables	8,540	7,620
Other financial assets (current)	14,651	13,515
Other assets (current)	14,841	11,876*
Income tax assets	2,165	1,751
Cash and cash equivalents	16,247	14,871
<b>Current assets</b>	<b>63,420</b>	<b>56,483*</b>
<b>Total</b>	<b>361,010</b>	<b>350,317*</b>
<b>Equity and liabilities</b>		
<b>Equity</b>		
Share capital	24,030	24,030
Capital reserve	88,775	88,775
Other reserves	-322	-220
Retained earnings	-4,731	-1,488
<b>Equity attributable to the shareholders of the parent company</b>	<b>107,752</b>	<b>111,097*</b>
Non-controlling interests	18,818	20,032*
<b>Equity</b>	<b>126,570</b>	<b>131,129*</b>
<b>Liabilities</b>		
Provisions	5,934	5,937
Non-current financial liabilities	133,891	113,778
Other financial liabilities (non-current)	1,260	1,159
Other liabilities (non-current)	4,561	4,051*
Deferred tax liabilities	12,937	13,843
<b>Non-current liabilities</b>	<b>158,583</b>	<b>138,768*</b>
Provisions	559	669
Current financial liabilities	9,161	15,440
Trade payables	29,170	28,424
Other financial liabilities (current)	16,279	15,072*
Other liabilities (current)	18,328	18,481
Income tax liabilities	2,360	2,334*
<b>Current liabilities</b>	<b>75,857</b>	<b>80,420*</b>
<b>Liabilities</b>	<b>234,440</b>	<b>219,188*</b>
<b>Total</b>	<b>361,010</b>	<b>350,317*</b>

\* Prior-year figures adjusted

## Consolidated statement of cash flows

(kEUR)	Q1/2018	Q1/2017
<b>Cash flow from operating activities</b>		
Result for the period (before taxes)	-4,442	-6,654*
Adjustments for:		
Depreciation, amortization and write-downs of intangible assets and property, plant and equipment	10,251	8,854*
Non-cash income and expenses	-168	210
Net finance costs	1,106	1,364*
Share of profit/loss of equity-accounted investees, after tax	8	10
Net loss from the sale of property, plant and equipment	157	554
	<b>6,912</b>	<b>4,338*</b>
Changes in:		
Inventories	-126	24
Trade receivables and other receivables	-4,984	-5,273
Trade payables and other liabilities	526	8,076
Other provisions and provisions for employee benefits	507	-126
<b>Cash inflow from operating activities</b>	<b>2,835</b>	<b>7,039</b>
Interest paid	-736	-1,486*
Income taxes paid	-252	-1,511
<b>Net cash flow from operating activities</b>	<b>1,847</b>	<b>4,042*</b>
<b>Cash flow from investing activities</b>		
Acquisition of intangible assets and property, plant and equipment	-14,405	-16,206
Acquisition of other financial assets	0	-749
<b>Cash flow from investing activities</b>	<b>-14,405</b>	<b>-16,955</b>
<b>Cash flow from financing activities</b>		
Loan received from shareholders	0	10,000
Proceeds from other financial liabilities	18,223	12,739
Outflows relating to other financial liabilities	-4,289	-11,310
Distribution of profits	0	0*
<b>Cash flow from financing activities</b>	<b>13,934</b>	<b>11,429*</b>
<b>Cash and cash equivalents</b>		
Net increase in cash and cash equivalents	1,376	-1,484
Cash and cash equivalents at January 1	14,871	11,691
Effect of movement in exchange rate and changes in the scope of consolidation on cash held	0	12
<b>Cash and cash equivalents at March 31</b>	<b>16,247</b>	<b>10,219</b>

\* Prior-year figures adjusted

## Financial Calendar 2018

Date	Event
23 May 2018	Quarterly Financial Report (as of March 31, 2018)
6 June 2018	Annual General Meeting, Cologne
12 September 2018	Half-Year Financial Report (as of June 30, 2018)
28 November 2018	Quarterly Financial Report (as of September 30, 2018)

### FORWARD-LOOKING STATEMENTS

This document contains forward-looking statements, which are based on the current estimates and assumptions of the management of Vapiano SE. The forward-looking statements can be identified through the use of words such as expect, estimate, suggest, intend, plan, forecast, assume, believe, and equivalent or similar formulations. There is no guarantee that these statements will prove to be accurate. The future success and the actual results achieved by Vapiano SE and its subsidiaries depend on a wide range of uncertainties and risks and therefore may differ significantly from the forward-looking statements. Many of these factors are not within the sphere of influence of Vapiano SE and cannot be accurately estimated in advance. These include the future economic environment and the activities of competitors and other market players. Vapiano SE does not intend and is not obliged to update the forward-looking statements.

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