

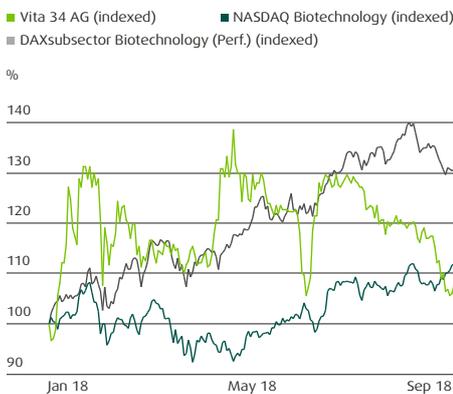
**Quarterly Statement**  
**January to September 2018**

## Share Data 9M 2018

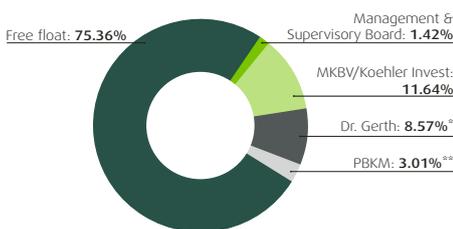
Ticker symbol/Reuters symbol	V3V/V3VGn.DE
Securities number/ ISIN	A0BL84/ DE000A0BL849
Number of shares	4,145,959
Price on January 2, 2018*	EUR 12.30
Price on September 28, 2018*	EUR 13.25
Market capitalization (September 28, 2018)	EUR 54.9 million

\* Closing prices Xetra trading system of Deutsche Börse AG

## Share Price Development



## Shareholder Structure



\* Attribution of voting rights of PBKM designated as "acting in concert"; see voting rights notification dated June 20, 2018

\*\* Attribution of voting rights of Dr. Gerth designated as "acting in concert"; see voting rights notification dated June 20, 2018

As of September 30, 2018

## Dates

November 26, 2018	Deutsches Eigenkapitalforum
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## Letter from the Management Board

*Dear Shareholders,*

In the third quarter of 2018, we have achieved further milestones towards creating a "new" Vita 34. Once again, we are on a very successful path to achieving our strategic objective of building on further sustainable market leadership in Germany, Austria and Switzerland, (DACH), which is our core region. The clear momentum that we have generated in Germany, our core market, has already led to an overall 13.1% increase in sales revenues.

We will be able to make significant cost savings in the future in Scandinavia as a result of ending our own sales and marketing activities, in favor of establishing a new sales partnership in Denmark. Overall, our foreign business has stabilized, and here we expect that the growth trend will resume in 2019.

Having achieved an EBITDA margin of 21.1% for the nine-month period, we have raised the Group's earnings to a level of which we can be proud. This quadrupling of our operating result to an EBITDA of EUR 3.3 million shows that the measures we are taking are having the expected effect.

The course for further development are set out in our "Vision 2021", which we presented last year. We are continuing to consistently implement the package of measures described therein. The results achieved to date are proving that this is the right approach. For example, there was a record number of new deposits after the first nine months of 2018. The expansion of our sales offering by adding the new "Vitapur" product has had the impact that we had hoped for – on the one hand by generating demand for this entry-level product, and on the other hand as an additional stimulus for established products. Based on the long-term contracts with our partner clinics, through which we have secured a market coverage of 96%, we will continue to grow profitably in Germany in the future.

In addition to the commercial successes, we are very pleased that there have been a further three applications successfully using Vita 34 Group deposits in this year already, taking the number of treatments performed to 34. Further, recruitment for the clinical trials that we are supporting at the Charité hospital in Berlin is on schedule. The study involves collecting umbilical cord blood from newborns with particular risk profiles. We expect additional stimulus from the results of these in the first half-year of 2019.

Our business continues its very successful and profitable development, thanks to the strategic guidelines and package of measures of our "Vision 2021." Once again, we are able to confirm our forecast for the full year 2018. In parallel, we are already working on a further development of our strategic plan for the business in order to position ourselves with an even broader and more promising basis for the future. In particular, we are planning to expand into the growth area of new tissue and cell storage for use in personalized healthcare therapies. We would be very pleased if you accompanied us on this journey.

Leipzig, in November 2018



Dr. Wolfgang Knirsch  
Chief Executive Officer



Falk Neukirch  
Chief Financial Officer

## Group Key Figures

		Q3 2018	Q3 2017 (restated)*	9M 2018	9M 2017 (restated)*
<b>Income Statement</b>					
Sales revenue	EUR thousands	5,375	5,600	15,551	13,753
Gross profit	EUR thousands	3,232	2,980	9,006	7,592
EBITDA	EUR thousands	1,284	1,119	3,281	788
EBITDA margin as a percentage of sales	%	23.9	20.0	21.1	5.7
Net operating result (EBIT)	EUR thousands	767	453	1,682	-406
Net result for the period	EUR thousands	505	174	1,049	-870
Earnings per share	EUR	0.12	0.06	0.26	-0.28
<b>Balance sheet</b>					
Balance sheet total	EUR thousands			30.09.2018 61,124	31.12.2017 61,798
Equity	EUR thousands			29,906	29,528
Equity ratio	%			48.9	47.8
Liquid funds	EUR thousands			7,298	4,180

\* The comparative figures presented have been restated to reflect the initial application of IFRS 15. Information on the restatement of figures presented for the previous year is provided in note 2.2 of the notes to the interim financial statements 2018.

## Course of Business

In the first nine months of the fiscal year 2018, Vita 34 has obtained a record level of new orders and has once again increased the number of new deposits. As a result, the Group has been able to build on its market leadership in the DACH region, in particular in Germany, its core market. In particular, adding "Vitapur" to the sales offering has provided further stimulus.

Foreign business has shown a stable development in the reporting period, with an overall positive underlying trend. Step by step, the optimization of the international sales structure – which includes making changes in the sales partners in specific regions and

countries as well as a complete restructuring of activities in the Scandinavian market – is showing the expected positive benefits. This included ceasing the Group's own marketing activities in Denmark, Sweden, and Norway in July 2018, which has already had a significant effect on costs. In addition, the Group has entered into a partnership agreement with a chain of clinics in Copenhagen. This has already led to first deposits from the region in the third quarter. The change of sales partners in Serbia and Italy should result in a resumption of the growth trends in those regions from 2019.

## Operating Results

Sales increased in each of the three quarters in 2018 compared to the previous quarter. Cumulated sales for the nine months totaled EUR 15.6 million, a rise of 13.1% compared to EUR 13.8 million in the previous year. Accordingly, the growth trend is stable. This is also underlined by the order intake, which reached a record level in the third quarter. Operating results improved by more than a proportionate amount. The EBITDA for the first nine months of 2018 increased more than four-fold, from EUR 0.8 million to EUR 3.3 million. In addition to the very good trends for operating results, the growth was also attributable to the elimination of acquisition and integration costs that had burdened the previous year. For example, the 6.2% increase in cost of sales in the first nine months was significantly less than proportional to the rise in sales, which was primarily due to the significant growth in sales in the DACH core market, with its strong margins. The marketing and selling costs have even fallen slightly, due to the effects of the Scandinavian activities, among other things. EBIT increased in the reporting period from EUR -0.4 million in the previous year to EUR 1.7 million, although the comparison with the previous year is of limited value. The net result for the period turned from a loss of

EUR -0.9 million in the previous year to a profit of EUR 1.0 million. The earnings per share increased significantly as a result, from EUR -0.28 to EUR 0.26 per share.

The operating cash flow increased significantly from EUR 1.0 million in the previous year to EUR 3.7 million, also due to the good operating results. As a result of this and following the liquidation of long-term financial investments, cash and cash equivalents rose from EUR 4.2 million to EUR 7.3 million.

Sales in the third quarter of 2018 were EUR 5.4 million, an increase compared to the EUR 5.1 million in the second quarter of 2018; however, this is slightly below the EUR 5.6 million level reported in the previous year, due to the fact that the sales order book acquired as part of the Seracell acquisition led to a one-off additional rise in sales of EUR 0.5 million in the third quarter of 2017 in a low-margin segment. With an EBITDA margin of 23.9% in the July to September period, EBITDA increased to EUR 1.3 million (Q3 2017: EUR 1.1 million). The earnings per share doubled compared to the previous quarter to EUR 0.12.

## Investor Relations

The Vita 34 AG share price increased in the first nine months of 2018, rising 7.7% from EUR 12.30 to EUR 13.25. At the same time, the volatility was significant, with the share price reaching a high of EUR 17.05 and a low of EUR 11.90 in the nine-month period. Since the share price recorded its low point on January 3, 2018, the trend

has been upwards, despite the volatility, although the increase has been at a slightly lower rate than seen in the benchmark indices DAXsubsector Biotechnology and NASDAQ Biotechnology. The market capitalization of Vita 34 AG totaled EUR 54.9 million on September 28, 2018.

## Condensed Consolidated Income Statement

EUR thousands	Q3 2018	Q3 2017 (restated)*	9M 2018	9M 2017 (restated)*
Sales revenue	5,375	5,600	15,551	13,753
Cost of sales	-2,143	-2,619	-6,545	-6,160
<b>Gross profit on sales</b>	<b>3,232</b>	<b>2,980</b>	<b>9,006</b>	<b>7,592</b>
Other operating income	87	137	433	571
Marketing and selling costs	-1,138	-1,470	-3,806	-3,900
Administrative expenses	-1,278	-1,224	-3,726	-3,778
Other operating expenses	-136	30	-224	-890
<b>Net operating result (EBIT)</b>	<b>767</b>	<b>453</b>	<b>1,682</b>	<b>-406</b>
Financial income	6	9	40	38
Financial expenses	-52	-64	-193	-105
Share of result of associated companies	0	-45	0	-103
<b>Earnings before taxes</b>	<b>721</b>	<b>353</b>	<b>1,530</b>	<b>-576</b>
Income tax expense/income	-216	-179	-481	-294
<b>Net result for the period</b>	<b>505</b>	<b>174</b>	<b>1,049</b>	<b>-870</b>
<b>Attribution of the net result for the period to the:</b>				
Owners of the parent company	507	185	1,053	-852
Non-controlling interests	-2	-11	-4	-18
<b>Earnings per share, undiluted/diluted (EUR)</b>				
Undiluted and diluted, relating to the net result for the period attributable to the holders of ordinary shares of the parent company	0.12	0.06	0.26	-0.28

\* The comparative figures presented have been restated to reflect the initial application of IFRS 15. Information on the restatement of figures presented for the previous year is provided in note 2.2 of the notes to the interim financial statements 2018.

## Condensed Consolidated Balance Sheet (Assets)

EUR thousands	30.09.2018	31.12.2017 (restated)*
<b>Non-current assets</b>		
Goodwill	18,323	18,323
Intangible assets	20,365	21,536
Property, plant and equipment	6,879	6,635
Investments in associated companies	0	129
Other assets	1,934	3,665
Trade receivables	791	1,103
Restricted cash	296	763
	<b>48,587</b>	<b>52,155</b>
<b>Current assets</b>		
Inventories	307	438
Trade receivables	3,435	3,705
Current tax assets	917	782
Other receivables and assets	579	538
Cash and cash equivalents	7,298	4,180
	<b>12,537</b>	<b>9,643</b>
	<b>61,124</b>	<b>61,798</b>

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## Condensed Consolidated Balance Sheet (Equity and Liabilities)

EUR thousands	30.09.2018	31.12.2017 (restated)*
<b>Equity</b>		
Registered capital	4,146	4,146
Capital reserves	23,913	23,913
Retained earnings	2,209	1,810
Other reserves	-137	-120
Treasury shares	-337	-337
Non-controlling interests	113	117
	<b>29,906</b>	<b>29,528</b>
<b>Non-current liabilities</b>		
Interest-bearing loans	6,337	8,032
Deferred grants	841	890
Contract liabilities	11,448	11,269
Deferred income tax	3,980	3,880
	<b>22,606</b>	<b>24,071</b>
<b>Current liabilities</b>		
Trade payables	1,313	949
Provisions	178	3
Income tax payable	206	11
Interest-bearing loans	2,257	1,145
Silent partners' interests	0	940
Deferred grants	66	66
Contract liabilities	2,787	2,552
Other liabilities	1,803	2,532
	<b>8,612</b>	<b>8,198</b>
	<b>61,124</b>	<b>61,798</b>

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## Condensed Consolidated Cash Flow Statement

EUR thousands	9M 2018	9M 2017 (restated)*
<b>Cash flow from operating activities</b>		
Earnings before taxes	1,530	-576
Adjusted for:		
Amortization and depreciation	1,598	1,193
Gains/losses on disposal of non-current assets	4	0
Other non-cash expenses/income	-50	42
Financial income	-40	-38
Financial expenses	190	96
Changes in working capital:		
+/- Inventories	131	175
+/- Receivables and other assets	431	-386
+/- Liabilities	-180	5
+/- Contract liabilities	415	875
+/- Provisions	175	0
Interest paid	-190	-91
Income taxes paid	-321	-344
<b>Cash flow from operating activities</b>	<b>3,691</b>	<b>951</b>
<b>Cash flow from investing activities</b>		
Purchase of intangible assets	-14	-74
Purchase of property, plant and equipment	-648	-468
Purchase of companies, net of assumed cash	-175	-6,175
Purchase of long-term financial investments	-17	0
Cash receipts from the disposal of property, plant and equipment	0	4
Cash receipts from the sale of financial investments	2,446	0
Interest received	21	38
<b>Cash flow from investing activities</b>	<b>1,613</b>	<b>-6,675</b>
<b>Cash flow from financing activities</b>		
Cash receipts from share issues	0	6,741
Dividend payment	-653	-474
Cash receipts from loan drawdowns	0	7,425
Cash outflows from loan repayments	-1,532	-172
<b>Cash flow from financing activities</b>	<b>-2,185</b>	<b>13,521</b>
Net change in cash and cash equivalents	3,118	7,796
Cash and cash equivalents at the beginning of the reporting period	4,180	2,813
<b>Cash and cash equivalents at the end of the reporting period (liquid funds)</b>	<b>7,298</b>	<b>10,609</b>

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# Imprint

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Vita 34's website: [www.vita34group.de](http://www.vita34group.de)

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