

va-Q-tec 9M 2022 Earnings Release Presentation

2022-11-10

VQT with significant growth in 9M

+ Revenue significantly up **+12 %** in 9M 2022 to EUR **82,1 million** compared to EUR 73,4 million in 9M 2021

+ Dynamic growth in the Services (**+24 %**) and solid growth in the Systems (**+7 %**) divisions

+ TempChain revenue share: 78% (9M 2021: 76%)

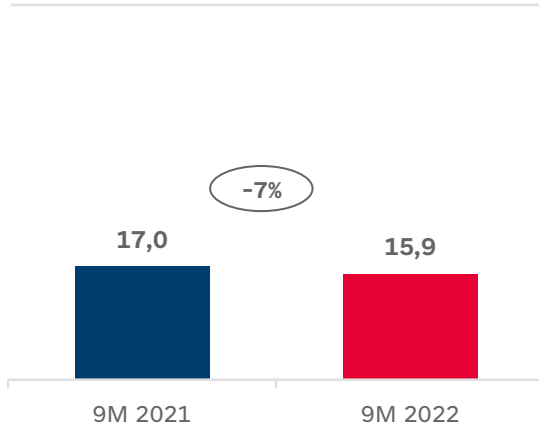
+ Operating cashflow improved to 4,4 EUR million (9M 2021: 0,7 EUR million)



Group revenues grew by 12%

Products

In Mio. EUR

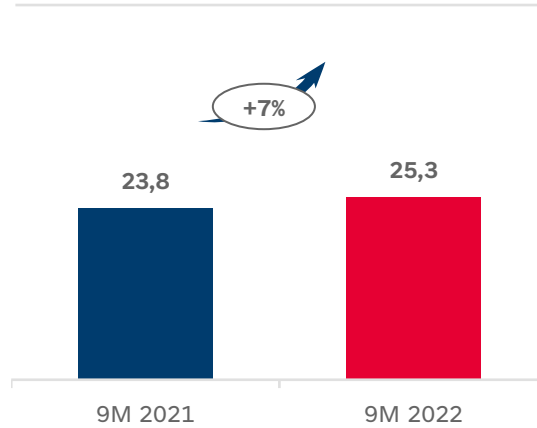


Comments

- Accelerated momentum in Q3/Q4

Systems

in Mio. EUR

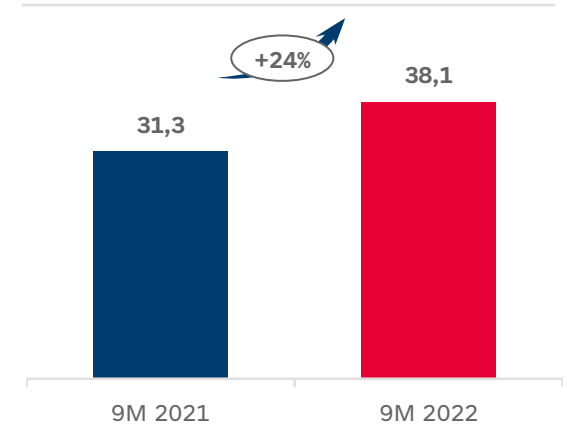


Comments

- Business starts to report against strong comparables in Q3/Q4 '21

Services

In Mio. EUR



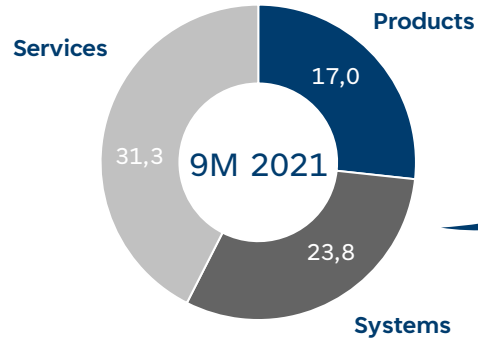
Comments

- Strong and continued momentum since Q3 & Q4 2021

Group revenues grew by 12%

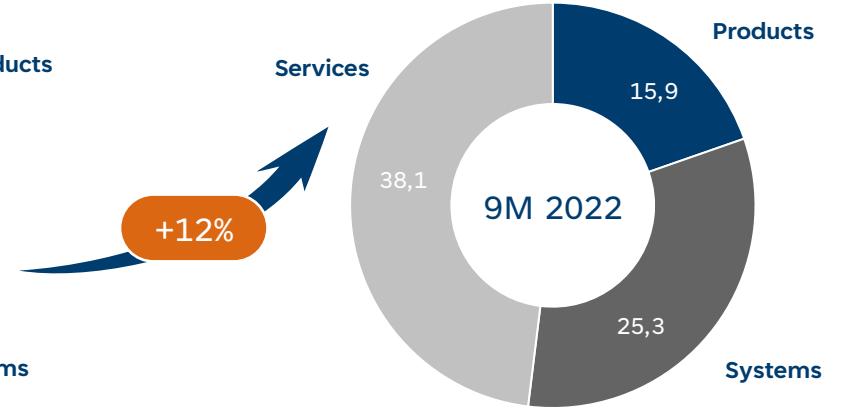


9M 2021
73,4 Mio. EUR



Revenue Shares
TempChain 76%
Corona-related Business 18%

9M 2022
82,1 Mio. EUR



Revenue Shares
TempChain 78%
Corona-related Business 16%

Breakdown by cost position

	9M 22 In TEUR	9M 21 In TEUR	Difference in %
Revenue	82.064	73.352	+12%
Total income	93.701	89.407	+5%
Cost of Materials and Services	-35.924	-37.734	-5%
Gross profit	57.777	51.673	+12%
Personnel expenses	-27.828	-24.547	+13%
Other operating expense	-18.999	-13.580	+40%
Adj. EBITDA	13.424	13.546	+/-0%
Depreciation & amortization	-10.921	-9.885	+10%
Adj. EBIT	2.503	3.661	-31%
Financial result	-1.900	-1.688	+12%
Adj. EBT	603	1.973	-69%

- ← Anticipated future business
- ← Higher logistics and energy costs, normalized travel costs
- ← Incl. 2.474 kEUR adjustment for possible subsequent payments to tax authorities (international thermo container logistics)

Cash generation strongly improved

In Mio. EUR	9M 22	9M 21
Operating cash flow before changes in Working Capital	9,9	11,2
Operating cash flow	4,4	0,7
Investing cash flow	-7,9	-15,7
<i>Thereof payments for investments in property, plant and equipment*</i>	-6,4	-14,7
Financing cash flow	4,7	6,1
Net change in cash	1,6	-8,9
Free cash flow	-3,5	-15,0
Cash and cash equivalents	11,4	8,2

*c. 80% growth CAPEX

Comments

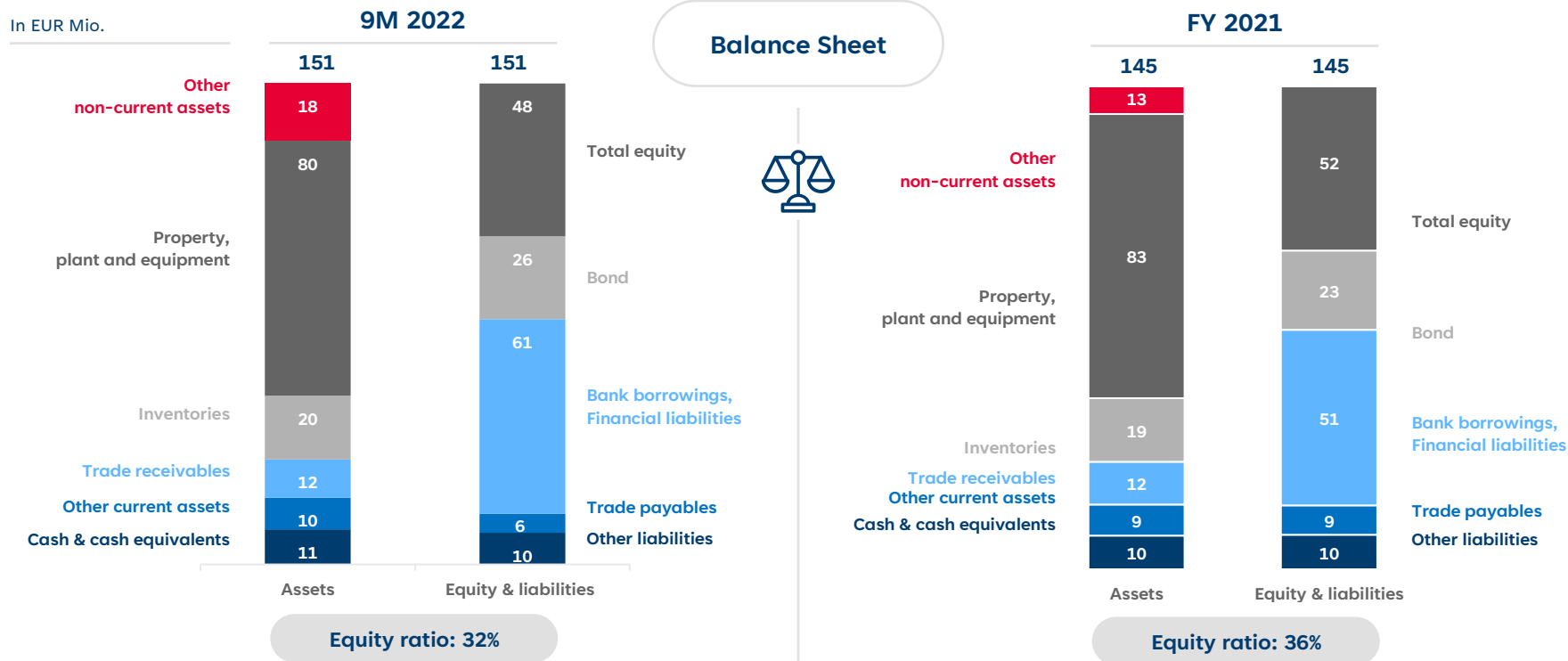
- Operating CF with a good improvement
- Working capital reduction as planned
- Strong improvement in FCF, Q3 with positive FCF

Available lines + cash =

c. 22,9 Mio. EUR

No Goodwill, Net Debt excl. mortgage loans: 2,1 x LTM adj. EBITDA

Balance sheet total of EURm 151, no goodwill





New product intro: va-Q-one 300P

va-Q-tec launches product innovation va-Q-one 300P



va-Q-tray

Südback Trend Award for va-Q-tray

Thank you for your attention!

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TICKER

Symbol: VQT
Bloomberg: VQT:GY
Reuters: VQTG:DE
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WKN: 663668