



QUARTERLY STATEMENT

January to March 2024



LETTER FROM THE MANAGEMENT BOARD

Dear Shareholders,

As far as the general market environment is concerned, the first quarter of 2024 also proved to be challenging overall. Birth rates have remained at a low level in many countries. At the same time, however, we are managing to master the new challenges better quarter by quarter, continuing the growth track we came back on in 2023. While business with new customers – i.e. the number of newly stored stem cell deposits – was slightly worse than expected against the backdrop of the market environment, business with contract renewals from existing clients developed increasingly positively. At the same time, there is a trend towards our new customers selecting higher-value product packages, which further increases our revenue per customer.

Revenue in the first quarter totaled EUR 18.6 million, up 3.6% on the previous year. The net amount of invoiced services to end consumer business (B2C) increased significantly as a result of a noticeable rise in demand for contract extensions and, at EUR 18.0 million, was 13.6% higher than in the previous year. The amount attributable to annually recurring payments grew by 9.4% to EUR 5.7 million. We introduced these new key figures at the start of the new fiscal year 2024 in order to make our actual business performance more transparent in light of the complex accounting requirements under IFRS 15. The net amount of invoiced services is intended to give a better impression of how our company has developed from a purely operational perspective before the deferral of revenue in accordance with IFRS.

With regard to our business development by region, the low birth rates, particularly in our core markets, are reflected in a slightly weaker development of new business than expected in Poland and Portugal. However, we were able to more than compensate for this effect on revenues by increasing prices and the trend towards our customers choosing higher-value product packages. At the same time thanks to opening of the new laboratory in Dubai in the fourth quarter of 2023 sales in GCC region is continuing to develop very dynamically.

At EUR 1.5 million, our earnings before interest, taxes, depreciation and amortization (EBITDA) were more than five times higher than in the previous year. In addition to continued cost discipline in the current fiscal year, the significant percentage increase is mainly due to the earnings-reducing special effects in the same period of the previous year.

Even though we consider our company's performance in the first quarter to be positive overall, we continue to pay particular attention to our cost structures in the areas of administration, marketing and sales. After our sales costs declined in the first quarter due to the development of new customer business as well as the increased number of contract renewals, our operating cash flow in the reporting period was around twice as high as in the previous year at EUR 4.0 million. Overall, the high demand for contract renewals in the first quarter is reflected in the continued solid financial position of our Group. As mentioned above, keeping the right proportion of annually

paying clients and prepaying clients is one of crucial factor of our success. We believe we may influence that factor dynamically according to the current needs of Vita 34. In the new business areas of Cell & Gene Therapies and CDMO, in view of the as yet fully unresolved license situation our investments continued to be limited as signalized before.

We therefore remain confident for the remainder of 2024. Due to the positive impetus from the established price adjustments, the growing demand for contract extensions and higher-value product packages and an optimized cost base, we believe we are well equipped to cope with the challenging markets of today and continue to grow. We are furthermore convinced, our recent investments in sales and marketing structures in Germany and Poland will start paying off in the second half of the year. We are therefore confirming our outlook for the year as a whole with revenue of between EUR 81 million and EUR 88 million and EBITDA of between EUR 6.5 million and EUR 8.0 million.

Leipzig, in May 2024

The Management Board of Vita 34 AG



Jakub Baran
Chief Executive
Officer



Tomasz Baran
Chief Commercial
Officer

GROUP KEY FIGURES

		01/01/2024 – 03/31/2024	01/01/2023 – 03/31/2023
Income statement			
Sales revenue	EUR thousand	18,557	17,904
Gross profit	EUR thousand	6,962	5,681
EBITDA	EUR thousand	1,548	272
EBITDA margin as a percentage of sales	%	8.3	1.5
Operating result (EBIT)	EUR thousand	-663	-1,813
Net result for the period	EUR thousand	-622	-3,040
Earnings per share	EUR	-0.05	-0.18
Balance sheet			
		Mar. 31, 2024	Dec. 31, 2023
Balance sheet total	EUR thousand	155,773	158,357
Equity	EUR thousand	22,616	22,776
Equity ratio	%	14.5	14.4
Liquid funds	EUR thousand	15,111	17,416
Cash flow			
		01/01/2024 – 03/31/2024	01/01/2023 – 03/31/2023
Cash flow from investing activities	EUR thousand	1,265	1,226
Depreciation and amortization	EUR thousand	2,211	2,085
Cash flow from operating activities	EUR thousand	3,979	1,974
Employees			
		Mar. 31, 2024	Dec. 31, 2023
At the reporting date	Number	758	745

Preliminary remark

In this quarterly statement, the “net amount of invoiced services” is disclosed for the first time, in order to present the actual development of the company more transparently against the background of the complex accounting in accordance with

IFRS 15. This new key figure is intended to show how the Vita 34 Group has developed from a purely operative perspective prior to the deferral of revenues in accordance with IFRS.

Business development and results of operations

The Vita 34 Group was able to increase its revenues by 3.6% from EUR 17.9 million to EUR 18.6 million in the first three months of 2024. Price effects were a significant revenue driver. Vita 34 succeeded in adjusting prices to market conditions in many country markets, similar to the first quarter of the previous year, and thus continued the trend which started in 2023. The

positive effects of contract extensions also boosted revenues in the first quarter of 2024, fully compensating the effects from the slightly weaker than expected overall number of new B2C contracts. This led to a dampening effect from accounting and revenue recognition in accordance with IFRS 15 due to the specific distribution of revenue over the contract term, unlike

in previous quarters. In contrast, positive revenue effects from IFRS 15 predominated in the same quarter of the previous year, mainly driven by adjusted revenue recognition for restructured contracts in the subgroup PBKM.

The net amount of invoiced services to end customer business (B2C) increased significantly as a result of a noticeable rise in demand for contract extensions and, at EUR 18.0 million, was 13.6% higher than the previous year's figure of EUR 15.9 million. The amount attributable to annually recurring payments amounted to EUR 5.7 million (prior-year quarter: EUR 5.2 million).

Overall, Vita 34 has succeeded in growing noticeably organically at the Group level. The still young branch office in Dubai, which serves the entire Gulf region, played a positive special role here. Significant revenue growth was achieved here, and a positive contribution to profits was made. Across all country markets, however, it must be stated that demand is developing very cautiously in a continuing weak market environment, and is lagging behind the existing potential. The volatile overall environment caused by the war in Ukraine, inflation, rising interest rates and economic fears continued to have a negative impact on people's willingness to spend in many countries, especially among expectant parents. Demand was also significantly impacted by the continuing fall in birth rates in the core European markets. In Germany, for example, the birth rate in 2023 fell by 6.2% compared to the previous year, the lowest level since 2013. There were no signs of a trend reversal in the first quarter of 2024 either.

The integration projects following the merger of Vita 34 and PBKM are going on. For example, the Group structure was further streamlined in the first quarter of 2024.

The cost of sales was reduced by 5.1% in the first quarter. The cost of sales ratio fell accordingly. Gross profit improved from EUR 5.7 million to EUR 7.0 million, an increase of 22.6%. The effects from the price adjustments and the more extensive

contract extensions, as well as the cost savings, had an almost entirely positive effect on the earnings development. At the same time, the Vita 34 Group also kept its other significant cost items strictly under control and implemented additional measures to increase efficiency. Marketing and sales expenses amounted to EUR 2.6 million in the first quarter of 2024 and were thus almost at the previous year's level of EUR 2.5 million. Despite the continued weaker market environment, marketing and sales activities were deliberately maintained at a comparable level – with regional adjustments – and are even set to increase again from the second quarter onwards. Administrative expenses increased slightly from EUR 4.7 million to EUR 4.8 million. As in the previous year, this includes corresponding limited expenses for the new activities in the areas of Cell and Gene Therapies (incl. CAR-T) and CDMO.

Against the background of continued cost discipline and revenue growth, the clear turnaround in EBITDA development from 2023 continued and the operating result has now increased significantly. EBITDA improved from EUR 0.3 million to EUR 1.5 million. The EBITDA margin was 8.3% after 1.5% in the same quarter of the previous year. EBIT improved significantly from EUR –1.8 million to EUR –0.7 million. Financial expenses decreased from EUR 1.1 million to EUR 0.7 million. This is also the result of the reorganization of the debt capital structure in 2023, which partially compensated for the generally more challenging interest rate environment and exchange rate fluctuations. Additional financial expenses – albeit to a lesser extent than in the same quarter of the previous year – resulted from hyperinflation accounting triggered by the inflation environment for the subsidiary in Turkey. Earnings before taxes amounted to EUR –1.0 million after three months of 2024 (prior-year period: EUR –2.8 million). Earnings after taxes improved even more significantly from EUR –3.0 million to EUR –0.6 million due to positive tax effects. This results in earnings per share of EUR –0.05 for the three-month period of 2024 after EUR –0.18 in the same quarter of the previous year.

Development in the segments

In the subgroup PBKM segment, revenue increased by 2.9% from EUR 13.9 million to EUR 14.3 million. This was mainly due to price effects and rising revenues for storage. New business, on the other hand, was slightly weaker due to demand. The segment's EBITDA amounted to EUR 1.6 million (prior-year period: EUR 0.9 million). Following the turnaround achieved in 2023, this segment has now generated significant earnings growth in the next phase. Investments in the subgroup PBKM amounted to EUR 0.7 million (prior-year period: EUR 0.8 million) and were primarily invested in cryotanks, laboratory equipment and software. Following the significant adjustments to cost structures in the areas of administration, marketing and sales in the prior-year period, a slight increase was observed again in the first three

months of 2024. However, the fact that it was possible to report a positive result at both EBITDA and EBIT level is also due to the lower cost of sales. These were reduced by 5.6%.

In the subgroup Vita 34 segment, revenues grew by 6.6% from EUR 4.3 million to EUR 4.5 million. The continued weaker development of demand for new contracts was offset by positive price effects and growth in contract renewals. The segment's EBITDA amounted to EUR –0.04 million after EUR –0.6 million in the same period of the previous year. If it is taken into consideration that this also includes cost burdens for the holding function, which the subgroup Vita 34 assumes for the entire Group, it can be seen that the second segment has also returned

to the profit zone operationally. In the subgroup Vita 34 segment, administrative expenses were also reduced, marketing expenses were deliberately kept stable, and the cost of sales situation was improved.

Investments continued to be implemented in a very controlled manner and amounted to EUR 0.5 million after EUR 0.4 million in the same period of 2023.

Financial position and net assets

Cash flow from operating activities improved very significantly from EUR 2.0 million to EUR 4.0 million in the first quarter of 2024. The increase in cash flow is mainly due to the improved earnings performance. Depreciation and amortization remained almost stable at EUR 2.2 million (prior-year period: EUR 2.1 million). The dampening effect on revenue from the IFRS 15 effects did not reduce the cash flow generated from the contract extensions, which are reflected in the correspondingly higher contract liabilities. In the subgroup PBKM segment, it was possible to achieve a significantly improved operating cash flow of EUR 3.0 million after EUR 2.0 million in the same period of the previous year. In the subgroup Vita 34 segment, cash flow from operating activities amounted to EUR 0.4 million after an almost balanced operating cash flow in the first quarter of 2023. On balance, around EUR 1.3 million was invested in the Group as a whole in the reporting period. In the previous year, this figure was EUR 1.2 million. Investments in property, plant and equipment, particularly in cryotanks and laboratory equipment, were a key focus at EUR 0.5 million. In addition, EUR 0.8 million was invested in intangible assets due to the acquisition of new software licenses. Financing activities resulted in a cash outflow of EUR 5.2 million after EUR 2.3 million in the same period of the previous year. This was due to scheduled repayments of bank loans. As of March 31, 2024, the Vita 34 Group had cash and cash equivalents of EUR 15.1 million after EUR 17.4 million as of December 31, 2023.

Compared to December 31, 2023, non-current and current assets as of March 31, 2024 show a shift from current to non-current assets, with the balance sheet reduced by a

total of EUR 2.6 million. The main reason for the rise in non-current assets from EUR 116.0 million to EUR 118.2 million is the EUR 2.5 million increase in non-current contract assets, which benefited in particular from contract extensions. Depreciation and amortization were largely in line with investments; accordingly, at EUR 24.9 million, property, plant and equipment remained almost at the level of EUR 25.3 million as of December 31, 2023. Current assets fell by EUR 4.8 million to EUR 37.6 million. There were two main effects here: firstly, cash and cash equivalents decreased due to the accelerated repayments, and secondly, current contract assets fell – on the one hand as a result of the recurring reporting date effect due to increased invoicing of current storages at the beginning of the year and, on the other hand, because of the expiry or extension of contracts and thus a reclassification to non-current assets.

Equity remained almost stable at EUR 22.6 million after EUR 22.8 million as of December 31, 2023. As the balance sheet total fell slightly at the same time, the equity ratio was 14.5% after 14.4%. At EUR 80.3 million, non-current liabilities remained at the level of EUR 79.4 million at the end of 2023. Current liabilities were reduced from EUR 56.2 million to EUR 52.9 million. The scheduled repayment of interest-bearing loans added up to lower trade payables, some of which were purely reporting date-related. In contrast, contract liabilities – both current and non-current – increased, in particular as a result of contract extensions and a higher volume of contracts that are due to expire or be extended in the short term.

Forecast

The forecast for 2024 given in the consolidated financial statements 2023 can still be confirmed. Due to the expected slight improvement in the environment for the Group's business activities and the successful implementation of efficiency enhancement measures, a further significant increase in Group sales and Group EBITDA is expected for 2024 as a whole. Accordingly, Group sales in the range of EUR 81 to 88 million and EBITDA in the range of EUR 6.5 to 8.0 million are forecast.

The new storages expected for 2024 should be moderately higher than in 2023. Further growth is also planned for new customer contracts and the number of storages in 2024, despite the difficult market environment and possible fluctuations during the year. Vita 34 continues to see excellent opportunities for increasing market acceptance of its own products and services. These are to be utilized through corresponding marketing and sales activities, which are to be continued at a higher level than in the previous year, particularly from the second quarter of 2024. For the German and Polish markets, some staff have already been

hired in this area in 2023 and in the first quarter of 2024. Further improvements in the effectiveness and efficiency of the use of resources are planned. Investment activity will be gradually increased over the course of 2024.

The forecast is based on a constant exchange rate of the euro against the Polish zloty and other currencies (HUF, RON, TRY, GBP) compared to April 29, 2024. Effects from possible acquisitions, including potential resulting transaction costs, are not included in the forecast.

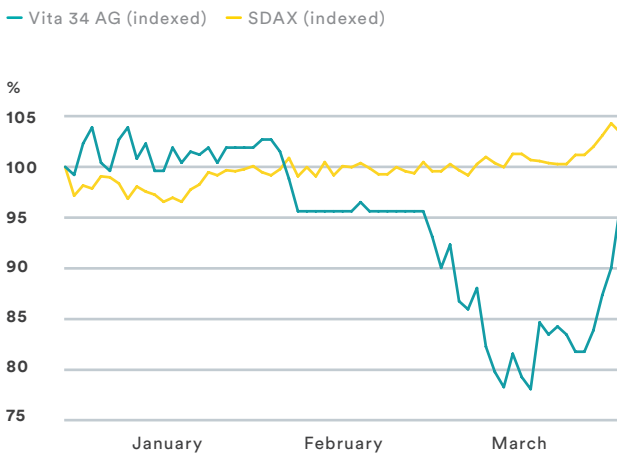
Share

Key Share Data Q1 2024

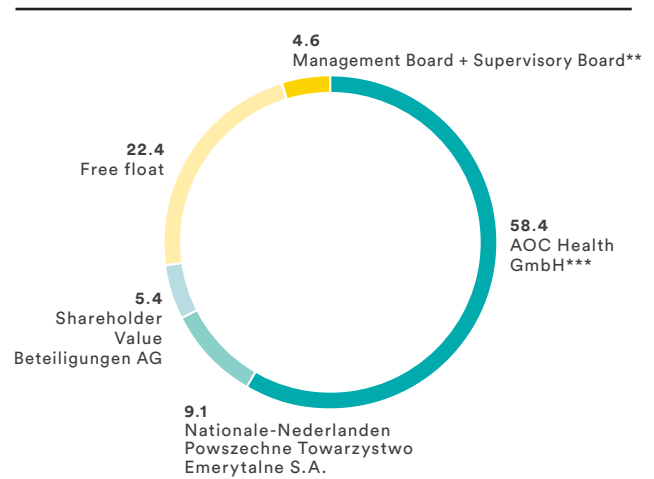
Ticker symbol/Reuters symbol	V3V/V3VGn.DE
WKN/ISIN	A0BL84/DE000A0BL849
Number of shares	17,640,104
Price on 01/02/2024*	EUR 5.18
Price on 03/28/2024*	EUR 4.98
Market capitalization (03/28/2024)	EUR 87.8 million

* Closing prices Xetra trading system of Deutsche Börse AG

Share Price Development Q1 2024



Shareholder Structure (as of March 31, 2024) in %*



- * Please note that the use of rounded amounts and percentages may result in differences due to commercial rounding.
- ** The members of the Management Board hold the following numbers of shares: Jakub Baran 628,153 and Tomasz Baran 122,800.
- *** The Deputy Chairman of the Supervisory Board, Florian Schuhbauer, is a shareholder of AOC Health GmbH.

Consolidated Income Statement

EUR thousand	01/01/2024 – 03/31/2024	01/01/2023 – 03/31/2023
Sales revenues	18,557	17,904
Cost of sales	-11,594	-12,223
Gross profit on sales	6,962	5,681
Other income	514	395
Marketing and selling expenses	-2,605	-2,532
Administrative expenses	-4,774	-4,654
Other expenses	-164	-420
Impairment losses on trade and other receivables	-596	-283
Operating result (EBIT)	-663	-1,813
Financial income	383	124
Financial expenses	-731	-1,069
Earnings before taxes	-1,011	-2,758
Income tax income/expense	389	-282
Result for the period after taxes	-622	-3,040
Attribution of the result for the period to the		
Owners of the parent company	-785	-2,888
Minority interests	163	-152
Earnings per share, undiluted/diluted (EUR)		
Undiluted and diluted earnings per share, relating to the result for the period attributable to holders of ordinary shares of the parent company	-0.05	-0.18

Consolidated Balance Sheet (Assets)

Assets

EUR thousand	Mar. 31, 2024	Dec. 31, 2023
Non-current assets		
Goodwill	37,929	38,106
Other intangible assets	16,968	17,286
Property, plant and equipment	24,933	25,288
Right-of-use assets	12,434	12,169
Shares in associated companies	599	592
Other financial assets	963	1,072
Other non-financial assets	1,688	1,704
Deferred tax assets	10,881	10,401
Contract assets	11,443	8,984
Trade receivables	379	395
	118,217	115,998
Current assets		
Inventories	3,336	3,405
Trade receivables	12,856	12,856
Income tax receivables	177	1,522
Contract assets	2,860	4,028
Other financial receivables and assets	1,567	1,614
Other non-financial receivables and assets	1,651	1,518
Cash and cash equivalents	15,111	17,416
	37,556	42,358
Total assets	155,773	158,357

Consolidated Balance Sheet (Equity & Liabilities)

Equity & Liabilities

EUR thousand	Mar. 31, 2024	Dec. 31, 2023
Equity		
Subscribed capital	17,640	17,640
Capital reserves	42,354	42,354
Loss carryforwards	-32,912	-31,329
Other reserves	-984	-2,291
Treasury shares	-2,813	-2,813
Non-controlling interests	-669	-786
	22,616	22,776
Non-current liabilities		
Interest-bearing loans	3,165	3,387
Leasing liabilities	10,252	10,380
Deferred grants	703	642
Contract liabilities	60,615	59,420
Other provisions	349	400
Deferred tax liabilities	3,791	3,792
Other financial liabilities	1,397	1,381
	80,272	79,401
Current liabilities		
Trade payables	7,432	9,886
Other provisions	5	5
Income tax liabilities	174	216
Interest-bearing loans	1,660	5,079
Lease liabilities	3,041	2,729
Deferred grants	134	206
Repayment obligations	25,049	25,354
Contract liabilities	9,482	7,208
Other financial liabilities	1,421	1,401
Other non-financial liabilities	4,488	4,095
	52,885	56,180
Total Equity & Liabilities	155,773	158,357

Consolidated Cash Flow Statement

EUR thousand	01/01/2024 – 03/31/2024	01/01/2023 – 03/31/2023
Cash flow from operating activities		
Result for the period before income taxes	-1,011	-2,758
Adjusted for:		
Depreciation and amortization	2,211	2,085
Impairments	0	0
Losses/gains on the disposal of non-current assets	120	194
Other non-cash income/expenses	614	35
Financial income	-383	-124
Financial expenses	731	1,069
Changes in net working capital:		
+/- Inventories	69	443
+/- Receivables and other assets	58	416
+/- Contract assets	-1,290	-1,338
-/+ Debts	-1,318	1,033
-/+ Contract and repayment liabilities	3,151	2,282
-/+ Provisions	-51	0
Interest paid	-201	-1,046
Income taxes received/paid	1,280	-316
Cash flow from operating activities	3,979	1,974
Cash flow from investing activities		
Purchase of intangible assets	-792	-57
Purchase of property, plant and equipment	-471	-1,494
Purchase of non-current financial investments	0	-26
Proceeds from the sale of property, plant and equipment	0	254
Proceeds from the sale of financial investments	0	0
Interest received	-2	97
Cash flow from investing activities	-1,265	-1,226
Cash flow from financing activities		
Proceeds from the issue of shares	0	0
Transaction with non-controlling shareholders	0	0
Dividend payments	-2	-7
Proceeds from taking out financial loans	76	134
Payments for the repayment of financial loans	-4,514	-1,698
Payments for leases	-785	-771
Proceeds from grants received	0	0
Cash flow from financing activities	-5,226	-2,341
Net changes in cash and cash equivalents	-2,511	-1,594
Cash and cash equivalents at the beginning of the reporting period	17,416	16,290
Exchange rate-related change in cash and cash equivalents	206	1
Cash and cash equivalents at the end of the reporting period	15,111	14,697

FINANCIAL CALENDAR 2024

06/28/2024	Annual General Meeting
08/30/2024	Interim Report (January to June)
11/22/2024	Quarterly Statement (Q3)
To be determined	Analysts' Meeting in accordance with BörsO FWB

IMPRINT

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NOTE

In the interests of readability, this quarterly statement does not use the masculine, feminine and diverse (m/f/d) forms of language simultaneously. All references to persons apply equally to all genders.

PUBLICATION

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