

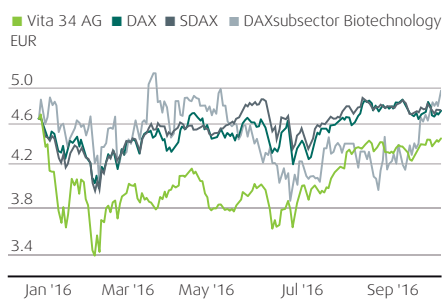
# Quarterly Report January to September 2016

## Key Stock Figures 9 Months 2016

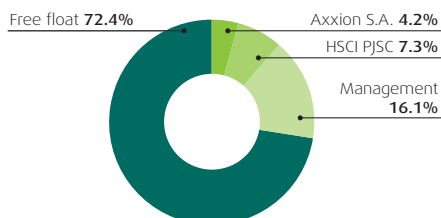
Ticker symbol/ Reuters symbol	V3V/V3VGn.DE
Securities number/ISIN	A0BL84/ DE000A0BL849
Number of Shares Outstanding	3,026,500
Opening price: (January 04, 2016)	4.80 EUR
Closing price: (September 30, 2016)	4.97 EUR
Market Capitalization (September 30, 2016)	15.0 Mio. EUR

\*Closing price Xetra trading platform of Deutsche Börse AG

## Stock Chart



## Shareholder Structure



## Important Dates

Nov. 21. – 22, 2016 German Equity Forum, Frankfurt

## Letter From The Management Board

*Dear Shareholders,*

We can look back proudly at a corporate development over the last nine months, in which we have laid the basis for further revenue and profit growth. Progress with the integration of the subsidiaries acquired in 2015 was faster than planned, and was mainly completed as of September 30, 2016.

In addition, we have begun to expand our sales and marketing activities in the last nine months, and will continue to do so in the future. We have implemented awareness and informational campaigns with the goal of informing even more potential customers about the benefits of a stem cell deposit. The appointment of Dr. Wolfgang Knirsch to Director of Sales & Marketing underscores our focus on the expansion of our new sales and marketing activities.

In the future, we want to further define our differentiators through the introduction of new products. We made a large step forward in the second half of the year in this regard. The European Patent Office (EPO) gave notice that it will grant a patent for the preparation and cryo-preservation of umbilical cord tissue and the cells contained therein. Thus, Vita 34 AG has further expanded its innovation leadership amongst the umbilical cord blood banks in Europe.

Our corporate activities are reflected in the nine-month figures. Revenues increased as compared with the prior year's period by 16.9 percent to EUR 12.0 million (9 months 2015: EUR 10.3 million). When considering profit development, one must take into consideration that we posted higher integration costs in this time period. Thus, EBITDA in the first nine months was EUR 1.6 million, following EUR 1.7 million the prior year, despite the aforementioned increase in revenues. The EBITDA margin was 13.3 percent. We will use synergies from the integration of the new companies in the future, and foresee a medium-term EBITDA margin of 20 percent. The EBITDA margin for the full year will be near the top of the forecast range of 8 to 12 percent. We expect a solid increase after special effects for total operating revenue and revenue.

We are pleased that you are continuing to accompany us on our path to growth, and would like to thank you for your trust in the Vita 34 team and our strategy.

Leipzig, November 21, 2016

Dr. André Gerth  
CEO

Falk Neukirch  
CFO

## Key Financial Figures

		1/7/- 9/30/2016	1/7/- 9/30/2015	1/1/- 9/30/2016	1/1/- 9/30/2015
<b>Profit/Loss</b>					
Total Operating Revenue	EUR k	4,607	4,280	13,295	11,374
Revenues	EUR k	4,013	3,875	12,034	10,293
Gross profit	EUR k	2,291	2,136	6,331	5,835
EBITDA	EUR k	743	614	1,602	1,731
EBITDA-Margin on revenues	%	18.5	15.8	13.3	16.8
Net operating profit/loss (EBIT)	EUR k	488	264	782	842
Period result	EUR k	282	199	430	561
Earnings per share	EUR	0.10	0.10	0.08	0.23
<b>Balance Sheet/ Cash flow</b>					
Total assets	EUR k	43,295	43,487	43,295	43,487
Equity	EUR k	23,426	22,894	23,426	22,894
Equity ratio	%	54.1	52.6	54.1	52.6

## Development of Business

In the first nine months of 2016, Vita 34 made additional advances in the consistent implementation of its growth strategy. A core aspect of this strategy is inorganic growth via the acquisition of subsidiaries, and new cooperation agreements. Vita 34 signed cooperation agreements with companies in Dubai, Lebanon and Turkey, and is now additionally active in Norway and Albania via its subsidiaries StemCare and Bio Save.

The Management Board informed the shareholders regarding the successes of implementing this Buy and Build strategy at the Annual General Meeting in Leipzig. The shareholders approved by a great majority the proposal of the Management and Supervisory Boards to pay a dividend for the second year in a row in the amount of EUR 0.16 per share (prior year EUR 0.15 per share). The profitability and cash flow strength of Vita 34 form the basis for a dividend policy directed towards continuity, which the company will continue to pursue in the future.

## Operating Result

From a nine month perspective Vita 34 was able to increase revenues by 16.9 percent to EUR 12.0 million (9 months 2015: EUR 10.3 million). Total operating revenue also increased by 16.9 percent to EUR 13.3 million (9 months 2015: EUR 11.4 million). EBITDA totaled EUR 1.6 million and was, therefore, nearly at the prior year's level despite the integration costs for newly acquired subsidiaries (9 months 2015: EUR 1.7 million): Thus, Vita 34 earned an EBITDA margin of 13.3 percent (nine months 2015: 16.8 percent).

The company increased the important profit figure EBITDA successively over the course of the year. As compared with the second and first quarters, EBITDA rose in third quarter, by 37% and 134% respectively. It totaled EUR 0.7 million following EUR 0.6 million in the prior year's period. This was also influenced by special effects in the form of a VAT refund.

In the last three quarters, in addition, important successes were achieved in strengthening innovation leadership. For example, Vita 34 has launched the "VitaMine&Yours" product on the market. Here, customers can simultaneously donate stem cells and make a stem cell deposit for the future of their own children. Two institutes have recognized the pioneering role of Vita 34. On the one hand, the company was selected from among 4,000 companies to receive the TOP 100 innovation prize for particular innovativeness and above-average success in innovation amongst medium-sized companies. On the other, Institut Bioinformant declared in its 2016 industry report that Vita 34 is one of the ten most influential umbilical cord blood banks in the world based on its high number of successful umbilical cord blood transplants.

The innovation leadership of Vita 34 is accompanied by a continuous expansion in sales and marketing activities. To improve new customer acquisition, among other things the company redesigned its web presence and also began to inform the public more broadly about the benefits of umbilical blood and tissue storage via press and informational campaigns. Vita 34 expects increasing numbers of customers and sustainable growth from an increasing awareness.

\* Source: BioInformant Worldwide, LLC "Complete 2015-16 Global Cord Blood Banking Industry Report"

This resulted in earnings per share of EUR 0.10 in the reporting period based on an average number of issued shares of 3,026,500, following EUR 0.10 in the 2015 reference period.

Revenues increased in Q3 by some 3.6 percent to EUR 4.0 million (prior year's period: EUR 3.9 million). Total operating revenue increased by 7.6 percent to EUR 4.6 million (prior year's period: EUR 4.3 million). Apart from organic growth, the revenues from the newly acquired subsidiaries contributed to this development.

## Condensed Consolidated Statement of Income

EUR k	1/7/- 9/30/2016	1/7/- 9/30/2015	1/1/- 9/30/2016	1/1/- 9/30/2015
Revenue	4,013	3,875	12,034	10,293
Cost of sales	-1,722	-1,739	-5,703	-4,458
<b>Gross profit on sales</b>	<b>2,291</b>	<b>2,136</b>	<b>6,331</b>	<b>5,835</b>
Other operating income	560	405	1,247	1,081
Marketing and selling expenses	-1,304	-1,296	-3,788	-3,483
Administrative expenses	-1,014	-948	-2,884	-2,517
Other operating expenses	-45	-33	-124	-74
<b>Net operating profit/loss (EBIT)</b>	<b>488</b>	<b>264</b>	<b>782</b>	<b>842</b>
Finance revenue	20	20	83	81
Finance expenses	-48	-23	-114	-58
<b>Earnings before taxes</b>	<b>460</b>	<b>261</b>	<b>751</b>	<b>865</b>
Income tax income/expense	-178	-62	-321	-304
<b>Period result</b>	<b>282</b>	<b>199</b>	<b>430</b>	<b>561</b>
<b>Period result attributable</b>				
Owners of the parent	295	291	231	682
Non-controlling interests	-13	-92	199	-121
<b>Earnings per share, basic/ diluted (EUR)</b>				
Basic and diluted, for profit or loss for the year attributable to ordinary equity holders of the parent (EUR)	0.10	0.10	0.08	0.23



## Condensed Consolidated Statement of Financial Position (Equity & Liabilities)

EUR k	9/30/2016	12/31/2015
<b>Equity</b>		
Issued capital	3,027	3,027
Capital reserves	18,213	18,213
Revenue reserves	2,685	2,928
Other reserves	-154	-157
Treasury shares	-337	-337
Non-controlling interests	-8	82
	<b>23,426</b>	<b>23,756</b>
<b>Non-current liabilities and deferred income</b>		
Trade payables	485	570
Interest-bearing loans	1,939	2,176
Silent partners' interests	940	940
Deferred income taxes	1,914	1,704
Deferred grants	973	1,036
Deferred income	8,801	8,543
	<b>15,052</b>	<b>14,969</b>
<b>Current liabilities and deferred income</b>		
Trade payables	965	1,322
Provisions	16	29
Income tax payable	95	159
Interest-bearing loans	509	613
Deferred grants	85	85
Other liabilities	1,165	1,054
Deferred income	1,982	1,795
	<b>4,817</b>	<b>5,057</b>
	<b>43,295</b>	<b>43,782</b>

## Condensed Consolidated Statement of Cash Flows

EUR k	1/1/- 9/30/2016	1/1/- 9/30/2015
<b>Cash flow from operating activities</b>		
Earnings before taxes	751	865
Adjusted for:		
Amortization and depreciation	820	889
Other non-cash expenses/income	-62	-373
Finance revenue	-83	-81
Finance costs	114	58
Working capital adjustments:		
+/- Receivables and other assets	-186	2,411
+/- Inventories	50	-64
+/- Liabilities	-65	-809
+/- Provisions	-13	-65
+/- Deferred income	413	287
Interest paid	-73	-58
Income taxes paid	-468	-372
<b>Cash flow from operating activities</b>	<b>1,198</b>	<b>2,688</b>
<b>Cash flow from investing activities</b>		
Purchase of intangible assets	-78	-343
Purchase of property, plant and equipment	-300	-540
Purchase of companies, net of assumed cash	0	-528
Purchase of long term financial investments	-66	-3,135
Proceeds from the sale of financial investments	465	0
Interest received	45	19
<b>Cash flow from investing activities</b>	<b>66</b>	<b>-4,527</b>
<b>Cash flow from financing activities</b>		
Dividend payment	-474	-442
Changes in loans	-208	702
<b>Cash flow from financing activities</b>	<b>-682</b>	<b>260</b>
Net change in cash and cash equivalents	582	-1,579
Cash and cash equivalents at the beginning of the reporting period	2,082	3,730
Change in cash and cash equivalents due to change in scope of consolidation	-45	119
<b>Cash and cash equivalents at the end of the reporting period (Liquid funds)</b>	<b>2,619</b>	<b>2,270</b>

## Imprint

### Contact Information

Vita 34 AG  
Deutscher Platz 5  
04103 Leipzig

Phone: +49 341 48792-40

Fax: +49 341 48792-39

E-Mail: [ir@vita34group.de](mailto:ir@vita34group.de)

### Editorial Team

Vita 34 AG, Leipzig  
cometis AG, Wiesbaden

### Publication

This interim report was published in German and English on November 21, 2016 and is available for download on our Internet site.

Vita 34 im Internet: [www.vita34group.de](http://www.vita34group.de)