

Hold EUR 6.11 (EUR 11.00) Price EUR 5.72 Upside 6.8 %	Value Indicators: EUR DCF: 6.11 FCF-Value Potential 23e: 2.76	Warburg ESG Risk Score: 2.7 ESG Score (MSCI based): 3.0 Balance Sheet Score: 5.0 Market Liquidity Score: 0.0	Description: Cell bank
	Market Snapshot: EUR m Market cap: 91.7 No. of shares (m): 16.0 EV: 99.4 Freefloat MC: 34.5 Ø Trad. Vol. (30d): 18.16 th	Shareholders: Freefloat 37.60 % Nationale-Nederlanden PTE 10.00 % Baran Jakub 3.21 % AOC Health, PBKM 54.98 %	Key Figures (WRe): 2023e Beta: 1.3 Price / Book: 4.8 x Equity Ratio: 12 % Net Fin. Debt / EBITDA: 1.5 x Net Debt / EBITDA: 1.5 x

Operating profitability subdued

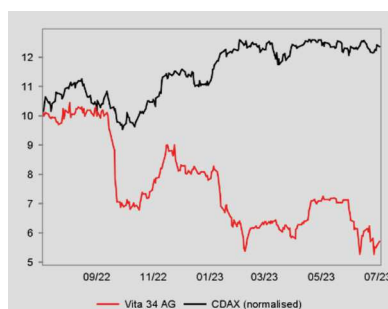
Stated Figures Q1/2023: Vita 34 - Q1 2023	Comment on Figures: <ul style="list-style-type: none"> Sales increased significantly in Q1 to EUR 17.9m (WRe: EUR 18m) thanks to the business combination with PBKM EBITDA came in at EUR 0.3m in Q1 (WRe: EUR 1.1m), below our expectations Vita 34 confirmed its FY23 guidance for sales of EUR 75-86m and EBITDA of EUR 5.5-7.0m 																																				
<table border="1"> <thead> <tr> <th>in EUR m</th> <th>Q1/23</th> <th>Q1/23e</th> <th>Q1/22</th> <th>yoy</th> <th>2023e</th> <th>2022</th> <th>yoy</th> <th>Consensus</th> </tr> </thead> <tbody> <tr> <td>Sales</td> <td>17,90</td> <td>18.0</td> <td>15,50</td> <td>15,5%</td> <td>74,5</td> <td>68,9</td> <td>8,0%</td> <td>75.0</td> </tr> <tr> <td>EBITDA</td> <td>0,30</td> <td>1.1</td> <td>-1,10</td> <td>-</td> <td>5,6</td> <td>-3,6</td> <td>-</td> <td>5,5</td> </tr> <tr> <td>margin</td> <td>1,7%</td> <td>6.1%</td> <td>-7,1%</td> <td>-</td> <td>7,5%</td> <td>-5,2%</td> <td>-</td> <td>7.3%</td> </tr> </tbody> </table>	in EUR m	Q1/23	Q1/23e	Q1/22	yoy	2023e	2022	yoy	Consensus	Sales	17,90	18.0	15,50	15,5%	74,5	68,9	8,0%	75.0	EBITDA	0,30	1.1	-1,10	-	5,6	-3,6	-	5,5	margin	1,7%	6.1%	-7,1%	-	7,5%	-5,2%	-	7.3%	
in EUR m	Q1/23	Q1/23e	Q1/22	yoy	2023e	2022	yoy	Consensus																													
Sales	17,90	18.0	15,50	15,5%	74,5	68,9	8,0%	75.0																													
EBITDA	0,30	1.1	-1,10	-	5,6	-3,6	-	5,5																													
margin	1,7%	6.1%	-7,1%	-	7,5%	-5,2%	-	7.3%																													

Vita 34 published Q1 figures that were below our expectations and confirmed its FY 23 guidance. Sales grew by 15.5%, driven by the business combination with PBKM. While muted consumer confidence left its mark on demand for cord blood banking, Vita34 has started to launch flexible pricing methods, i.e. lower upfront payments, which seems to be well received by customers. Q1 growth was primarily driven by successfully implemented price increases in several markets, which accounted for +11.8pp of the rise, as well as positive effects from contract adjustments related to the harmonisation of accounting under IFRS-15, which contributed +7.1pp to the increase. Organic decline amounted to 3.4pp.

EBITDA of EUR 0.3m was below our expectations of EUR 1.1m. Rising marketing expenses as well as depreciation and impairment of receivables offset the positive effects of IFRS 15 and price increases. Still, management confirmed its EBITDA guidance of EUR 5.5-7.0m.

Conclusion: As expected, the challenging macro environment seems to be weighing on demand for cord blood storage. Owing to weaker sales and earnings development than anticipated, we have adjusted our forecasts for the current year and consider the achievement of the EBITDA guidance to be ambitious, particularly in view of the ongoing challenging conditions. Taking rising interest rates and the company's acquisition history into account, we view the revaluation of goodwill as a concern in the short term. The mid-term outlook remains favourable as Vita 34 is now by far the dominant player in the European market with a market share of ca. 50%. With that, the company seems to be in the driver's seat to capitalise on structural trends. Nevertheless, we expect muted news-flow and therefore confirm our Hold recommendation with a new PT of EUR 6.11.

Changes in Estimates: FY End: 31.12. in EUR m	2023e (old) +/- 2024e (old) +/- 2025e (old) +/-	Sales 72.4 2.9 % EBITDA 8.0 -36.4 % EPS 0.05 -100.0 %	Sales 84.7 -5.0 % EBITDA 11.3 -32.2 % EPS 0.16 -31.3 %	n.a. n.m. n.a. n.m. n.a. n.m.	Comment on Changes: <ul style="list-style-type: none"> Sales and EBITDA estimates for FY24 reduced as macroeconomic challenges seem to persist and are weighing on core business activity.
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Rel. Performance vs CDAX:

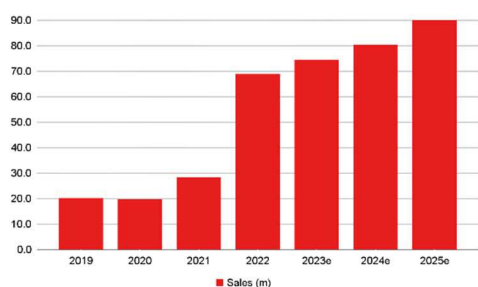
1 month:	-11.2 %
6 months:	-36.2 %
Year to date:	-38.6 %
Trailing 12 months:	-64.2 %

Company events:

31.08.23	Q2
21.11.23	Q3

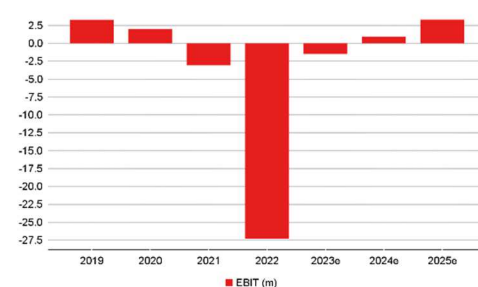
FY End: 31.12. in EUR m	CAGR (22-25e)	2019	2020	2021	2022	2023e	2024e	2025e
Sales	9.3 %	20.2	19.7	28.4	68.9	74.5	80.4	90.1
Change Sales yoy		-0.8 %	-2.9 %	44.5 %	142.6 %	8.0 %	8.0 %	12.0 %
Gross profit margin		62.3 %	57.2 %	43.8 %	4.0 %	36.5 %	38.0 %	40.5 %
EBITDA	-	5.7	4.4	-0.2	-22.9	5.1	7.7	10.5
Margin		28.4 %	22.4 %	-0.5 %	-33.3 %	6.8 %	9.6 %	11.7 %
EBIT	-	3.3	2.0	-3.1	-27.3	-1.5	0.9	3.3
Margin		16.2 %	10.0 %	-10.8 %	-39.6 %	-2.0 %	1.2 %	3.7 %
Net income	-	1.3	1.4	-3.7	-27.1	0.1	1.8	3.4
EPS	-	0.33	0.35	-0.63	-1.69	0.00	0.11	0.21
EPS adj.	-	0.33	0.35	-0.63	-1.69	0.00	0.11	0.21
DPS	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dividend Yield		n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
FCFPS		1.37	0.70	0.08	-0.68	0.14	0.26	0.33
FCF / Market cap		10.6 %	5.7 %	0.5 %	-6.5 %	2.5 %	4.5 %	6.1 %
EV / Sales		2.5 x	2.3 x	3.1 x	2.6 x	1.3 x	1.2 x	1.0 x
EV / EBITDA		8.9 x	10.4 x	n.a.	n.a.	19.6 x	12.4 x	8.2 x
EV / EBIT		15.6 x	23.2 x	n.a.	n.a.	n.a.	101.5 x	26.2 x
P / E		39.3 x	35.1 x	n.a.	n.a.	n.a.	52.0 x	26.2 x
P / E adj.		39.3 x	35.1 x	n.a.	n.a.	n.a.	52.0 x	26.2 x
FCF Potential Yield		6.1 %	7.3 %	-2.5 %	-14.8 %	2.6 %	4.6 %	7.3 %
Net Debt		-1.8	-5.1	-2.9	10.0	7.6	3.5	-1.8
ROCE (NOPAT)		4.2 %	6.1 %	n.a.	n.a.	n.a.	2.5 %	8.7 %
Guidance:		Sales EUR 75-86m, EBITDA EUR 5.5m to EUR 7.0m						

Sales development
in EUR m



Source: Warburg Research

EBIT development
in EUR m



Source: Warburg Research

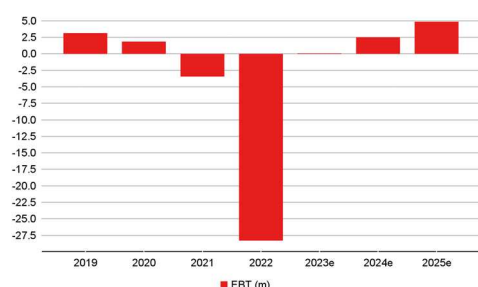
Company Background

- Vita 34 is the market leader among private stem cell banks in DACH while the business combination with PBKM has established the leading player in Europe
- As full-service providers for cryo-preservation, Vita 34 and PBKM offer the collection, preparation, storage, and use of stem cells from umbilical cord blood and umbilical cord tissue
- Vita 34 and PBKM expand its reach through the utilization of subsidiaries and sales partners and provides services in more than 20 countries
- Through successful M&A activities, Vita 34 raised its stem cell deposits above the level of 253,000 while PBKM commands more than 550,000 cord blood and other tissues
- Substantial investments in new business areas "Cell & Gene Therapies" and CDMO are backed by stable cash flows from storage operations

Competitive Quality

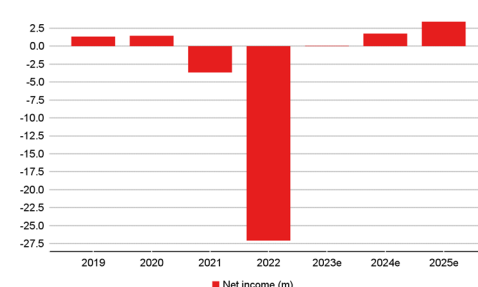
- Vita 34 and PBKM derive its competitive edge from the combination of its leadership in Europe, its extensive network of sales partners in Europe, and its strong market coverage of maternity clinics.
- Barriers to entry are high in the stem cell banking market. Vita 34 and PBKM have successfully overcome the necessary laborious approval processes in its core markets.
- The company has strong presence in the European countries which offer high growth potential due to low penetration rates and higher realizable margins compared to other major markets.
- Consolidation in the European stem cell banking market is very likely. Economies of scale and local market knowledge are important. Both Vita 34 and PBKM have a proven capability of completing M&A transactions.

EBT development
in EUR m



Source: Warburg Research

Net income development
in EUR m



Source: Warburg Research

DCF model

Figures in EUR m	Detailed forecast period			Transitional period										Term. Value
	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	2035e	
Sales	74.5	80.4	90.1	99.1	109.0	119.9	131.9	145.0	159.5	175.5	193.1	212.4	233.6	
Sales change	8.0 %	8.0 %	12.0 %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %	1.5 %
EBIT	-1.5	0.9	3.3	4.0	5.4	7.2	9.2	11.6	12.8	14.0	15.4	17.0	18.7	
EBIT-margin	-2.0 %	1.2 %	3.7 %	4.0 %	5.0 %	6.0 %	7.0 %	8.0 %	8.0 %	8.0 %	8.0 %	8.0 %	8.0 %	
Tax rate (EBT)	25.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	
NOPAT	-1.1	0.7	2.3	2.8	3.8	5.0	6.5	8.1	8.9	9.8	10.8	11.9	13.1	
Depreciation	6.6	6.8	7.2	7.4	7.6	7.8	7.9	8.0	8.0	7.9	7.7	7.4	7.0	
in % of Sales	8.8 %	8.4 %	8.0 %	7.5 %	7.0 %	6.5 %	6.0 %	5.5 %	5.0 %	4.5 %	4.0 %	3.5 %	3.0 %	
Changes in provisions	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Change in Liquidity from														
- Working Capital	0.7	0.7	1.3	1.1	1.2	1.4	1.5	1.7	1.8	2.0	2.2	2.4	2.7	
- Capex	3.6	3.7	4.0	4.5	5.1	5.9	6.2	7.3	7.2	7.9	7.7	7.4	7.0	
Capex in % of Sales	4.8 %	4.6 %	4.4 %	4.5 %	4.7 %	4.9 %	4.7 %	5.0 %	4.5 %	4.5 %	4.0 %	3.5 %	3.0 %	
- Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Free Cash Flow (WACC Model)	1.1	3.0	4.3	4.7	5.1	5.6	6.7	7.2	7.9	7.8	8.6	9.5	10.4	13
PV of FCF	1.1	2.7	3.6	3.6	3.6	3.6	4.0	3.9	4.0	3.6	3.7	3.7	3.7	62
share of PVs	6.95 %			34.90 %										58.15 %

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	12.00 %	Financial Strength	1.10
Cost of debt (after tax)	1.5 %	Liquidity (share)	1.50
Market return	8.25 %	Cyclicality	1.30
Risk free rate	2.75 %	Transparency	1.30
		Others	1.30
WACC	8.90 %	Beta	1.30

Valuation (m)

Present values 2035e	45		
Terminal Value	62		
Financial liabilities	28		
Pension liabilities	0		
Hybrid capital	0		
Minority interest	-1		
Market val. of investments	0		
Liquidity	18	No. of shares (m)	16.0
Equity Value	98	Value per share (EUR)	6.11

Sensitivity Value per Share (EUR)

Beta	WACC	Terminal Growth							Delta EBIT-margin								
		0.75 %	1.00 %	1.25 %	1.50 %	1.75 %	2.00 %	2.25 %	-1.5 pp	-1.0 pp	-0.5 pp	+0.0 pp	+0.5 pp	+1.0 pp	+1.5 pp		
1.51	9.9 %	4.87	4.95	5.03	5.12	5.22	5.32	5.42	1.51	9.9 %	3.90	4.31	4.72	5.12	5.53	5.94	6.35
1.40	9.4 %	5.28	5.38	5.48	5.58	5.69	5.81	5.94	1.40	9.4 %	4.27	4.71	5.14	5.58	6.02	6.46	6.89
1.35	9.1 %	5.51	5.61	5.72	5.83	5.96	6.09	6.23	1.35	9.1 %	4.47	4.93	5.38	5.83	6.29	6.74	7.20
1.30	8.9 %	5.75	5.86	5.98	6.11	6.24	6.39	6.55	1.30	8.9 %	4.69	5.16	5.63	6.11	6.58	7.05	7.52
1.25	8.6 %	6.01	6.13	6.26	6.40	6.55	6.71	6.88	1.25	8.6 %	4.92	5.42	5.91	6.40	6.89	7.38	7.87
1.20	8.4 %	6.28	6.41	6.56	6.71	6.88	7.06	7.25	1.20	8.4 %	5.18	5.69	6.20	6.71	7.22	7.74	8.25
1.09	7.9 %	6.89	7.06	7.23	7.42	7.63	7.85	8.09	1.09	7.9 %	5.75	6.30	6.86	7.42	7.98	8.54	9.10

- Long-term sales growth slightly above organic market growth to reflect continued market share gains
- Low maintenance capex requirements

Free Cash Flow Value Potential

Warburg Research's valuation tool "FCF Value Potential" reflects the ability of the company to generate sustainable free cash flows. It is based on the "FCF potential" - a FCF "ex growth" figure - which assumes unchanged working capital and pure maintenance capex. A value indication is derived via the perpetuity of a given year's "FCF potential" with consideration of the weighted costs of capital. The fluctuating value indications over time add a timing element to the DCF model (our preferred valuation tool).

in EUR m	2019	2020	2021	2022	2023e	2024e	2025e	
Net Income before minorities	1.3	1.4	-3.9	-27.4	0.1	1.8	3.4	
+ Depreciation + Amortisation	2.5	2.4	2.9	4.3	6.6	6.8	7.2	
- Net Interest Income	-0.1	-0.1	-0.4	-1.0	1.6	1.6	1.6	
- Maintenance Capex	0.8	0.6	1.6	4.5	2.5	2.6	2.8	
+ Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
= Free Cash Flow Potential	3.1	3.3	-2.2	-26.5	2.5	4.4	6.3	
FCF Potential Yield (on market EV)	6.1 %	7.3 %	-2.5 %	-14.8 %	2.6 %	4.6 %	7.3 %	
WACC	8.90 %	8.90 %	8.90 %	8.90 %	8.90 %	8.90 %	8.90 %	
= Enterprise Value (EV)	51.2	45.8	87.5	179.2	99.4	95.3	86.4	
= Fair Enterprise Value	35.1	37.5	n.a.	n.a.	28.6	48.9	70.5	
- Net Debt (Cash)	10.0	10.0	10.0	10.0	7.6	3.5	-1.8	
- Pension Liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Market value of minorities	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
+ Market value of investments	-1.1	-1.1	-1.1	-1.1	-1.1	-1.1	-1.1	
= Fair Market Capitalisation	24.0	26.4	n.a.	n.a.	19.8	44.3	71.2	
Number of shares, average	4.1	4.1	5.8	16.0	16.0	16.0	16.0	
= Fair value per share (EUR)	5.87	6.37	n.a.	n.a.	1.23	2.76	4.44	
premium (-) / discount (+) in %					-78.4 %	-51.8 %	-19.3 %	
Sensitivity Fair value per Share (EUR)								
	11.90 %	2.60	2.91	n.a.	n.a.	0.79	1.99	3.33
	10.90 %	3.01	3.35	n.a.	n.a.	0.91	2.20	3.63
	9.90 %	3.51	3.89	n.a.	n.a.	1.05	2.45	4.00
WACC	8.90 %	5.87	6.37	n.a.	n.a.	1.23	2.76	4.44
	7.90 %	4.88	5.35	n.a.	n.a.	1.46	3.15	5.00
	6.90 %	5.86	6.40	n.a.	n.a.	1.75	3.64	5.71
	5.90 %	7.18	7.81	n.a.	n.a.	2.14	4.31	6.68

■ Low maintenance capex requirements

Valuation	2019	2020	2021	2022	2023e	2024e	2025e
Price / Book	1.8 x	1.9 x	2.1 x	10.3 x	4.8 x	3.9 x	3.0 x
Book value per share ex intangibles	-1.61	-1.52	-5.74	-2.60	-2.48	-2.26	-1.92
EV / Sales	2.5 x	2.3 x	3.1 x	2.6 x	1.3 x	1.2 x	1.0 x
EV / EBITDA	8.9 x	10.4 x	n.a.	n.a.	19.6 x	12.4 x	8.2 x
EV / EBIT	15.6 x	23.2 x	n.a.	n.a.	n.a.	101.5 x	26.2 x
EV / EBIT adj.*	15.6 x	23.2 x	n.a.	n.a.	n.a.	101.5 x	26.2 x
P / FCF	9.5 x	17.7 x	193.5 x	n.a.	39.5 x	22.3 x	16.5 x
P / E	39.3 x	35.1 x	n.a.	n.a.	n.a.	52.0 x	26.2 x
P / E adj.*	39.3 x	35.1 x	n.a.	n.a.	n.a.	52.0 x	26.2 x
Dividend Yield	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
FCF Potential Yield (on market EV)	6.1 %	7.3 %	-2.5 %	-14.8 %	2.6 %	4.6 %	7.3 %

*Adjustments made for: No adjustments of earnings

Consolidated profit and loss

In EUR m	2019	2020	2021	2022	2023e	2024e	2025e
Sales	20.2	19.7	28.4	68.9	74.5	80.4	90.1
Change Sales yoy	-0.8 %	-2.9 %	44.5 %	142.6 %	8.0 %	8.0 %	12.0 %
COGS	7.6	8.4	16.0	66.2	47.3	49.9	53.6
Gross profit	12.6	11.3	12.4	2.7	27.2	30.6	36.5
<i>Gross margin</i>	<i>62.3 %</i>	<i>57.2 %</i>	<i>43.8 %</i>	<i>4.0 %</i>	<i>36.5 %</i>	<i>38.0 %</i>	<i>40.5 %</i>
Research and development	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Sales and marketing	4.9	4.9	5.6	10.5	10.4	10.7	11.7
Administration expenses	4.7	4.2	7.5	19.9	18.6	19.0	21.3
Other operating expenses	0.3	0.8	3.3	2.4	1.9	1.9	2.0
Other operating income	0.5	0.6	1.0	2.8	2.2	2.0	1.8
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	5.7	4.4	-0.2	-22.9	5.1	7.7	10.5
<i>Margin</i>	<i>28.4 %</i>	<i>22.4 %</i>	<i>-0.5 %</i>	<i>-33.3 %</i>	<i>6.8 %</i>	<i>9.6 %</i>	<i>11.7 %</i>
Depreciation of fixed assets	1.0	0.4	0.9	3.0	2.1	2.1	2.2
EBITA	4.8	4.0	-1.1	-25.9	3.0	5.6	8.3
Amortisation of intangible assets	1.5	2.0	2.0	1.3	4.5	4.7	5.0
Goodwill amortisation	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	3.3	2.0	-3.1	-27.3	-1.5	0.9	3.3
<i>Margin</i>	<i>16.2 %</i>	<i>10.0 %</i>	<i>-10.8 %</i>	<i>-39.6 %</i>	<i>-2.0 %</i>	<i>1.2 %</i>	<i>3.7 %</i>
EBIT adj.	3.3	2.0	-3.1	-27.3	-1.5	0.9	3.3
Interest income	0.1	0.1	0.2	1.8	1.8	1.8	1.8
Interest expenses	0.2	0.2	0.5	2.8	0.2	0.2	0.2
Other financial income (loss)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBT	3.1	1.9	-3.4	-28.3	0.1	2.5	4.9
<i>Margin</i>	<i>15.5 %</i>	<i>9.5 %</i>	<i>-12.1 %</i>	<i>-41.0 %</i>	<i>0.1 %</i>	<i>3.1 %</i>	<i>5.4 %</i>
Total taxes	1.8	0.4	0.5	-0.9	0.0	0.8	1.5
Net income from continuing operations	1.3	1.4	-3.9	-27.4	0.1	1.8	3.4
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income before minorities	1.3	1.4	-3.9	-27.4	0.1	1.8	3.4
Minority interest	0.0	0.0	-0.3	-0.3	0.0	0.0	0.0
Net income	1.3	1.4	-3.7	-27.1	0.1	1.8	3.4
<i>Margin</i>	<i>6.6 %</i>	<i>7.4 %</i>	<i>-12.9 %</i>	<i>-39.3 %</i>	<i>0.1 %</i>	<i>2.2 %</i>	<i>3.8 %</i>
Number of shares, average	4.1	4.1	5.8	16.0	16.0	16.0	16.0
EPS	0.33	0.35	-0.63	-1.69	0.00	0.11	0.21
EPS adj.	0.33	0.35	-0.63	-1.69	0.00	0.11	0.21

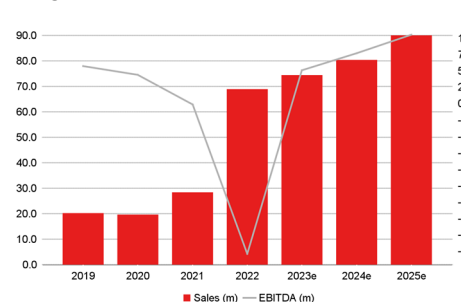
*Adjustments made for: No adjustments of earnings

Guidance: Sales EUR 75-86m, EBITDA EUR 5.5m to EUR 7.0m

Financial Ratios

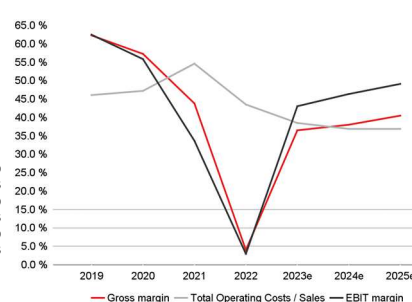
	2019	2020	2021	2022	2023e	2024e	2025e
Total Operating Costs / Sales	46.1 %	47.2 %	54.6 %	43.5 %	38.5 %	36.8 %	36.8 %
Operating Leverage	-31.2 x	14.0 x	n.a.	5.5 x	-11.8 x	n.a.	21.0 x
EBITDA / Interest expenses	27.2 x	24.1 x	n.m.	n.m.	25.3 x	38.5 x	52.5 x
Tax rate (EBT)	57.2 %	22.7 %	-13.9 %	3.2 %	25.0 %	30.0 %	30.0 %
Dividend Payout Ratio	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Sales per Employee	168,725	169,552	244,991	594,310	641,855	693,204	776,388

Sales, EBITDA in EUR m



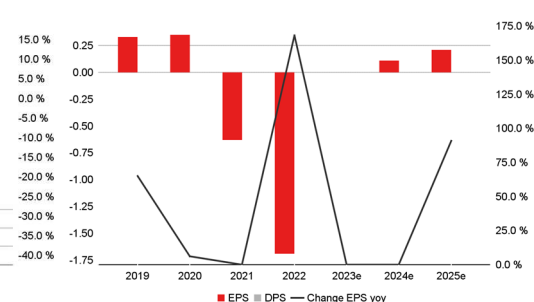
Source: Warburg Research

Operating Performance in %



Source: Warburg Research

Performance per Share



Source: Warburg Research

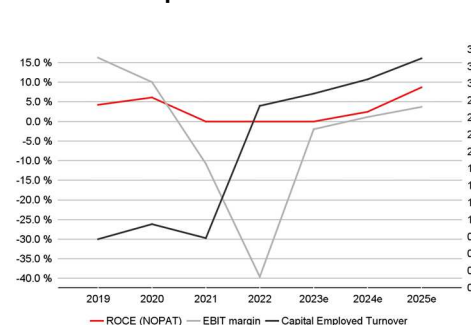
Consolidated balance sheet

In EUR m	2019	2020	2021	2022	2023e	2024e	2025e
Assets							
Goodwill and other intangible assets	36.8	32.6	76.5	58.1	59.0	59.7	60.0
thereof other intangible assets	18.5	14.2	22.8	18.6	19.5	20.2	20.5
thereof Goodwill	18.3	18.3	53.7	39.5	39.5	39.5	39.5
Property, plant and equipment	7.3	7.4	21.9	24.4	23.4	22.5	21.4
Financial assets	1.2	0.3	1.4	1.5	1.5	1.5	1.5
Other long-term assets	2.9	3.9	22.5	26.4	26.4	26.4	26.4
Fixed assets	48.2	44.2	122.2	110.5	110.4	110.0	109.3
Inventories	0.3	0.4	3.3	3.9	4.2	4.5	5.1
Accounts receivable	2.9	2.3	12.1	12.8	13.8	14.9	16.7
Liquid assets	9.1	10.5	35.4	18.2	21.8	27.3	35.0
Other short-term assets	0.6	1.2	4.9	6.2	6.2	6.2	6.2
Current assets	12.9	14.4	55.7	41.0	46.0	52.9	62.9
Total Assets	61.1	58.6	177.9	151.5	156.3	162.9	172.2
Liabilities and shareholders' equity							
Subscribed capital	4.1	4.1	16.0	16.0	16.0	16.0	16.0
Capital reserve	24.0	24.0	37.0	37.0	37.0	37.0	37.0
Retained earnings	2.4	-1.5	-5.1	-30.7	-30.6	-28.9	-25.4
Other equity components	-0.4	-0.5	-4.8	-5.8	-3.2	-0.7	1.7
Shareholders' equity	30.2	26.2	43.1	16.5	19.2	23.4	29.2
Minority interest	0.1	0.0	-1.1	-0.6	-0.6	-0.6	-0.6
Total equity	30.3	26.2	41.9	15.9	18.5	22.8	28.6
Provisions	0.9	0.6	0.8	0.7	0.7	0.7	0.7
thereof provisions for pensions and similar obligations	0.1	0.1	0.0	0.0	0.0	0.0	0.0
Financial liabilities (total)	7.3	5.3	32.4	28.2	29.5	30.9	33.1
Short-term financial liabilities	2.1	2.0	12.6	16.1	17.4	18.8	21.1
Accounts payable	1.3	1.3	8.3	8.1	8.7	9.4	10.5
Other liabilities	21.4	25.2	94.5	98.7	98.9	99.2	99.3
Liabilities	30.8	32.4	136.0	135.6	137.8	140.1	143.6
Total liabilities and shareholders' equity	61.1	58.6	177.9	151.5	156.3	162.9	172.2

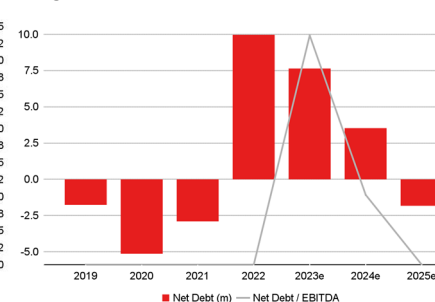
Financial Ratios

	2019	2020	2021	2022	2023e	2024e	2025e
Efficiency of Capital Employment							
Operating Assets Turnover	2.2 x	2.2 x	1.0 x	2.1 x	2.3 x	2.5 x	2.8 x
Capital Employed Turnover	0.7 x	0.9 x	0.7 x	2.7 x	2.8 x	3.1 x	3.4 x
ROA	2.8 %	3.3 %	-3.0 %	-24.5 %	0.1 %	1.6 %	3.1 %
Return on Capital							
ROCE (NOPAT)	4.2 %	6.1 %	n.a.	n.a.	n.a.	2.5 %	8.7 %
ROE	4.2 %	5.1 %	-10.6 %	-90.9 %	0.3 %	8.2 %	13.0 %
Adj. ROE	4.2 %	5.1 %	-10.6 %	-90.9 %	0.3 %	8.2 %	13.0 %
Balance sheet quality							
Net Debt	-1.8	-5.1	-2.9	10.0	7.6	3.5	-1.8
Net Financial Debt	-1.8	-5.2	-2.9	10.0	7.6	3.5	-1.8
Net Gearing	-5.8 %	-19.5 %	-6.9 %	62.8 %	41.3 %	15.5 %	-6.4 %
Net Fin. Debt / EBITDA	n.a.	n.a.	n.a.	n.a.	150.8 %	45.9 %	n.a.
Book Value / Share	7.3	6.3	7.4	1.0	1.2	1.5	1.8
Book value per share ex intangibles	-1.6	-1.5	-5.7	-2.6	-2.5	-2.3	-1.9

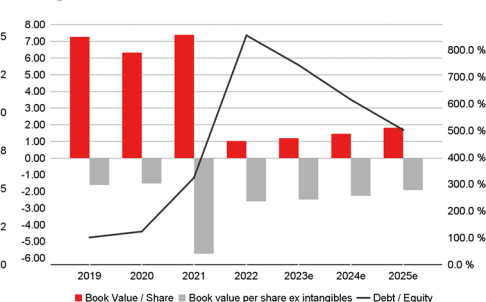
ROCE Development



Net debt in EUR m



Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

Consolidated cash flow statement

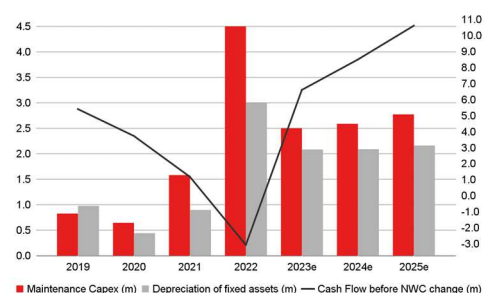
In EUR m	2019	2020	2021	2022	2023e	2024e	2025e
Net income	3.1	1.4	-3.9	-27.4	0.1	1.8	3.4
Depreciation of fixed assets	1.0	0.4	0.9	3.0	2.1	2.1	2.2
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	1.5	2.0	2.0	1.3	4.5	4.7	5.0
Increase/decrease in long-term provisions	0.1	0.0	-0.1	0.0	0.0	0.0	0.0
Other non-cash income and expenses	-0.2	-0.2	2.2	20.0	0.0	0.0	0.0
Cash Flow before NWC change	5.4	3.7	1.2	-3.1	6.6	8.5	10.6
Increase / decrease in inventory	0.2	-0.1	0.3	-0.6	-0.3	-0.3	-0.6
Increase / decrease in accounts receivable	0.3	-0.4	1.1	-0.6	-1.0	-1.1	-1.8
Increase / decrease in accounts payable	0.6	-0.1	0.1	-0.2	0.6	0.7	1.1
Increase / decrease in other working capital positions	0.0	0.4	0.0	0.0	0.0	0.0	0.0
Increase / decrease in working capital (total)	1.0	-0.2	1.5	-1.4	-0.7	-0.7	-1.3
Net cash provided by operating activities [1]	6.4	3.5	2.7	-4.5	5.9	7.8	9.3
Investments in intangible assets	0.0	-0.1	-1.4	-5.3	-5.3	-5.3	-5.3
Investments in property, plant and equipment	-0.8	-0.5	-0.9	-1.1	-1.1	-1.1	-1.1
Payments for acquisitions	-0.6	0.0	27.0	0.0	0.0	0.0	0.0
Financial investments	0.0	-0.4	-0.2	-0.7	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	-0.1	-0.1	0.0	0.0	0.0
Net cash provided by investing activities [2]	-1.4	-0.3	24.9	-5.8	-3.6	-3.7	-4.0
Change in financial liabilities	-2.3	-2.0	5.6	4.0	1.3	1.4	2.3
Dividends paid	-0.7	0.0	0.0	0.0	0.0	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.2	0.0	0.0	0.0	0.0	0.0	0.0
Other	0.0	0.0	-10.3	-10.3	0.0	0.0	0.0
Net cash provided by financing activities [3]	-2.8	-2.0	-4.7	-6.2	1.3	1.4	2.3
Change in liquid funds [1]+[2]+[3]	2.2	1.3	22.9	-16.5	3.6	5.5	7.6
Effects of exchange-rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash and cash equivalent at end of period	9.2	10.4	33.3	16.8	19.9	25.4	33.0

Financial Ratios

	2019	2020	2021	2022	2023e	2024e	2025e
Cash Flow							
FCF	5.6	2.9	0.5	-10.9	2.3	4.1	5.3
Free Cash Flow / Sales	27.6 %	14.7 %	1.6 %	-15.8 %	3.1 %	5.1 %	5.9 %
Free Cash Flow Potential	3.1	3.3	-2.2	-26.5	2.5	4.4	6.3
Free Cash Flow / Net Profit	418.6 %	199.3 %	-12.7 %	40.3 %	4026.0 %	234.4 %	157.0 %
Interest Received / Avg. Cash	1.0 %	0.7 %	0.8 %	6.6 %	8.8 %	7.2 %	5.7 %
Interest Paid / Avg. Debt	2.6 %	2.9 %	2.9 %	9.2 %	0.7 %	0.7 %	0.6 %
Management of Funds							
Investment ratio	4.1 %	3.3 %	8.0 %	9.3 %	8.6 %	8.0 %	7.1 %
Maint. Capex / Sales	4.1 %	3.3 %	5.6 %	6.5 %	3.4 %	3.2 %	3.1 %
Capex / Dep	33.6 %	26.5 %	77.5 %	147.9 %	98.2 %	95.2 %	89.3 %
Avg. Working Capital / Sales	8.7 %	8.4 %	15.0 %	11.4 %	12.0 %	12.0 %	11.8 %
Trade Debtors / Trade Creditors	227.4 %	176.7 %	146.8 %	158.3 %	158.6 %	158.5 %	159.0 %
Inventory Turnover	26.0 x	22.6 x	4.8 x	17.0 x	11.3 x	11.1 x	10.5 x
Receivables collection period (days)	52	43	156	68	68	68	68
Payables payment period (days)	61	57	188	44	67	69	72
Cash conversion cycle (Days)	5	2	42	45	33	32	31

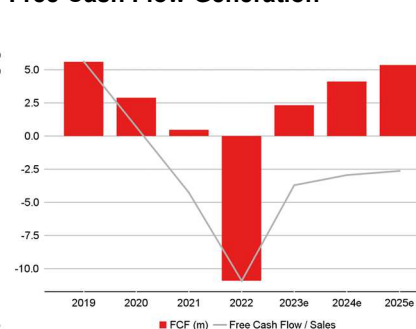
CAPEX and Cash Flow

in EUR m



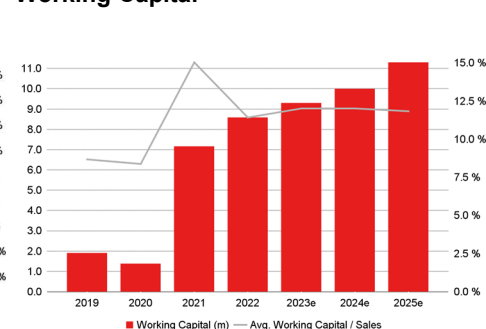
Source: Warburg Research

Free Cash Flow Generation



Source: Warburg Research

Working Capital



Source: Warburg Research

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Company	Disclosure	Link to the historical price targets and rating changes (last 12 months)
Vita 34	5	https://www.mmwarburg.com/disclaimer/disclaimer_en/DE000A0BL849.htm

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Investment recommendation: expected direction of the share price development of the financial instrument up to the given price target in the opinion of the analyst who covers this financial instrument.

-B-	Buy:	The price of the analysed financial instrument is expected to rise over the next 12 months.
-H-	Hold:	The price of the analysed financial instrument is expected to remain mostly flat over the next 12 months.
-S-	Sell:	The price of the analysed financial instrument is expected to fall over the next 12 months.
“-“	Rating suspended:	The available information currently does not permit an evaluation of the company.

WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING

Rating	Number of stocks	% of Universe
Buy	154	75
Hold	42	20
Sell	7	3
Rating suspended	3	1
Total	206	100

WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING ...

... taking into account only those companies which were provided with major investment services in the last twelve months.

Rating	Number of stocks	% of Universe
Buy	43	90
Hold	4	8
Sell	0	0
Rating suspended	1	2
Total	48	100

PRICE AND RATING HISTORY VITA 34 AS OF 04.07.2023



Markings in the chart show rating changes by Warburg Research GmbH in the last 12 months. Every marking details the date and closing price on the day of the rating change.

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