

Hold EUR 12.00 Price EUR 10.20 Upside 17.6 %	Value Indicators: EUR DCF: 11.97 FCF-Value Potential 23e: 4.98	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: 163.6 No. of shares (m): 16.0 EV: 162.8 Freefloat MC: 96.2 Ø Trad. Vol. (30d): 46.91 th	Shareholders: Freefloat 58.80 % Nationale-Nederlanden PTE 13.63 % Baran Jakub 3.21 % AOC Health, PBKM 54.98 %	Key Figures (WRe): 2022e Beta: 1.3 Price / Book: 4.9 x Equity Ratio: 19 %

Q2 preview: One-off effects expected to lead to mixed performance

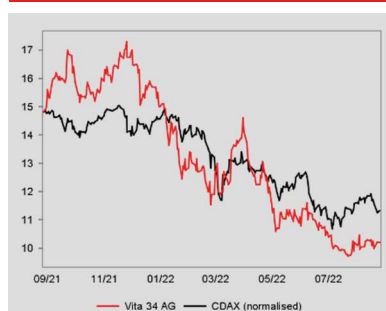
Expected Figures Q2/2022:							Comment on Figures:	
in EUR m	Q2/22e	Q2/21	yoy	6M/22e	6M/21	yoy	FY 21 Consensus	<ul style="list-style-type: none"> Sales are expected to increase significantly to EUR 16m in Q2 thanks to the business combination between Vita34 and PBKM. EBITDA is expected to come in at EUR -1.1m in Q2 because of high cost inflation. The FY 22 guidance for sales of EUR 68-75m and EBITDA of EUR -2m to EUR 1m should be confirmed.
Sales	16,00	5,62	184,6%	31,5	10,8	190,9%	22.1	
EBITDA	-1,40	1,52	-	-2,5	2,4	-	5.0	
margin	-8,8%	27,0%		-7,9%	22,0%		22.6%	

Following the business combination with the leading cord blood bank in Europe, PBKM FamiCord, Vita 34 has become the dominant player in the European market with a market share of 45%. With that, the company seems to be in the driving seat as regards capitalising on structural growth prospects, as penetration of cord blood banking is still low in Europe and particularly Northern European countries. In Germany, it is even less than 1% which compares to 4% in the US and as much as 25% in South Korea.

At the same time, the Ukraine conflict and rising inflation should continue to weigh on Vita34's operating performance in the short term. In Q2, sales are expected to increase to EUR 16m, a slight improvement compared to Q1 (EUR 15.5m), including c. EUR 10m revenues from PBKM. This should lead to EUR 31.5m sales in H1 which is slightly below the FY run-rate of EUR 68-75m as muted consumer confidence is leaving its mark on demand for cord blood banking. While this is unlikely to improve in the short term, in our view, Vita34 has started to adopt flexible pricing methods, i.e. lower upfront payments, which has been well received by customers. Hence, Vita34 should even see a slight acceleration in revenues qoq in Q2. Additionally, IFRS 15 is expected to negatively affect revenues by c. EUR 4m in H1, which should fade out during H2 and should allow for a revenue acceleration, in our view.

Profitability should be burdened by the IFRS 15 effect of c. EUR 4m in H1 as well as high cost inflation. Hence, Q2 EBIT should come in at around EUR -1.5m, broadly in line with the Q1 result (EUR -1.1m). Even though Vita34 has initiated measures to compensate for cost inflation, the EBITDA guidance of EUR -2m to EUR 1m does not look like a walk in the park, in our view, and requires a margin improvement in H2.

On the positive front, the integration of PBKM seems to be well on track and the company looks set to achieve EUR 3m in cost synergies by 2025e. While 2022 should be a transition year for the company, the outlook should improve from 2023 onwards and the company should achieve the full potential of the business combination between Vita34 and PBKM. Still, the stock remains a Hold with an unchanged PT of EUR 12.00, in light of the lack of short-term catalysts.

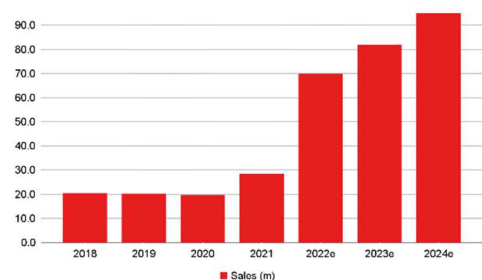


Rel. Performance vs CDAX:	
1 month:	2.5 %
6 months:	0.5 %
Year to date:	-9.7 %
Trailing 12 months:	-7.7 %

Company events:	
30.08.22	Q2
22.11.22	Q3

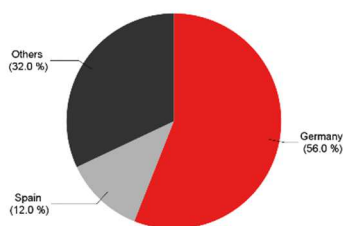
FY End: 31.12. in EUR m	CAGR (21-24e)	2018	2019	2020	2021	2022e	2023e	2024e
Sales	49.5 %	20.4	20.2	19.7	28.4	70.0	81.9	95.0
Change Sales yoy		6.4 %	-0.8 %	-2.9 %	44.5 %	146.3 %	17.0 %	16.0 %
Gross profit margin		58.7 %	62.3 %	57.2 %	43.8 %	47.0 %	47.5 %	47.8 %
EBITDA	-	4.7	5.7	4.4	-0.2	-0.8	10.2	14.2
Margin		23.1 %	28.4 %	22.4 %	-0.5 %	-1.1 %	12.5 %	14.9 %
EBIT	-	2.6	3.3	2.0	-3.1	-7.7	2.5	5.5
Margin		12.9 %	16.2 %	10.0 %	-10.8 %	-11.0 %	3.0 %	5.8 %
Net income	-	0.8	1.3	1.4	-3.7	-5.4	1.7	3.9
EPS	-	0.20	0.33	0.35	-0.63	-0.34	0.11	0.24
EPS adj.	-	0.20	0.33	0.35	-0.63	-0.34	0.11	0.24
DPS	-	0.16	0.00	0.00	0.00	0.00	0.00	0.00
Dividend Yield		1.1 %	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
FCFPS		0.51	1.37	0.70	0.08	-0.13	0.27	0.42
FCF / Market cap		3.7 %	10.6 %	5.7 %	0.5 %	-1.3 %	2.6 %	4.1 %
EV / Sales		3.0 x	2.5 x	2.3 x	3.1 x	2.3 x	1.9 x	1.6 x
EV / EBITDA		13.1 x	8.9 x	10.4 x	n.a.	n.a.	15.5 x	10.7 x
EV / EBIT		23.5 x	15.6 x	23.2 x	n.a.	n.a.	64.5 x	27.5 x
P / E		70.1 x	39.3 x	35.1 x	n.a.	n.a.	92.7 x	42.5 x
P / E adj.		70.1 x	39.3 x	35.1 x	n.a.	n.a.	92.7 x	42.5 x
FCF Potential Yield		5.0 %	6.1 %	7.3 %	-2.5 %	-0.6 %	4.3 %	6.2 %
Net Debt		4.5	-1.8	-5.1	-2.9	-0.8	-5.1	-11.8
ROCE (NOPAT)		3.3 %	4.2 %	6.1 %	n.a.	n.a.	5.8 %	15.5 %
Guidance:		Sales EUR 68-75m, EBITDA EUR -2.0 to EUR 1m						

Sales development
in EUR m



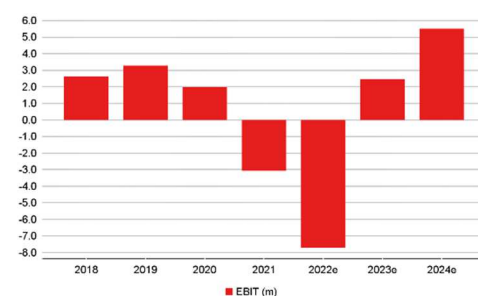
Source: Warburg Research

Sales by regions
2021; in %



Source: Warburg Research

EBIT development
in EUR m



Source: Warburg Research

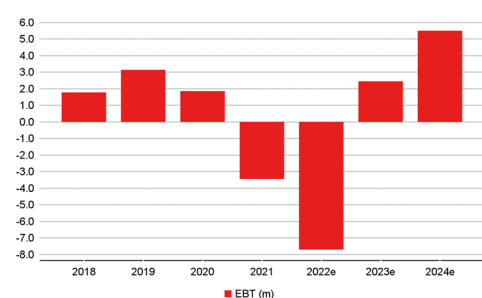
Company Background

- 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

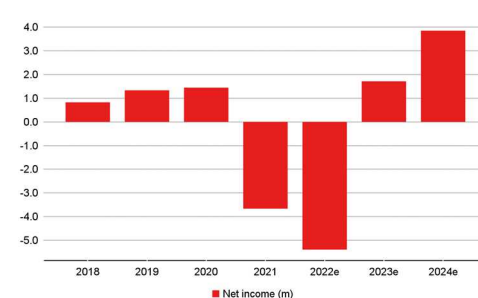
- Vita 34 and PBKM derive its competitive edge from the combination of its leadership in Europe, its extensive network of sales partners in Europe, and its strong market coverage of maternity clinics.
- Barriers to entry are high in the stem-cell banking market. Vita 34 and PBKM have successfully overcome 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
	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	
Sales	70.0	81.9	95.0	110.2	127.8	145.7	163.2	179.5	193.9	205.5	213.8	218.0	221.3	
Sales change	146.3 %	17.0 %	16.0 %	16.0 %	16.0 %	14.0 %	12.0 %	10.0 %	8.0 %	6.0 %	4.0 %	2.0 %	1.5 %	1.0 %
EBIT	-7.7	2.5	5.5	9.5	14.6	17.5	21.2	25.1	27.1	28.8	29.9	30.5	31.0	
EBIT-margin	-11.0 %	3.0 %	5.8 %	8.6 %	11.4 %	12.0 %	13.0 %	14.0 %	14.0 %	14.0 %	14.0 %	14.0 %	14.0 %	
Tax rate (EBT)	30.0 %	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	-5.4	1.7	3.9	6.6	10.2	12.2	14.9	17.6	19.0	20.1	20.9	21.4	21.7	
Depreciation	6.9	7.8	8.6	9.5	10.4	11.1	11.6	11.9	11.8	11.5	10.9	10.0	9.1	
in % of Sales	9.9 %	9.5 %	9.1 %	8.6 %	8.1 %	7.6 %	7.1 %	6.6 %	6.1 %	5.6 %	5.1 %	4.6 %	4.1 %	
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	0.1	1.3	1.4	1.6	1.9	1.9	1.8	1.7	1.5	1.2	0.9	0.5	0.3	
- Capex	3.5	3.9	4.4	5.2	6.1	7.1	8.2	8.7	9.1	9.4	9.4	9.3	9.1	
Capex in % of Sales	5.0 %	4.8 %	4.6 %	4.7 %	4.8 %	4.9 %	5.0 %	4.9 %	4.7 %	4.6 %	4.4 %	4.3 %	4.1 %	
- 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)	-2.1	4.3	6.7	9.4	12.6	14.3	16.5	19.0	20.2	21.1	21.6	21.7	21.3	22
PV of FCF	-2.0	3.7	5.4	6.9	8.5	8.9	9.4	10.0	9.7	9.3	8.8	8.1	7.3	94
share of PVs	3.80 %			46.24 %										49.96 %

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 2034e	94		
Terminal Value	94		
Financial liabilities	32		
Pension liabilities	0		
Hybrid capital	0		
Minority interest	-1		
Market val. of investments	0		
Liquidity	35	No. of shares (m)	16.0
Equity Value	192	Value per share (EUR)	11.97

Sensitivity Value per Share (EUR)

Beta	WACC	Terminal Growth							Beta	WACC	Delta EBIT-margin						
		0.25 %	0.50 %	0.75 %	1.00 %	1.25 %	1.50 %	1.75 %			-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 %	9.99	10.11	10.23	10.35	10.49	10.63	10.78	1.51	9.9 %	9.18	9.57	9.96	10.35	10.74	11.13	11.52
1.40	9.4 %	10.68	10.82	10.96	11.11	11.27	11.44	11.62	1.40	9.4 %	9.86	10.28	10.69	11.11	11.53	11.95	12.36
1.35	9.1 %	11.06	11.21	11.36	11.53	11.70	11.89	12.09	1.35	9.1 %	10.23	10.66	11.09	11.53	11.96	12.39	12.82
1.30	8.9 %	11.46	11.62	11.79	11.97	12.16	12.37	12.58	1.30	8.9 %	10.62	11.07	11.52	11.97	12.42	12.87	13.32
1.25	8.6 %	11.89	12.06	12.25	12.44	12.65	12.88	13.12	1.25	8.6 %	11.05	11.51	11.98	12.44	12.91	13.37	13.84
1.20	8.4 %	12.34	12.53	12.73	12.95	13.18	13.43	13.70	1.20	8.4 %	11.50	11.98	12.47	12.95	13.43	13.92	14.40
1.09	7.9 %	13.34	13.57	13.81	14.08	14.36	14.66	14.99	1.09	7.9 %	12.50	13.03	13.55	14.08	14.60	15.12	15.65

- 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	2018	2019	2020	2021	2022e	2023e	2024e	
Net Income before minorities	0.8	1.3	1.4	-3.9	-5.4	1.7	3.9	
+ Depreciation + Amortisation	2.1	2.5	2.4	2.9	6.9	7.8	8.6	
- Net Interest Income	-0.8	-0.1	-0.1	-0.4	0.0	0.0	0.0	
- Maintenance Capex	0.7	0.8	0.6	1.6	2.5	2.8	3.1	
+ Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
= Free Cash Flow Potential	3.1	3.1	3.3	-2.2	-0.9	6.8	9.4	
FCF Potential Yield (on market EV)	5.0 %	6.1 %	7.3 %	-2.5 %	-0.6 %	4.3 %	6.2 %	
WACC	8.90 %	8.90 %	8.90 %	8.90 %	8.90 %	8.90 %	8.90 %	
= Enterprise Value (EV)	61.7	51.2	45.8	87.5	162.8	158.5	151.8	
= Fair Enterprise Value	34.5	35.1	37.5	n.a.	n.a.	75.9	106.2	
- Net Debt (Cash)	-2.9	-2.9	-2.9	-2.9	-0.8	-5.1	-11.8	
- 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	36.3	36.8	39.3	n.a.	n.a.	79.8	116.8	
Number of shares, average	4.1	4.1	4.1	5.8	16.0	16.0	16.0	
= Fair value per share (EUR)	8.88	9.02	9.47	n.a.	n.a.	4.98	7.28	
premium (-) / discount (+) in %						-51.2 %	-28.6 %	
Sensitivity Fair value per Share (EUR)								
	11.90 %	4.73	4.81	5.12	n.a.	n.a.	3.78	5.62
	10.90 %	5.14	5.22	5.56	n.a.	n.a.	4.11	6.07
	9.90 %	5.63	5.71	6.09	n.a.	n.a.	4.50	6.62
WACC	8.90 %	8.88	9.02	9.47	n.a.	n.a.	4.98	7.28
	7.90 %	6.98	7.09	7.56	n.a.	n.a.	5.58	8.12
	6.90 %	7.95	8.07	8.61	n.a.	n.a.	6.35	9.20
	5.90 %	9.24	9.39	10.02	n.a.	n.a.	7.38	10.65

▪ Low maintenance capex requirements

Valuation	2018	2019	2020	2021	2022e	2023e	2024e
Price / Book	1.7 x	1.8 x	1.9 x	2.1 x	4.9 x	4.9 x	4.6 x
Book value per share ex intangibles	-1.25	-1.61	-1.52	-5.74	-2.45	-2.19	-1.79
EV / Sales	3.0 x	2.5 x	2.3 x	3.1 x	2.3 x	1.9 x	1.6 x
EV / EBITDA	13.1 x	8.9 x	10.4 x	n.a.	n.a.	15.5 x	10.7 x
EV / EBIT	23.5 x	15.6 x	23.2 x	n.a.	n.a.	64.5 x	27.5 x
EV / EBIT adj.*	23.5 x	15.6 x	23.2 x	n.a.	n.a.	64.5 x	27.5 x
P / FCF	27.3 x	9.5 x	17.7 x	193.5 x	n.a.	38.3 x	24.3 x
P / E	70.1 x	39.3 x	35.1 x	n.a.	n.a.	92.7 x	42.5 x
P / E adj.*	70.1 x	39.3 x	35.1 x	n.a.	n.a.	92.7 x	42.5 x
Dividend Yield	1.1 %	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
FCF Potential Yield (on market EV)	5.0 %	6.1 %	7.3 %	-2.5 %	-0.6 %	4.3 %	6.2 %

*Adjustments made for: No adjustments of earnings

Consolidated profit and loss

In EUR m	2018	2019	2020	2021	2022e	2023e	2024e
Sales	20.4	20.2	19.7	28.4	70.0	81.9	95.0
Change Sales yoy	6.4 %	-0.8 %	-2.9 %	44.5 %	146.3 %	17.0 %	16.0 %
COGS	8.4	7.6	8.4	16.0	37.1	43.0	49.6
Gross profit	12.0	12.6	11.3	12.4	32.9	38.9	45.4
<i>Gross margin</i>	<i>58.7 %</i>	<i>62.3 %</i>	<i>57.2 %</i>	<i>43.8 %</i>	<i>47.0 %</i>	<i>47.5 %</i>	<i>47.8 %</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	4.9	5.6	17.6	19.2	21.5
Administration expenses	4.8	4.7	4.2	7.5	14.5	15.2	16.2
Other operating expenses	0.3	0.3	0.8	3.3	8.9	3.3	3.6
Other operating income	0.7	0.5	0.6	1.0	0.4	1.2	1.4
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	4.7	5.7	4.4	-0.2	-0.8	10.2	14.2
<i>Margin</i>	<i>23.1 %</i>	<i>28.4 %</i>	<i>22.4 %</i>	<i>-0.5 %</i>	<i>-1.1 %</i>	<i>12.5 %</i>	<i>14.9 %</i>
Depreciation of fixed assets	0.5	1.0	0.4	0.9	2.1	2.3	2.5
EBITA	4.2	4.8	4.0	-1.1	-2.9	7.9	11.7
Amortisation of intangible assets	1.6	1.5	2.0	2.0	4.8	5.5	6.2
Goodwill amortisation	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	2.6	3.3	2.0	-3.1	-7.7	2.5	5.5
<i>Margin</i>	<i>12.9 %</i>	<i>16.2 %</i>	<i>10.0 %</i>	<i>-10.8 %</i>	<i>-11.0 %</i>	<i>3.0 %</i>	<i>5.8 %</i>
EBIT adj.	2.6	3.3	2.0	-3.1	-7.7	2.5	5.5
Interest income	0.0	0.1	0.1	0.2	0.2	0.2	0.2
Interest expenses	0.9	0.2	0.2	0.5	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	1.8	3.1	1.9	-3.4	-7.7	2.5	5.5
<i>Margin</i>	<i>8.7 %</i>	<i>15.5 %</i>	<i>9.5 %</i>	<i>-12.1 %</i>	<i>-11.0 %</i>	<i>3.0 %</i>	<i>5.8 %</i>
Total taxes	1.0	1.8	0.4	0.5	-2.3	0.7	1.7
Net income from continuing operations	0.8	1.3	1.4	-3.9	-5.4	1.7	3.9
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	0.8	1.3	1.4	-3.9	-5.4	1.7	3.9
Minority interest	0.0	0.0	0.0	-0.3	0.0	0.0	0.0
Net income	0.8	1.3	1.4	-3.7	-5.4	1.7	3.9
<i>Margin</i>	<i>4.1 %</i>	<i>6.6 %</i>	<i>7.4 %</i>	<i>-12.9 %</i>	<i>-7.7 %</i>	<i>2.1 %</i>	<i>4.1 %</i>
Number of shares, average	4.1	4.1	4.1	5.8	16.0	16.0	16.0
EPS	0.20	0.33	0.35	-0.63	-0.34	0.11	0.24
EPS adj.	0.20	0.33	0.35	-0.63	-0.34	0.11	0.24

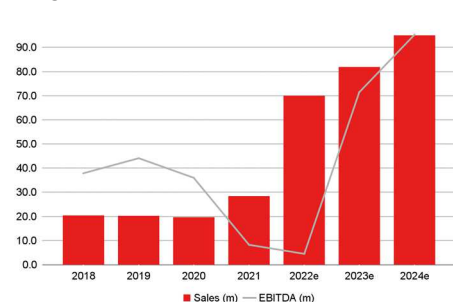
*Adjustments made for: No adjustments of earnings

Guidance: Sales EUR 68-75m, EBITDA EUR -2.0 to EUR 1m

Financial Ratios

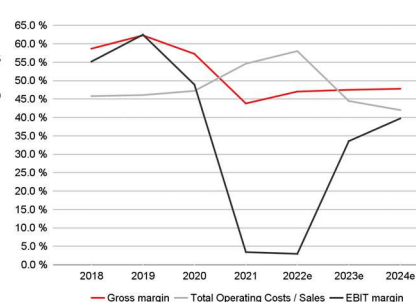
	2018	2019	2020	2021	2022e	2023e	2024e
Total Operating Costs / Sales	45.8 %	46.1 %	47.2 %	54.6 %	58.0 %	44.5 %	42.0 %
Operating Leverage	290.0 x	-31.2 x	14.0 x	n.a.	1.0 x	n.a.	7.8 x
EBITDA / Interest expenses	5.3 x	27.2 x	24.1 x	n.m.	n.m.	51.2 x	70.8 x
Tax rate (EBT)	53.4 %	57.2 %	22.7 %	-13.9 %	30.0 %	30.0 %	30.0 %
Dividend Payout Ratio	78.5 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Sales per Employee	165,927	168,725	169,552	244,991	603,448	706,034	819,000

Sales, EBITDA in EUR m



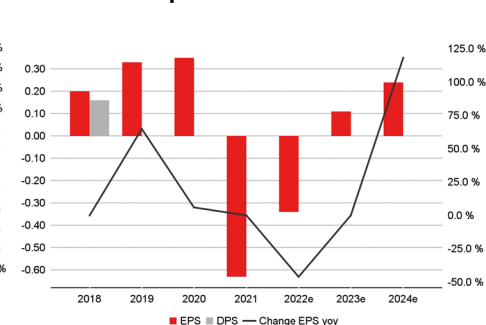
Source: Warburg Research

Operating Performance in %



Source: Warburg Research

Performance per Share



Source: Warburg Research

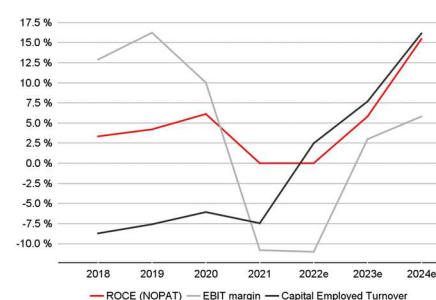
Consolidated balance sheet

In EUR m	2018	2019	2020	2021	2022e	2023e	2024e
Assets							
Goodwill and other intangible assets	38.4	36.8	32.6	76.5	73.0	68.9	64.1
thereof other intangible assets	20.1	18.5	14.2	22.8	19.4	15.2	10.4
thereof Goodwill	18.3	18.3	18.3	53.7	53.7	53.7	53.7
Property, plant and equipment	6.8	7.3	7.4	21.9	20.9	19.7	18.3
Financial assets	3.8	1.2	0.3	1.4	1.4	1.4	1.4
Other long-term assets	1.9	2.9	3.9	22.5	22.5	22.5	22.5
Fixed assets	50.8	48.2	44.2	122.2	117.8	112.4	106.3
Inventories	0.5	0.3	0.4	3.3	3.3	3.9	4.5
Accounts receivable	4.0	2.9	2.3	12.1	12.1	14.1	16.4
Liquid assets	4.7	9.1	10.5	35.4	33.3	39.7	48.8
Other short-term assets	1.3	0.6	1.2	4.9	4.9	4.9	4.9
Current assets	10.5	12.9	14.4	55.7	53.6	62.6	74.6
Total Assets	61.3	61.1	58.6	177.9	171.3	175.0	180.8
Liabilities and shareholders' equity							
Subscribed capital	4.1	4.1	4.1	16.0	16.0	16.0	16.0
Capital reserve	23.9	24.0	24.0	37.0	37.0	37.0	37.0
Retained earnings	2.1	2.4	-1.5	-5.1	-10.5	-8.8	-4.9
Other equity components	3.0	-0.4	-0.5	-4.8	-8.8	-10.5	-12.7
Shareholders' equity	33.2	30.2	26.2	43.1	33.7	33.7	35.4
Minority interest	0.1	0.1	0.0	-1.1	-1.1	-1.1	-1.1
Total equity	33.3	30.3	26.2	41.9	32.5	32.6	34.2
Provisions	0.0	0.9	0.6	0.7	0.7	0.7	0.7
thereof provisions for pensions and similar obligations	0.0	0.1	0.1	0.0	0.0	0.0	0.0
Financial liabilities (total)	9.2	7.3	5.3	32.4	32.4	34.6	37.0
Short-term financial liabilities	1.1	2.1	2.0	12.6	12.6	14.8	17.2
Accounts payable	2.9	1.3	1.3	8.3	8.1	9.4	10.9
Other liabilities	15.9	21.4	25.2	94.5	97.4	97.7	97.9
Liabilities	27.9	30.8	32.4	135.9	138.7	142.4	146.5
Total liabilities and shareholders' equity	61.3	61.1	58.6	177.9	171.3	175.0	180.8

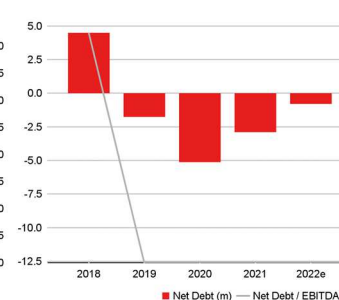
Financial Ratios

	2018	2019	2020	2021	2022e	2023e	2024e
Efficiency of Capital Employment							
Operating Assets Turnover	2.4 x	2.2 x	2.2 x	1.0 x	2.5 x	2.9 x	3.4 x
Capital Employed Turnover	0.5 x	0.7 x	0.9 x	0.7 x	2.2 x	3.0 x	4.2 x
ROA	1.6 %	2.8 %	3.3 %	-3.0 %	-4.6 %	1.5 %	3.6 %
Return on Capital							
ROCE (NOPAT)	3.3 %	4.2 %	6.1 %	n.a.	n.a.	5.8 %	15.5 %
ROE	2.6 %	4.2 %	5.1 %	-10.6 %	-14.1 %	5.1 %	11.2 %
Adj. ROE	2.6 %	4.2 %	5.1 %	-10.6 %	-14.1 %	5.1 %	11.2 %
Balance sheet quality							
Net Debt	4.5	-1.8	-5.1	-2.9	-0.8	-5.1	-11.8
Net Financial Debt	4.5	-1.8	-5.2	-2.9	-0.8	-5.1	-11.8
Net Gearing	13.5 %	-5.8 %	-19.5 %	-6.9 %	-2.4 %	-15.5 %	-34.5 %
Net Fin. Debt / EBITDA	95.2 %	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Book Value / Share	8.0	7.3	6.3	7.4	2.1	2.1	2.2
Book value per share ex intangibles	-1.3	-1.6	-1.5	-5.7	-2.5	-2.2	-1.8

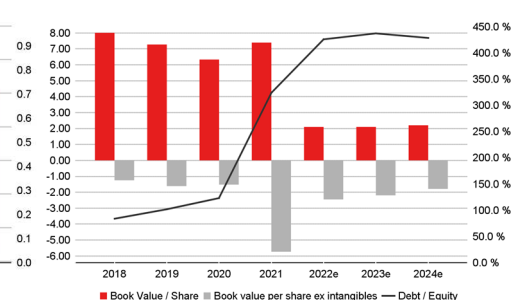
ROCE Development



Net debt in EUR m



Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

Consolidated cash flow statement

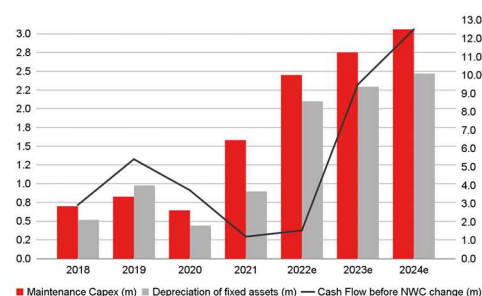
In EUR m	2018	2019	2020	2021	2022e	2023e	2024e
Net income	0.8	3.1	1.4	-3.9	-5.4	1.7	3.9
Depreciation of fixed assets	0.5	1.0	0.4	0.9	2.1	2.3	2.5
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	1.6	1.5	2.0	2.0	4.8	5.5	6.2
Increase/decrease in long-term provisions	0.0	0.1	0.0	-0.1	0.0	0.0	0.0
Other non-cash income and expenses	0.0	-0.2	-0.2	2.2	0.0	0.0	0.0
Cash Flow before NWC change	2.9	5.4	3.7	1.2	1.5	9.5	12.5
Increase / decrease in inventory	0.0	0.2	-0.1	0.3	0.0	-0.6	-0.6
Increase / decrease in accounts receivable	-0.2	0.3	-0.4	1.1	0.0	-2.0	-2.3
Increase / decrease in accounts payable	0.1	0.6	-0.1	0.1	-0.2	1.3	1.5
Increase / decrease in other working capital positions	0.0	0.0	0.4	0.0	0.0	0.0	0.0
Increase / decrease in working capital (total)	-0.1	1.0	-0.2	1.5	-0.1	-1.3	-1.4
Net cash provided by operating activities [1]	2.9	6.4	3.5	2.7	1.4	8.2	11.1
Investments in intangible assets	-0.1	0.0	-0.1	-1.4	-1.4	-1.4	-1.4
Investments in property, plant and equipment	-0.7	-0.8	-0.5	-0.9	-1.1	-1.1	-1.1
Payments for acquisitions	0.0	-0.6	0.0	27.0	0.0	0.0	0.0
Financial investments	0.0	0.0	-0.4	-0.2	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	0.0	-0.1	0.0	0.0	0.0
Net cash provided by investing activities [2]	-0.8	-1.4	-0.3	24.9	-3.5	-3.9	-4.4
Change in financial liabilities	-0.9	-2.3	-2.0	5.6	0.0	2.1	2.4
Dividends paid	-0.7	-0.7	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	0.0	0.2	0.0	0.0	0.0	0.0	0.0
Other	0.0	0.0	0.0	-10.3	0.0	0.0	0.0
Net cash provided by financing activities [3]	-1.6	-2.8	-2.0	-4.7	0.0	2.1	2.4
Change in liquid funds [1]+[2]+[3]	0.5	2.2	1.3	22.9	-2.1	6.4	9.1
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	4.7	9.2	10.4	33.3	31.2	37.6	46.7

Financial Ratios

	2018	2019	2020	2021	2022e	2023e	2024e
Cash Flow							
FCF	2.1	5.6	2.9	0.5	-2.1	4.3	6.7
Free Cash Flow / Sales	10.3 %	27.6 %	14.7 %	1.6 %	-3.0 %	5.2 %	7.1 %
Free Cash Flow Potential	3.1	3.1	3.3	-2.2	-0.9	6.8	9.4
Free Cash Flow / Net Profit	253.0 %	418.6 %	199.3 %	-12.7 %	39.0 %	248.6 %	174.6 %
Interest Received / Avg. Cash	1.0 %	1.0 %	0.7 %	0.8 %	0.6 %	0.5 %	0.4 %
Interest Paid / Avg. Debt	9.2 %	2.6 %	2.9 %	2.9 %	0.6 %	0.6 %	0.6 %
Management of Funds							
Investment ratio	3.8 %	4.1 %	3.3 %	8.0 %	3.5 %	3.0 %	2.6 %
Maint. Capex / Sales	3.4 %	4.1 %	3.3 %	5.6 %	3.5 %	3.4 %	3.2 %
Capex / Dep	37.2 %	33.6 %	26.5 %	77.5 %	35.5 %	31.6 %	28.5 %
Avg. Working Capital / Sales	7.7 %	8.7 %	8.4 %	15.0 %	10.3 %	9.7 %	9.8 %
Trade Debtors / Trade Creditors	137.9 %	227.4 %	176.7 %	146.8 %	149.4 %	150.0 %	150.5 %
Inventory Turnover	16.9 x	26.0 x	22.6 x	4.8 x	11.2 x	11.0 x	11.0 x
Receivables collection period (days)	72	52	43	156	63	63	63
Payables payment period (days)	125	61	57	188	80	80	80
Cash conversion cycle (Days)	-32	5	2	42	16	16	16

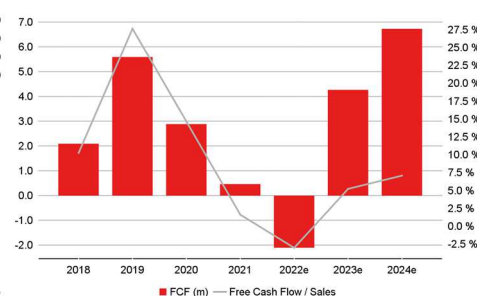
CAPEX and Cash Flow

in EUR m



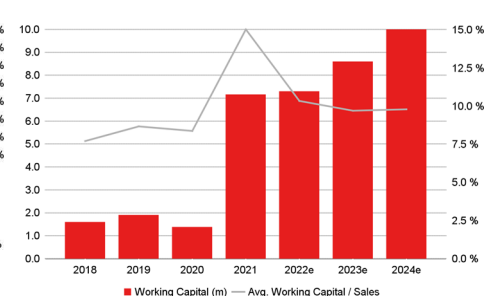
Source: Warburg Research

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	http://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	161	75
Hold	46	21
Sell	4	2
Rating suspended	4	2
Total	215	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	48	83
Hold	8	14
Sell	0	0
Rating suspended	2	3
Total	58	100

PRICE AND RATING HISTORY VITA 34 AS OF 26.08.2022


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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