

# Interim Report January to June 2017

# Key Financial Figures

		Q2 2017	Q2 2016	H1 2017	H1 2016
Profit/loss					
Total operating revenue	EUR k	4,256	4,667	8,576	8,651
Revenues	EUR k	4,071	4,210	8,152	8,021
Gross profit	EUR k	2,163	2,165	4,611	4,040
EBITDA	EUR k	-1,040	541	-332	858
EBITDA margin on revenues	%	-25.5	12.9	-4.1	10.7
EBIT	EUR k	-1,306	254	-860	293
Net result for the period	EUR k	-1,322	148	-1,042	148
Earnings per share	EUR	-0.44	-0.03	-0.35	-0.02
Balance sheet/cash flow				06/30/2017	06/30/2016
Total assets	EUR k	_	_	64,547	42,873
Equity	EUR k	_	_	24,133	23,612
Equity ratio		_	_	37.4	55.1
Liquid funds	EUR k		_	5,471	1,444
Capital expenditures	EUR k	-6,353	-157	-6,576	-374
Depreciation	EUR k	265	287	527	565
Cash flow from operating activities	EUR k	-149	41	-130	-63
Employees					
Number*	Number	_	_	120	118
Personnel expenditures	EUR k			4,148	3,107

<sup>\*</sup> not including Seracell employees

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Dear Shareholders,

The 2017 fiscal year has been a special year for Vita 34. In April we celebrated our 20th anniversary, and symbolically performed the 150,000th storage of an umbilical cord preparation here in Leipzig. In the second quarter we informed you about the planned acquisition of Seracell Pharma AG in Rostock, our most important competitor on the German market. We have worked hard and successfully on this project, and we will complete the integration of our new subsidiary by the end of the year. The acquisition will cost us EUR 14.1 million, which we are financing with a bank loan and two capital measures, a private placement and a rights issue. We have successfully completed both measures, transferred the first tranche of the purchase price, and taken over the management of Seracell. Thus, the new Vita 34 is the only German provider on the international market, and has now exceeded the 200,000 storage mark. This strengthens our position and that of our current and future partners. At the same time, Vita 34 is the largest and market leading private stem cell bank in the German-speaking countries, number 2 in Europe, and number 8 worldwide. This was possible because we have built up a recognized competence for stem cells from umbilical cord blood and tissue.

We can report on a successful first half-year in our operating business. Revenues increased by 2.5 percent to nearly EUR 8.2 million, and the gross profit increased by 14 percent.

These figures do not yet contain revenues from Seracell, however, this acquisition naturally also entails short-term effects that will be reflected in expenses and profits. Specifically, these are transaction costs amounting to EUR 0.3 million, as well as integration costs including severance and separation payments totalling EUR 1.0 million. In addition, the company expects costs from changes in management of EUR 0.6 million.

Due to the special effects totalling EUR 1.9 million, which have been fully portrayed in the first half year, the earnings before interest, taxes, depreciation and amortization (EBITDA) have been reduced to EUR -0.3 million (H1 2016: EUR +0.9 million).

The Seracell transaction was not yet included in the prognosis we published in March, therefore, we have adjusted our prognosis for 2017 slightly after taking over the management of the company. In the current fiscal year, the acquisition of Seracell will contribute a small portion to the revenues and profit of Vita 34 due to the initial consolidation during the year. At the same time, however, all of the one-time effects from the acquisition will flow into this year's income statement. From 2018 onward, the financial figures will show that the acquisition of Seracell is an extremely attractive transaction for Vita 34. In the medium term we will grow to a new degree with regard to revenues and above all profits.

Our base of investors expanded significantly in June and July in the wake of the two capital measures, and there was great interest on the part of the new investors. We are pleased about an important new investor in our circle of shareholders, who supported both measures to a large extent. In addition, there were changes in the Management Board in the first half-year, and also in the Supervisory Board following the Annual General Meeting at the end of June. Here, in the name of the Management Board and the staff, we would like to express our heartfelt thanks to our Management Board Chairman of many years, Dr. André Gerth, our Finance Director, Falk Neukirch, and our Supervisory Board Chairman of many years Dr. Hans-Georg Giering, as well as Supervisory Board members Dr. Holger Födisch and Artur Isaev.

The Management and Supervisory Boards will continue the Buy and Build strategy. It is both motivation and an obligation for us to maintain the trust of our customers, and to expand our market and international position. Vita 34 plans to continue its successful development towards an attractive investment case with clear growth signals, lucrative margins and secure cash flows. We are pleased to have been able to distribute dividends for the third year in a row, and we would like to thank all of our shareholders for the trust they have placed in us, as well as their support in the successfully concluded capital measures.

Leipzig, August 2017

Dr. Wolfgang Knirsch

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Chairman of the Management Board

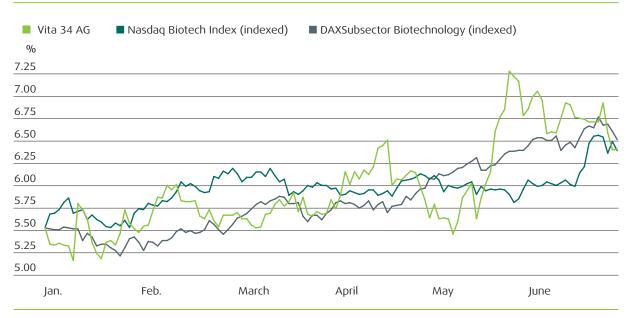
Alexander Starke

A. Plantu

Member of the Management Board

# The Vita 34 AG Stock

#### Stock Price Development (January 1, 2017 - June 30, 2017)



# Information and Key Figures on the Stock as of June 30, 2017

Ticker symbol / Reuters symbol	V3V/ V3VGn.DE
Securities number/ ISIN	A0BL84/ DE000A0BL849
Initial quotation	03/27/2007
Exchange	Frankfurt Stock Exchange
Market segment	Prime Standard
Indices	CDAX, Prime All Share, Technology All Share, DAX-subsector Biotechnology, DAXsubsector Pharma & Healthcare
Designated sponsor	ODDO SEYDLER Bank AG
Opening/closing price (Xetra)	EUR 5.59/EUR 6.41
High/low (Xetra closing price)	EUR 7.34/EUR 5.17
Average daily trading volume	16,315 shares
Number of shares	3,329,149
Market capitalization	approx. EUR 21 million

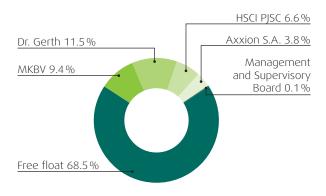
# Stock Price Development

The stock began the year with a price of EUR 5.54. After lows in January and February 2017, the stock sought to break out in April and May after lateral movement in Q1. After the end of the reporting period, the stock reached its intraday high since 2009 of EUR 9.53 on August 16, 2017, and settled into a price between EUR 8.0 and 9.0 in August. In all, the Vita 34 stock has significantly outperformed both the DAXsubsector Biotechnology, as well as NASDAQ Biotech thus far in 2017. At the end of August, the market capitalization was approx. EUR 35 million based on the current number of shares outstanding (4,145,959) subsequent to the rights issue and an increase in the stock price.

# Capital Measures and Shareholder Structure

Investor relations work was significantly intensified in the second quarter and numerous investor discussions and media interviews were conducted within the scope of the Seracell acquisition and in preparation for the capital measures. A favorable stock price development has made Vita 34 an attractive investment and both capital measures were concluded successfully. Gross issue proceeds of approx. EUR 2 million were achieved via the private placement, and some EUR 5 million via the rights issue capital increase. The details of these measures are expounded on in the Notes.

### Shareholder Structure\* of Vita 34 as of June 30, 2017



\* The information is based on voting rights, assumptions by Vita 34 and voluntary disclosures by the shareholders.

As compared with the prior year significant changes occurred in the shareholder structure as a result of the capital measures. Within the scope of a private placement at the beginning of June, MK Beleggingsmaatschappij Venlo B.V. (MKBV) joined with a 9.4 percent share, and also declared that it was prepared to support Vita 34 with the planned rights issue capital increase. MKBV took on a backstop obligation, whereby it would purchase any new shares potentially not subscribed to within the scope of this additional capital raise up to a maximum amount of nearly EUR 3 million, to the extent the subscription price did not exceed EUR 6.50.

Following the rights issue capital increase including the private placement of shares not subscribed to, the following changes resulted: The share of MKBV increased to 11.6 percent. The shareholding position of Human Stem Cells Institute PJSC (HSCI), Moscow, was reduced from 6.6 percent to nearly 0, according to information provided by the shareholder; Axxion S.A. increased its position to 4.8 percent of shares by exercising its subscription rights and purchasing additional shares. The new members of

the Management Board and Supervisory Board hold 0.1 percent of the shares; this amount is significantly lower subsequent to Dr. André Gerth leaving the Management Board. Dr. Gerth remains a private shareholder with 11.6 percent of the shares. Vita 34 AG continues to have a high free float of 66.6 percent, however, with new institutional investors that were below the reporting threshold of 3 percent.

During the reporting period Montega AG – Equity Research included Vita 34 in their analysis. In their current research report date August 9, 2017, Montega issued a buy recommendation for the Vita 34 stock and increased the target price from EUR 8.40 to EUR 9.10.

# **Annual General Meeting**

The regular Annual General Meeting took place on June 28, 2017 in Leipzig, and voted on the use of the 2016 balance sheet profit, the discharge of the Management Board, as well as the Supervisory Board for fiscal year 2016 and the appointment of an auditor and group auditor. In addition, a vote was taken on reducing the Supervisory Board to four members, on Supervisory Board compensation and the new election of the Supervisory Board. The Annual General Meeting also authorized the Management Board to create new authorized capital 2017, as well as new conditional capital for issuing convertible bonds/warrants and to rescind the old capital.

You can find detailed presentations of the Supervisory Board, as well as additional information on the Annual General Meeting and the resolutions adopted, and additional information on the Vita 34 stock at www.vita34group.com.

# Financial Calendar 2017

08/30-08/31/2017	Roadshow, Hamburg
09/05-09/06/2017	15th DVFA SCC_ Small Cap Conference
09/08-09/09/2017	Rüttnauer Research IR Event, Duesseldorf
11/23/2017	Publication of the Quarterly Report (Q3 closing)
11/27-11/29/2017	German Equity Forum 2017, Frankfurt

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# Group Interim Management Report

# **Group Fundamentals**

#### **Business Model**

Core Business. The core business of Vita 34 is the collection, preparation and storage of stem cells from umbilical cord blood and tissue. With more than 200,000 stem cell deposits this company, founded in 1997, is by far the largest stem cell bank in the German-speaking countries, and it is the second largest private umbilical cord blood bank in Europe today. Vita 34 operates in a highly regulated market, both with regard to the use of umbilical cord blood and also umbilical cord tissues, which fall under organ transplant legislation. The group is active in 29 countries in Europe and around the world with 120 employees. With the acquisition of Seracell Pharma AG, Rostock, the strong position of Vita 34 AG in the German market has been expanded further.

Medical Potential. Stem cells have been used for treating serious diseases for 60 years now. The transplantation of stem cells from umbilical cord blood is well established with regard to disorders involving blood formation, immune system diseases, and those suffering cancer.

They are already used as therapy for more than 80 diseases in stem cell medicine, among them auto-immune diseases, metabolic disorders and brain damage. In addition, the stem cells from umbilical cord blood are being used with promising results in the case of brain damage or auto-immune disorders such as Type 1 diabetes and multiple sclerosis.

The use of the body's own stem cell may represent the future of regenerative medicine in the treatment of sports injuries, the consequences of heart attacks and strokes, or wear of bone and cartilage. The first transplant of stem cells from umbilical cord blood was performed in 1988. By 2001 there had already been 42 successful transplants, and by 2013 more than 1,100 in the USA alone.¹ Their regular use illustrates that medical progress is consistently coming closer to the goal of releasing their enormous potential.

Cooperation with Birthing Clinics and Gynecologists. In order to obtain the youngest and most vital stem cells during birth, Vita 34 works together with some 2,000 birthing facilities and 15,000 obstetrician-gynecologists and midwives in Germany and other European countries. Vita 34 regularly trains OB/GYNs and midwives in the collection of umbilical cord blood and tissue, in order to ensure the greatest possible process assurance.

Storage and Removal Process. After collection, the stem cells are transported to the Vita 34 stem cell laboratory in Leipzig via courier in a special transport packaging. There they are cryo-preserved and stored in a GMP-compliant manner, based on a production permit. Thus, the stem cells from umbilical cord blood and tissue are preserved for therapeutic use for many decades. The storage of stem cells from umbilical cord blood allows people to participate in the developments and advances of stem cell medicine. With the storage parents invest in a provision for the future and in medical progress; they secure for their child a unique chance at his/her birth.

<sup>&</sup>lt;sup>1</sup> https://www.bioinformant.com, 2015-2016 research report

**Investment in Research and Development.** Vita 34 invests some 10 percent of revenues in applied stem cell research. To this end, the company works with renowned research institutes and universities throughout Germany, and makes a significant research contribution toward medical progress, especially in regenerative medicine.

Quality Assurance. It is only through consistent quality assurance that Vita 34 can set and maintain the highest standards. In addition to a permit for the storage of umbilical cord blood for allogenic purposes (for the donor him/herself) Vita 34 has permits for the dispensing of preparations for siblings and donation recipients. For umbilical cord blood Vita 34 also has the capability and the permits to offer customers the storage of whole blood, as well as separated blood. Vita 34 remains the only private stem cell bank that is authorized for the collection, processing, cryo-preservation and storage of umbilical cord tissue in Germany, Austria, and Switzerland (DACH region). This spectrum is to be further expanded, and a production permit for the collection of adult stem cells will be applied for.

#### **Objectives and Strategy**

Vita 34 pursues a Buy and Build growth strategy based on three building blocks:

- Organic growth by strengthening of sales efficiency and market position
- Inorganic growth through acquisitions and sales cooperations
- Active portfolio and life-cycle management through new products and patents

#### **Control System and Performance Indicators**

The Management Board has identified the following key figures for internal group control of the company: revenue and earnings before interest, taxes, depreciation and amortization (EBITDA). In addition, figures such as total operating revenue, EBITDA margin, and equity ratio are used to describe the course of business, but they are not included in the guidance. The development of the control variables as compared with defined targets is reported on an annual basis. More detailed information on this can be found in the "Control System and Performance Indicators"

chapter of the Vita 34 AG annual report dated March 30, 2017. This can be found on the Vita 34 website (www. vita34group.com).

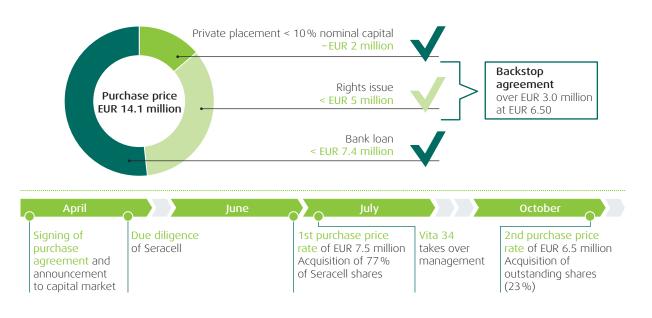
#### Special Events in the Reporting Period

Acquisition of Seracell. In the first half-year of 2017 the acquisition of Seracell was the focal point of activities. With this, Vita 34 is striving to expand its market leadership in Germany. Since 2002, Seracell has been active in the field of stem cell and tissue technology, and has operated a manufacturing laboratory and cryogenic storage facility in Rostock, while the administrative functions were located in Berlin. Like Vita 34, Seracell is EU GMP certified. Since starting storages in 2008, Seracell has stored some 40,000 preparations. In 2016 nearly 5,000 new contracts were entered into in Germany, and an additional 1,400 in Europe. The main motivator for the acquisition is an additional, significant business potential with 40,000 additional regular customers and an expected revenue growth of some EUR 5 million per year.

Process and Financing of the Acquisition. On April 20, 2017 a purchase agreement for the acquisition was entered into under deferring conditions, and upon the conclusions of a positive company audit was completed on May 26, 2017. The financing of the acquisition price of EUR 14.1 million was done by means of a bank loan of EUR 7.4 million, as well as via two equity raises, which contributed the additional EUR 6.5 million of the purchase price. 77 percent of the shares in Seracell were acquired on June 28, 2017 with the first purchase price tranche, and Seracell has been fully consolidated as of June 30, 2017.

**Private Placement with a New Strategic Investor.**On June 13, 2017 a memorandum-free capital raise for increasing the nominal capital by up to 10 percent in exchange for cash contributions, with partial use of the authorized capital 2014, was announced and conducted. MK Beleggingsmaatschappij B.V. (MKBV) subscribed to all 302,649 new, individually registered, non-par value shares, each with a calculatory share in the nominal capital of the company of EUR 1.00 per non-par value share and profit

### Financing and Schedule of the Acquisition



rights as of January 1, 2017, at an issue price of EUR 6.62. The nominal capital of Vita 34 AG was increased from EUR 3,026,500.00 to EUR 3,329,149.00. The raise was entered into the commercial register of the District Court Leipzig on June 16, 2017. The gross proceeds of the raise of some EUR 2 million are the second component of the Seracell financing. As the third financing component, a rights issue capital increase announced on April 20, 2017 was conducted after the end of the reporting period. This is described in the Subsequent Report.

**Expansion of Market Position in Germany.** With the acquisition of Seracell Vita 34 will not only expand its market position in Germany, but also in Romania, Serbia and Spain. This acquisition marks an important step towards the implementation of a Buy and Build strategy, and it should be completed by the end of the year.

**Personnel Changes in the Management Board and Supervisory Board.** Apart from the continuation of the Buy and Build strategy, the first half-year 2017 was also characterized by changes in the Management Board and

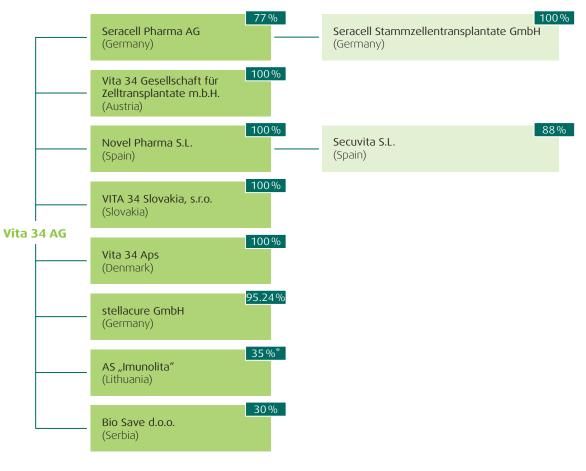
Supervisory Board. After the removal of Management Board Chairman Dr. André Gerth in June, and the departure of CFO Falk Neukirch in April this year, the Management Board now consists of Dr. Wolfgang Knirsch, up to now responsible for sales and marketing, as well as Alexander Starke. Starke, who has been a member of the Supervisory Board of Vita 34 AG since 2012 and its Vice Chairman since 2015, has been assigned to the Management Board until December 31, 2017, and he possesses detailed knowledge about the company.

Regular Annual General Meeting: Among other things, the Annual General Meeting 2017 resolved to reduce the Supervisory Board from six to four members on June 28. Artur Isaev resigned his position on the Supervisory Board. In addition, the terms of Dr. Hans-Georg Giering, Alexander Starke and Dr. Holger Födisch ended. The Annual General Meeting elected Frank Köhler and Steffen Richtscheid to be new members of the Supervisory Board. The Supervisory Board elected Frank Köhler to be its new Chairman, Gerrit Witschaß remains as Vice Chairwoman. The fourth member of the Supervisory Board is still Dr. med. Mariola Söhngen.

## Change in Group Structure

The most important change in group structure in the first half-year was the acquisition of Seracell, including its subsidiary Seracell Stammzelltechnologie GmbH. The stake in stellacure GmbH in Germany increased to 95.24 percent. In addition, the renaming of Stemcare ApS, active in Denmark, Sweden and Norway, to Vita 34 ApS continued.

## Corporate Structure



<sup>\*</sup> incl. majority of the voting rights

## **Economic Report**

# Overall Economic Environment and Industry-Related Peripheral Conditions

Vita 34 has continually expanded its activities in international markets, especially the European market, over the last few years via subsidiaries, as well as sales partners and cooperative venture partners. The economic environment in Europe and the most important target markets, therefore, influences business activities.

**Europe.** In Europe, the economic recovery continued in the first half-year of 2017. Following the British decision for "Brexit" the prior year, the political situation appears to be more stable again after the elections in the Netherlands and France. There also seem to be the first tendencies towards a financial recover in Greece, as well. An increase in investment and wages would provide an important impetus for more rapid economic growth in Europe. In the eurozone the European Commission expects growth of 1.7 percent for the 2017, and 1.8 percent for the year 2018 in its Spring forecast.<sup>2</sup>

**Germany.** In Germany, the economic situation remains solid, among other things thanks to increases in private consumption, as well as private and public investments in construction. According to estimates by the European Commission, real growth in 2017 of 1.6 percent will be slightly below that of 2016 due to fewer work days. In all, the Commission expects sustained growth.<sup>3</sup>

Consumer Prices. The decision to store umbilical cord blood and tissue is, among other things, dependent on the purchasing power, as well as the income of the populace. Although oil prices fell during the first half-year of 2017 they were, however, slightly above the prior year's level and have had a negative effect on disposable real income. In the second half of the year, energy prices will increase

incrementally and domestic prices will increase as a result of stronger domestic demand. Consumer price inflation in the eurozone is estimated to be 1.6 percent this year (EU: 1.8 percent), higher than estimated for 2017 last year (Germany: 1.4 percent; EU: 1.5 percent). The current prognosis for 2018 is 1.3 percent for Germany and 1.7 percent for the eurozone.<sup>4</sup>

#### **Development of Business**

The first half-year was characterized by important events such as the acquisition of Seracell and financial transactions. They are described in detail in the "Special Event in the Reporting Period" chapter.

International Development. With the solidification of German market leadership, the acquisition of Seracell is contributing to the expansion of the existing international presence, particularly in Serbia, Spain and Romania. In addition, in the first half-year 2017 Vita 334 entered into a cooperation with the Chinese AVIC Biology company, one of the leading Chinese companies in stem cell research. The technology transfer including the necessary employee training for the establishment of a stem cell bank has been completed for the most part. A cooperation agreement was signed in June with the Romanian BesMax Life Solutions company. The company is part of the Life Solutions Group, which has good access to birthing clinics via the distribution of specialty pharmaceuticals, among others in gynecology and birthing assistance. This access is an important prerequisite for establishing an efficient logistics network, not only for approaching potential customers, but also for the collection and preparation of umbilical cord blood and tissue. The Romanian market is roughly equivalent to the German market with regard to the number of births and deposits. The production of stem cell preparations from the specimens collected and their cryo-preservation is to take place at Vita 34 in Leipzig.

<sup>&</sup>lt;sup>2</sup> European Commission (2017), European Economic Forecast. Spring 2017, Institutional Paper 53, p. 1

<sup>&</sup>lt;sup>3</sup> European Commission (2017), European Economic Forecast. Spring 2017, Institutional Paper 53, p. 70

European Commission (2017), European Economic Forecast. Spring 2017, Institutional Paper 53, p. 32

Thus, Vita 34 has successfully furthered its Buy and Build strategy and sustainably solidified its position on the German and also European markets. The implementation of this strategy is, indeed, associated with higher expenditures in the short-term, however, in the long-term it will lead to cost savings and an increase in profitability.

Important New Patent. In the area of product development Vita 34 proved its innovative strength with the issuance of a patent by the European Patent Office in January. The patent describes a process for the disinfection, preparation, cryo-preservation and cell isolation of umbilical cord tissue. Vita 34, therefore, is currently the only German stem cell bank that is allowed to store both blood as well as tissue from the umbilical cord of newborns for later use according to all valid regulations. With this EU patent the company has confirmed its leading role in the research and development of medical processes, which will play a decisive role for health and life extension in the future.

#### Revenue and Profit Situation

#### First Half-Year 2017

In the first six months revenues rose to nearly EUR 8.2 million (H1 2016: EUR 8.0 million). This does not yet take revenues from Seracell into account. Total operating revenue, which also contains other income, decreased slightly to EUR 8.6 million (H1 2016: EUR 8.7 million). Based on lower selling costs in the period of approx. EUR 0.4 million the gross profit from revenues rose by 14 percent to EUR 4.6 million (H1 2016: EUR 4.0 million). The decrease in selling costs reflects the positive synergetic effects and economies of scale following the successfully concluded integration of the subsidiaries acquired in 2015. The gross margin increased to 56.6 percent (H1 2016: 50.4 percent).

The earnings before interest, taxes, depreciation and amortization (EBITDA) of EUR –0.3 million was heavily influenced in the first half-year by expenditures in conjunction

with the acquisition of Seracell (H1 2016: EUR +0.9 million). Whereas the selling costs of EUR 2.4 million were slightly lower than the prior year's level (EUR 2.5 million), the other operating expenses of EUR 0.9 million increased (H1 2016: EUR 0.1 million). This mainly encompasses the costs for the integration of Seracell in the amount of EUR 0.9 million, e.g. for forming provisions for severance and pending losses. Higher consulting costs in conjunction with the acquisition of Seracell had a cost increasing effect on administrative costs. They were EUR 2.6 million (H1 2016: EUR 1.9 million) and in the first half-year 2017 they contained additional personnel costs due to the change in management.

The EBITDA margin was temporarily reduced to -4.1 percent due to the special effects described as compared with 10.7 percent in the first six months of 2016.

The earnings before interest and taxes (EBIT) decreased to EUR –0.9 million in the reporting period (H1 2016: EUR 0.3 million).

The net result in the first half-year 2017 decreased to EUR –1.0 million (H1 2016: EUR 0.1 million). The earnings per share taking into consideration the shares of other shareholders were EUR –0.35 (prior year EUR –0.02), whereby the number of shares issued in the reporting period increased by 302,649 shares in the wake of a private placement.

The net result has been mainly influenced by acquisition activities, including an audit and valuation, and the associated consulting costs. Vita 34 expects higher expenditures in the second half-year until the integration is mainly completed by the end of the year. In the second half-year, on the other hand, the revenues of Seracell and lower costs for the Berlin location will have an impact. This location, where the Marketing & Sales, Administration, and Finance departments were located, will be closed. The storage capacities at the Rostock location will be retained for the

time being; production and quality management will be successively moved to Leipzig. This will result in cost savings, based on which positive effects are expected for the year as a whole.

#### **Second Quarter 2017**

In Q2 2017, Vita 34 posted revenues of EUR 4.0 million following EUR 4.2 million in the prior year's quarter. The slight reduction reflects the removal of revenues from the customers from the Bio Save group, which was not yet fully consolidated in the prior year. In the first half-year 2017, on the other hand, the revenues of Vita 34 with the Bio Save group at the transfer pricing agreed upon are reflected. EBITDA of EUR -1.0 million was clearly negative, mainly due to the Seracell acquisition, following EUR 0.7 million in Q1 and EUR 0.5 million in the prior year's quarter. This had an impact especially on the other operating expenses of EUR 0.9 million (Q2 2016: EUR 0.04 million). Administrative costs in Q2 were EUR 1.5 million (Q2 2016: EUR 1.0 million); the selling expenses were EUR 1.3 million (Q2 2016: EUR 1.3 million). EBIT was reduced to EUR -1.3 million following EUR 0.3 million the prior year.

#### **Financial Situation**

Based on earnings before income tax in the amount of EUR –0.9 million in the first half of 2017 (H1 2016: EUR 0.3 million), after adjustments for non-cash items, there was a cash flow from operating activities of EUR –0.1 million (H1 2016: EUR –0.06 million).

The cash flow from investing activities totaled EUR -6.5 million in the first half-year 2017 (H1 2016: EUR -0.4 million). This primarily encompasses the acquisition of Seracell less cash acquired totaling EUR -6.2 million.

The cash flow from financing activity of EUR 9.3 million in the reporting period changed greatly as compared with the prior year's period (EUR –0.2 million). The causes were income from the private placement (EUR 2.0 million) and the changes in loans (EUR 7.3 million) due to a new bank loan being taken out, both in the course of the Seracell acquisition.

As of June 30, 2017 Vita 34 had cash and cash equivalents amounting to some EUR 5.5 million (June 30, 2016: EUR 1.4 million). The increase in the balance mainly resulted from the pending cash payment for the second purchase price tranche for Seracell, and the already partially collected financial resources.

#### Assets

The total assets increased from EUR 43.4 million as of December 31, 2016 to EUR 63.6 million as of June 30, 2017. The acquisition of Seracell had an effect on numerous balance sheet line items. The preliminary purchase price allocation of Seracell is explained in the Notes on p. 27.

On the asset side of the balance sheet the non-current assets were EUR 52.9 million (December 31, 2016: EUR 35.7 million). In particular, the non-current assets contain goodwill of EUR 18.1 million, (December 31, 2016: EUR 13.4 million), and significantly higher intangible assets of EUR 22.5 million (December 31, 2016: EUR 11.7 million) due to the Seracell transaction.

Current assets as of the end of the period were EUR 11.7 million (December 31, 2016: EUR 7.7 million). The increase resulted in particular from a higher cash balance and increased trade receivables.

On the liabilities side of the balance sheet the equity as of the closing date June 30, 2017 of EUR 24.1 million was slightly higher than the year's end 2016 level of EUR 23.7 million. The equity ratio as of the closing date, on the other hand, was reduced to 37.4 percent, following 54.5 percent at the end of 2016. The cause for this was this significantly increased debt capital on the balance sheet.

The non-current liabilities and deferred income of EUR 26.0 million were nearly double as much as they were at the end of fiscal year 2016 (EUR 14.6 million). The background for this is the new, interest bearing bank loan (EUR 7.4 million), as well as the non-current liabilities and deferred taxes (EUR 4.0 million) acquired with the purchase of Seracell.

Current liabilities and deferred income also increased from EUR 5.2 million as of year's end 2016 to EUR 14.4 million as of June 30, 2017. This is based mainly on increased other liabilities, particularly those owed to the Seracell shareholders arising from the still pending second purchase price tranche (EUR 6.6 million). Trade receivables (EUR 1.2 million), current loans (EUR 0.7 million), and deferred income (EUR 1.9 million) each were slightly higher than the December 31, 2016 values.

Vita 34 is very confident that it will continue its growth trend following the integration of Seracell and taking on the lion's share of the business volume; in particular an increase in EBITDA in the medium-term.

# Subsequent Report

Following conclusion of the reporting period, a capital increase was conducted from the Authorized Capital 2014 in exchange for cash contributions between July 14 and 27, 2017. 816,810 new shares were placed at a price of EUR 6.10 and with a gross issue income of some EUR 5 million. Details can be found in the subsequent report of the Notes on p. 31.

No additional events requiring reporting have occurred after the report closing date as of June 30, 2017.

# Opportunity and Risk Report

A detailed opportunity and risk report is contained in the 2016 Annual Report (pp. 53 ff.) The following aspects are to be added since the acquisition of Seracell in the first half-year:

Strategic Opportunities and Risks. Vita 34 will be able to expand and strengthen its market position with the acquisition of Seracell. Strategic risks from competitors will be better secured on a national, and partially on a European level thanks to this.

**Financial Risks.** The financing of the acquisition of Seracell made a bank loan in the amount of EUR 7.4 million with an interest rate of 2.3 percent over six years necessary. Thus, there is a potential risk of failure to redeem. This risk will be avoided or minimized by long-term business and associated liquidity planning.

Additionally, revenue risks could arise if Vita 34 is not successful in attracting the previous Seracell customer segment to the extent planned. The risks from closing the Berlin location were eliminated in the short term, since the long-term lease was dissolved by mutual agreement.

**Legal Risks.** Terminations resulted from the acquisition of Seracell. Entering into separation agreements successfully minimized the risk of litigation associated with this. Provisions were formed for severance payments.

In addition, as compared with the opportunities and risks presented in the 2016 annual report, there have been no significant changes in the reporting period. More information on the special risks and opportunities of Vita 34 AG can be found in the "Internal Controlling and Risk Management System and Risk Report," "Corporate Risks" and "Opportunities for Future Development" chapters of the Vita 34 AG annual report of March 30, 2016. This can be found on the Vita 34 website (www.vita34group.com).

# **Outlook Report**

This report contains forward-looking prognoses. These statements are based on the current level of information, which were available to Vita 34 at the point the interim report was drafted. Such forward-looking statements are subject, however, to risks and uncertainties. If the assumptions taken as a basis should not transpire or additional opportunities/risks arise, the actual events could deviate strongly from the estimates rendered. Vita 34 can assume no responsibility for this information.

Prognoses on the development of the economic situation are fundamentally characterized by a high level of uncertainty, but especially so in the current political and economic environment. The following forward-looking statements concerning the business development of Vita 34 assume that there will not be a recessionary development. Instead we expect a moderate economic recovery in the current fiscal year for our competitive markets.

Vita 34 is expanding its market position primarily in the German-speaking countries via the acquisition of a competitor, Seracell, and through the targeted and more effective intensification of marketing activities. In the DACH region (Germany, Austria, Switzerland) we endeavor to reach an increase in new deposits by roughly one-third.

Internationally, this is to be driven forward by means of new sales and cooperative venture partnerships.

The business development in our other European markets is marked by a clear solidification of market position. The main job in these very price-sensitive markets is to defend the market position attained and to moderately develop revenues and profit. Our position as a quality and innovation leader is to be expanded more strongly, and the Vita 34 offering is to be more clearly differentiated from that of the competition.

As in the past years we will intensively strive to open up new markets and further expand our geographic presence. The strict implementation of internal group marketing and budget specifications should release additional synergetic effects and economies of scale with our subsidiary and partner companies. The brand is to be strengthened by a uniform presence and common messages, so that in the future the products from Vita 34 are perceived as "Made in Germany by Vita 34" in all European markets. In general, administrative and financial efficiencies will be increased as far as the new subsidiary is concerned.

In 2017, additional optimizations of the manufacturing process will reach the approval stage. In addition, the development of the AdipoVita product for the storage of stem cells in conjunction with the collection of fatty tissues has progressed so far, that already in the second half of 2017 the application for a production license will be able to be submitted to the pertinent state authorities. Thanks to basic research, a number of clinical studies worldwide, and research projects we support, Vita 34 will participate in the progress of further developments in the field of regenerative medicine in the medium and the long term. At the beginning of August Vita 34 adjusted its forcast for the current fiscal year subsequent to the comlpeted acquisition of its former competitor Seracell. Against the backdrop of the initial consolidation of the financial figures as of June 28, 2017, the Management Board of Vita 34 AG expects 2017 revenues to be between EUR 18.9 and 19.4 million (previously: between EUR 17.4 and 17.9 million), and earnings before interest, taxes, depreciation and amortization (EBITDA) of EUR 1.6 to 1.9 million (previously: EUR 2.6 to 2.7 million).

The new targets already contain all of the one-time effects associated with the transaction, which are mosly reflected in the half-year figures. Specifically, these are transaction expenses including the costs for the rights issue capital increase in the amount EUR 0.3 million, as well as integration costs, including settlements and severance payments in the amount of EUR 1.0 million. Additionally, the company expects costs arising from changes in management of EUR 0.6 million.

The Management Board expects the integration of Seracell to be completed in the current fiscal year. The cryo-tank storage location in Rostock with some 40,000 specimens will be retained for the time being, in order to be able to react to future Vita 34 growth with additional storage capacities. The former administrative offices of Seracell in Berlin, on the other hand, will be completely closed until the end of September. The company has already reached an agreement on the termination of the underlying leases. From 2018 onwards, therefore, the Management Board does not expect any additional special effects in conjunction with the Seracell acquisition. The company will publish a forecast for the full year 2018 with the publication of the preliminary 2017 financial figures in Q1 2018.

Leipzig, August 2017

Dr. Wolfgang Knirsch

D. fuind

Chairman of the Management Board

Alexander Starke

A. Plante

Member of the Management Board

# Condensed Consolidated Interim Financial Statements and Notes

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# Condensed Consolidated Income Statement

EUR k	Q2 2017	Q2 2016	H1 2017	H1 2016
Revenue	4,071	4,210	8,152	8,021
Cost of sales	-1,909	-2,045	-3,541	-3,981
Gross profit on sales	2,163	2,165	4,611	4,040
Other operating income	192	427	433	687
Marketing and selling expenses	-1,269	-1,311	-2,430	-2,485
Administrative expenses	-1,482	-989	-2,554	-1,870
Other operating expenses	-910	-38	-920	-79
Net operating profit/loss (EBIT)	-1,306	254	-860	293
Financial revenue	17	14	34	63
Financial expenses	-17	-41	-41	-66
Share in result of associates	-57	0	-59	0
Earnings before taxes	-1,363	227	-926	290
Income tax income/expense	41	-79	-116	-142
Net result for the period	-1,322	148	-1,042	148
Attributable to:				
Owners of the parent	-1,320	-82	-1,035	-64
Non-controlling interests	-1	230	-6	212
Earnings per share, basic/diluted (EUR) Basic and diluted, for profit or loss for the period attributable to the ordinary equity holders of the parent company	-0.44	0.03	-0.35	0.02

# Condensed Consolidated Statement of Comprehensive Income

EUR k	Q2 2017	Q2 2016	H1 2017	H1 2016
Net result for the period	-1,322	148	-1,042	148
Other income, to be reclassified into consolidated statement of income in subsequent periods	-10	5	-2	-3
Total comprehensive income	-1,332 1		-1,044	145
Attributable to:				
Owners of the parent	-1,330	-77	-1,037	-67
Non-controlling interests	-1	230	-6	212

# Condensed Consolidated Statement of Financial Position (Assets)

EUR k	06/30/2017	12/31/2016
Non-current assets		
Goodwill	18,089	13,414
Intangible assets	22,496	11,677
Property, plant and equipment	6,643	5,027
Investments in associates	210	269
Other assets	3,584	3,591
Trade receivables	1,008	888
Restricted cash	833	814
	52,863	35,680
Current assets		
Inventories	615	291
Trade receivables	4,206	3,581
Other receivables and assets	1,392	1,057
Cash and cash equivalents	5,471	2,813
	11,684	7,741
	64,547	43,422
	64,547	43,422

# Condensed Consolidated Statement of Financial Position (Liabilities)

EUR k	06/30/2017	12/31/2016
Equity		
Issued capital	3,329	3,027
Capital reserves	19,914	18,213
Retained earnings	1,260	2,865
Other reserves	-122	-119
Treasury shares	-337	-337
Non-controlling interests	89	0
	24,133	23,648
Non-current liabilities and deferred income		
Trade payables	1,906	437
Interest-bearing loans	9,075	1,542
Silent partners' interests	940	940
Deferred income taxes	4,005	1,665
Deferred grants	924	957
Deferred income	9,157	9,011
	26,007	14,552
Current liabilities and deferred income		
Trade payables	1,216	1,162
Provisions	16	16
Income tax payable	10	7
Interest-bearing loans	689	601
Deferred grants	73	80
Other liabilities	10,501	1,575
Deferred income	1,902	1,782
	14,407	5,222
	64,547	43,422

Balance as of June 30, 2017

# Condensed Consolidated Statement of Changes in Equity

_	Equity attributable to the					
EUR k	Issued Capital	Capital reserves	Retained earnings	Reserves for available-for-sale financial assets		
Balance as of January 1, 2016	3,027	18,213	2,928	-35		
Net result	0	0	-64	0		
Other result	0	0	0	-3		
Total comprehensive income	0	0	-64	-3		
Changes to the consolidation group	0	0	0	0		
Balance as of June 30, 2016	3,027	18,213	2,864	-38		
Balance as of January 1, 2017	3,027	18,213	2,865	-10		
Net result	0	0	-1,035	0		
Other result	0	0	0	-1		
Total comprehensive income	0	0	-1,035	-1		
Capital increase in exchange for contributions in cash	302	1,701	0	0		
Dividend payment	0	0	-474	0		
Changes to the consolidation group	0	0	-95	0		

19,914

1,260

-12

3,329

# owners of the parent company

Total equity	Non-controlling interests	Treasury shares at costs	Total equity	Currency translation differences	Revaluation reserves
23,756	82	-337	24,011	0	-122
148	212	0	-64	0	0
-3	0	0	-3	0	0
145	212	0	-67	0	0
-289	-289	0	0	0	0
23,612	5	-337	23,944	0	-122
23,648	0	-337	23,986	13	-122
-1,042	-6	0	-1,035	0	0
-2	0	0	-2	-1	0
-1,044	-6	0	-1,037	-1	0
2,003	0	0	2,003	0	0
-474	0	0	-474	0	0
0	95	0	-95	0	0
24,133	89	-337	24,381	12	-122

# Condensed Consolidated Statement of Cash Flows

EUR k	H1 2017	H1 2016
Cash flow from operating activities		
Earnings before taxes	-926	290
Adjusted for:		
Depreciation	527	565
Other non-cash expenses/income	17	-45
Financial income	-34	-63
Financial expenses	32	66
Working capital adjustments	518	-544
Interest paid	-32	-54
Income taxes paid	-232	-278
Cash flow from operating activities	-130	-63
Cash flow from investing activities		
Purchase of intangible assets	-1	-58
Purchase of property, plant and equipment	-401	-253
Purchase of companies, net of assumed cash	-6,175	0
Disposal of companies, net of assumed cash	0	-45
Purchase of long-term financial investments	0	-123
Income from sale of financial investments	3	0
Interest received	34	60
Cash flow from investing activities	-6,540	-419
Cash flow from financing activities		
Income from issuance of shares	2,003	0
Changes in loans	7,325	-156
Cash flow from financing activities	9,329	-156
Net change in cash and cash equivalents	2,658	-638
Cash and cash equivalents at the beginning of the reporting period	2,813	2,082
Cash and cash equivalents at the end of the reporting period (liquid funds)	5,471	1,444

# Notes to the Condensed Consolidated Interim Financial Statements

# 1. Company Information

The parent company Vita 34 AG (the "Company"), headquartered in Leipzig (Germany), Deutscher Platz 5a, recorded in the commercial register of the District Court Leipzig under number HRB 20339, is a company whose corporate purpose is the collection, preparation and storage of stem cells from umbilical cord blood, the development of cell therapy procedures, as well as conducting projects in the field of Biotechnology. Its subsidiaries (together with the Company referred to as the "Group") also operate in the field of cord blood storage.

The consolidated interim financial statements for the period from January 1 until June 30, 2017 were approved for publication by the Management Board on August 29, 2017.

# 2. Accounting and Valuation Principles

The condensed consolidated interim financial statements for the period from January 1 until June 30, 2017 have been prepared in accordance with IAS 34 "Interim Financial Reporting".

The condensed consolidated interim financial statements do not contain all of the explanations and information prescribed for the annual financial statements and should be read in conjunction with the consolidated financial statements as of December 31, 2016.

The accounting and valuation methods used to prepare the consolidated interim financial statements correspond with the methods used in the preparation of the consolidated financial statements for the fiscal year as of December 31, 2016.

The standards and interpretations required to be used for the first time starting January 1, 2017 resulted in no significant effects on the interim financial statements of Vita 34 AG.

### 3. Business Combination

In April 2017, Vita 34 AG entered into a purchase agreement concerning the acquisition of all shares in Seracell Pharma AG ("Seracell"), a competitor in the field of the deposit and storage of umbilical cord blood in Germany. At the time of the acquisition Seracell held all of the shares in Seracell Stammzelltechnologie GmbH headquartered in Rostock. Both companies have been fully consolidated as of June 28, 2017.

The payment of the purchase price in the amount of EUR 14.1 million was agreed to be in two tranches. The payment of the first tranche in the amount of EUR 7.5 million took place in June 2017. The payment of the second tranche in the amount of EUR 6.6 million was agreed for October 2017.

The agreement was to transfer the Seracell shares in two tranches. There was a transfer of 76.8 percent of the capital stock of Vita 34 AG with the payment of the first purchase price tranche; the remaining shares will be transferred with the payment of the second purchase price tranche.

Based on the preliminary purchase price calculation, the acquisition of Seracell has resulted in goodwill in the amount of EUR 4.7 million.

The attributable fair value of the assets and liabilities of Seracell at initial consolidation are represented in the following table:

### Overview of Assets and Liabilities of Seracell

EUR k	Fair value at initial consolidation
Assets	14,648
Non-current assets	12,555
Intangible assets	11,159
Property, plant and equipment	1,396
Current assets	2,093
Inventories	280
Trade receivables	330
Other assets	158
Cash and cash equivalents	1,325
Liabilities	-5,233
Non-current liabilities	-4,088
Trade payables	-1,502
Interest-bearing loans	-208
Passive deferred taxes	-2,378
Current liabilities	-1,145
Trade payables	-123
Interest-bearing loans	-88
Other liabilities	-934

The applicable fair value of the assets, liabilities and contingent liabilities acquired were determined using observed market prices. If a market price could not be determined, income-oriented approaches or cost-oriented procedures for valuating the acquired assets and assumed liabilities were employed.

Mainly assets from storage contracts acquired, brand rights and customer relationships are posted under intangible assets, which were discounted down to the actual cash value using a discount rate.

The discount rate is a risk-free interest rate, also taking a market risk premium and a company-specific beta factor into account. In addition, the term-specific and asset value specific additions and deductions in the derivation of the discount interest rate were taken into consideration.

The recoverable amount from the storage contracts acquired was derived using an average storage duration of 25 years, a continuously increasing cancellation rate, based on the known current cost structures and tax rates for Seracell valid for the forecast period.

The brand rights acquired were determined in accordance with the license analogy method. The valuation was done by discounting the annual license payments, calculated by multiplying a license rate with the revenues attributable to the brand over a remaining useful economic life of 10 years and the tax rates valid for Seracell for the forecast period.

The value of the customer relationships acquired was determined using the multi-period excess earnings method.

The fair value of the acquired trade receivables was determined taking allowances for bad debt on delinquent receivables and is close to the carrying value. The gross amount of the receivables before allowance for bad debt was EUR 346k.

The other trade liabilities mainly contain obligations for fulfilling executed storage agreements, which are no longer associated with payments. The fulfillment amount was determined considering a contract-specific storage duration of up to 25 years, based on the current cost structures of Seracell.

In the period between the acquisition and June 30, 2017, Seracell contributed with a net loss amounting to EUR 0.9 million. The loss primarily resulted from the consideration of integration costs. No revenues from Seracell were taken into consideration for June 2017. If Seracell had been incorporated into the consolidated financial figures as of January 1, 2017, the revenues and net result of the group, including integration costs, would have been EUR 11.1 million and EUR –0.8 million.

# 4. Cash and Cash Equivalents

For the purposes of the consolidated statement of cash flows, the cash and cash equivalents consist of the following:

### Overview of Cash and Cash Equivalents

EUR k	06/30/2017	06/30/2016
Cash and cash equivalents	5,471	1,444
	5,471	1,444

## 5. Equity

Vita 34 AG issued 302,649 shares within the scope of the capital increase of June 16, 2017. To this end, with partial use of the authorized capital the nominal capital of the company was increased with the approval of the Supervisory Board by the issuance of 302,649 new shares of common stock in exchange for a cash contribution. The new shares of common stock are entitled to share in profits as of January 1, 2017. The issue price was EUR 6.62 per share.

A dividend of EUR 0.16 per participating share was authorized at the Annual General Meeting in June 2017, the payment of the dividend took place at the beginning of July 2017.

### 6. Loans

#### **Overview of Loans**

	06/30/2017		12/31/2016	
EUR k	Total	Of these current	Total	Of these current
Bank loans	8,010	205	685	205
Other financial liabilities	1,458	395	1,458	395
Liabilities from finance leases	296	88	0	0
	9,764	688	2,143	600

In June 2017 a loan of EUR 7,425k with a six-year term and an interest rate of approx. 2.3 percent was taken out to finance the takeover of Seracell. In addition, a liability related to a finance lease was acquired from the Seracell acquisition.

# 7. Additional Information on Financial Instruments

The following table shows the classification of the fair value of financial assets and liabilities according to the hierarchical levels of fair values.

06/30/2017			
Level 1	Level 2	Level 3	Total
2,262	0	0	2,262
0	1,008	0	1,008
2,262	1,008	0	3,270
0	1,906	0	1,906
0	9,075	0	9,075
0	940	0	940
0	11,921	0	11,921
	2,262 0 2,262 0 0 0	2,262 0 0 1,008 2,262 1,008 0 1,906 0 9,075 0 940	Level 1         Level 2         Level 3           2,262         0         0           0         1,008         0           2,262         1,008         0           0         1,906         0           0         9,075         0           0         940         0

The applicable fair value of financial assets available for sale is determined on active markets based on active prices. The classification is made in each case in Level 1 of the fair value hierarchy.

The fair value of non-current trade receivables, which fall due in more than one year, corresponds to the present value of the payments relating to the assets using a market interest rate. The classification is made in Level 2 of the fair value hierarchy.

The fair value of non-current interest-bearing loans and silent partners' interests recognized in the statement of financial position at amortized cost was determined by discounting the expected future cash flows using a market interest rate. The classification is made in each case in Level 2 of the fair value hierarchy.

# 8. Information about related party transactions

Related parties include subsidiaries not included in the consolidated financial statements, associated companies, and shareholders with significant influence and persons in key positions within the company.

The following table contains the total amounts arising from related party transactions in the period from January 1 to June 30, 2017 and 2016:

EUR k	Revenues and income	Receivables	Interest received	Loans granted
06/30/2017				
Non-consolidated subsidiaries	55	11	4	442
Associated companies and subsidiaries of associated companies	682	807	0	0
06/30/2016				
Non-consolidated subsidiaries	64	18	3	349
Associated companies and subsidiaries of associated companies	19	391	0	0

# 9. Events after the Closing Date

Following conclusion of the reporting period, a capital increase was conducted from the Authorized Capital 2014 in exchange for cash contributions between July 14 and 27, 2017. Through the exercise of subscription rights and the subsequent private placement with qualified investors 816,810 new shares were placed at a price of EUR 6.10 each. The capital raise was oversubscribed several times. Vita 34 generated gross issue income of nearly EUR 5 million, which is being used as the third building block of the Seracell acquisition.

Thanks to the capital raises the nominal capital of the company was increased by EUR 816,810.00 from EUR 3,329,149.00 to EUR 4,145,959.00 EUR through the issue of 816,810 new, individually registered non-par value shares, each with a calculatory share of the nominal stock of the company of EUR 1.00 per share and with full dividend rights as of January 1, 2017. The subscription ratio was set at four old shares to one new share (4:1). Apart from the existing shareholders, the new non-listed shares from the cash capital increase registered in the commercial register on June 16, 2017 (private placement with MKBV) had subscription rights, however, not shares held by the company or subsidiaries. The entry in the Commercial Register at the District Court Leipziq took place on July, 31, 2017.

No additional events requiring reporting have occurred after the report closing date as of June 30, 2017.

Leipzig, August 29, 2017

D. Kuins

The Vita 34 AG Management Board

Dr. Wolfgang Knirsch

Chairman of the Management Board

Alexander Starke

Member of the Management Board

# Declaration of the Legal Representatives

We declare according to the best of our knowledge that in accordance with the applicable accounting principles the group financial statements portray the asset, financial and income situation of the group in a manner, which corresponds with the actual circumstances, and that the management report portrays the course of business including the operating result and the situation of the group for the reporting period in such a manner that an accurate picture of the actual circumstances is conveyed, and the most significant opportunities and risks of the probable development of the group are described.

Leipzig, August 2017

D. Kuind

The Vita 34 AG Management Board

Dr. Wolfgang Knirsch

Chairman of the Management Board

Alexander Starke

A. Partu

Member of the Management Board

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# **Publication**

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Vita 34 on the Internet: www.vita34group.com



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