

Gigaset



Gigaset AG

Annual Press Conference 2022

April 26, 2022



About Gigaset

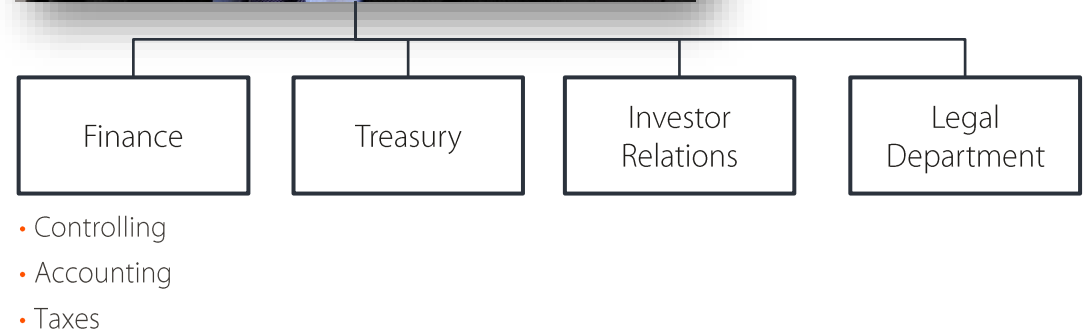
Executive Board



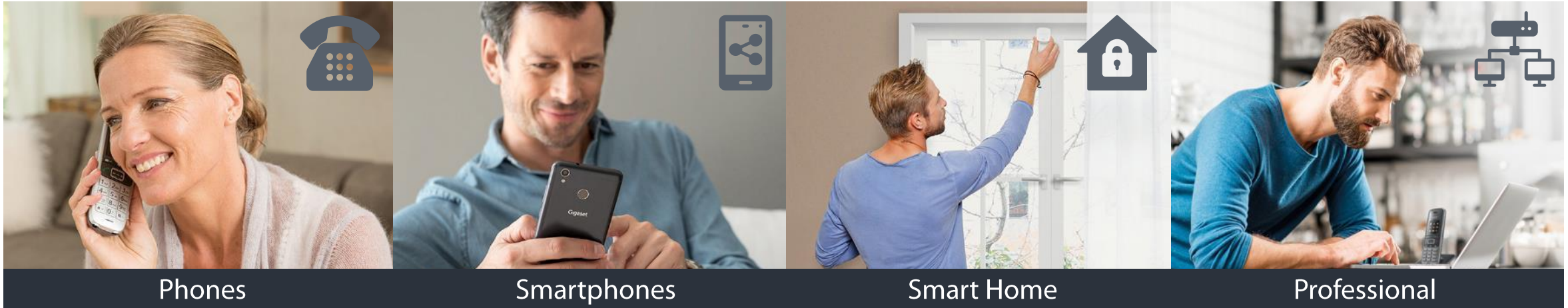
Klaus Weßing
CEO



Thomas Schuchardt
CFO



Gigaset at a glance



- Gigaset is a German company with a long and rich tradition in the field of telecommunications
- With around 900 employees and sales activities in 54 countries, the company is:
 - one of the world's largest DECT manufacturers and market leader in Europe for DECT cordless phones
 - the only manufacturer of smartphones "Made in Germany"
 - one of the first manufacturers of smart home solutions with a focus on security, convenience, energy management and assistance systems
 - an innovator in professional communication, with a focus on DECT single- and multi-cell systems and stationary and mobile solutions for SME and enterprise customers

Gigaset at a glance



Facts & figures

Product segments

Industry:	Telecommunications
Legal form:	Stock corporation, listed on the Prime Standard
Ownership structure:	Goldin Fund Pte. Ltd. (73.5%)
Market position:	DECT market leader in Europe, top 3 in the global DECT market
Locations:	Bocholt (headquarters), Wroclaw (software), Munich (sales & marketing), 10 international sales locations
Headcount:	Around 900 (worldwide)
Sales footprint:	54 countries
2021 financial data:	Revenues: EUR 217.1 million, EBITDA: EUR 16.5 million



Phones



Smartphones



Smart Home



Professional



Future
Communications



Innovations

Gigaset develops, produces and sells innovative telecommunications solutions in four segments



PHONES

Analog and IP-based DECT phones. Corded and cordless products for private customers and with numerous price points.

SMARTPHONES

Smartphones "Made in Germany" and based on Android™ for private customers in the value-for-money segment, with numerous personalization options.



SMART HOME

Flexibly scaling cloud-based smart home solutions for private customers, with a focus on security, convenience, energy management and assistance for seniors and people who require help (smart care).

PROFESSIONAL

IP-based solutions in the form of stationary and mobile DECT phones and scalable DECT single- and multi-cell systems for SME and enterprise customers.





Mission & Vision

Our vision

*“We create excellent
communication solutions
for your lives.”*



Our objective

“Gigaset helps its users keep in touch with family and friends and protects everything that is important to them in a sustainable way.”

Singles



At home

Babies, children, youngsters



Out & about

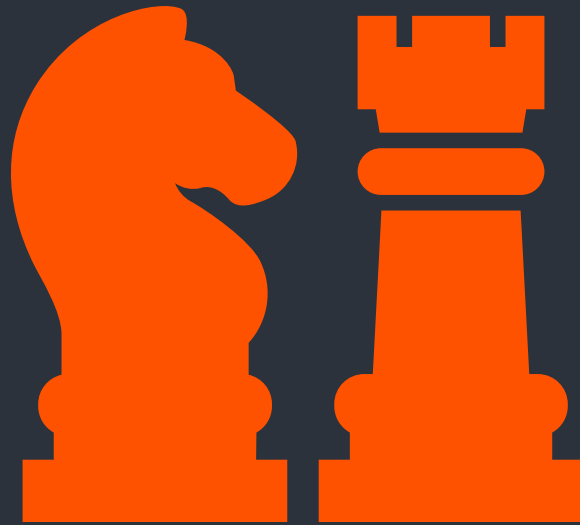
Families



Seniors

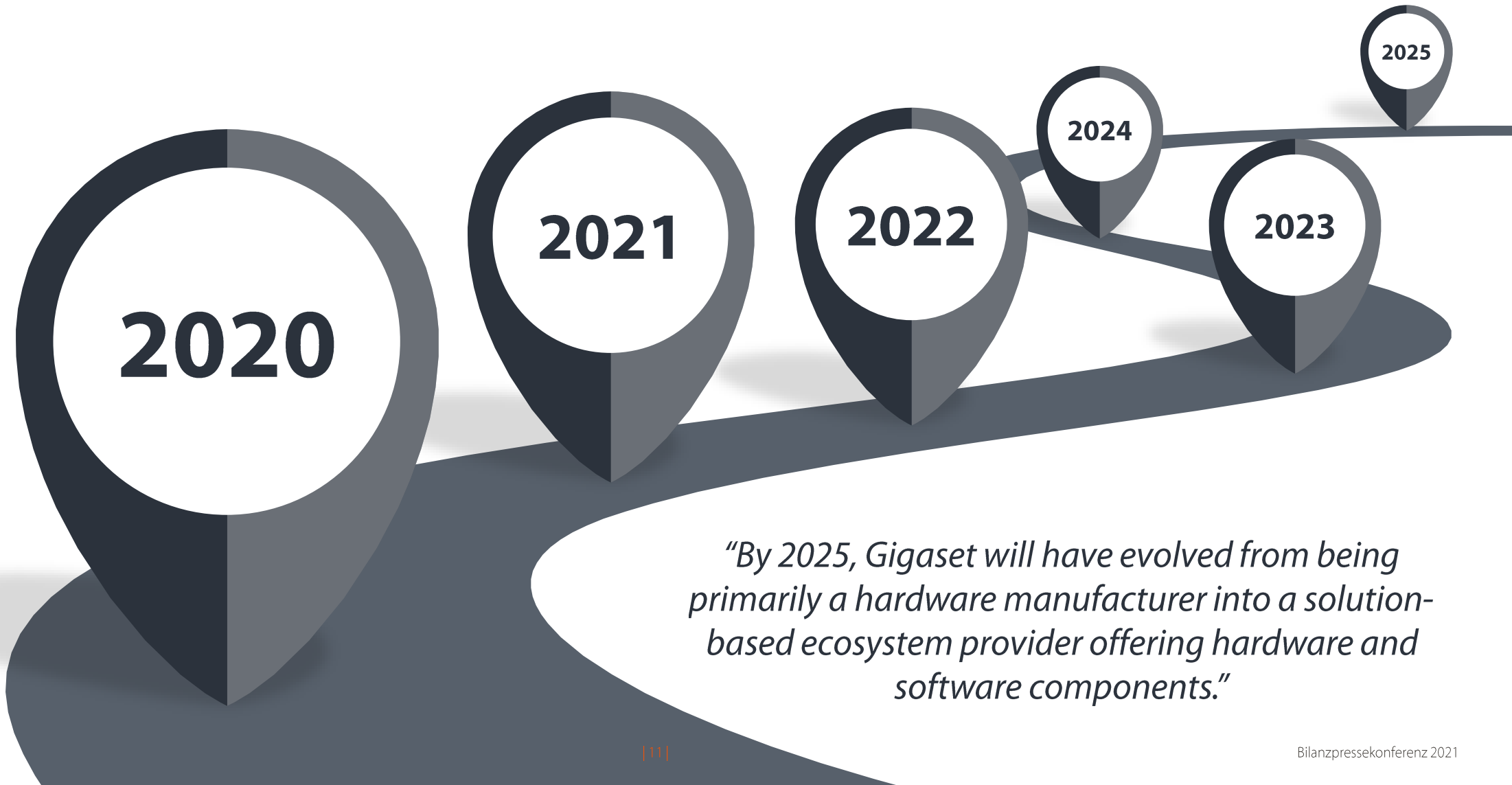


At work



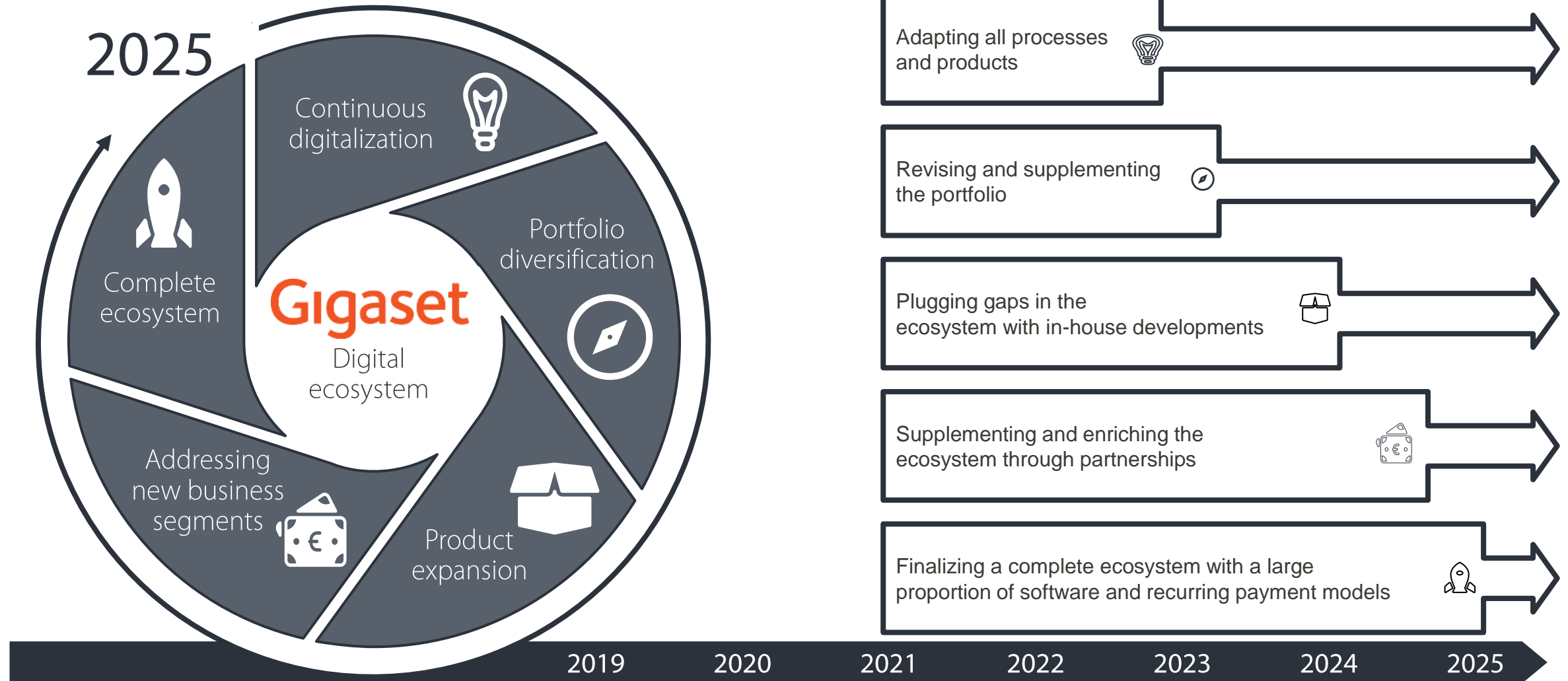
Strategy

2025 strategy



Looking ahead: Gigaset in 2025

Digitalization of the ecosystem





Product highlights in 2021



There is always a
way **to connect**
people more
closely

Product highlights in 2021



Smart doorbell



ION



S700IP PRO



N870E



Finance

Fiscal year 2021 Review

2021

- After a very good start to fiscal 2021, the company's business performance was again curbed by the coronavirus pandemic: The delivery bottlenecks intensified in the course of the fiscal year and had a significant negative impact on revenues and earnings.
- The availability of semiconductor products and the sharp price increases for all production materials influenced sales and results targets and necessitated an adjustment to the company's forecast.
- **In fiscal 2021, Gigaset nevertheless managed to:**
 - grow revenues slightly
 - record a pleasingly strong increase in EBITDA
 - win market share in the Professional segment

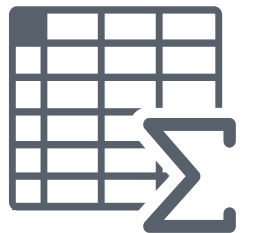


Fiscal year 2021

Income statement and free cash flow

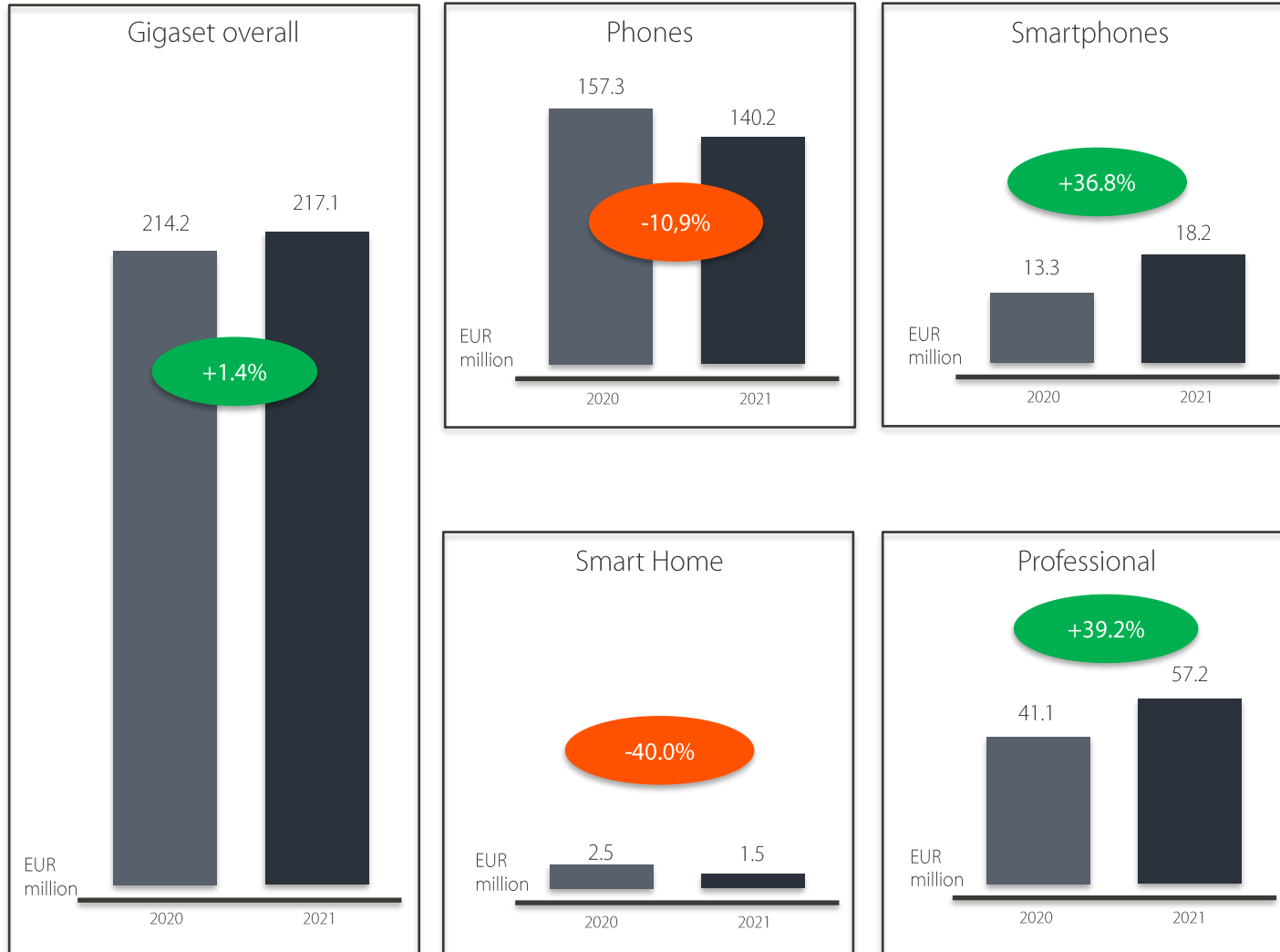
EUR million	Jan. 1 – Dec. 31, 2021	Jan. 1 – Dec. 31, 2020
Consolidated revenues	217.1	214.2
EBITDA	16.5	1.9
Earnings before interest and taxes (EBIT)	1.7	-13.0
Consolidated net income/loss	0.5	-10.5
Free cash flow	-14.2	9.2
Diluted earnings per share in €	0.00	-0.08

- Original targets for 2021 thwarted by the coronavirus pandemic, yet a slight 1.4% increase in revenues
- EBITDA grown sharply to EUR 16.5 million. That was due to a good price/margin mix, one-off effects and improved gross income
- Material and personnel costs roughly at the level of the previous year
- All in all, the company again posted a consolidated profit.



Fiscal year 2021

Overview of development of the business segments



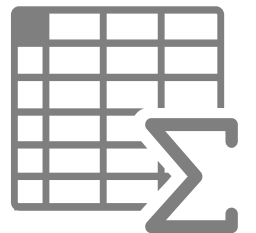
- **Phones:** Decline in revenues in line with the market trend, but less than the decline in the EU6 market; Gigaset grew its market share
- **Smartphones:** Sharp recovery; higher revenues mainly on the back of the new GS3, GS4 and GS5 models
- **Smart Home:** Decline in demand due again to the pandemic; new sales channels and cooperation ventures concluded as the basis for future growth
- **Professional:** Strong growth due to catch-up effects and implementation of new projects; Gigaset expanded its market position further

Fiscal year 2021

Balance sheet

EUR million	Dec. 31, 2021	Dec. 31, 2020
Total assets	192.2	204.5
Liquid funds	23.1	41.1
Consolidated equity	8.0	1.9
Equity ratio (in %)	4.2	0.9
Number of employees	868	893

- Total assets fell by EUR 12.8 million, primarily due to lower pension provisions and lower provisions versus lower receivables coupled with higher inventories
- Increase in equity mainly due to positive effects totaling EUR 6.1 million from the discount factor for pensions



Fiscal year 2021

Cash flow statement

EUR million	Jan. 1 – Dec. 31, 2021	Jan. 1 – Dec. 31, 2020
Earnings before income taxes (EBT)	0.4	-14.0
Cash inflow (+)/ outflow (-) from operating activities (net cash flow)	5.3	30.6
Cash inflow (+)/ outflow (-) from investing activities	-19.5	-21.5
Free cash flow	-14.2	9.2
Cash inflow (+)/ outflow (-) from financing activities	-3.6	-2.3
Cash and cash equivalents	23.1	41.1

- The cash flow fell sharply year on year due to cash inflows from receivables and other assets and an increase in inventories
- Investment cash flow: Investment in innovative products and solutions continued despite coronavirus
- Free cash flow well below budgeted, mainly due supply bottlenecks in fiscal 2021

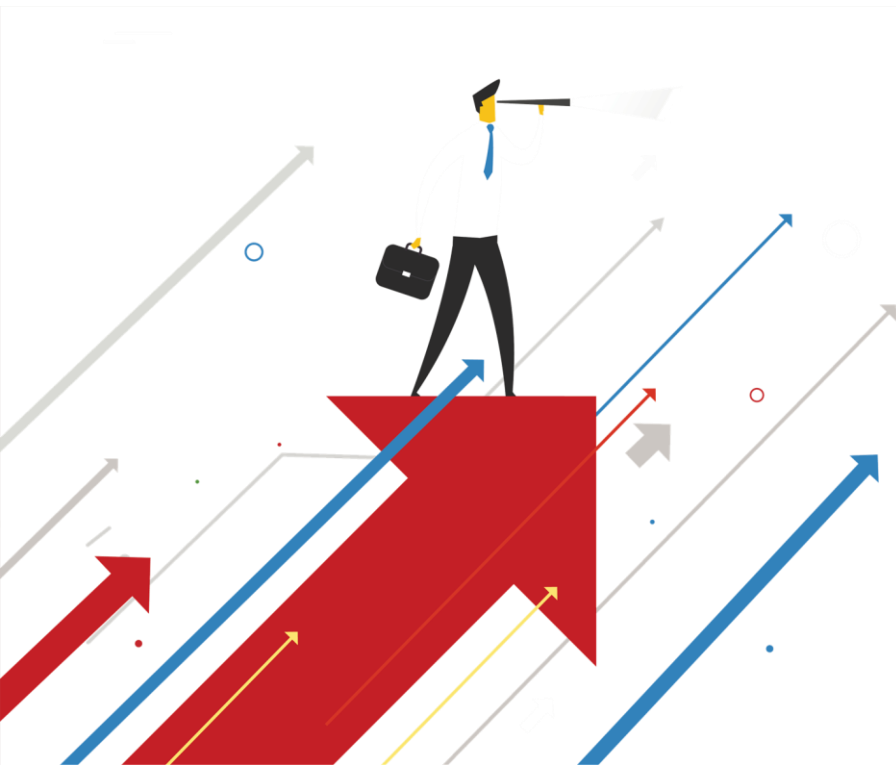
Outlook

2022

General statement by the Executive Board for 2022

Given the assumptions stated in the Annual Report 2021 and assuming that there is no sudden and significant deterioration in the situation as regards the pandemic and supply chains, Gigaset anticipates the following financial performance, financial position and cash flow situation in fiscal 2022:

1. A slight increase in revenues and EBITDA
2. A moderately positive free cash flow





Questions and answers

Contact / financial calendar

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Gigaset's financial calendar for 2022

April 26, 2022	Annual Press Conference 2022
May 24, 2022	Interim report for the 1st quarter of 2022
June 9, 2022	2022 Annual General Meeting
September 27, 2022	2022 half-yearly financial report
November 22, 2022	Interim report for the 3rd quarter of 2022



Gigaset ION, the unified communications handset