



Q3 Results 2013

11 November 2013

Operational Highlights Q3 2013

Consumer Products

Introduction of 4 new models; first market communication activities for “adjacent products”

Introduction of Android-based full-touch telephone with access to Google play store

Business Customers

Significant increase in sales compared to the third quarter of 2013

Award for “best manufacturer of SIP-based terminal devices” in France

Home Networks

Retail launch of “Gigaset elements” safety starter kit

Successive increase of distribution; sales support by marketing communication campaign

Financial Highlights in Q3 2013

efficiency program shows first effects

- The core business market, Consumer Products, is still challenging and influenced by weak consumer electronics market
- Gigaset further increased its market share in Europe by two percent both in units and in value
- Sales volumes from continued operations in Q3 2013 amount to EUR 76.6 million (Q3 2012: EUR 90.4 million)
- Improved EBITDA of 3.8 million (Q3 2012: EUR -8.5 million) due to positive effects from cost-cutting and efficiency program
- Sales in Business Customers almost doubled compared to the third quarter of 2012
- Free cash flow of EUR - 9.9 million in Q3 2013 compared to EUR - 8.0 million in Q3 2012

Improved EBITDA due to positive effects from cost-cutting and efficiency program

Consolidated Income Statement*

Continued Operations

in EUR million	Q3/2013	Q3/2012	Change
Group Revenues	76.6	90.4	-15%
Change in finished goods & work in progress	11.2	6.5	+72%
Other own work capitalised	3.4	4.1	-17%
Other operating income	5.5	12.3	-55%
Cost of materials	-47.7	-52.0	-8%
Personnel expenses	-23.1	-45.4	-49%
Other operating expenses	-22.1	-24.4	-9%
EBITDA	3.8	-8.5	n/a
EBIT	-2.8	-14.8	+81%
Net income	-3.8	-13.3	+71%
EPS (diluted in EUR)	-0.08	-0.27	+70%

*Rounded figures may not add up

Consolidated Statement of Financial Position*

in EUR million	09/30/2013	12/31/2012	Change
Balance sheet total	247.3	302.4	-18%
Non-current assets	107.0	116.1	-8%
Current assets	140.3	186.3	-25%
thereof inventories	34.6	33.4	+4%
thereof trade receivables	51.6	51.0	+1%
thereof cash & cash equivalents	16.9	54.7	-69%
Equity	8.9	26.6	-67%
Equity ratio	3,6 %	8,8%	-59%
Non-current liabilities	100.1	97.8	+2%
Current liabilities	138.3	178.0	-22%
thereof financial liabilities	8.8	0.3	+2833%
thereof trade payables	62.8	86.6	-27%
thereof provisions	25.8	41.3	-38%

*Rounded figures may not add up

Consolidated Cash Flow Statement*

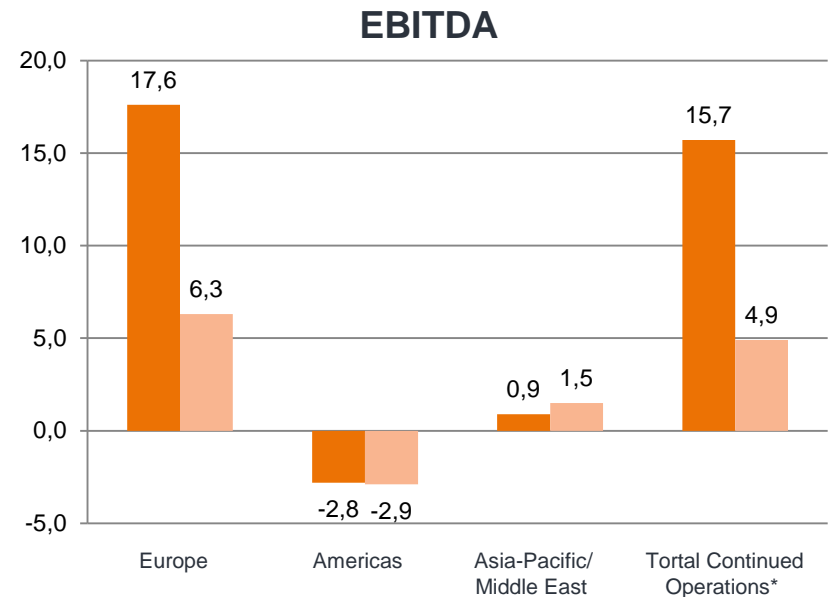
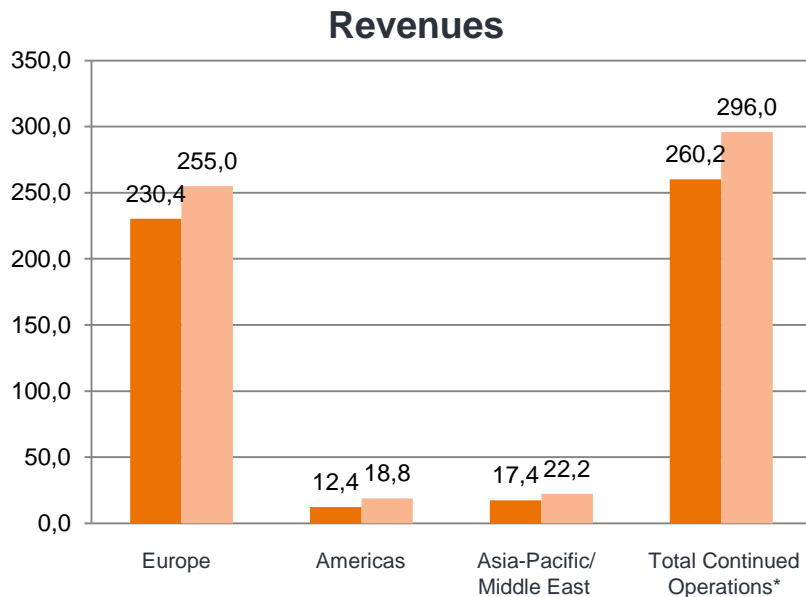
in EUR million	Q3 2013	Q3 2012	Change
Cash flow from operating activities	-41.2	-31.1	-32%
Cash flow from investing activities	-4.8	-5.8	-17%
Cash flow from financing activities	8.5	6.8	+25%
Net change in cash & cash equivalents	-37.5	-30.2	-24%
Free cash flow	-46.0	-37.0	-25%

*Rounded figures may not add up

Regional revenues and EBITDA

Sales decrease regionally different

- **Europe:** loss of revenue due to the declining overall market for cordless phones could only be partially compensated by the increase in market share
- **America:** conversion of the distribution model in the U.S. and Brasil, increased competition in declining telecommunications market in South America
- **Asia Pacific/Middle East:** Political unrest



■ 9 m 2013
 ■ 9 m 2012

*w/o Holding activities

Outlook 2013 & Targets 2014

Due to ongoing challenging developments in our core markets and the necessary investments in growth platforms we expect:

2013

- Further **decreasing turnover** in our core business in a high single-digit or low double-digit percentage range.
- A significantly improved and again **positive EBITDA** compared to previous year's levels due to positive effects of the efficiency program.
- A **negative free cash flow** in the mid-double-digit million range due to necessary investments

2014

- First significant positive impacts on sales, earnings and cash flow from established new business units
- Increase in sales and a further improved operational EBITDA in continued operations

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