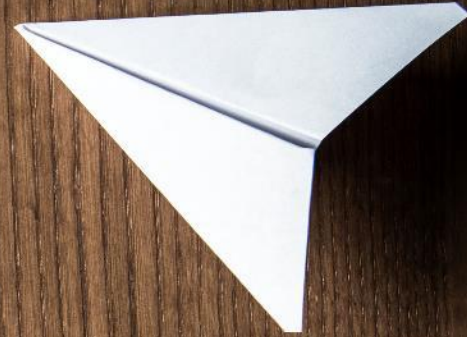
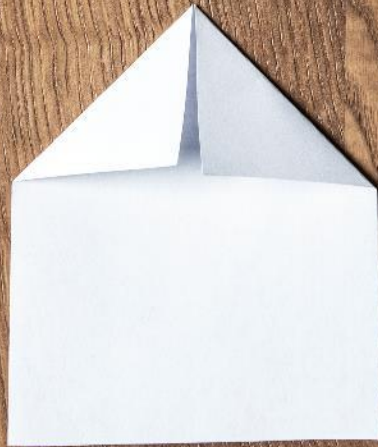
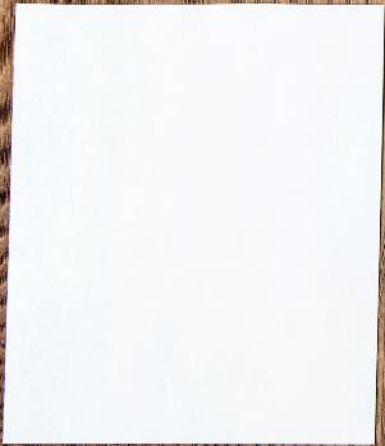


Gigaset AG: Annual Press Conference

April 30, 2018

Gigaset

Business model



The Gigaset AG vision

*"We create
best-in-class
communication solutions
for your life"*

Business model: Development, production and distribution of innovative telecommunications solutions

Consumer

Professional

Consumer Products

Digital, analog and IP-based communications devices, corded and cordless phones.



Home Networks

Customized and flexibly scaling cloud-based security solution for private households and apartments



Mobile Devices

Smartphones based on Android and wearables with different price points for consumers.



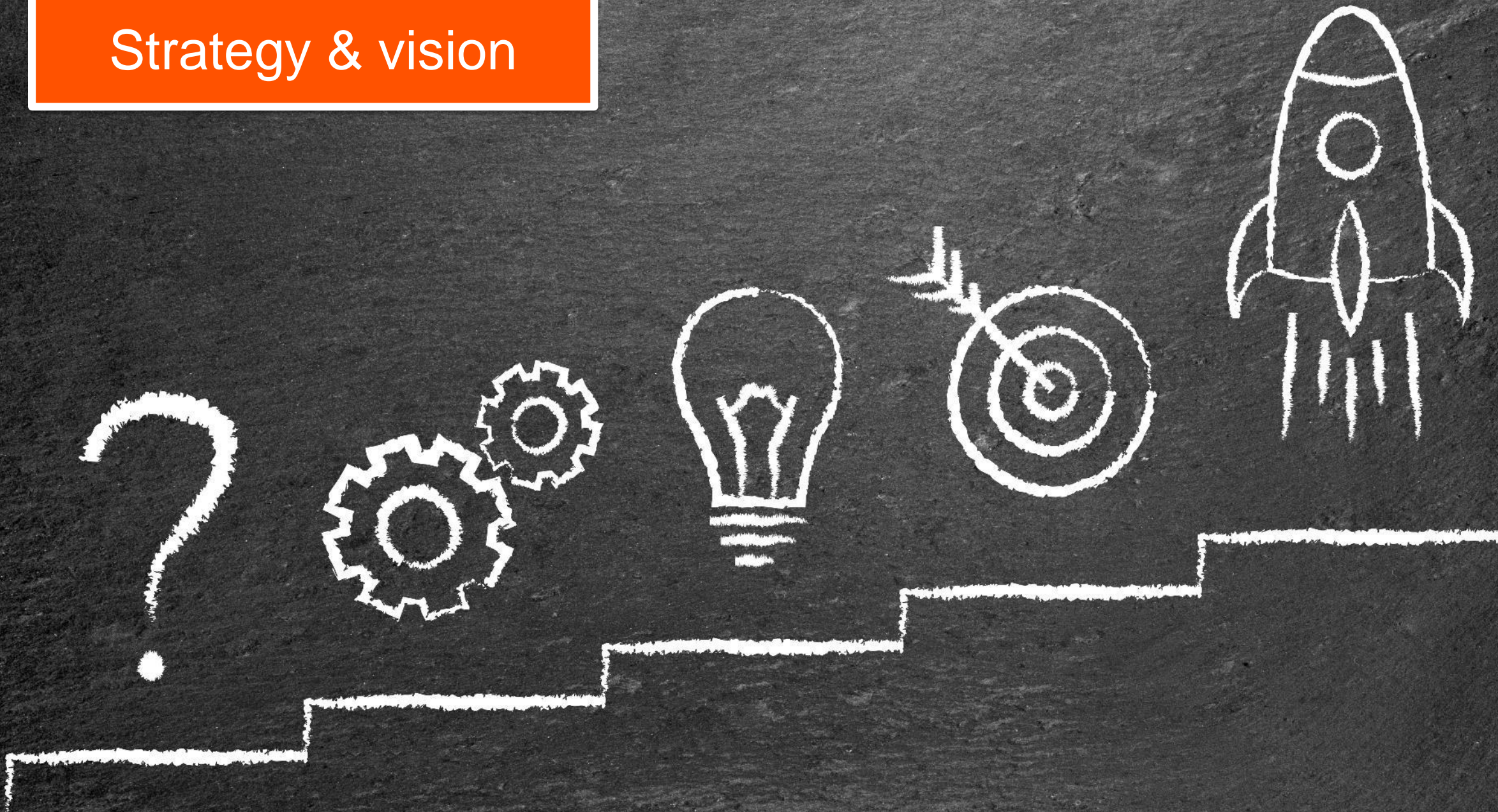
Business Customers

IP-based solutions for small and home offices (SOHOs) and small and medium-sized enterprises (SMEs), including cloud computing solutions for different devices.



Every year, Gigaset launches around new 190 products and variants across all product segments.

Strategy & vision




Three-point plan for 2016 and 2017 completed: Groundwork laid for a successful future.

The icon for "Strengthening core business" is a circular graphic composed of two orange arcs, one at the top and one at the bottom, with the text centered between them.


Strengthening core business

Gigaset systematically strengthened the Business Units Consumer Products, Business Customers and Home Networks, thus further developing its core business.

The icon for "Restructuring and adjustment of production and administration capacities" is a circular graphic composed of two orange arcs, one at the top and one at the bottom, with the text centered between them.

Restructuring and adjustment of production and administration capacities

Gigaset simplified the company's administration and eliminated outdated administrative structures, restructured its research efforts and adjusted production capacities to reflect the market's needs

The icon for "Improving transparency" is a circular graphic composed of two orange arcs, one at the top and one at the bottom, with the text centered between them.

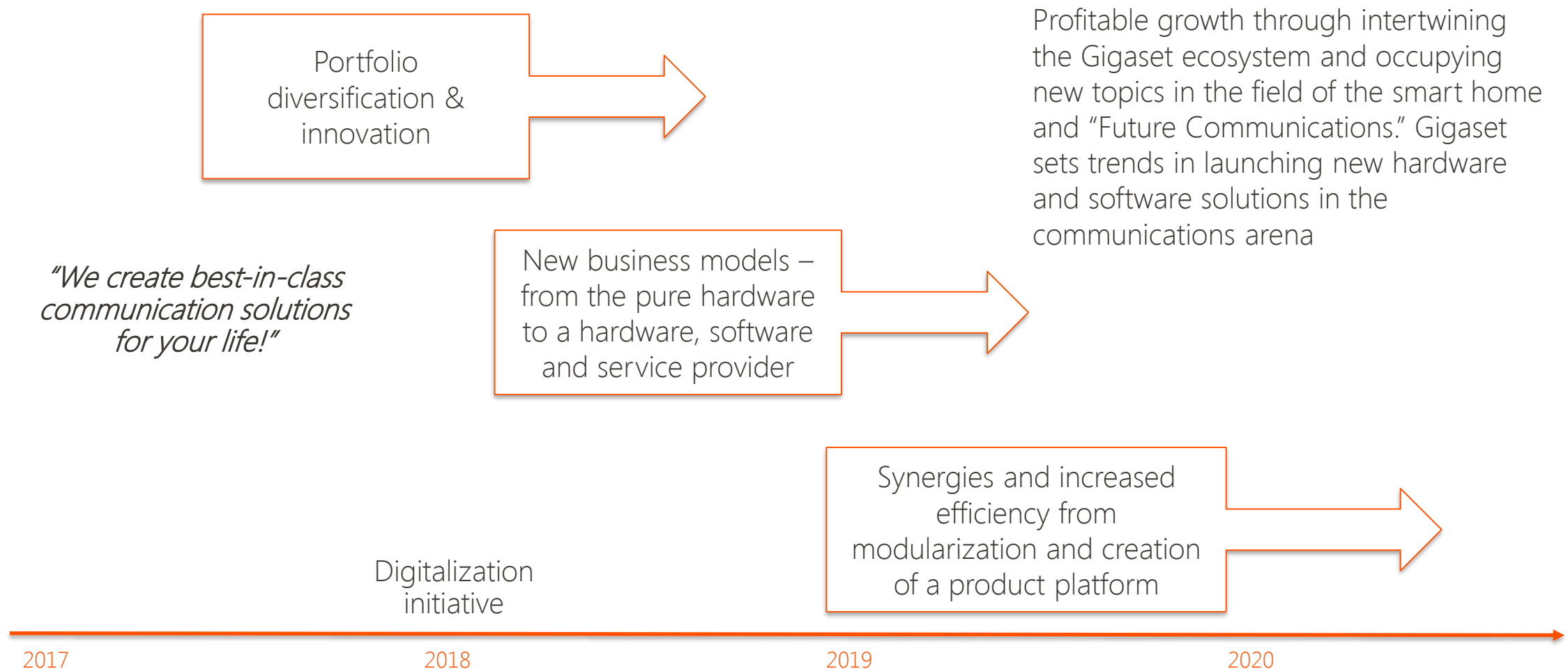
Improving transparency

Gigaset presented the company's prospects clearly and transparently to shareholders, analysts, journalists and employees.

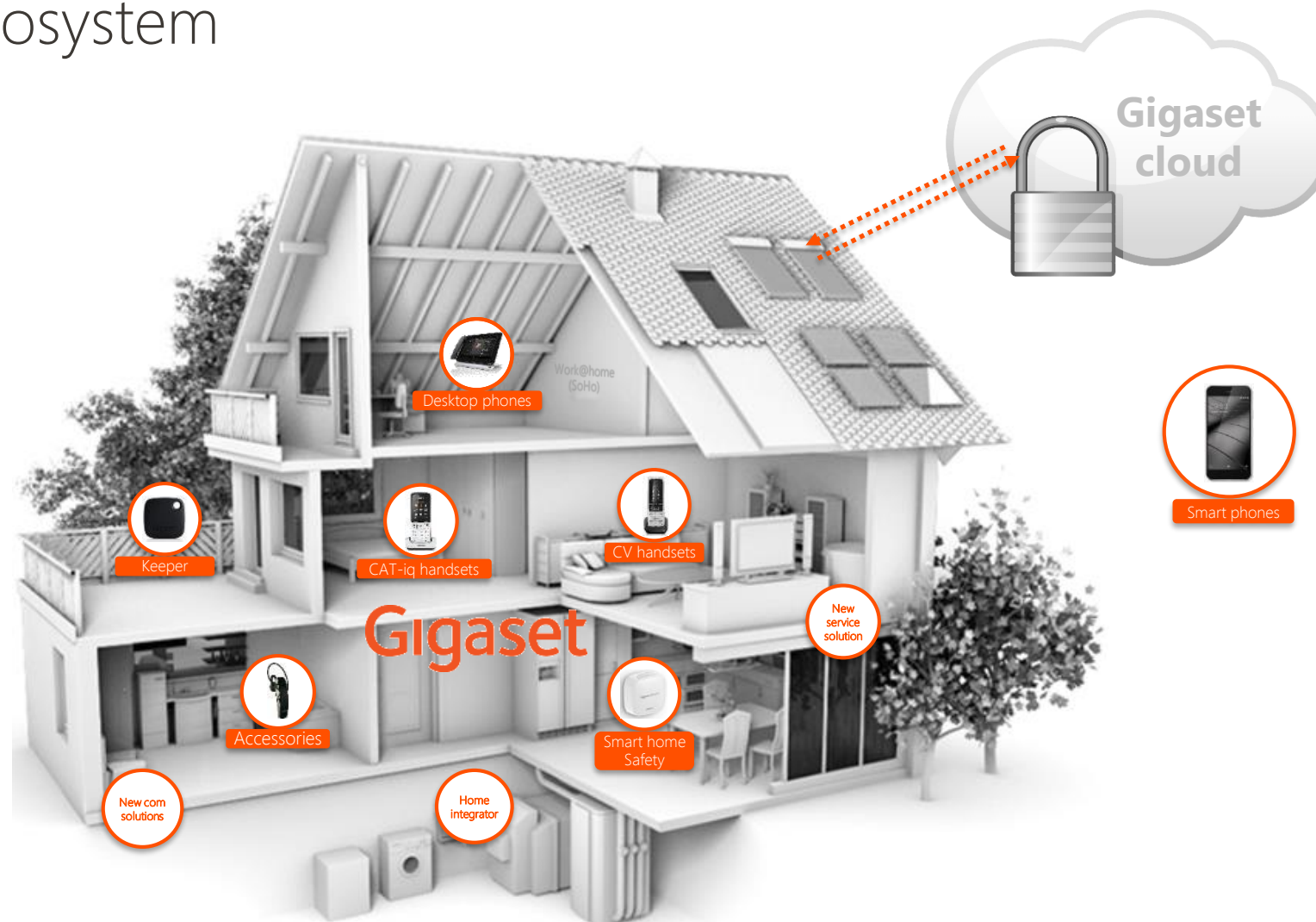
Strategic groundwork and operational measures are paying off

Measure	Result
Restructuring completed successfully, strict cost management is paying off	→ Operational turnaround achieved, Gigaset is profitable again
Focus on new business segments and expanding the product portfolio	→ Gigaset is growing again – revenue increased by 4% in 2017, underpinned by future business segments
Gigaset is responding to changes in the market	→ Gigaset is investing around €20 million in new business segments and is also aiming to gain further market share in the Consumer Products segment

Gigaset 2020 "Future Communications"



Vision The Gigaset ecosystem



The Gigaset ecosystem connects people and makes life easier!

Finance

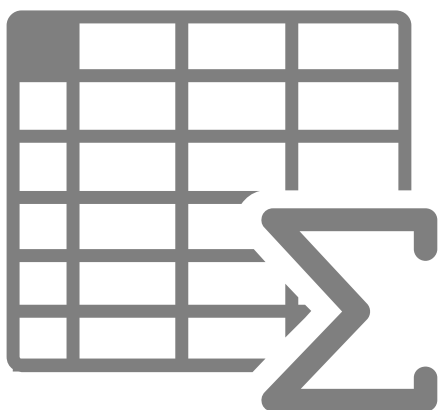


Fiscal year 2017

Key financial ratios

2017

- The **market environment** in our core business of cordless phones continued to be challenging in 2017
- **The new business segments** Business Customers, Home Networks and Mobile Devices **grew** in 2017
- Overall, there was a **increase in revenue** of **4.0%**
- **Restructuring program** almost completed



Fiscal year 2017

Forecast achieved in full

Guidance for 2017

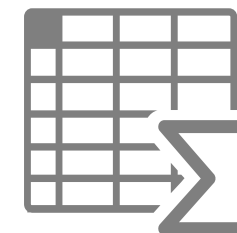
1. A year-on-year increase in revenue in the low double-digit million range as a result of the realigned smartphone business
 - **Result in 2017:** €293.3 million **Delta** + €11.4 million ✓
2. Earnings before depreciation, amortization and taxes between €15 million and €25 million
 - **Result in 2017:** €25.3 million ✓
3. Due to the considerable investments in new segments, as well as expenses for the social plan and provisions for risks from tax audits in the previous year, the company expects a negative free cash flow in the medium single-digit million range.
 - **Result in 2017:** €2.0 million ✓

Fiscal year 2017

Income statement, free cash flow and the share

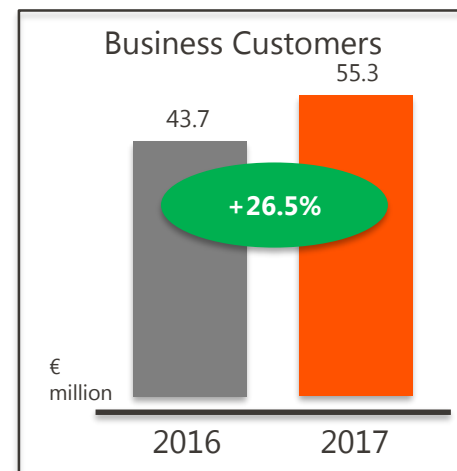
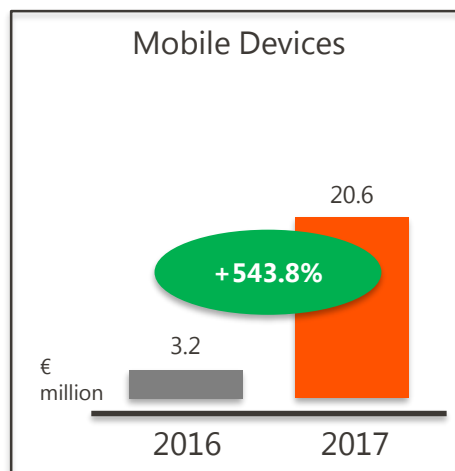
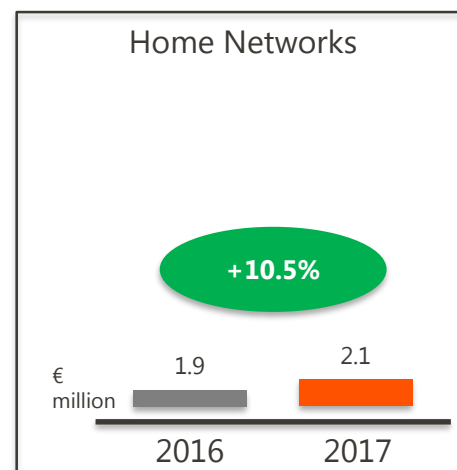
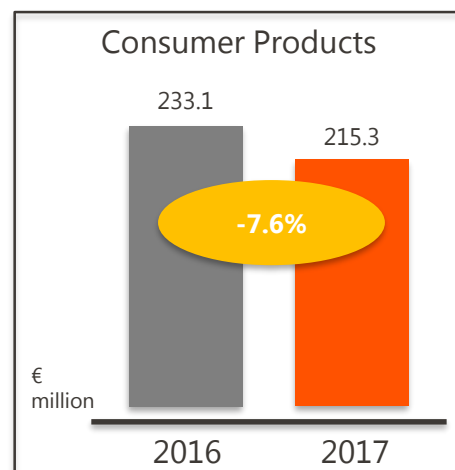
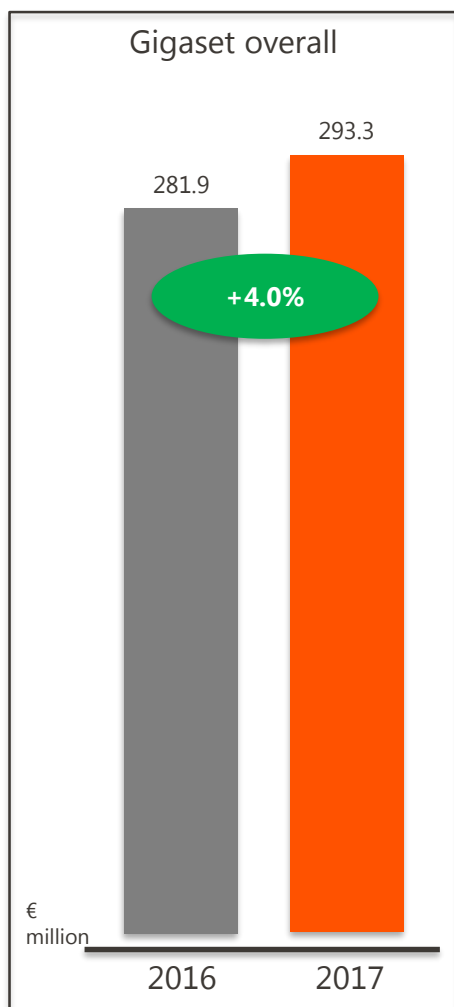
€ million	Jan. 1 - Dec. 31, 2017	Jan. 1 - Dec. 31, 2016
Consolidated revenue	293.3	281.9
Result from core business before depreciation and amortization (EBITDA)	25.3	25.0
Earnings before interest and taxes (EBIT)	12.2	12.8
Consolidated net income	7.9	4.3
Free cash flow	2.0	7.2
Diluted earnings per share in €	0.06	0.03

- Gigaset grows profitably again: **Consolidated revenue** of €293.3 million, + 4% over 2016
- **EBITDA** is €25.3 million and so at the level of the previous year
- **Lower personnel costs** have a positive impact on Gigaset's earnings. **Higher marketing costs**, such as for launch of the new Mobile Devices products, impacted earnings as planned.



Fiscal year 2017

Overview of development of the Business Units



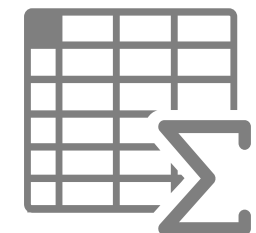
- **Consumer Products:** Gigaset continues to expand its market position in the EU 4 in a challenging environment and posts results that are better than planned and than the market.
- **Home Networks:** Opening of the smart home system platform to new services.
- **Mobile Devices:** Market launch of three more smartphone models.
- **Business Customers:** Growth in revenue, especially in Germany and with products from the Maxwell series, IP desktop phones and DECT cordless phones.

Fiscal year 2017

Balance sheet

€ million	Dec. 31, 2017	Dec. 31, 2016
Total assets	226.9	221.7
Liquid funds	49.1	47.5
Consolidated equity	24.1	17.8
Equity ratio (in %)	10.6	8.0
Number of employees	930	1,061

- **Positive result** of Gigaset AG is reflected in an **increase in liquid funds, equity** and the **equity ratio**



Fiscal year 2017

Cash flow statement

€ million	Jan. 1 - Dec. 31, 2017	Jan. 1 - Dec. 31, 2016
Earnings before income taxes (EBT)	11.1	11.8
Cash inflow (+)/ outflow (-) from operating activities (net cash flow)	14.4	18.5
Cash inflow (+)/ outflow (-) from investing activities	-12.5	-11.3
Free cash flow	2.0	7.2
Cash inflow (+)/ outflow (-) from financing activities	0	-0.4
Cash and cash equivalents	49.1	47.5

- Cash flow from operating activities slightly down year on year, mainly due to the increase in working capital
- **Cash flow from investing activities increases** by 10.6%, impacted by investments in an innovative product portfolio
- No cash flow from financing activities.
In the previous year, it contained **interest payments** from the converted mandatory convertible bonds

Outlook for 2018

Further revenue growth anticipated

2018

- Gigaset expects a difficult market environment for the Consumer Products segment, but aims to win further market share.
 - Gigaset intends to grow revenue not only in the Business Customer and Home Networks segments, but above all for Mobile Devices.
 - New Business Units are to generate additional revenue growth compared to 2017.
-
- **Guidance for 2018**
 - An increase in revenue over 2017 in the high single-digit million range
 - A result from core business before depreciation and amortization of between €20 million and €28 million
 - A negative free cash flow in the medium single-digit million range

Appendix

The Executive Board of Gigaset AG

Klaus Weßing, CEO



Board departments:

- Products
- Operations & Quality
- Sales & Marketing
- Corporate Communications
- Strategy & Innovation
- Human Resources

Stephan Mathys, CFO



Board departments:

- Finance
- Treasury
- Investor Relations
- Tax
- Legal

At a glance – A dynamic company

Industry:	Communications technology	Sales presence:	Approx. 70 countries
Segments:	Consumer Products Business Customers Smart Home Mobile Devices Future Communications Innovations	No. of employees (31 Dec., 2017)	930 (worldwide)
		Ownership structure:	Goldin Fund Pte. Ltd 73.5%
		Headquarters:	Munich, Germany
		Listing:	Prime Standard
		Market position:	Market leader in Europe (DECT) Top 5 worldwide (DECT)
Financial data for 2017 / continuing operations	Revenue: €293.3 million EBITDA: €25.3 million	Operations:	Bocholt, Deutschland
		Software development:	Wroclaw, Poland
		Head office:	Munich, Germany



Production as a unique selling point: Quality “Made in Germany”



Space	Approx. 95,000 m ² , of which around 54,000 m ² are buildings
Employees	800 in Research & Development / Quality / Global Sourcing / Procurement Management / Services / HR / etc.
Production systems	50 production systems
Product portfolio	Approx. 1,600 articles
Process quality	Overall level of quality of approx. 100% (99.8% since 2011)
Delivery time	24 hours in Germany, 3 days in Europe



Excellent, award-winning products and quality



Overview of the latest awards

Award	2014	2015	2016
iF Product Design Awards	AS405 A415 Maxwell		
Red Dot Design Award	A540 Maxwell		
Good Design Award	Maxwell		
Plus X Award	C530 C430 CL540	CL750 E550 SL450	A150 A250 Maxwell 3
Plus X Award Product of the Year		SL450	Specialty Retail Brand of the Year
CRN	Manufacturer of the Year		Manufacturer of the Year
Funkschau	ICT Product of the Year	ICT Product of the Year	ICT Product of the Year
Elektrobörse Handel			Channel Champ

Sales activities in more than 70 countries ...

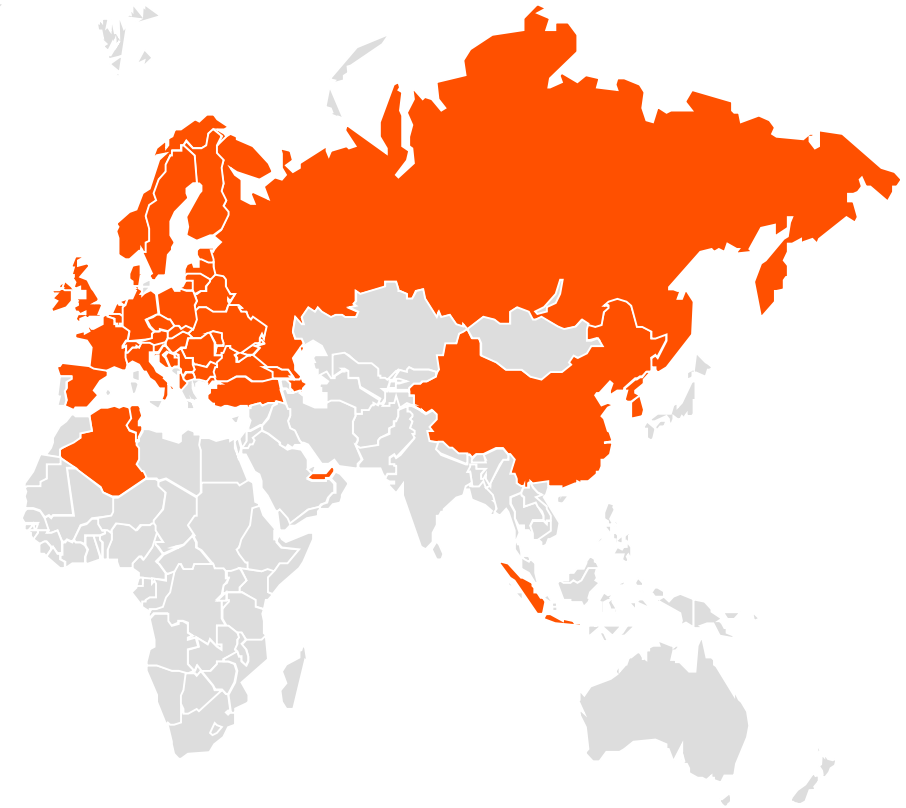
Strong presence on the relevant sales markets. **16 sales offices** outside Germany.

Powerful sales team with approx. **140 representatives** worldwide.

Products from Gigaset are available in around **70 countries**.

More than **4,000 direct sales partners** ensure market development and access to over 40,000 outlets in Europe

Longstanding business ties with leading telecommunications and retail companies.



... result in 7,000 points of sale worldwide!

Contact / financial calendar



Contact:

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Gigaset AG

Corporate Communications & Investor Relations

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E-mail: raphael.doerr@gigaset.com

Gigaset's financial calendar for 2018

April 30, 2018	Annual Press Conference 2018
June 6, 2018	Interim report for the 1st quarter of 2018
August 14, 2018	2018 Annual General Meeting
August 22, 2018	2018 half-yearly financial report
December 6, 2018	Interim report for the 3rd quarter of 2018
