

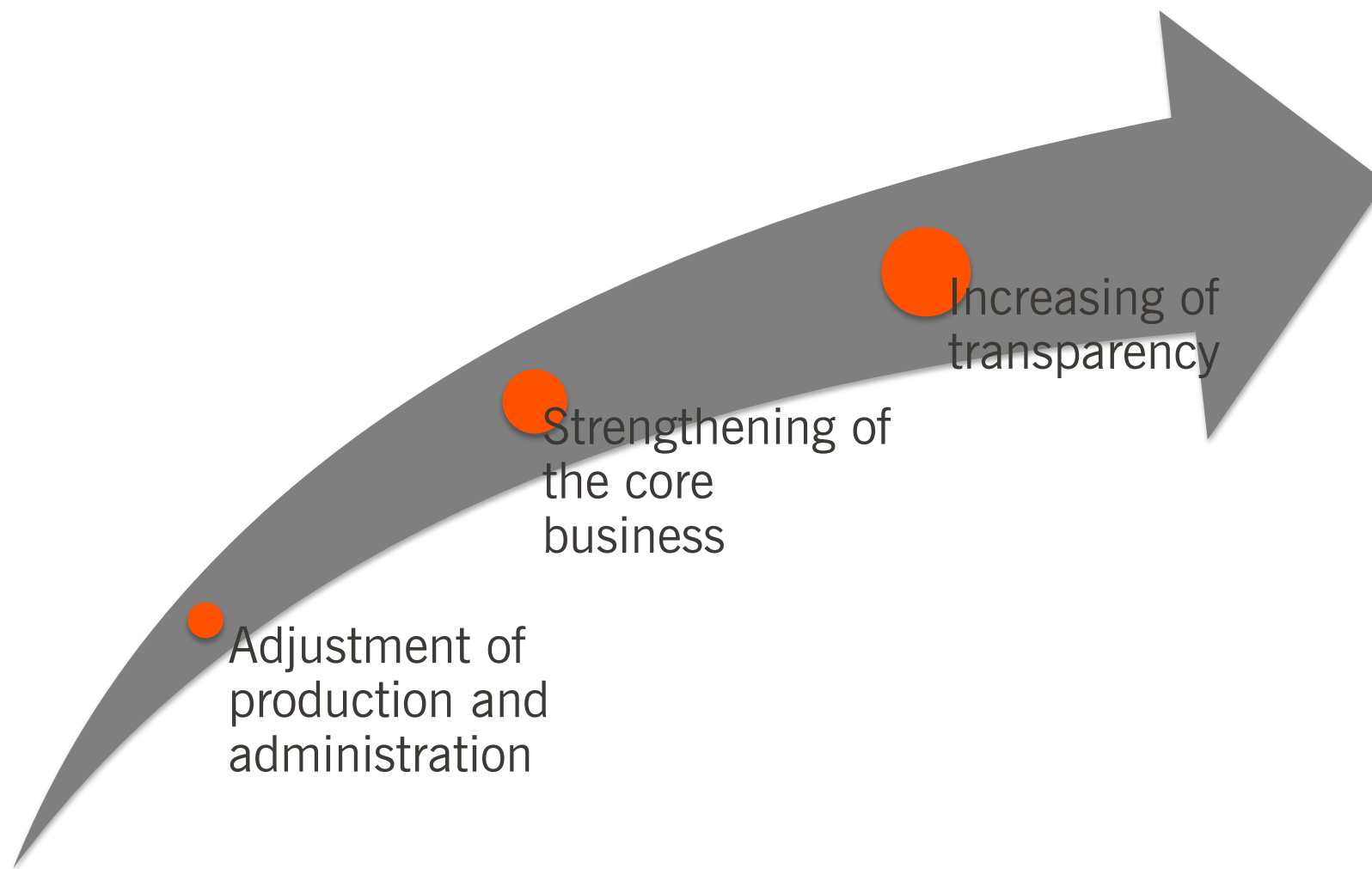
Gigaset AG

Presentation of Half-Year Results 2016

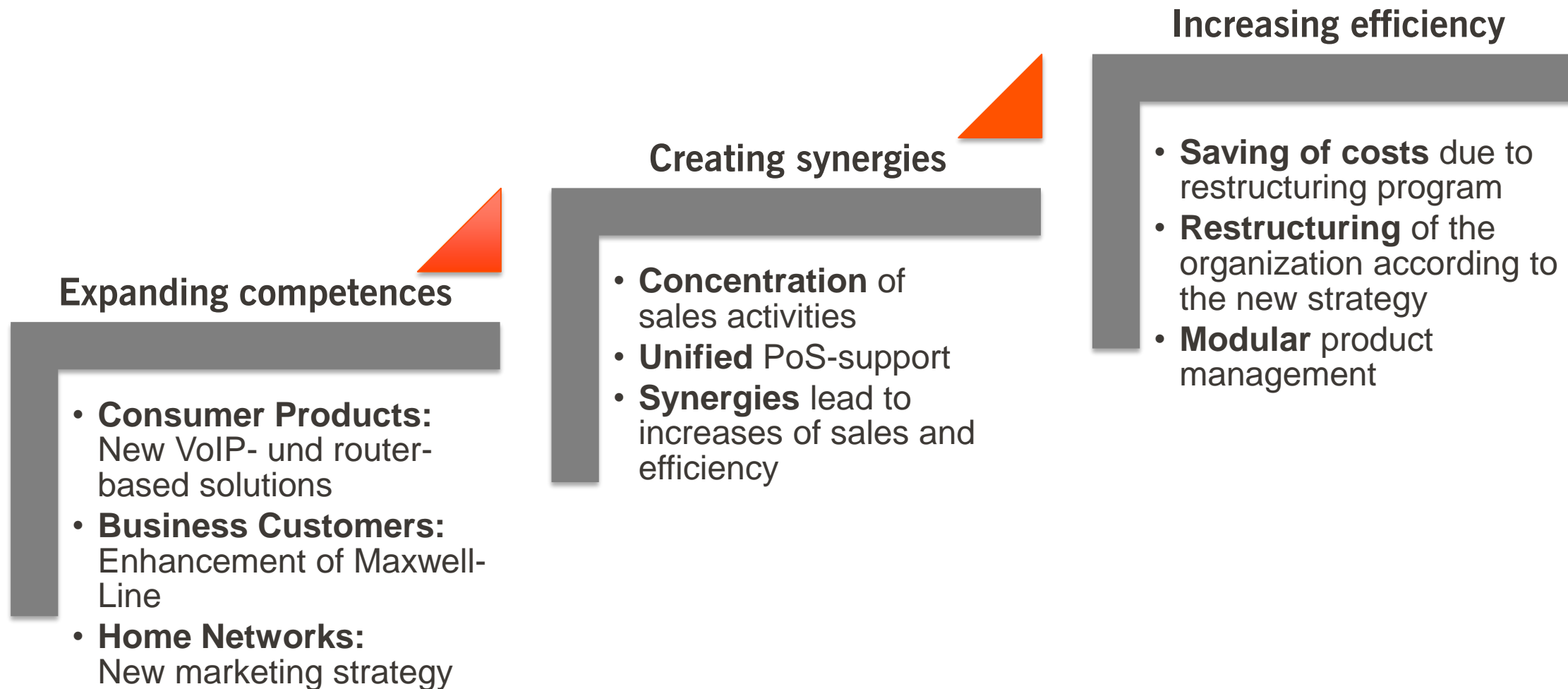


Munich, August 11, 2016

Consistent implementation of the three-point plan in 1st half-year 2016



Operational focus of the corporate actions on costumers has been successfully initiated



Strategic focus of the company decided and in progress

Strategy

Cordless Voice remains the most important pillar

Goal: Regaining market shares

Business Customers is an important growth segment

Goal: Substantial expansion

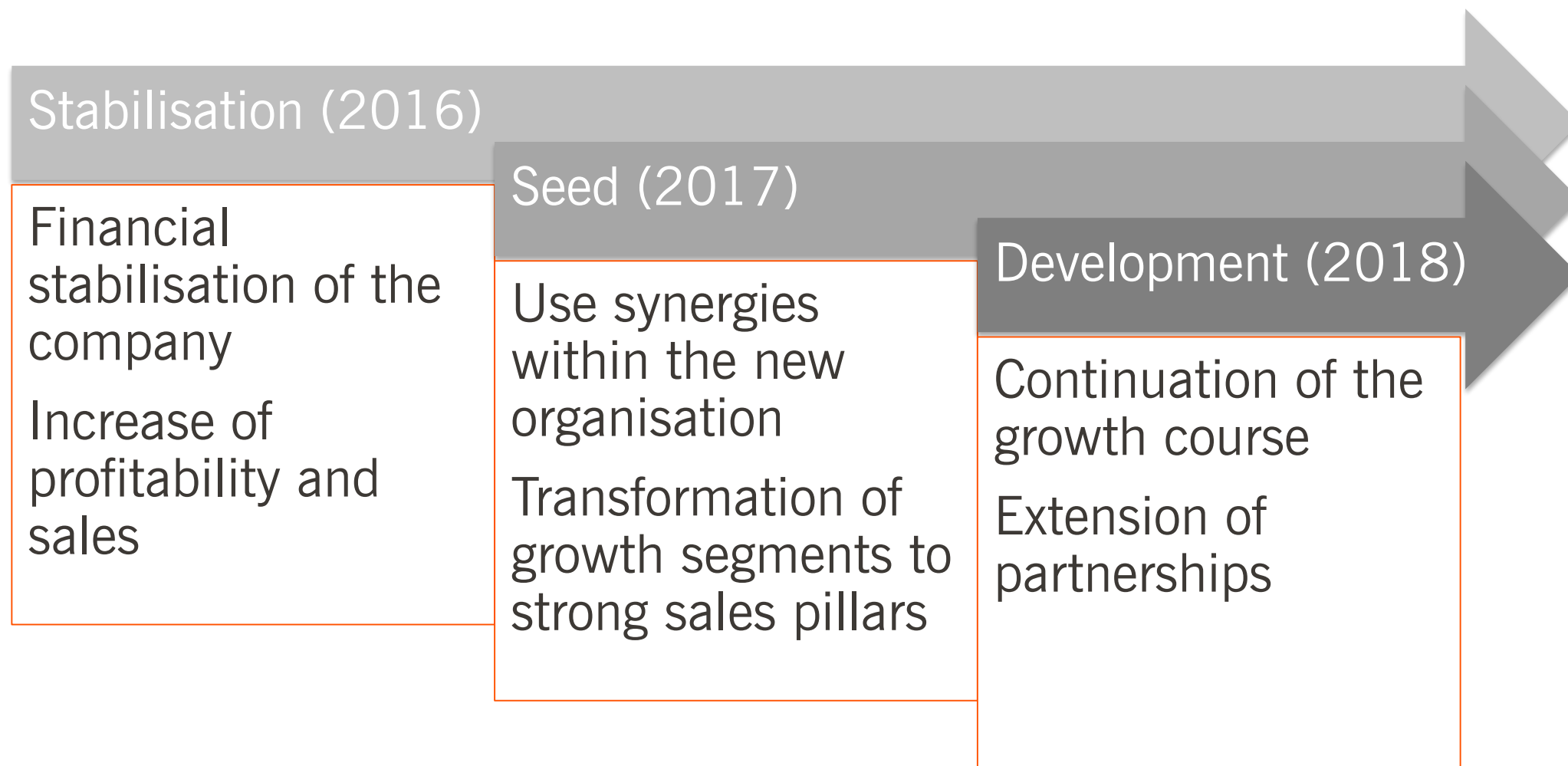
Home Networks with elements receives new strategic focus

Goal: Effective marketing approach

Development of new communication solutions

Goal: Being technology pioneer in the area of 'future communications'

Strategic and operational outlook until 2018



H1 2016

Revenue plus 5% against budget (minus 6.7% against prior year)

Operating margin increased by **€2.5 million** against prior year

HR cost improved by **€5.7 million** against prior year

Reduction of other expenses from **€32.2** million to **€23.4** million

Income from ordinary activities (profit before tax) increased from - **€9.3 million** to **€0.6 million**

Available Cash Position improved substantially to **€27.4 million** against a budget of **€22.5** million. Without drawing sconto, **€35.4** million would be available

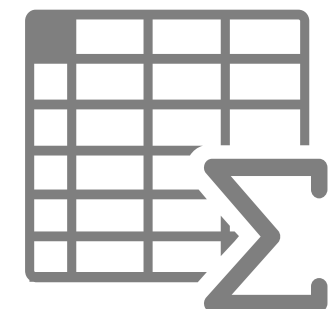
Equity decreased from **€17.9** million to **€4,0** million due to pension provisions increasing

H1 2016

Development of sales

in million €	H1 2016	H1 2015	Change
Consumer Products	110,7	112,5	-1,6%
Business Customers	20,2	22,8	-11,4%
Home Networks	1,0	2,4	-58,3%
Mobile Products	1,1	4,9	-77,6%
Gigaset total	133,0	142,6	-6,7%

- **Sales decline** by 6.7% is in line with planning
- Consumer Products: **general market downturn**
- Business Customers: **reorganization of our largest german customers**
- Home Networks: **reorganization und consolidation**

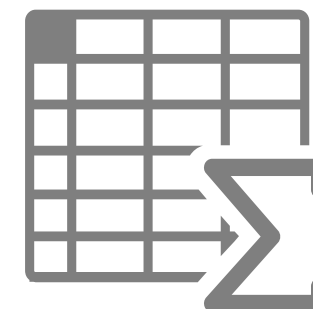


H1 2016

Profit and Loss statement

in million €	H1 2016	H1 2015	Q2 2016	Q2 2015
Revenues	133,0	142,6	71,1	72,5
Operating margin	68,6	66,1	38,3	33,6
HR and other expenses	-58,3	-71,2	-29,2	-36,0
EBITDA	10,1	1,7	7,5	-7,1
EBIT (result from core business)	1,4	-15,3	4,7	-7,4
Additional ordinary result	-0,2	6,8	-1,6	-7,4
Profit before tax (result of ordinary business)	0,6	-9,3	2,8	-12,5
Income taxes	-1,2	0,3	-0,9	2,7
Consolidated profit / loss	-0,6	-9,0	1,9	-9,8

- **Gross profit improves** by €2.5 million
- **Reduction of HR costs**
- Substantial **improvements of other costs**
- **Profit before tax** (result from core business after scheduled depreciation) up by €9.9 million



H1 2016

Cash Flow statement

in million €	H1 2016	H1 2015	Q2 2016	Q2 2015
Earnings before taxes (EBT)	0,6	-9,3	2,8	-12,5
Cashflow from operating activities	-8,0	-18,6	4,8	-3,2
Cashflow from investment	-5,0	-5,4	-2,6	-2,6
Free Cashflow	-13,1	-24,0	2,2	-5,8
Cashflow from financing	-0,4	0	0	0
Cash & cash equivalents on June 30	27,4	27,0	27,4	27,0
Change in cash & cash equivalents	-13,5	-24,0	2,2	-6,1

- Substantial improvement of Cash Flow from operating activities
- Better Free Cash Flow
- Cash Position im Vergleich zu Budget verbessert



Outlook Financial Year 2016

2016

For **2016** the company expects, that the market decline in core business will decelerate slightly. The cordless phone business will remain declining.

Accordingly Gigaset continues building up new, promising business areas and product groups. Those will produce werden further sales contributions. It is expected, that the **market-related downturn** on cordless phones in 2016 will not be compensated by them.

Gigaset expects for the **current financial year 2016** in the business areas Consumer Products, Business Customers und Home Networks:

- a positive result before tax (result of ordinary business),
- an EBITDA in the amount of €20 million and
- a positive Free Cash Flow from current business, that will be slightly negative only due to tax payments for previous years.

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