

QUARTERLY REPORT

Q1 2020

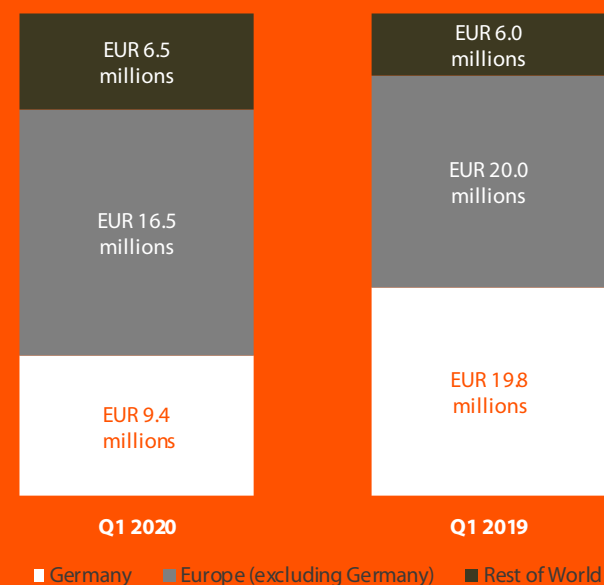
from January 1 to
March 31, 2020

Gigaset

KEY FIGURES

EUR millions	1/1 - 3/31/2020	1/1 - 3/31/2019
Consolidated revenues	32.4	45.8
Earnings before interest, taxes, depreciation and amortization (EBITDA)	-7.4	-1.9
Earnings before interest and taxes (EBIT)	-11.5	-5.4
Consolidated net loss for the year	-8.1	-4.1
Free cashflow	-14.7	-10.4
Earnings per share (diluted in EUR)	-0.06	-0.03
	3/31/2020	12/31/2019
Total assets	184.8	222.6
Consolidated equity	10.7	18.5
Equity ratio (in %)	5.8	8.3
Number of employees	903	895
	Q1 2020	Q1 2019
The Gigaset Share		
Closing price in EUR (at the end of the period)	0.28	0.43
Highest price in EUR (in the period)	0.37	0.53
Lowest price in EUR (in the period)	0.20	0.27
Number of shares in circulation (at the end of the period)	132,455,896	132,455,896
Market capitalization in EUR million (at the end of the period)	37.0	56.8

Sales broken down by region



Note

This quarterly report has not been audited. This report is not an interim financial report according to IAS 34 or financial statements according to IAS 1. It was prepared on the basis of the accounting policies applied for the most recent consolidated financial statements.

The comparison figures from the first quarter of 2019 have not been adjusted to account for new accounting standards.

This quarterly report includes statements and information of Gigaset AG referring to future periods. These forward-looking statements represent estimates that were made on the basis of all available information at the time when the report was prepared.

If the assumptions underlying the forecasts should prove to be inaccurate, the actual developments and results can deviate from current expectations.

The Company bears no obligation to update the statements included in this report beyond the statutory publication regulations. The amounts presented in tables and percentages may differ from the mathematically correct values due to rounding differences.

1 GENERAL ECONOMIC ENVIRONMENT

The coronavirus pandemic slammed the brakes on the German economy already in the first quarter of 2020 even though the full impact of the crisis was only felt in Germany in the second half of March. Gross domestic product contracted by 2.4 %, that being the steepest drop since the global financial crisis. Compared to other European countries, however, the decline was rather moderate. The contraction of the German economy will be much more severe in the second quarter, for which experts are predicting a double-digit decline.

According to the latest calculations of the Kiel Institute for the World Economy (IfW Kiel), German gross domestic product (GDP) suffered a substantial 2.4 % drop in the first quarter of 2020 compared to the first quarter of last year. A preliminary estimate of the EU statistical office Eurostat shows that economic output in the Eurozone contracted by a total of 3.8 %, the sharpest drop on record for the Eurozone.

However, the negative GDP growth in the first quarter is only a foretaste of what will happen in the second quarter of 2020. The contraction of economic output was mainly concentrated in the second half of March when the measures to contain the coronavirus pandemic took full effect and economic activity was drastically curbed. Although the worst of the crisis was probably in April, a recovery will occur only gradually and a return to normality will take a longer time. Leading indicators suggest that second-quarter GDP could plunge by more than 10 %. That would be the sharpest drop in a 3-month period since the founding of the Federal Republic of Germany.¹

Naturally, Gigaset as a provider of telecommunications solutions and consumer electronics was also impacted by the massive reduction of economic output in the first quarter of 2020. The adverse distortions affected all operating segments: Phones, Smartphones, Smart Home and Professional.

¹ Source: <https://www.ifw-kiel.de/de/publikationen/medieninformationen/2020/corona-deutsches-bip-sinkt-in-q1-um-24-prozent/>

2 BUSINESS DEVELOPMENTS

Due to the economic shock caused by the coronavirus pandemic and the restrictions imposed by governments in Germany and Europe to combat it, revenues were sharply lower in all product areas except Smart Home.

Although the Company has consistently pushed the expansion of both its own e-commerce activities and those of third parties for years, retail is still the most important sales channel for Gigaset. With around 30,000 retail outlets closed throughout Europe, however, it was impossible for the Company to adequately place and sell its products. The drastic curtailment of public life naturally led to an unprecedented, though understandable economic collapse given the circumstances.

At an early stage of the crisis, Gigaset implemented measures to protect its employees and ensure continued production that were consistent with the hygiene recommendations of the Robert Koch Institute and the German federal government. These included intensive measures to inform employees about potential risks and appropriate behavioral measures, business travel prohibitions, distance rules in production and the temporary shifting of many functions to employees working from home. Thanks to these measures, the Company was able to protect and continue production. Nonetheless, the coronavirus shock necessitated short-time work in all areas of the Company beginning in early April 2020.

2.1 Phones

Unit sales and revenues in the already strained market environment for DECT cordless telephones reached the planned levels until mid-March when European governments began to impose anti-coronavirus restrictions. Ultimately, the store closures and dampened consumption climate in

Germany and Europe entailed additional adverse effects on revenues in the first quarter of 2020, above and beyond the already planned and market-driven revenue decline in this segment.

2.2 Smartphones

The situation in the Smartphones segment has been especially dire. Numerous distributors exercised their contractually allowed option of returning merchandise. Unsettled by the uncertainty caused by the coronavirus crisis, customers made extensive use of this option.

2.3 Smart Home

The Smart Home segment is sending positive signals. Despite the effects of the coronavirus pandemic Gigaset achieved a significant increase in revenues compared to the first quarter of last year thanks to a long-prepared strategic partnership with a leading European telecommunications company.

2.4 Professional

The Professional segment was also impacted by the coronavirus pandemic in the first quarter of 2020. Unable to predict the duration and consequences of this crisis, business partners adopted a wait-and-see attitude and deferred some projects again.

3 FINANCIAL PERFORMANCE, CASHFLOWS AND FINANCIAL POSITION OF THE GROUP

3.1 Financial performance

The Gigaset Group generated total **revenues** of EUR 32.4 million (prior year: EUR 45.8 million) in the first quarter of 2020. In the consumer business, revenues were subject to the usual seasonal fluctuations. In March 2020, moreover, unit sales and revenues were adversely impacted to a substantial extent by the restrictions imposed throughout Europe to combat the covid-19 pandemic.

Unit sales and revenues in the Phones segment reached the planned levels through mid-March when anti-coronavirus measures were initiated in Europe. Due to the effects of these measures through the end of the first quarter of 2020 and the already difficult market conditions in the Phones segment, total revenues fell by 23.3 % or EUR 7.7 million compared to the first quarter of last year to reach EUR 25.3 million.

Revenues in the Smartphones segment were EUR 5.5 million less than the year-ago figure. The quarantine measures imposed by European governments and the resulting massive curtailment of public life caused a sharp decline in Smartphone sales in the first quarter of 2020. The forced closure of brick-and-mortar retail outlets on a magnitude of roughly 30,000 PoS² in Europe caused distributors to return devices, as reflected in the negative quarterly revenues of EUR -3.7 million (prior year: EUR 1.8 million).

Despite the effects of the pandemic, Smart Home revenues improved significantly by an amount of EUR 0.6 million or 100.0 % over the year-ago figure, thanks to a long-prepared strategic partnership with a leading European telecommunications company. Compared to the first quarter of last year, revenues doubled to EUR 1.2 million in the first quarter of 2020.

With revenues of EUR 9.6 million (prior year: EUR 10.4 million), the performance of the Professional segment was slightly negative, also due to the pandemic. Companies were so preoccupied with the crisis that many of them postponed or held off on projects and orders for the Professional segment.

Revenues in EUR millions	Q1 2020	Q1 2019	Change in %
Phones	25.3	33.0	-23.3
Smartphones	-3.7	1.8	-305.6
Smart Home	1.2	0.6	100.0
Professional	9.6	10.4	-7.7
Gigaset Total	32.4	45.8	-29.3

In the segment report, revenues are broken down by country based on both the receiving entities and the domicile of each company ("country of domicile").

² Point of Sale

With respect to Brexit, which officially took effect on January 31, 2020, the revenues generated in the United Kingdom were attributed to the Europe segment until that time due to the country's membership in the European Union. For the period beginning on February 1, 2020, these revenues are now attributed to the Rest of World segment. For this reason, comparability with the prior-year comparison period is limited.

The regional breakdown of revenues by **receiving entities** is based on the revenues billed in the respective regions, regardless of the domicile of the billing entity. If, for example, a German company issues an invoice to an entity in the Netherlands, the corresponding revenue is attributed to the Europe region for purposes of the regional breakdown by receiving entities. The regional breakdown of revenues is presented in the table below:

Revenues in EUR millions	Q1 2020	Q1 2019	Change in %
Germany	9.4	19.8	-52.5
Europe (excluding Germany)	16.5	20.0	-17.5
Rest of World	6.5	6.0	8.3
Gigaset Total	32.4	45.8	-29.3

As part of the segment report by **geographical region** within the Group, revenues are additionally attributed to the country of domicile of the various legal entities. If, for example, a German company issues an invoice to an entity in the Netherlands, the corresponding revenue is attributed to the country of domicile, i.e. the Germany region. The regional breakdown of revenues by country of domicile is presented in the table below:

Revenues in EUR millions	Q1 2020	Q1 2019	Change in %
Germany	13.1	23.1	-43.3
Europe (excluding Germany)	14.3	18.8	-23.9
Rest of World	5.0	3.9	28.2
Gigaset Total	32.4	45.8	-29.3

The **cost of materials** for raw materials, merchandise, finished goods and purchased services amounted to EUR 18.6 million, which was EUR 2.4 million less than the year-ago comparison figure of EUR 20.9 million. Including the change in inventories, the cost of materials ratio came to 53.4 %, which was higher than the year-ago comparison figure (prior year: 47.6 %). This ratio is calculated as the quotient of the cost of materials divided by the sum of revenues and the change in inventories of finished and unfinished goods.

Gross profit, which is calculated as revenues minus the cost of materials and change in inventories and change in inventories of finished and unfinished goods, declined by 29.6 % to EUR 16.2 million for the reporting period. At 46.6 %, the gross profit margin³ was lower than the year-ago figure of 52.4 %.

Other internal production capitalized increased from EUR 1.5 million in the first quarter of last year to EUR 2.2 million in the first quarter of 2020.

The **other operating income** of EUR 3.1 million was slightly higher than the year-ago figure of EUR 2.9 million.

³ The calculation of the gross profit margin has changed since the first quarter of last year. Beginning in 2020, changes in inventory are attributed to revenues. Therefore, the gross profit is now calculated as gross profit divided by revenues plus changes in inventory.

The **personnel expenses** for wages, salaries, social security contributions and old age pensions amounted to EUR 15.9 million, that being EUR 1.0 million higher than the year-ago figure. The personnel expenses ratio⁴ came to 45.7 % (prior year: 33.8 %).

Other operating expenses were incurred in the amount of EUR 13.1 million (prior year: EUR 14.4 million) in the reporting period.

The **earnings before interest, taxes, depreciation and amortization** (EBITDA) amounted to EUR -7.4 million (prior year: EUR -1.9 million). After deduction of depreciation, amortization and impairments in the amount of EUR 4.0 million (prior year: EUR 3.5 million), **earnings before interest and taxes** (EBIT) amounted to EUR -11.5 million (prior year: EUR -5.4 million).

After deducting the **financial result** in the amount of EUR -0.2 million (prior year: EUR -0.4 million), the **result from ordinary activities** amounted to EUR -11.6 million (prior year: EUR -5.7 million).

The **consolidated loss** for the period from January 1 to March 31, 2020 amounted to EUR -8.1 million (prior year: EUR -4.1 million).

This yields **earnings per share** of EUR -0.06 (undiluted/ diluted) (prior year: EUR -0.03 (undiluted/diluted)).

⁴ The calculation of the personnel expenses ratio has changed since the first quarter of last year. Beginning in 2020, changes in inventory are attributed to revenues. Therefore, the personnel expenses ratio is now calculated as personnel expenses divided by revenues plus changes in inventory.

3.2 Cashflows

The Company's cashflows are presented in the table below:

Cashflows in EUR millions	Q1 2020	Q1 2019
Cashflow from operating activities	-11.7	-8.3
Cashflow from investing activities	-3.0	-2.1
Free Cashflow	-14.7	-10.4
Cashflow from financing activities	-1.6	-0.8

In the first quarter of 2020, the Gigaset Group generated a **cash outflow from operating activities** in the amount of EUR -11.7 million (prior year: cash outflow EUR -8.3 million). This resulted mainly from payments on account of trade payables, other provisions and other liabilities in the amount of EUR 30.0 million, and the increase in inventories in the amount of EUR 2.6 million, together with cash inflows from payments received on account of trade receivables and other assets in the amount of EUR 27.3 million.

The **cash outflow from investing activities** amounted to EUR -3.0 million, after EUR -2.1 million in the first quarter of last year. Most investments in the reporting period and previous year related to internal production capitalized for the development of new products and solutions.

The **cash outflow from financing activities** amounted to EUR -1.6 million (prior year: EUR -0.8 million) and resulted from the credit facility taken out in 2018. The Company began to repay the loan at the beginning of the 2020 financial year, which was the main reason for the year-over-year increase.

Please refer to the statement of cashflows for a detailed account of the development of **cash and cash equivalents**. Exchange rate changes of EUR -0.2 million (prior year: EUR 0.1 million) were included in the cashflow. Cash and cash equivalents amounted to EUR 20.0 million as of March 31, 2020 (prior year: EUR 25.8 million).

3.3 Financial position

As of March 31, 2020, the **total assets** of the Gigaset Group amounted to EUR 184.8 million, indicative of a significant reduction compared to December 31, 2019 (EUR 222.6 million).

Compared to December 31, 2019, **noncurrent assets** increased by EUR 2.9 million to EUR 81.3 million. This increase resulted mainly from an addition to deferred tax assets as of March 31, 2020.

Current assets accounted for 56.0 % of total assets. Compared to the previous year, they declined by EUR 40.7 million to EUR 103.5 million. The biggest drivers of the decrease were trade payables, which declined by EUR 18.4 million, and cash and cash equivalents, which declined by EUR 16.6 million. Please refer to the statement of cashflows in the quarterly report for details on the development of cash and cash equivalents.

Total liabilities amounted to EUR 174.1 million (December 31, 2019 EUR 204.1 million), of which 34.6 % are current.

The Gigaset Group's **equity** amounted to EUR 10.7 million as of March 31, 2020 and was EUR -7.9 million lower than at the beginning of the year. This corresponds to an equity ratio of 5.8 %, as compared to 8.3 % as of December 31, 2019. Including deferred taxes, cashflow hedging resulted in a positive effect of EUR 0.4 million, which was recognized directly in equity with no effect on the income statement. The consolidated net loss amounted to EUR 8.1 million, causing a negative effect of the same amount in consolidated equity. All effects on equity are described in the section entitled "Development of consolidated equity".

Noncurrent liabilities were mainly composed of pension obligations and financial liabilities. Noncurrent liabilities amounted to EUR 113.9 million as of the reporting date of March 31, 2020, indicative of a year-over-year increase of EUR 4.6 million. The increase resulted mainly from a EUR 3.0 million increase in noncurrent financial liabilities and a EUR 1.3 million increase in pension obligations.

The **current liabilities** of EUR 60.2 million were about EUR 36.5 % less than as of December 31, 2019. The decrease resulted mainly from the reduction of trade payables, which declined from EUR 51.2 million to EUR 31.3 million as of March 31, 2020. Other contributing factors were the EUR 6.4 million decrease in current provisions, the EUR 4.3 million decrease in other liabilities, and the EUR 3.6 million decrease in current financial liabilities.

4 GENERAL ASSESSMENT OF THE GROUP'S EXPECTED PERFORMANCE

General assessment of the Managing Board

In view of the inestimable effects of the coronavirus pandemic and the Company's strong dependence on external factors it cannot influence itself, i.e. government decisions regarding stay-at-home orders, business and border closures, and the duration and further development of the pandemic itself, the Company will not offer a detailed forecast for 2020 as it would not be reliable due to the unique nature of the current situation. As a consequence of the crisis, however, a general reduction of relevant key indicators compared to the previous year is expected. The statements made by the Managing Board in the Forecast Report section of the 2019 Annual Report (as of early March 2020) for the current financial year are no longer applicable due to the adverse effects of the coronavirus pandemic

Factor I: Economy

According to its latest forecast, the IMF anticipates a worldwide recession that will be much worse than the effects of the economic crisis in 2012. According to the IMF, the German economy will contract by 7 % and the Italian economy by 9.1 % year-over-year. Economic output in the Eurozone will decline by 7.5 %. For 2021, however, the IMF anticipates a recovery and economic growth of 4.7 % for the 19 countries of the Eurozone, assuming that the economic effects of the pandemic are brought under control in the second quarter of 2020.⁵

⁵ Source: <https://www.tagesschau.de/wirtschaft/corona-krise-ivf-101.html>

Factor II: Course of the pandemic

The further course of the pandemic in Germany, Europe and the world is not foreseeable at the present time. The two main factors in this context are the duration and severity of the pandemic. At the time of preparation of the report for the first quarter of 2020, Eurozone countries were in the process of cautiously relaxing the rigid measures imposed in the first quarter. If this trend continues or better yet, a quick return to normal life is possible, the economic effects for Gigaset would be less severe than if a renewed lockdown in Germany or Europe becomes necessary. Consumer sentiment will also play a major role. Short-time work and looming insolvencies are already undermining consumer behavior. Depending on the further course of the crisis and the resulting consequences, consumer sentiment will either normalize or worsen considerably.

With reference to the general assessment of the Managing Board for 2020 and given this and numerous other uncertainties described above, a reliable forecast for 2020 is not possible at this time.

5 CONSOLIDATED INCOME STATEMENT

EUR'000	1/1/- 3/31/2020	1/1/- 3/31/2019
Revenues	32,388	45,816
Change in inventories of finished and unfinished goods	2,396	-1,840
Purchased goods and services	-18,559	-20,927
Gross profit	16,225	23,049
Other internal production capitalized	2,218	1,497
Other operating income	3,109	2,853
Personnel expenses	-15,890	-14,846
Other operating expenses	-13,099	-14,425
EBITDA	-7,437	-1,872
Depreciation and amortization	-4,023	-3,502
EBIT	-11,460	-5,374
Other interest and similar income	182	7
Interest and similar expenses	-358	-357
Financial result	-176	-350
Result from ordinary activities	-11,636	-5,724
Income taxes	3,573	1,639
Consolidated net loss for the year	-8,063	-4,085
Earnings per share		
– Undiluted (Basic) in EUR	-0.06	-0.03
– Diluted in EUR	-0.06	-0.03

6 CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

EUR'000	1/1/- 3/31/2020	1/1/- 3/31/2019
Consolidated net loss for the year	-8,063	-4,085
Items that may possibly be reclassified to profit or loss at a later time		
Currency translation changes	-340	0
Cashflow hedges	513	403
Income taxes recognized on these items	-163	-128
Items that will not be reclassified to profit or loss at a later time		
Revaluation effect, net debt of defined benefit pension plans before income taxes	0	-7,069
Financial instruments at Fair Value through Other Comprehensive Income (FVOCI)	200	200
Income taxes recognized on this item	0	2,248
Total changes not recognized in profit or loss	210	-4,346
Total income and expenses recognized	-7,853	-8,431

7 CONSOLIDATED STATEMENT OF FINANCIAL POSITION

EUR'000	3/31/2020	12/31/2019
ASSETS		
Noncurrent assets		
Intangible assets	33,824	33,757
Property, plant and equipment	22,670	23,284
Right of use assets	3,906	4,331
Financial assets	7,886	7,686
Deferred tax assets	13,025	9,374
Total noncurrent assets	81,311	78,432
Current assets		
Inventories	37,847	35,246
Trade receivables	26,972	45,417
Other assets	18,355	26,670
Tax refund claims	300	293
Cash and cash equivalents	19,998	36,557
Total current assets	103,472	144,183
Total assets	184,783	222,615

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

EUR'000	3/31/2020	12/31/2019
EQUITY AND LIABILITIES		
Equity		
Subscribed capital	132,456	132,456
Additional paid-in capital	86,076	86,076
Retained earnings	68,979	68,979
Accumulated other comprehensive equity	-276,821	-268,968
Total equity	10,690	18,543
Noncurrent liabilities		
Pension obligations	93,822	92,501
Provisions	3,283	2,983
Financial liabilities	13,203	10,176
Lease liabilities	2,425	2,827
Deferred tax liabilities	1,125	760
Total noncurrent liabilities	113,858	109,247
Current liabilities		
Provisions	8,322	14,770
Financial liabilities	2,148	5,724
Lease liabilities	1,526	1,563
Trade payables	31,274	51,247
Tax liabilities	4,686	4,945
Other liabilities	12,279	16,576
Total current liabilities	60,235	94,825
Total equity and liabilities	184,783	222,615

8 CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

EUR'000	Subscribed capital	Additional paid-in capital	Retained earnings	Accumulated other comprehensive equity	Consolidated equity
December 31, 2018	132,456	86,076	68,979	-262,490	25,021
1 Consolidated net loss 2019	0	0	0	-4,085	-4,085
2 Currency translation differences	0	0	0	0	0
3 Cashflow hedges	0	0	0	275	275
4 Financial instruments measured at Fair Value through Other Comprehensive Income (FVOCI)	0	0	0	200	200
5 Revaluation effects from defined benefit pension plans	0	0	0	-4,821	-4,821
6 Total changes not recognized in profit or loss	0	0	0	-4,346	-4,346
7 Total net income (1+6)	0	0	0	-8,431	-8,431
March 31, 2019	132,456	86,076	68,979	-270,921	16,590
December 31, 2019	132,456	86,076	68,979	-268,968	18,543
1 Consolidated net loss 2020	0	0	0	-8,063	-8,063
2 Currency translation differences	0	0	0	-340	-340
3 Cashflow hedges	0	0	0	350	350
4 Financial instruments measured at Fair Value through Other Comprehensive Income (FVOCI)	0	0	0	200	200
5 Revaluation effects from defined benefit pension plans	0	0	0	0	0
6 Total changes not recognized in profit or loss	0	0	0	210	210
7 Total net income (1+6)	0	0	0	-7,853	-7,853
March 31, 2020	132,456	86,076	68,979	-276,821	10,690

9 CONSOLIDATED STATEMENT OF CASHFLOWS

EUR'000	1/1/ 3/31/2020	1/1/ 3/31/2019
Result from ordinary activities	-11,636	-5,724
Depreciation and amortization of property, plant and equipment and intangible assets	4,023	3,502
Increase (+) / decrease (-) in pension provisions	1,321	131
Gain (-) / loss (+) on the sale of noncurrent assets	61	-9
Gain (-) / loss (+) from currency translation	1,000	-187
Net interest income	176	350
Interest received	3	1
Income taxes paid	-89	-114
Increase (-) / decrease (+) in inventories	-2,601	-2,569
Increase (-) / decrease (+) in trade receivables and other assets	27,273	11,378
Increase (-) / decrease (+) in trade payables, other liabilities and other provisions	-30,047	-15,075
Increase (-) / decrease (+) in other items of the statement of financial position	-1,162	44
Cash inflow (+) /outflow (-) from operating activities (net cashflow)	-11,678	-8,272
Proceeds from the sale of noncurrent assets	0	9
Payments of investments in noncurrent assets	-3,013	-2,134
Cash inflow (+) /outflow (-) from investing activities	-3,013	-2,125
Free cashflow	-14,691	-10,397
Cashflows from the borrowing (+)/ repayment (-) of current financial liabilities	-588	0
Cashflows from the borrowing of noncurrent financial liabilities	39	0
Payments for lease liabilities	-547	-315
Interest paid	-549	-471
Cash inflow (+) /outflow (-) from financing activities	-1,645	-786
Cash and cash equivalents at beginning of period	33,980	33,914
Changes due to exchange rate differences	-223	72
Cash and cash equivalents at beginning of period, measured at prior-year closing exchange rate	34,203	33,842
Increase (-) / decrease (+) in restricted cash	677	287
Change in cash and cash equivalents	-16,336	-11,183
Cash and cash equivalents at end of period	18,321	23,018
Restricted cash	1,677	2,810
Cash and cash equivalents per statement of financial position	19,998	25,828

FINANCIAL CALENDAR 2020

(Remaining)⁶

June 4, 2020	Annual general meeting 2020 (virtual)
September 24, 2020	Semiannual financial report 2020
November 26, 2020	Interim financial report for Q3 2020

⁶ Subject to change

PUBLICATION DETAILS

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