Ascom Investor Presentation

August 2022

Ascom at a glance

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The Ascom history (I)

First steps..
Gustav Adolf Hasler takes over the Swiss Federal Telegraph Workshops to form Hasler & Escher, later to become Hasler AG, based in Berne, Switzerland.

1862

Establishment of Autophon
Autophon, later to form part of Ascom, is established in Solothurn, Switzerland. Autophon develops to a leading supplier of telephones and PBX's.

1922

Founding of Telekontroll in Sweden
Sven Eriksson founds Telekontroll in Herrljunga, Sweden. The company is relocated to Gothenburg in 1962. In 1977 the company's name is changed to Tateco, and in 1980 it is acquired by Hasler AG.

1957

Ascom formed as a merger of three Swiss companies
The three Swiss companies Hasler, Autophon and Zellweger merge to form Ascom. Ascom belongs in the nineties to the largest telecommunication companies in Europe with about 18,000 employees and several manufacturing sites. However, due to the liberalization and globalization of the telecom market, Ascom is suffering from strong competition and is forced to focus its business.
After 2003, Ascom concentrates mainly on Wireless Solutions and Security Solutions. After the acquisition of TEMS in 2009, a third division "Network Testing" is formed.

1987

The Ascom history (II)

1996

Ericsson Paging Systems and Nira
Ascom acquires Ericsson Paging Systems. As part of the deal, Ascom becomes owner of Nira, a Healthcare communications company with strong base in the Netherlands.

2000 2012

Ascom in North America
Ascom takes a first position in the huge, but highly competitive North American market by acquiring Ericsson's Personal Wireless Telephony business in 2000 and GE's nurse call business in 2012.

2016

Focus on Healthcare ICT and mobile workflow solutions
The Board took the portfolio decision to convert Ascom from a divisional set-up to an integrated organization with a strategic business focus on Healthcare ICT and mobile workflow solutions. The Division Network Testing is sold to InfoVista.

2020

WIN of Wales, single largest contract in Ascom's history
Ascom's Digistat clinical information system (CIS) was chosen to enable intensive care staff across Wales' 14 standard adult critical care units to manage electronically all aspects of care'

GIG CYMRU NHS WALES

A broad customer base around the world
Overview of Healthcare and Enterprise customers

Americas

Europe

Asia, Australia, Africa

Our Vision

Ascom closes digital information gaps allowing for the best possible decisions anytime & anywhere

Ascom's Aspiration

Lead the **mobile workforce orchestration and digitalization market end-to-end** in **Acute Care, Long-term Care and Enterprise** enabling customer to operate reliably at unmatched levels of efficiency and safety.

Mobile Workflow Orchestration

Consultation, Design, Implementation, Integration, Support & Maintenance

Mobile Analytics and Smart Data

Early Warning Reporting, Analytics & Scorecards

Mobile Workflow Optimization

Alerts & Critical Events Management Coordination & Communication Safety & Security

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Our Mission and Value Proposition

Mission

By providing critical information to the right person, in the right place, at the right time to take the right decisions, Ascom is the leading company in **Real-Time Communication and Collaboration (RTCC).**

Value Proposition

Acute Care (Hospitals)
We orchestrate mission-critical events and provide an optimal response and workflow.

Long-term Care
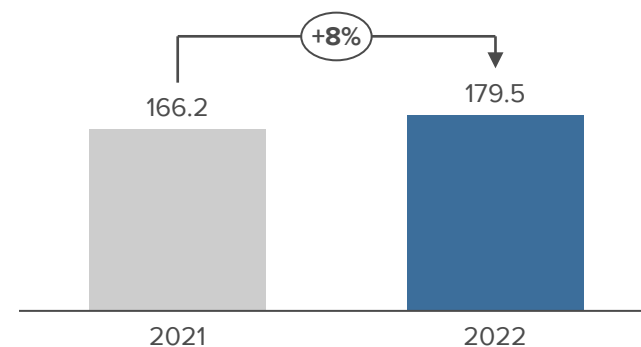We increase situational awareness and allow for optimal priority setting.

Enterprise
We offer mobile workflow orchestration solutions for mission-critical challenges.

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Performance Half-Year 2022

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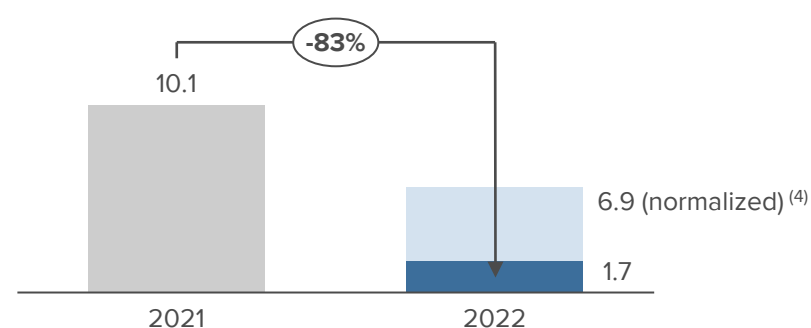# Key Figures H1 2022 (growth at actual rates)

Incoming Orders

+8%

166.2 → 179.5

2021 — 2022

Order Backlog [1]

+14%

246.3 → 279.6

2021 — 2022

Net Revenue

+3%

140.1 → 143.8

2021 — 2022

EBITDA

-83%

10.1

6.9 (normalized) [4]

1.7

2021 — 2022

Net Working Capital [1] [2]

+29%

45.2 → 58.1
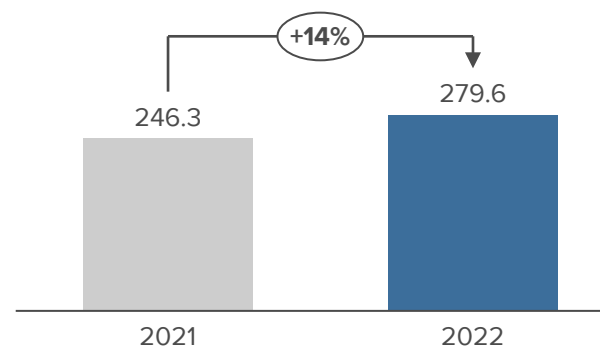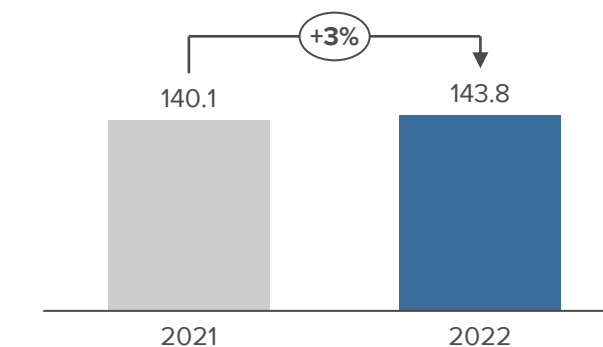
2021 — 2022
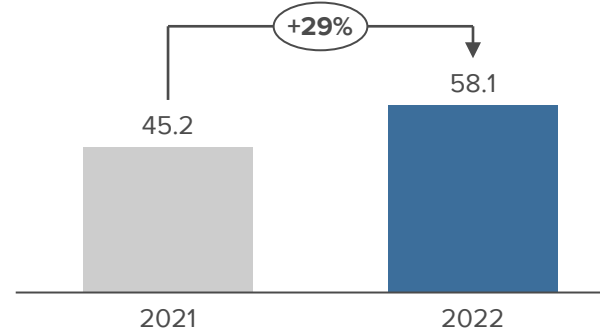
Capital Expenditure [3]
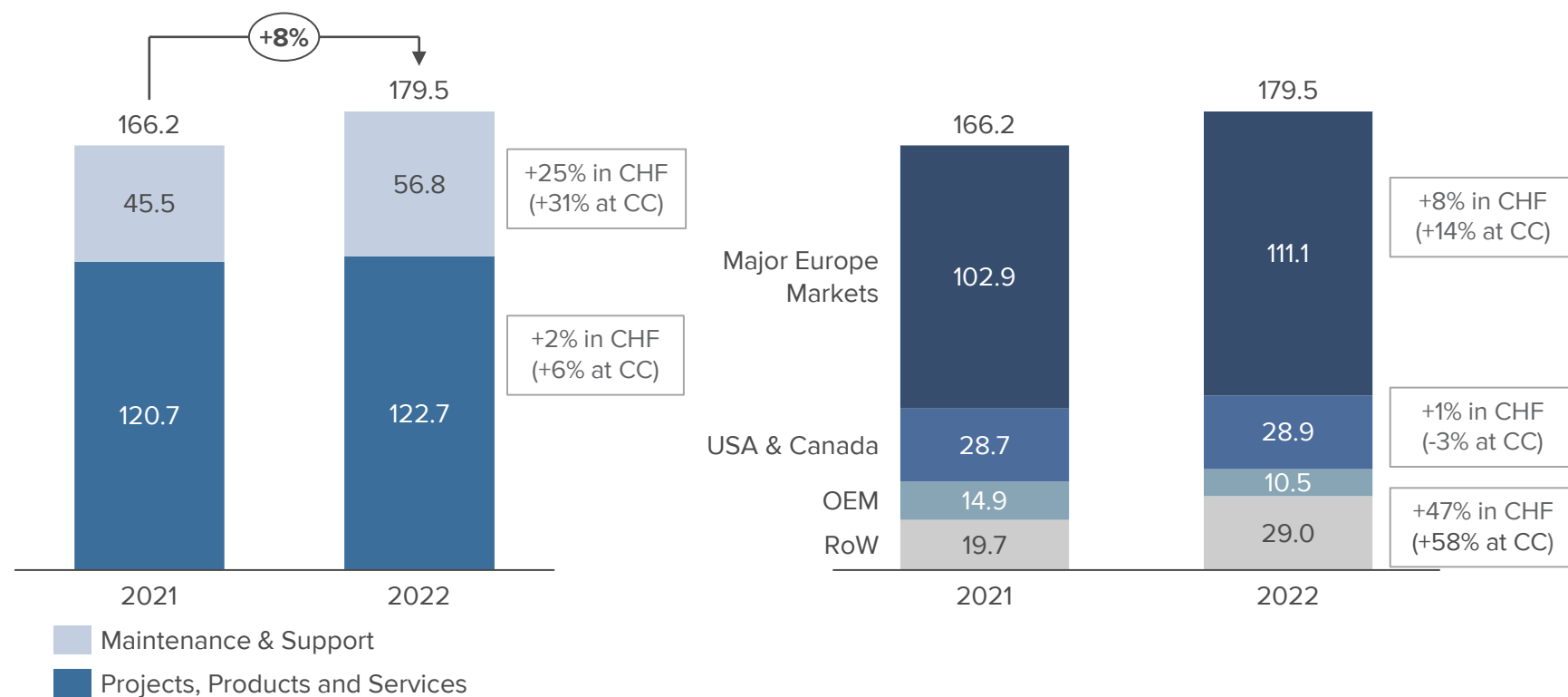
+16%

4.9 → 5.7

2021 — 2022
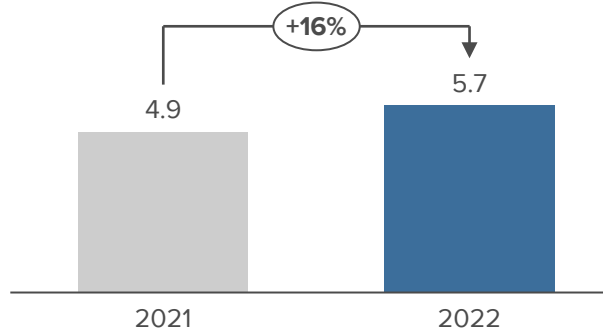
(1) At 30 June

(2) Net working capital is calculated by subtracting the sum of trade payables and liabilities from work in progress and other current liabilities (including other current liabilities, current provisions, deferred income and accrued expenses) from the sum of trade receivables, inventories, work in progress and other current assets (including other current receivables, compensation claims from work in progress and accrued income and deferred expenses).

(3) Capital expenditure is calculated as the sum of investments in tangible and intangible assets and excludes proceeds from disposals

(4) Normalized EBITDA without one-off charges in a total amount of CHF 5.2 million related to required revaluation of the Swedish pension plan and the CEO change

ascom **Note:** All values CHFm

Incoming Orders increased by 13% (at constant currencies)

Strong growth in orders for maintenance and support

+8%

166.2
- 45.5
- 120.7

179.5
- 56.8
- 122.7

2021 | 2022

+25% in CHF (+31% at CC)

+2% in CHF (+6% at CC)

Maintenance & Support

Projects, Products and Services

166.2
- Major Europe Markets: 102.9
- USA & Canada: 28.7
- OEM: 14.9
- RoW: 19.7

179.5
- 111.1
- 28.9
- 10.5
- 29.0

2021 | 2022

+8% in CHF (+14% at CC)

+1% in CHF (-3% at CC)

+47% in CHF (+58% at CC)

- Increase of Incoming Orders: 13% at constant currencies (8% in CHF)

- Strong growth in most Major Europe Markets

- Small decline in USA & Canada, partners delaying orders as result of the component shortage

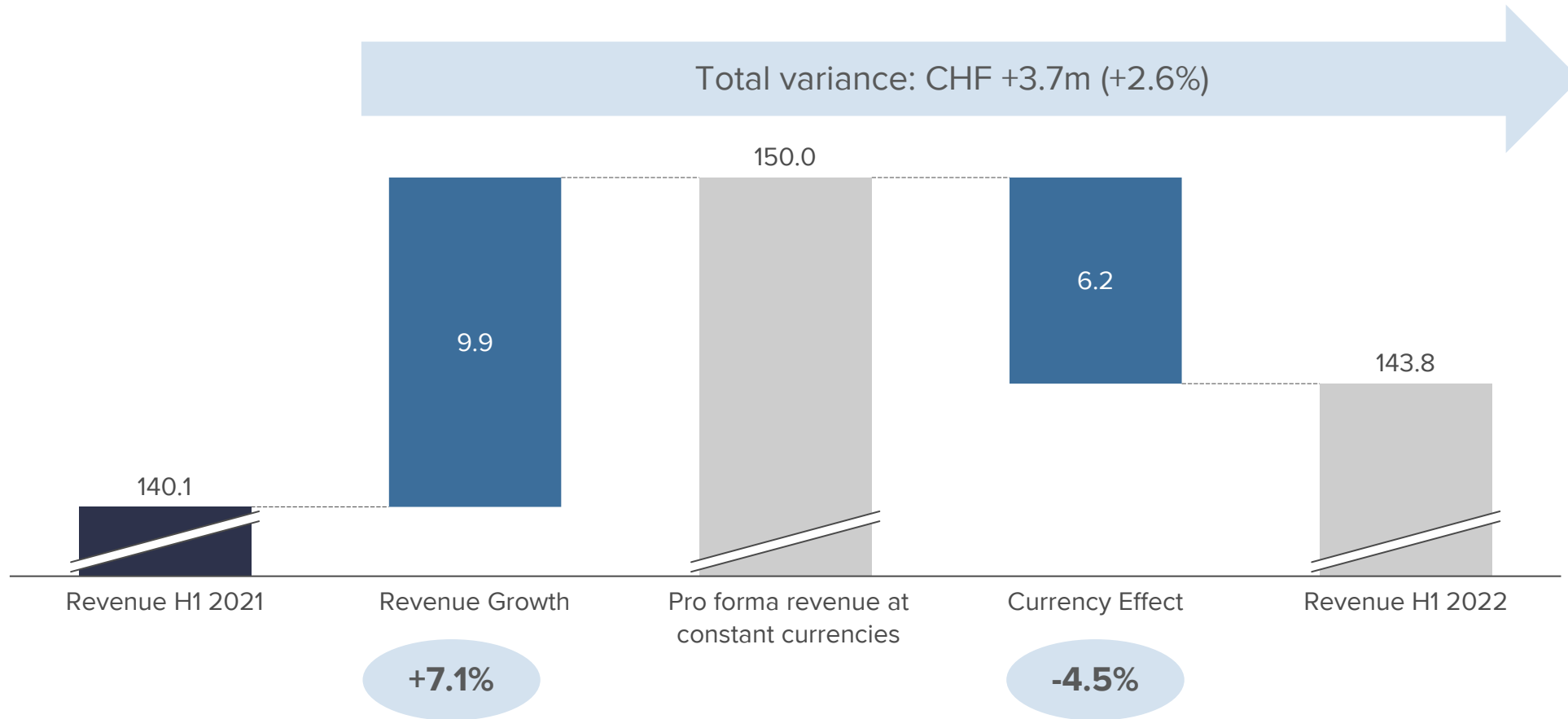- Substantial growth in Rest of World (RoW), mainly Belgium and Asia

ascom **Note**: In CHFm. All values as reported = actual currencies, when marked cc=constant currencies, eliminating currency impacts
Major Europe Markets are DACH, France & Spain, NL, Nordics and UK

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Continued Order Backlog Growth by 23% (at constant currencies)
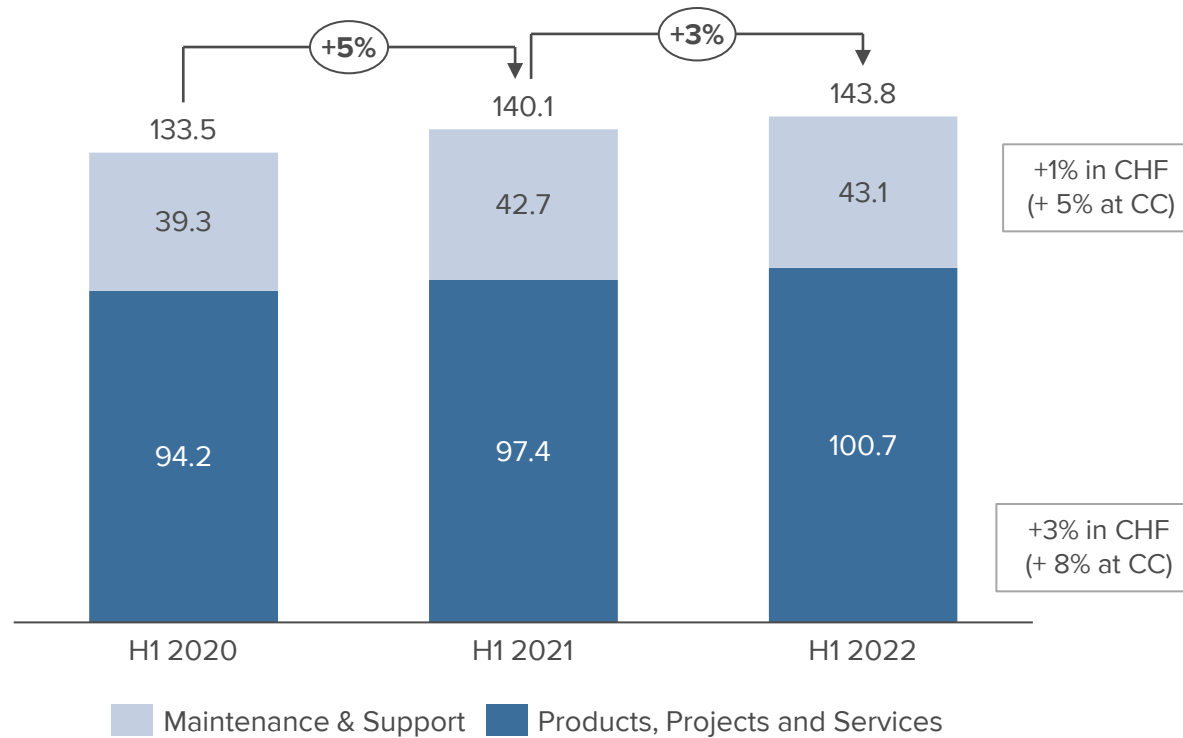
More than 60% converting to revenue beyond 2022

Order backlog growth YoY:
- 14% in CHF
- 23% at constant currencies

+13%   +27%   +18%   +14%

	30 June 2019	30 June 2020	30 June 2021	30 June 2022
Total	172.1	194.3	246.3	279.6
Maintenance & Support	91.9	99.3	113.7	115.1
Projects, Products and Services	80.2	95.0	132.6	164.5

■ Maintenance & Support   ■ Projects, Products and Services
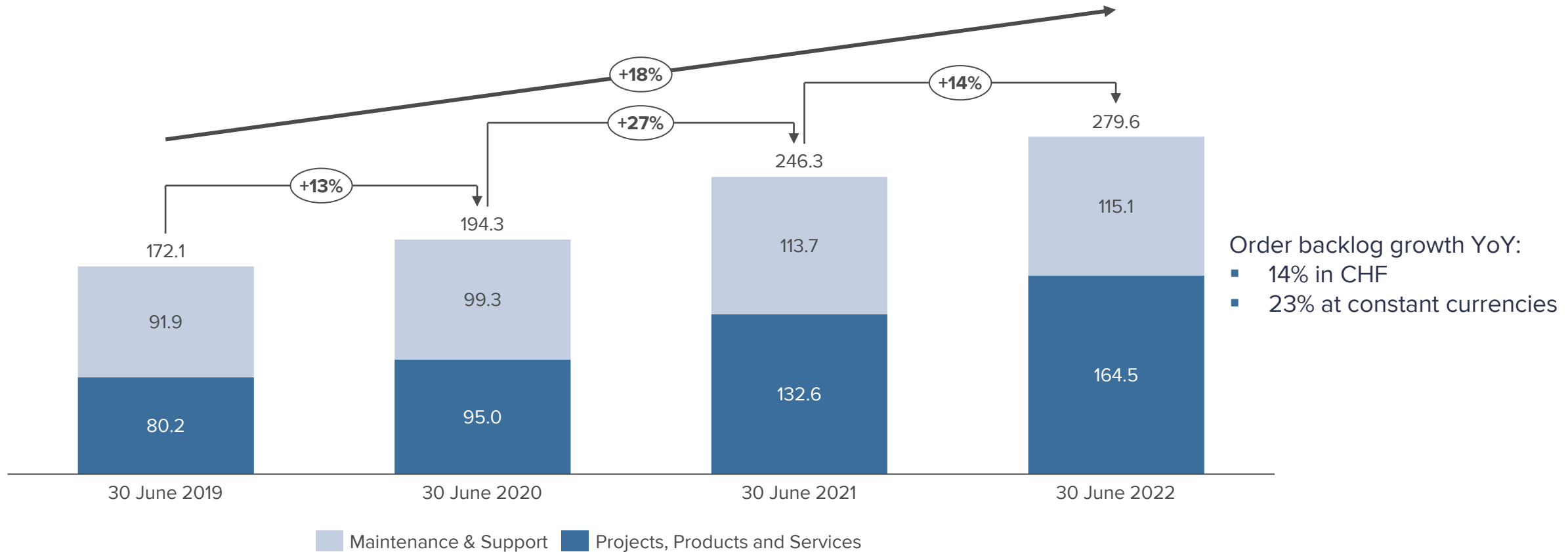
Strong Revenue Growth of 7.1% (at constant currencies)

Revenue growth at actual rates impacted by significant currency effect

Total variance: CHF +3.7m (+2.6%)

Revenue H1 2021	Revenue Growth	Pro forma revenue at constant currencies	Currency Effect	Revenue H1 2022
140.1	9.9	150.0	6.2	143.8

+7.1%

-4.5%

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Note: All values as reported = actual currencies and in CHFm

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Positive Revenue Development

Solid revenue growth despite component shortage impacts

- Net revenue growth of 7.1% at constant currencies (2.6% in CHF)
- Recurring software sales increased by 24%
- Maintenance & Support growth at 5% at constant currencies
- Products, Projects & Services grew by 8% at constant currencies despite component shortage impacts

Chart data:

	H1 2020	H1 2021	H1 2022
Total	133.5	140.1	143.8
Maintenance & Support	39.3	42.7	43.1
Products, Projects and Services	94.2	97.4	100.7

+5% (H1 2020 to H1 2021)
+3% (H1 2021 to H1 2022)

+1% in CHF (+ 5% at CC)
+3% in CHF (+ 8% at CC)

Legend: Maintenance & Support | Products, Projects and Services

Note: All values in CHFm.

Revenue H1 2022 – Regional Development (I)

Excellent performance in Nordics region

Region	Revenue CHFm	Variance to PY		Comment
		%-cc	%-CHF	
Nordics	22.4	+18.8%	+11.0%	▪ Strong growth in Acute Care and Enterprise offset by slow down in Long-term Care, less impacted by component shortage
France & Spain	9.5	+6.0%	-0.7%	▪ Continued growth driven by Long-term Care
OEM	10.3	+9.1%	-0.9%	▪ Strong growth driven by a healthy backlog for 2022 delivery
UK	8.1	+2.2%	-1.1%	▪ Strong growth in recurring revenue and significant increase in Mobility sales into the Enterprise segment ▪ Growth in UK impacted by component shortage

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Note: Deviations at actual currencies (%-CHF) and at constant currencies (%-cc)

Revenue H1 2022 – Regional Development (II)

Bounce back in RoW – mainly driven by Asia and Australia

Region	Revenue CHFm	Variance to PY		Comment
		%-cc	%-CHF	
Netherlands	25.4	-0.5%	-6.7%	▪ Growth in recurring revenue offset by decrease in project revenue, heavily impacted here due to component shortage
USA & Canada	26.4	+2.5%	+6.1%	▪ Strong performance in recurring software revenue ▪ Market influenced by component shortages in Nurse call
Rest of World	21.0	+12.7%	+6.8%	▪ Bounce back in Australia after heavy Covid-19 restrictions and strong growth in Asia and Italy
DACH	20.7	+7.0%	+3.5%	▪ Strong growth in Mobility sales and project revenue

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Note: Deviations at actual currencies (%-CHF) and at constant currencies (%-cc)

Growth in both Healthcare and Enterprise Segments

Share of Recurring Revenue amounts to 26.3%

Market Segment		Revenue CHFm	Variance to PY		Comment
			%-cc	%-CHF	
	Healthcare	96.8	+5.0%	+1.6%	▪ DACH, Rest of World and USA & Canada driving growth. Nurse call adversely impacted by component shortage
	Enterprise (excl. OEM)	36.7	+12.1%	+6.5%	▪ Bounce back in Nordics, Netherlands and UK post easing of Covid-19 restrictions

Revenue Type		Revenue CHFm	%-cc	%-CHF	Comment
	Recurring	37.8	+7.5%	+3.2%	▪ Continued growth in recurring revenue led by Netherlands and Nordics - Software recurring revenue growing at 24% and driven by USA & Canada
	Non-recurring	106.0	+6.9%	+2.4%	▪ Strong growth in Mobility and Patient Systems sales driven by Nordics, OEM and Rest of World

Note: Deviations at actual currencies (%-CHF) and at constant currencies (%-cc)

EBITDA and Gross Profit Bridge

EBITDA impacted by one-off charges and component shortage

Gross Profit (GP) Bridge

GP Reported H1 2022	One-off Swedish Pension Fund (1)	GP Normalized	Spot Buys	GP w/o Spot Buys	Currency Effects	GP w/o Spot buys at CC
42.7%	0.3%	43.0%	4.1%	47.1%	0.4%	47.5%

EBITDA Bridge

EBITDA Reported H1 2022	CEO Change	One-off charge Swedish Pension Fund adjustment	Normalized H1 2022 EBITDA w/o one-off charges	Currency Effects	Normalized H1 2022 EBITDA at CC	Spot Buys	Pro forma H1 2022 EBITDA w/o one-off charges and spot buys
1.7 / 1.2%	0.7	4.5	6.9 / 4.8%	0.6	7.5 / 5.0%	5.9	13.4 / 8.9%

Note: All values in CHFm, EBITDA reported = actual currencies
(1) CHF 0.5 million of the charges of CHF 4.5 million are in Cost of Sales, the rest (4m CHF) are in other functional costs

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Swedish Pension Fund adjustment

Non-cash relevant one-off charge of CHF 4.5 million due to revaluation of Swedish Pension Fund provisions

- **Defined benefit plan** in Sweden for pensioners and employees born before 1978

- **Revaluation** of the Swedish benefit plan taking into account an assumed decrease of the discount rate of future disbursements and higher life expectancy

- First revaluation of the discount factor since 1994

- Revaluation leads to **increase of provision** for Swedish benefit plan by CHF 4.5 million (CHF 4.0 million in other functional cost, CHF 0.5 million in Cost of Sales)

- **One-off charge and non-cash relevant**

- Other Ascom pension plans are not affected

H1 2022 P&L

Profitability impacted by one-off charges and significant spot buys costs

	2022	%	2021	%	Variance %-cc	Variance %-CHF
Net Revenue	143.8	100.0%	140.1	100.0%	7.1%	2.6%
Cost of Sales	(82.4)	(57.3%)	(72.7)	(51.9%)	17.1%	13.3%
Gross Profit	**61.4**	**42.7%**	**67.4**	**48.1%**	**(3.7%)**	**(8.9%)**
Marketing & Sales	(38.0)	(26.4%)	(36.3)	(25.9%)	9.1%	4.7%
Research & Development	(15.3)	(10.7%)	(15.7)	(11.3%)	4.5%	(2.5%)
Administration	(11.0)	(7.7%)	(11.4)	(8.2%)	1.8%	(3.5%)
Other Operating Expenses/Income	(0.6)	(0.4%)	(0.6)	(0.4%)	0.0%	(16.7%)
EBIT	**(3.5)**	**(2.4%)**	**3.4**	**2.4%**		
EBITDA	**1.7**	**1.2%**	**10.1**	**7.2%**		
EBITDA w/o one-off Charges	**6.9**	**4.8%**	**10.1**	**7.2%**		

Main negative drivers

- Cost of Sales increase mainly due to spot buys (CHF 5.9 million), which are of temporary nature
- Time effect between raw material cost increase and customer price increase
- Negative currency effect

Main positive drivers

- Net sales price increase, but full effect only in H2 2022 and beyond
- Gross Profit Margin without one-off charges and spot buys would be at 47.5%
- Functional costs reduced by CHF 3.9 million, partially off-set by one-off charges (Swedish pension fund, CEO change)

ascom **Note:** All values in CHFm.

CAPEX

Stable CAPEX profile
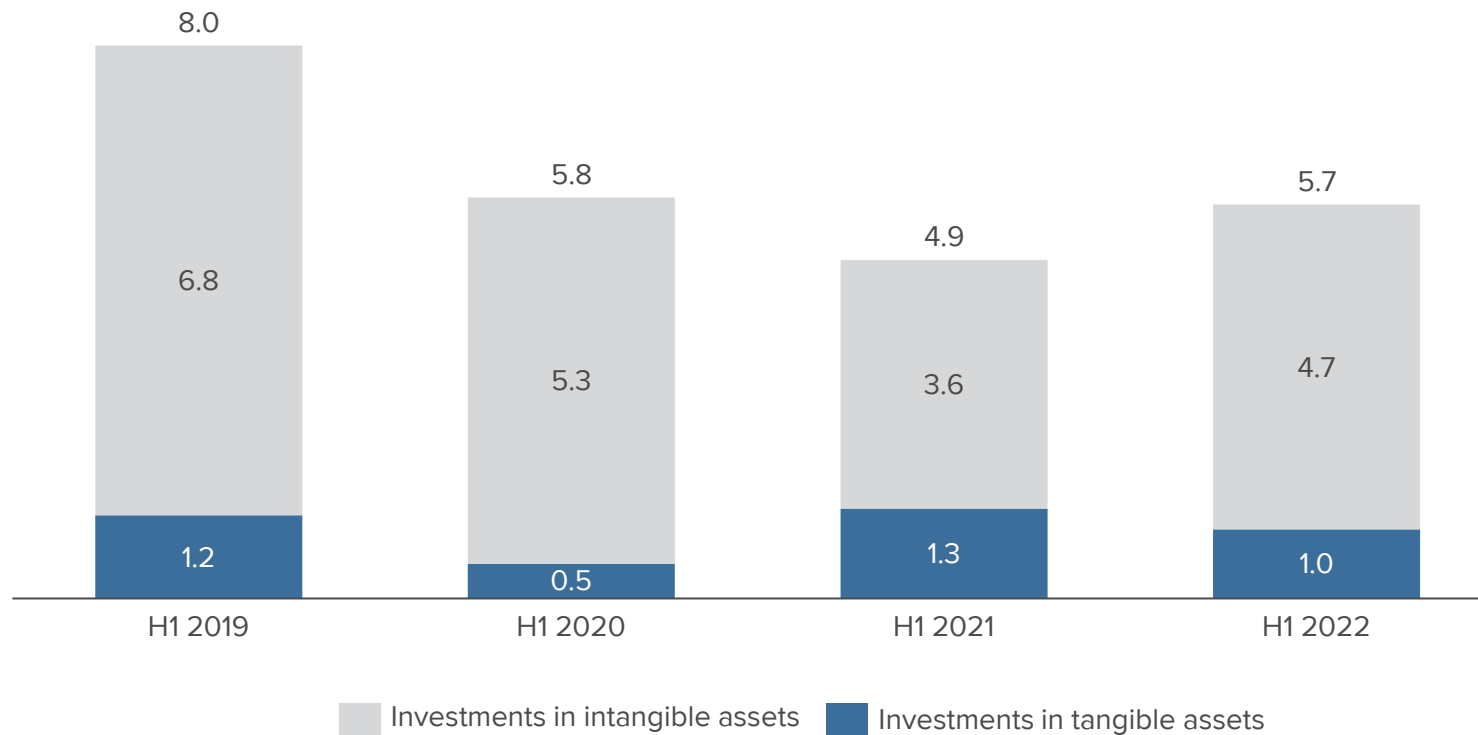
- Intangible assets increased due to further investments in key products

- Tangible assets remain stable

Legend: Investments in intangible assets | Investments in tangible assets

Note: All values in CHFm.

Cash Flow Development

Lower operating cash flow due to spot buys cost and higher working capital

Waterfall chart (all values in CHFm):

Category	Value
Cash and Cash Equivalents at 31.12.2021	29.5
Cash from Operating Activities	-1.7
CAPEX	-5.7
Purchase of Own Shares	-0.6
Dividends	-7.2
Other	-0.2
Cash and Cash Equivalents at 30.06.2022	14.1
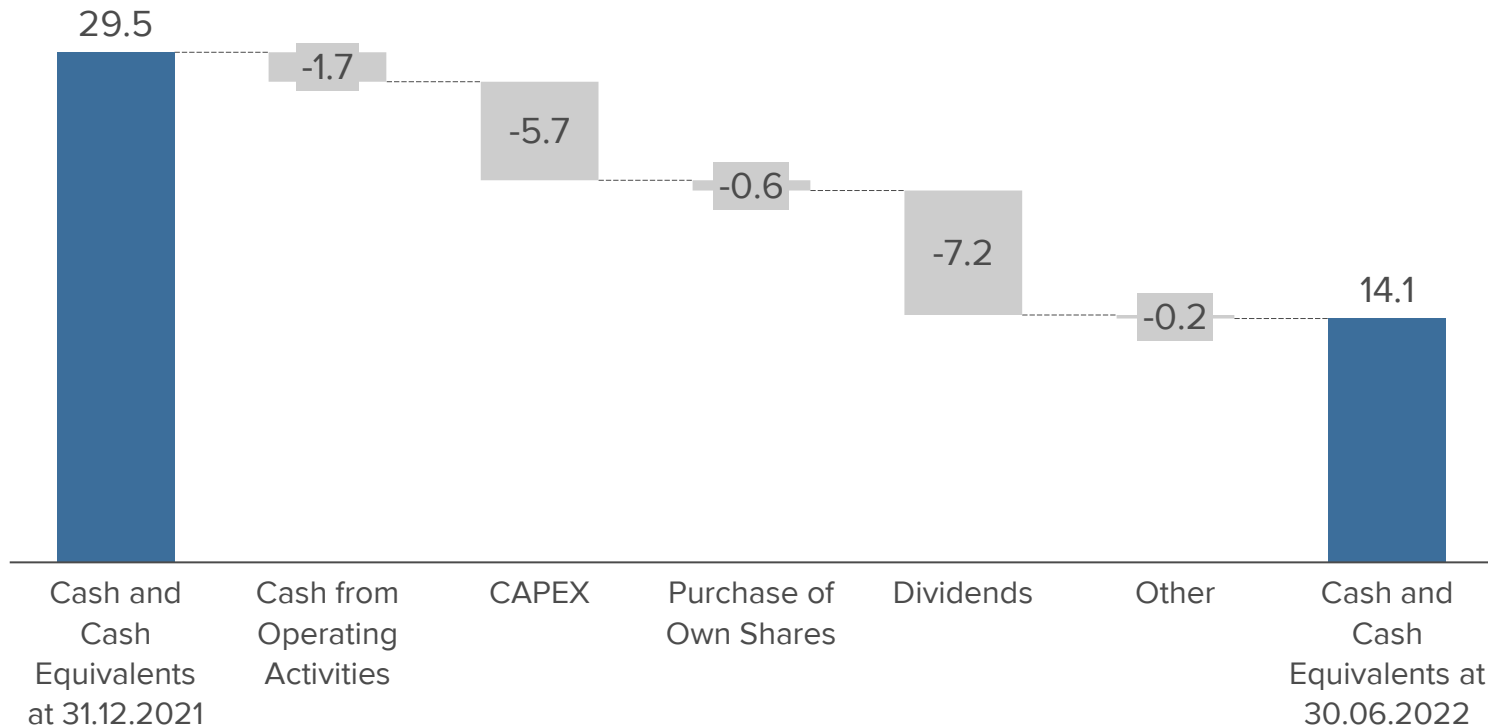
- Operating cash flow lower than 2021 due to spot buys (CHF 5.9 million) and higher working capital

- CAPEX in line with previous year

- Purchase of own shares for LTI Program

- Dividend payments lowering cash flow

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Note: All values in CHFm.

Balance Sheet Evolution

Solid Balance Sheet with positive Net Cash position

	2022 30-Jun	2021 31-Dec	2021 30-Jun	2020 31-Dec
Cash & Cash Equivalents	14.1	29.5	33.0	31.8
Borrowings	-	-	-	(19.0)
Net Cash	14.1	29.5	33.0	12.8
Net Working Capital	58.1	58.3	45.2	49.0
Total Assets	178.2	194.7	192.6	203.1
Total Equity	65.2	80.0	75.3	71.1
Equity Ratio	36.6%	41.1%	39.1%	35.0%

- Net Cash lower due to spot buys and dividend payments, nevertheless **positive Net Cash** position in challenging environment

- NWC increase driven by higher receivables and inventory (compared to June 2021)

- Total assets decreased due to lower cash and full amortization of some non-current assets

ascom **Note:** All values in CHFm.

Navigating in Challenging Macro Environment

Component market
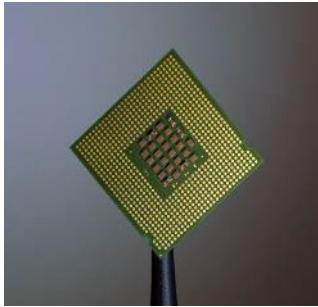
COVID-19 lockdowns

- Supply visibility limited due to industry-wide component shortages, shipping congestions, and COVID-19 lockdowns

- Expect shortages to continue over H2 2022 while suppliers are adding capacity that should come on-line starting late 2022 / early 2023

Inflation[1]
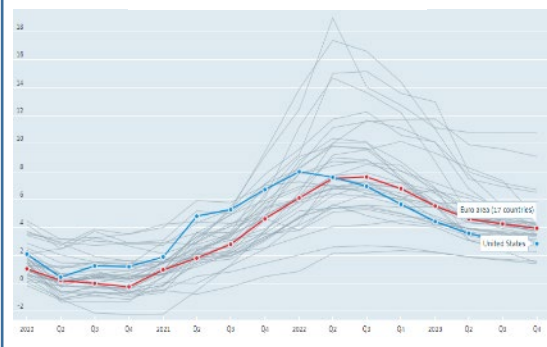
Shipping congestion[2]

TRADE UPDATES	SPACE (CAPACITY)	SCHEDULE RELIABILITY
Asia-Europe (Westbound)	🟡	🔴
Europe-Asia (Eastbound)	🟡	🟡
Europe-US	🔴	🟡
US-Europe	🔴	🟡
Asia-US	🔴	🟡
US-Asia	🟡	🟡
Intra-Asia (incl. AU)	🔴	🟡

Ascom actions to navigate through current environment

- Ascom tiger team in place to best manage component sourcing and redesign certain components for alternative or dual sourcing

- Focus on operational efficiency and cost actions

- Price increases in view of inflation and cost increases of components, energy and logistics

Ascom's Market Environment

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Market Profile (I)

The Middleware & Connectivity Market is a Key Component of Real-Time Communication & Collaboration (RTCC)

Bedside Devices & Infrastructure

ascom   PHILIPS Healthcare

SIEMENS   Hillrom.

cisco   GE Healthcare

Middleware & Connectivity*

Enabling Platform

ascom   Connexall

Bernoulli

iqmessenger   Amcom SOFTWARE

vocera   cureatr

End-User Device and Apps

ascom   Honeywell

ZEBRA TECHNOLOGIES   spectralink

tigertext   vocera

patientsafe

Hillrom.   BLUEBIRD

+

Services
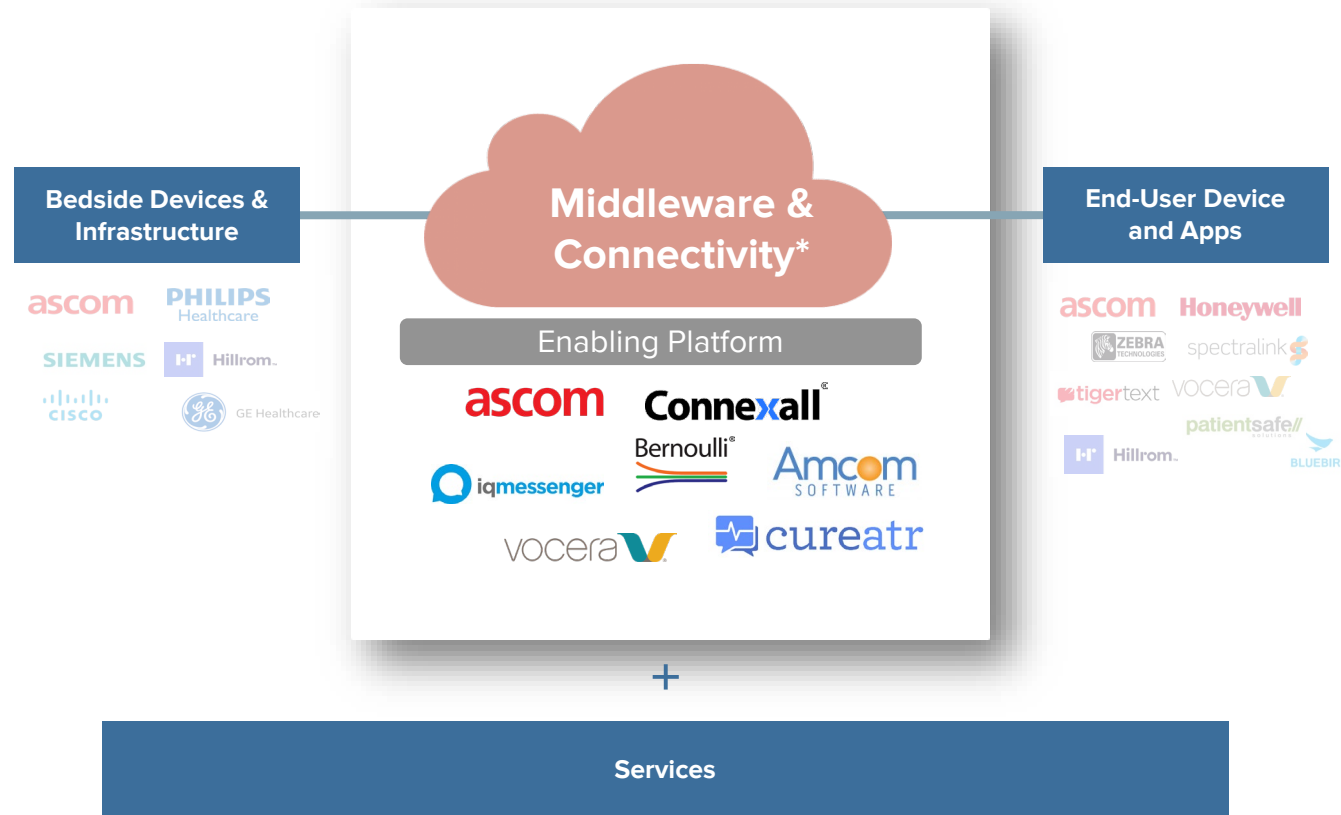
- **Highly fragmented** with mostly **local** suppliers

- Many players with history in **specific devices** developing towards more comprehensive offering

- Only a few with greenfield approach based on **software-only product** but without an integrated product portfolio

Market Profile (II)

Market dynamics

- **Relevance of RTCC** solutions and the need for an **"industrialized" delivery of care is growing**

- Large device manufacturers want to become a more relevant partner by extending offerings into care delivery workflows and communications - Main strategic acquisitions:
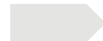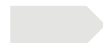
2019	Hillrom → voalté
2021	PHILIPS Healthcare → capsule
2022	stryker → vocera

Ascom has clear competitive advantages

- **Device agnostic** vendor → no conflict of interest

- **Clear focus on RTCC** with proven track record

- **Most comprehensive** Software, Hardware and Services **portfolio**

- Global **professional services** organization

- Additional **partnership opportunities with device manufacturers** who want to enhance their solutions but without losing focus on their core business

Way Forward

Innovate Communication & Collaboration Solutions While Expanding Into the Continuum of Care

Ascom today	Ascom tomorrow

Our Experience

Longstanding history in communication devices and systems. 20 year track record in developing clinical solutions and signaling applications

Our Portfolio

Only provider of **full portfolio** including Hardware, Software & Services with a global footprint

Our Know-how

Large and complex solution projects such as "Wales" project, Kantonsspital St. Gallen or Humber River (Canada) confirm our ability to generate significant customer value within complex environments

As a trusted partner of our customers, we are developing **integrated communication and collaboration solutions** to:

- **Optimize workflows** improving patient outcomes while reducing employee strain and increase productivity

- **Support the continuum of care** over all the different stages of healthcare delivery – whether in hospitals, in the home or in long-term care situations

- **Integrate** & analyze all relevant **real time data** to allow for continuous process improvements, new insights and proactive care

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Ascom's Strategic Direction

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Ascom's Strategy Bottom Line

- Leveraging further our **leadership position** in Real-Time Communication and Collaboration (**RTCC**)

- Evolving to a **customer-centric solutions** partner

- **Software and Services** as key competitive differentiators

- **Mid-term Guidance**: Achieving double-digit growth over next years and an annual EBITDA-margin improvement of about 100 bp (basis points) until 2025

Transforming data into insights and actionable outcomes

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Grow Our Leadership Position in Real-Time Communication and Collaboration (RTCC)

Exploiting the **full solutions portfolio** (with Software, Mobility, Patient Systems and Services) to provide critical information to the right person, in the right place, at the right time to take the right decisions.

RTCC Solution Building Blocks

- Communication & Messaging Devices
- Alarm & Alert Management
- Monitoring & Advanced Connectivity
- Role-based Workflow Orchestration
- Self-Learning & Predictive
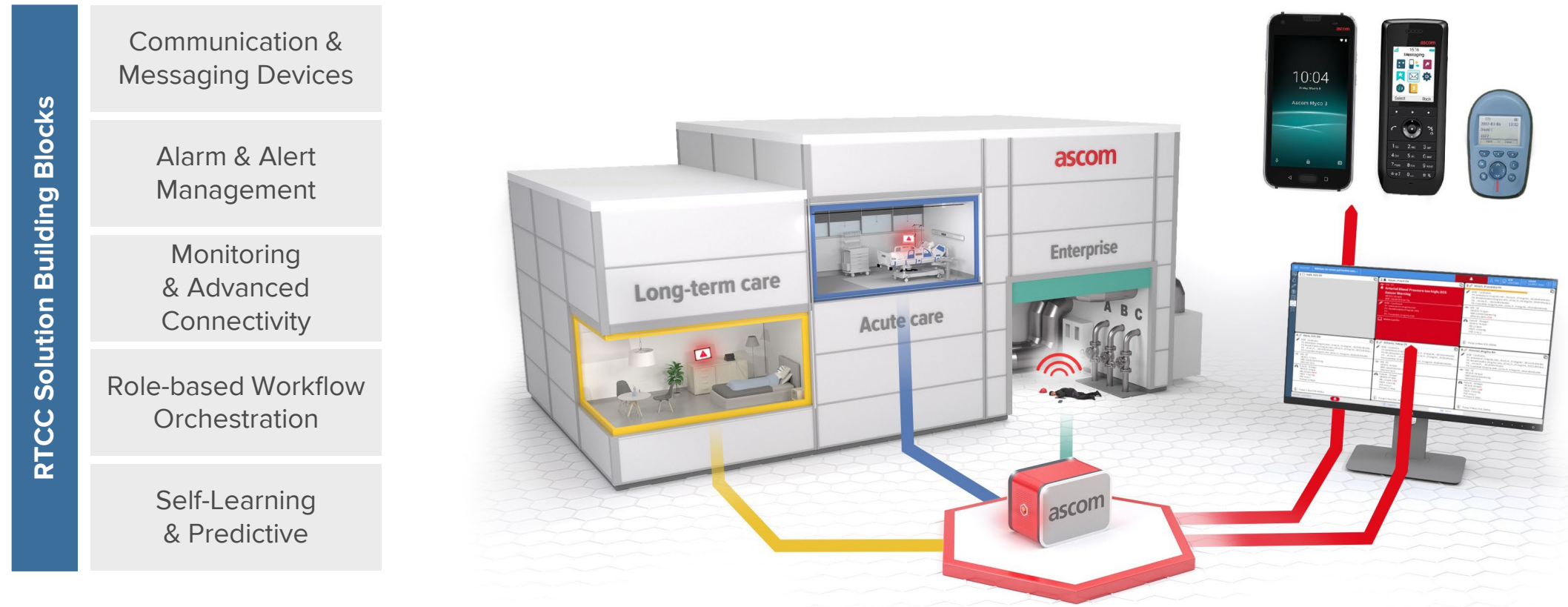
Proactive Workflows Becoming Key to Customer Success

Ascom to Take a Global Leadership Position As This Ecosystem Forms

From reactive to proactive workflows

- Results in **more efficient and effective processes and care**

- Addressing issues before they appear (e.g. health problems and accidents)

- Allows for **better patient outcomes** at lower cost, reducing patient days in Intensive Care Unit (ICU)

Ascom's key role

- Ascom **well positioned** to capture global leadership position as this ecosystem forms

- Today, **first proactive workflows** in place (e.g. predictive analytics with Clinical Decision Support System)

- **(Clinical) Consulting services** will be key

- **Big Data, Artificial Intelligence and wearables** driving this evolution

First Observations and Key Priorities Going Forward

Customer Centricity

Ramping Up Sales & Marketing Engine

Full End-to-End implementation of RTCC* across all segments
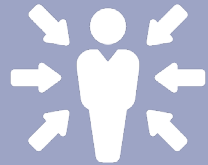
Operational Efficiency

- Customer-centric solutions

- Market & ROI-driven value propositions

- Sharpen Go-to-Market strategy

- Strengthen strategic alliances

- Boost Long-Term Care and Enterprise

- Standardize segment offerings and add data features

- Leverage integrated SW suite

- Streamline service framework
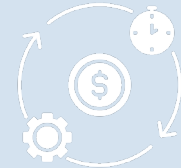
- Shape Ascom portfolio

- Simplify processes & tools

- Organizational readiness

Accelerating Ascom's growth ambition

to become *the* industry leader in the digital delivery of care

Ascom Today

Our Mission - To transform data into insights and actionable outcomes to
- Improve **Patient Outcomes**
- Enable more **effective Delivery of Care**

Bedside Devices & Infrastructure

Middleware & Connectivity

Enabling Platform

End-User Device & Apps

+

Services
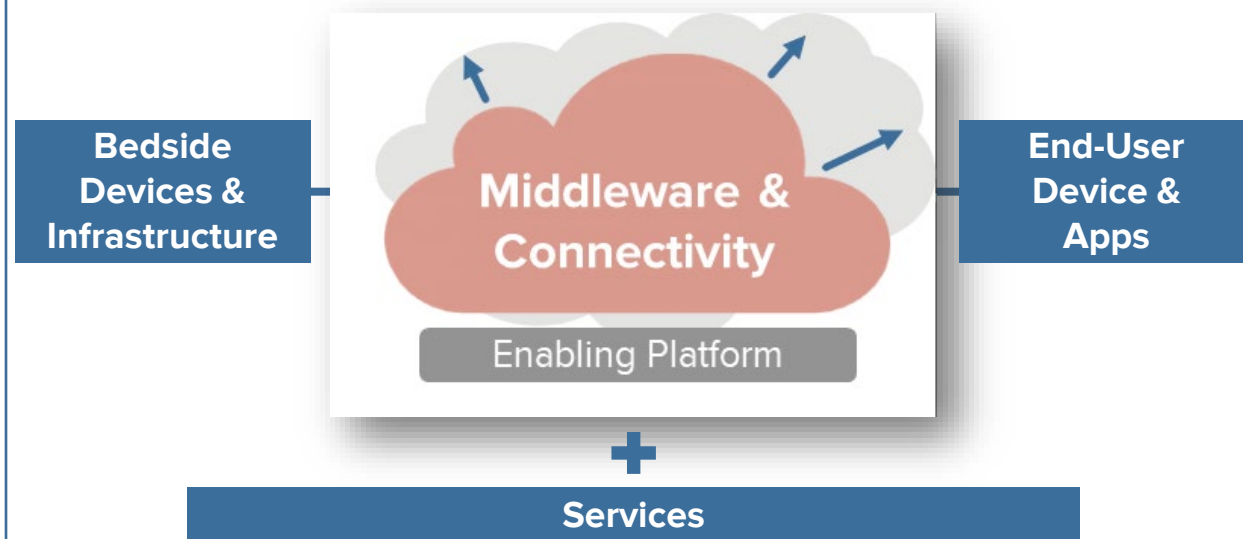
Ascom's Growth Ambition

Increase market share

+

Grow share of wallet

+

Expand Middleware & Connectivity Solutions

=

Industry Leader in the Care Continuum

3 Chapters of Ascom's Equity Story

2022/23

2024/25/26...

Indicative timing & phases overlapping

1 Shape
Focus to Perform

- **Build on the right foundations**
- Strengthen **competitive capability**
- Step up **Thought Leadership**
- Improve **financial performance**

2 Expand
Profitable Growth Acceleration

- Accelerate **growth momentum & EBITDA accretion**
- **Develop « outcomes » capabilities**
- Improve **innovation** speed
- Sustain **company performance and efficiency**

3 Excel
Ascom Fit for Future

- **Sustained growth and EBITDA accretion**
- **Enriched workflows** with artificial intelligence, wearables, data
- **Sustainable impact** with customer, people, planet *first* approach

Ascom sees clear path to **double-digit revenue growth** and annual **EBITDA margin accretion**

Ascom's Growth Model

A solid basis for Ascom's journey forward

Strong sector fundamentals

Ascom is active in markets with strong secular growth trends

- Covid as a catalyst for **digitalization**

- **Public** Recovery and Resilience **investment funds & plans**

- **Software** as key enabler for **better patient outcomes,** more **effective & efficient care,** and **mitigation of staff shortages**

- Industrial **safety solutions** with automation solutions to enhance safety and control

- Industry & Government initiatives on **Industry 4.0**

EU4Health

Plan Bazooka (6.5 b€)

NHS 40 new hospitals pledge **(3.7 b£)**

Krankenhaus zukunfts- gesetz (4.3 b€)

Plan Ségur de la Santé (5 b€)

National Recovery Fund (15.6 b€)

Industry 4.0
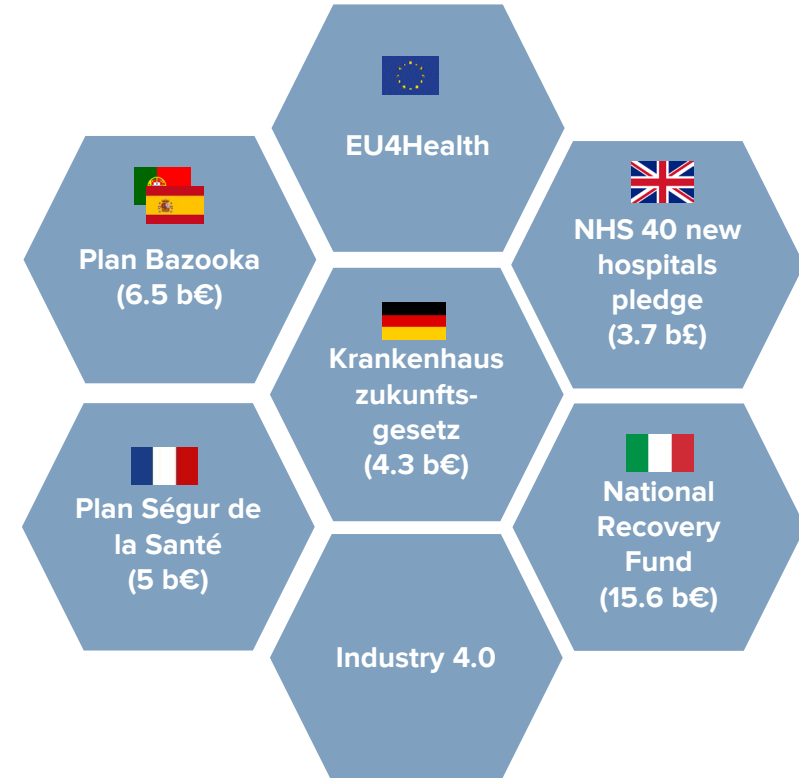
High Growth Potential in Acute Care

Transforming data into insights and actionable outcomes to help care providers **make vital decisions**

Customer Pain Points

Alarm Fatigue
942 high priority alarms
recorded per day
(major US hospital)

Work Overload
38% of nurses
"had to leave necessary tasks undone" because of workload
(UK study)

Miscommunication
80% of serious medical errors
due to miscommunication

Market Drivers

Improve **patient outcome & quality of care**	Improve **staff efficiency & staff experience**	Reduce **alarm fatigue**
Reduce **operational cost**	Reduce **administration**	Improve **flexibility**

Ascom's Strategy

- **Thought-leadership** in real-time communication & collaboration

- Boost **software growth** with new and existing customers

- Grow market share with **Nurse Call** offerings

- Enhance offerings with **comprehensive analytics** and dashboard **reporting**

- Increase **scalability** in sales & deployment

Source: Royal Collage of Nursing, (2022); Joint Commission Center for Transforming Healthcare. (2012); Maria M. Cvach for The Johns Hopkins Hospital (2017)

Expanding footprint in Long-term Care (LTC)

Transforming data into insights and actionable outcomes to increase **situational awareness** and **better delivery of care**

Customer Pain Points

Ageing population & staff shortage
2mio workers short in the care industry in EU

Falls
34K deaths due to elderly falls in 2019
1 out of 5 falls result in serious injury

Increasing Cost
2.5% of GDP EU long-term care cost to increase from 1.5% → 2.5% of GDP in 2050 vs now

Market Drivers

Improved **quality of care**	**Situational awareness** (location, wander mgt, fall)	Reduce **administration**
Efficiency & operational cost	**Care delivered in homes** (via sensors)	**New technology & care models** for prevention, early detection & personalized care

Ascom's Strategy

- Accelerating growth with **additional software solutions** for alerting, proactive & preventive monitoring

- **Expanding Nurse Call share** through next generation and economy tier product

- **Strategic Partnership** with large regional providers (e.g. Korian, Orpea, DomusVi, Alloheim)

- **Care delivered in homes,** e.g. sensing & monitoring solutions

Enterprise focus on 2x2 Segments

Offering highly-reliable and role-based mobile orchestration solutions to address mission-critical challenges

Customer Pain Points

Fatalities
13K
occupational fatalities from work-related accidents

Cost
USD 164 billion
Total cost of US work-related injuries (2020)

Overstrain
33% of work injuries
resulting in productivity loss due to overexertion (lifting or repetitive movements)

Market Drivers

Security and safety a key priority

Technology to reduce cost, inefficiencies & workforce shortages

From voice-based mobility to data-driven monitoring, sensoring and UCaaS

Ascom's Strategy

Focus on **2x2 Segments** with similar workflows needs

Industry & Security

| Lone worker & staff safety | Fire Alarm integration | Predictive Maintenance |

Workflows: Guaranteed alarming, communication & geo-location services in case of critical events

Retail & Hospitality

| Workflow Orchestration | Alert Management | Reliable Mobility |

Workflows: Staff safety, coordination & orchestration & quick reaction times in multiple sites

Global & Market expansion

Stepping up growth ambitions across all segments
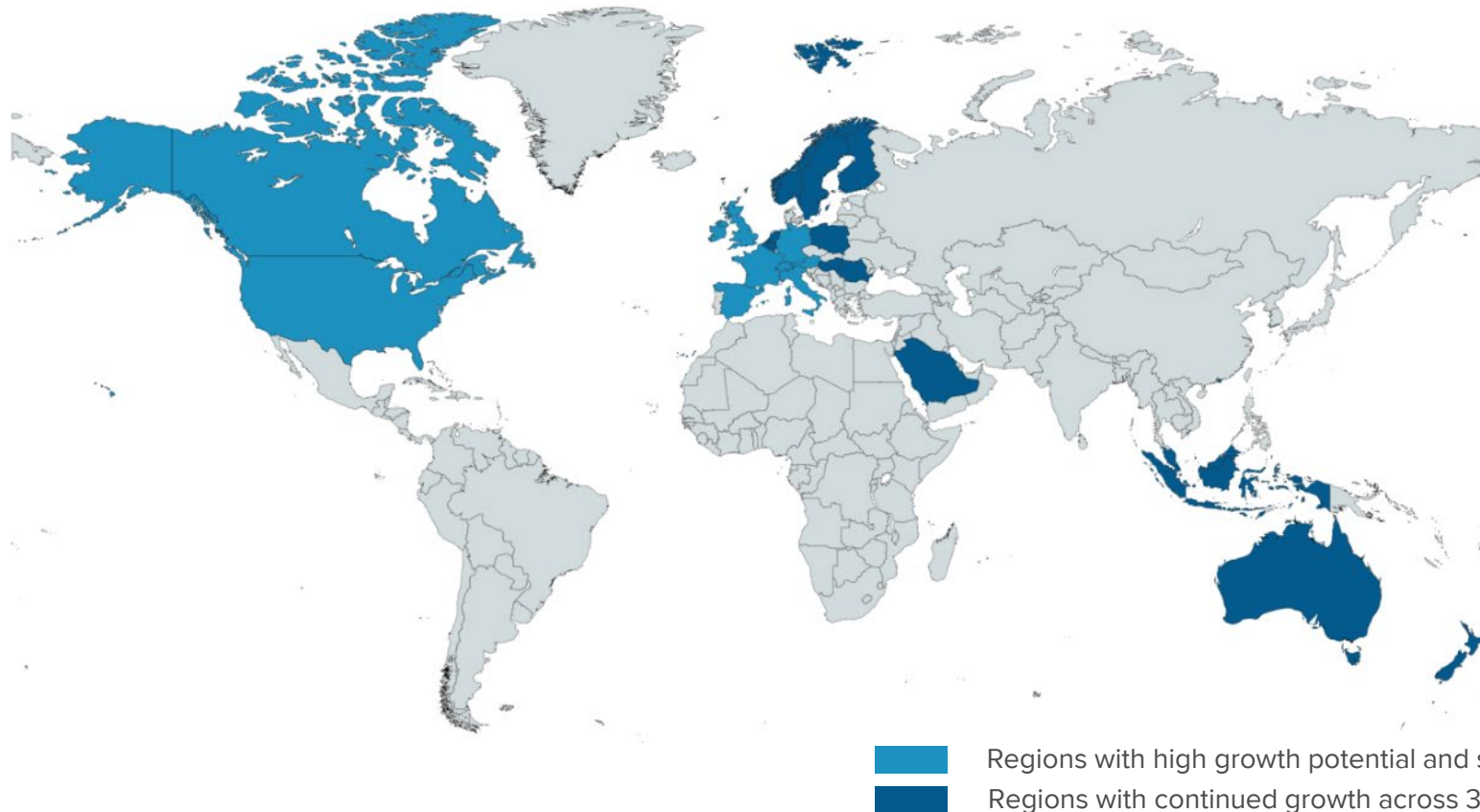
- **Continued investment** in sales and service

- Clear **focus and use of resources** across markets
  - Key focus growth markets

Regions with high growth potential and significant market share growth

Regions with continued growth across 3 segments

Ascom Healthcare & Enterprise Platform

Digitalization as a key enabler for better patient and personnel outcomes
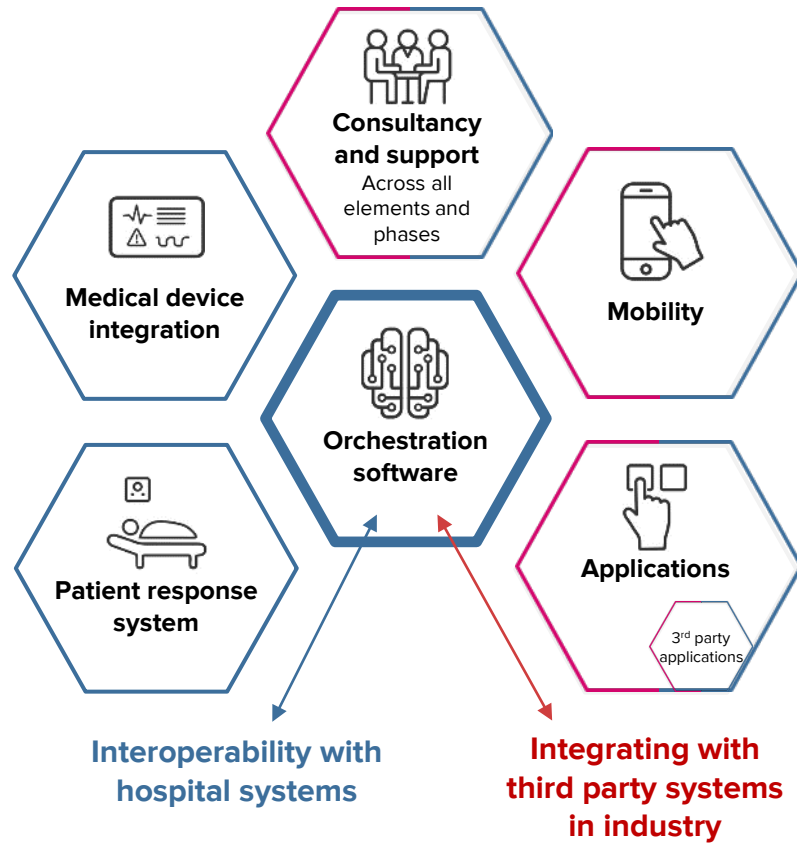
Healthcare Platform for **real-time communication and collaboration (RTCC)**

- Designed to **improve patient and medical staff outcomes**
- **End-to-end solutions** from bed, to middleware to handset
- **Workflow optimization suite** for alerting, alarming, orchestration and **predictive insights**
- **Modular and vendor agnostic**
- Intuitive and harmonized **User Interface experience**

Enterprise Platform for **productivity, safety and communications**

- A **complete communications and workflow portfolio** for 2x2 segments
- Includes **enterprise-grade hardware, software, mobile devices** (incl. ATEX phones)
- **Modular and vendor agnostic Integration** with any telephony, alarm, IT systems

→ **Virtualized, Cloud, SaaS, Scalable**

Accelerating Software growth with RTCC and Ofelia (I)

Executing on our strategy with Healthcare Platform launch

Launch of new Healthcare Platform

- Leveraging Ascom's **leadership position** in Real-time Communication & Collaboration **(RTCC) with new integrated SW platform**

- Use Case supported **7 standard solutions & 100s workflows**

- **Launch planned H2 2022**

Accelerating Ascom's SW growth

- **Reinforcing** Ascom's position **with hospitals & LTC** partners

- **More scalable & standardized solutions**
  - Increasing sales & deployment effectiveness
  - Platform convergence
  - Reliability advantage

- **Stepping up Ascom's growth as key enabler for digital delivery of care**

Accelerating Software growth with RTTC and Ofelia (II)

Executing on our strategy with acquisition of Ofelia Software platform

Acquisition of Appliware Ofelia

- **Technology injection** with state-of-the art **SW platform**
  - **Cloud-based alerting & alarming platform**
  - **Modular workflow engine and easy-to-use GUI**

- **Bolt-on** acquisition

- **Transaction completed** in July 2022

Accelerating Ascom's SW growth

- **Cost-competitive & modular SW platform**
  - Easy to configure, install, upgrade
  - Fully scalable

- **Reinforcing** Ascom's position and **boosting growth** in **Long-Term Care** and **Enterprise**, as well as in entry-level **Acute Care**

- **Leveraging existing installed base and partnership with leading corporations** to grow globally
  - Large European Healthcare groups
  - Leading Industrial groups (FMCG, chemical, life-sciences, energy, etc.)

Executing Operational Excellence

Key priorities going forward

Customer Centricity & Sales Acceleration

- **Customer centric & scalable** solutions

- **Customer ROI driven value propositions**

- Strengthened partner network and strategic alliances
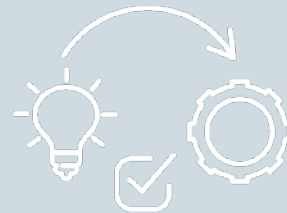
Outcome-based solutions & platforms

- **Leverage new Healthcare / Enterprise Platform** (RTCC)

- **Unified Nurse Call** Platform

- Enhance product life cycle management

Operational Excellence

- Focus on **operational efficiency**, cost and asset management

- **Better customer-facing processes** and **tools** to help accelerate market expansion & growth

- **Global supply chain** teams proactively addressing supply chain challenges

Ascom Digistat: Efficient and patient-centric alerting solution

Stiftung Mathias-Spital Rheine – Germany

Customer situation

50+ facilities in fields of hospitals, elderly care, specialist practices and education facilities
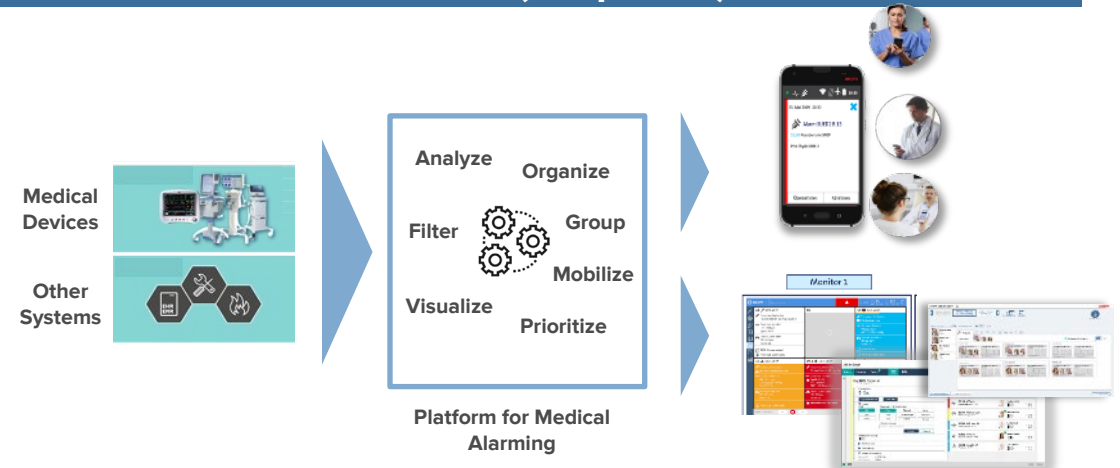
Service company with focus on preventive health care and well-being of patients

Goal: Enable central collection of medical device data in order to forward them in the PDMS

Solution (simplified)

Medical Devices

Other Systems

Analyze Organize
Filter Group
Mobilize
Visualize Prioritize

Platform for Medical Alarming

Value and benefits for customer

- Digistat SW with vendor-neutral medical device integration
- Display alerting on dashboards and forwarding to Ascom Myco 3 smartphone

Ascom Ofelia: Multi-Tenant Software Solution

## Korian European - Belgium

Customer situation
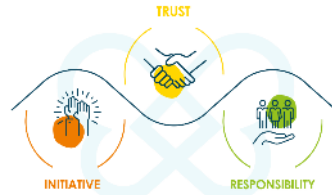
Korian European scale elderly care service provider for 525.000 residents with 57.500 employees

Active in France, Belgium, Netherlands, Germany, UK, Spain and Italy

Goal: Single point managed software application to measure, assess and improve service quality

Enable central data collection of Nurse Call and integrations with other systems

Solution (simplified)

Korian Datacenter

Ofelia Tenant Manager
Ofelia Multi-Tenant
Database
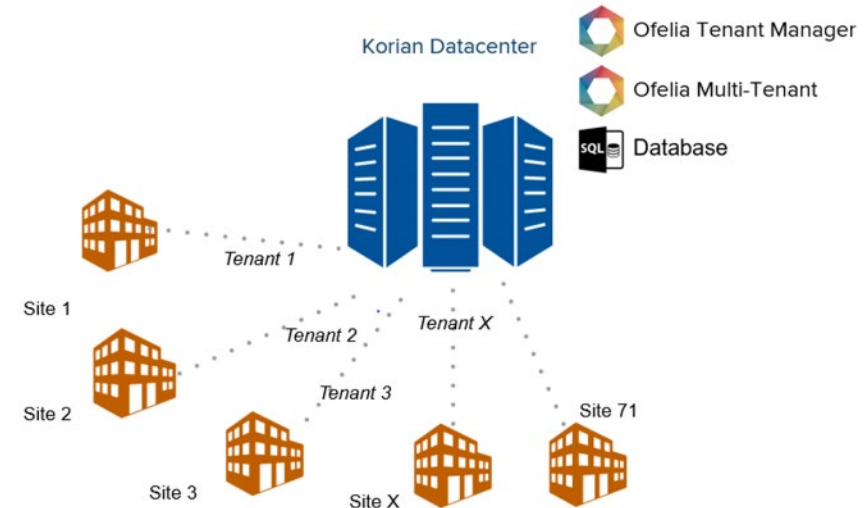
Value and benefits for customer

- Implementation of Ofelia multi-tenant suite in Korian Datacenter for 71 sites

- Focus on analyzing data from within nurse call systems for quality and legislative purposes

- Integration of nurse call systems in EHR in 2023 in combination with Myco 3

Ascom Platform

Health South East (HSØ) – Hospital Drammen - Norway

Customer situation

HELSE •••• SØR-ØST

Norway's largest Regional Health Authority with 11 Hospital Trusts (33 hospitals on 75 sites) with 80.000 employees serving 2.9 million people
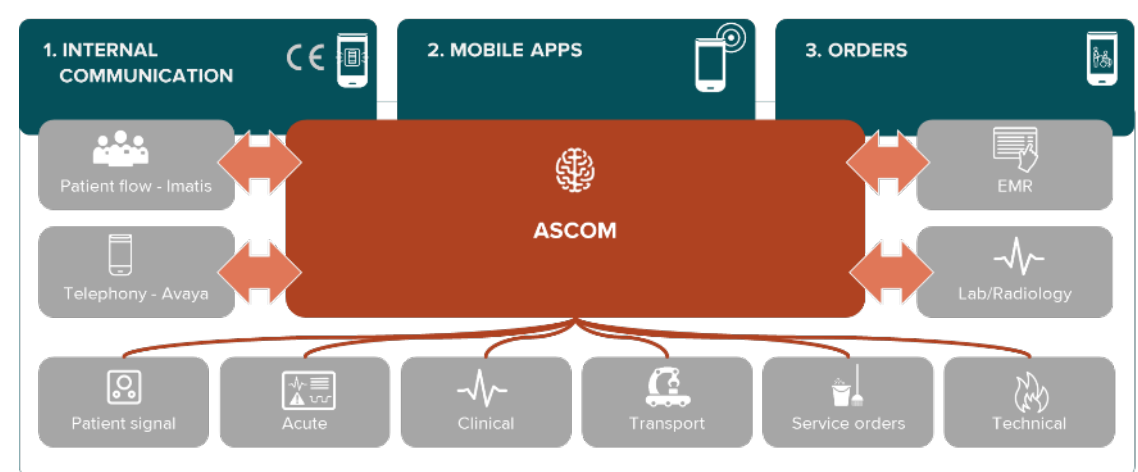
Public tender for 8 new hospitals building projects

Goal: Nurse Call and alarming solution as well as integration with health logistics for newly built hospitals (somatic & mental health)

Solution (simplified)

1. INTERNAL COMMUNICATION — Patient flow - Imatis — Telephony - Avaya

2. MOBILE APPS — ASCOM

3. ORDERS — EMR — Lab/Radiology

Patient signal — Acute — Clinical — Transport — Service orders — Technical

Value and benefits for customer

- Implementation of Ascom solutions for 1.100 patient rooms over 122.000 m2 with Telligence patient response system

- Integration with input, output as well as medical devices for all sites

Guidance

ascom

Guidance 2022

Ascom targets for 2022 **mid- to high single digit revenue growth** and **EBITDA margin improvement** of about **100bp** (basis points)* compared to fiscal year 2021

* normalized (adjusted for one-off charges, i.e. Swedish pension fund and CEO change), at constant currencies, and based on the current market and economic environment

Confirmation of Mid-term Guidance

- **Ascom sees clear path to double-digit growth over the next years**
  - Above-average growth of the Healthcare communication market driven by digitalization, post-Covid developments, staff shortages, and governmental funding programs
  - Growth opportunities in US market due to new GPO frame agreements, more software sales and more recurring revenue
  - New opportunities in OEM business due to trend towards solution driven business

- **Ascom expects an annual EBITDA-margin improvement of about 100 bp (basis points) until 2025 compared to fiscal year 2021**

Ascom's mid-term guidance for the next four years is based on the current market and economic environment, current visibility and at constant currencies

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Ascom is well positioned for future growth

- Active in **markets with strong secular growth trends**

- Excellent set of **niche and complementary businesses...**

- **...with key growth potential in Healthcare & Enterprise with integrated platform solutions**

- **Solid foundations** and **clear course**

- Despite continued component shortages and macro-economic uncertainties, **key focus on accelerating growth and improving efficiency and operating leverage**

We are confident in our plan and ability to significantly grow Ascom

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Against the background of these uncertainties readers should not rely on forward-looking statements. Ascom assumes no responsibility to update forward-looking statements or adapt them to future events or developments.