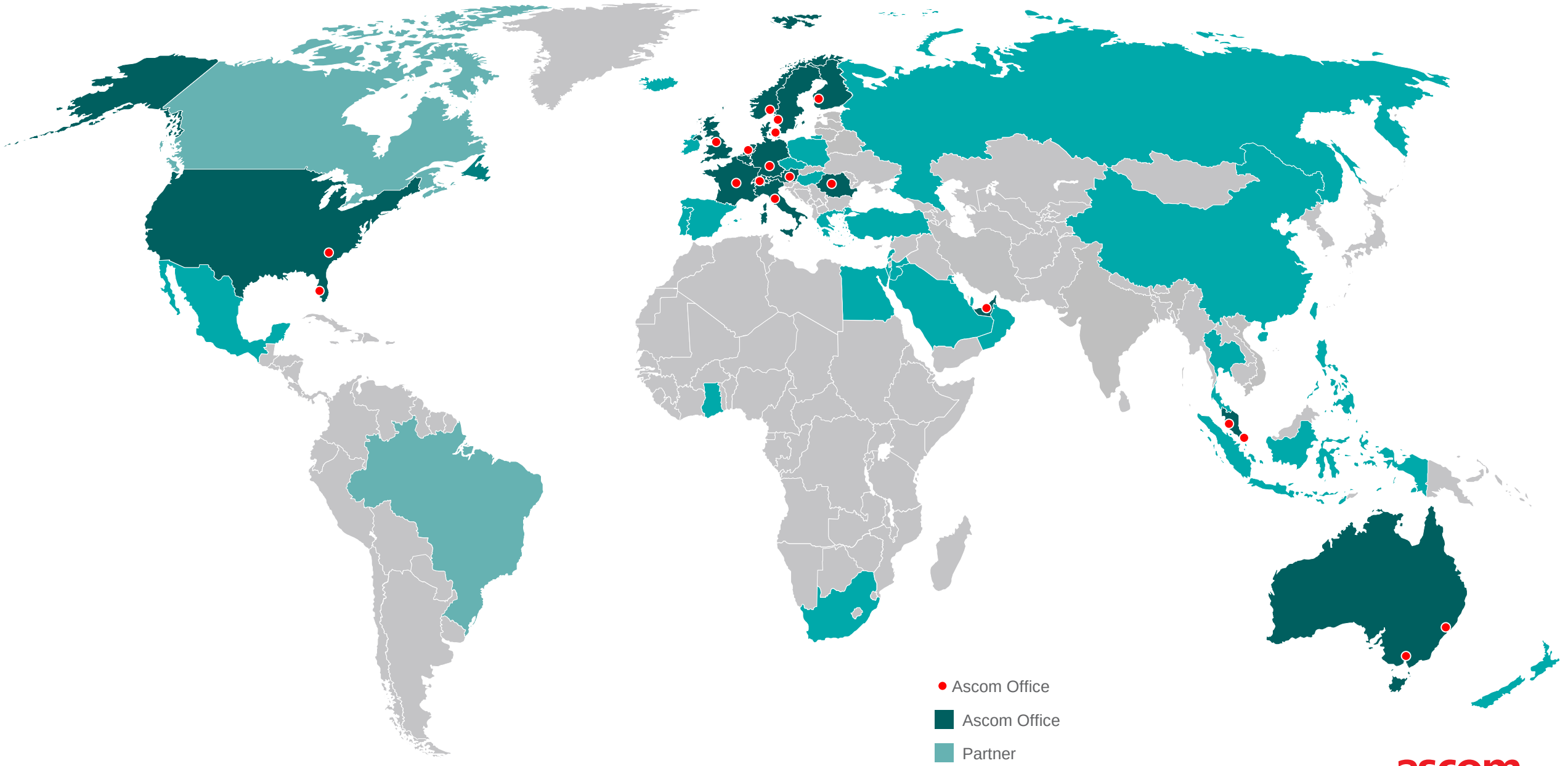
Swiss Equities Conference Bad Ragaz

10 January 2019

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

Ascom – global presence



Strategic pathway to become a best-in-class Healthcare ICT and mobile workflow solutions provider

2015 — Unite Medical Solutions (UMS) acquired

2016 — Focus on Healthcare

2017 — Transformation towards a solution provider

2018 — Acceleration in strategy execution

Strategic growth opportunities

- New partners
- New solutions
- New services
- New markets

2020 — Mid-term Guidance 2020: Focus on Healthcare with higher share of Software solutions

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Preliminary unaudited results for full-year 2018 show solid second half-year

Net Revenue

- Net revenue of around CHF 318.5 million (2017 : CHF 309.7 million)
- Growth rate of close to 3% (at constant currencies 1.7%)
- Strong second half-year with revenues of around CHF 171.5 million (H2/2017: CHF 166.5 million)
- Bounce back in North America with a double-digit revenue growth for FY 2018
- Healthcare sector grew above average while the enterprise sector continued to be slow. OEM business below previous year.

Profitability

- EBITDA margin lower at about 12% (2017: 14.1%)
- Given an EBITDA margin of only 6.5% for the first six months in 2018, the profitability could be improved in the second half-year

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Key developments in 2018

America on growth trajectory

Double-digit growth in FY 2018 despite weak first half-year

Enterprise sector below expectations

New Enterprise platform to be launched in H1/19
.

Improved cooperation with partners

Moreover, new partners secured in America

New solutions with shorter time to market

Myco 3, Telligence 6, Elderly Care Platform

Good progress in Professional Services

New Service organization implemented

Successful reference projects

Successful going-live of Erasmus, Royal Free, Sengkang etc

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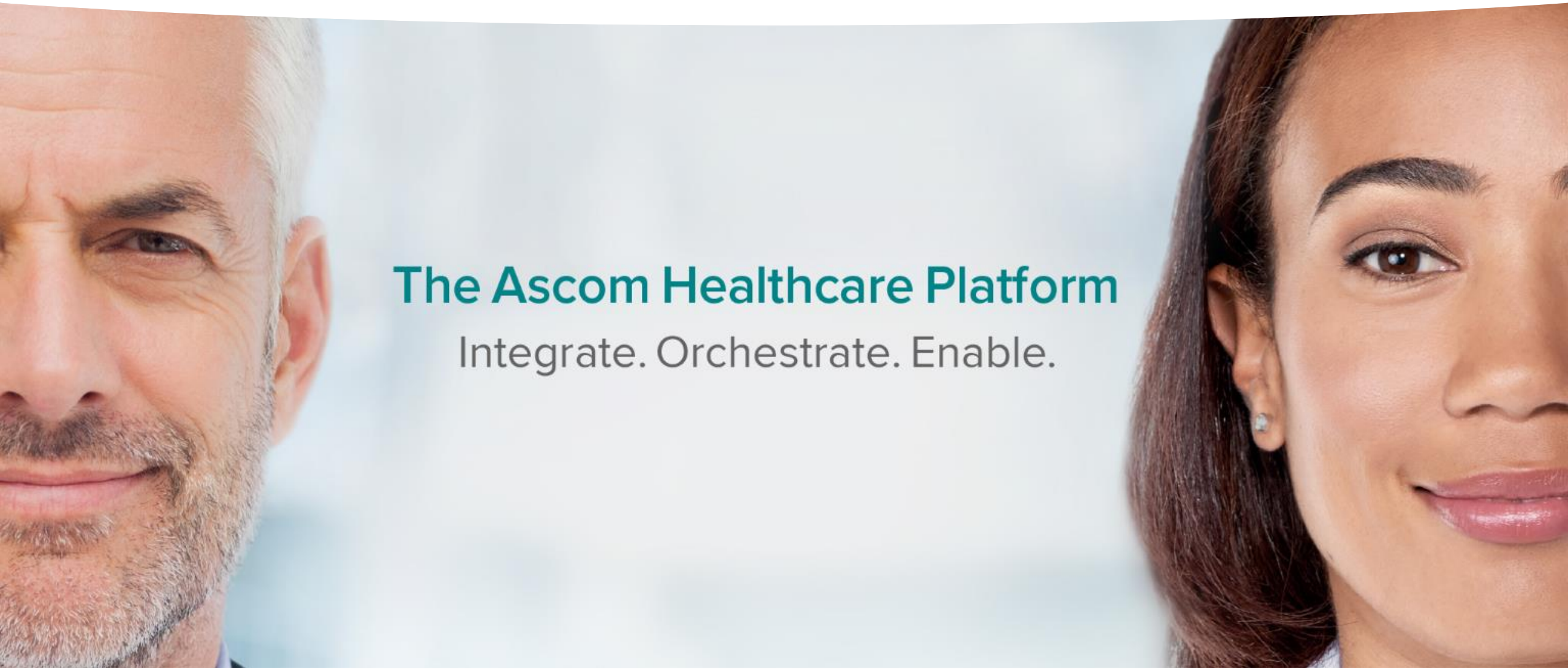
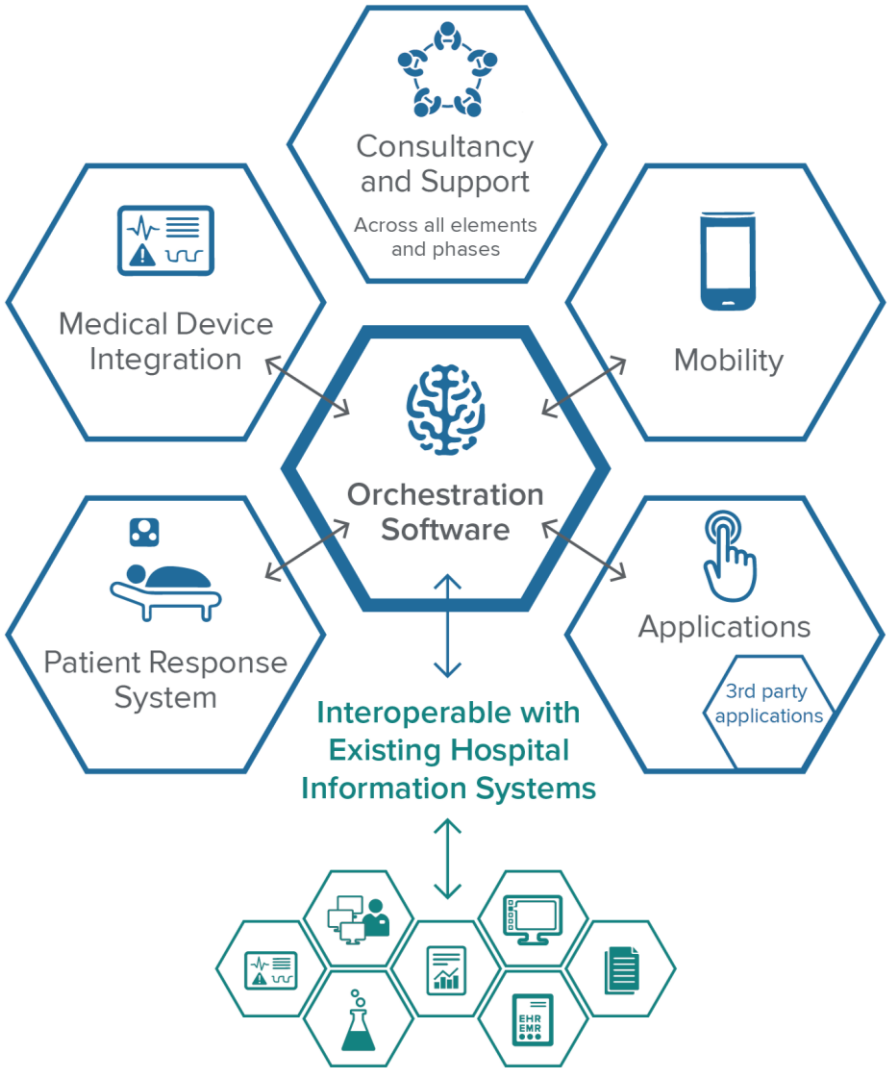
Unlocking the Power of Digital Clinical Information



An unmatched platform to let clinical information flow across systems, devices and points of care implemented



The Ascom Healthcare Platform

Integrate. Orchestrate. Enable.

- Patient information is digitalizing…
- But data is uncoordinated and held in siloes
- Hence workflows remain analogue
- Ascom integrates digital information, orchestrates resources and enables mobile workflows

One vendor – one answer!

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Ascom Myco 3
An enterprise-grade smartphone designed for professionals

Ascom Mobility – A unique complete portfolio

Powerful Ecosystem

API

Usability

SIP

ascom TECHNOLOGY PARTNER

Google Play

Apps

AHP

Integrate. Orchestrate. Enable.

GE

Philips

Spacelabs

Electronic Health Record

Airstrip

Imprivata

Mobile Device Mgmt Interop

Dräger

SIP Interop

Wi-Fi Interop

Cellular LTE

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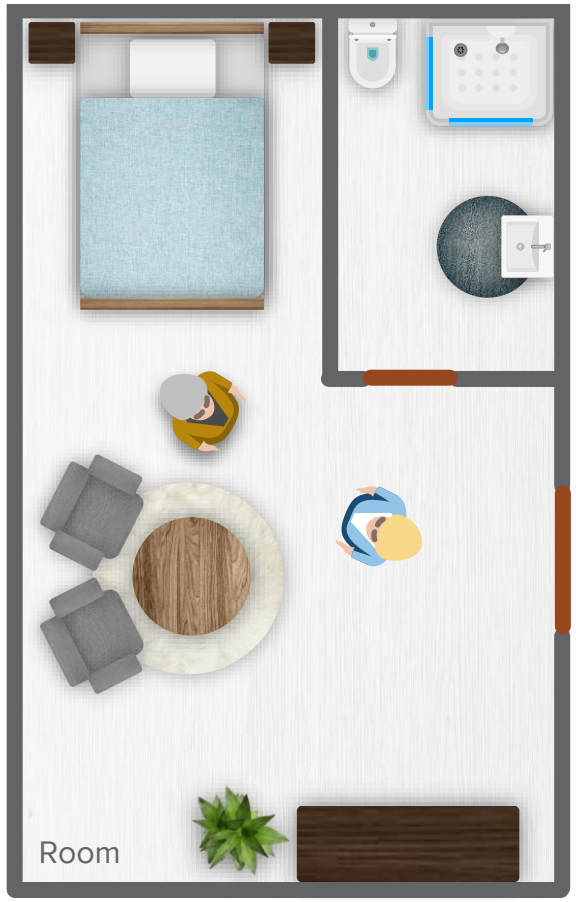
Smart Sensoring Technology – Realtime Information



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We have a strong pipeline of innovative products to set new industry standards

Myco 2 DECT/Black

Telligence 5.1

Unite TaskMinder

teleCARE IP 11.0

Unite Collaborate

IP Elderly Care Platform

Digistat ICU & Surgery

Device Interfacing Nurse Call

Digistat Smart Central/Mobile

CDAS

Telligence 6.0

Myco 3

Unite Windows Server

Unite Axess Client

i63 VoWiFi

Unite Analyze

App Suite

Elderly Care teleCARE IP 12.0

Unite Connect for Clinical Systems

Unite AlertTrac

2018 2019 2020

*Position above may not reflect actual release dates

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Clinicians worldwide are benefitting from the Ascom Healthcare Platform model

Select Installations of Ascom hardware + software solutions at major healthcare facilities:

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Erasmus – a reference project for the successful implementation of the Ascom Healthcare Platform

Erasmus MC
Universitair Medisch Centrum Rotterdam

- Erasmus MC, Rotterdam, is the largest University medical center in the Netherlands
- Customer vision to create a “silent hospital” leveraging technology to drive workflows
- Integration of the entire hospital onto the Ascom Healthcare Platform connected to Ascom Myco 2 smart devices
- Encouraging customer feedback as goals were reached in a demanding project

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North America back on growth trajectory

Go-to market

- ✓ New sales leadership
- ✓ New go-to market strategy
- ✓ Geographic footprint further developed

Partners and Alliances

- ✓ New and highly competent channel partners secured
- ✓ Strategic alliances (e.g. GE)

Good progress

- ✓ Double digit growth in Software
- ✓ Single digit growth in Mobility & Services
- ✓ Nurse Call recovering

Strong results

- ✓ Despite the decline in first half-year, North America achieved for FY 2018 double-digit revenue growth

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This document contains specific forward-looking statements, e.g. statements including terms like “believe”, “expect” or similar expressions. Such forward-looking statements are subject to known and unknown risks, uncertainties and other factors which may result in a substantial divergence between the actual results, financial situation, development or performance of Ascom and those explicitly presumed in these statements.

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.