

NFON PRELIMINARY RESULTS 2021



DR KLAUS VON ROTTKAY, CEO
PETRA BOSS, CFO
SABINA PRÜSER, HEAD OF IR

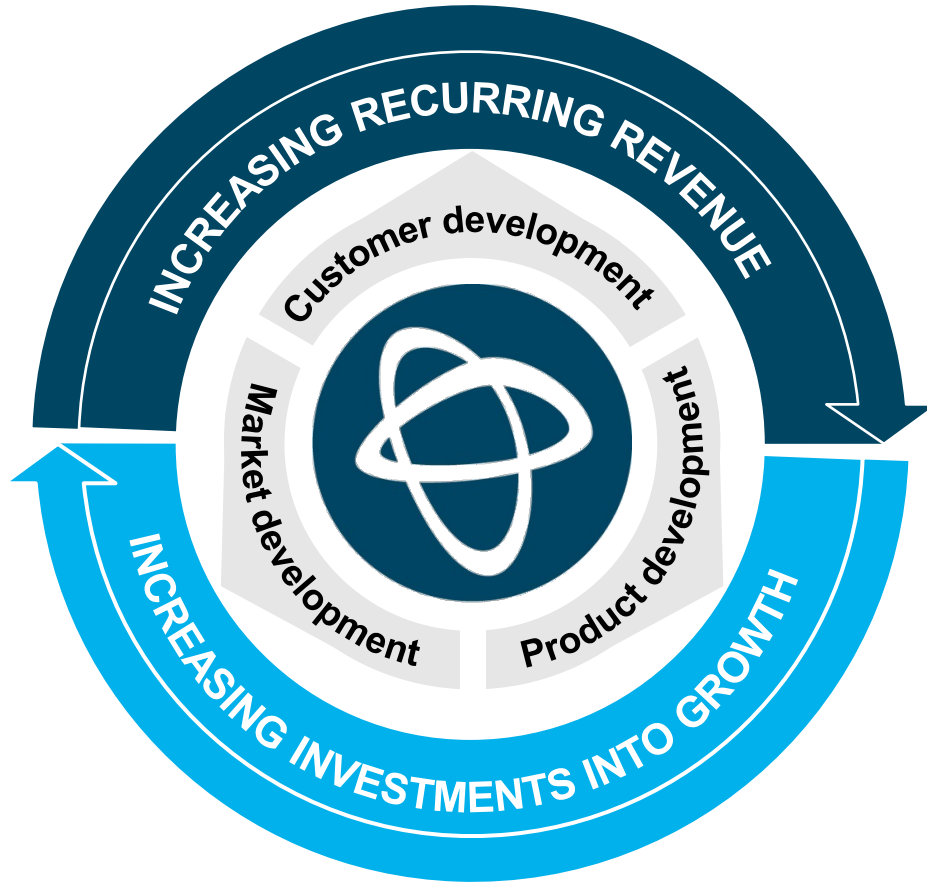
MUNICH | 10 March 2022



2021 at a glance

Key Figures

NFON with continued growth and high share of recurring revenues



- Recurring revenue growth of 14%^e yoy

- High share of recurring revenues of 90%^e

- Seat growth of 12%^e

Key measures implemented in 2021



Significant ramp-up of technical resources

Headcounts 41%

- ✓ CRM connect
- ✓ iOS Native App
- ✓ centrex 3.0
- ✓ Meet & Share
- ✓ Nconnect voice



Increased marketing invest 46% focus on channel

- ✓ New partner programs: “Ngage” and “Gemeinsam Stark”
- ✓ Restructuring Product Portfolio
- ✓ Preparation of positioning and rebranding NFON as UCaaS and CCaaS provider



Growing into Enterprise (250 – 5,000 extensions)

- Start of
- Partner approach
 - Product planning



Intensified activities in CEE region

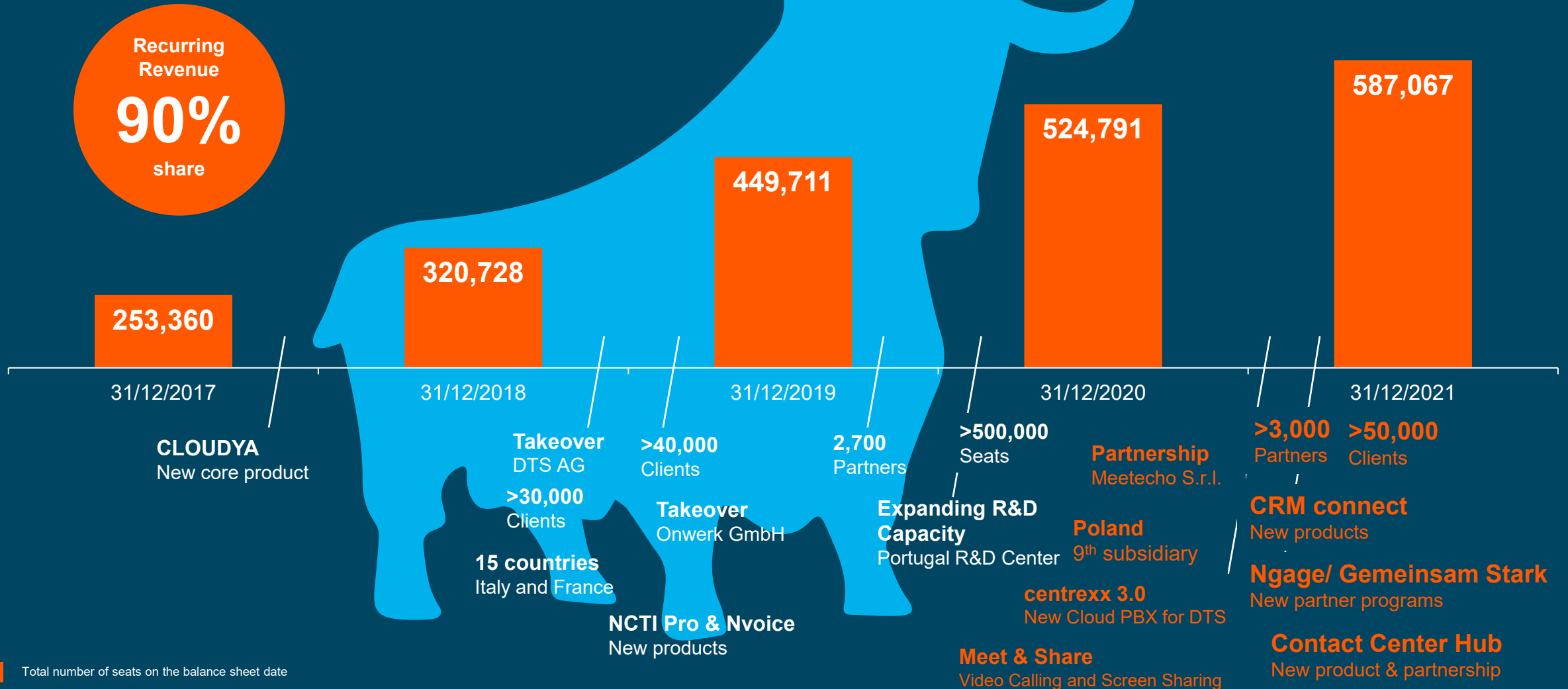
- ✓ **Establishment of Polish subsidiary**
- ✓ >80 partners solid basis for coming growth
- ✓ Decision to shift resources from Western Europe to Eastern Europe



Technology Partnerships

- ✓ Minority stake in Italian WebRTC company **Meetecho**
- ✓ Partnership with **Daktela s.r.o.**, Czech contact center company

Implemented measures increased the ground for further growth

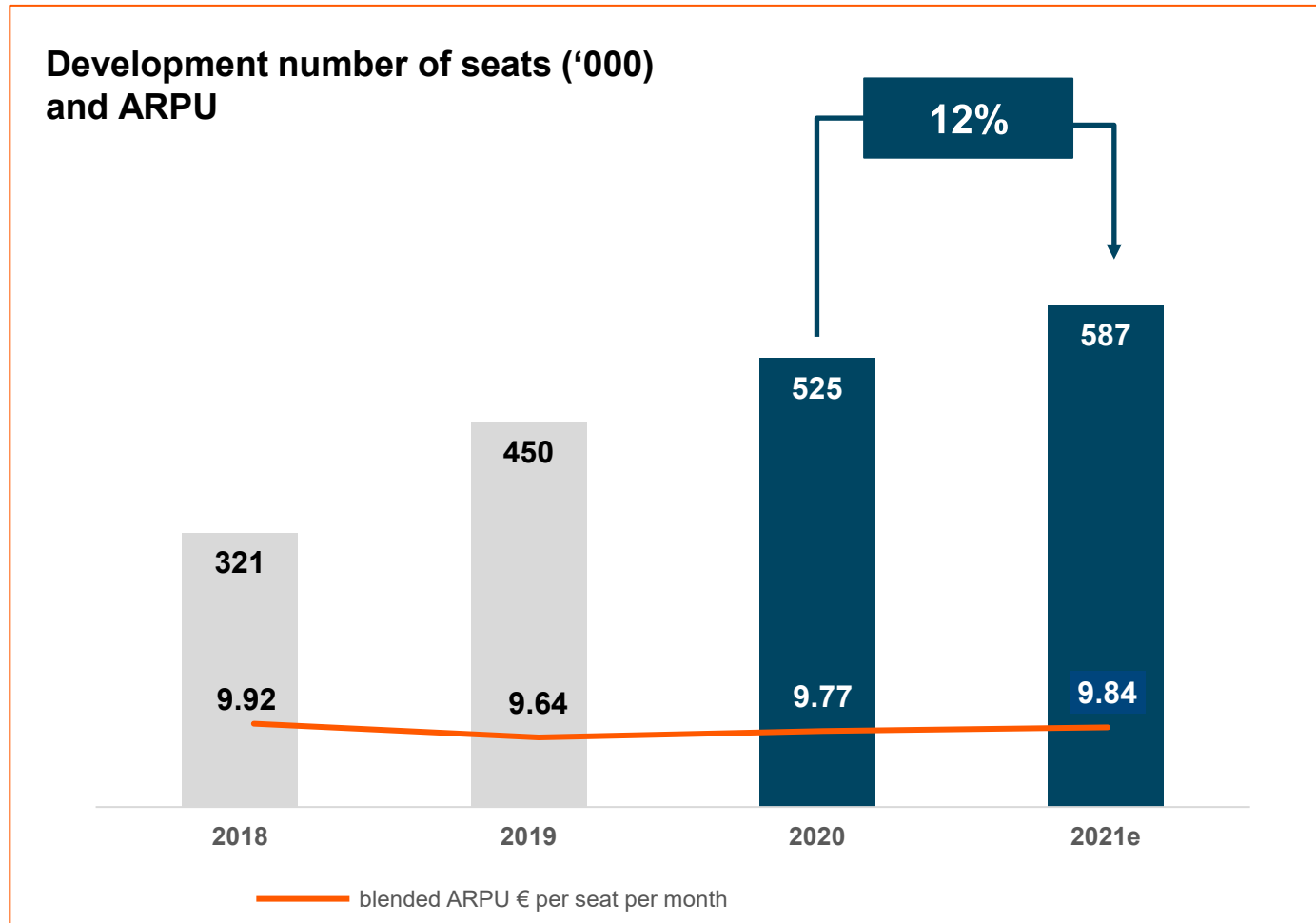




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Preliminary results 2021

Seat growth at guidance



COMMENTS

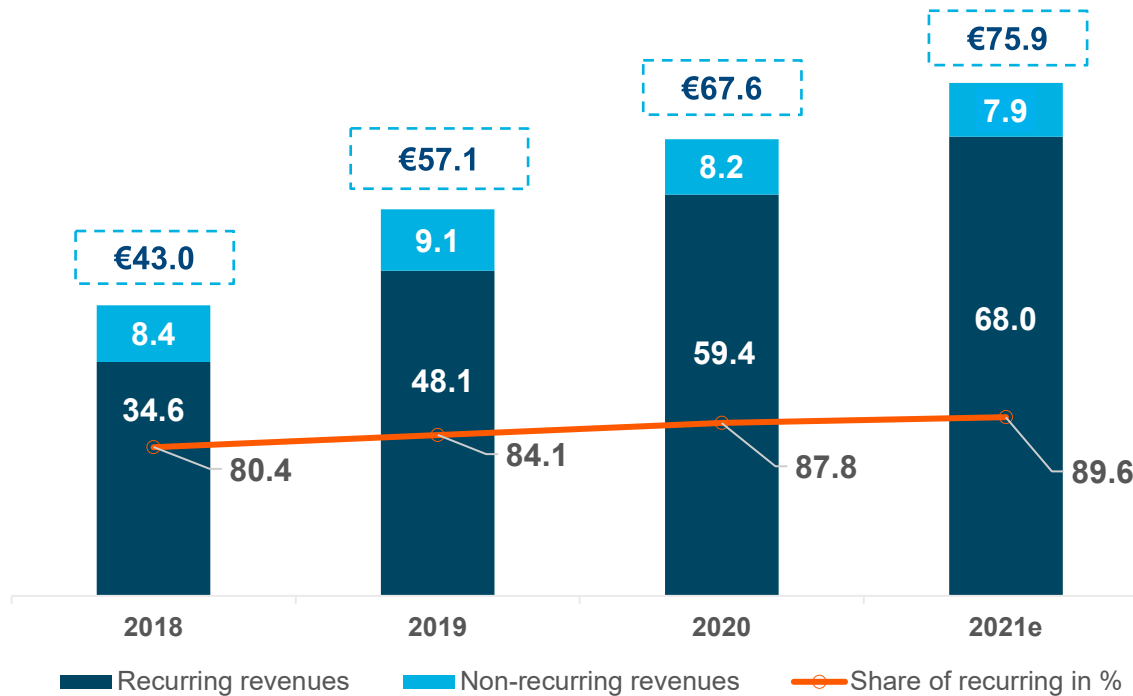
- > Increase of total number of seats by 11.9%. Seat development reflects the still tense economic situation throughout Europe
 - > Slow economic development preventing the accelerated expansion of new seats
 - > Delivery bottlenecks and ongoing Corona pandemic are proving burdensome
 - > Loss of large UK partner
- > Positive development of ARPU
 - > Still high usage of airtime
- > Continuously low gross churn rate of ~0.5% per month underlines quality of product and service and guarantees continuous recurring revenues

Sustained growth in recurring revenues

COMMENTS

Development total recurring vs. non-recurring revenues

€ million



- > Total revenue growth of 12.3% in comparison to 2020
- > Recurring revenues grew by 14.4% compared to 2020 due to still high usage of airtime and ongoing seat growth
- > Economic slowdown
- > Decrease of non-recurring by -3.8% compared to previous year due to delivery bottleneck
- > High share of recurring revenue in total revenues of 89.6%

Earnings

EBITDA development reflects increased expenditures

Detailed reconciliation of one-off items

Reconciliation from EBITDA to adjusted EBITDA	2021e	2020
€ million		
EBITDA	-2.0	2.3
Retention bonus	0.1	0.5
Stock Options	0.4	0.6
M&A expenses and others	0.3	0.0
Total EBITDA adjustments	0.7	1.2
Adjusted EBITDA	-1.3	3.5

Rounding differences are possible

COMMENTS

- > Higher expenditures in R&D headcounts and marketing as expected
- > Adjusted EBITDA of €-1.3m
- > **NFON still aims to increase the investment ratio again in 2022**

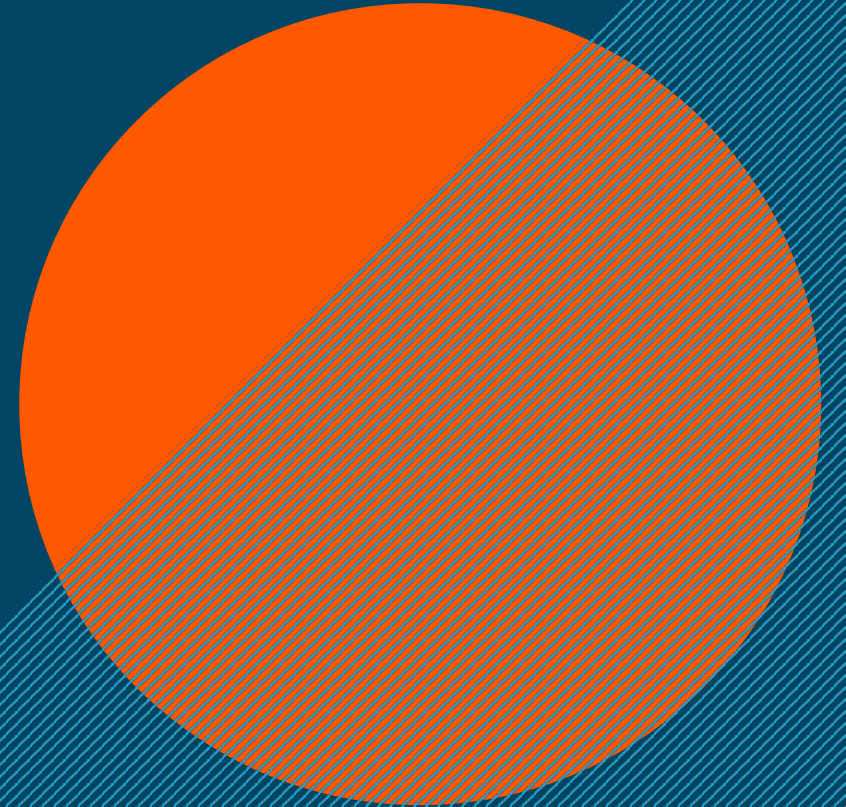


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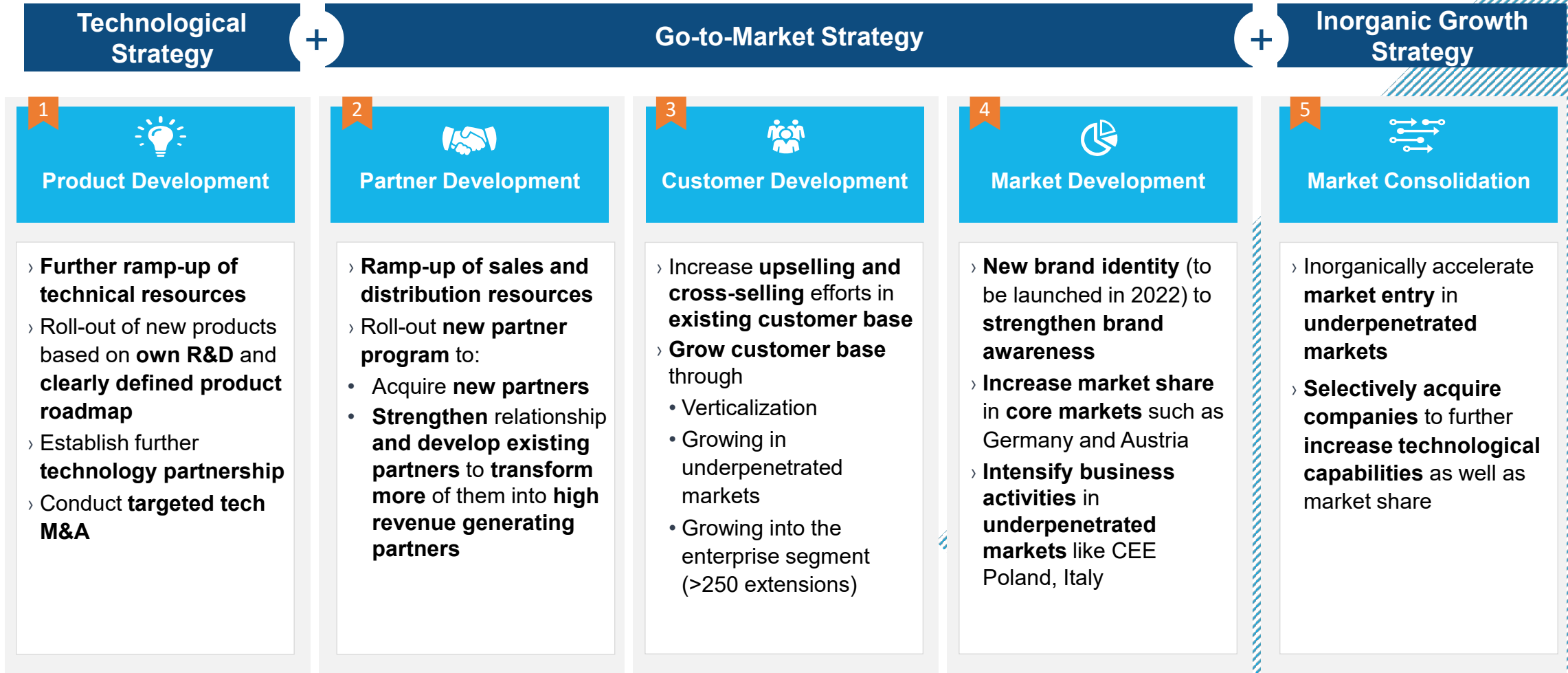
NFON Growth Strategy

MISSION

NFON aims to be
the **leading provider of**
voice-centric business
communication in Europe.



Next steps to drive further top-line acceleration



Key investment highlights



- 

I. **Leading player** in the large and fast-growing **European Integrated Business Communications market for SME and mid-tier enterprise customers, #1 player in the DACH region** and geared to benefit from **secular tailwinds**
- 

II. **Highly attractive fast-growing and recurring business model** providing **mission-critical communication solutions** to SMEs and mid-tier enterprise customers underpinned by the **largest European network of loyal channel partners**
- 

III. **Made in Europe:** State-of-the-art differentiated **“German Engineering”** business communications solutions based on own **tech stack tailored to European needs**
- 

IV. Strong **historical track-record** of double-digit growth with a **clear strategy in place** to pursue **multiple avenues of growth**



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Questions & Answers

THANK



YOU



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Appendix

C-level Team



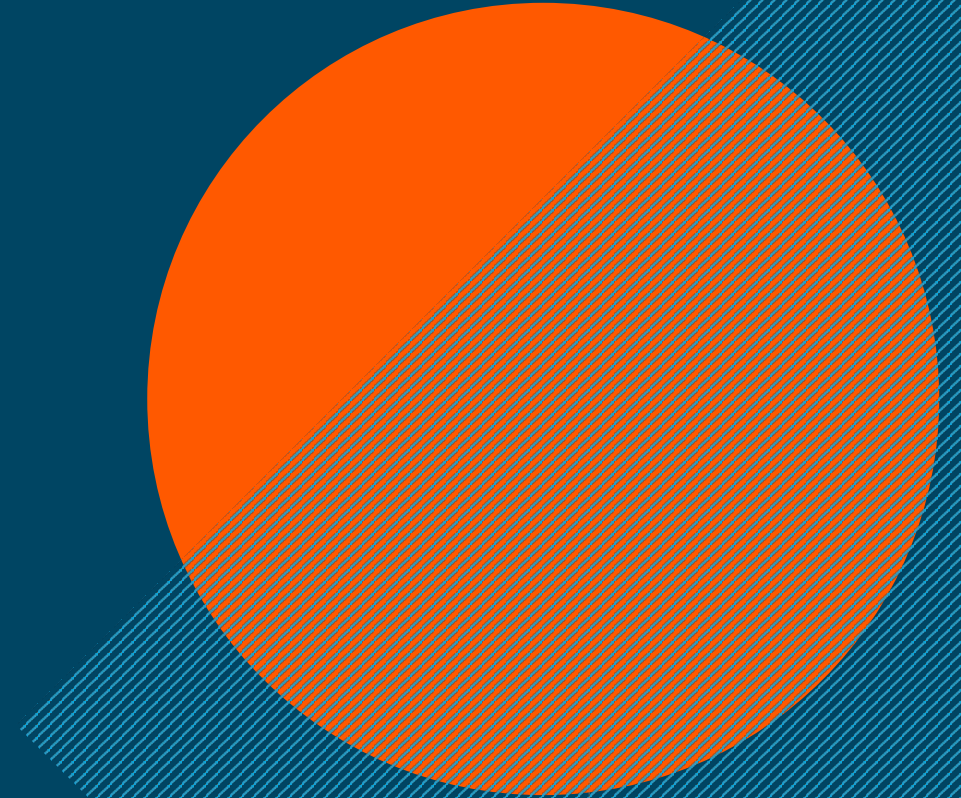
Dr Klaus von Rottkay
CEO

- > >20 years of C-Level experience in the IT industry
- > Previous experience includes
 - McKinsey & Company
 - Microsoft
 - Planet Home



Jan-Peter Koopmann
CTO

- > >20 years of C-Level experience in the IT/Telco industry
- > Previous experience includes
 - Founder Seceidos
 - Tiscali
 - Telenor Group



C-level Team



Petra Boss
CFO

- > With NFON since 2016
- > >18 years of experience in the finance sector (various industries)



Jan Forster
CMO

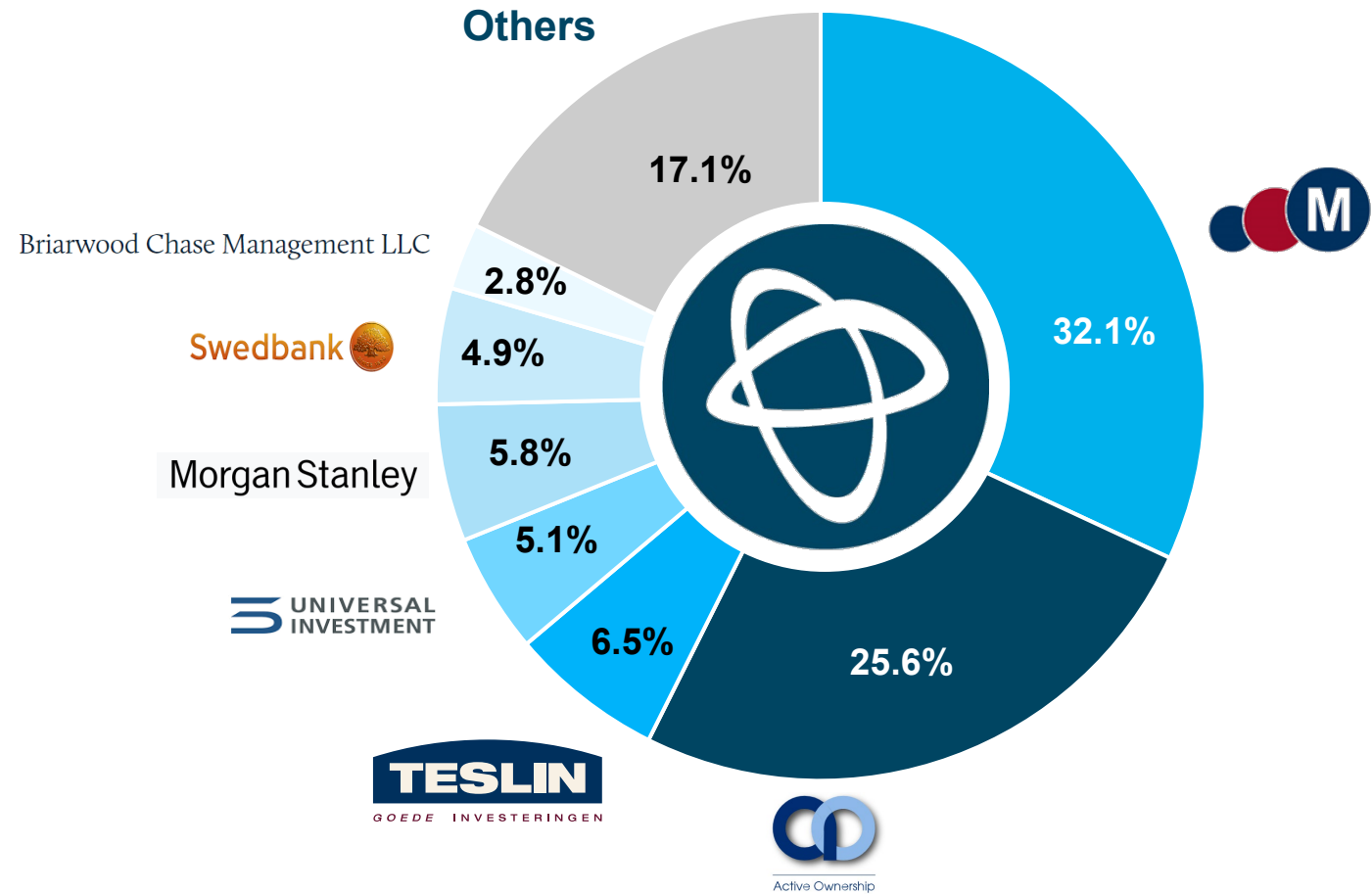
- > With NFON since 2014
- > >18 years of experience in B2B and B2C marketing (various brands)

NFON AG

Share at a glance

ISIN	DE000A0N4N52
Segment	Prime Standard/ Telecommunication
Shares	16.6 million (29 March 2021)
Designated sponsor	Baader Bank ODDO Seydler
First day of trading	11 May 2018
Coverage	Berenberg Bank, Baader Bank, Hauck & Aufhäuser, Stifel Bryan Garnier Barclays

Shareholder structure (03 March 2022)



Financial calendar 2022

Date	Event
10 March 22	Preliminary results 2021
Web-Conference	
7 April 22	Group Financial Results 2021 & Capital Markets Day 2022
Web-Conference	
19 May 22	Financial Results Q1 2022
Web-Conference	
18 Aug 22	Half-year Results 2022
Web-Conference	
Aug 22	Annual General Meeting
Web-Conference	
17 Nov 22	Financial Results Q3 2022
Web-Conference	



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