



Bechtle AG – 3rd Quarter 2023

Welcome.

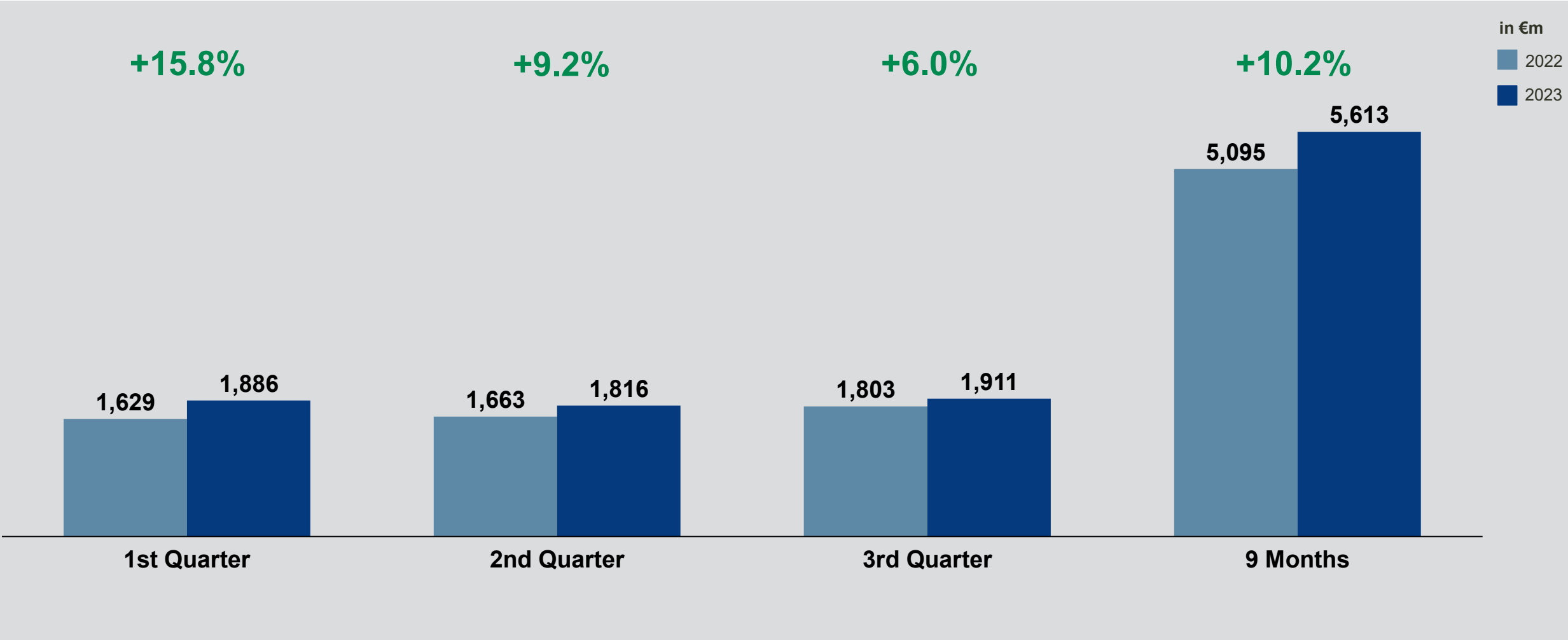
Neckarsulm | 10 November 2023 | Dr Thomas Olemotz

Contents.

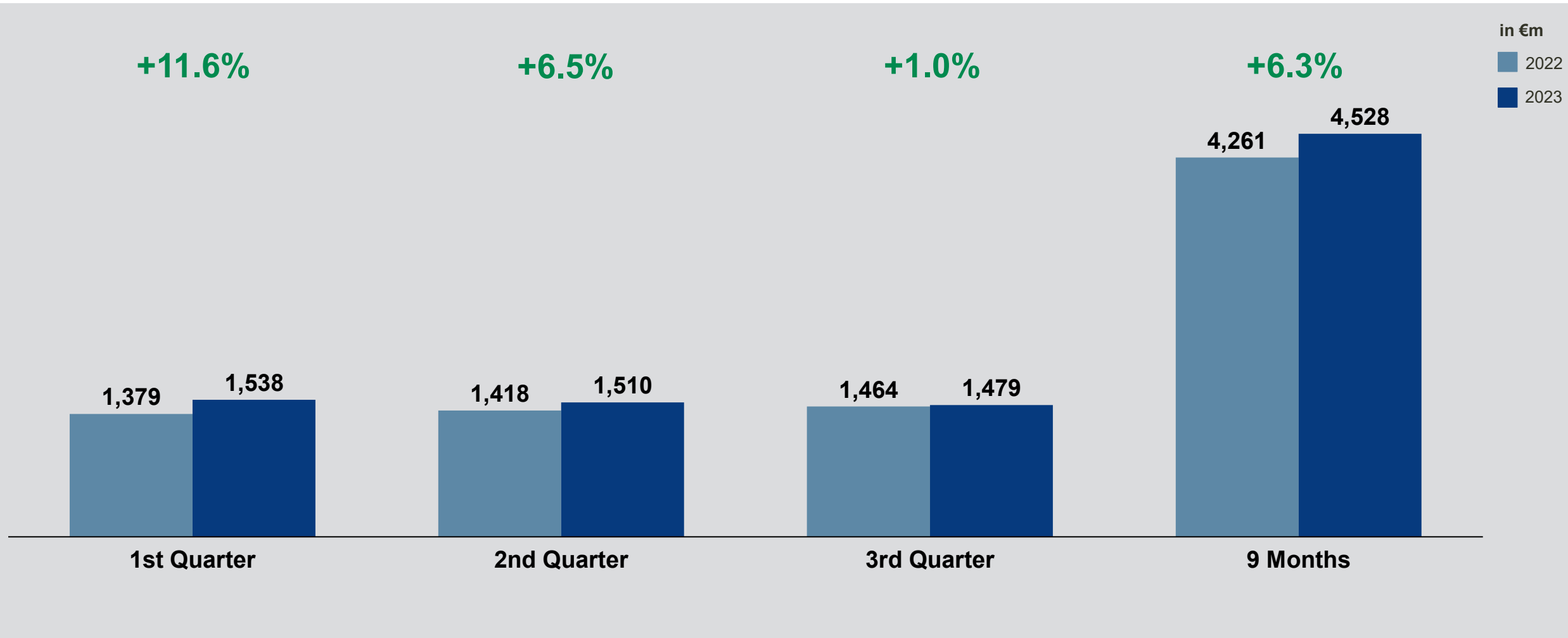
- 1 Business development.
- 2 The Bechtle share.
- 3 Latest news.
- 4 2023 outlook.

1 Business development.

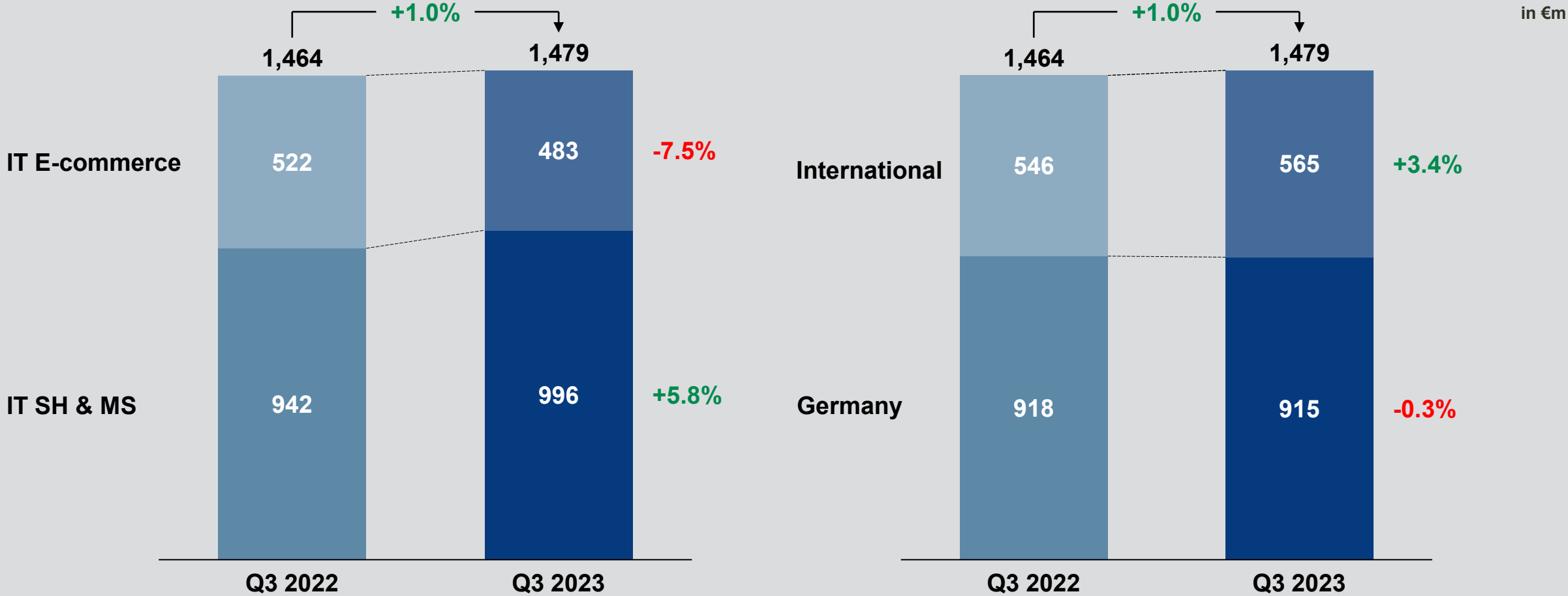
Business volume – Growth rate normalises after clearing the order backlog.



Revenue – Disproportionately successful software business in Q3.

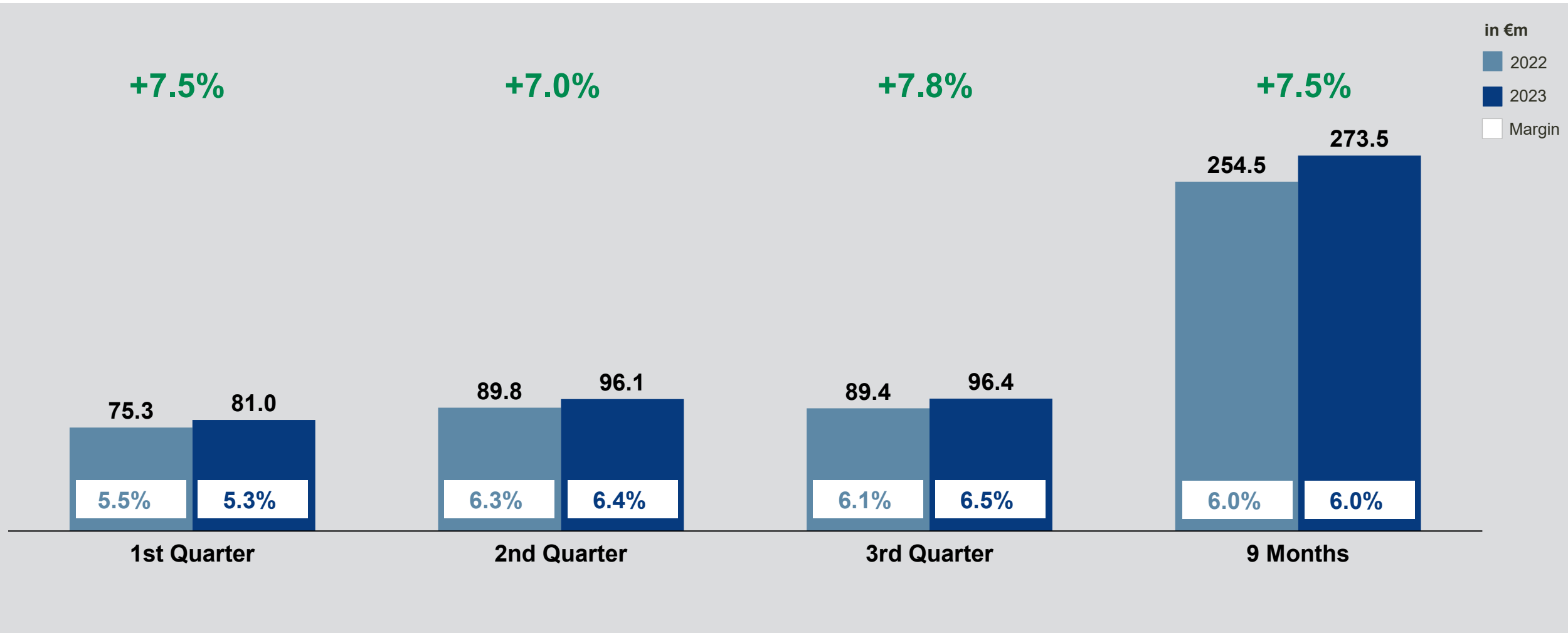


Revenue – System House segment continues to drive growth.



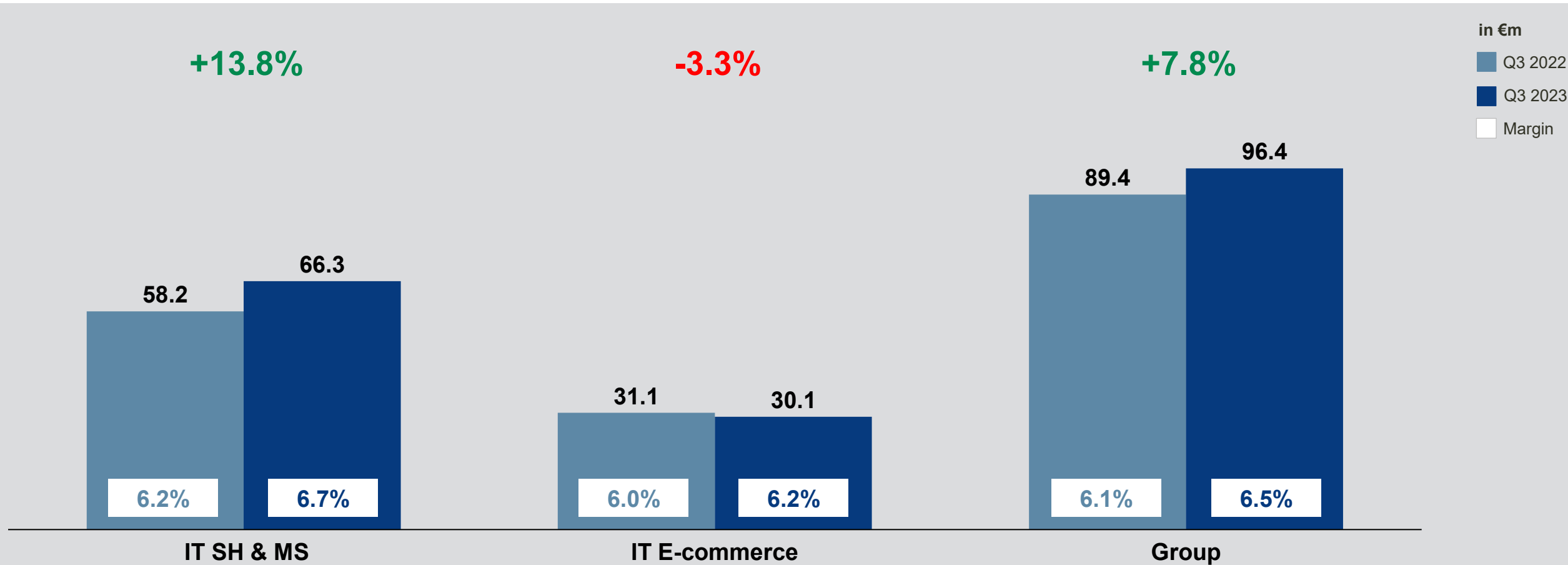
EBIT –

Consistent positive earnings and margin development.

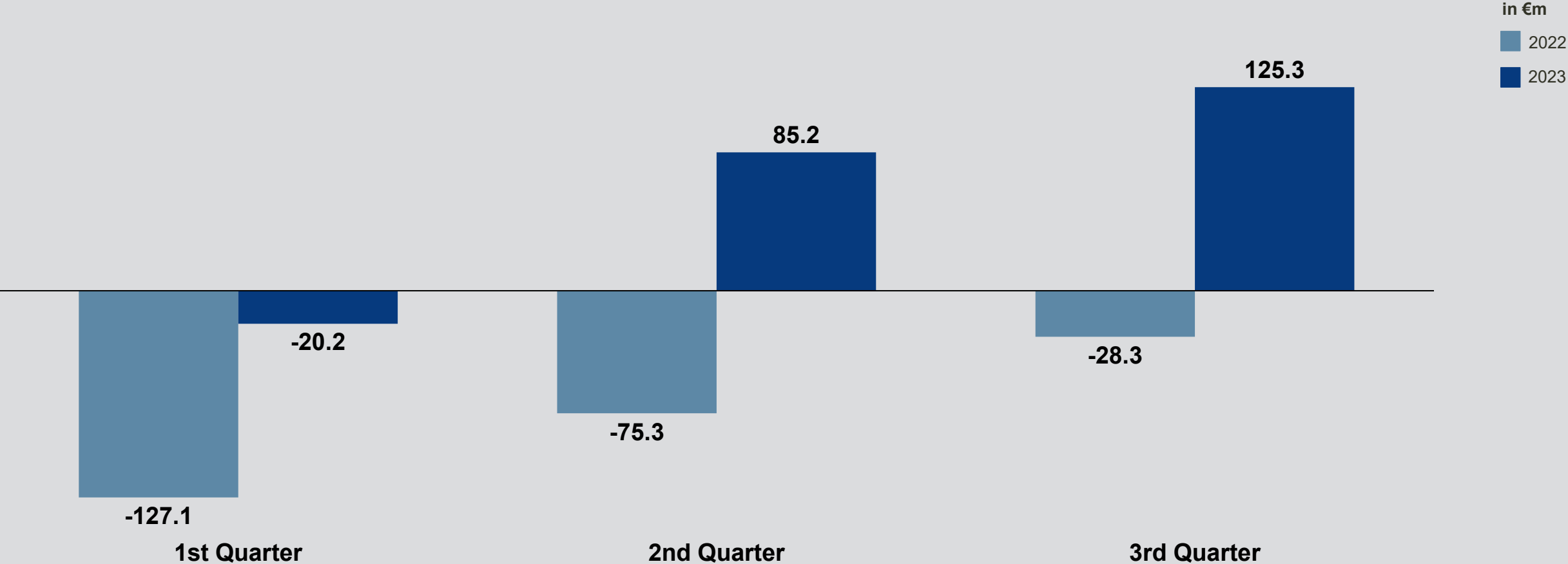


EBIT –

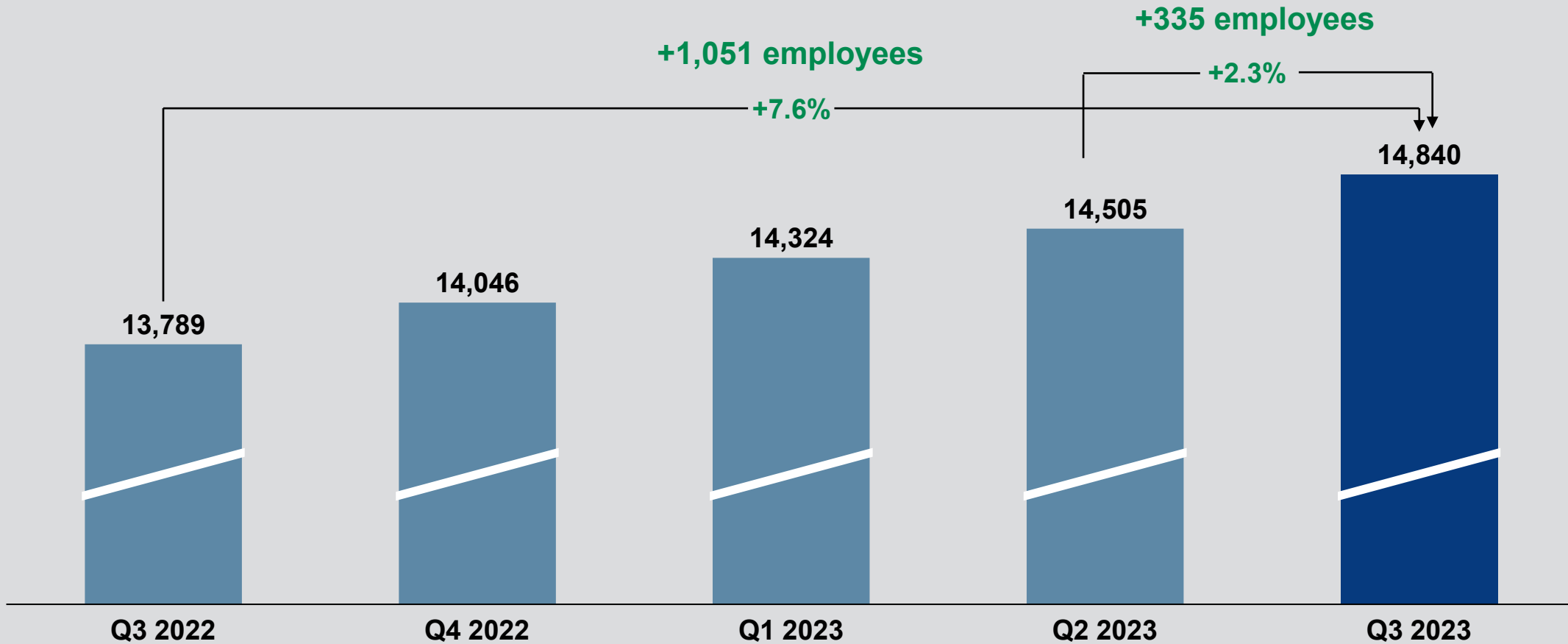
Significant imbalance in segments' earnings development.



Operative cashflow – Considerable improvement yoy.



Employees – Organic workforce expansion of 3.9%.



2 The Bechtle share.

Bechtle share – High volatility, yet a positive development overall.

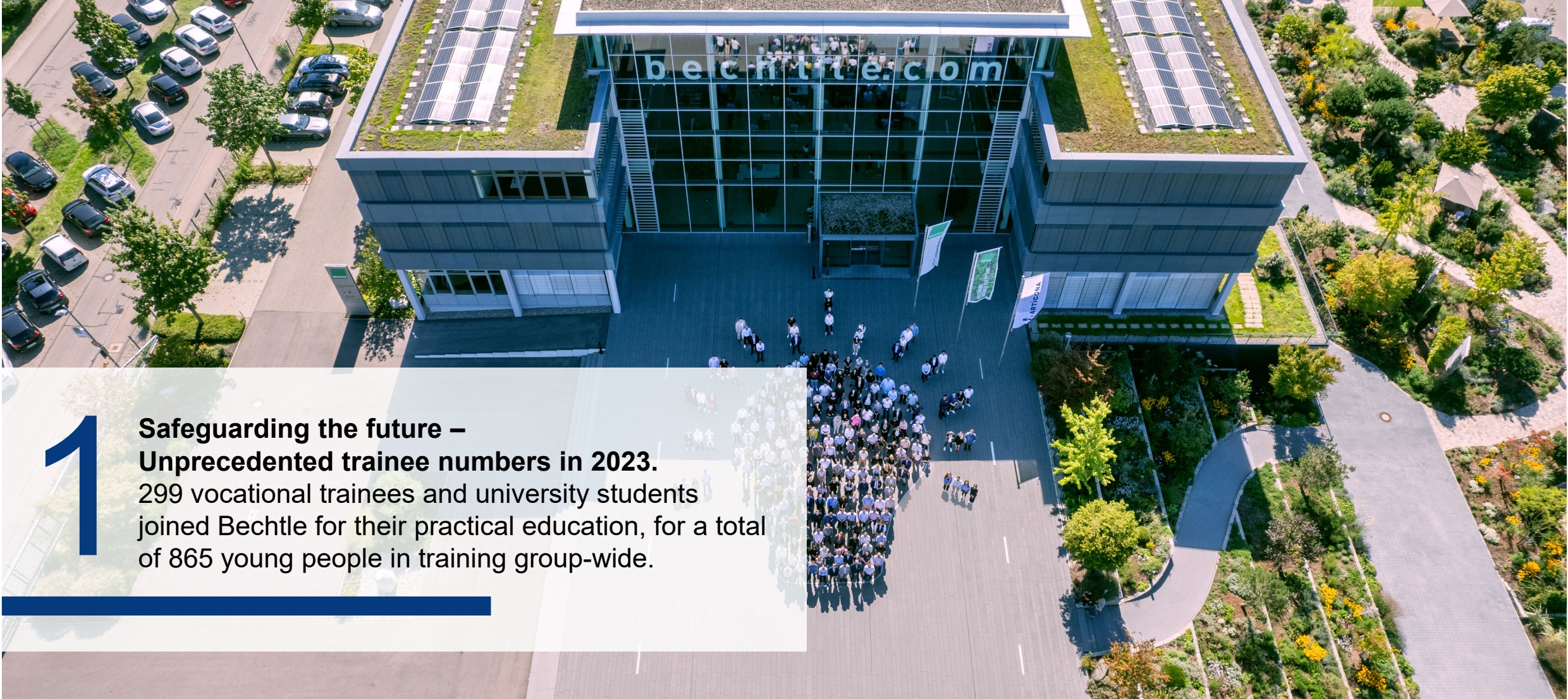


Performance (ytd)

Bechtle	+29.5%
DAX*	+8.8%
TecDAX*	-0.2%
MDAX*	-1.5%

* indexed

3 Latest news.



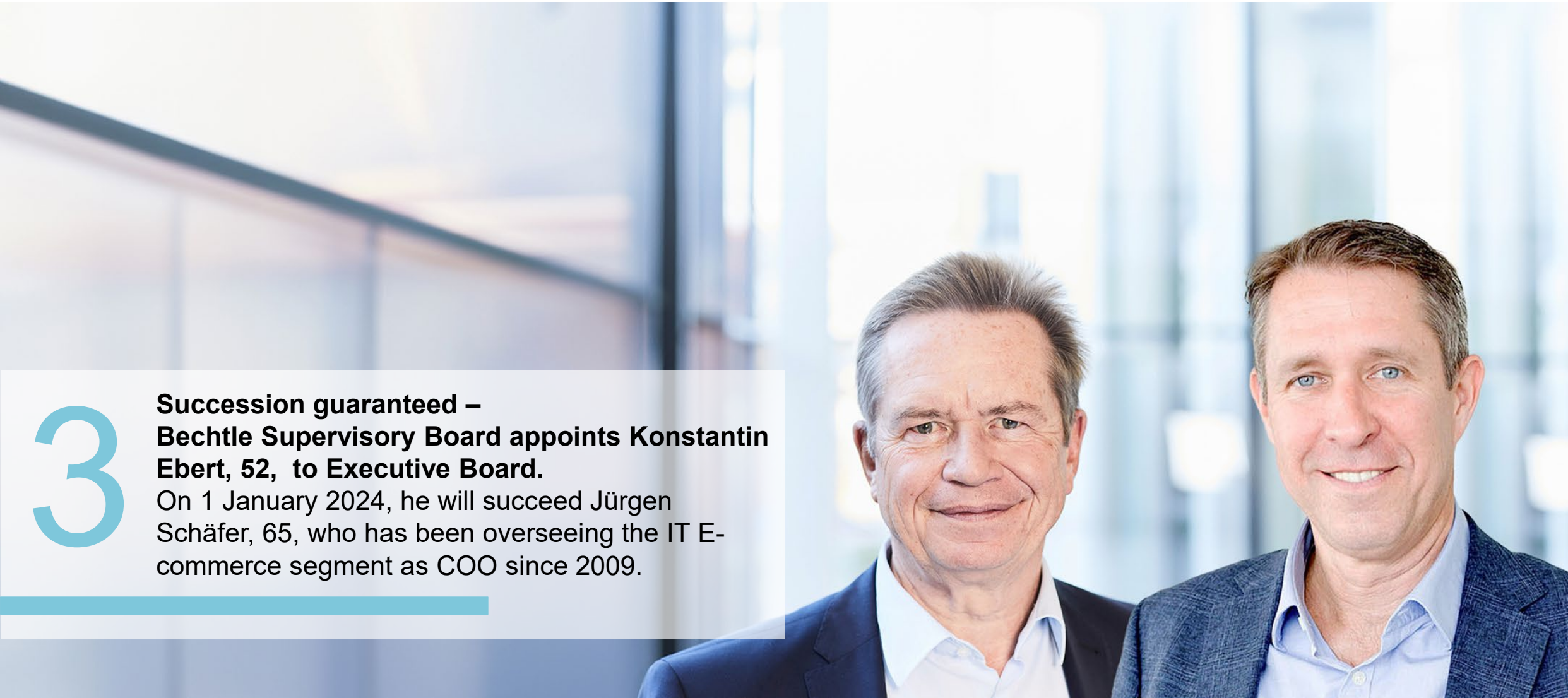
1

**Safeguarding the future –
Unprecedented trainee numbers in 2023.**
299 vocational trainees and university students
joined Bechtle for their practical education, for a total
of 865 young people in training group-wide.

2

**Successful M&A strategy –
Bechtle completes acquisition of IT service provider Apixit
and acquires a stake in Planet AI.**

With the takeover of Apixit, Bechtle is bolstering its position in the French market while the 51 per cent stake in Planet AI adds patented AI developments to the Bechtle portfolio.



3

**Succession guaranteed –
Bechtle Supervisory Board appoints Konstantin
Ebert, 52, to Executive Board.**

On 1 January 2024, he will succeed Jürgen Schäfer, 65, who has been overseeing the IT E-commerce segment as COO since 2009.

4 2023 outlook.

Outlook – Guidance confirmed.

Context.

- Overall economic conditions remain challenging in the 2023 fiscal year.
- However, noticeable upswing in incoming orders.
- Supply chain difficulties largely overcome.
- Focus remains on the successful continuation of our European M&A strategy.

Objectives.

- Bechtle is and remains optimistic about the fiscal year based, above all, on the good development ytd.
 - Significant growth in terms of revenue/business volume and earnings (5% – 10%).
 - EBT margin more or less at the previous year's level.

Any questions?

All key figures and information can also be found at:
bechtle.com/reports

