

Bechtle AG – Company Presentation

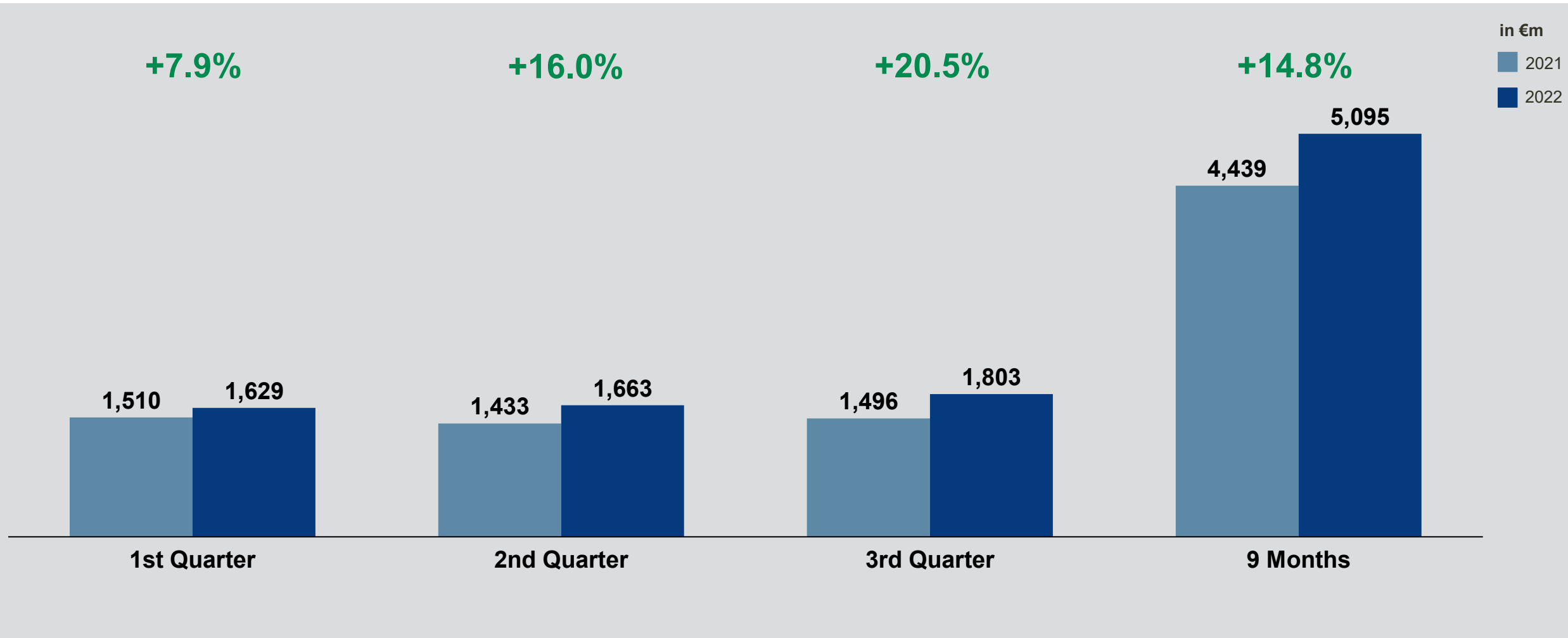
Frankfurt am Main | 22 November 2022

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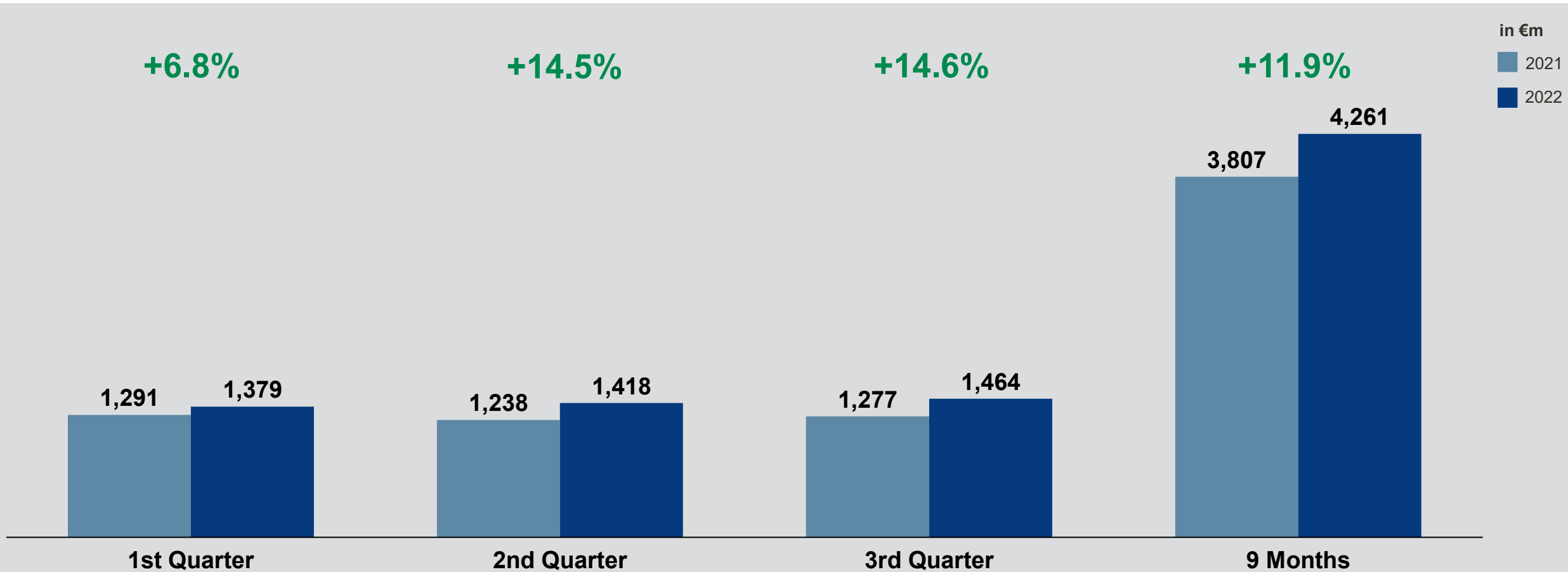
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1 Business development.

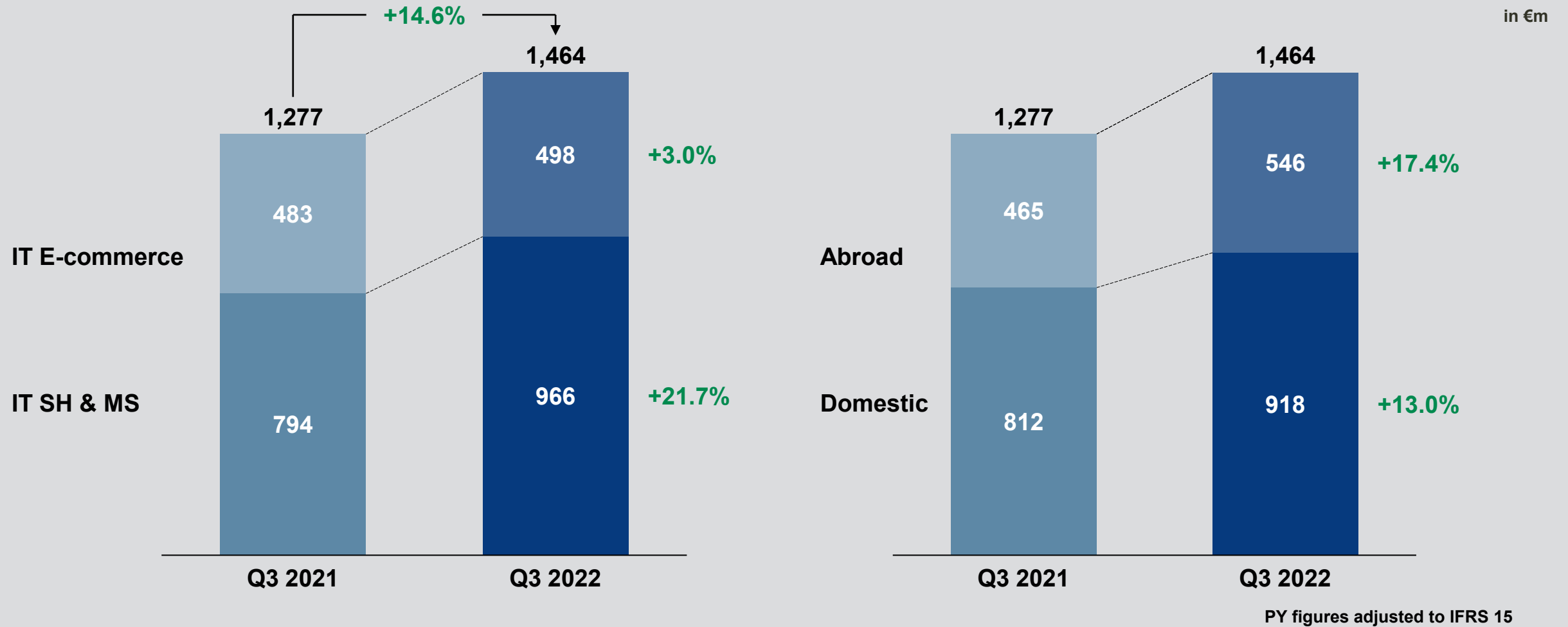
Business volume – Growth accelerates significantly in Q3.



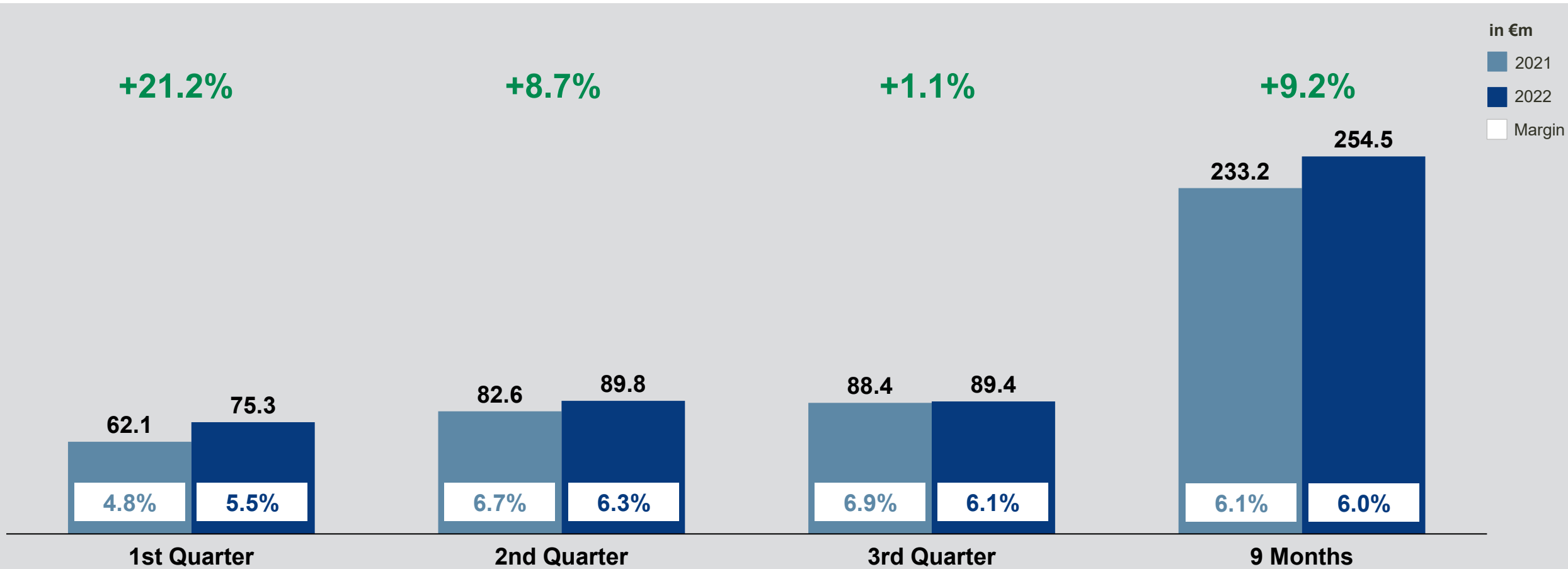
Revenue – Previous quarter’s high level of growth maintained.



Revenue – Strong System House business growth.

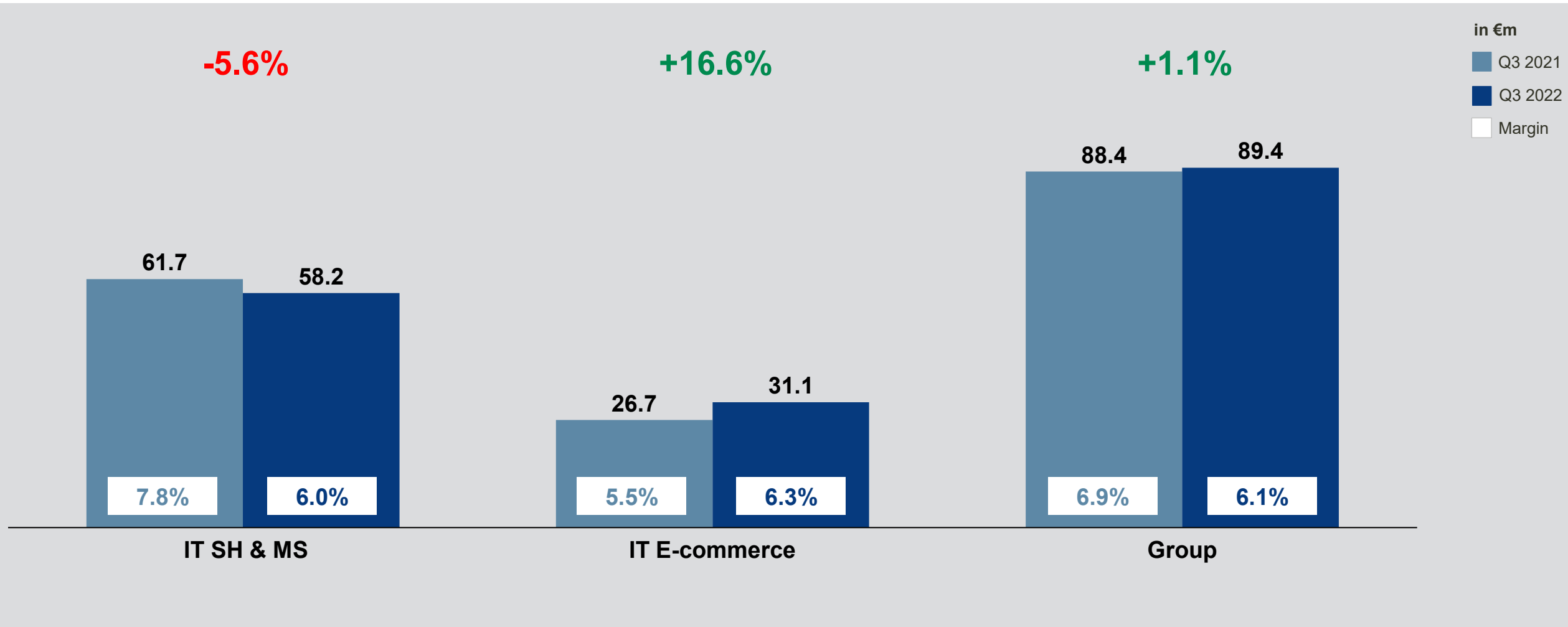


EBIT – YTD earnings +9.2%.

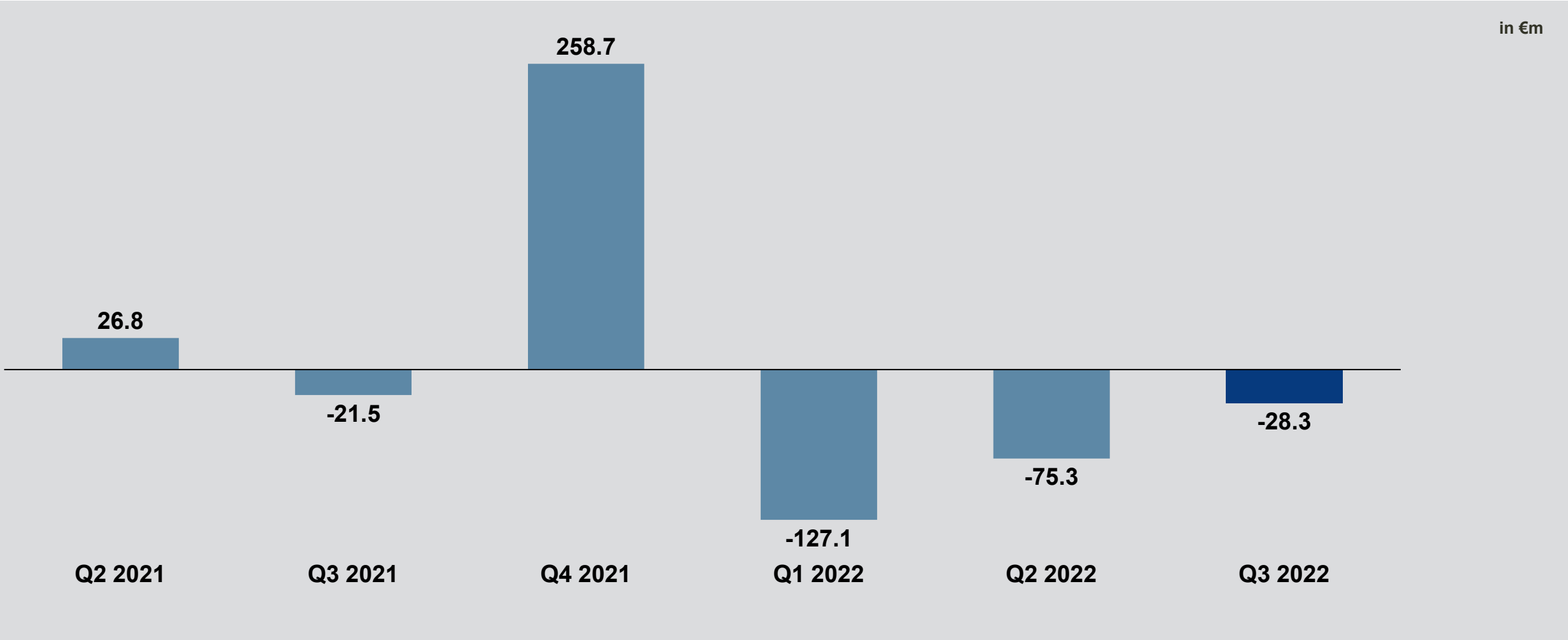


EBIT –

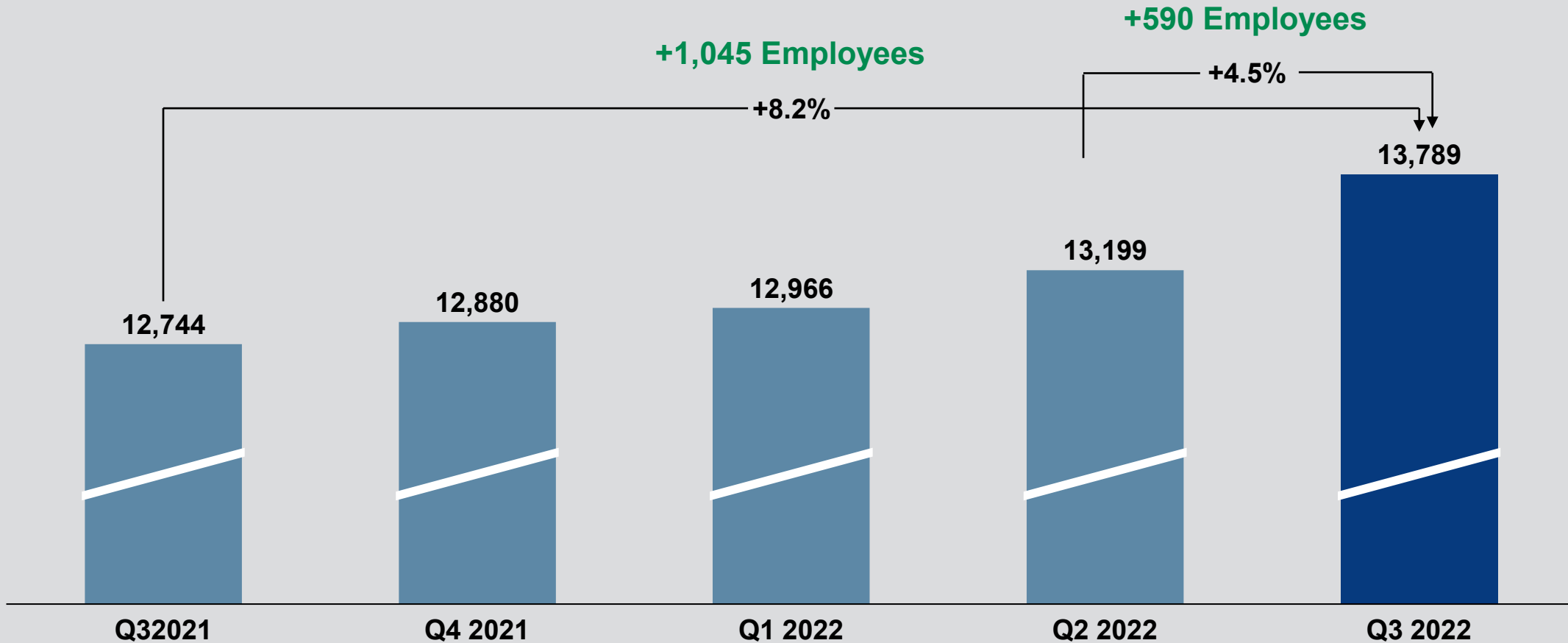
Higher costs and volume impact on System House segment.



Operative cashflow – Positive cashflow trend continues.

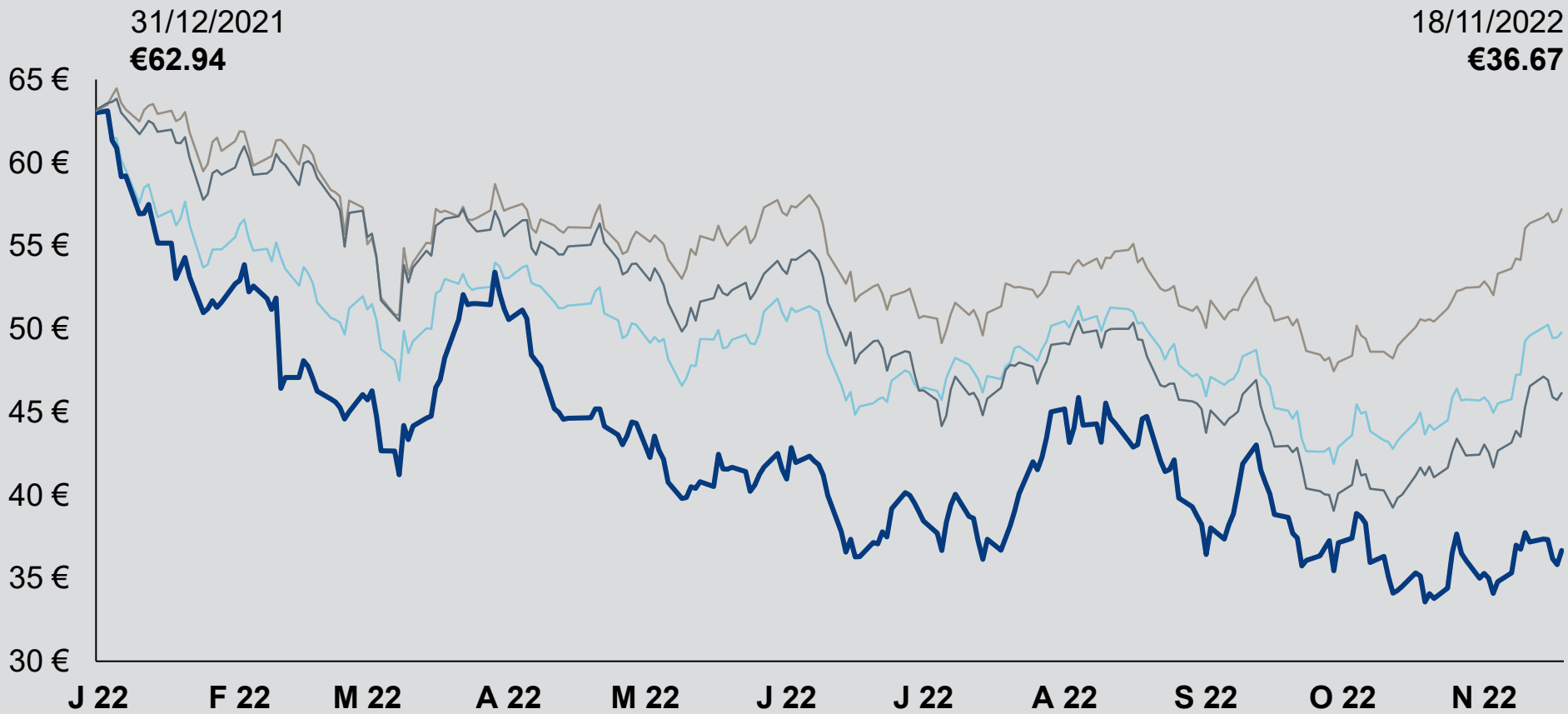


Employees –
Slightly greater dynamic also driven by acquisitions.



2 The Bechtle share.

The Bechtle share – Pressure on global markets also impacting Bechtle.

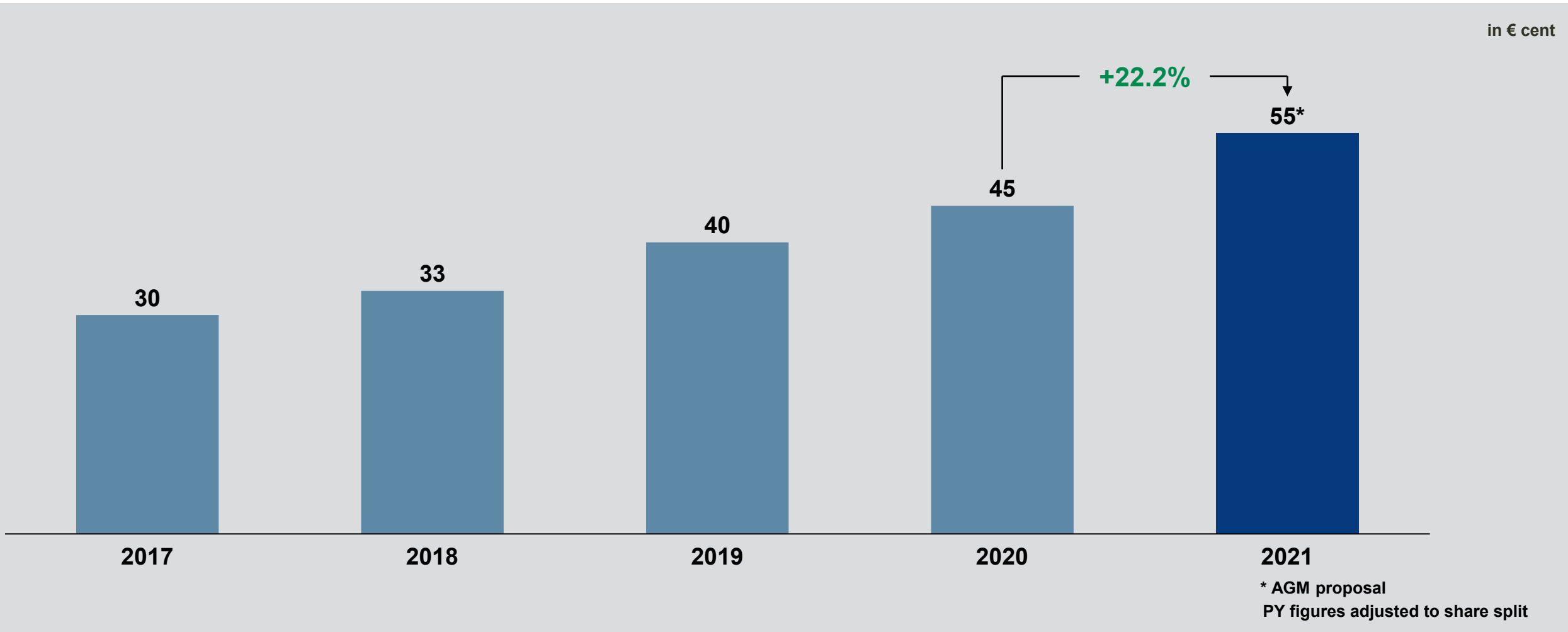


Performance (ytd)

Bechtle	-41.7%
DAX*	-9.1%
TecDAX*	-20.9%
MDAX*	-26.7%

* indexed

Dividend – Disproportionate climb, 12th increase in a row.



3 Highlights.



1

Bechtle has record-breaking trainee year.

Bechtle kicked off the 2022 academic year with a new record. With 256 vocational trainees and dual students, more young people than ever are starting off their professional lives at Bechtle.

#zukunftsstark





2

Bechtle named EMEA Cisco Public Sector Partner of the Year. US network specialist, Cisco, named Bechtle as its Public Sector Partner of the Year in the EMEA region as well as Enterprise Networking and Meraki Partner of the Year in Germany.

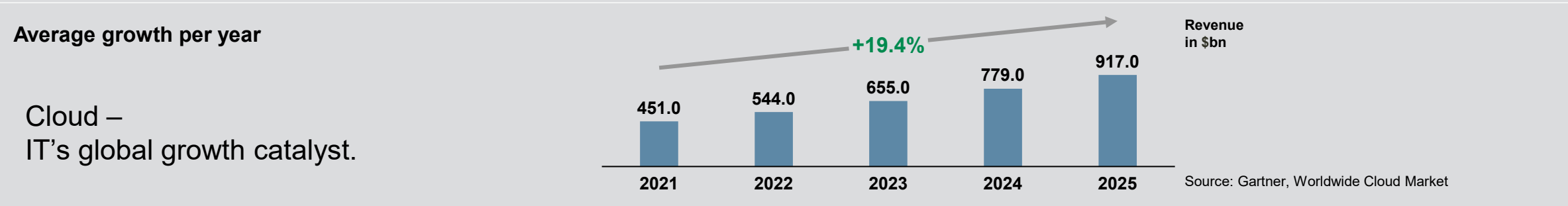
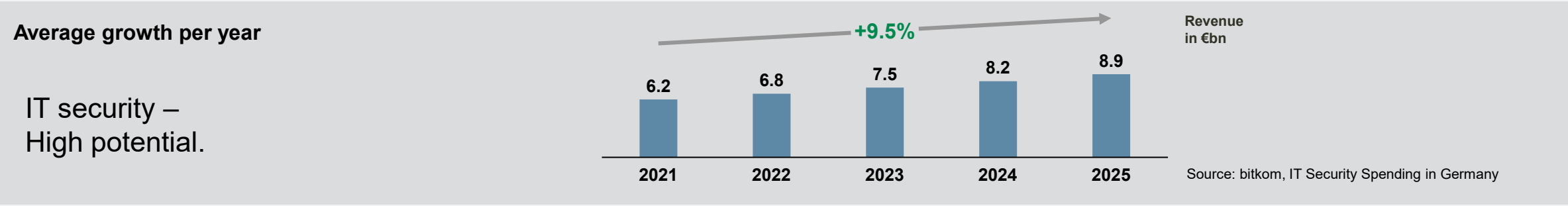
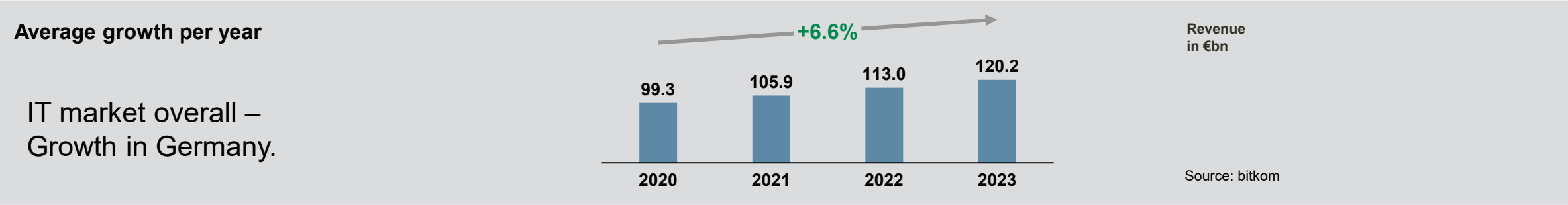
3

Bechtle opens new data centre in Rhine-Neckar metropolitan region.

With its new data centre in Mutterstadt, Bechtle is expanding its capacities for private cloud services in collaboration with colocation provider, PFALZKOM, which operates the twin data centres Bechtle Neckar I and II.

4 2022 outlook.

Positive economic framework – The digital transformation drives sustainable growth.



2022 outlook – Forecast remains optimistic.

Projections confirmed.

- Bechtle is optimistic for the remaining fiscal year.
 - Significant growth in terms of revenue/business volume and earnings (5% – 10%) EBT margin on par with previous year (6%)

Background.

- YTD Q3 2022:
 - Business volume: 14.8%
 - Revenue: +11.9%
 - EBT: +9.4%
 - EBT margin: 5.9%
- Chances are good that we will exceed some of our forecasts. However, due to continuing uncertainties related to overall economic development, we will not be changing our targets.
- We are approaching the end of the year full of confidence.

Any questions?

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

