

Bechtle AG

2nd Quarter and 1st Half-year 2024

Welcome!

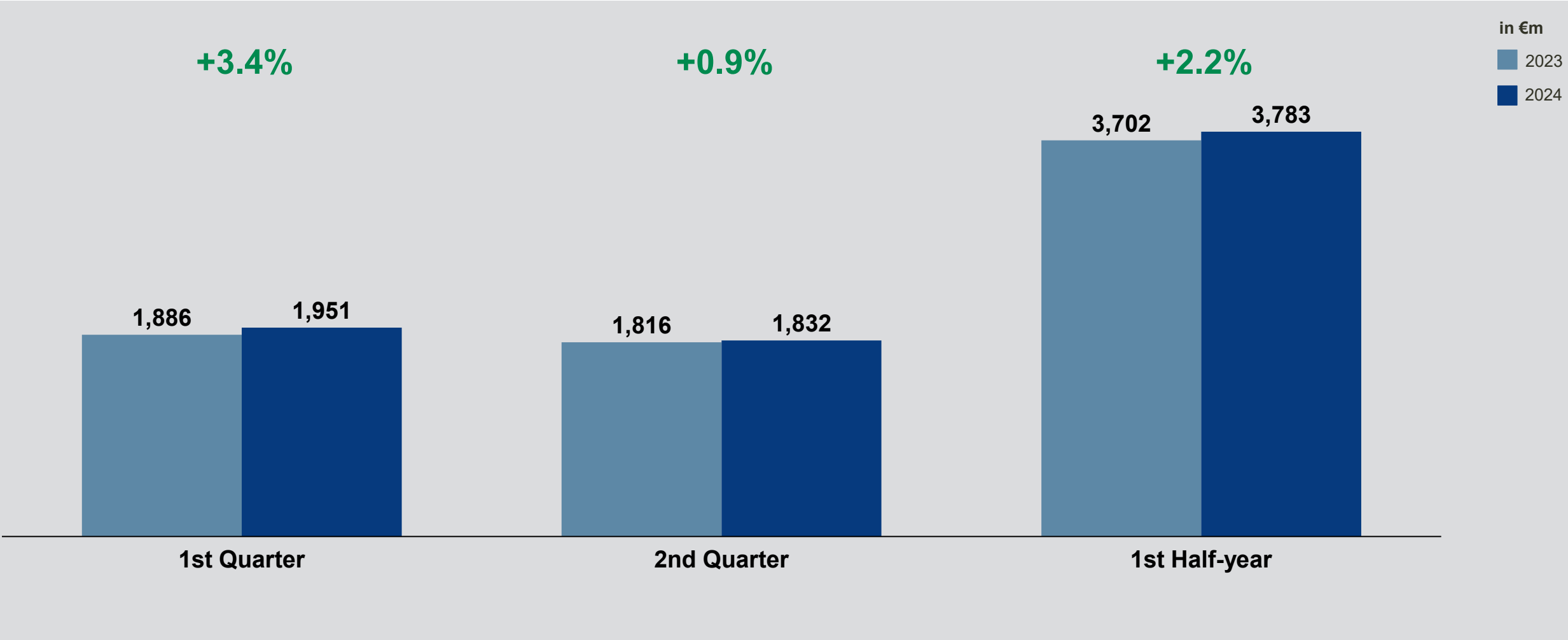
Neckarsulm | 09 August 2024 | Dr Thomas Olemotz

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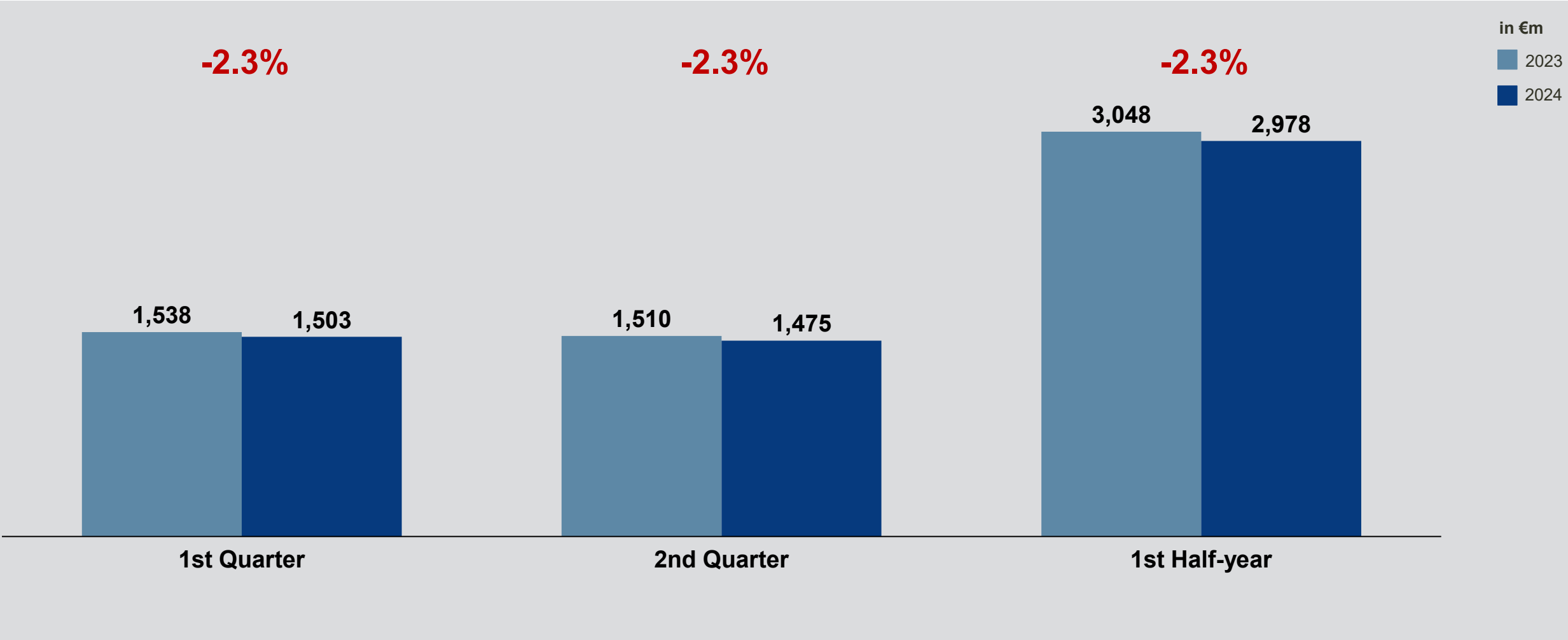
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1 Business development.

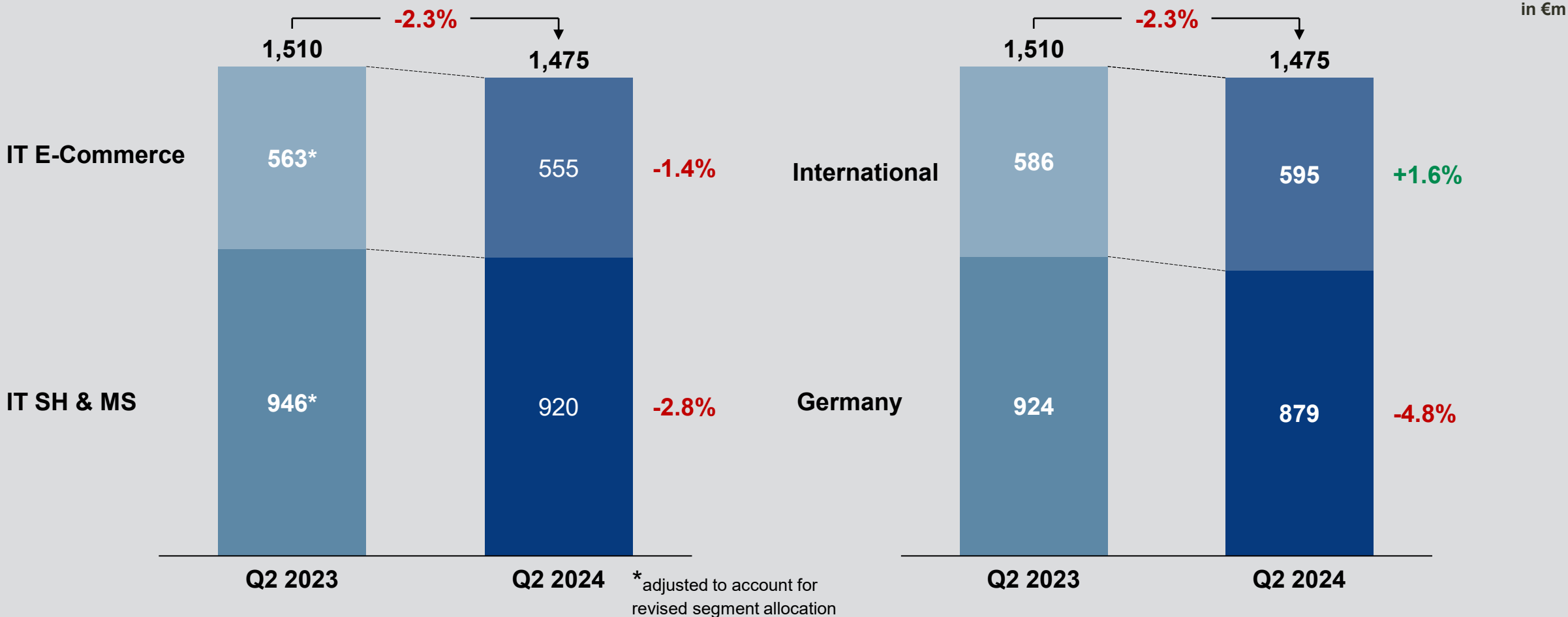
Business volume – Weak Q2 as June surprisingly well below expectations.



Revenue – IFRS 15 leads to negative growth.

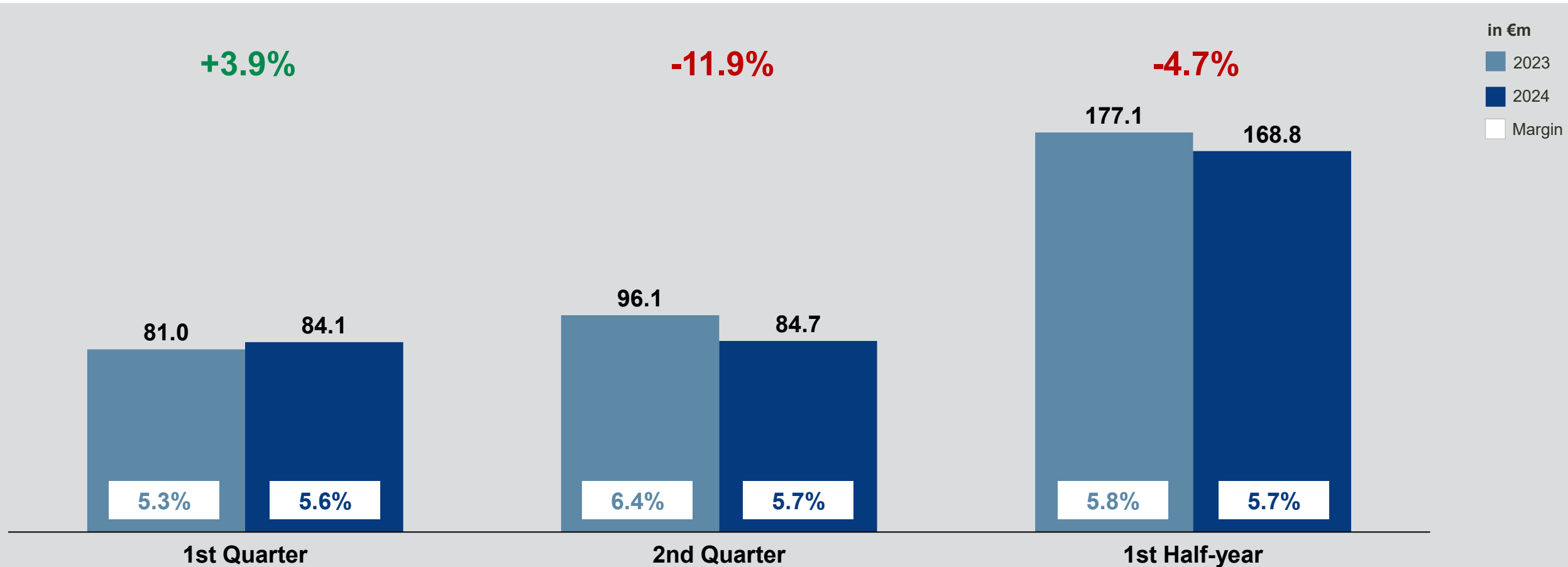


Revenue – Acquisitions support positive growth abroad.

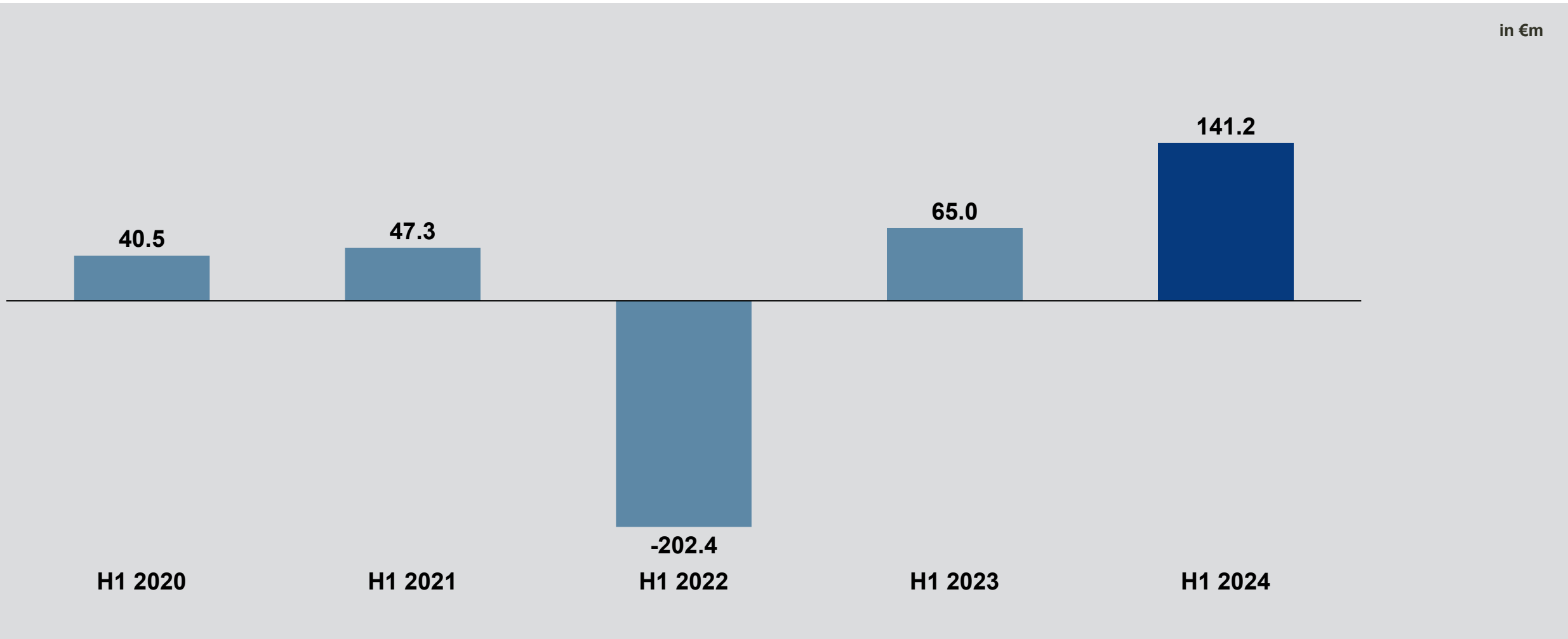


EBIT –

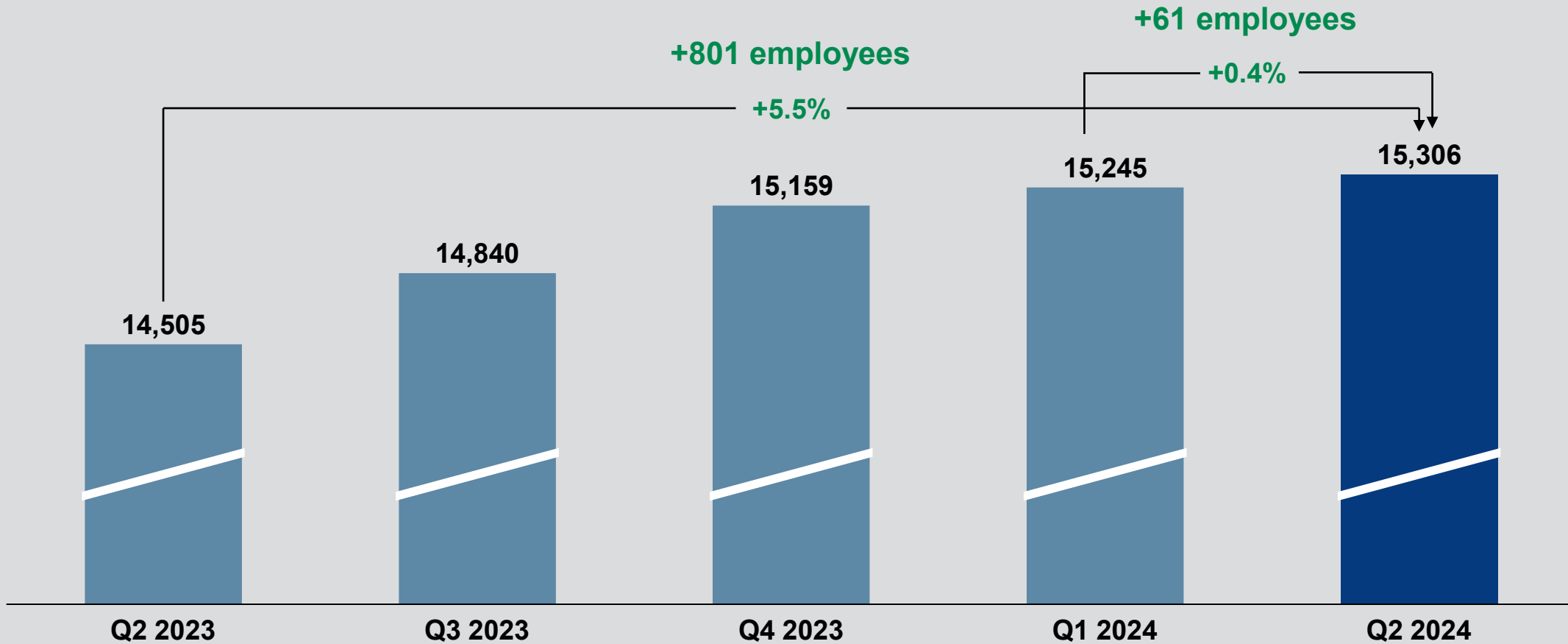
Weak topline and backend decline increased margin pressure in Q2.



Operative cashflow – Strong development in first half-year.

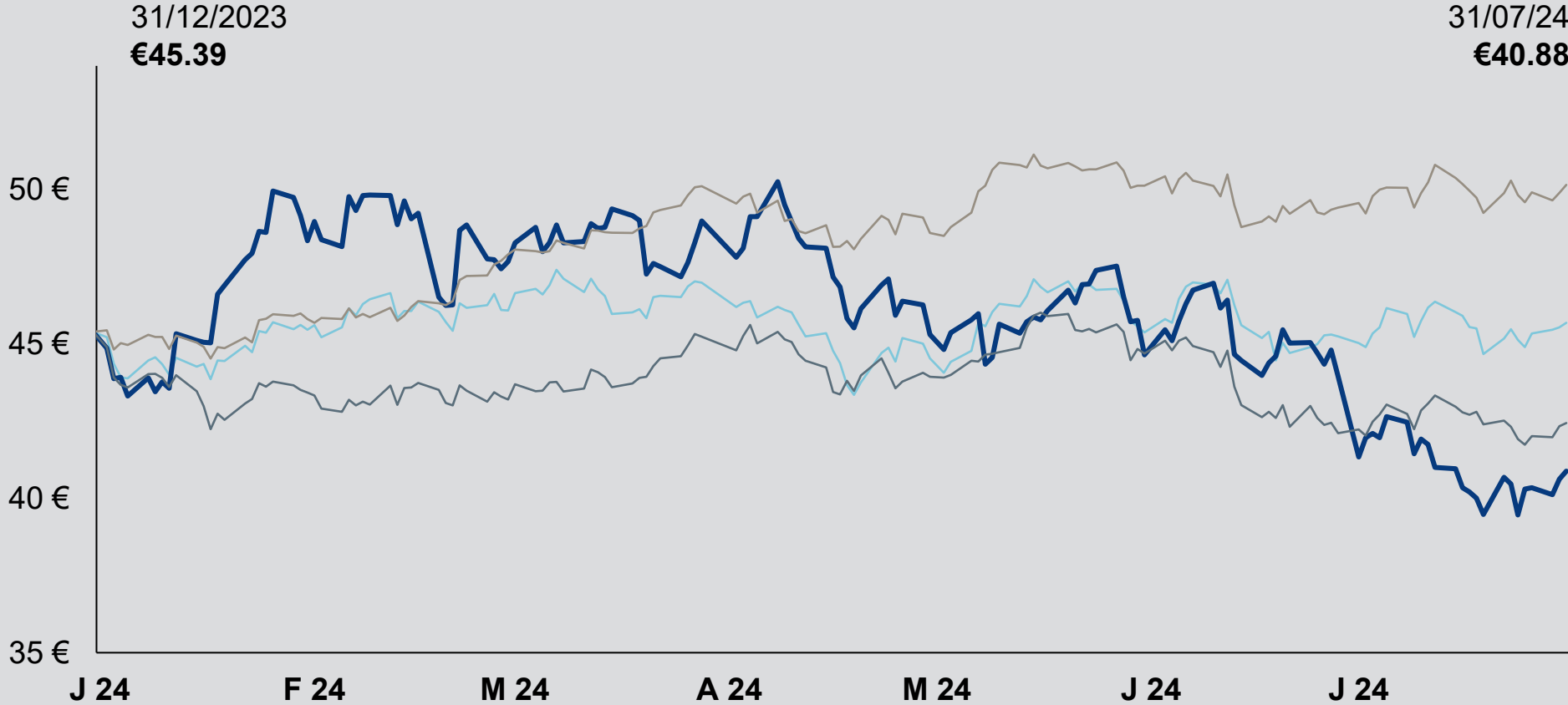


Employees – Increase without acquisitions of only 1.6%.



2 The Bechtle share.

The Bechtle share – High volatility.



Performance (ytd)

Bechtle	-9.9%
DAX*	+10.5%
TecDAX*	+0.6%
MDAX*	-6.5%

* indexed

3 Latest news.



1

Bechtle considerably bolsters market position in Italy. Bechtle AG acquires Magnetic Media Network S.p.A. (MMN)—a leading IT solutions provider in Italy. MMN is headquartered near Milan and has a second site close to Venice.



2

Baden-Württemberg to source data analytics and AI services from Bechtle.

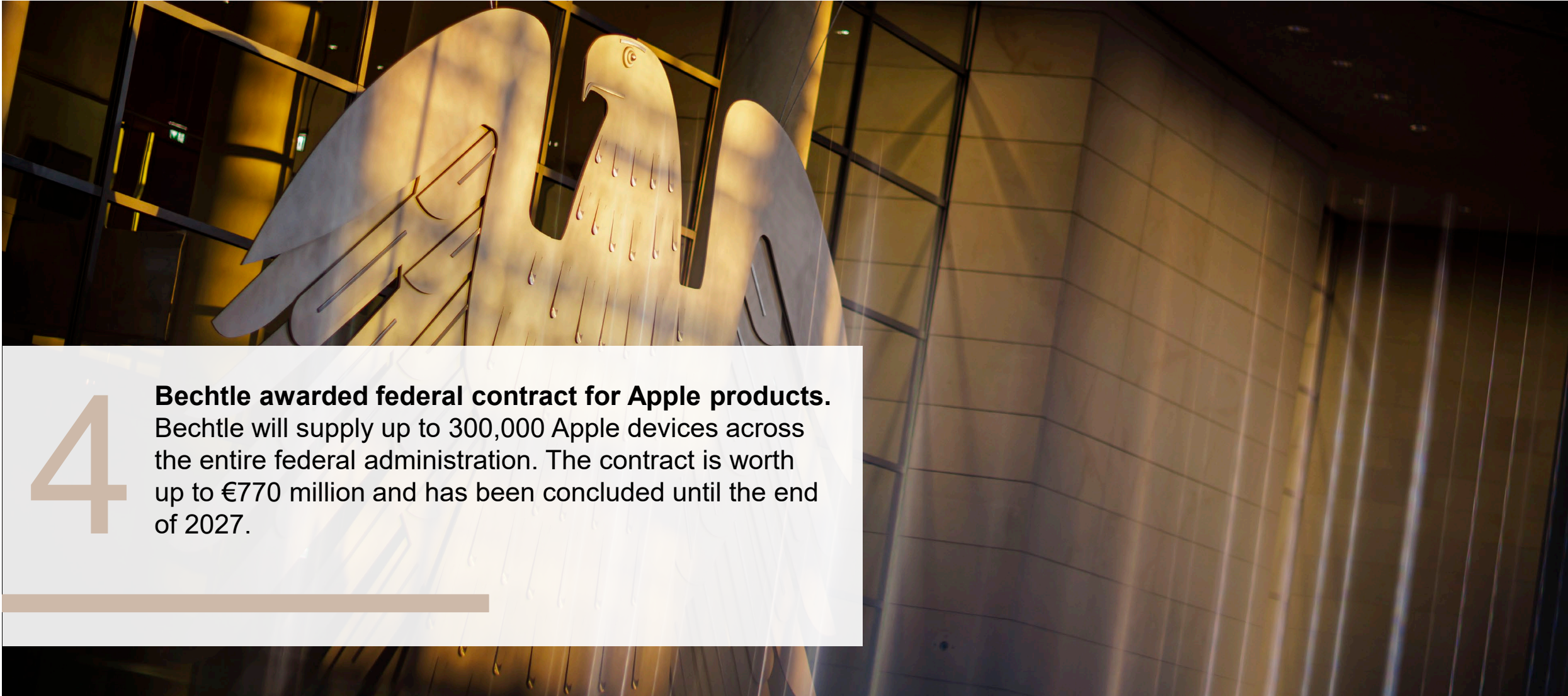
The bespoke service offering for e-government projects aims to drive the ongoing digital transformation of public services. The contract volume totals up to six million euros.



3

Bechtle supports digitalisation in the state of Lower Saxony.

Bechtle has once again been awarded the framework agreement for project management and independent IT consultation to provide the state's administration and local authorities with a wide-range of services.



4

Bechtle awarded federal contract for Apple products.

Bechtle will supply up to 300,000 Apple devices across the entire federal administration. The contract is worth up to €770 million and has been concluded until the end of 2027.

Photo: © German Bundestag / Thomas Trutschel / photothek

4 2024 outlook.

Outlook – Bechtle adjusts forecast.

Context.

- Overall economic conditions remain challenging in the 2024 fiscal year. No substantial uptick expected in second half-year. Ifo Index and German GDP development in Q2/2024 back up this assessment.
- Need to invest in IT remains high amid the digital transformation and various technological developments. Watchwords: Windows 10, NIS2/Cybersecurity, AI.
- Public-sector business should normalise/stabilise over the course of the year.
- Unchanged continuation of our European M&A strategy.

Objectives.

- Bechtle scales down fiscal year objectives.
- Business volume, revenue, earnings and EBT margin on par with previous year.

(Previously: Significant growth in terms of business volume/revenue and earnings (5% – 10%) and EBT margin around the previous year's level).

Any questions?

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

