

Bechtle AG – Fiscal Year 2022

Welcome.

Frankfurt am Main | 17 March 2023 | Dr. Thomas Olemotz

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1 2022 business development.

Fiscal Year 2022 – Never waste a crisis.

2022 found itself in an area of tension:

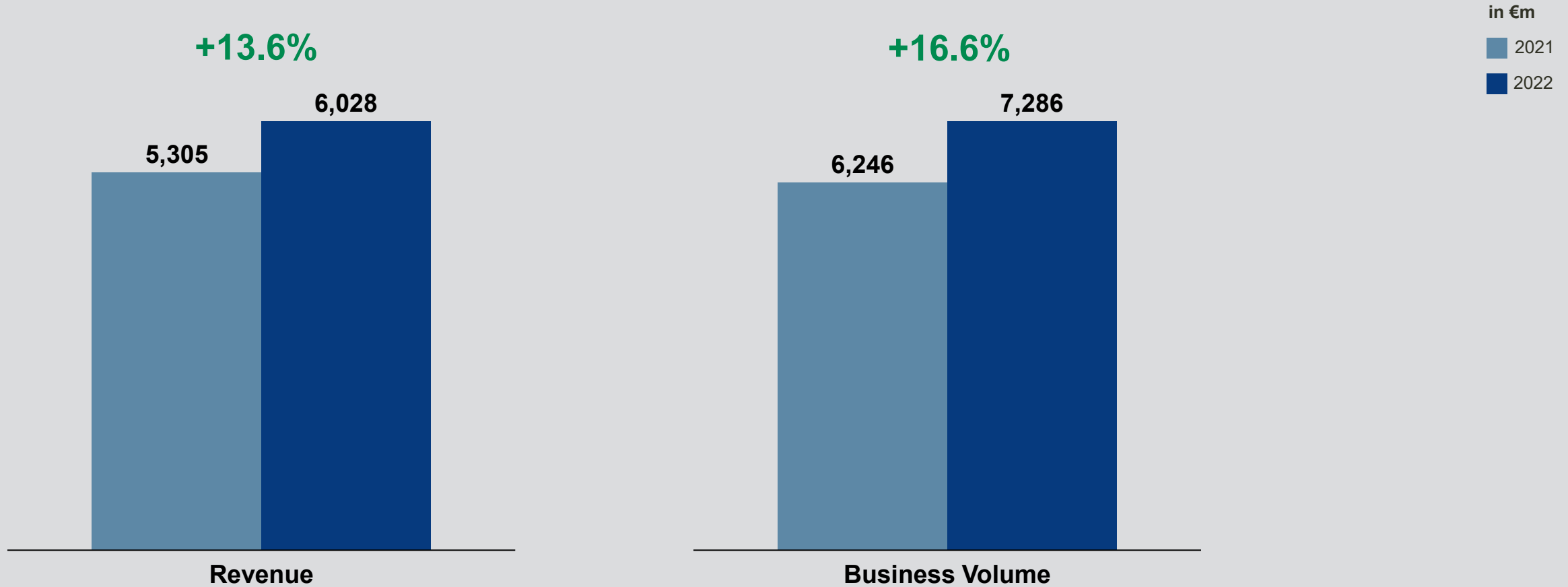
- Extremely challenging economic situation.
- Continuing supply bottlenecks hampering our manufacturing partners.
- Increased cost basis due to relaxation of coronavirus measures and inflation.
- Greater capital commitment and cashflow pressure over the year.



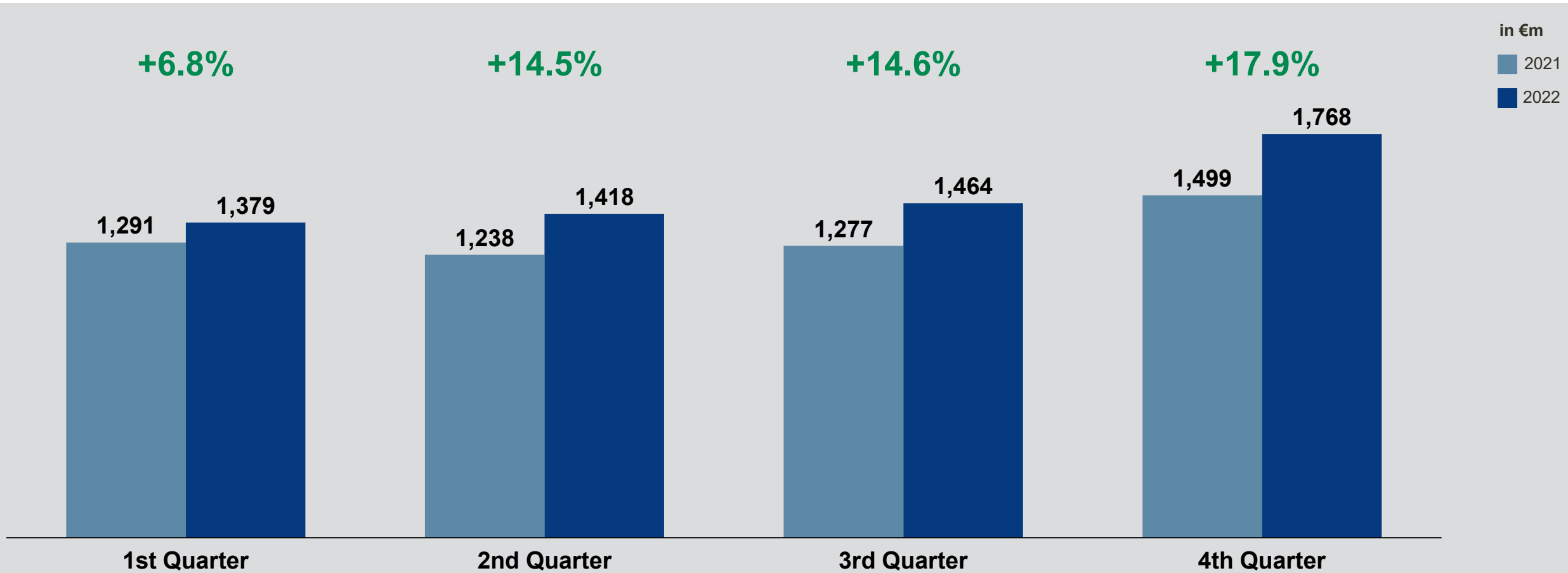
- Strong growth in international large account business.
- Better product availability compared to other players.
- Steady front and backend margins.
- Noticeably positive upswing in the OCF at the end of the year.

... and yet proved very successful for Bechtle.

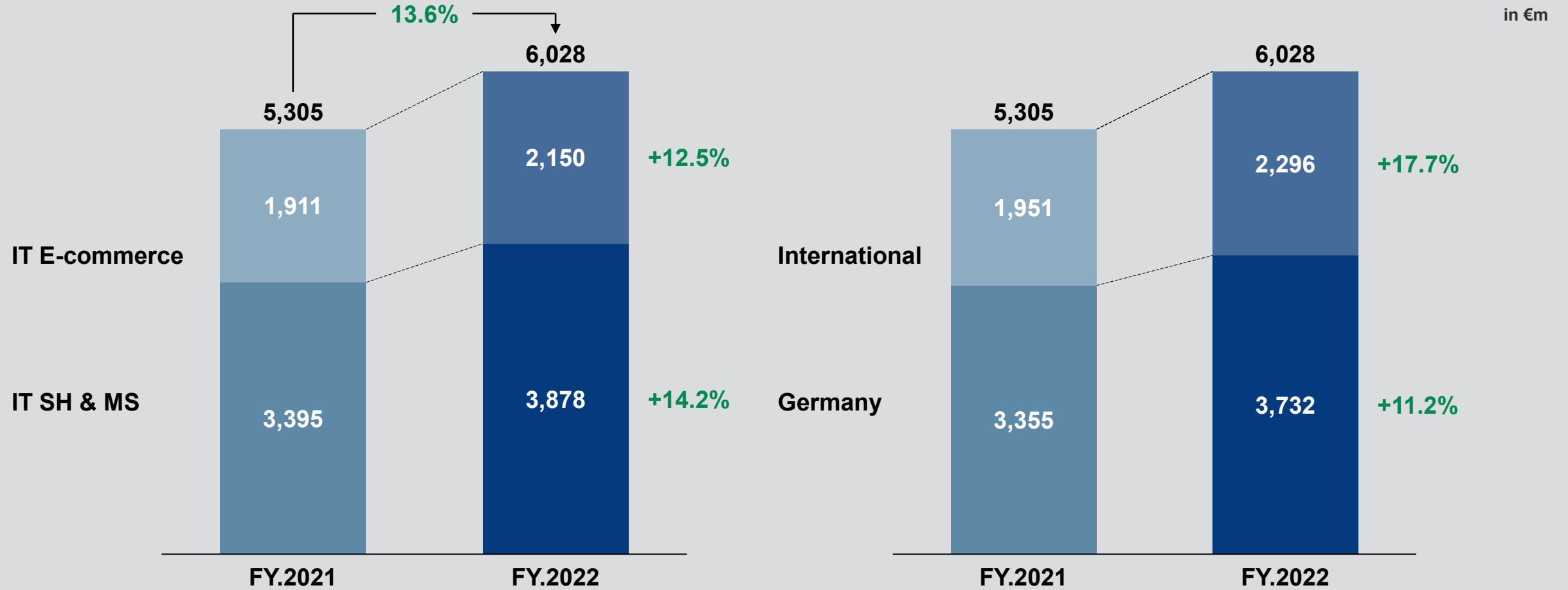
Revenue and business volume – Another successful year.



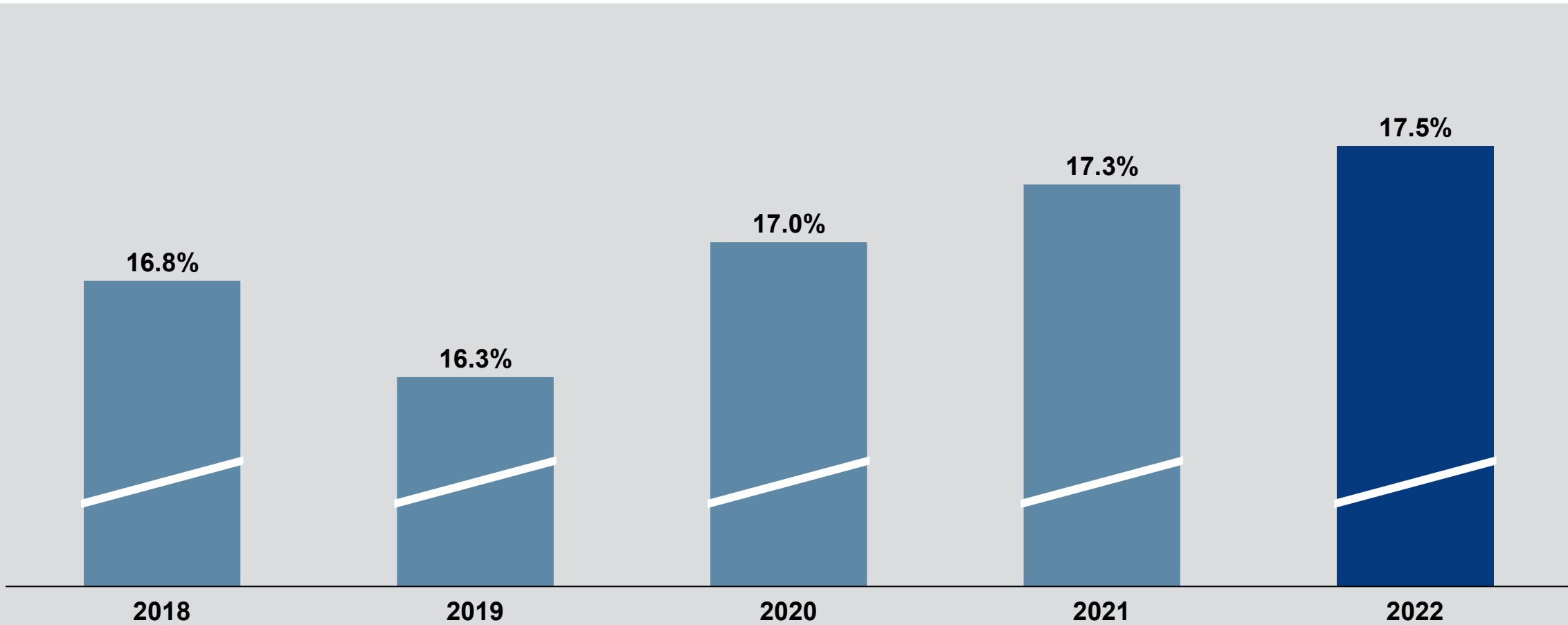
Revenue – Very strong second half-year.



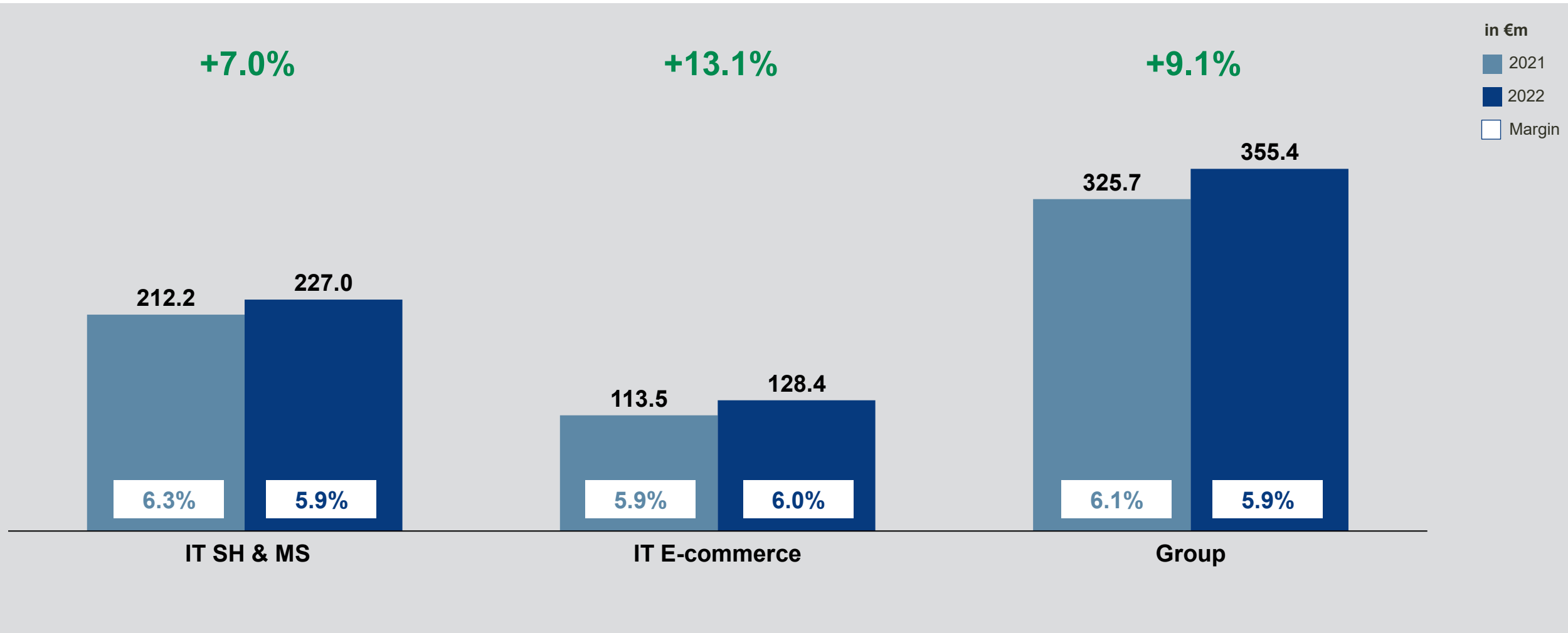
Revenue – Balanced growth in both segments.



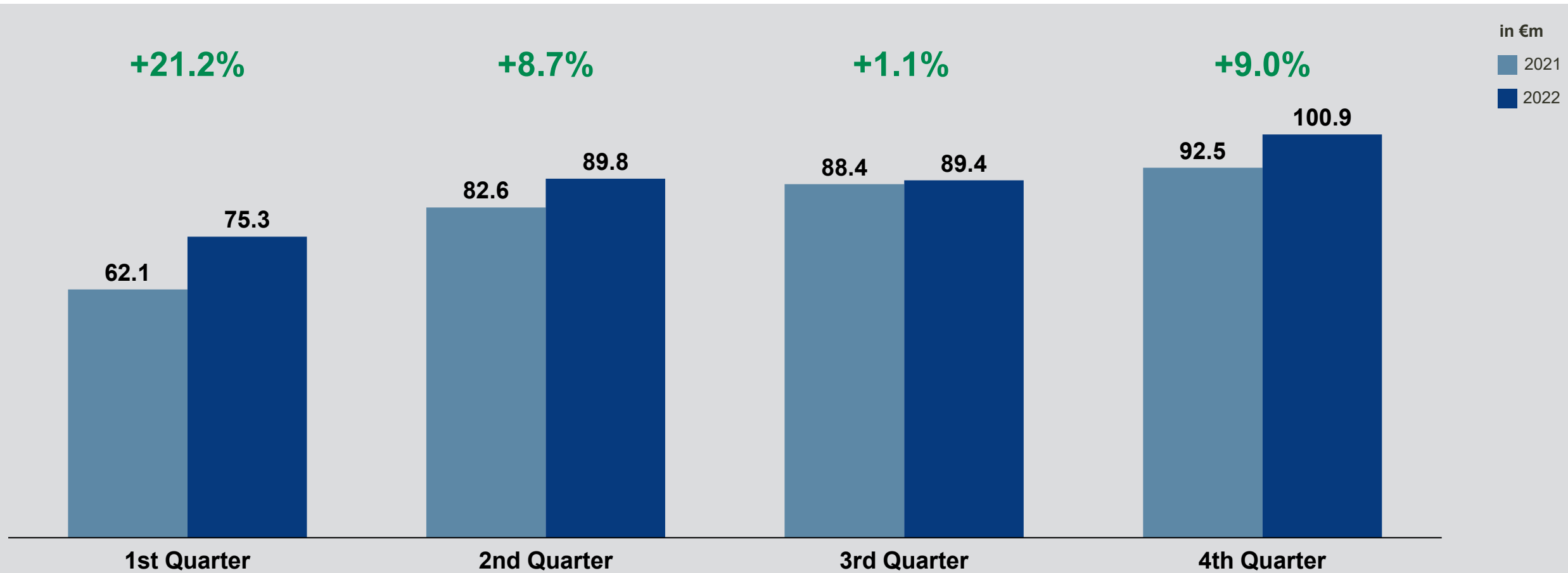
Gross margin – Remains consistently high.



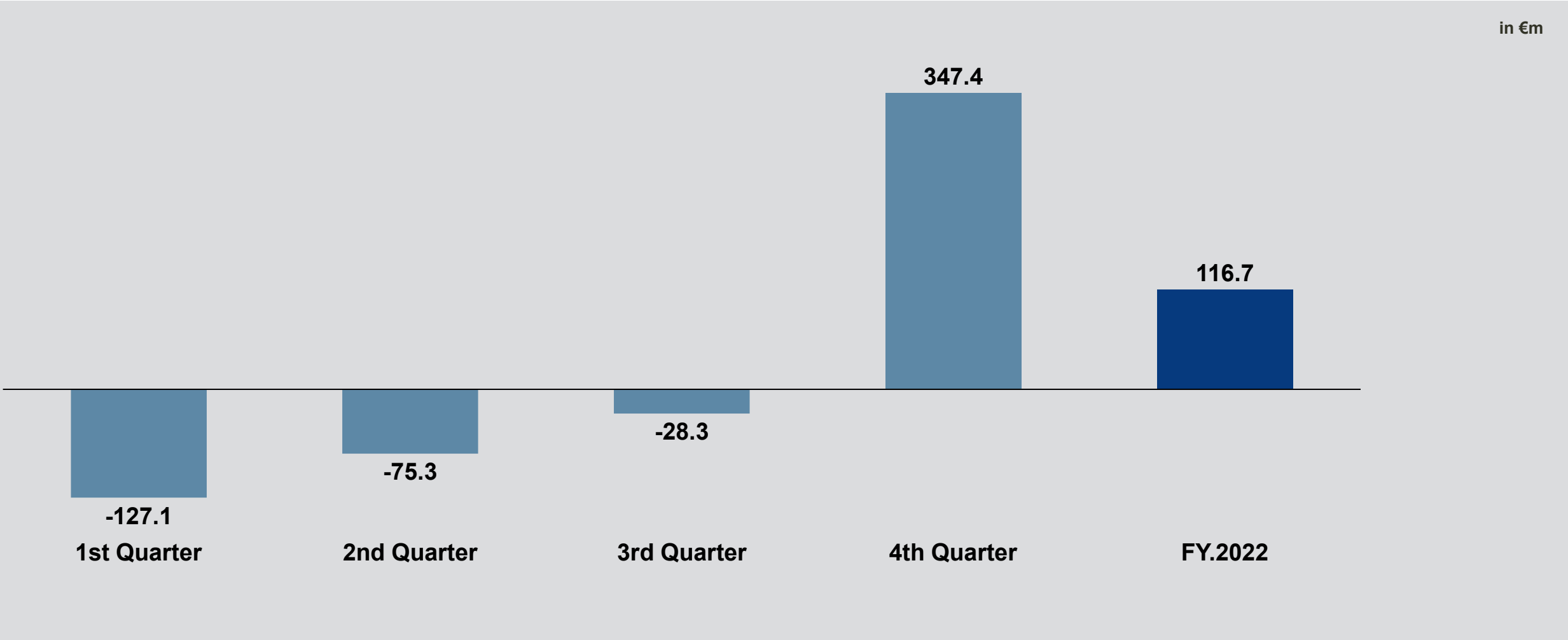
EBIT – Significant increase over previous year.



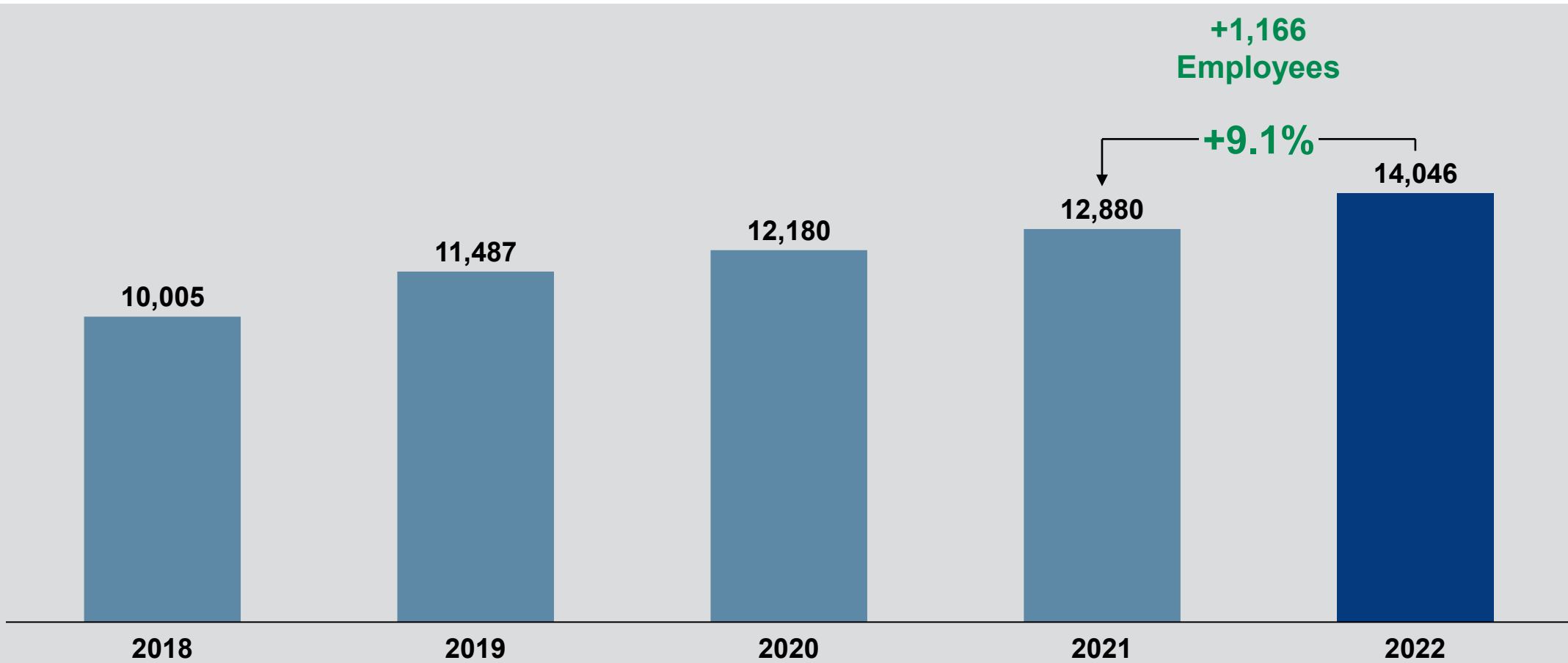
EBIT – Strong end-of-year development.



Operative cashflow – Noticeably positive upswing in the fourth quarter.

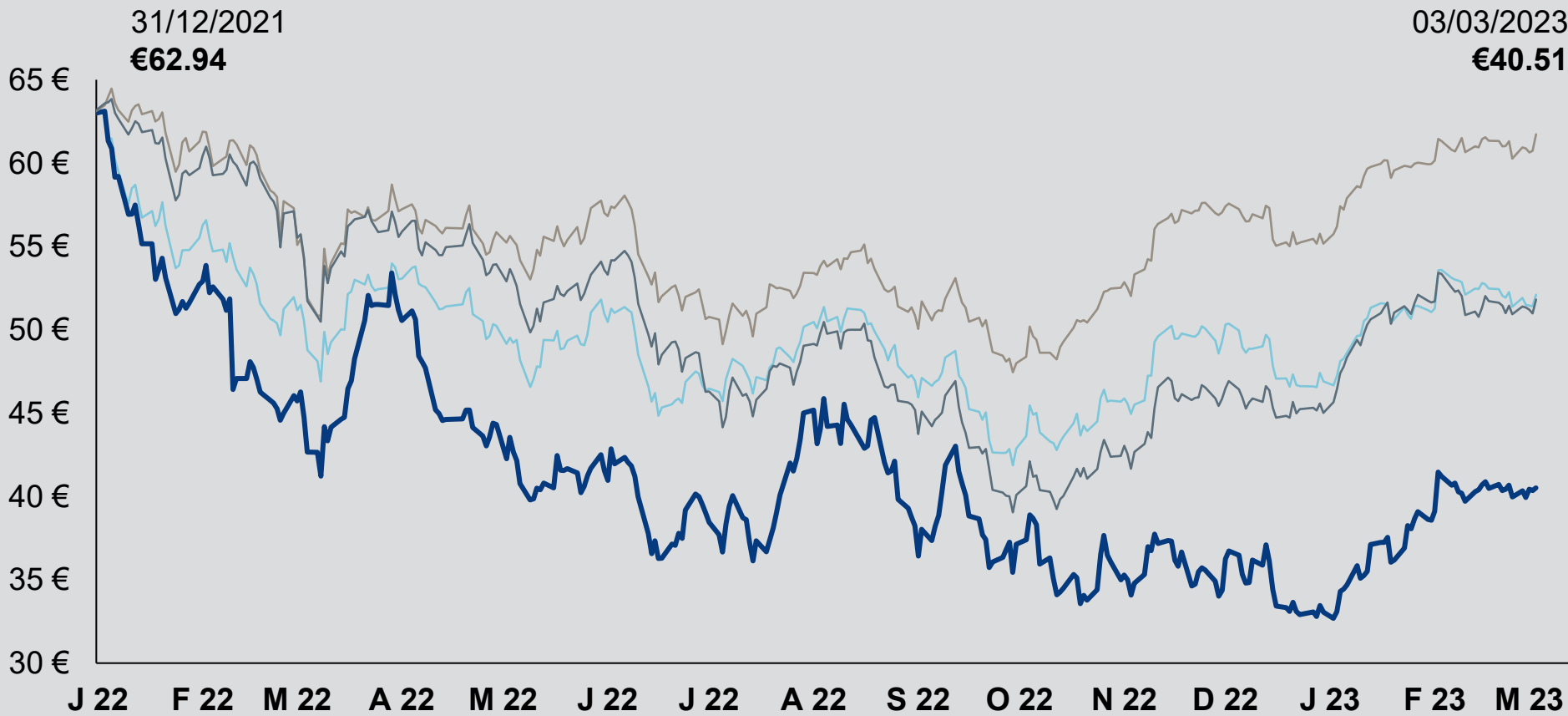


Employees – Disproportionately increase.



2 Share and dividend.

The Bechtle share – High uncertainties on global stock markets.

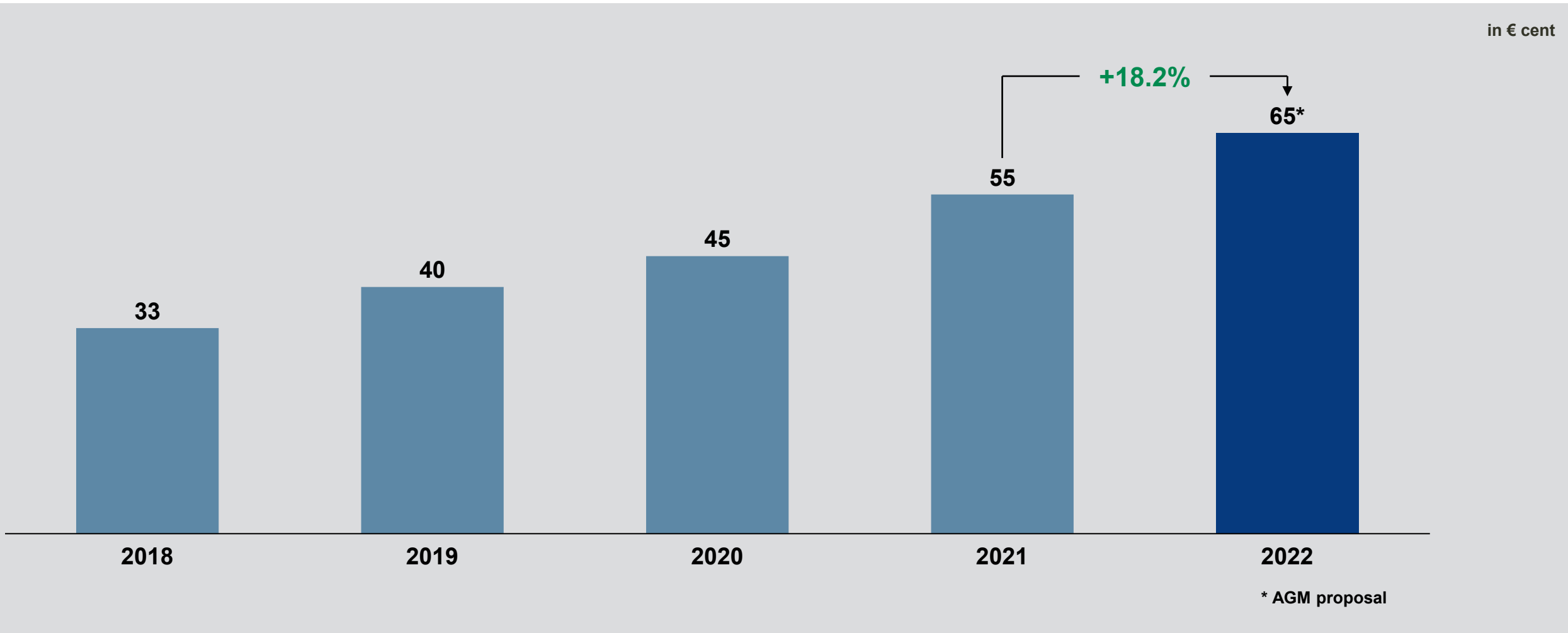


Performance (yoy)

Bechtle	-47.5%
DAX*	-12.3%
TecDAX*	-25.5%
MDAX*	-28.5%

* indexed

Dividend – Above average rise a sign of confidence.



3 Highlights.

1

Bechtle anchor shareholder launches foundation.

Karin Schick announced the inception of a foundation named after her parents, Gerhard and Ilse Schick. The foundation secures a Bechtle AG anchor shareholder for the long term and is a tribute to the life's work of Bechtle co-founder Gerhard Schick.



2

Bechtle acquires systems integrators in the Netherlands and UK.

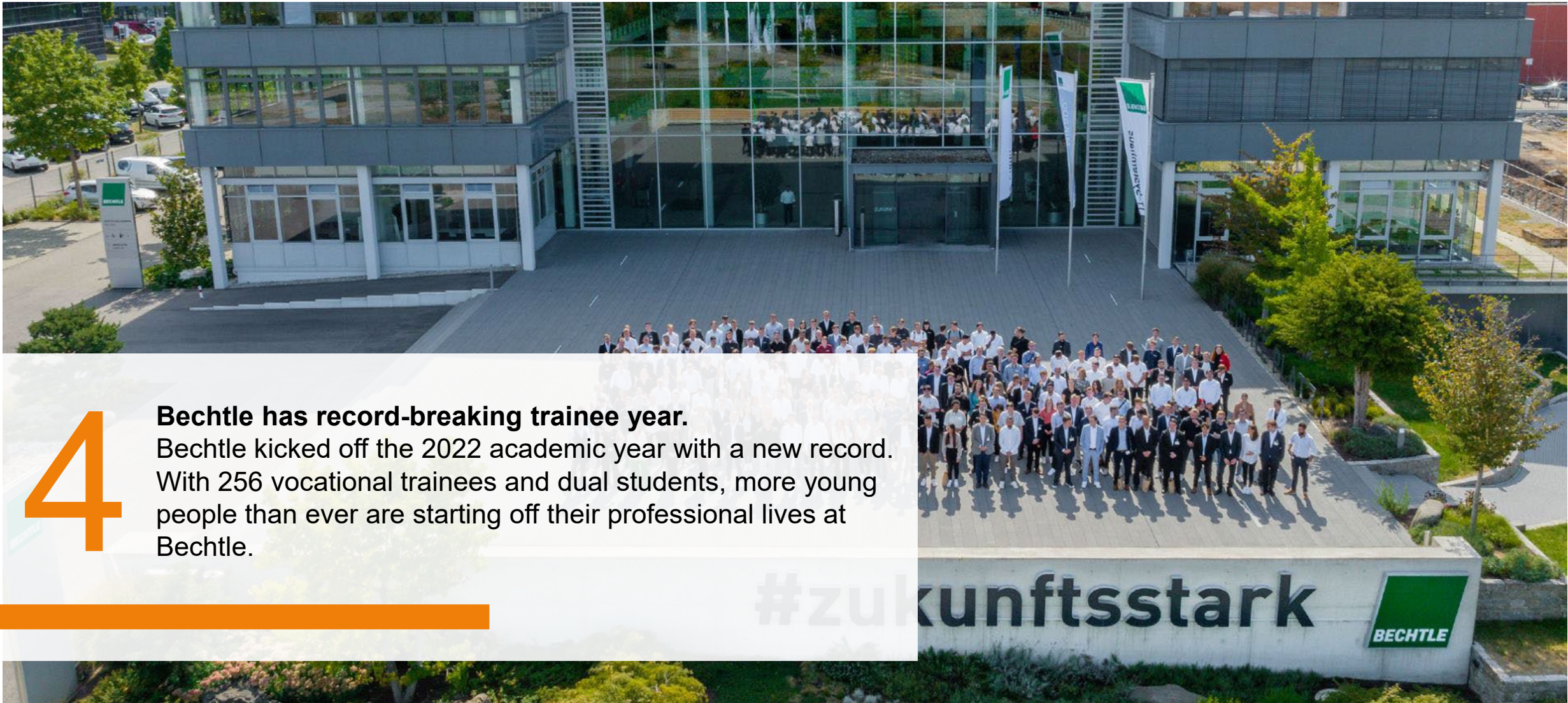
Bechtle is further pursuing its growth strategy on the European market and has acquired its first service companies outside DACH with PQR and AXEZ in the Netherlands, and ACS Systems and Tangible Benefit in the UK.



3

Climate Protection Strategy 2030.

Bechtle published its Climate Protection Strategy 2030, setting out goals and measures towards achieving net-zero carbon emissions by 2030.



4 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.



5

Successful streak in international large account business.

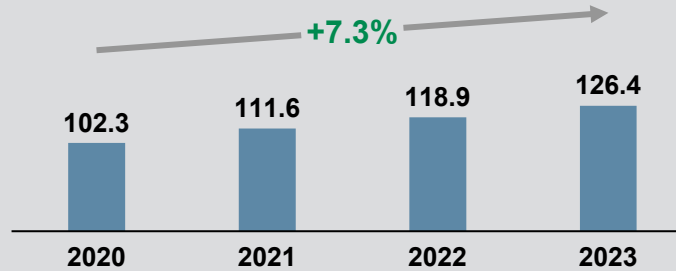
Bechtle rakes in a number of great successes with large international accounts, including the Lufthansa Group. Bechtle is delivering hardware and related services for 20,000 IT seats across 500 of the airline's sites over a period of five years.

4 2023 outlook.

Forecast – Digitalisation continues to drive growth.

Average growth per year

IT market in Germany –
Consistently high growth.

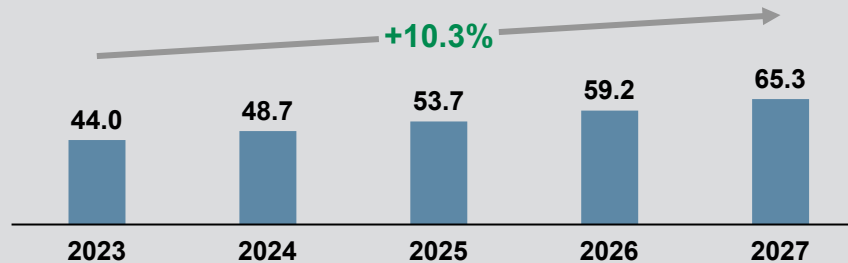


Revenue
in €bn

Source: bitkom

Average growth per year

IT security –
High potential.

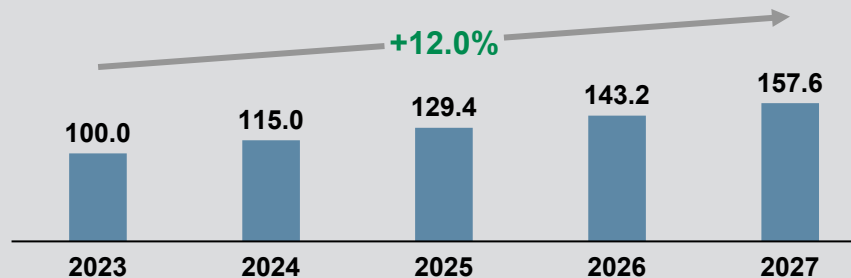


Revenue
in \$bn

Source: statista, IT security market in Europe

Average growth per year

Cloud services –
Gaining ground in Europe.



Revenue
in €bn

**Only 41% of EU businesses use
cloud services in particular for
e-mail and storage.**

Source: EU, as of Dec. 2021

Source: statista, Cloud market in Europe

Outlook – 2023 will be challenging. Bechtle remains optimistic.

Assumptions.

- The overall economic situation will develop better than expected just a few months ago, but growth rates will remain limited.
- Supply bottlenecks hampering our manufacturing partners will continue to ease.
- Project business backlog will dissipate.
- We will succeed in balancing out the inflation-related increase of the cost basis.

Realistic objectives.

- Bechtle is optimistic for the current fiscal year.
 - Significant growth in terms of revenue/business volume and earnings (5% – 10%).
 - EBT margin more or less on previous year's level.

Any questions?

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

