

# Bechtle AG

## 3rd Quarter 2021

Welcome

Neckarsulm | 11 November 2021 | Dr Thomas Olemotz

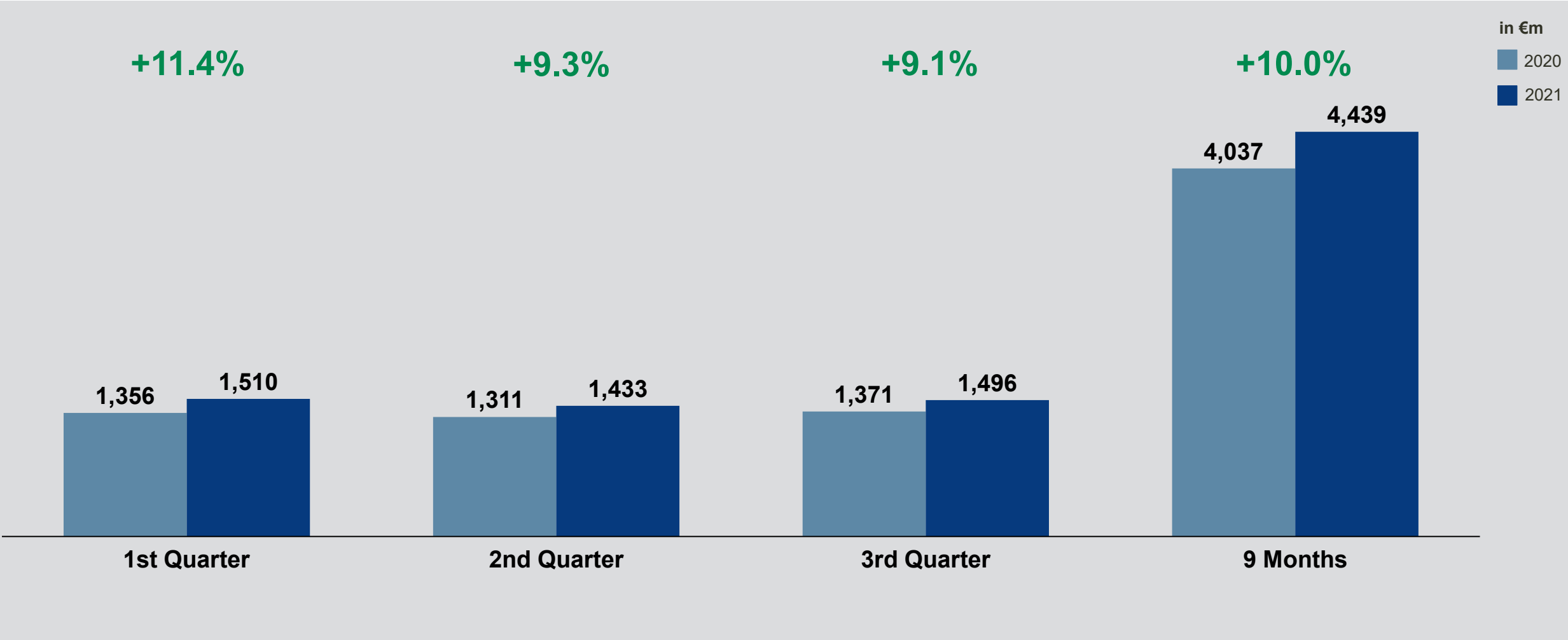
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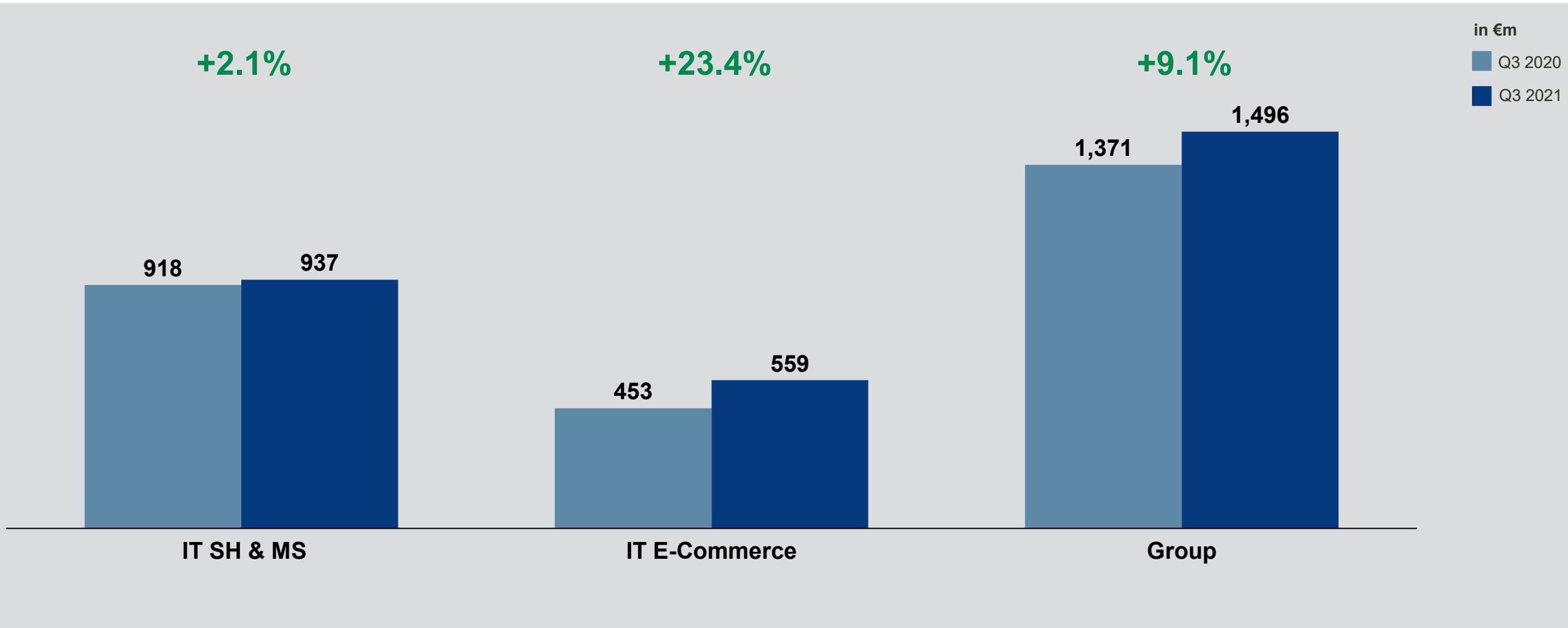
# 1 Business development.

# Revenue –

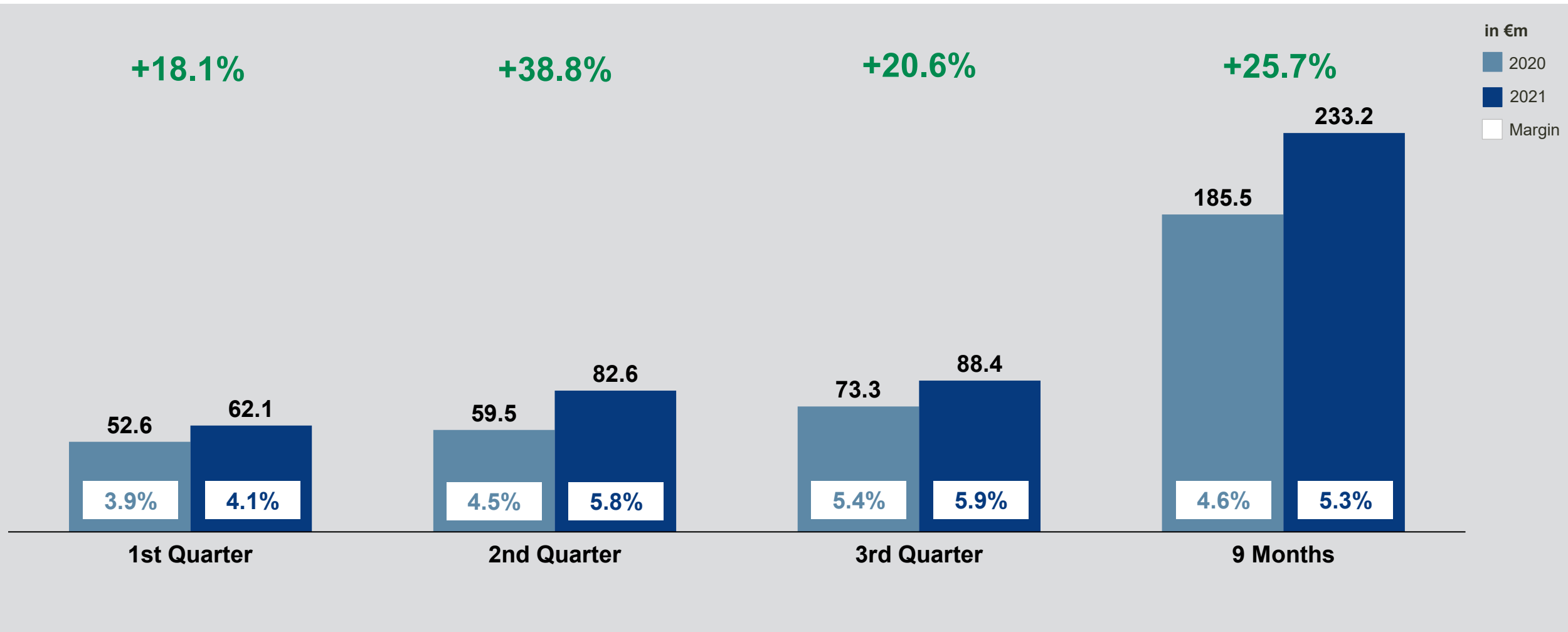
## Q3 growth maintains high level of prior quarter.



# Revenue – Prior year affects and impedes segment comparison.

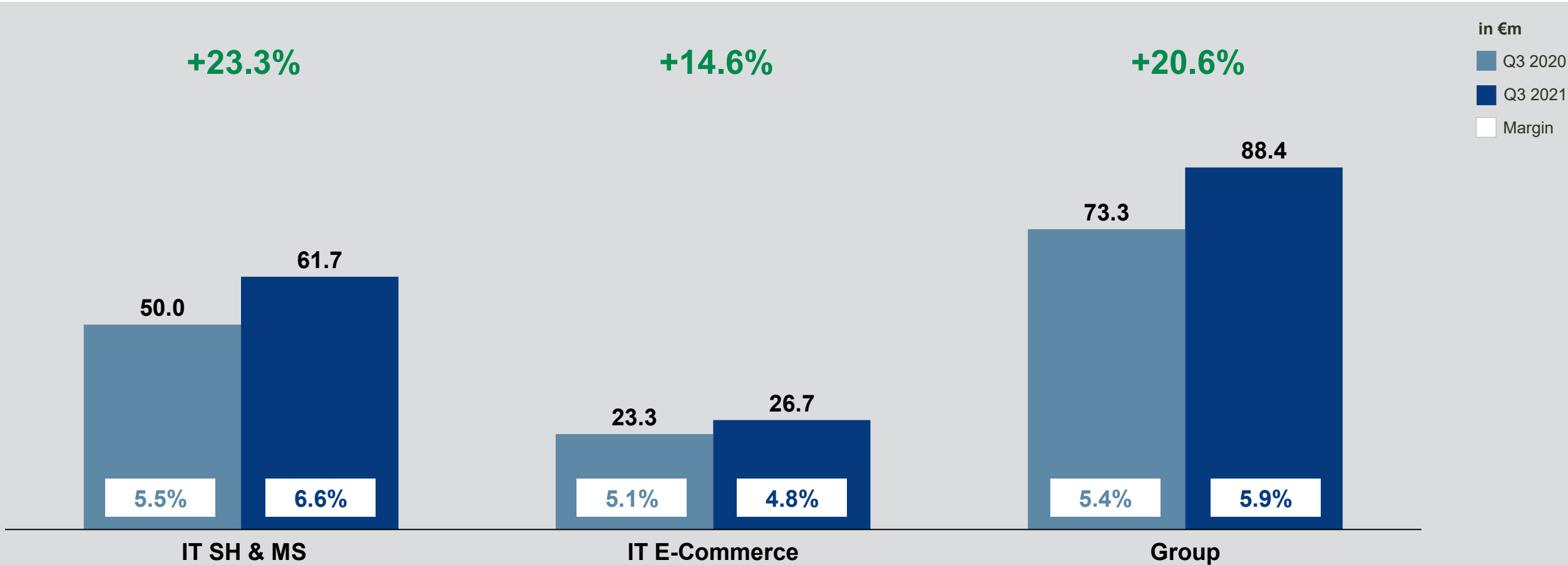


# EBIT – Excellent profitability also in Q3.



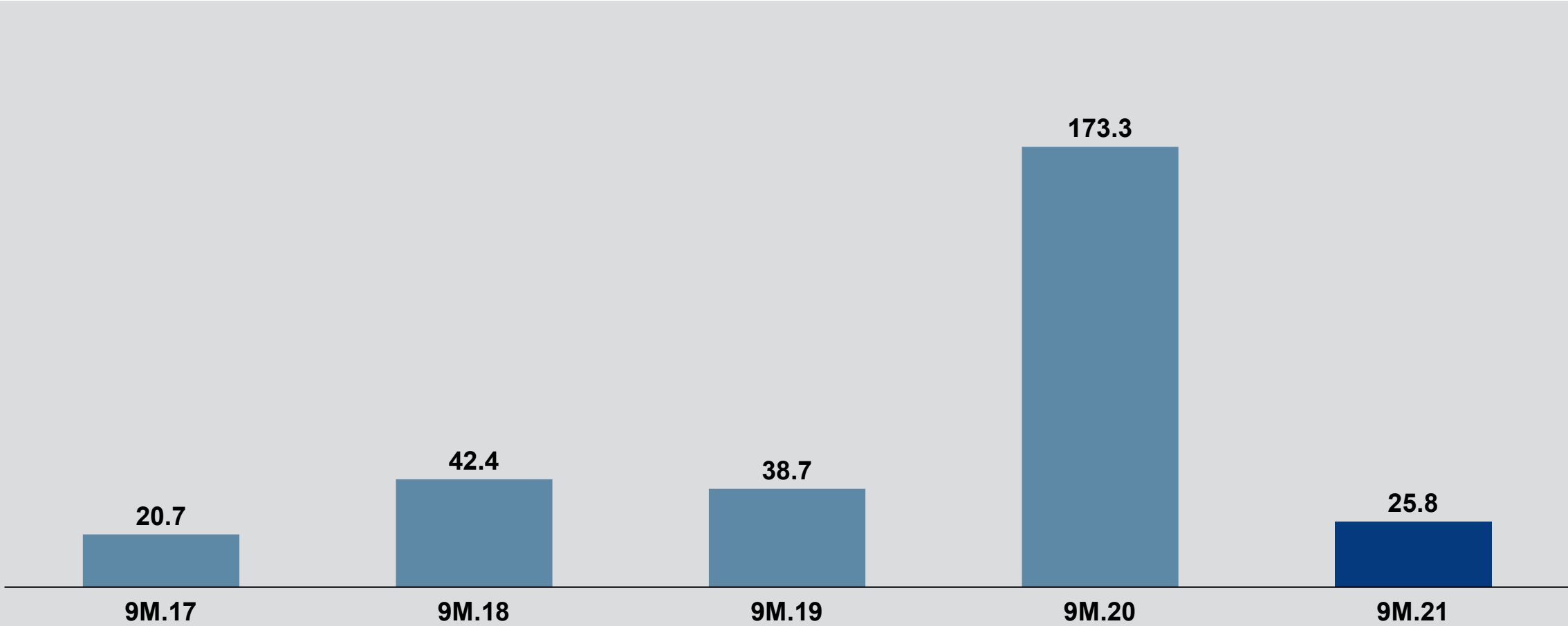
# EBIT –

Very good earnings development in both segments.



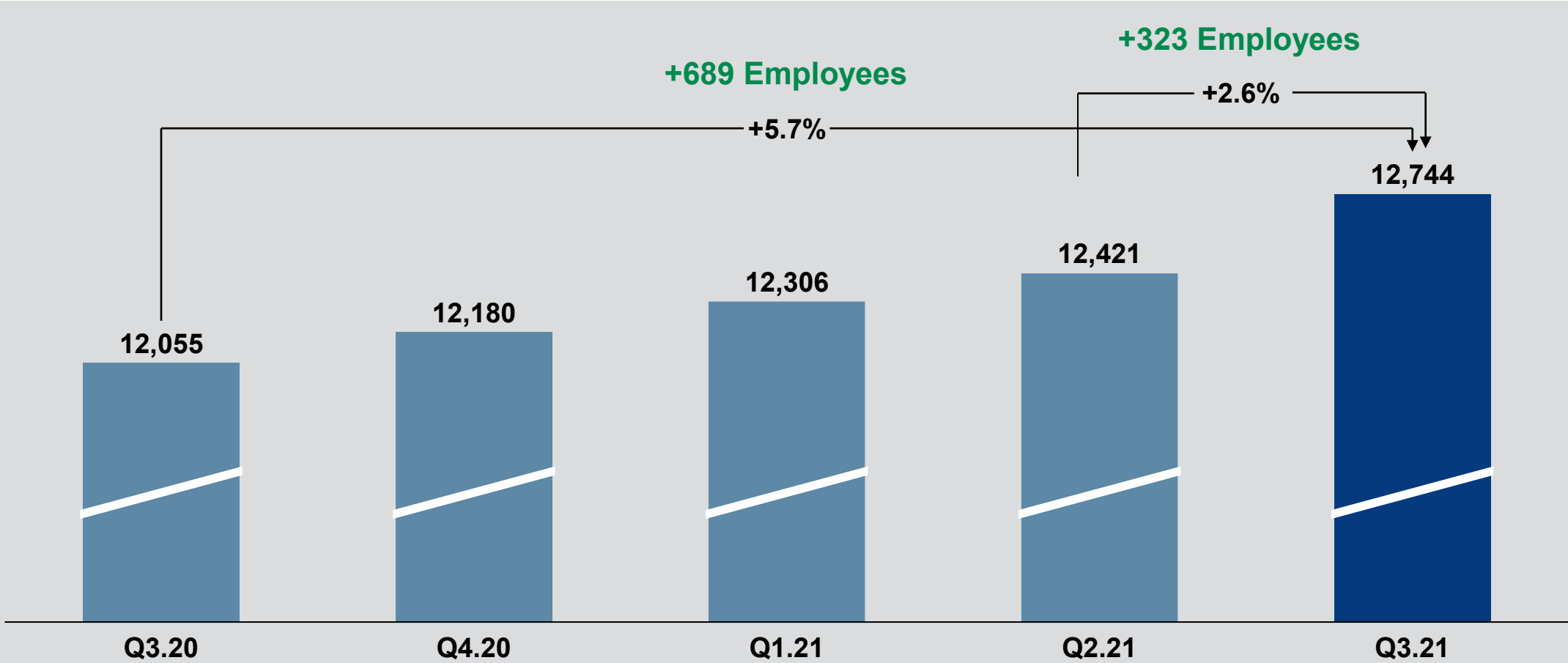
# Operating cash flow – Securing delivery capabilities impacts cash flow.

in €m



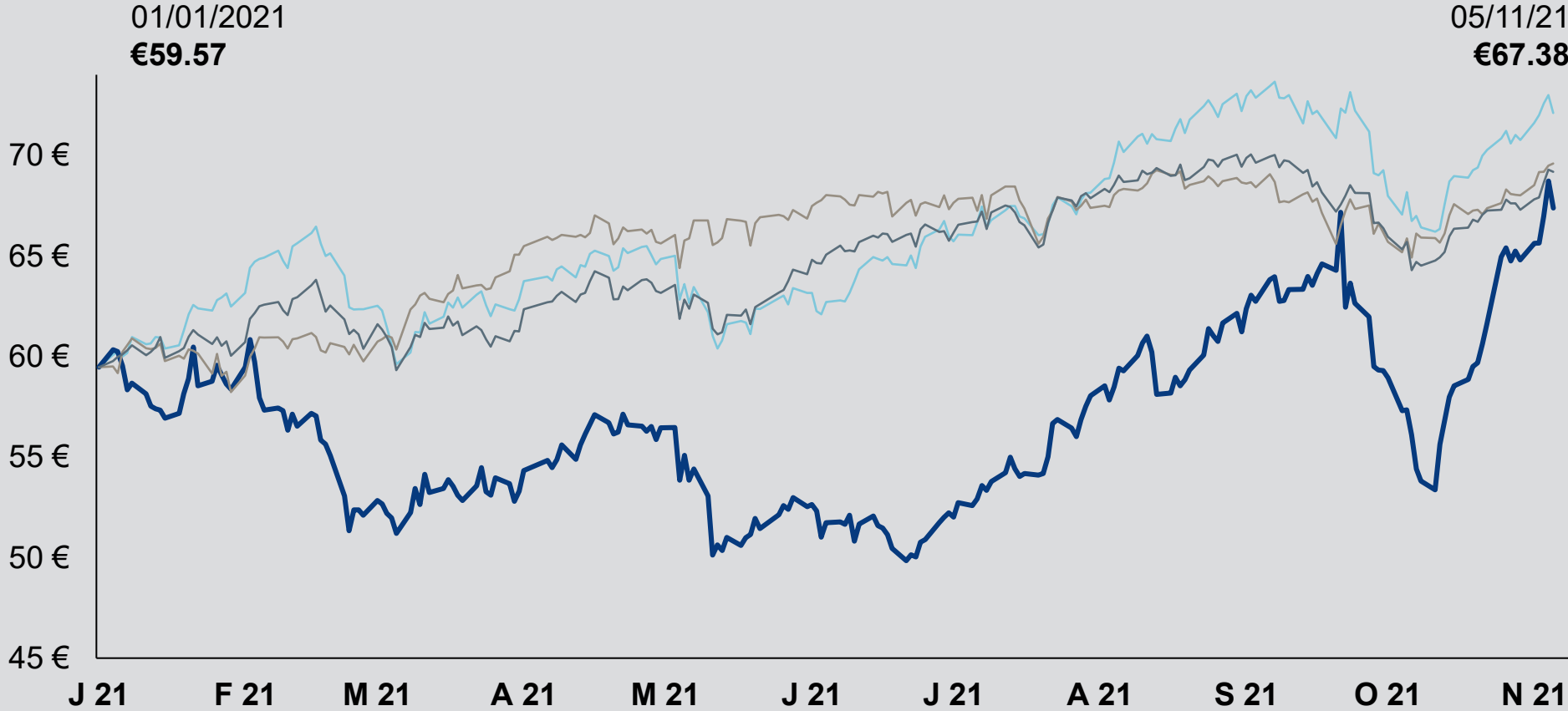


# Employees – Growth dynamics again slightly up.



# 2 The Bechtle share.

# The Bechtle share – Good performance after strong Q3.



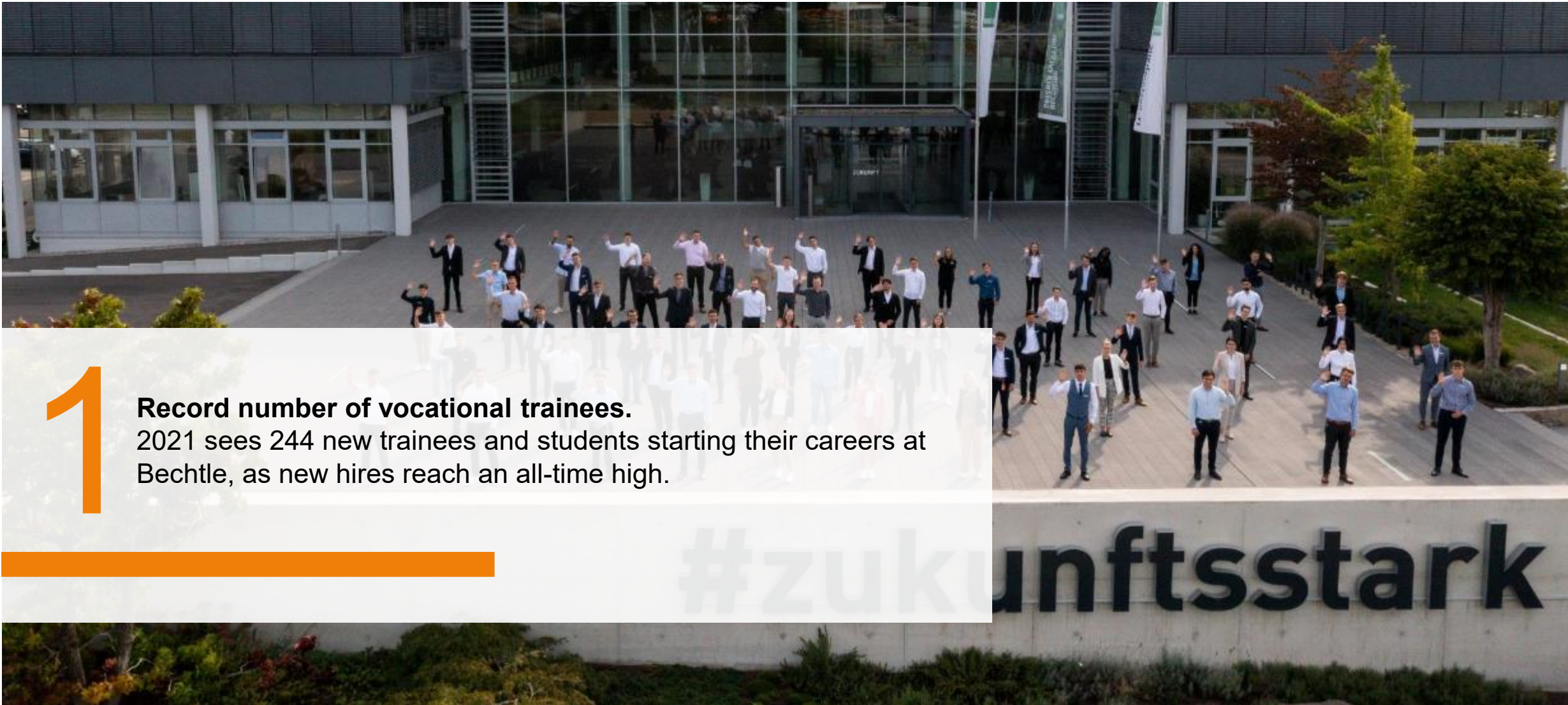
### Performance (ytd)

Bechtle	+13.3%
TecDAX*	+21.3%
DAX*	+17.0%
MDAX*	+16.3%

\* indexed

Price data adjusted to share split

# 3 Highlights.



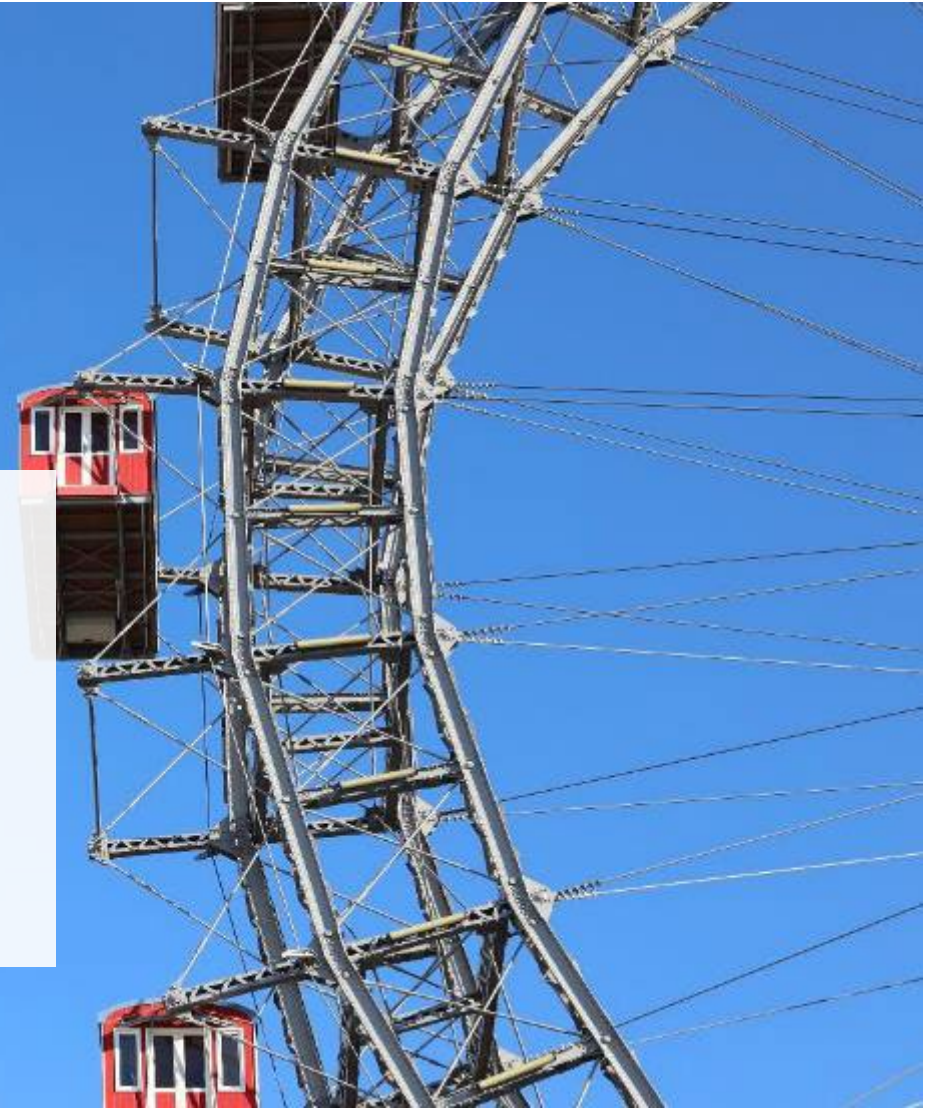
# 1

**Record number of vocational trainees.**  
2021 sees 244 new trainees and students starting their careers at Bechtle, as new hires reach an all-time high.

# 2

## **Acquisition of Open Networks in Austria.**

Bechtle's Austria IT system house has acquired Vienna-based IT service provider, Open Networks GmbH, adding to the fold an organisation specialised in delivering IT infrastructure solutions and application, data centre, security and network services.



# 3

## **Bechtle introduces Sustainability Strategy 2030.**

The Sustainability Strategy is a benchmark for corporate responsibility within the Bechtle Group, combining ecological, environmental and social aspects, and defining strategic objectives and concrete measures.

# 4 2021 outlook.



# Outlook – Supply chain issues restrict growth.

## Economic conditions and assumptions.

- Demand for IT remains high in Bechtle markets.
- Supply chain issues not only affecting the IT industry.
- Delivery bottlenecks expected to remain until well into 2022.

## 2021 forecast.

- Bechtle remains optimistic for the fiscal year.
  - Revenue forecast expects significant growth (5 - 10%)
  - Very significant EBT growth (>10%)
  - EBT margin above prior year's level.

# Any questions?

All key figures and information can also be found at:  
[bechtle.com/reports](https://bechtle.com/reports)

