



Bechtle AG – 2nd Quarter and 1st Half-year 2023

Welcome!

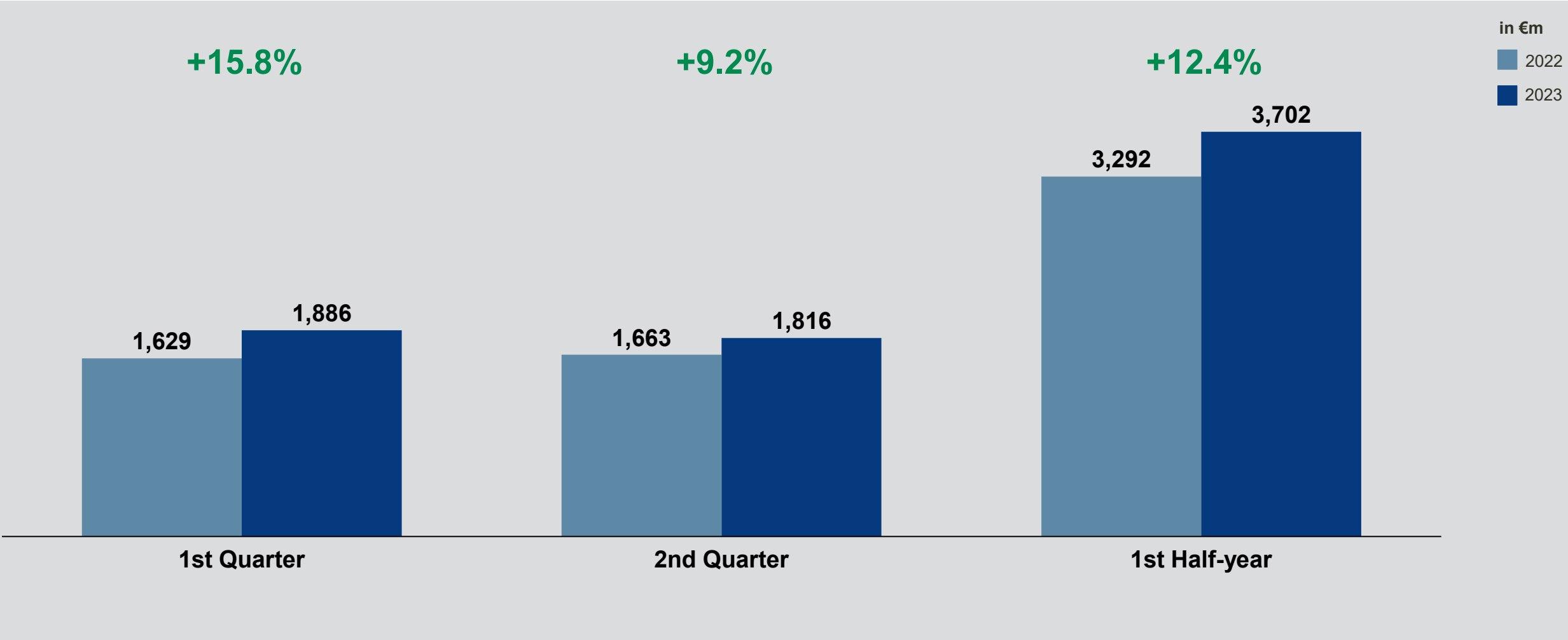
Neckarsulm | 11 August 2023 | Dr Thomas Olemotz

Contents.

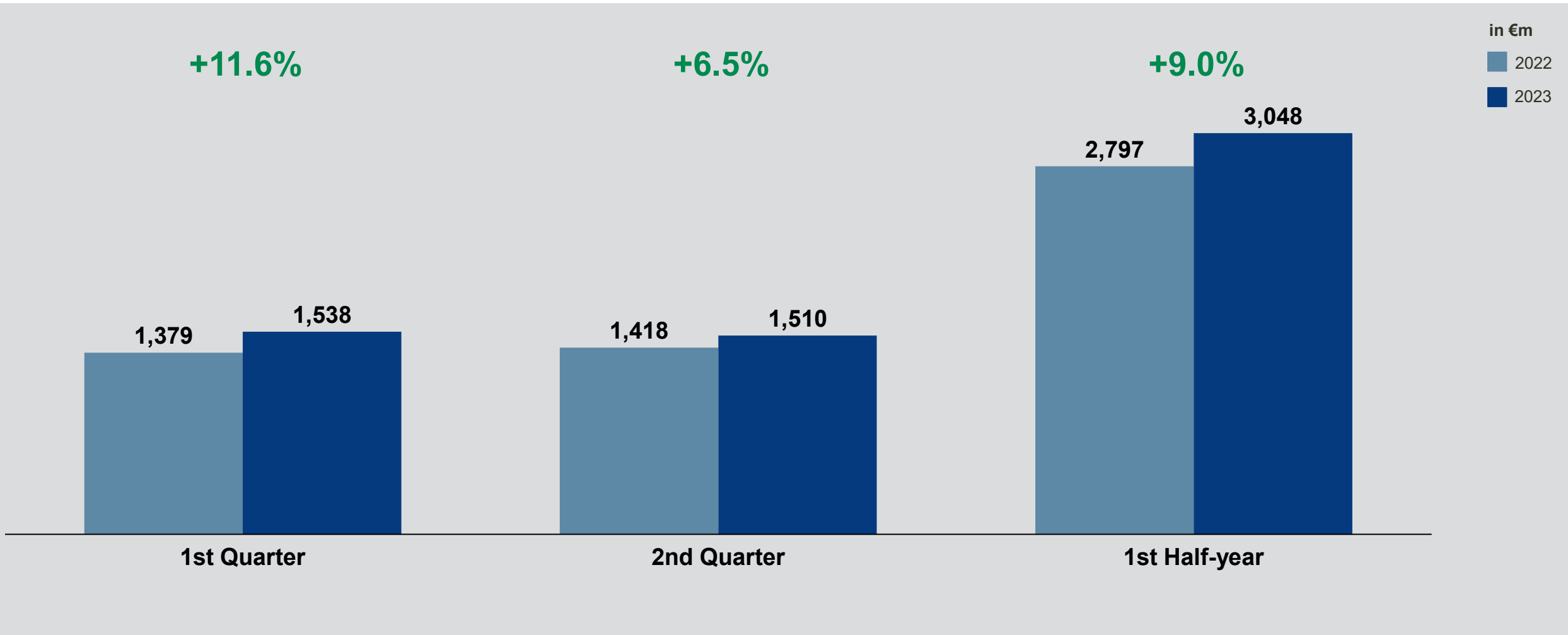
- 1 Business development.
- 2 The Bechtle share.
- 3 Current news.
- 4 2023 outlook.

1 Business development.

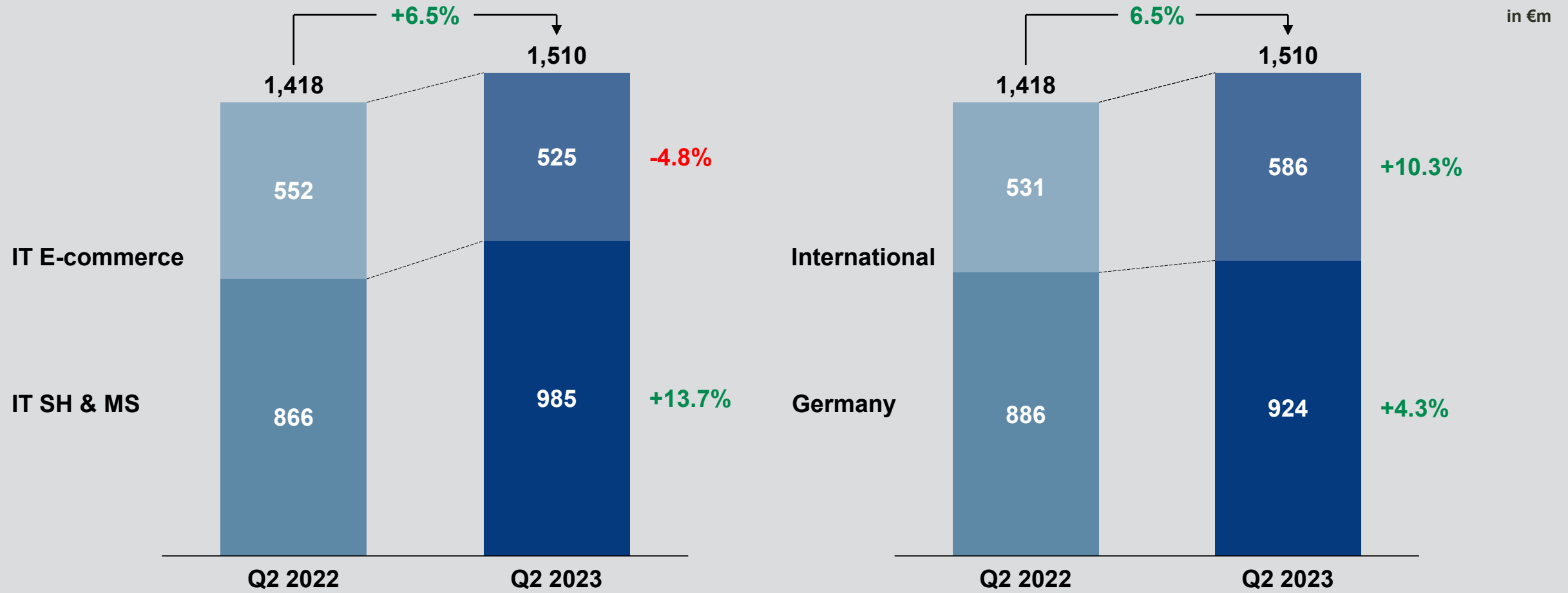
Business volume – Growth remains high.



Revenue – 1st half-year up significantly yoy.

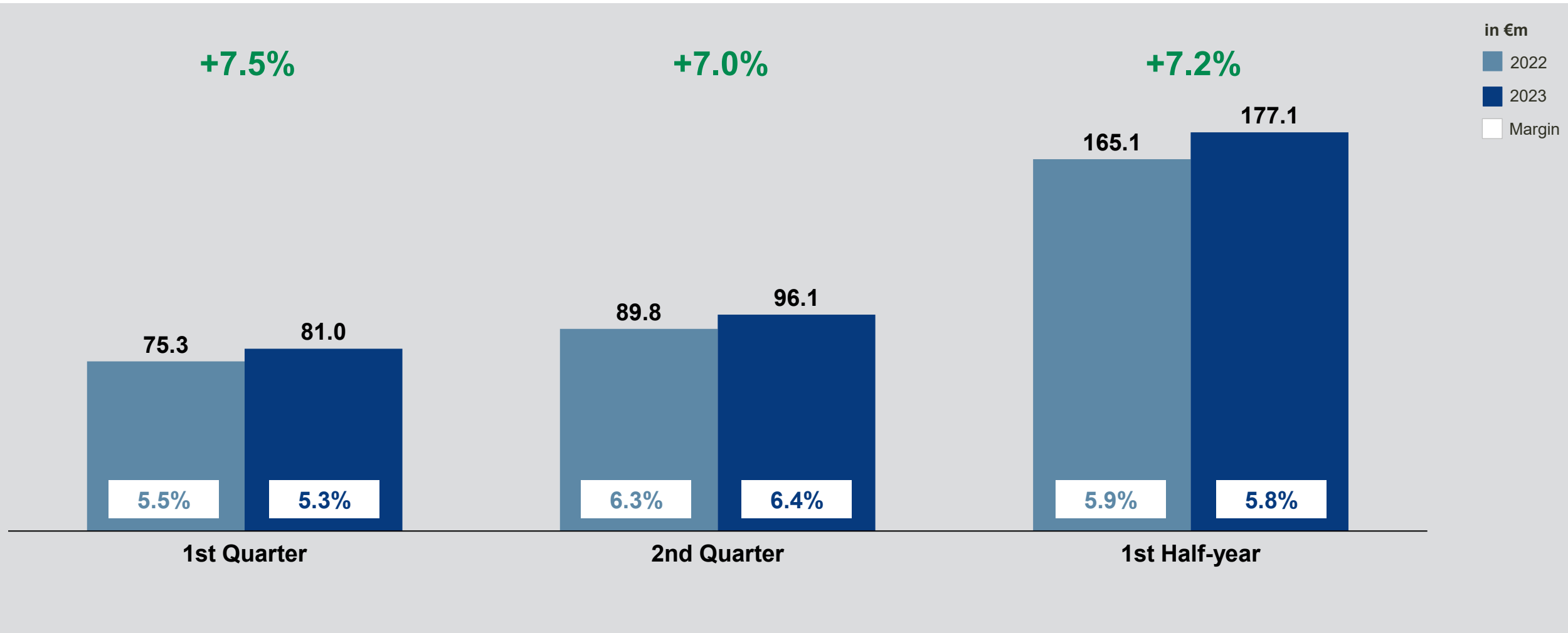


Revenue – System House and Managed Services drives growth.

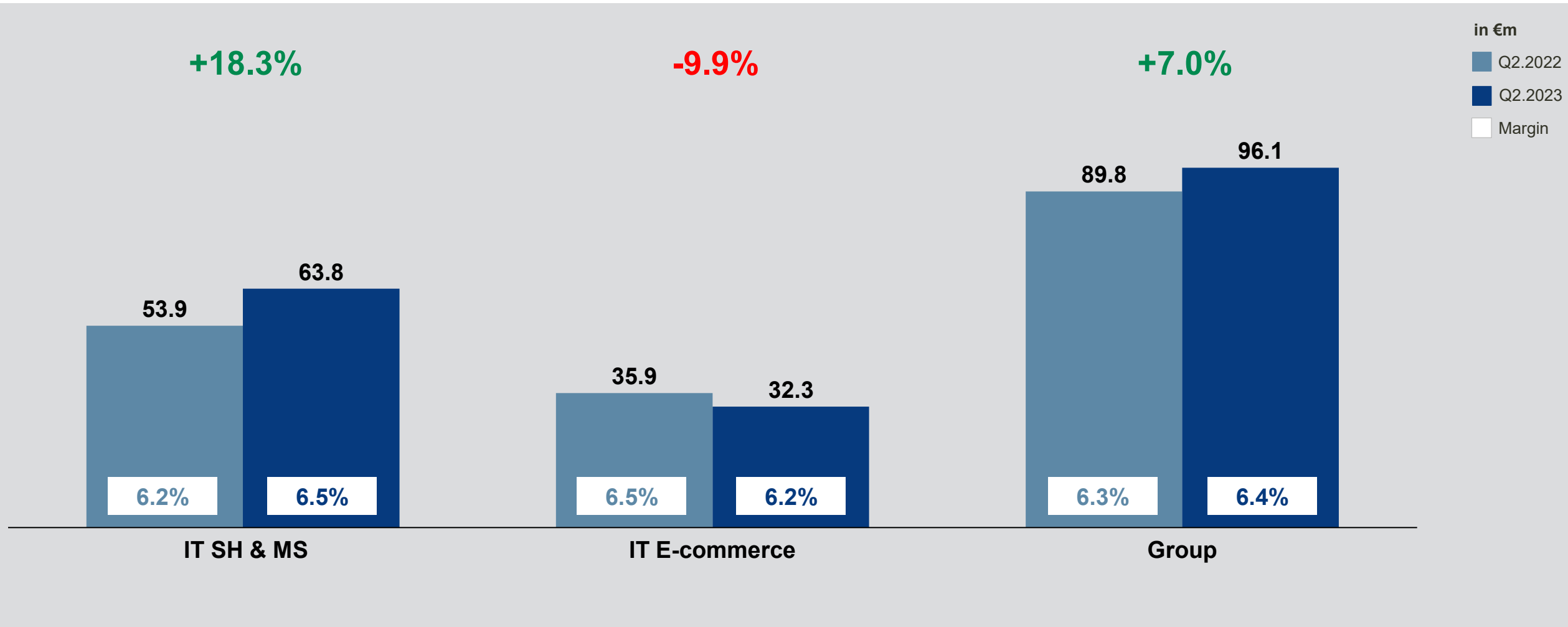


EBIT –

Half-year margin more or less at prior-year level.

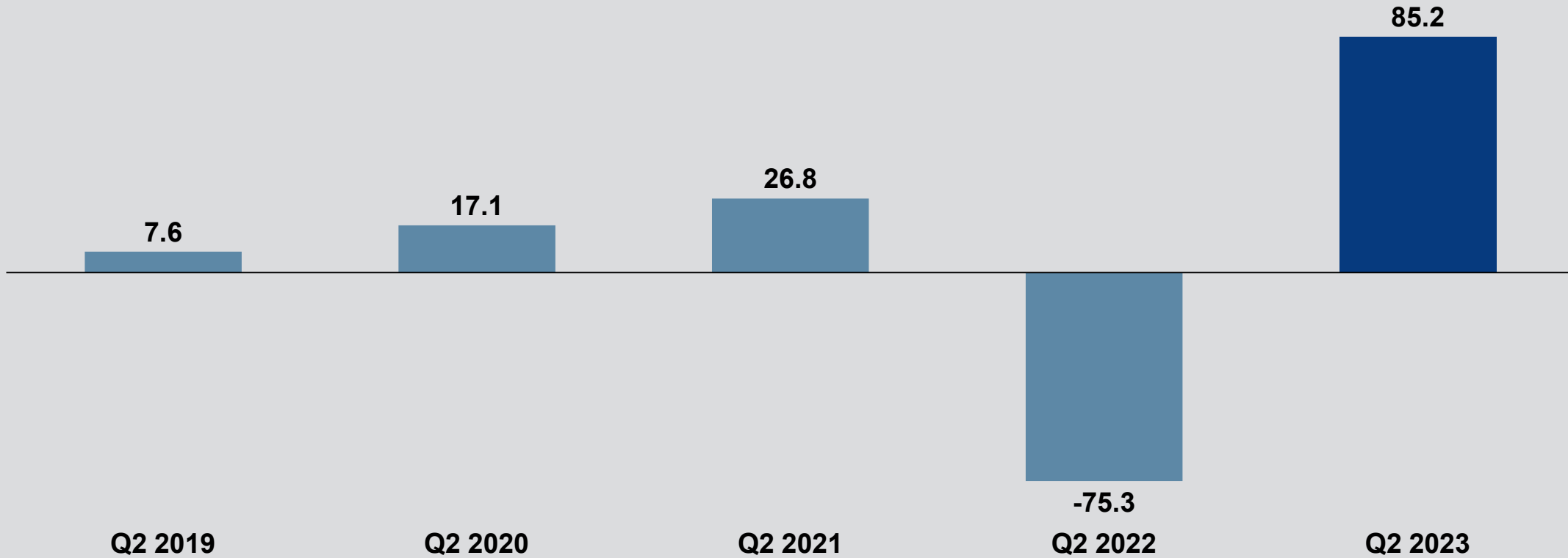


EBIT – System House and Managed Services lifts yoy margin.

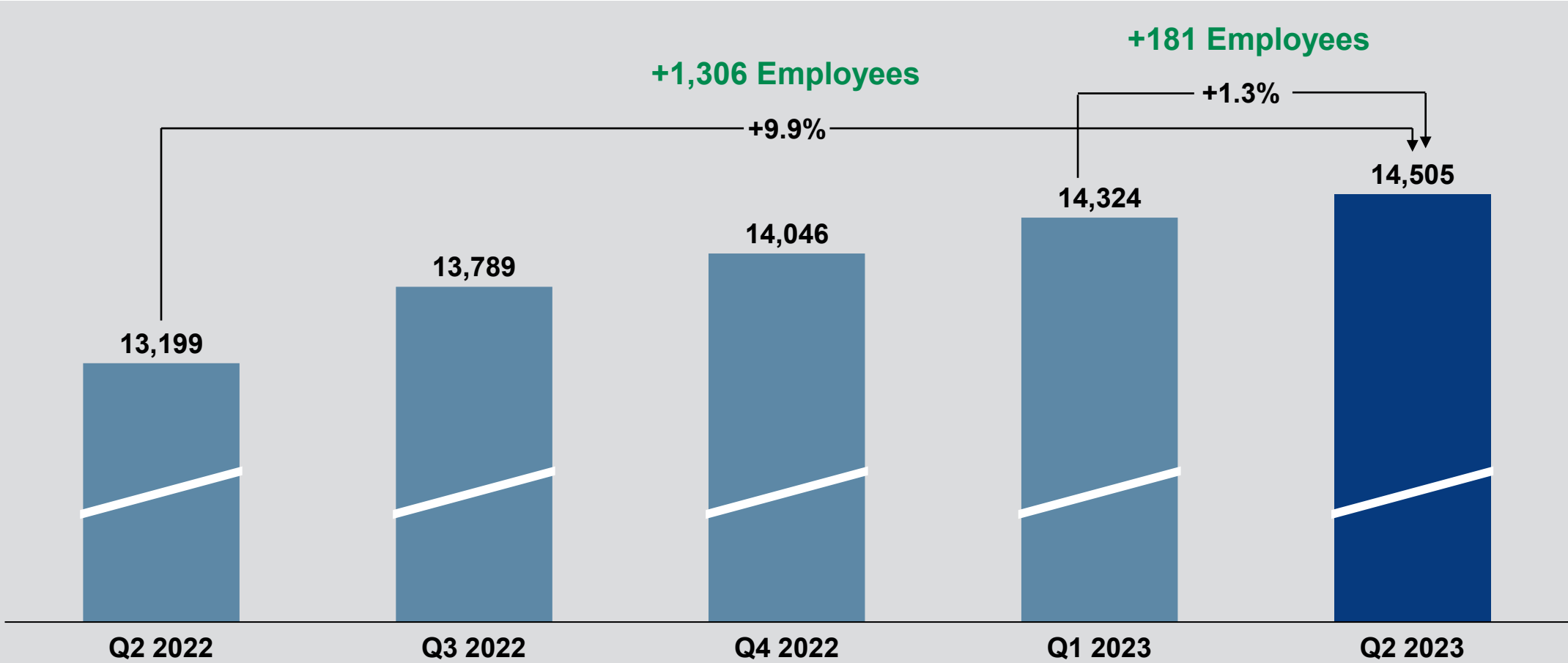


Operative cashflow – Significant improvement in inventories and trade receivables.

in €m

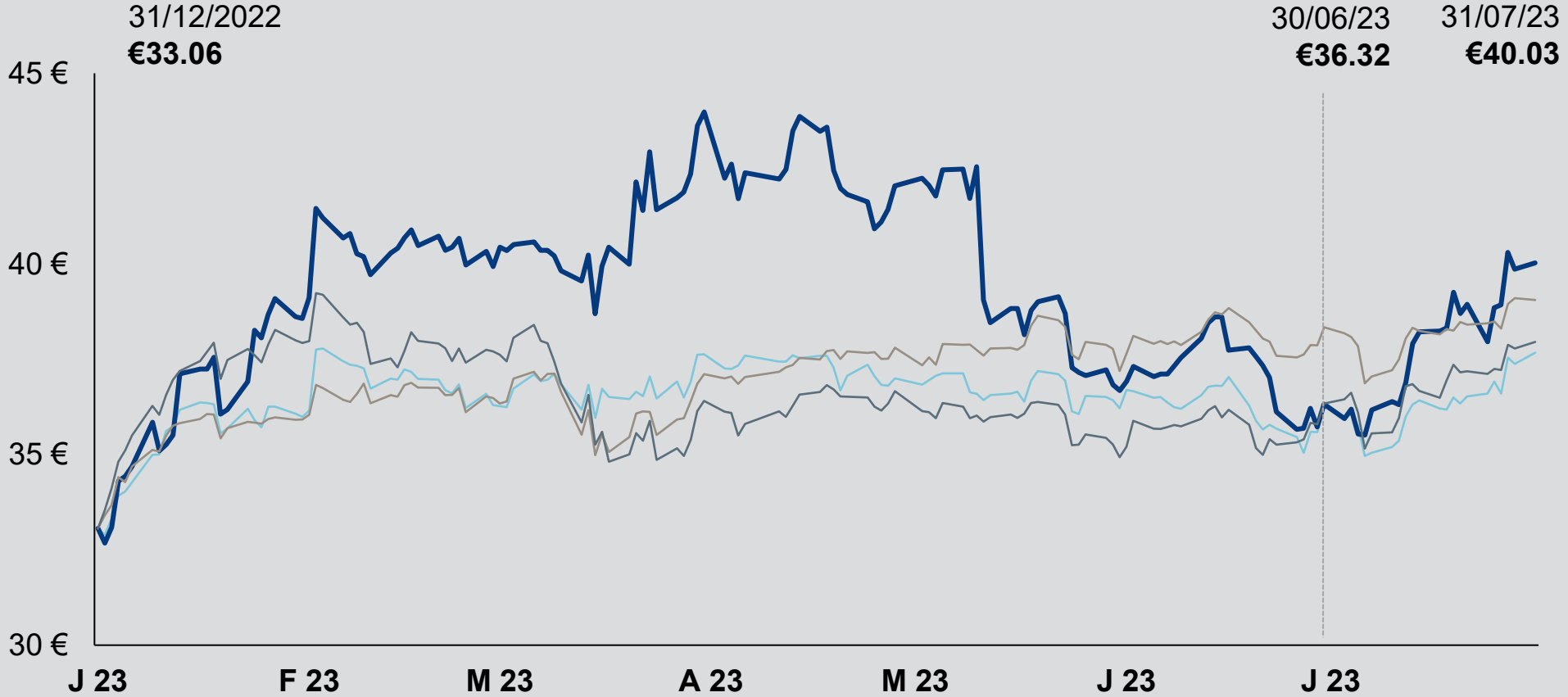


Employees – Organic growth rather muted at 6.5%.



2 The Bechtle share.

Bechtle share – Volatile performance, yet a positive development overall.



Performance (ytd)

Bechtle	+21.1%
DAX*	+18.1%
MDAX*	+14.8%
TecDAX*	+14.0%

* indexed

3 Current news.

1

Bechtle intends to purchase the French IT system house Apixit.

Apixit is a cybersecurity and IT infrastructure service provider headquartered in Les Ulis, near Paris.

The background of the slide is a dark field filled with a complex network of glowing nodes and connecting lines. The nodes are primarily yellow and orange, with some red nodes appearing on the right side. The lines are thin and connect the nodes in a web-like pattern.

2

Bechtle acquires IT system house in Spain.

Bechtle has acquired the Spanish system house, Prosol, to broaden its Spanish portfolio and include IT services for the first time.



3

Bechtle acquires IT consulting company, sastema.
In sastema GmbH, Bechtle has acquired a specialist in Identity & Access Management (IAM), governance, risk and compliance management, and information security.



4 2023 outlook.

Outlook – Guidance confirmed.

Assumptions.

- No deterioration in overall economic situation in second half-year despite weak confidence indicators. Limited growth at worst.
- Positive investment impulses of industrial SMEs will increase over the course of the year.
- Supply bottlenecks for our manufacturing partners will continue to ease. Normalisation expected during Q3.
- Successful continuation of our European M&A strategy.

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 at prior-year level.

Any questions?

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

