

Bechtle AG

3rd Quarter 2021

Welcome

Neckarsulm | 11 November 2021 | Dr Thomas Olemotz

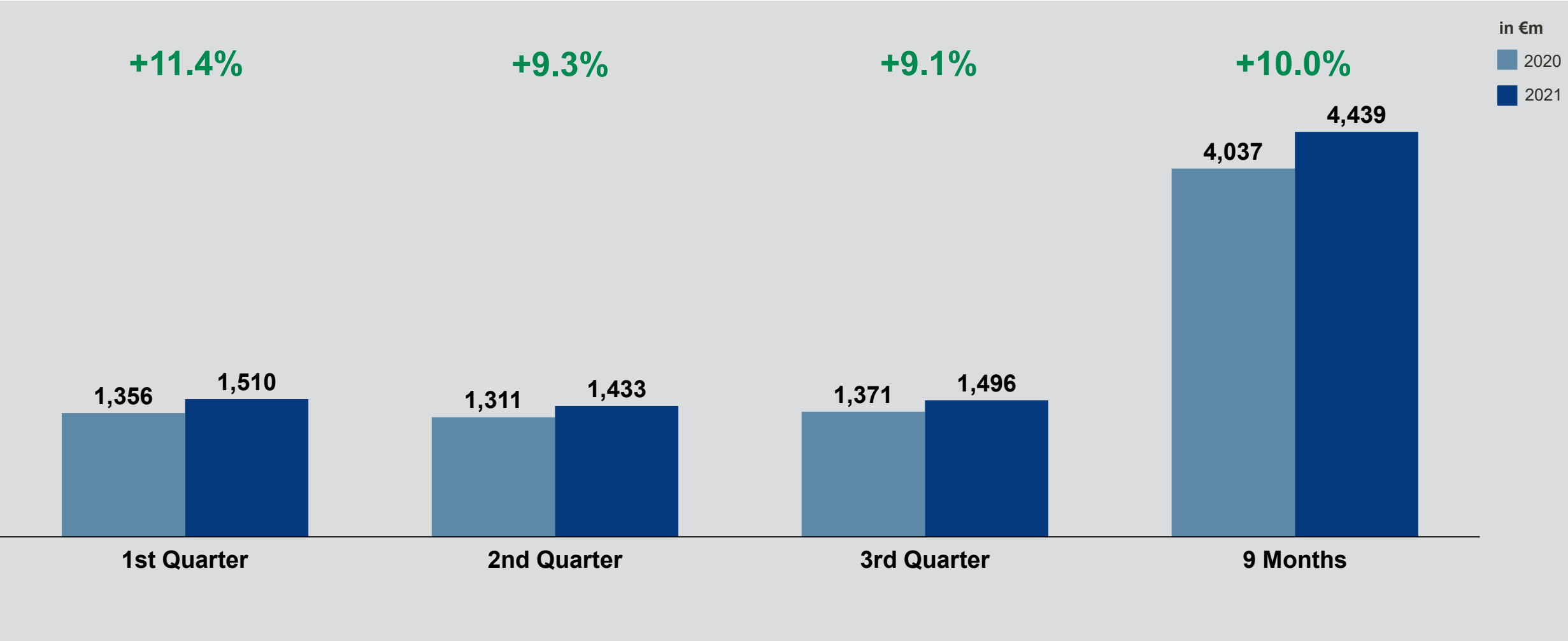
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1 Business development.

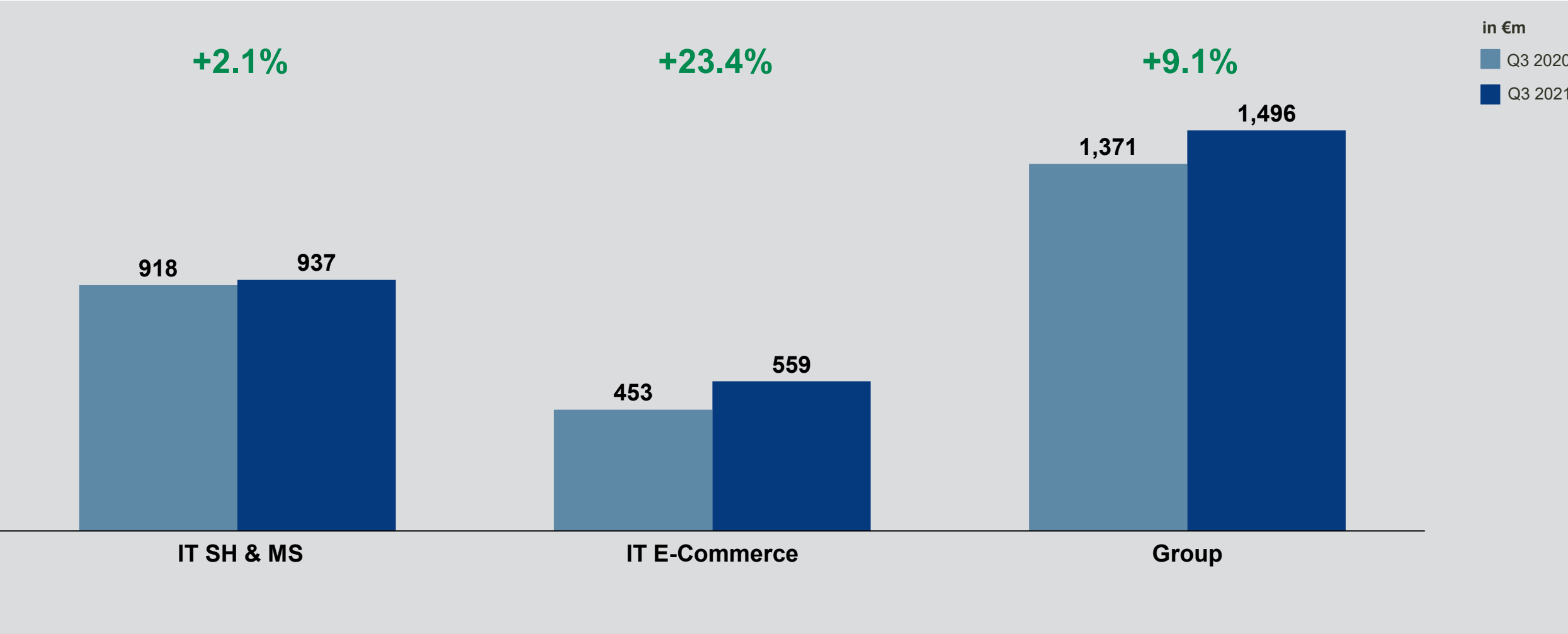
Revenue –

Q3 growth maintains high level of prior quarter.

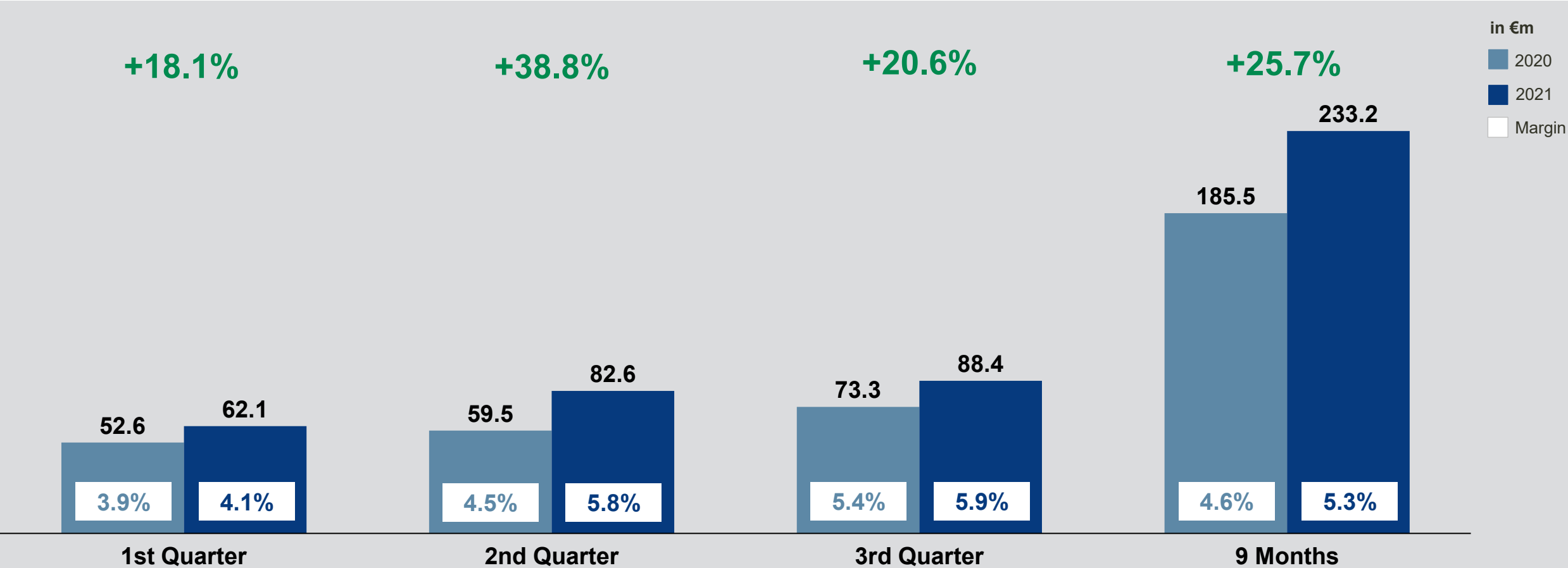


Revenue –

Prior year affects and impedes segment comparison.

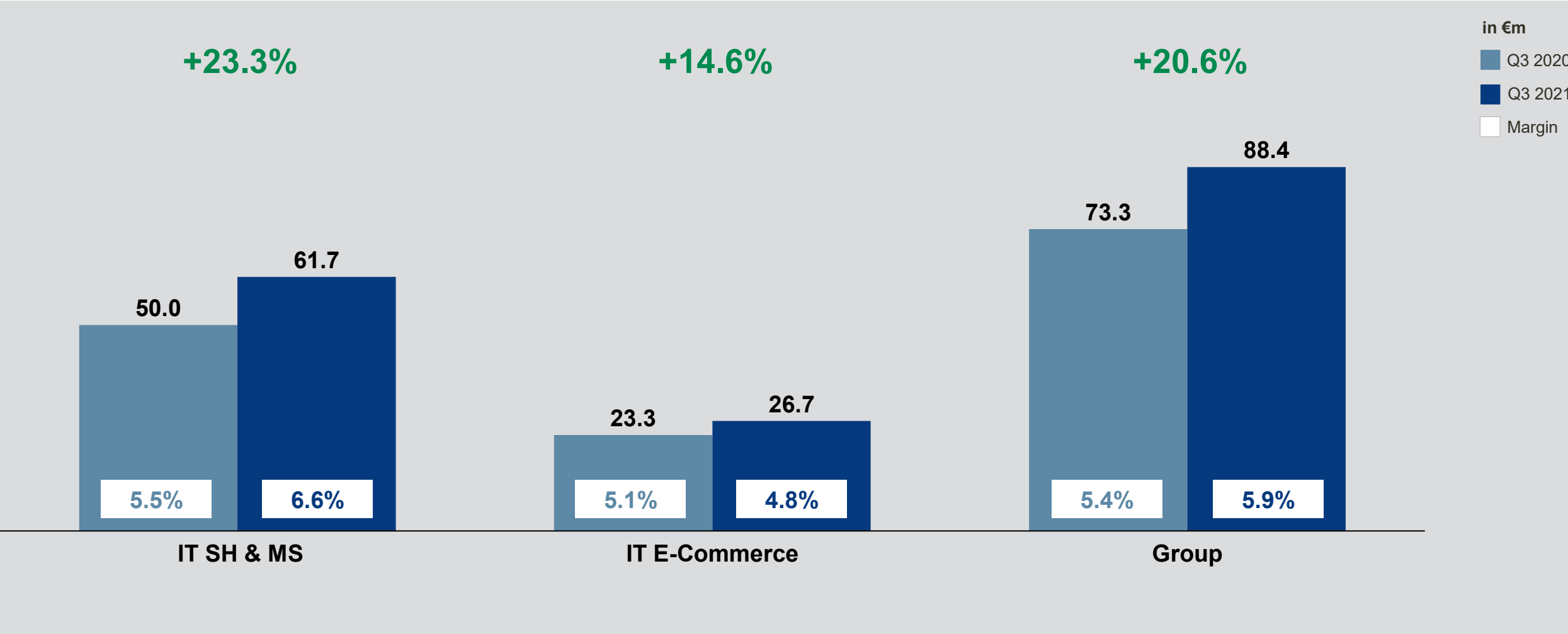


EBIT – Excellent profitability also in Q3.

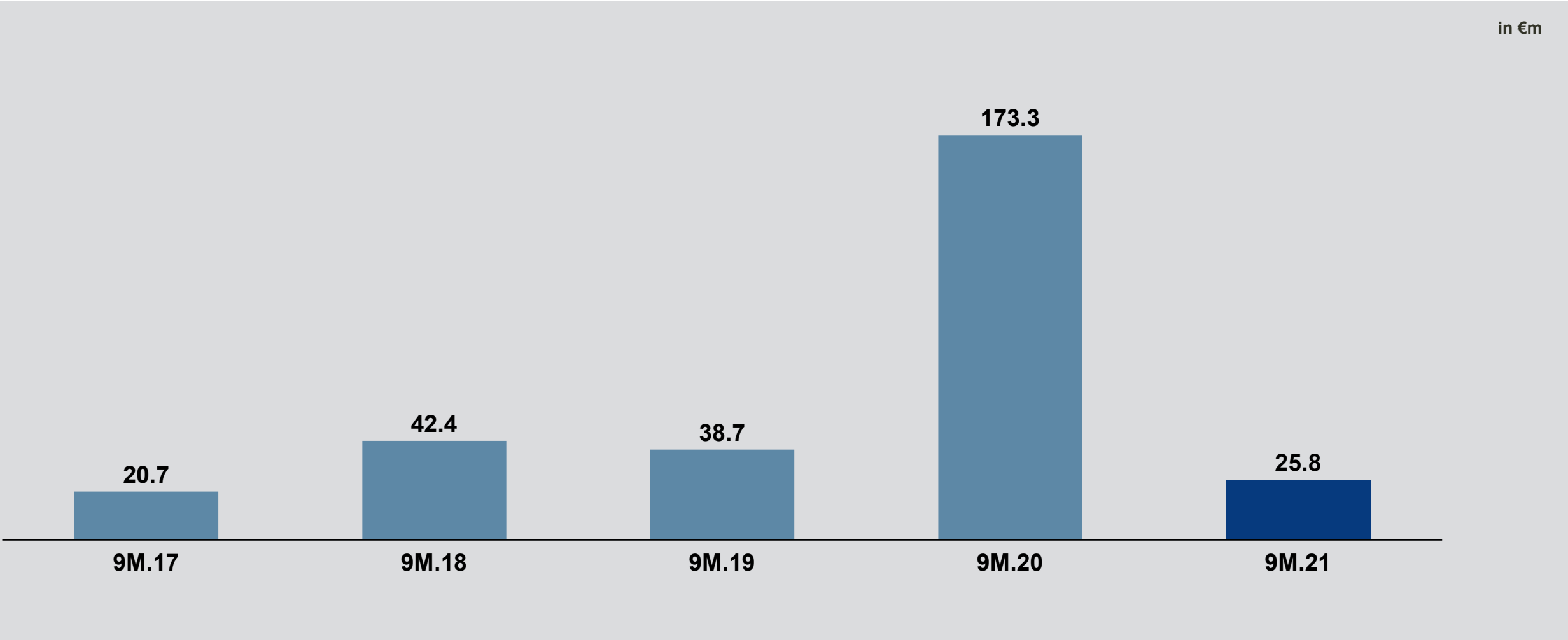


EBIT –

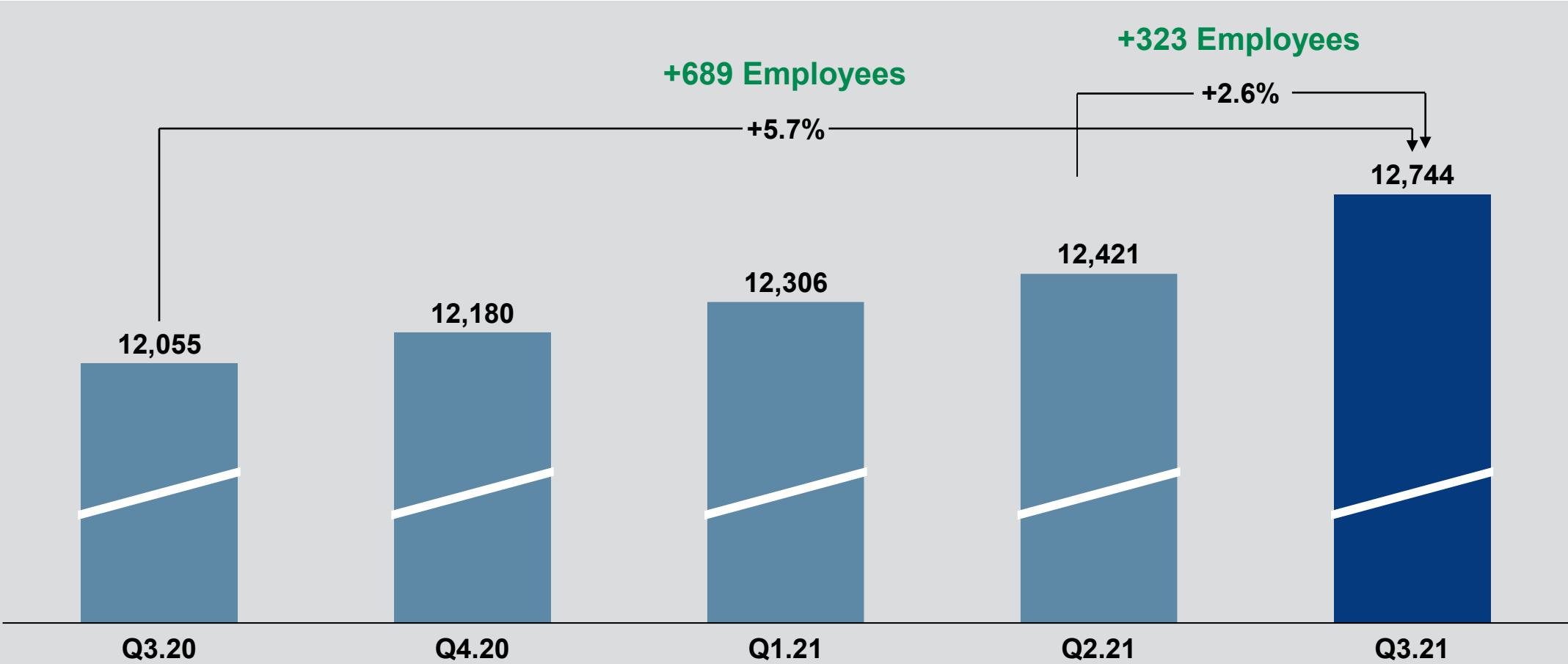
Very good earnings development in both segments.



Operating cash flow – Securing delivery capabilities impacts cash flow.

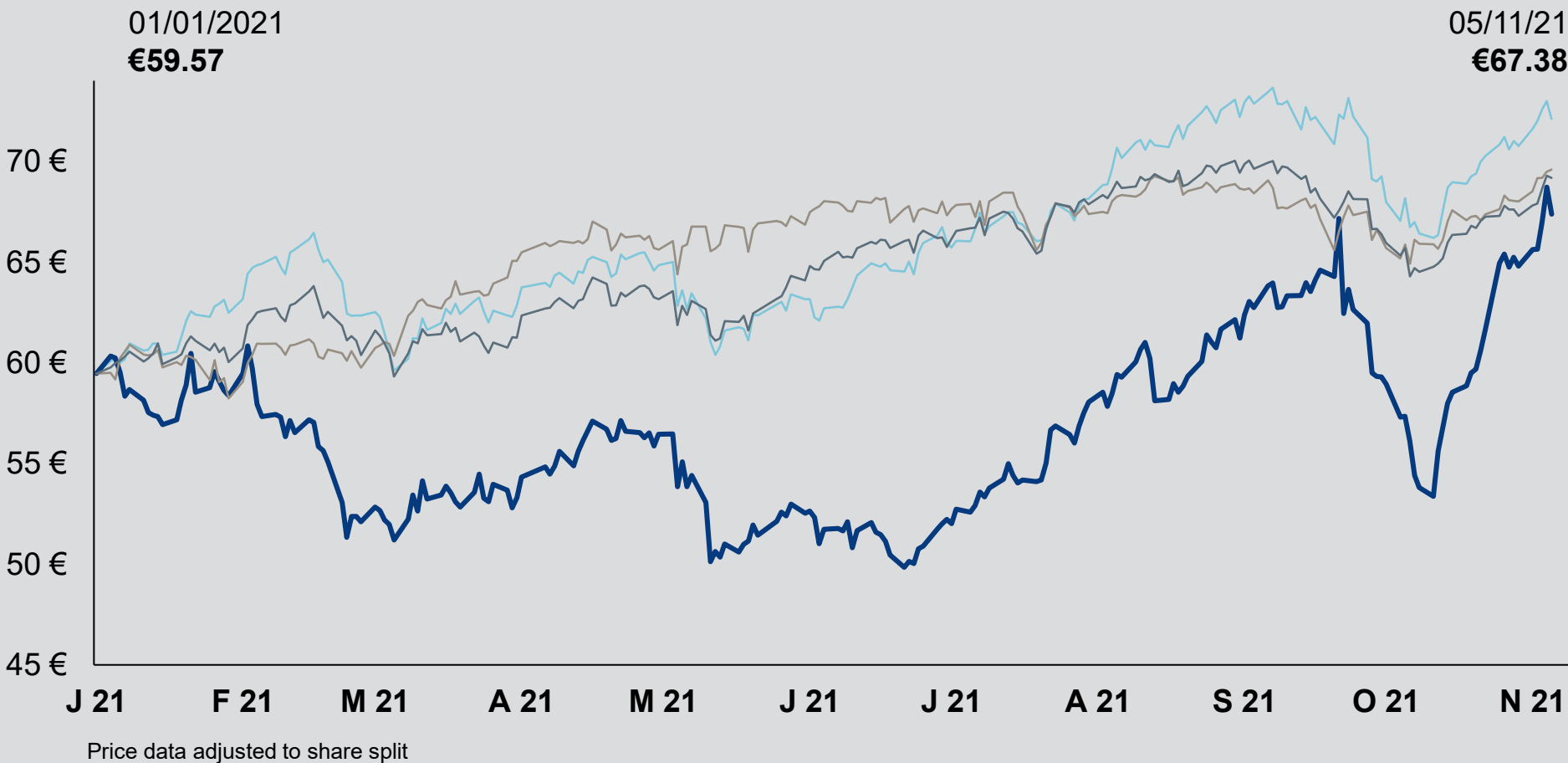


Employees – Growth dynamics again slightly up.



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

3 Highlights.

1

Record number of vocational trainees.

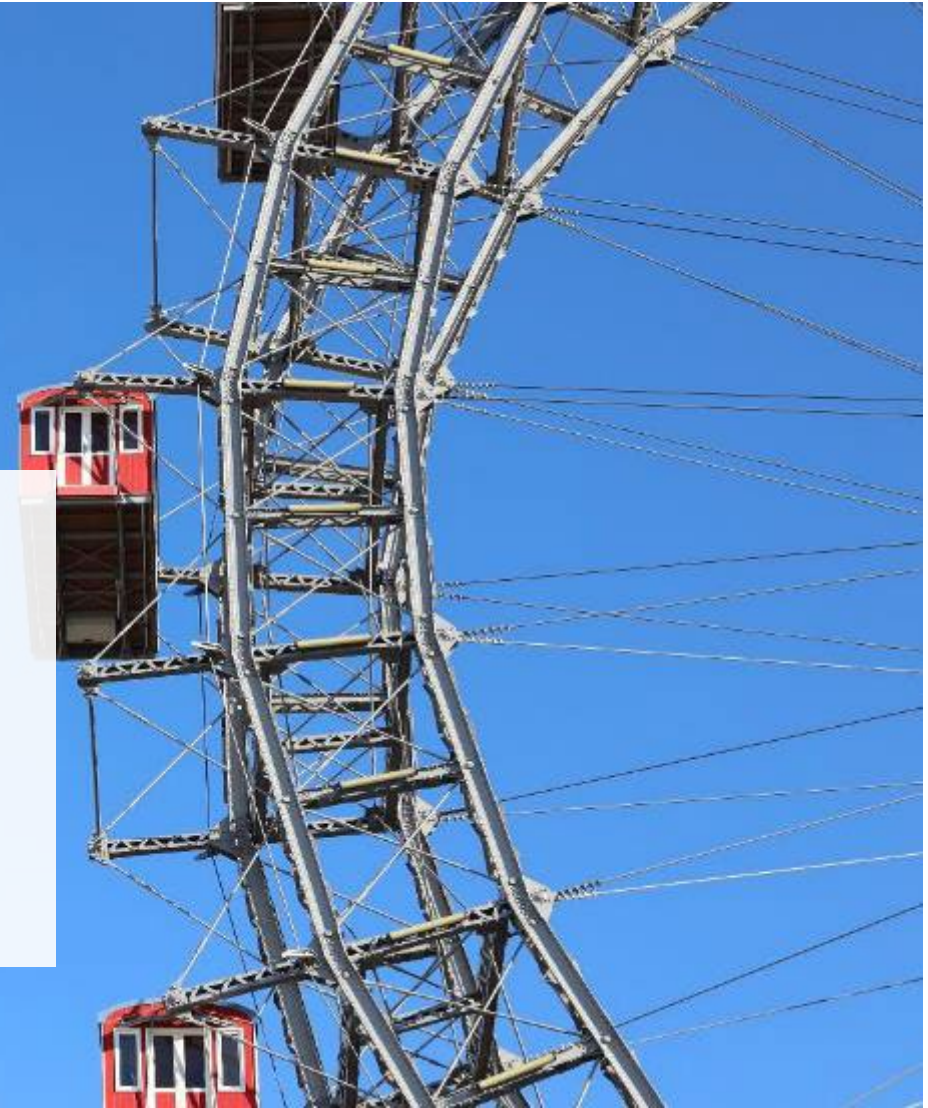
2021 sees 244 new trainees and students starting their careers at Bechtle, as new hires reach an all-time high.

#zukunftsstark

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

