

Bechtle AG

3rd Quarter 2024.

Welcome!

08 November 2024

Agenda.

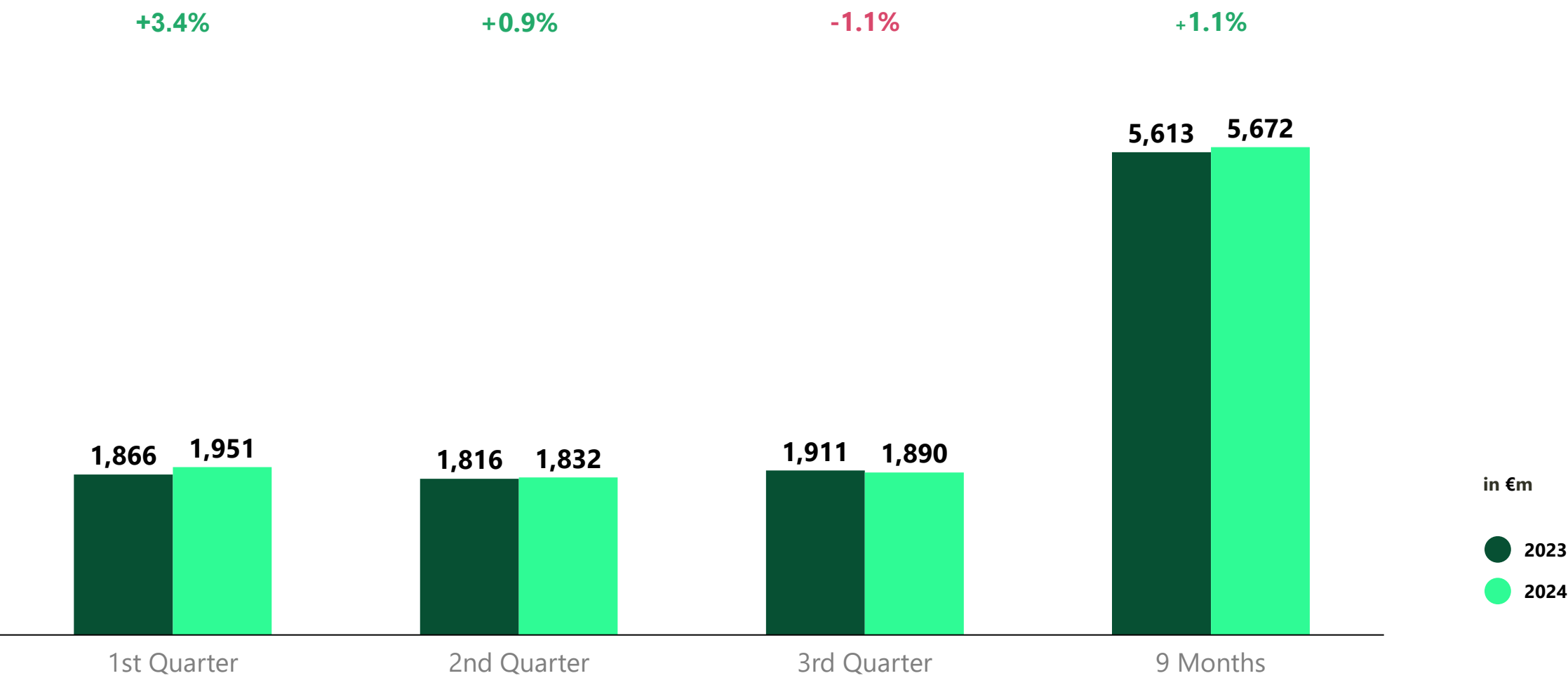
- 1. Business development.**
- 2. Latest news.**
- 3. Outlook.**

**Business
development.**

1

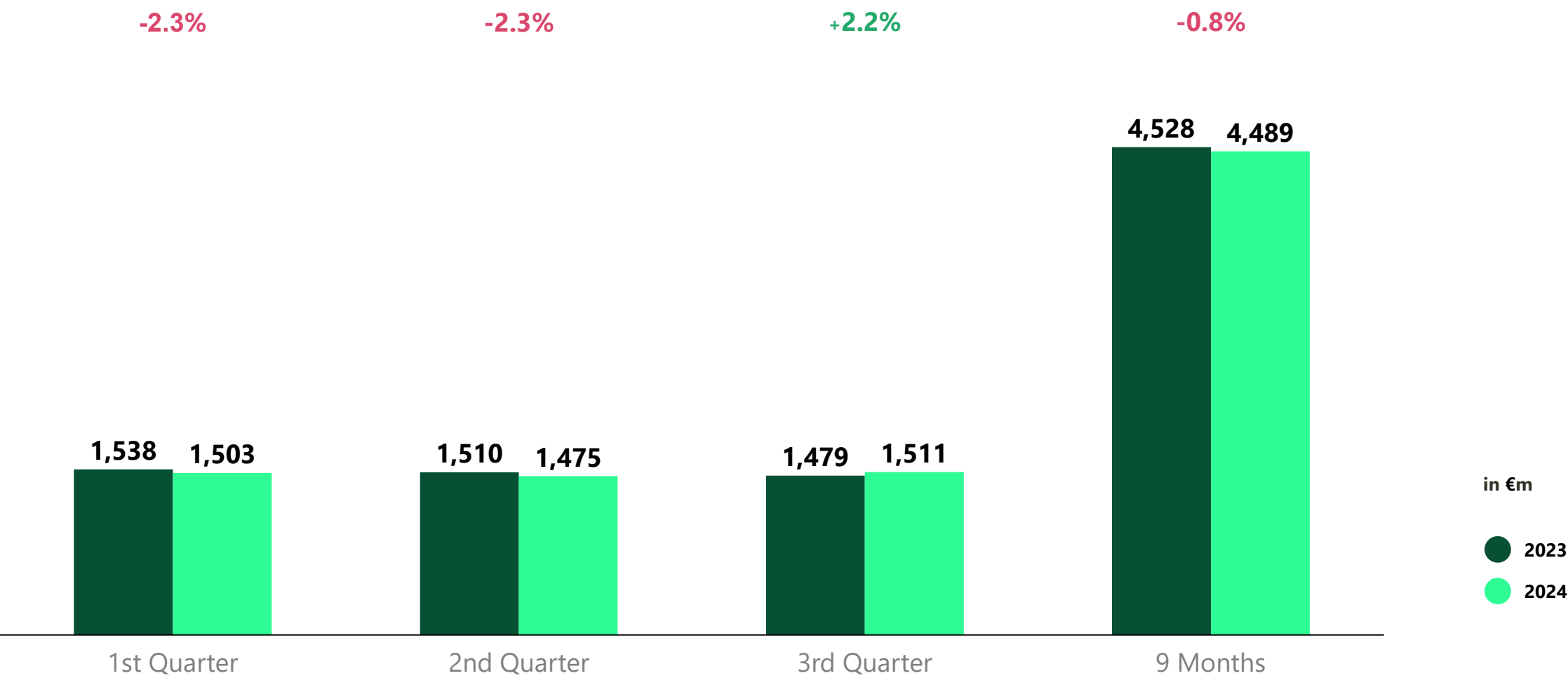
Business volume –

High base effect and weak September afflict Q3.

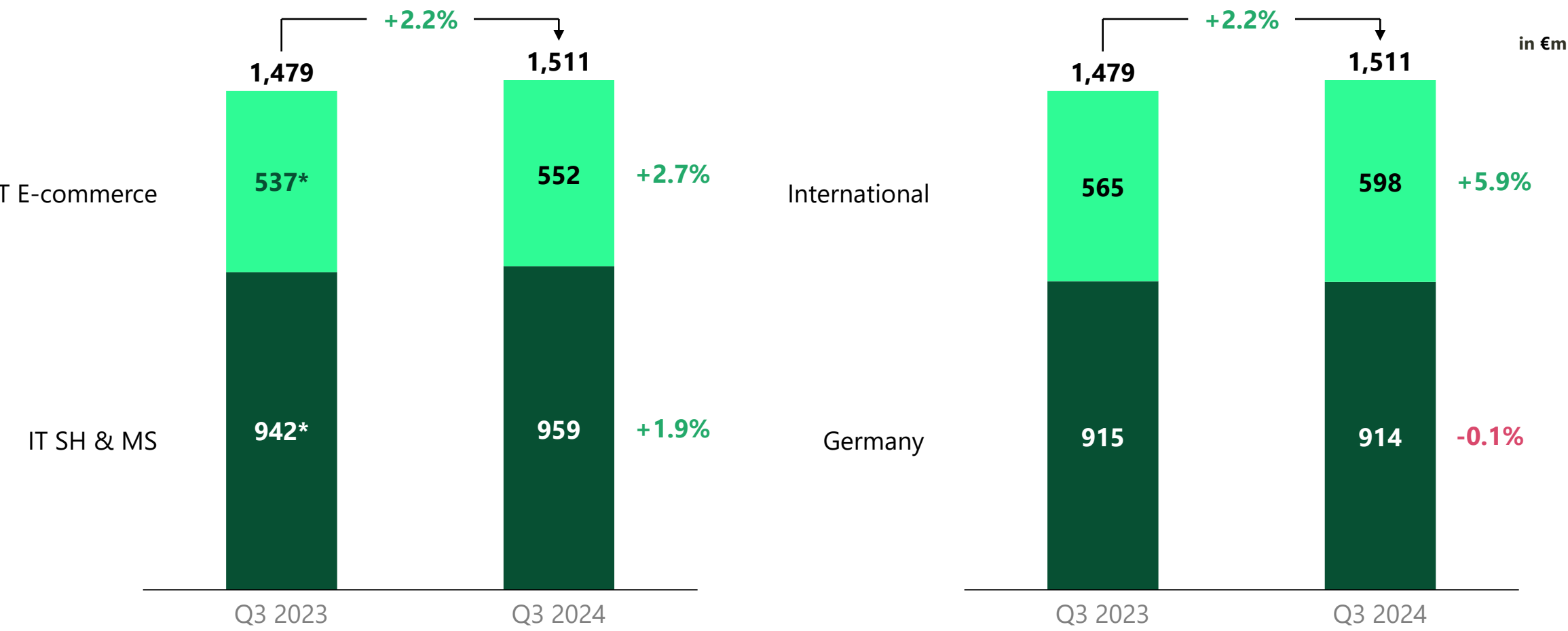


Revenue –

YTD slightly below previous year.

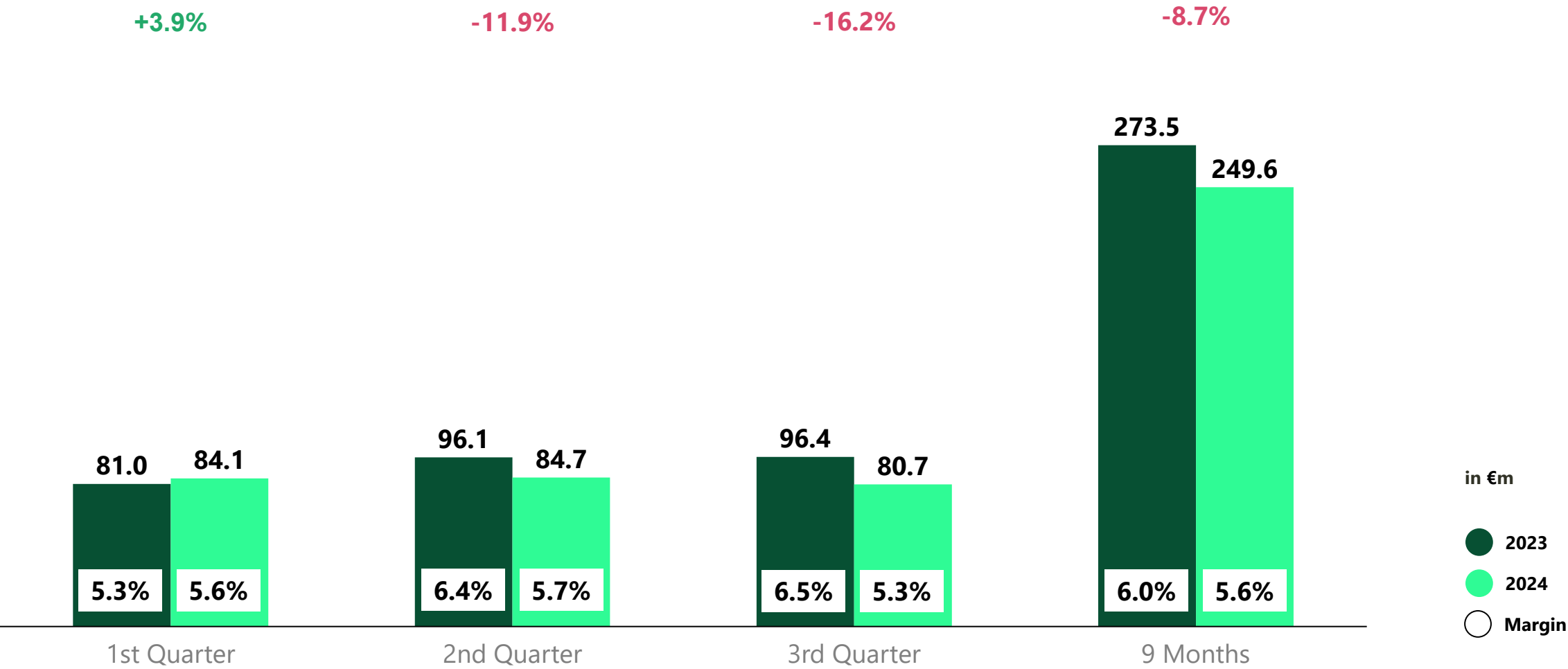


Revenue – Positive international development.



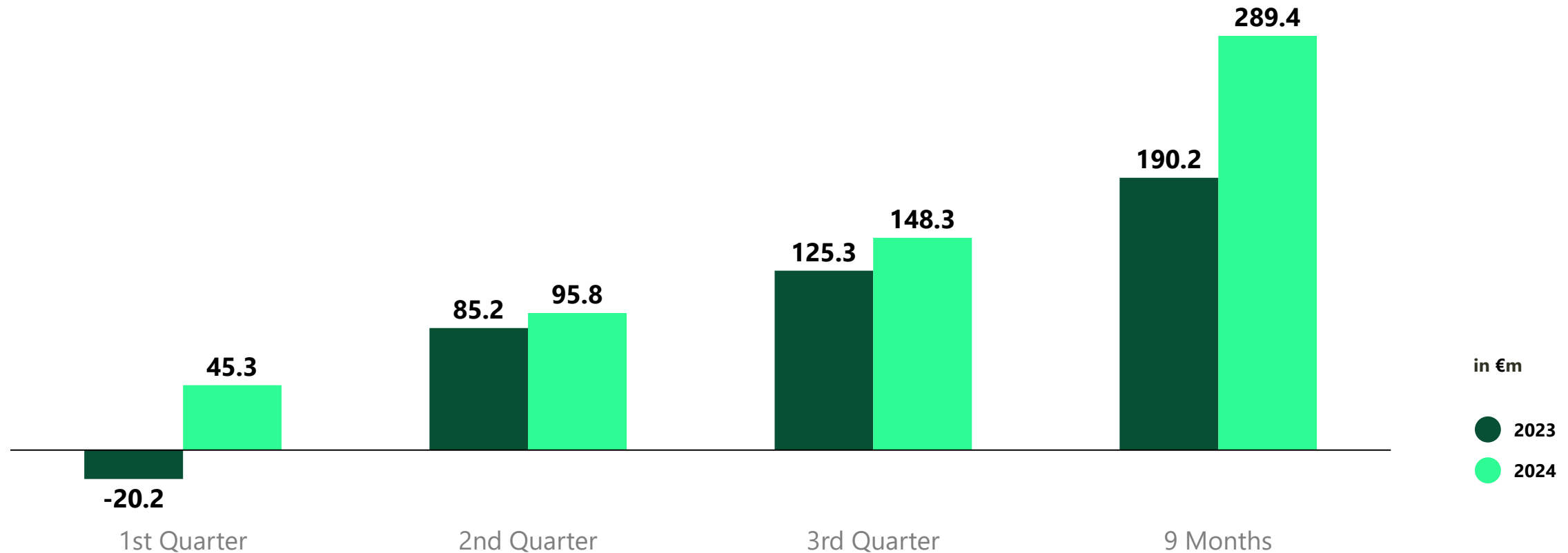
*Adjusted to account for revised segment allocation

EBIT – Unexpectedly weak Q3.



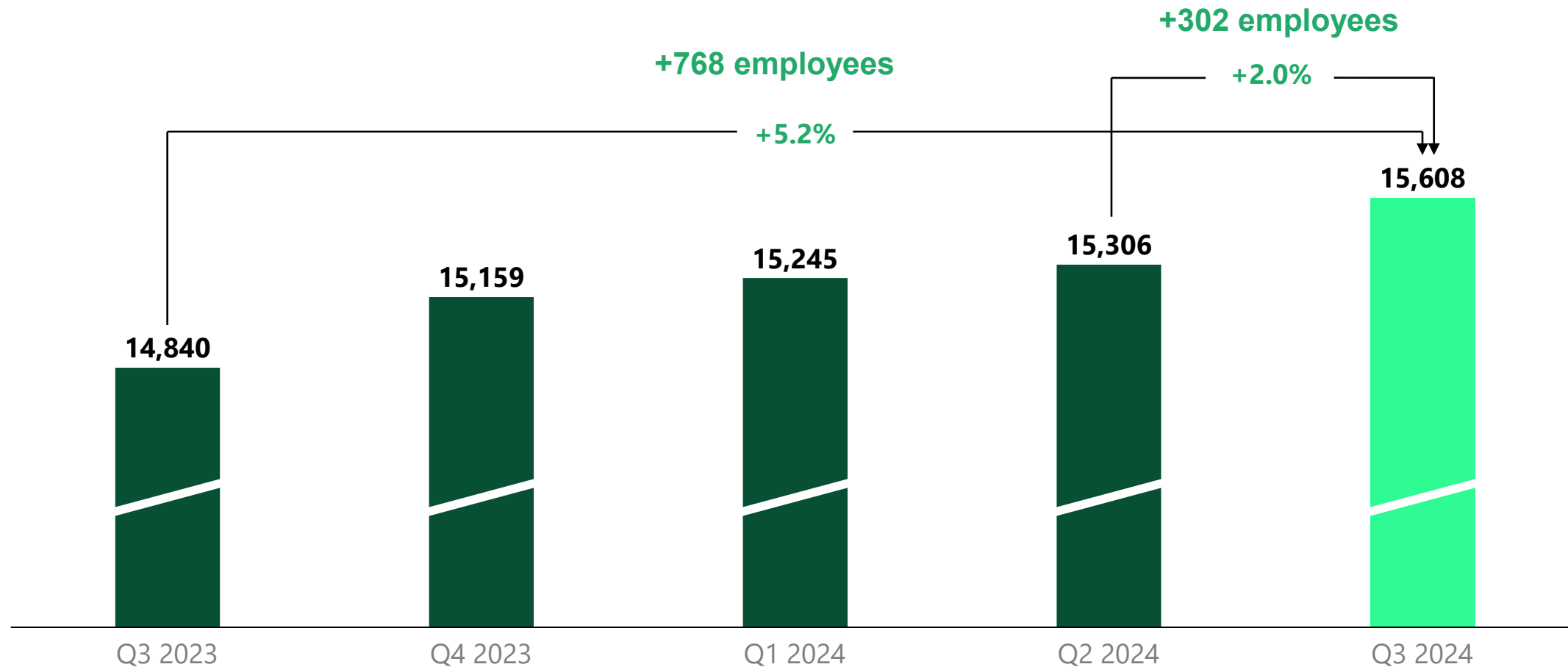
Operating cash flow –

Positive development maintained.



Employees –

Increase without acquisitions of only 1.6%.



**Latest
news.**

2

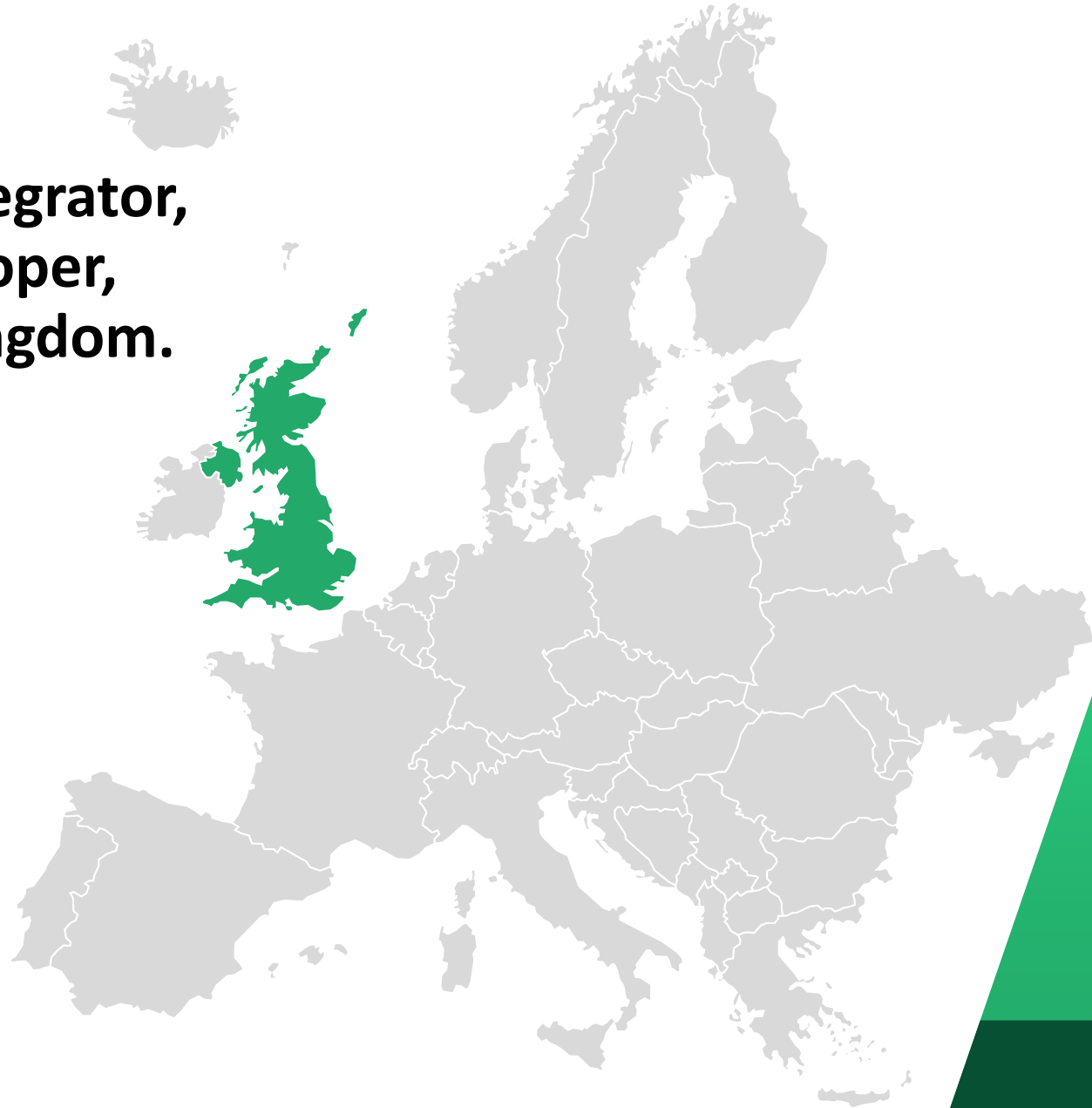
New academic year

Bechtle sets new vocational training milestone – 286 young people join Bechtle.



International acquisitions

Bechtle acquires systems integrator, Qolcom, and software developer, DriveWorks in the United Kingdom.





National acquisitions

**Bechtle bolsters its ranks with
IT system house s.i.g. in Neu-Ulm and
Kubernetes specialist, KubeOps.**

Outlook.

3

Outlook – Bechtle revises forecast.

Context.

- Overall economic conditions remain challenging in the 2024 fiscal year.

HOWEVER:

- The need to invest in IT to support the digital transformation and various technological developments (Windows 11, NIS2/Cybersecurity, AI, etc.) remains high.
- Public-sector business expected to continue to normalise/stabilise in Q4.
- Unchanged continuation of our European M&A strategy.

Objectives.

- Bechtle no longer expects to achieve its 2024 annual forecast, which foresaw business volume, revenue, EBT and EBT margin to be around the same level as the previous year.
- While Bechtle anticipates an improvement in business development in the fourth quarter, the extent cannot be forecast with any accuracy, which is why no new forecast for the remaining weeks of the 2024 fiscal year will be published.

Any questions?