

# Bechtle AG – Fiscal Year 2023

Welcome!

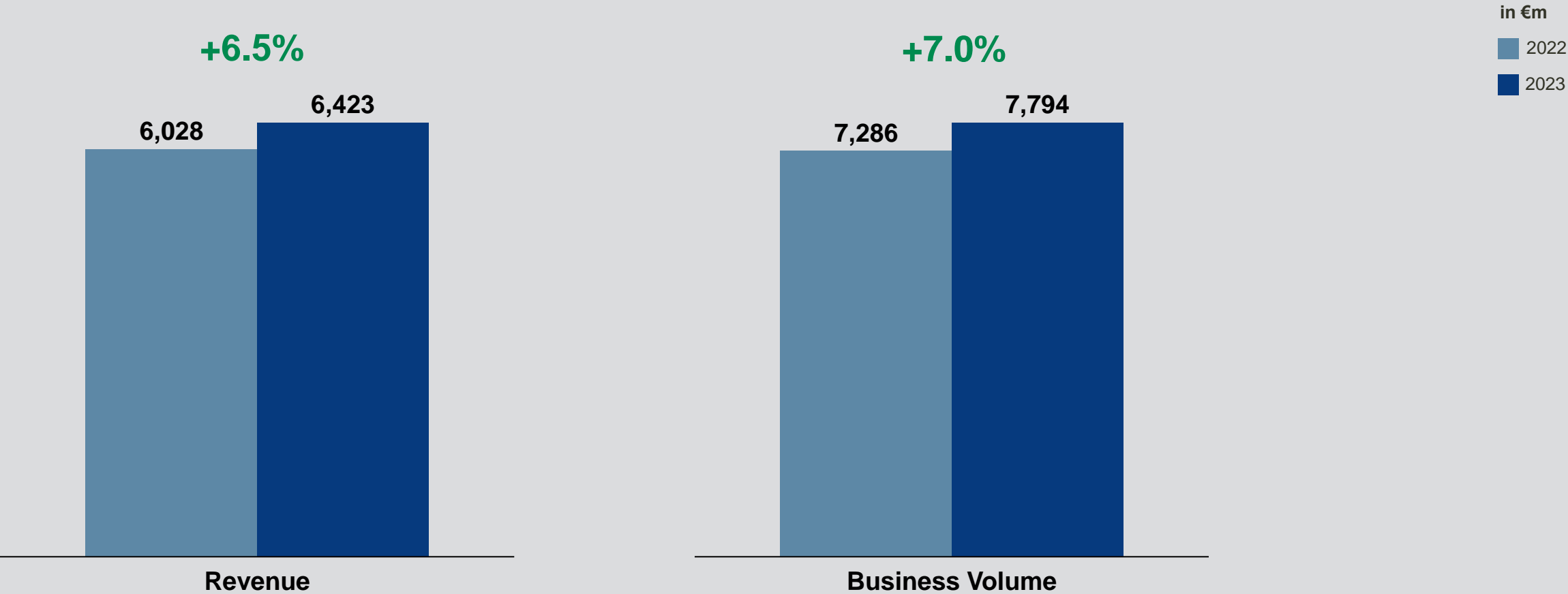
Frankfurt am Main | 15 March 2024 | Dr Thomas Olemotz

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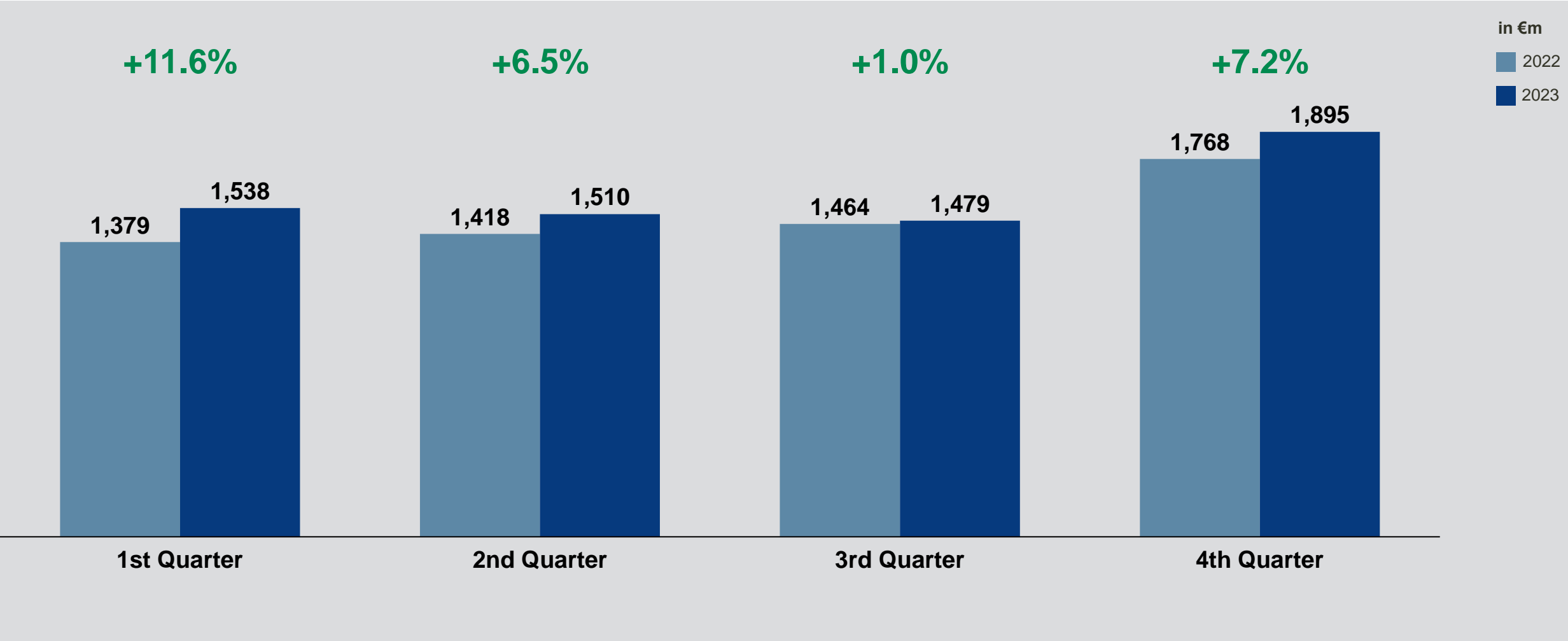
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# 1 2023 business development.

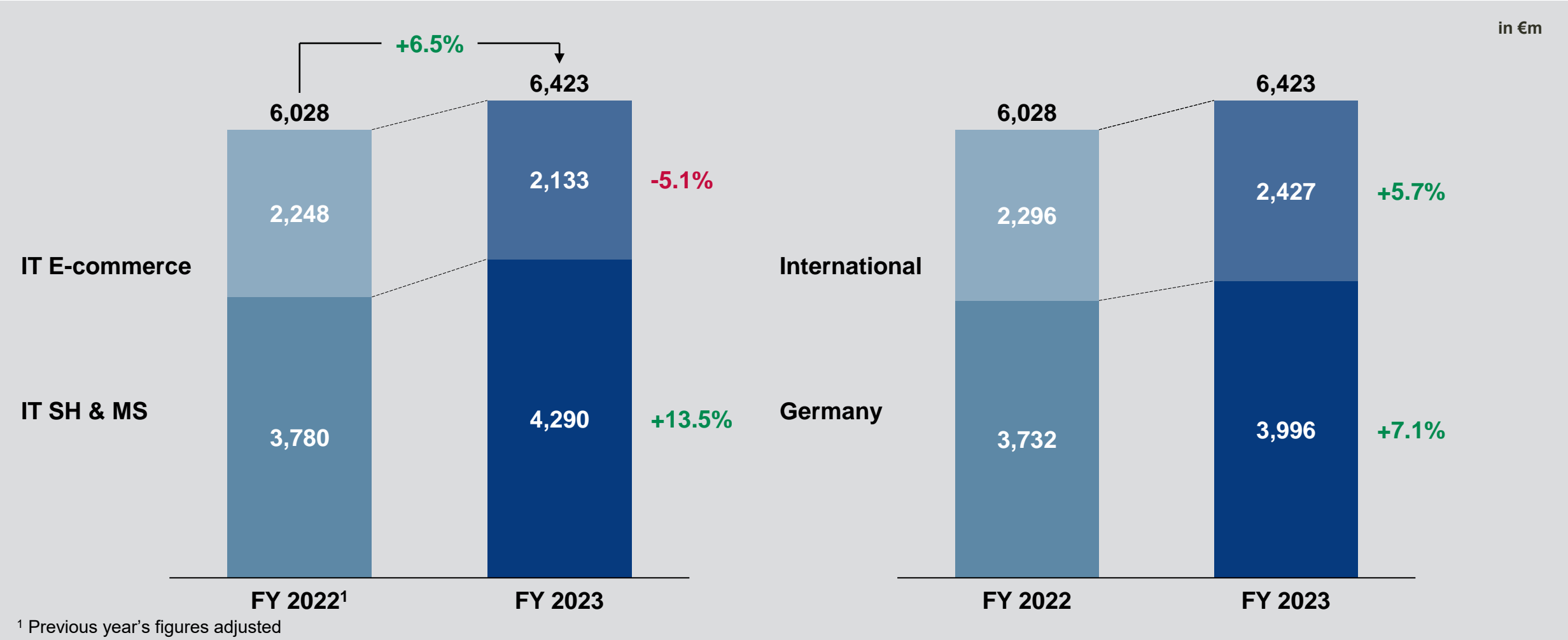
# Revenue and business volume – Bechtle strong in the face of difficult framework conditions.



# Revenue – Strong first half of the year.

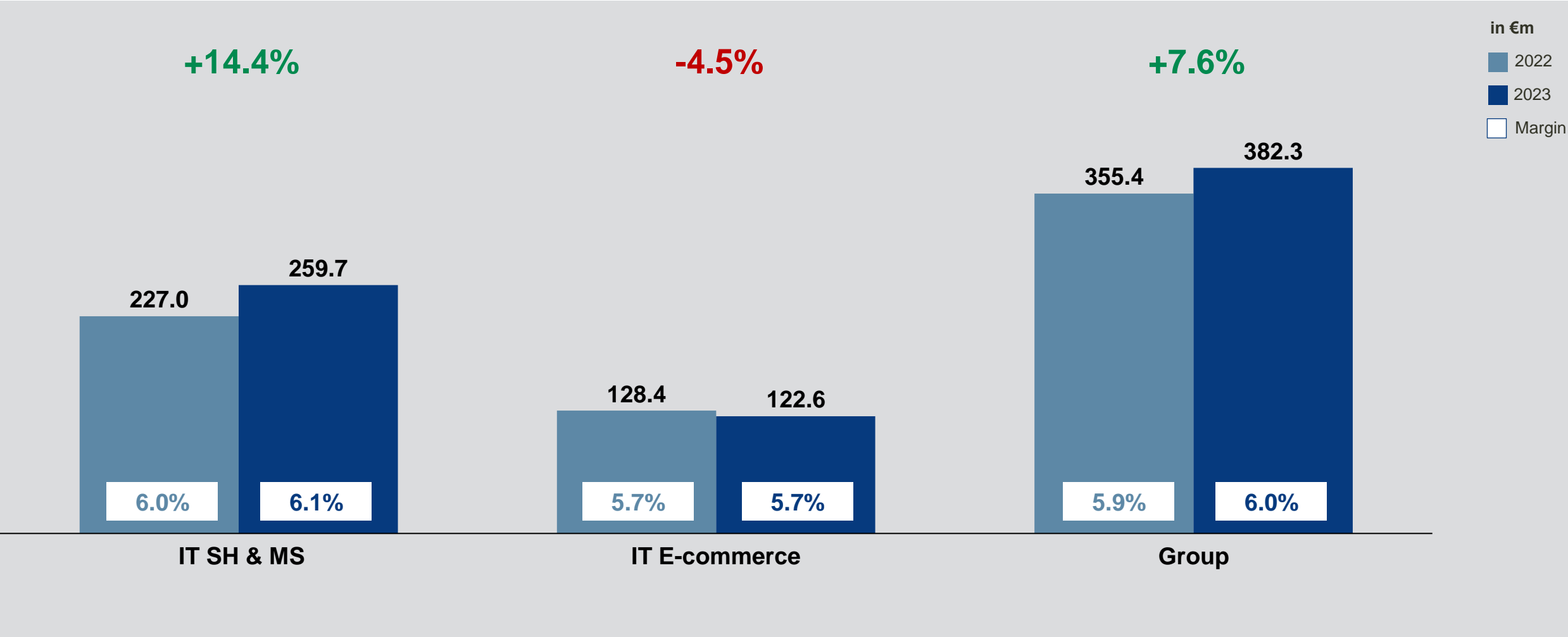


# Revenue – IT System House & Managed Services segment drives growth.

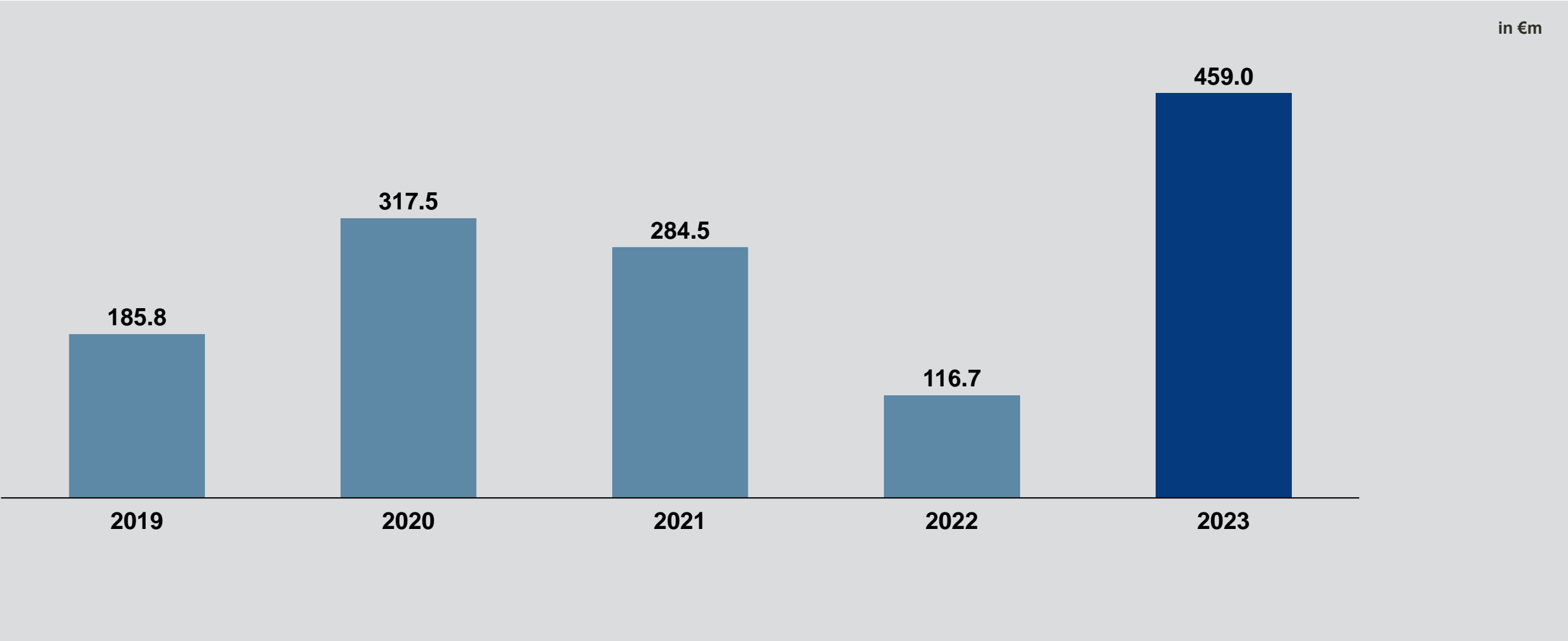


# EBIT –

## Significant increase despite cost pressures.

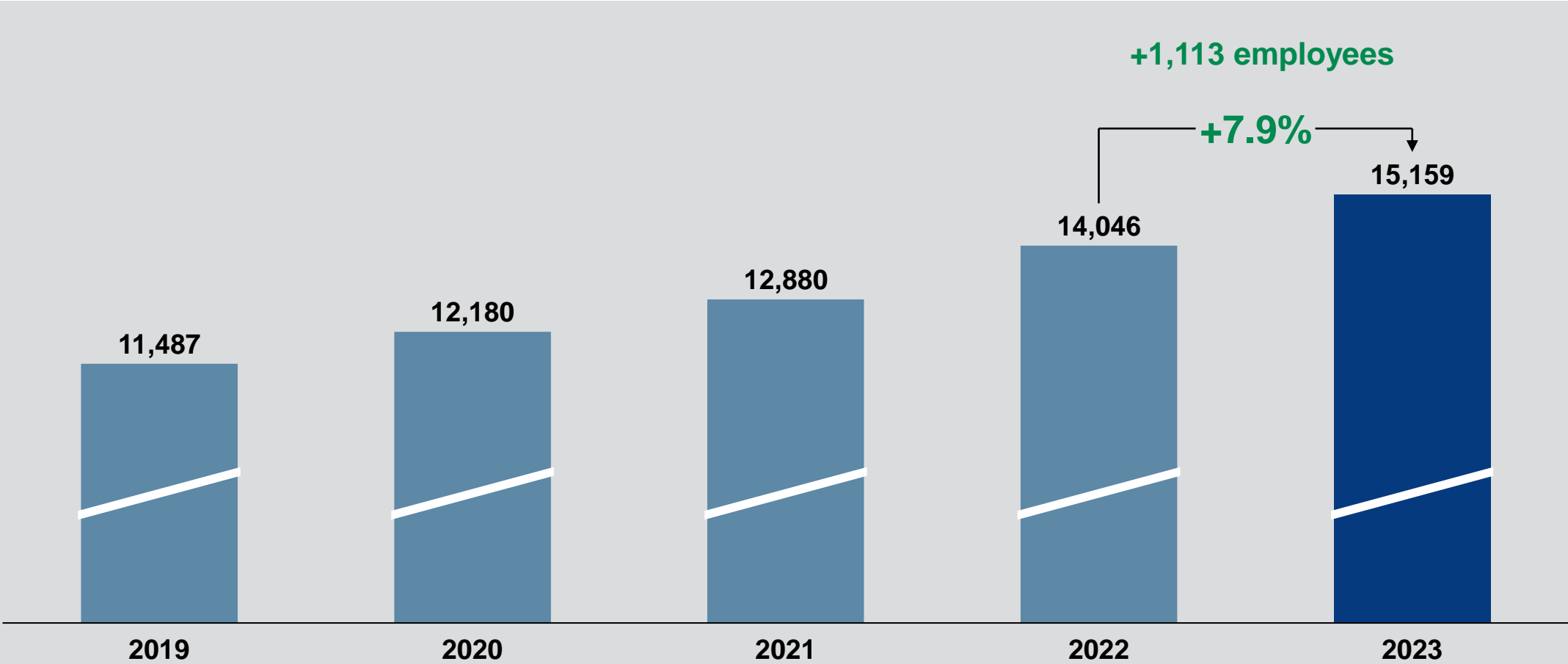


# Operative cashflow – At record level in 2023.



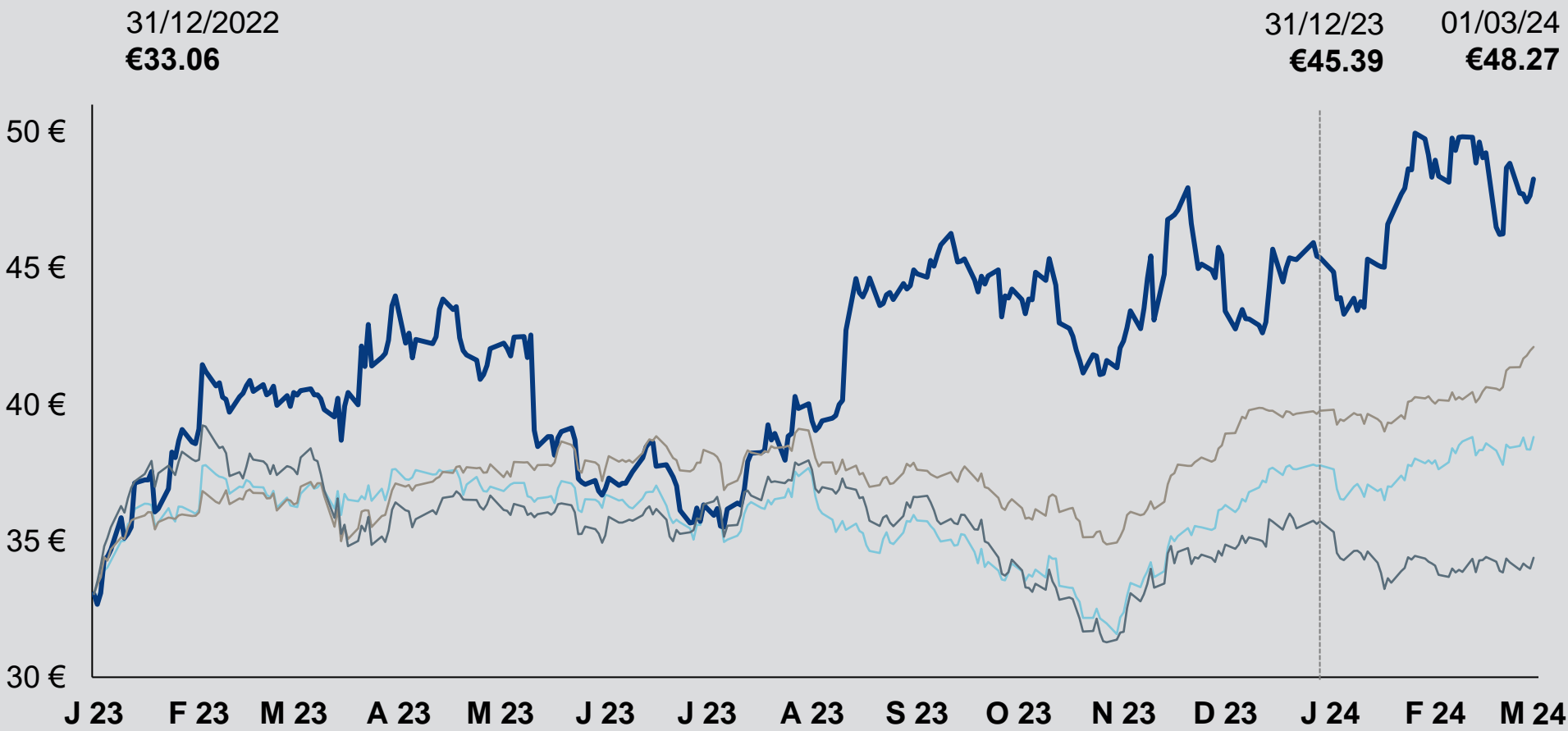


# Employees – Organic workforce expansion of 4.0%.



## 2 Share and dividend.

# Bechtle share – Clear outperformer.

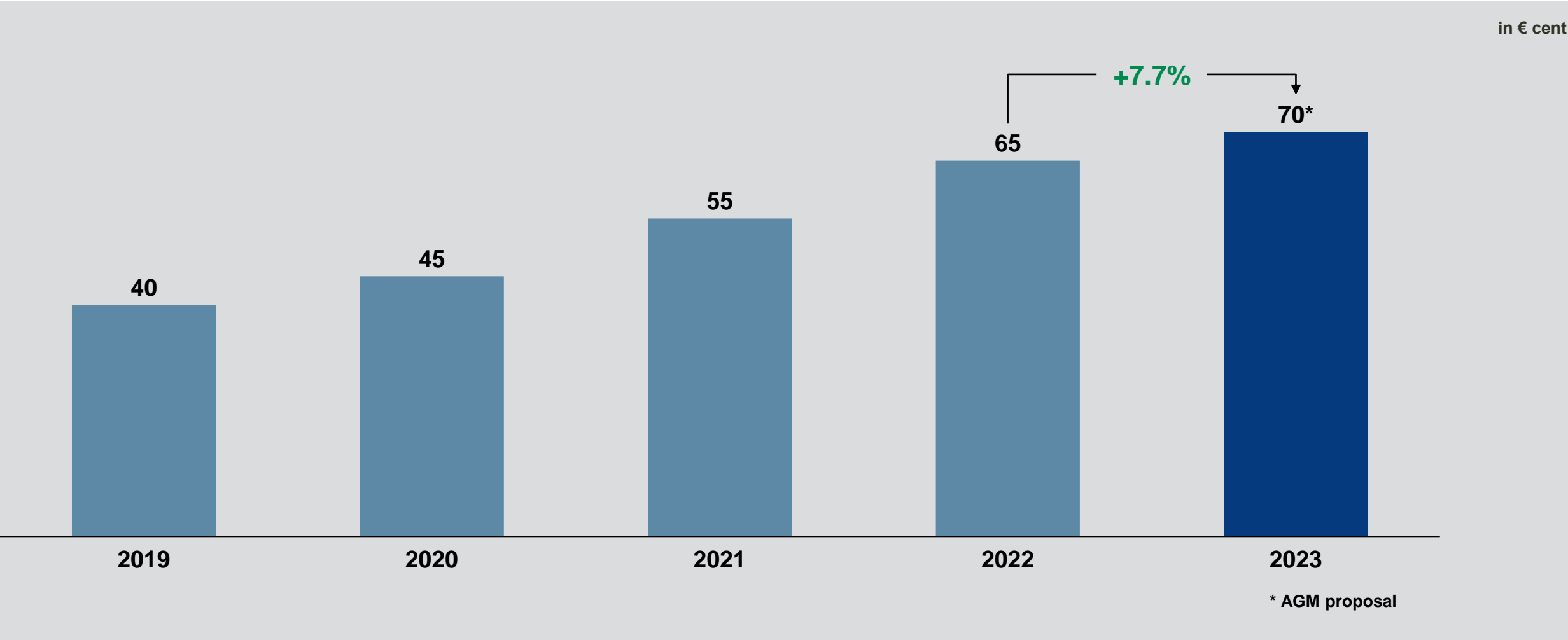


## Performance

Bechtle	+46.0%
DAX*	+27.4%
TecDAX*	+17.4%
MDAX*	+4.0%

\* indexed

# Dividend – Fourteenth increase in a row.



# 3 News and highlights.

1

**Bechtle acquires Apple Reseller in Spain.**

In iDoo Tech S.L., Bechtle has acquired a certified B2B Apple Reseller in Spain. Headquartered in Zaragoza, the company has branches in Madrid and Barcelona.



## 2 **Bechtle Supervisory Board appoints Konstantin Ebert and Antje Leminsky to Executive Board.**

Konstantin Ebert became COO IT E-commerce on 01 January 2024 while Antje Leminsky took up her post as COO for Logistics, Supply Chain & Partner Management, as well as Financial Services and Sustainability Management on 01 February.





3

### Bechtle awarded EcoVadis Gold status.

In the recent rating, for the first time, Bechtle has been awarded EcoVadis Gold status for its sustainability efforts, putting the company in the top 2 per cent of IT companies evaluated.



## 4 Bechtle moves into AI.

- 51 per cent share in Rostock-based AI company, Planet AI.
- Bechtle joins AI ecosystem, Ipai, in Heilbronn.
- 5,000 Bechtle employees across 14 countries using Copilot for Microsoft 365.

# 4 2024 outlook.

# Outlook – Optimistic despite challenging times.

## Context.

- Overall economic conditions remain challenging in the 2024 fiscal year.
- Above-average growth expected in the IT market. Individual markets and technologies (security, cloud, edge computing, AI) driving further growth.
- Gradual improvement in demand – on a broad base – expected in second half-year.
- Public Sector and Large Accounts at a consistently high level.
- Need for IT investment in the digital transformation remains high.
- Consistent continuation of our European M&A strategy.

## Objectives.

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

# Any questions?

All key figures and information can also be found at:  
[bechtle.com/reports](https://bechtle.com/reports) or in our [digital report](#)

