

# BECHTLE AG

## *FISCAL YEAR 2024.*

Welcome.

Frankfurt am Main, 14 March 2025

# Agenda.

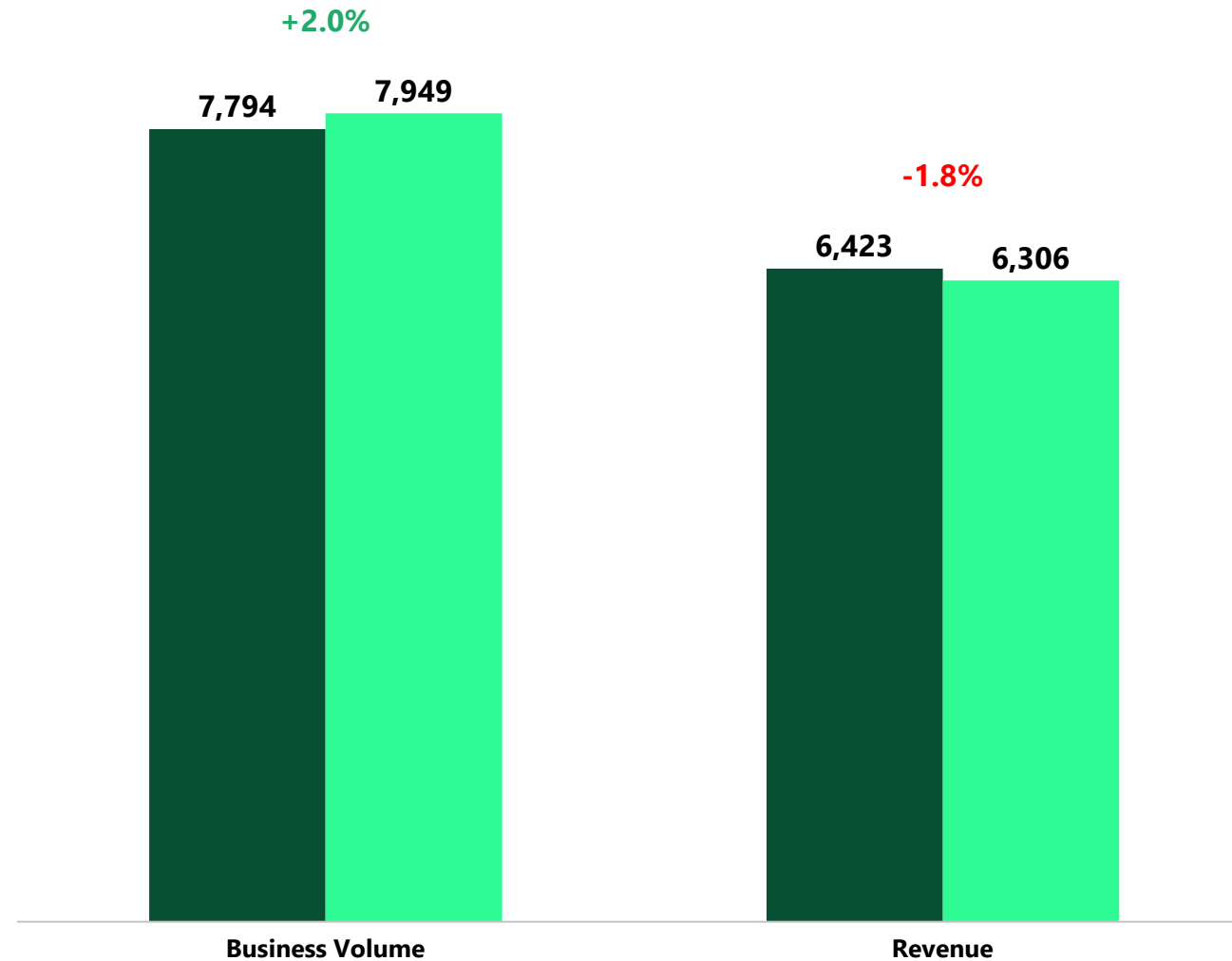
- 1. 2024 business development.**
- 2. Dividend.**
- 3. Latest news.**
- 4. 2025 outlook.**

***2024 business  
development.***

**1**

# ***Business volume and revenue.***

Topline more or less  
the same yoy.



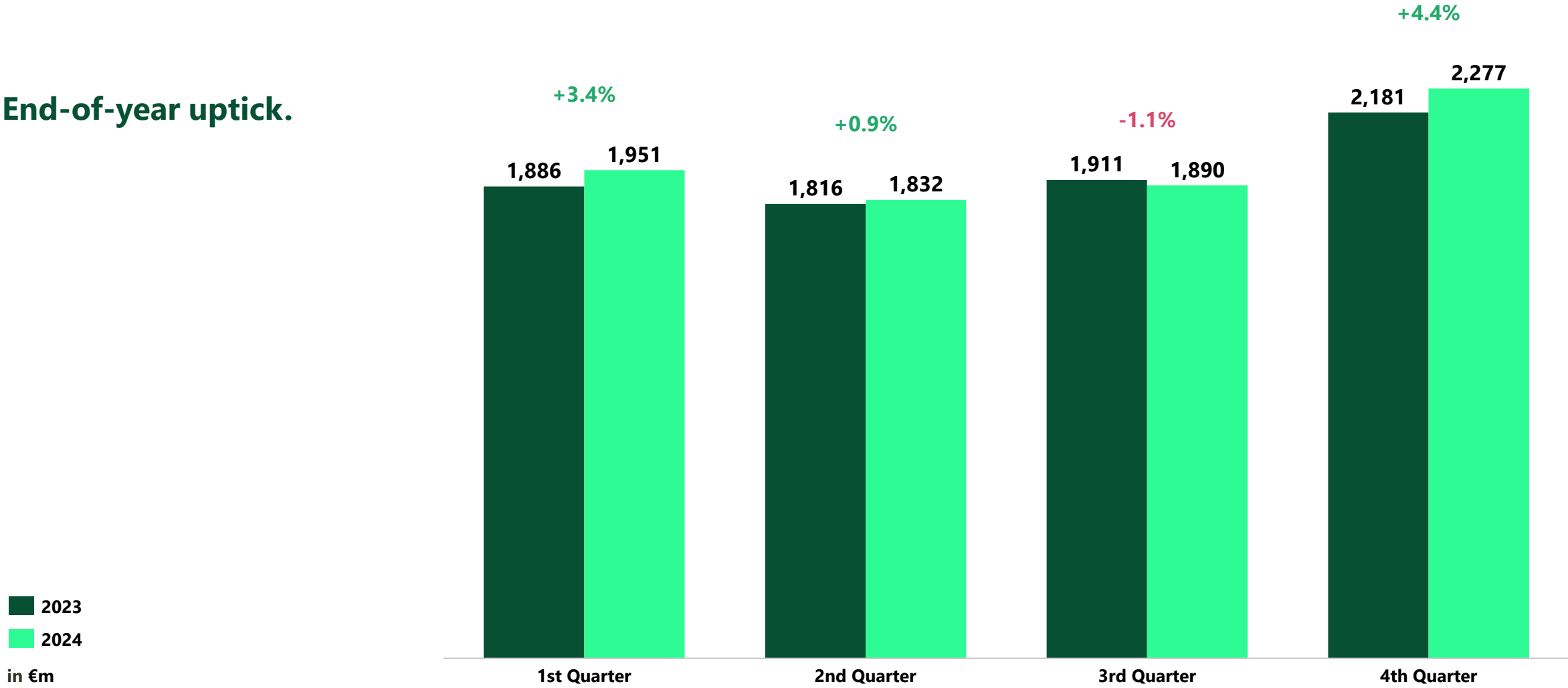
2023

2024

in €m

# Business volume.

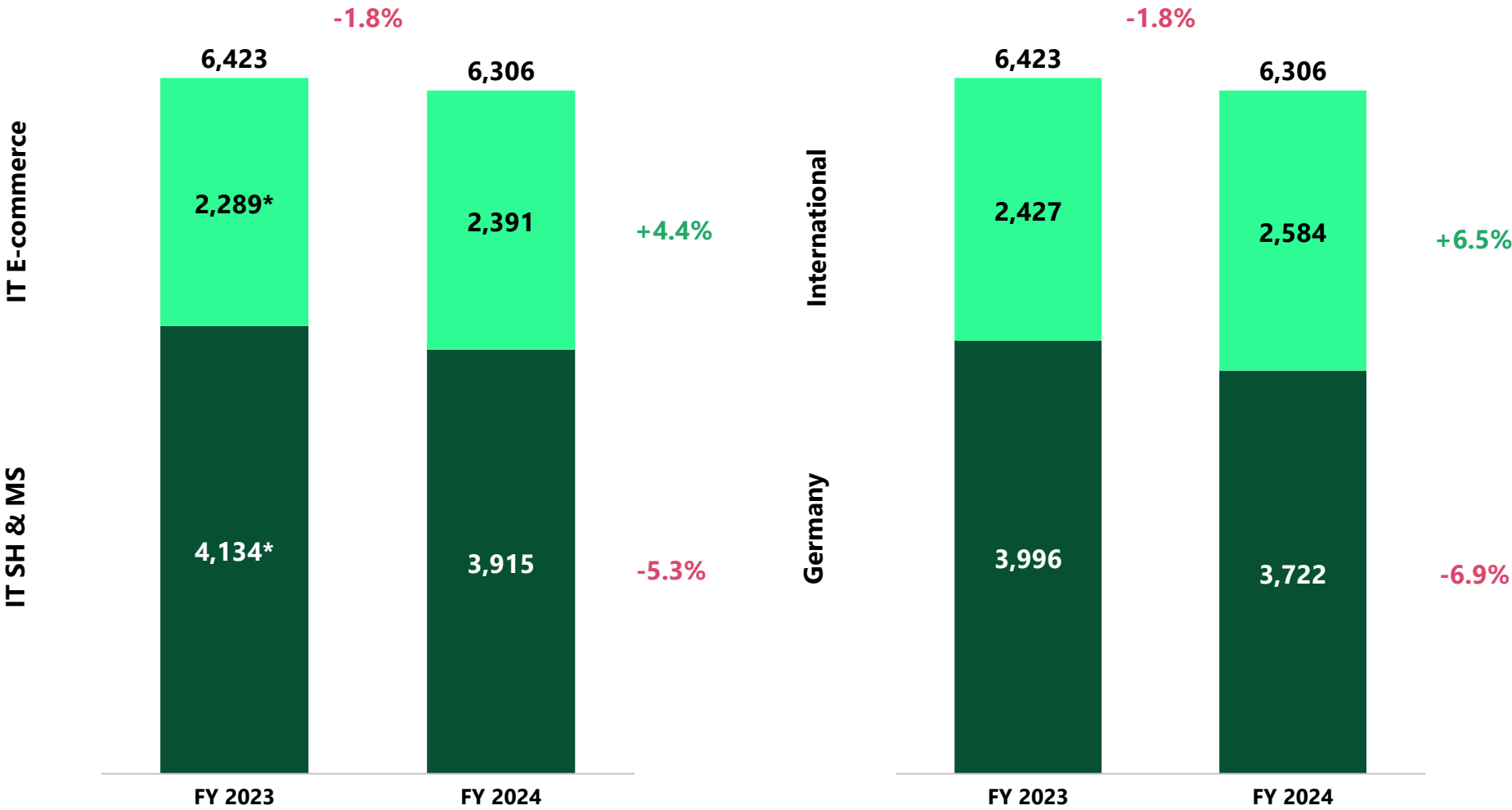
End-of-year uptick.



2023  
2024  
in €m

# Revenue.

Positive  
development  
internationally.

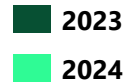


in €m

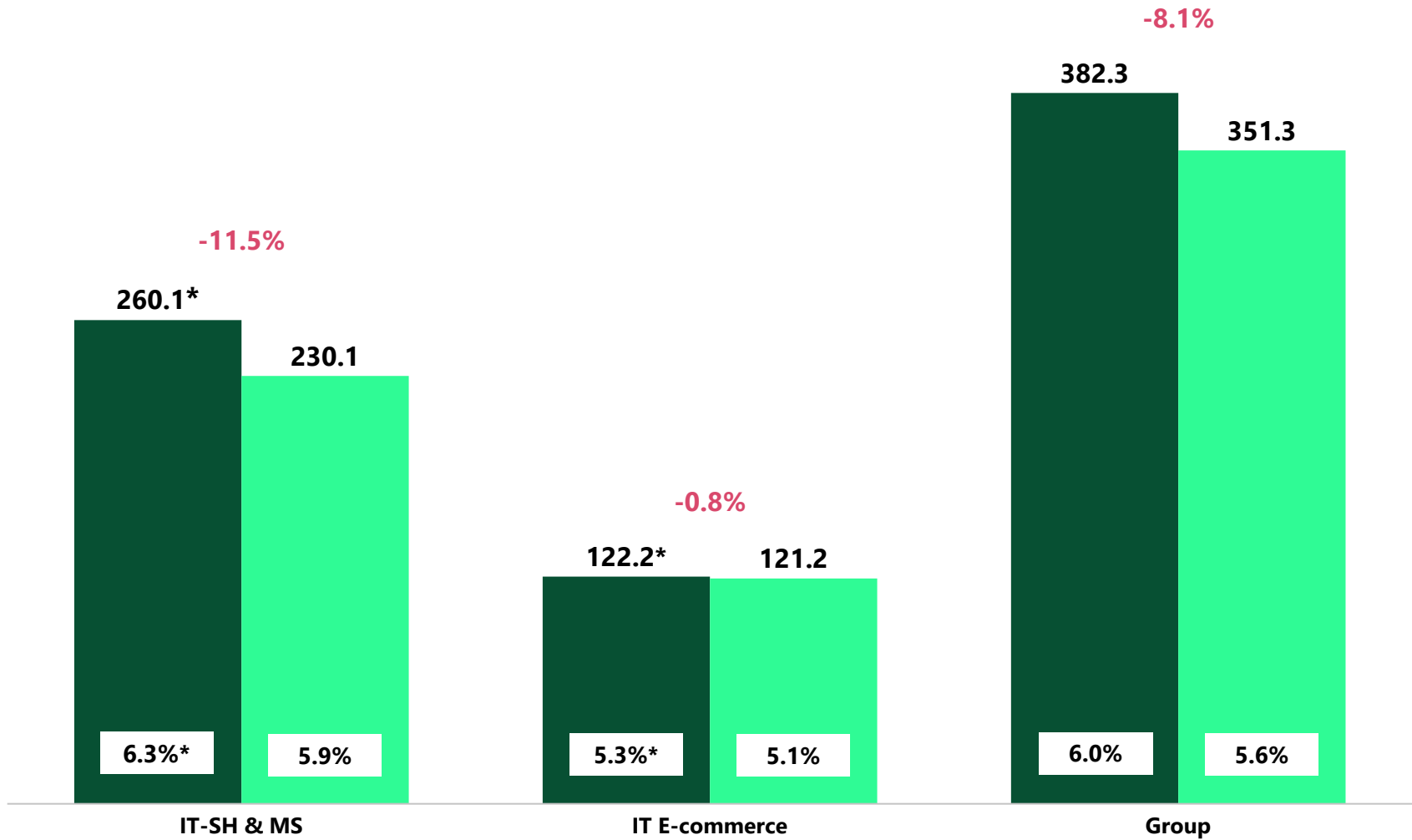
\*Adjusted to account for revised segment allocation

# EBIT.

Rise in gross margin not enough to compensate for increase in costs.



in €m

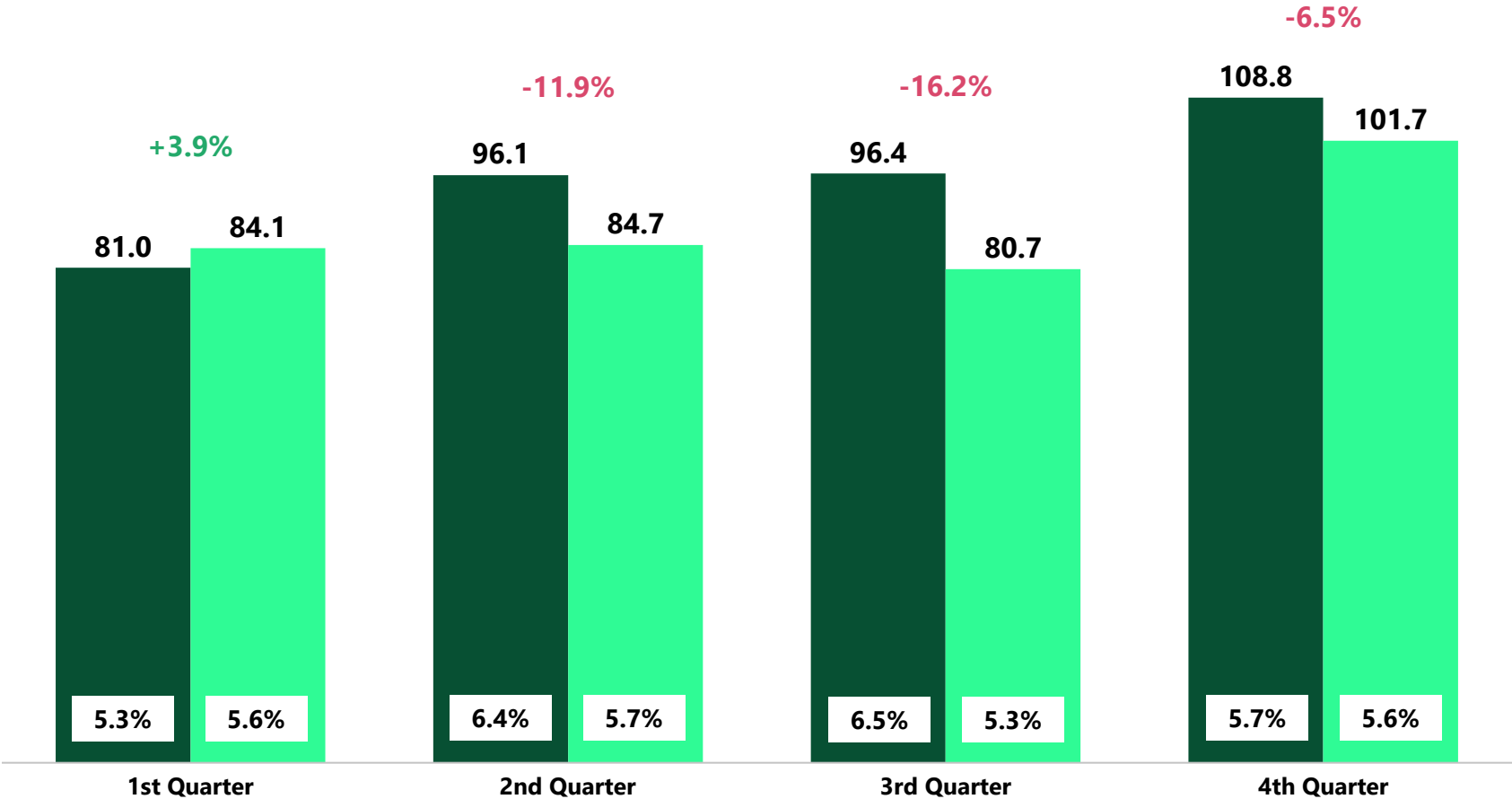


\* Adjusted to account for revised segment allocation

# EBIT.

Usual course of events turned on its head.

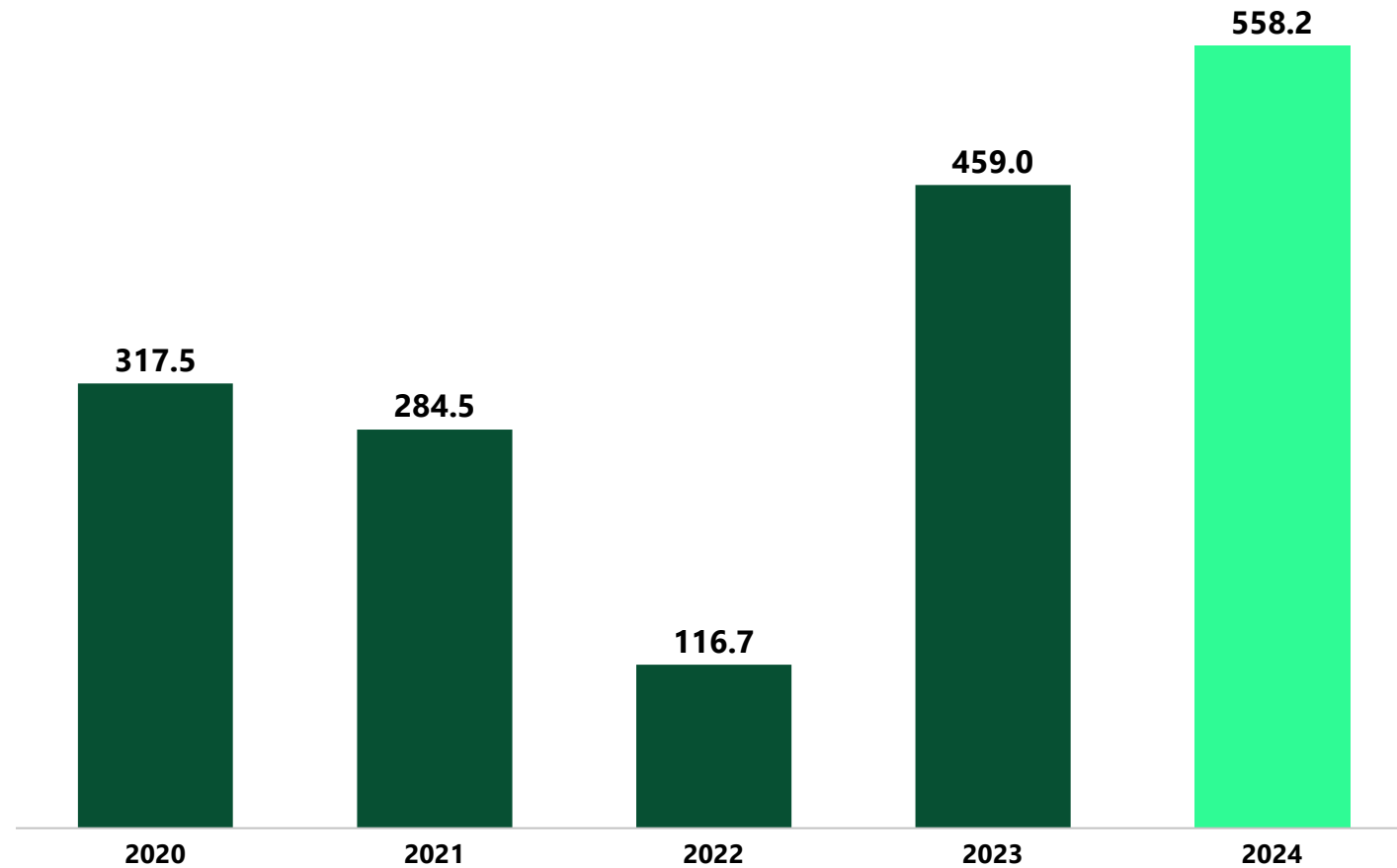
 2023  
 2024  
in €m





# *Operating cash flow.*

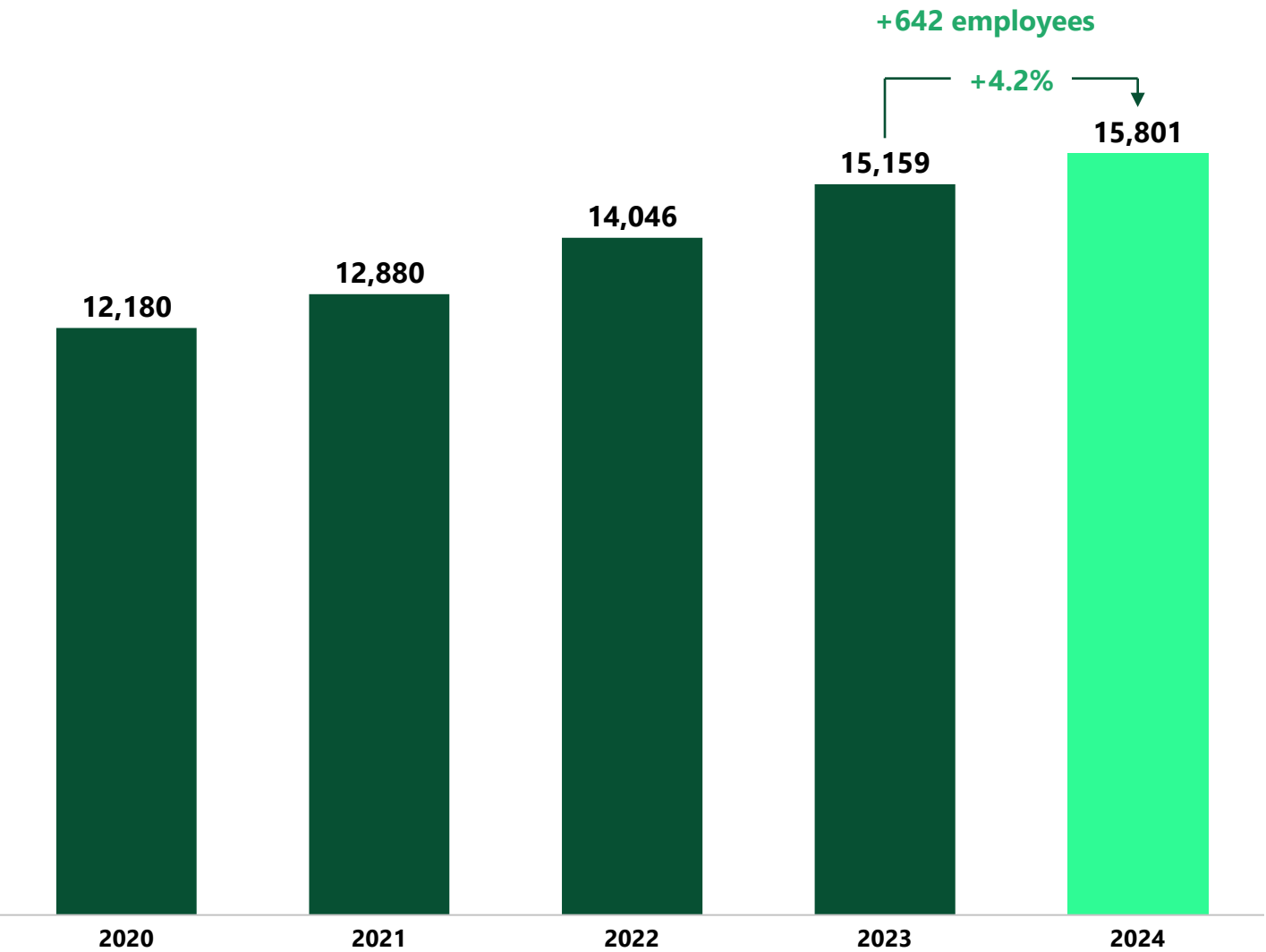
Active cash  
management pays  
off.



in €m

# Employees.

Organic headcount increase of just 1.7%.

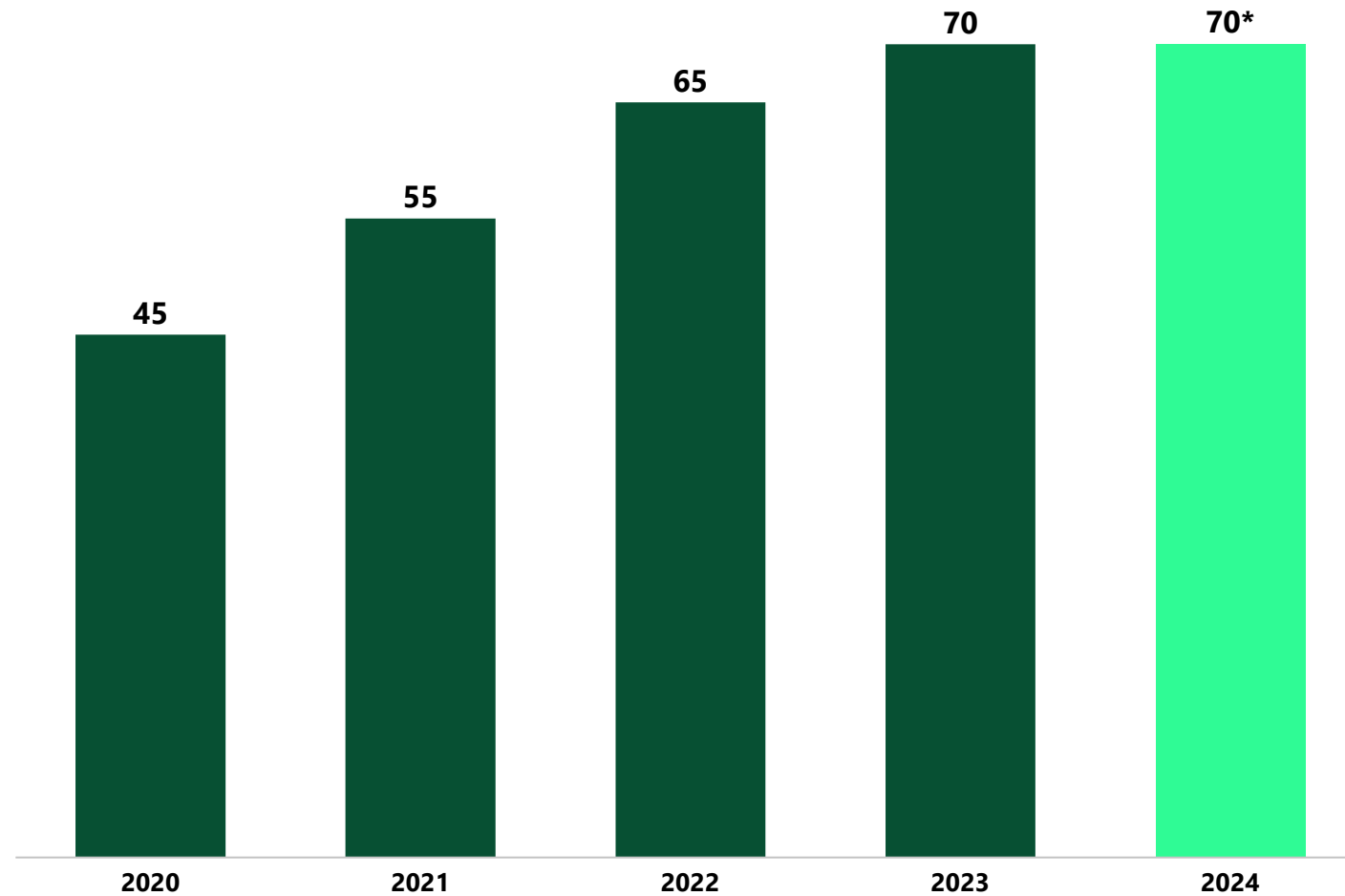


***Dividend.***

2

# ***Dividend.***

**Stable dividend  
underscores financial  
strength, stability  
and confidence.**



in € cent

\* AGM proposal

***Latest news.***

3

Multi-channel strategy

Bechtle has reorganised the Executive Board to reflect its **European multi-channel strategy**, consolidating responsibility for all sales channels within their respective country markets.

Christian Speck has taken on the new role of Vice President **Switzerland**.



Cloud

Bechtle has been awarded a framework contract for the provision of **public cloud services** for the procurement office of Germany's Federal Ministry of the Interior and Community (BMI).

Bechtle has once again won lots under the European OCRE tender, offering **cloud services for research and education** in 13 countries.



Latest news.

#### Scholarship programme

Founded in June 2024, the **Bechtle Stiftung** has launched its first scholarship programme, "female upgreat" designed to provide long-term support and sponsorship for girls and women in IT.





***2025 outlook.***

**4**



## Context.

Overall economic conditions remain very challenging in the 2025 fiscal year.

HOWEVER:

- The need to invest in IT remains high amid the **digital transformation** and various technological developments.
- **B2G business** may normalise only in the second half-year.
- The necessary switch to Windows 11 may **drive demand among SMEs**.
- The continuation of our European M&A strategy will **boost growth through acquisitions**, but at the same time we must invest in Bechtle's **future viability**.



## Objectives.

- **Uncertainty** is widespread and has been exacerbated as a result of the latest (geo)political developments, making a serious forecast nigh on impossible.
- Bechtle's economic development is closely tied to the overall health of the economy and especially our SME and B2G customers' **willingness to invest**.
- With that in mind, we are expanding our **forecast range** to cover a variety of possible scenarios, though it still reflects a somewhat optimistic view.

Business volume:	0% to +5%
Revenue:	-3% to +3%
EBT:	-5% to +5%

Any  
*questions?*