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

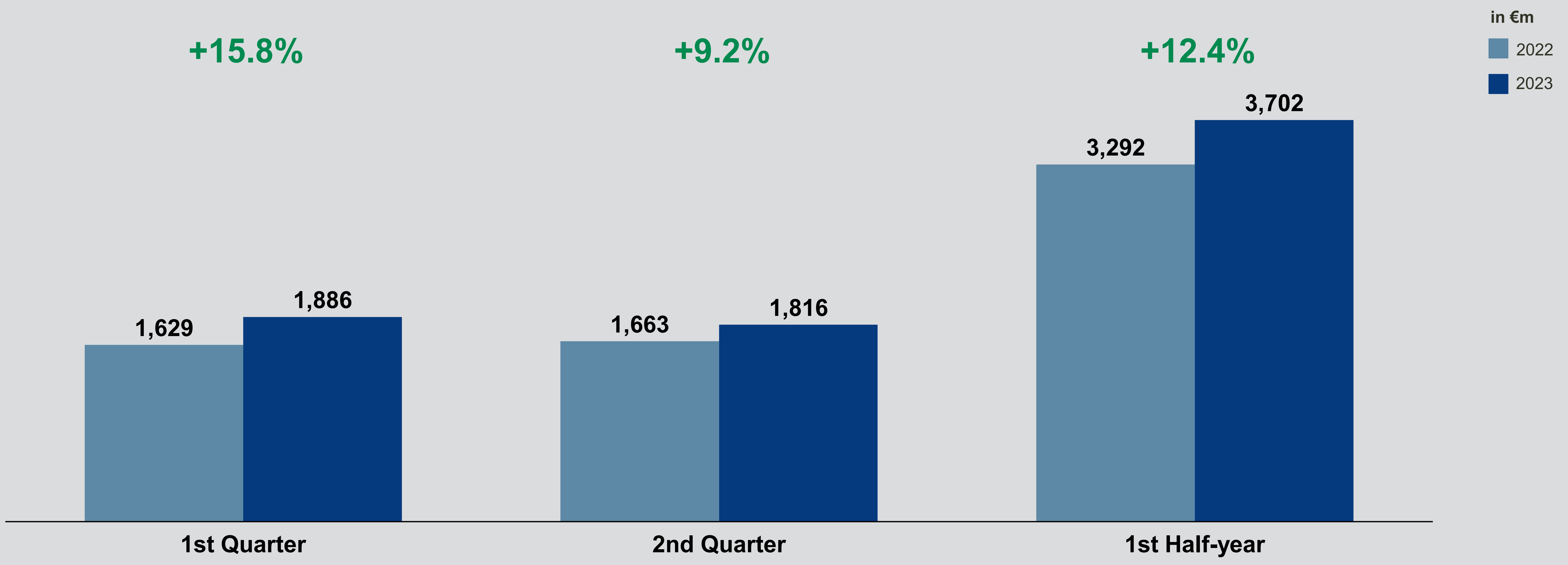
Welcome!

Neckarsulm | 11 August 2023 | Dr Thomas Olemotz

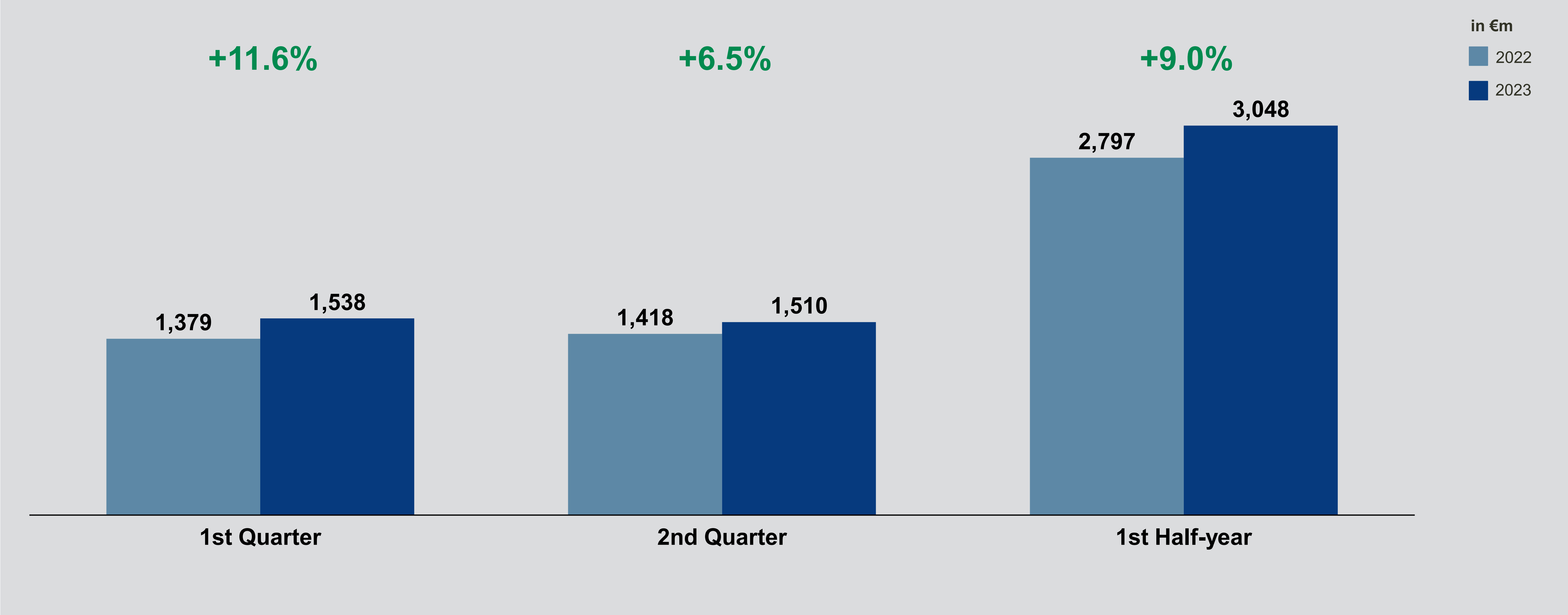
Contents.

1 Business development.

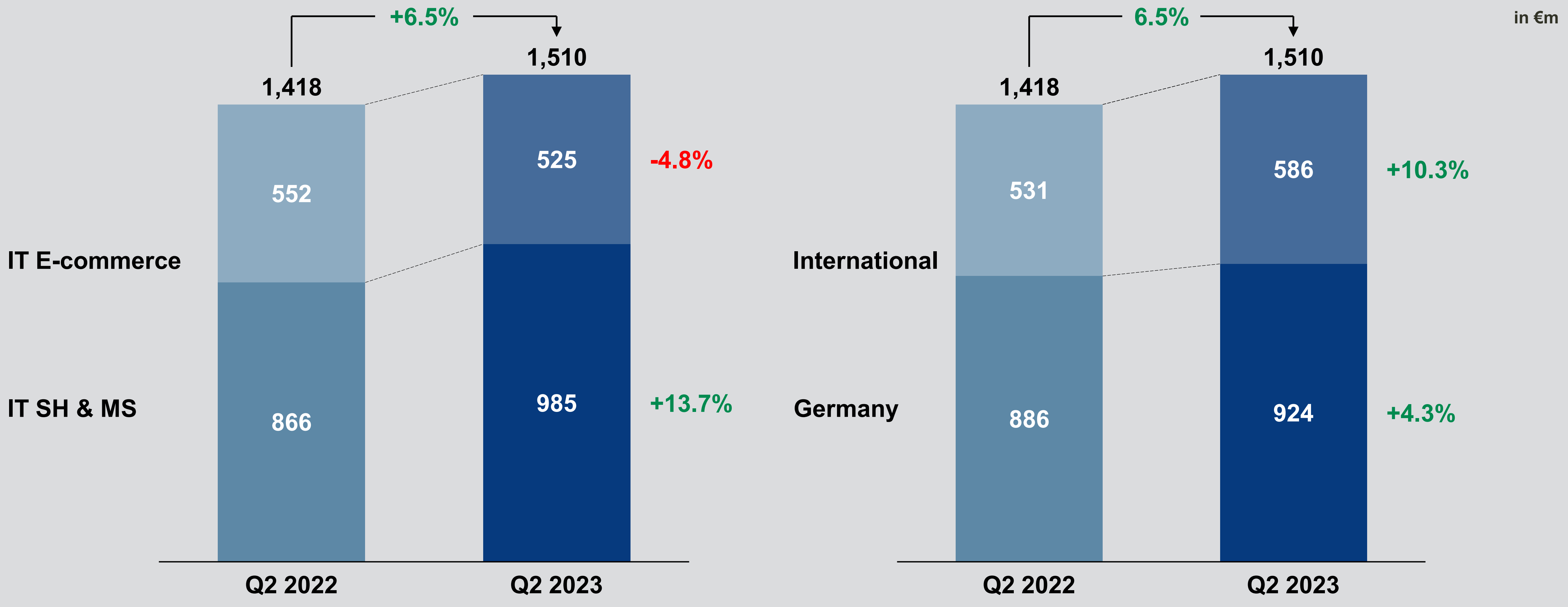
Business volume – Growth remains high.



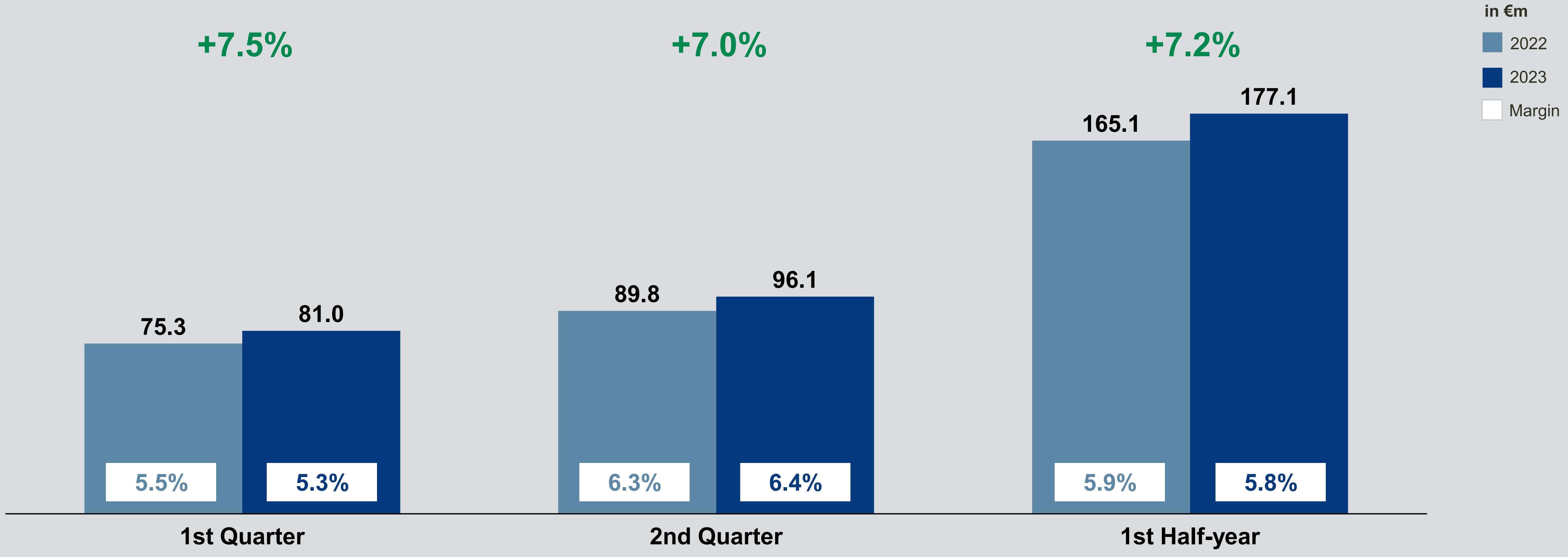
Revenue – 1st half-year up significantly yoy.



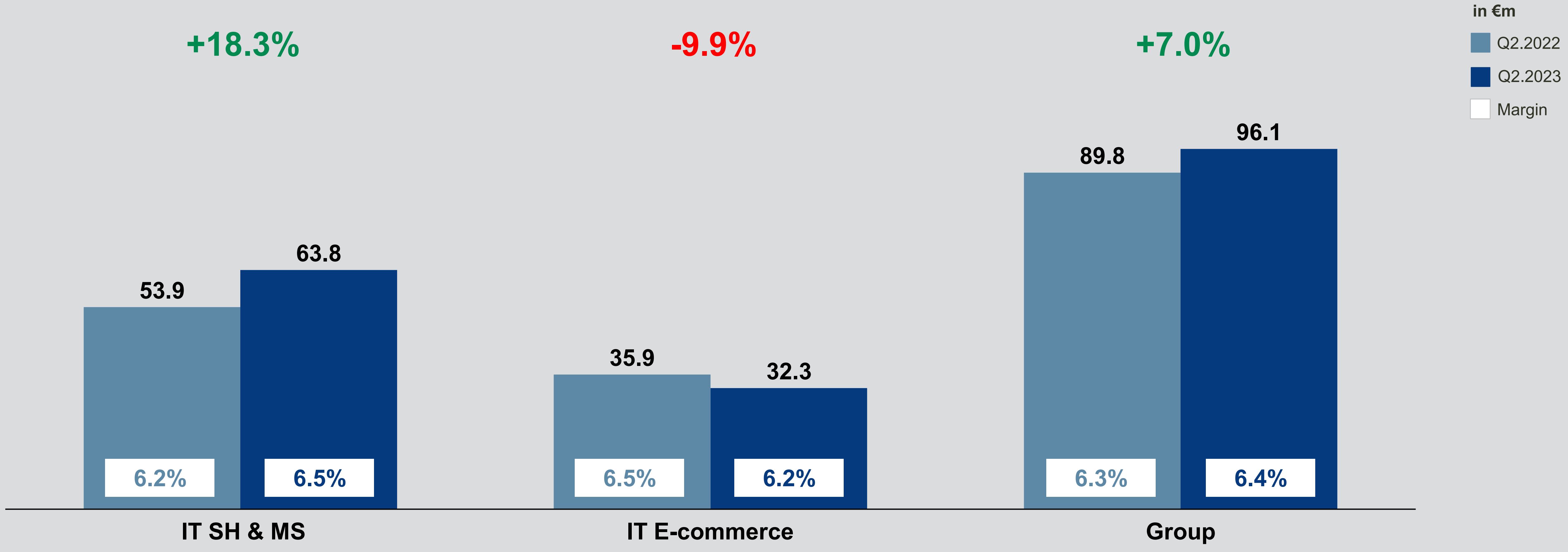
Revenue –
System House and Managed Services drives growth.



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

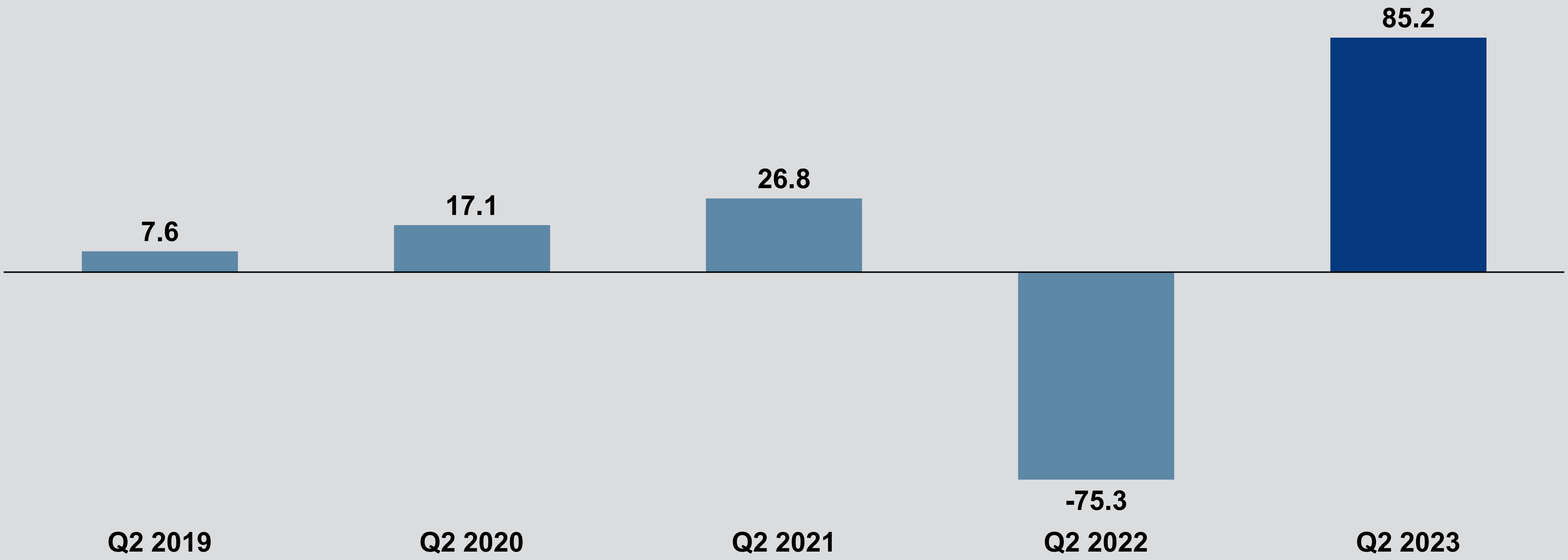


EBIT –
System House and Managed Services lifts yoy margin.

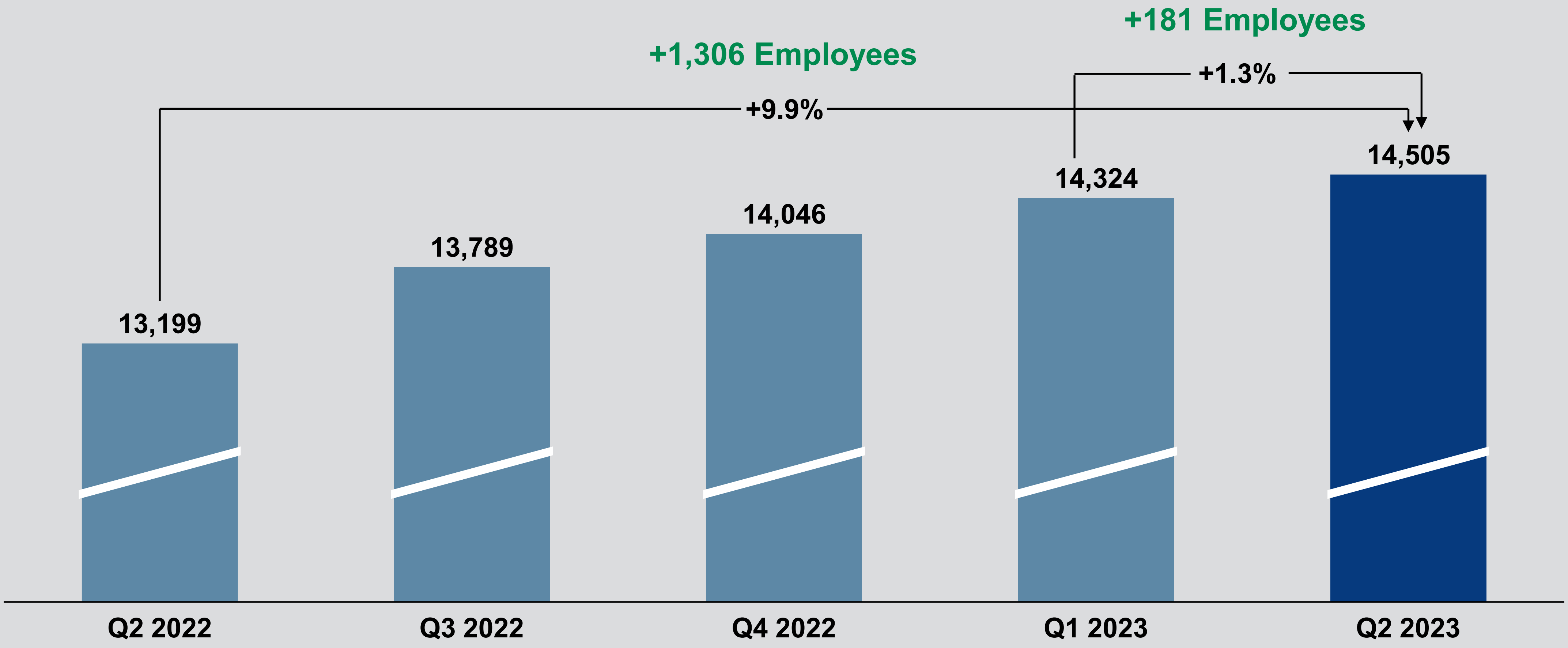


Operative cashflow –
Significant improvement in inventories and trade receivables.

in €m

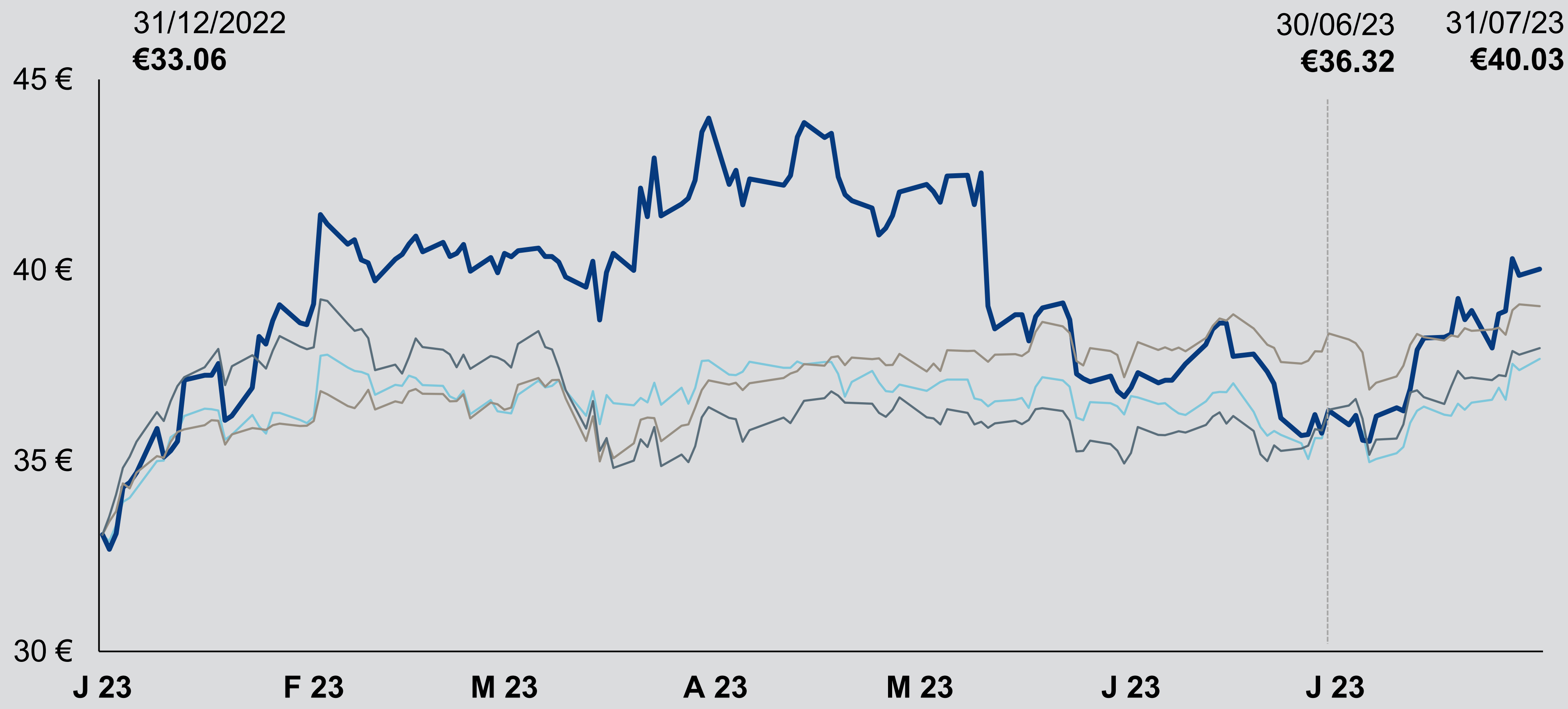


Employees –
Organic growth rather muted at 6.5%.



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.

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