

Bechtle AG – 1st Quarter 2022

Welcome.

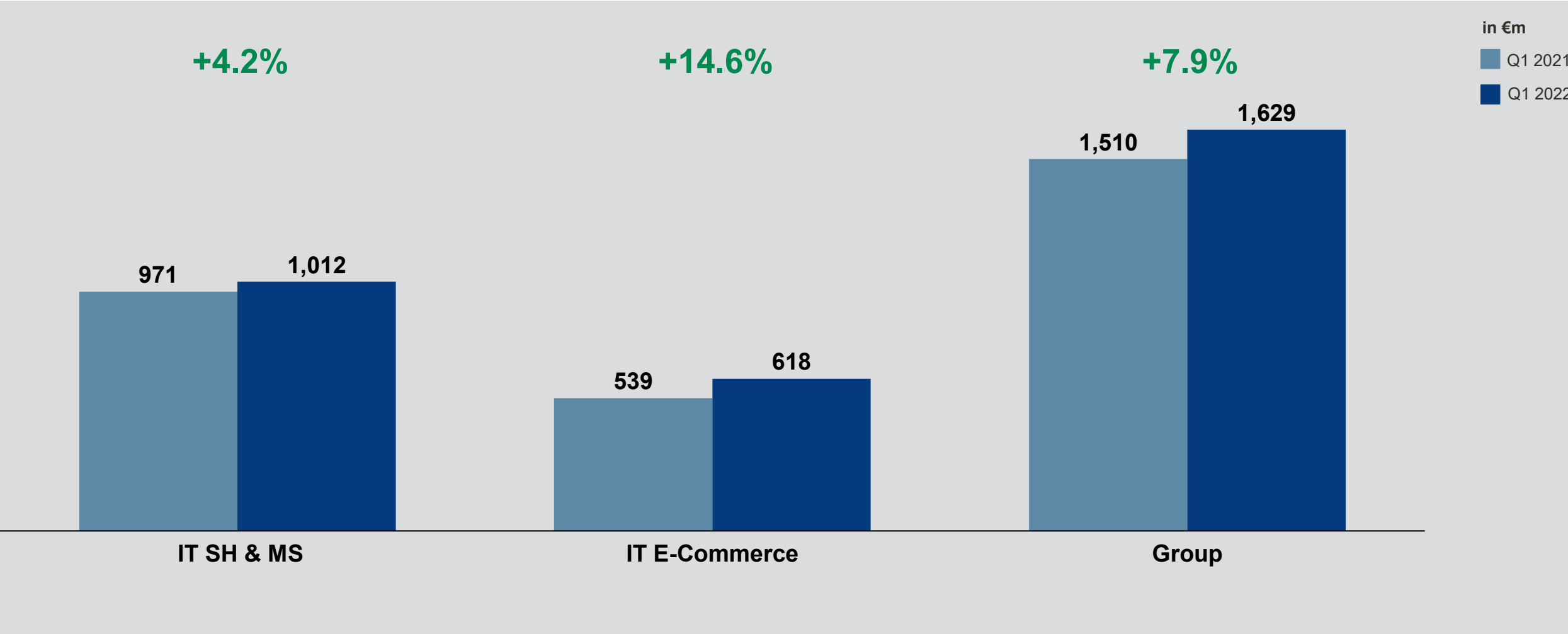
Neckarsulm | 12 May 2022 | Dr Thomas Olemotz

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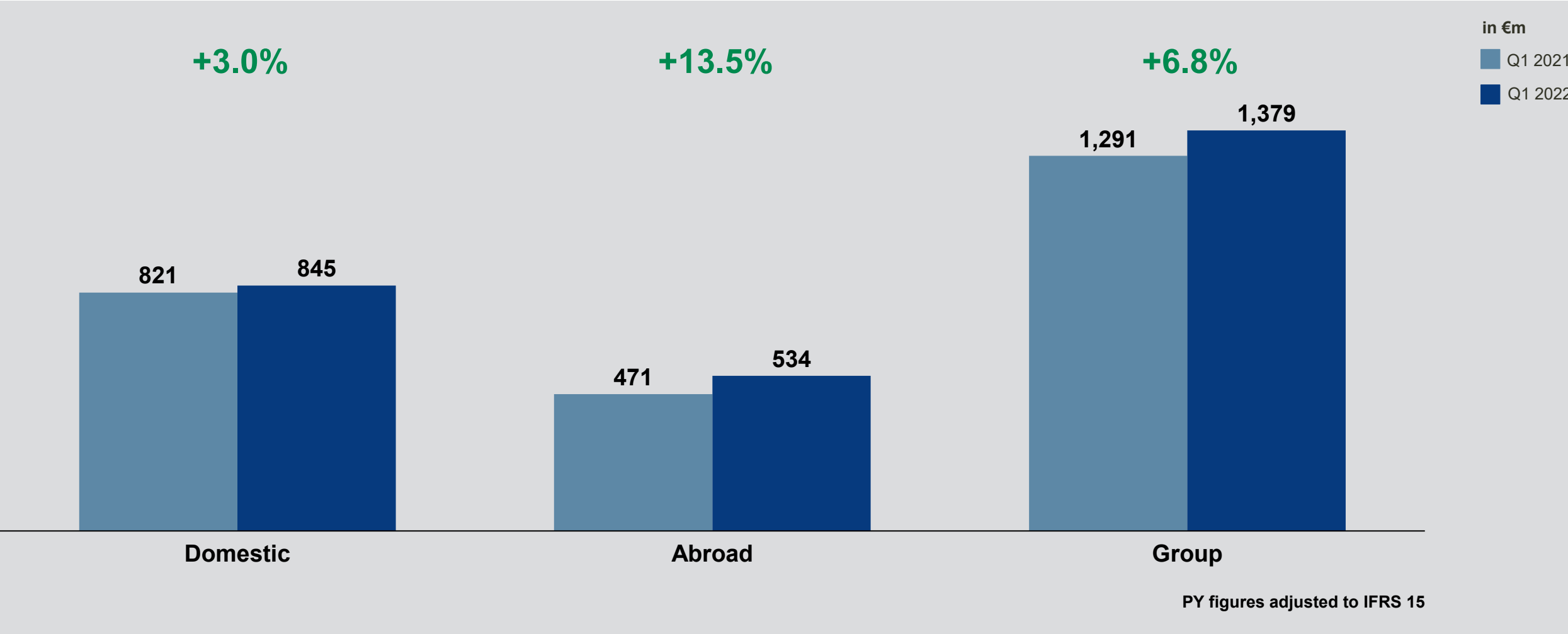
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1 Business development Q1 2022.

Business volume – Significant growth despite continuing difficult conditions.

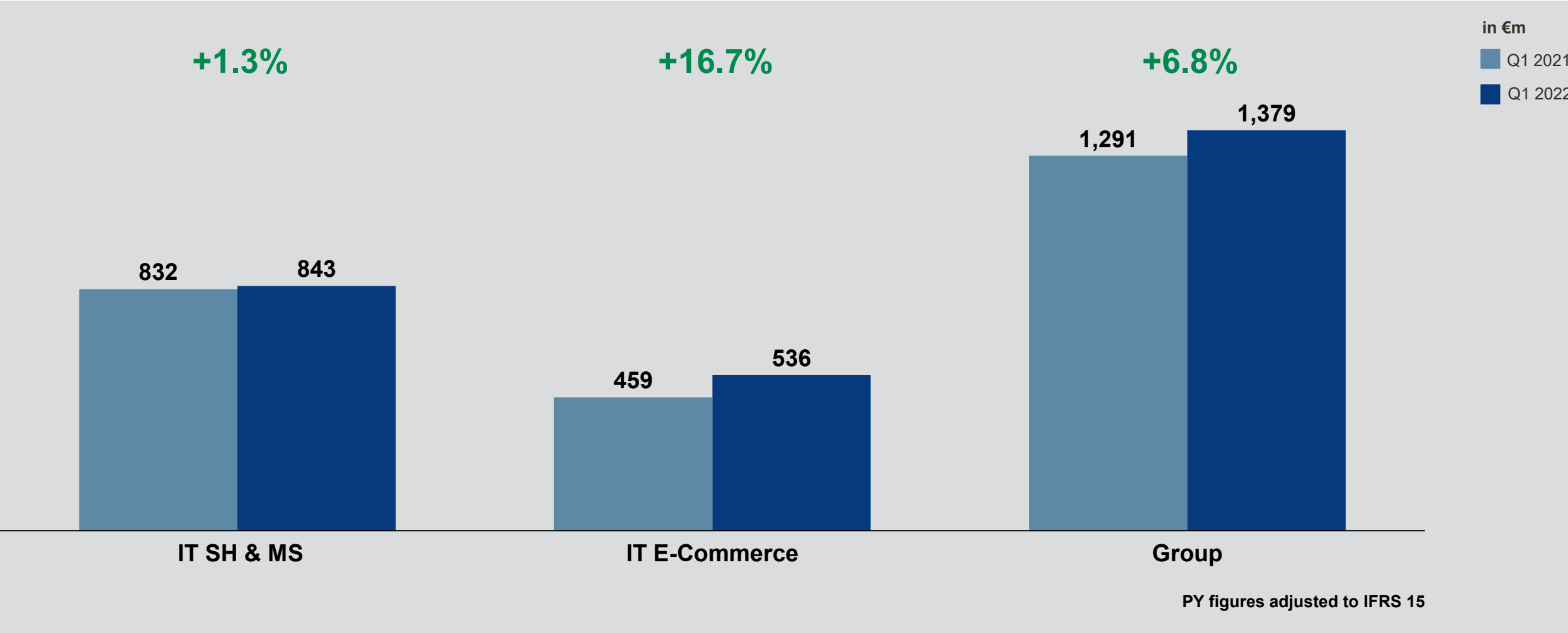


Revenue – Tracking the same positive trajectory as business volume.



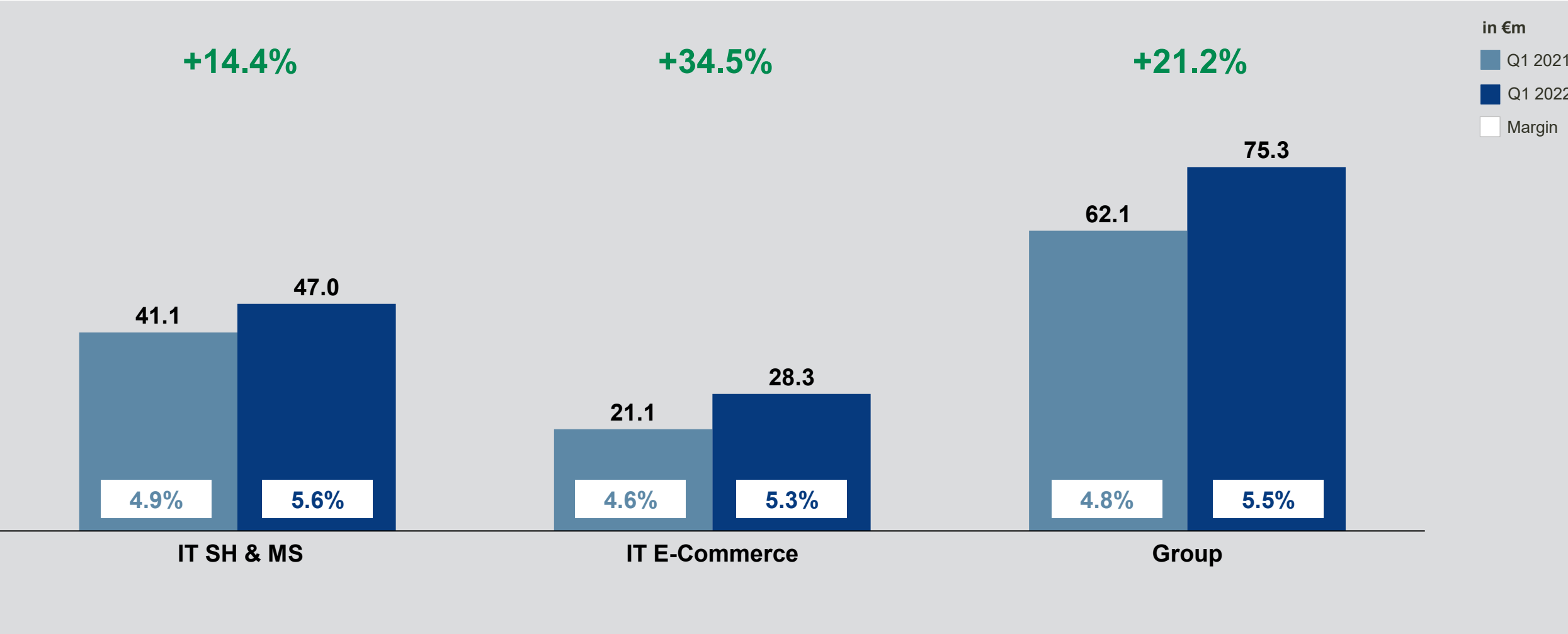
Revenue –

Uneven growth due to segments' varied nature.

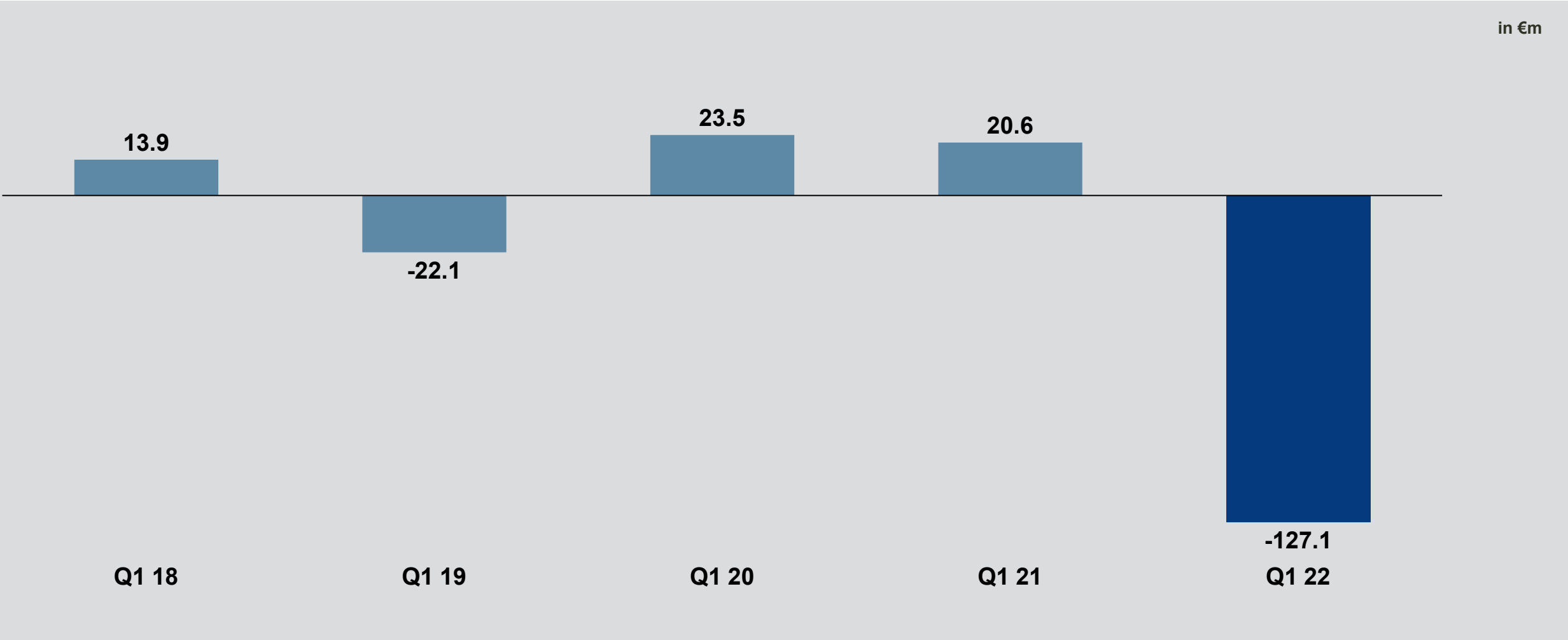


EBIT –

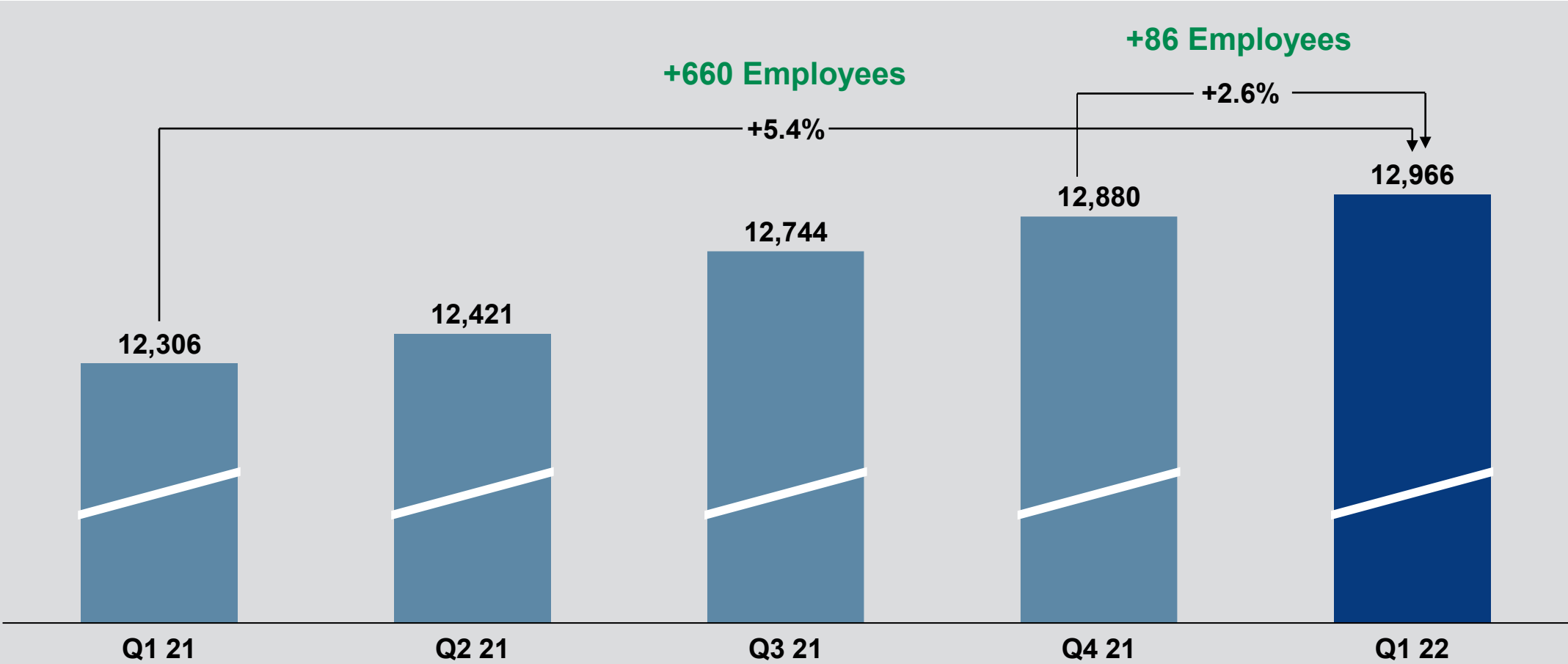
Dynamic of earnings development mirrors revenue growth.



Operative cashflow – Supply chain issues and high inventories impact cashflow.



Employees – Headcount continues to see only moderate growth.



2 The Bechtle share.

Bechtle share – Global markets under pressure. Tech sector particularly affected.



Performance (ytd)	
Bechtle	-32.2%
TecDAX*	-21.8%
MDAX*	-15.5%
DAX*	-12.0%

* indexed

3 Highlights.

1

John Malone joins ranks with Executive Vice Presidents.

The 48-year old Irishman has been Managing Director of Bechtle direct in Dublin since 2010 and IT E-Commerce Executive Vice President for Czech Republic, Hungary, Ireland, Italy, Poland and Portugal since March 2022.

2

Founding member, Connection, rejoins the GITA ranks.

The Global IT Alliance (GITA) has expanded its footprint in the USA with the IT service provider, Connection. The global network has thus grown to ten partners.

3

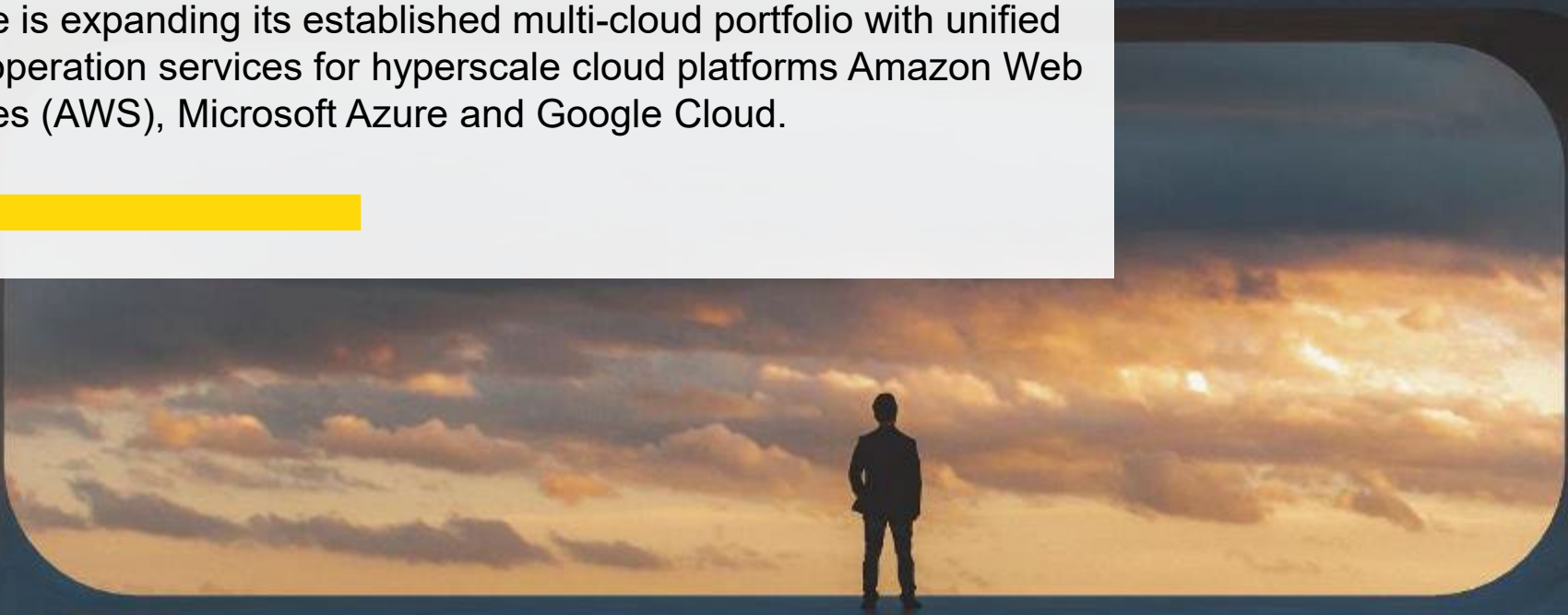
Bechtle anchor shareholder launches foundation.

Karin Schick announced the inception of a foundation named after her parents, Gerhard and Ilse Schick. The foundation secures a Bechtle AG anchor shareholder for the long term and is a tribute to the life's work of Bechtle co-founder Gerhard Schick.

4

Bechtle offers hyperscaler clouds as a managed service.

Bechtle is expanding its established multi-cloud portfolio with unified cloud operation services for hyperscale cloud platforms Amazon Web Services (AWS), Microsoft Azure and Google Cloud.



5

Bechtle acquires Dutch IT system house, PQR.

Bechtle further pursues its growth strategy on the European market and acquires the first IT system house outside DACH. Utrecht-based PQR was founded in 1990 and employs 170 staff.

4 2022 outlook.

Outlook – 2022 forecast remains optimistic.

Assumptions.

- Supply bottlenecks hampering our manufacturing partners will relax over the year.
- Our record business backlog will gradually translate to revenue.
- Customers persistently keen to invest in IT, producing new business leads.

Realistic objectives.

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

Any questions?

All key figures and information can also be found at:
bechtle.com/reports

