



BECHTLE AG

1st Quarter 2025.

Welcome!

Neckarsulm, 09 May 2025

Agenda.

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

Business development.

1

Business volume.

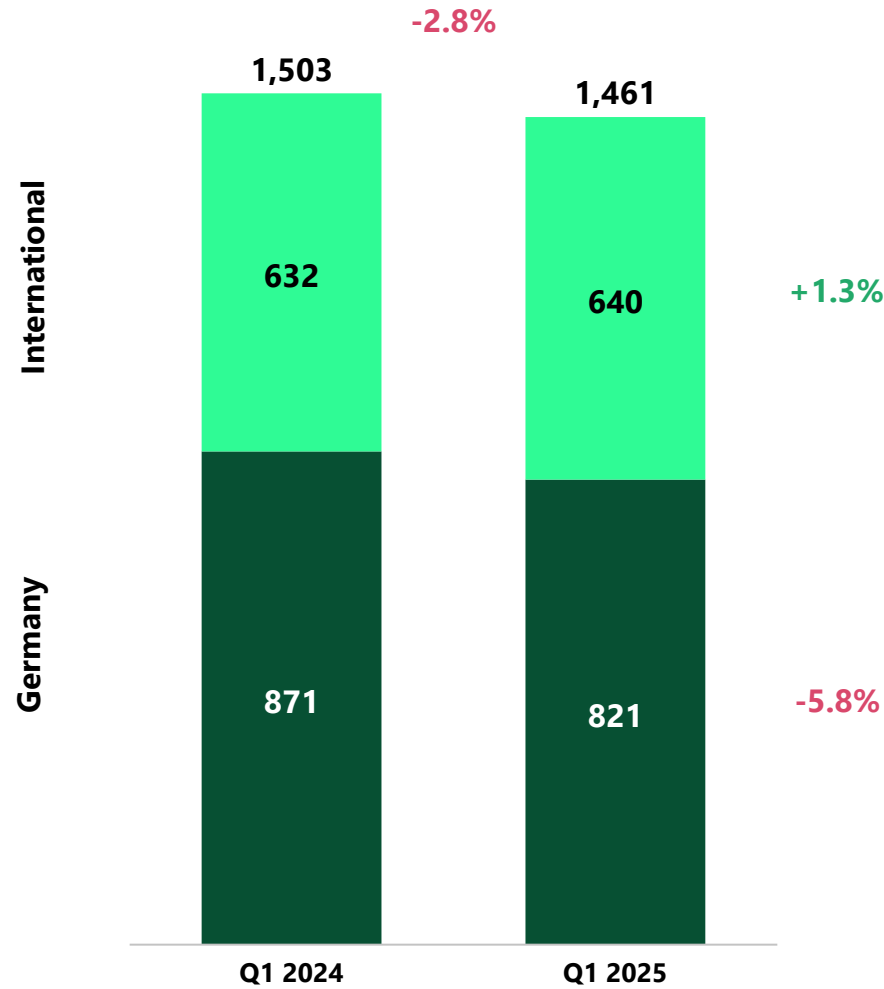
Organic development around -0.9%.



in €m

Revenue.

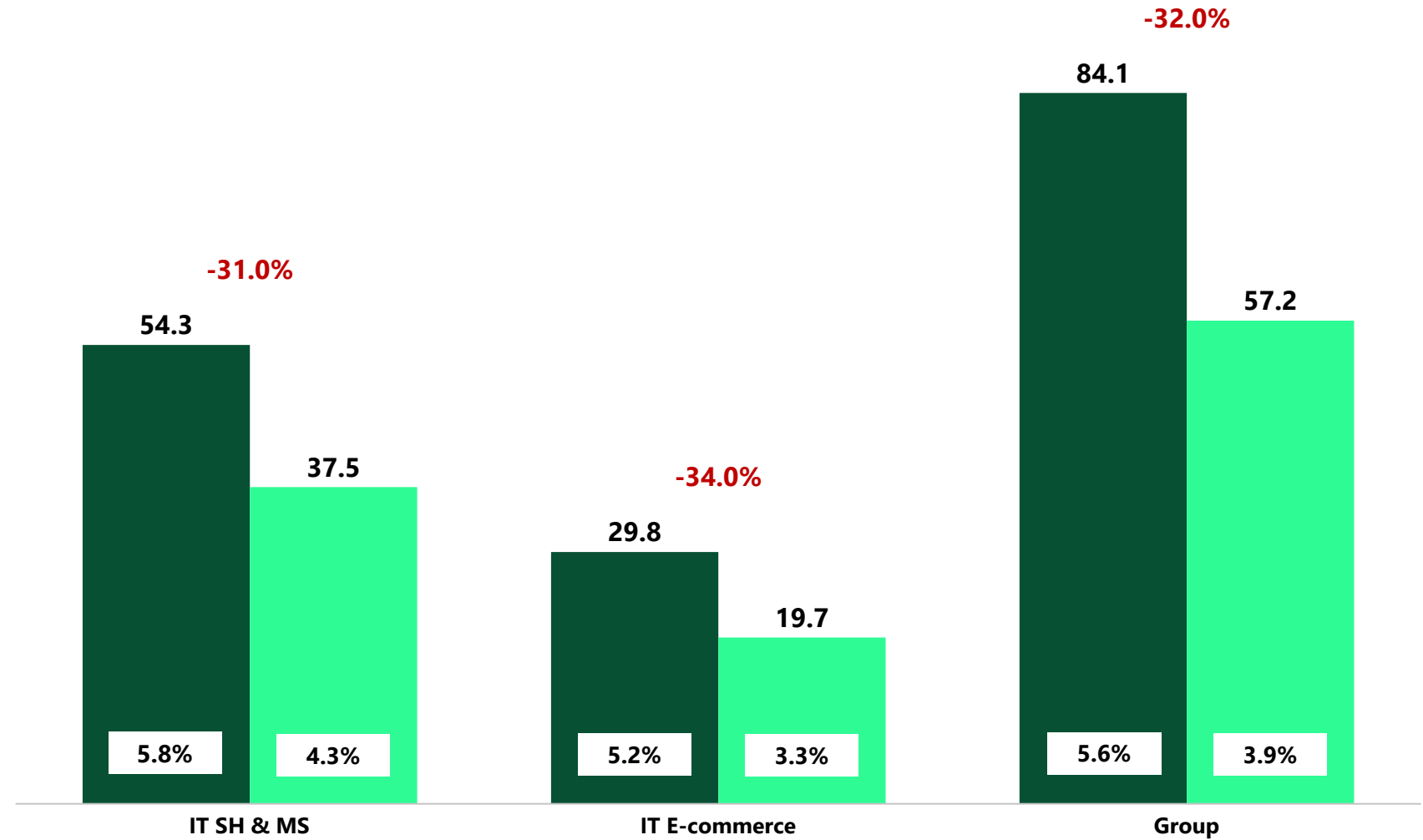
Revenue down due to higher share of software (IFRS 15).



in €m

EBIT.

Higher personnel costs,
lower rebates and a rise
in depreciation
impacting earnings.



■ Q1 2024

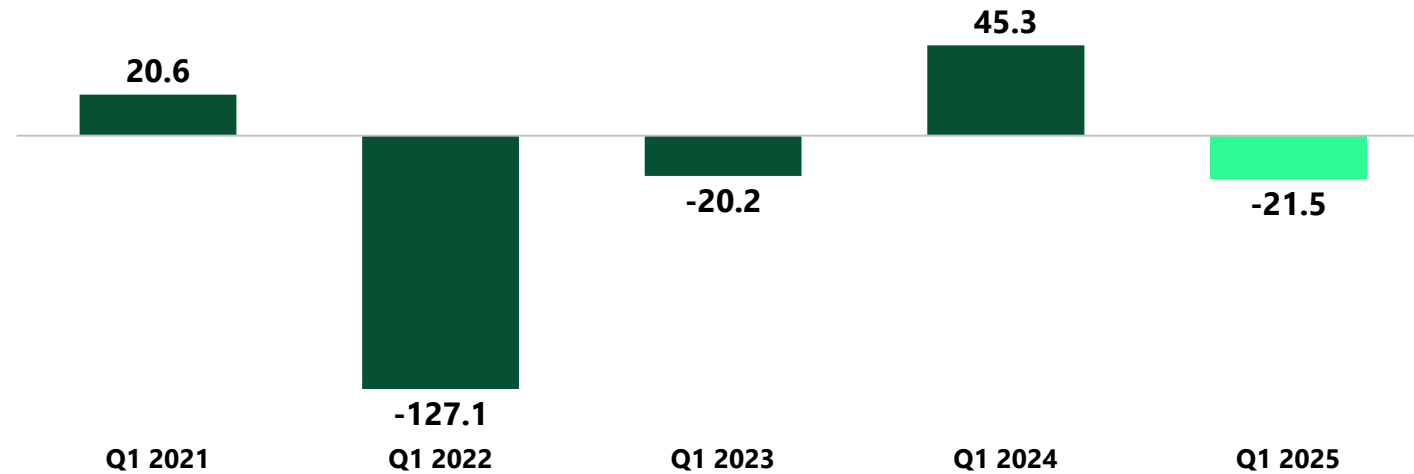
■ Q1 2025

□ Margin

in €m

Operating cash flow.

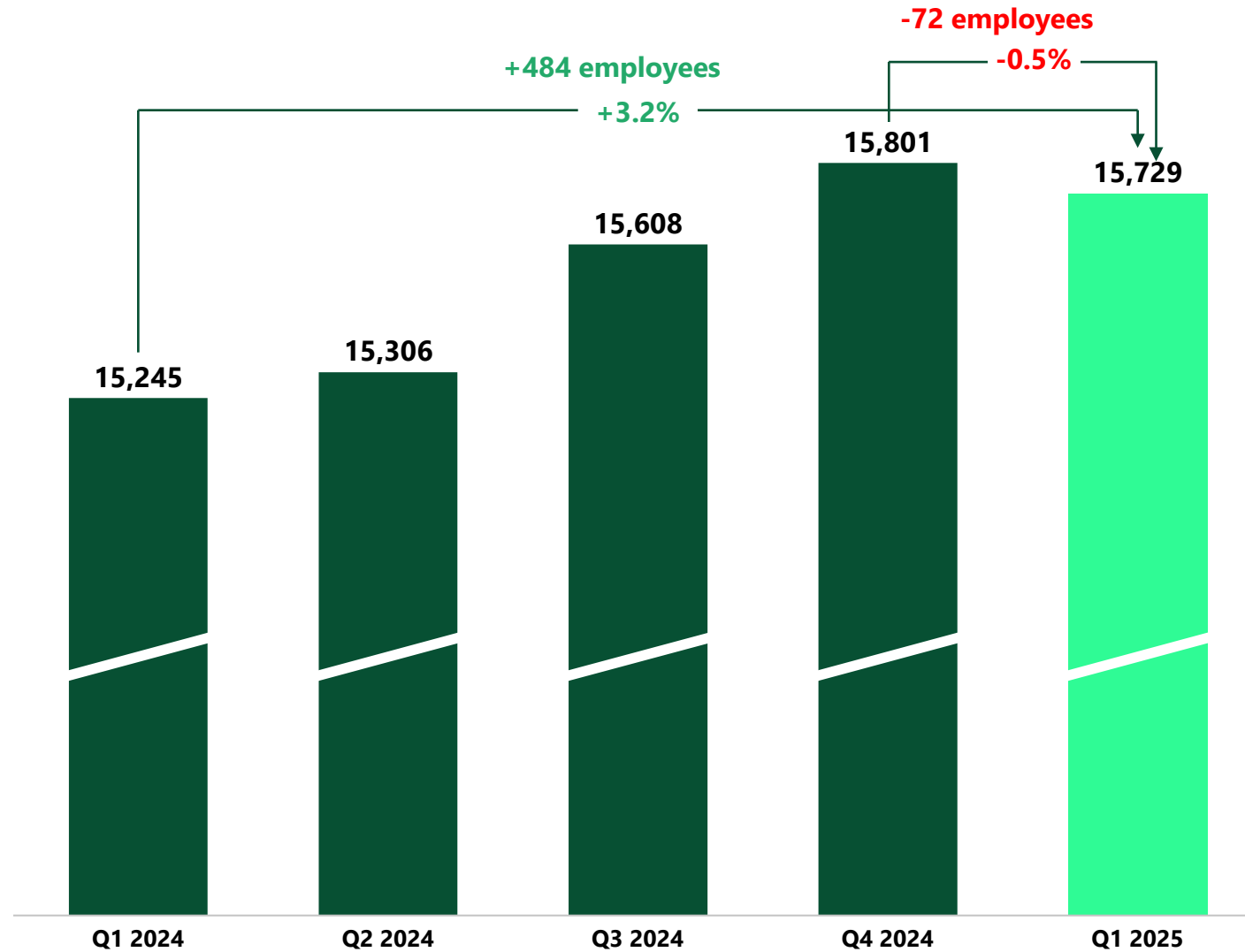
Cash flow typical for the season and in line with long-term average.



in €m

Employees.

Organic increase of 0.7 % year-on-year.



Latest news.

2



Hannover Messe

More than 2,000 guests visited the Bechtle stand at the Hannover Messe—the world’s leading industry development fair—to discover more about cloud computing, artificial intelligence, product lifecycle management (PLM), the Internet of Things (IoT), networking, security and 3D printing.

IT security

Germany's Federal Ministry of the Interior and Community (BMI) and Bechtle have concluded a framework agreement for the supply of IT security products along with associated services and training. The contract has a total volume of €216 m and runs for five years, with the option of a two-year extension.



Stronger cyber resilience for the federal administration.

**Bechtle wins
framework agreement
for IT security products
from Trend Micro.**

Outlook.

3

Forecast 2025.



Context.

Overall economic conditions remain challenging.

HOWEVER:

- The need to invest in IT remains high amid the **digital transformation** and various technological developments.
- **Public-sector business** should normalise 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 we must continue to invest in Bechtle’s **future viability**.



Objectives.

- **Uncertainty** is widespread and has been exacerbated as a result of (geo)political developments (tariffs).
- Bechtle’s economic development is closely tied to the overall health of the economy and especially our customers’ **willingness to invest**.
- With a new government successfully formed, our public-sector customers are already slightly **more willing to invest**. We expect to see a greater impact in the second half year.
- We therefore confirm our **forecast**.

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

Any
questions?