

Bechtle AG

2nd Quarter and 1st Half-year 2021

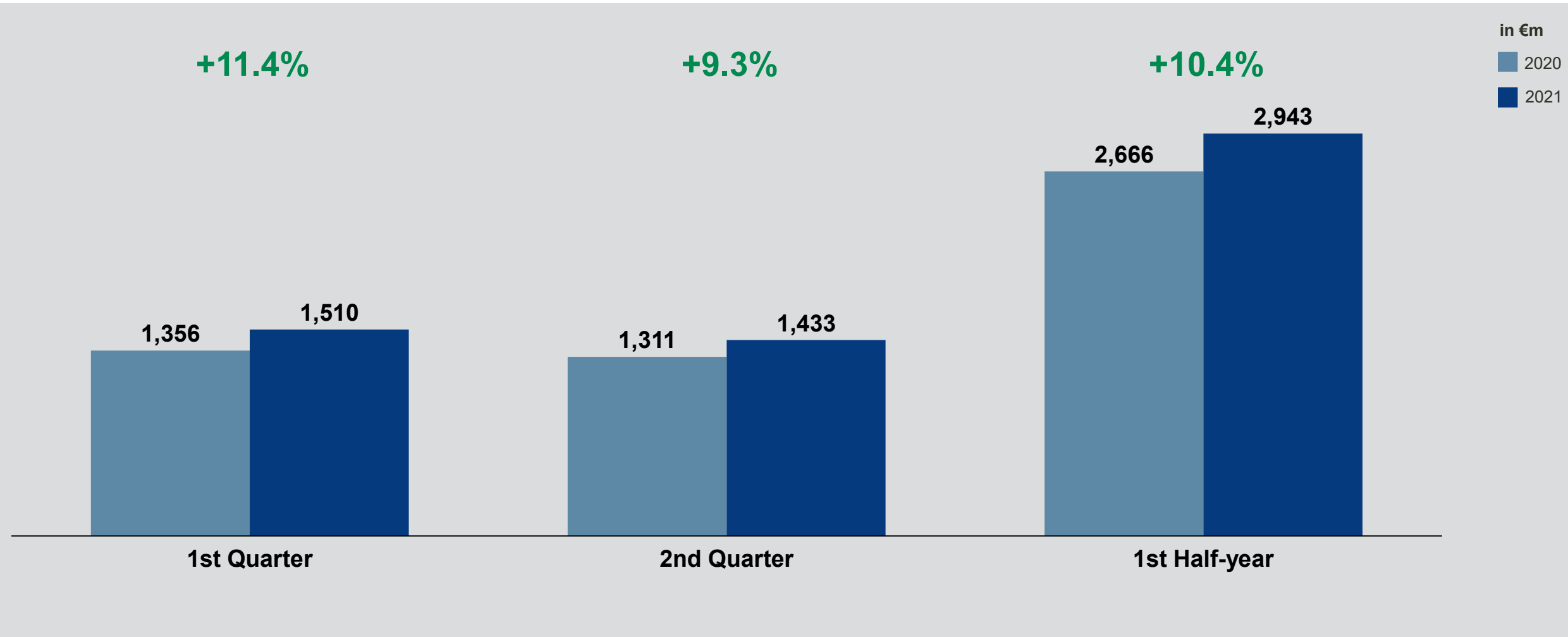
Welcome
Neckarsulm | 12 August 2021 | Dr°Thomas Olemotz

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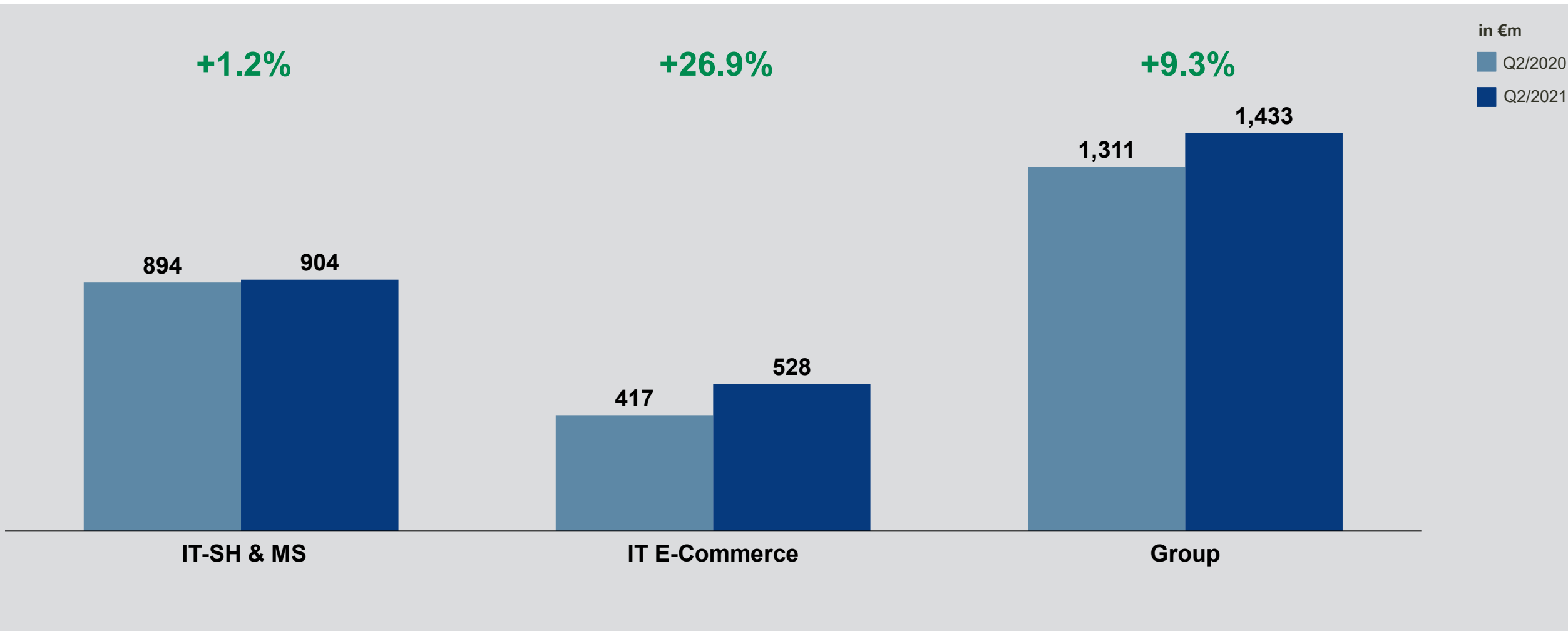
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1 Business development.

Revenue – Growth maintains high level.

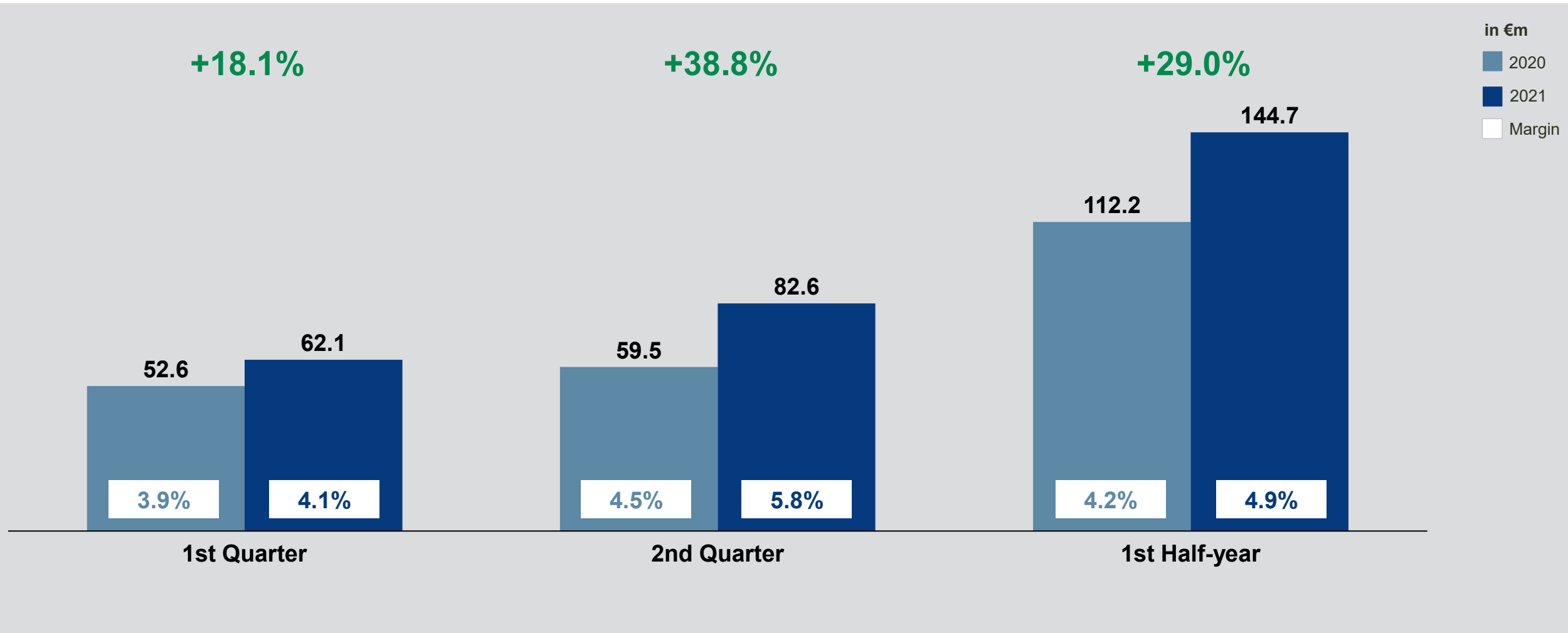


Revenue – Effects of prior year impede segment comparison.



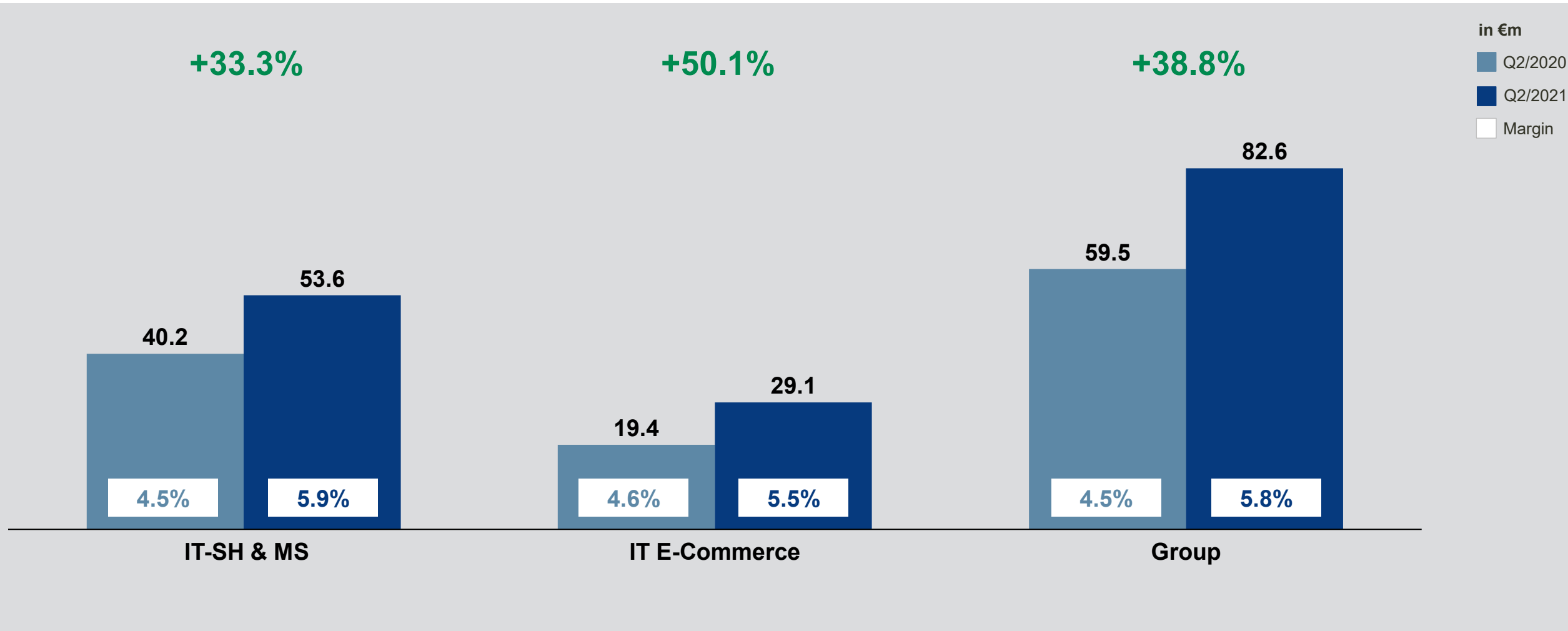
EBIT –

Half-year results show operative strength – One-off effects balancing out.



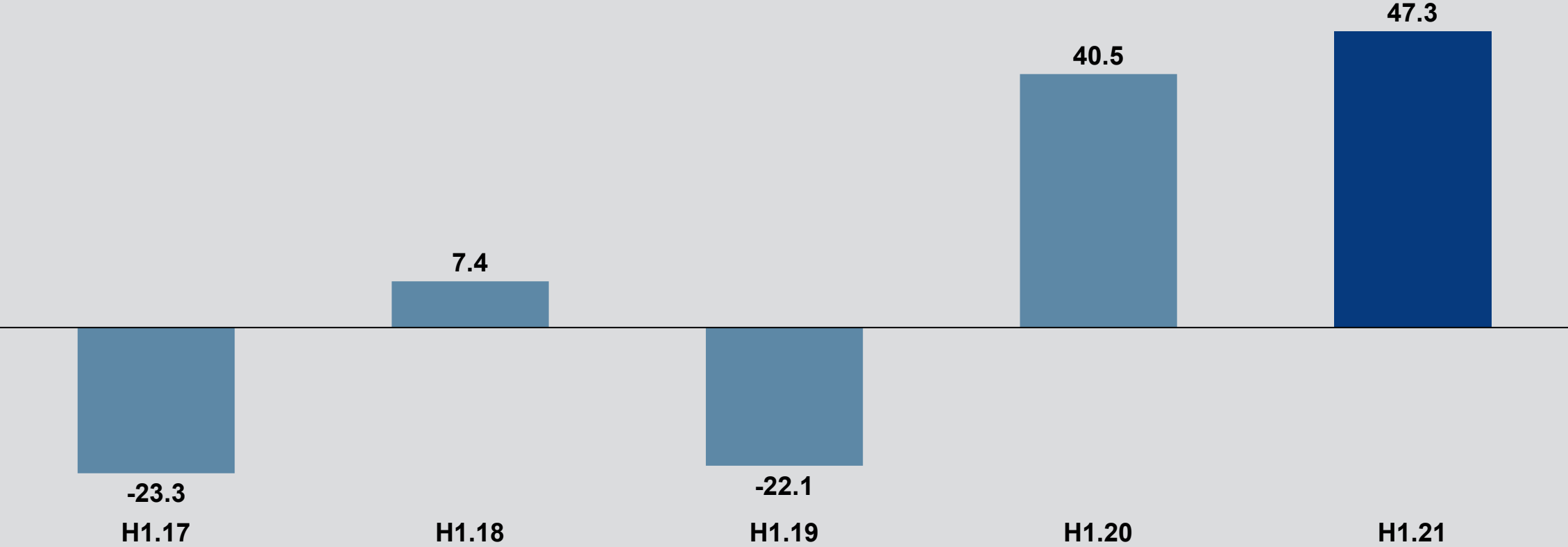
EBIT –

Operative strength and one-off effect lead to outstanding increase in earnings.

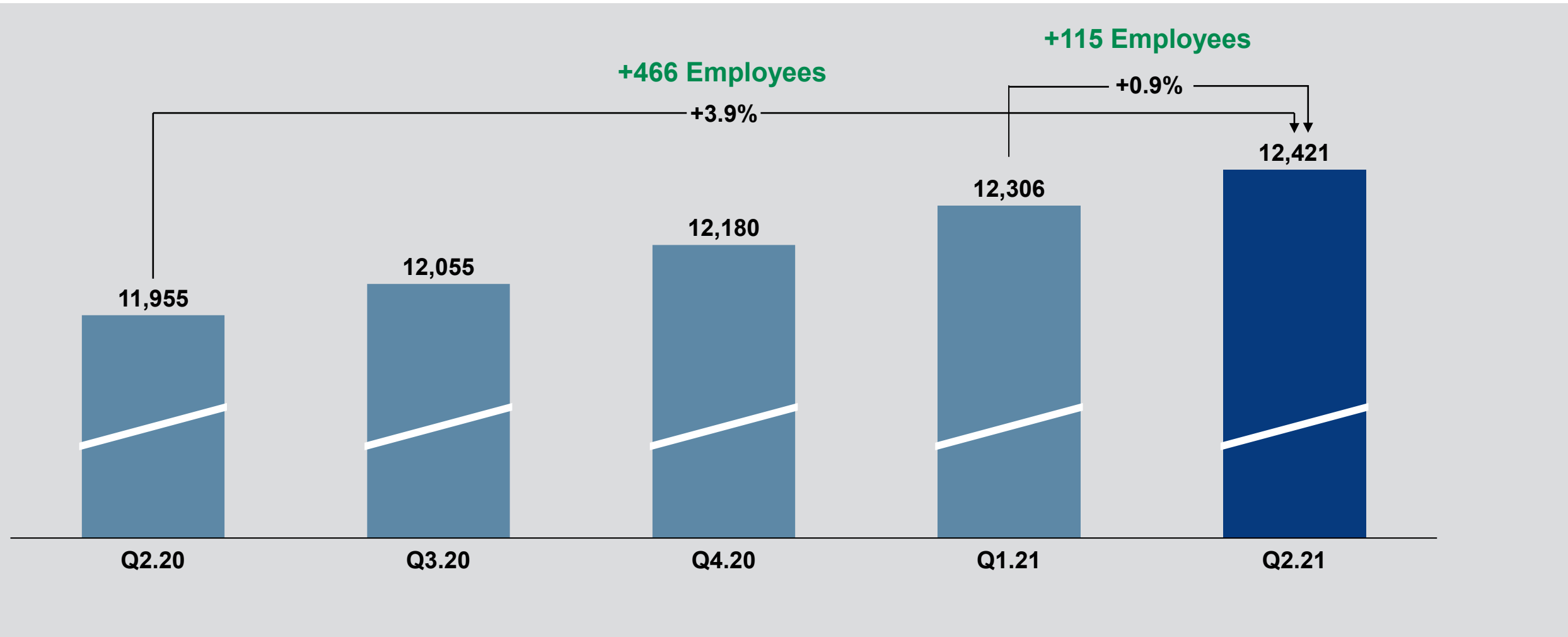


Operating cashflow – Positive development continues.

in €m

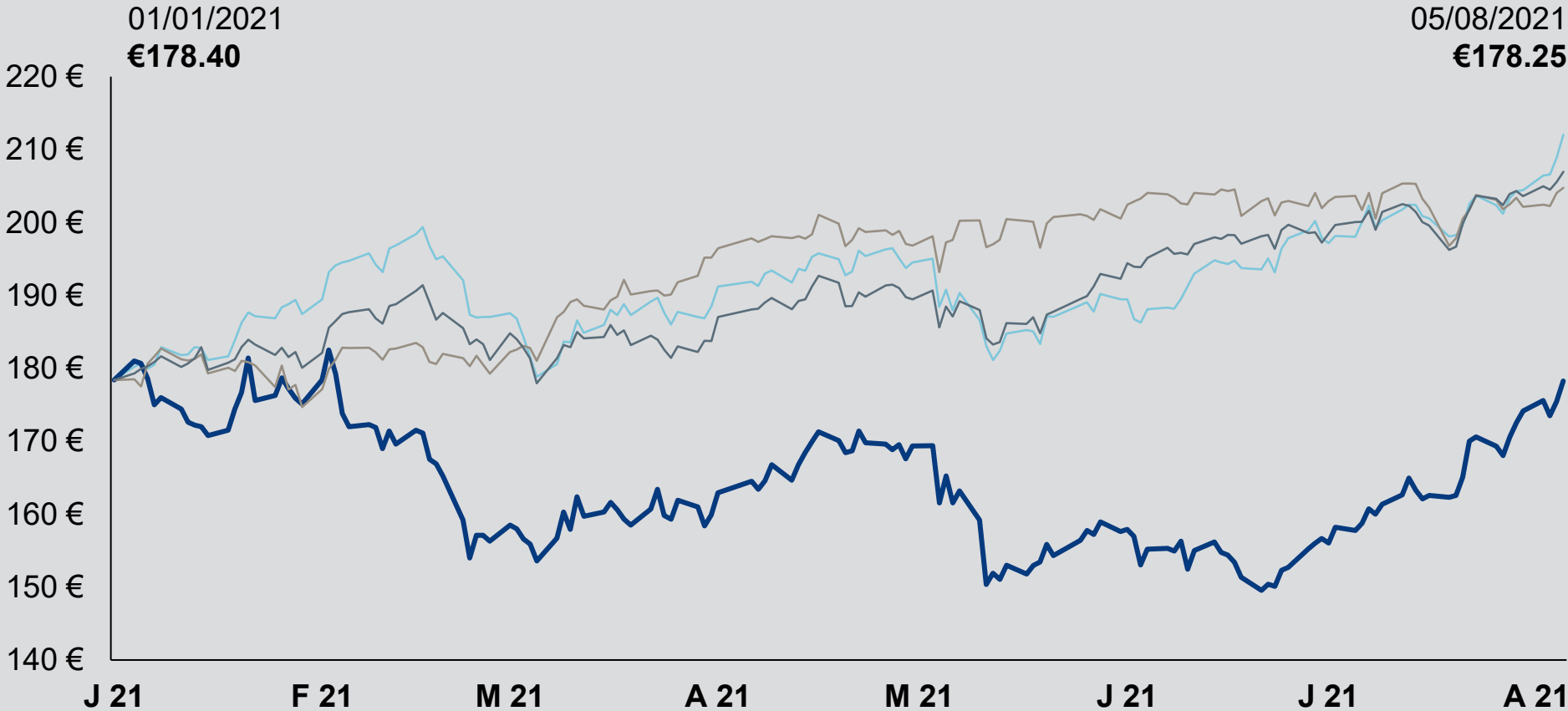


Employees – Increase in headcount predominantly down to new hires.



2 The Bechtle share.

Bechtle share – Price recovers towards the end of quarter.



Performance (ytd)

Bechtle	-0.1%
TecDAX*	+18.9%
MDAX*	+16.0%
DAX*	+14.8%

* indexed

3 Highlights.

1

Bechtle consortium wins GAIA-X funding competition.

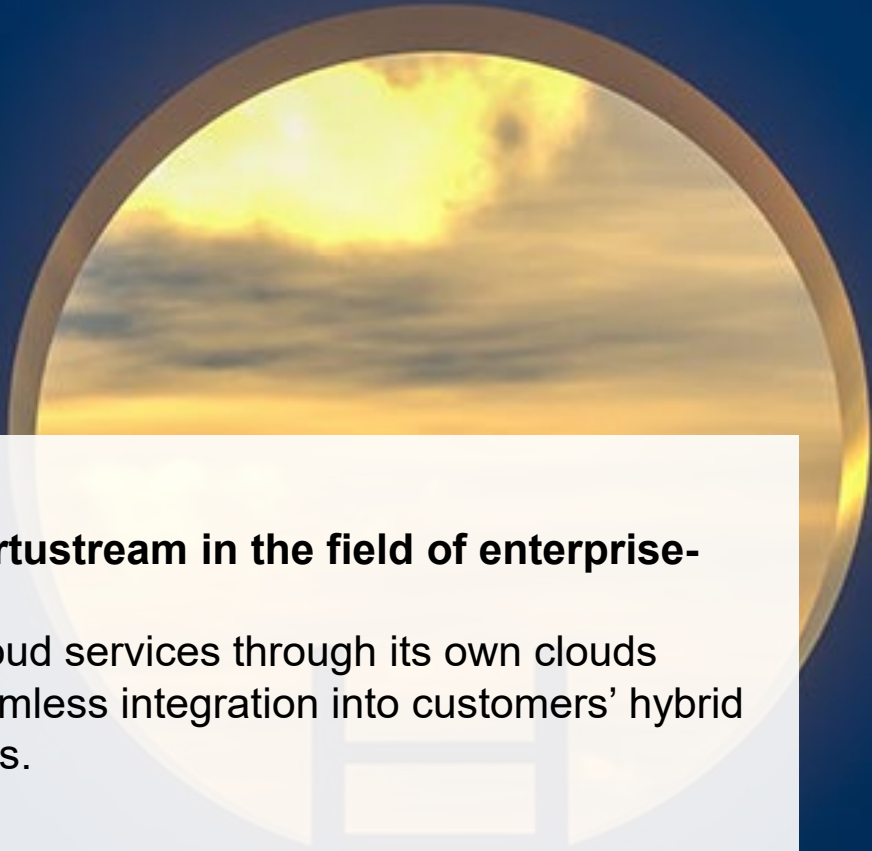
Project POSSIBLE to realise innovative and practical use cases and data spaces in the digital GAIA-X ecosystem. The projects will run for a maximum of 36 months until the end of 2024.



2

Bechtle to market Fairphone.

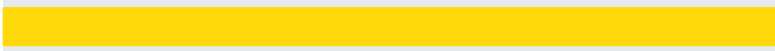
Bechtle has agreed to a partnership with Fairphone to market the company's products in several European countries.



3

Bechtle cooperates with Virtustream in the field of enterprise-critical cloud services.

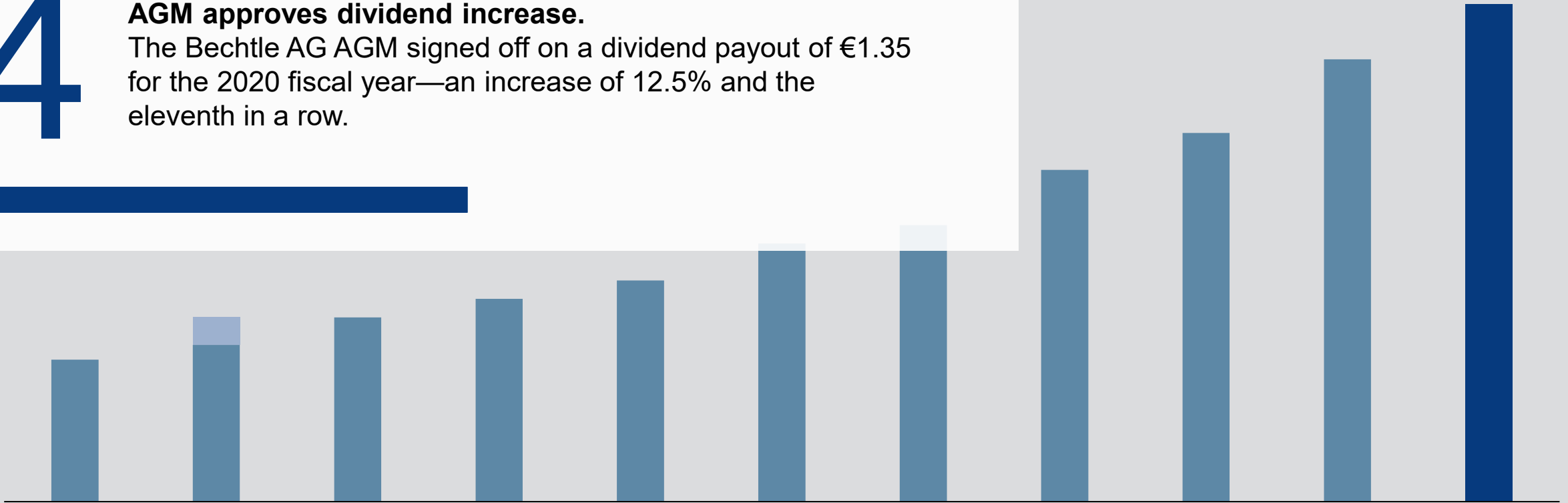
Bechtle offers Virtustream cloud services through its own clouds platform, thus enabling a seamless integration into customers' hybrid and multi-cloud infrastructures.



4

AGM approves dividend increase.

The Bechtle AG AGM signed off on a dividend payout of €1.35 for the 2020 fiscal year—an increase of 12.5% and the eleventh in a row.



5

Stock split to be implemented from 13 - 16 August 2021.

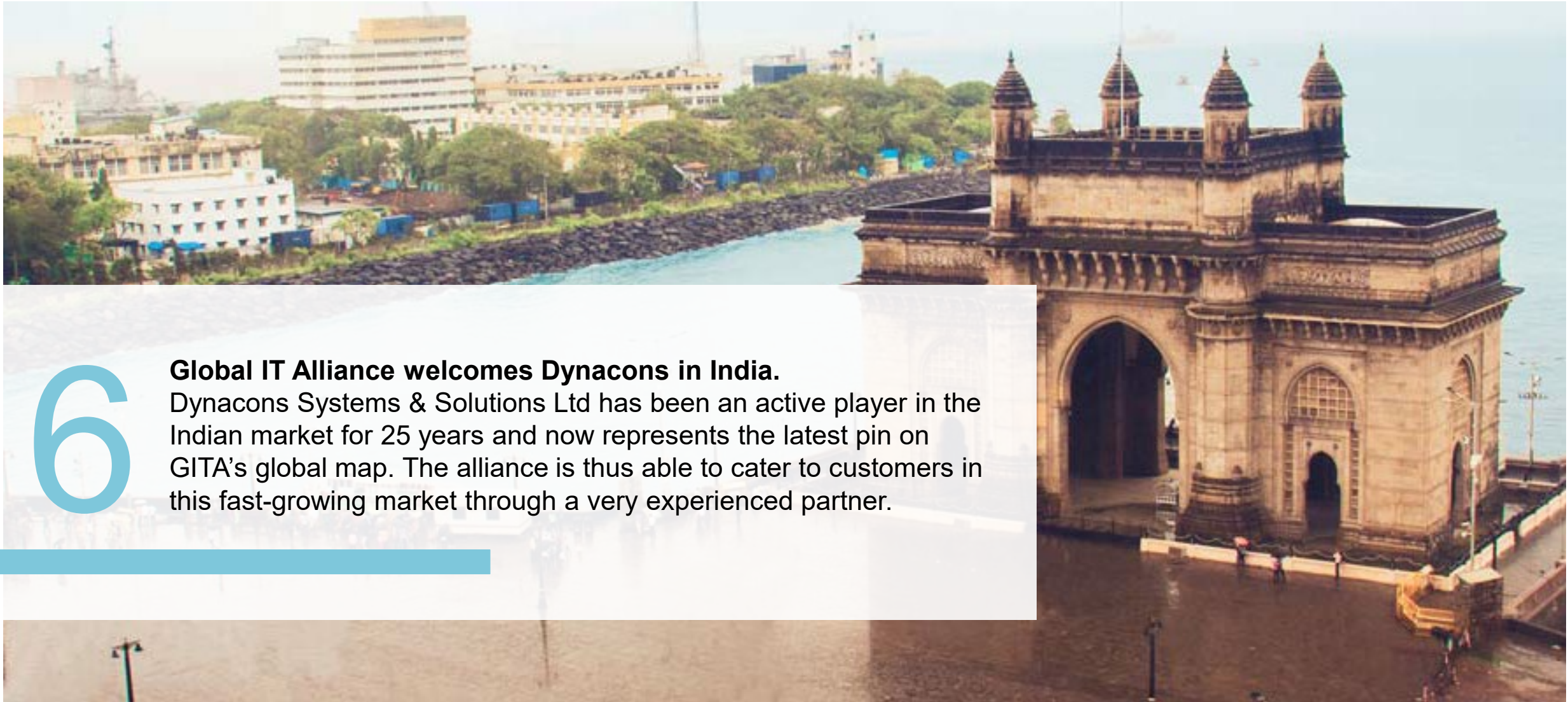
The AGM also signed off on an increase in share capital from company funds. It will have an effect similar to a 3-for-1 forward stock split. At close of trading on Friday, the Bechtle share will be listed at the previous price for the final time.



6

Global IT Alliance welcomes Dynacons in India.

Dynacons Systems & Solutions Ltd has been an active player in the Indian market for 25 years and now represents the latest pin on GITA's global map. The alliance is thus able to cater to customers in this fast-growing market through a very experienced partner.



7

Bechtle acquires CAD/CAM/PLM specialist Cadmes.

Founded in 1991 with a focus on Dassault Systèmes SOLIDWORKS 3D CAD software, the specialist reseller currently employs around 100 staff. In the 2020 fiscal year, Cadmes generated revenue of some 17 million euros.



Bechtle donates to flood victims and sets up relief fund.

Bechtle has set up its own relief fund, contributing an initial €500,000. The company has also donated an additional €500,000 to the charity *Aktion Deutschland Hilft*.

4 2021 outlook.

2021 outlook – Earnings forecast increased.

Economic conditions and assumptions.

- Economy continues to improve over the course of the year.
- Demand for IT remains high in Bechtle core markets.
- Delivery bottlenecks expected to remain until well in to 2022.

2021 forecast.

- Bechtle remains optimistic for the fiscal year.
 - Revenue forecast remains unchanged. Significant growth expected (5 - 10%)
 - Very significant EBT growth (>10%)
 - EBT margin above previous year's level.

Any questions?

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

