

BECHTLE AG

FISCAL YEAR 2024.

Welcome.

Frankfurt am Main, 14 March 2025

Agenda.

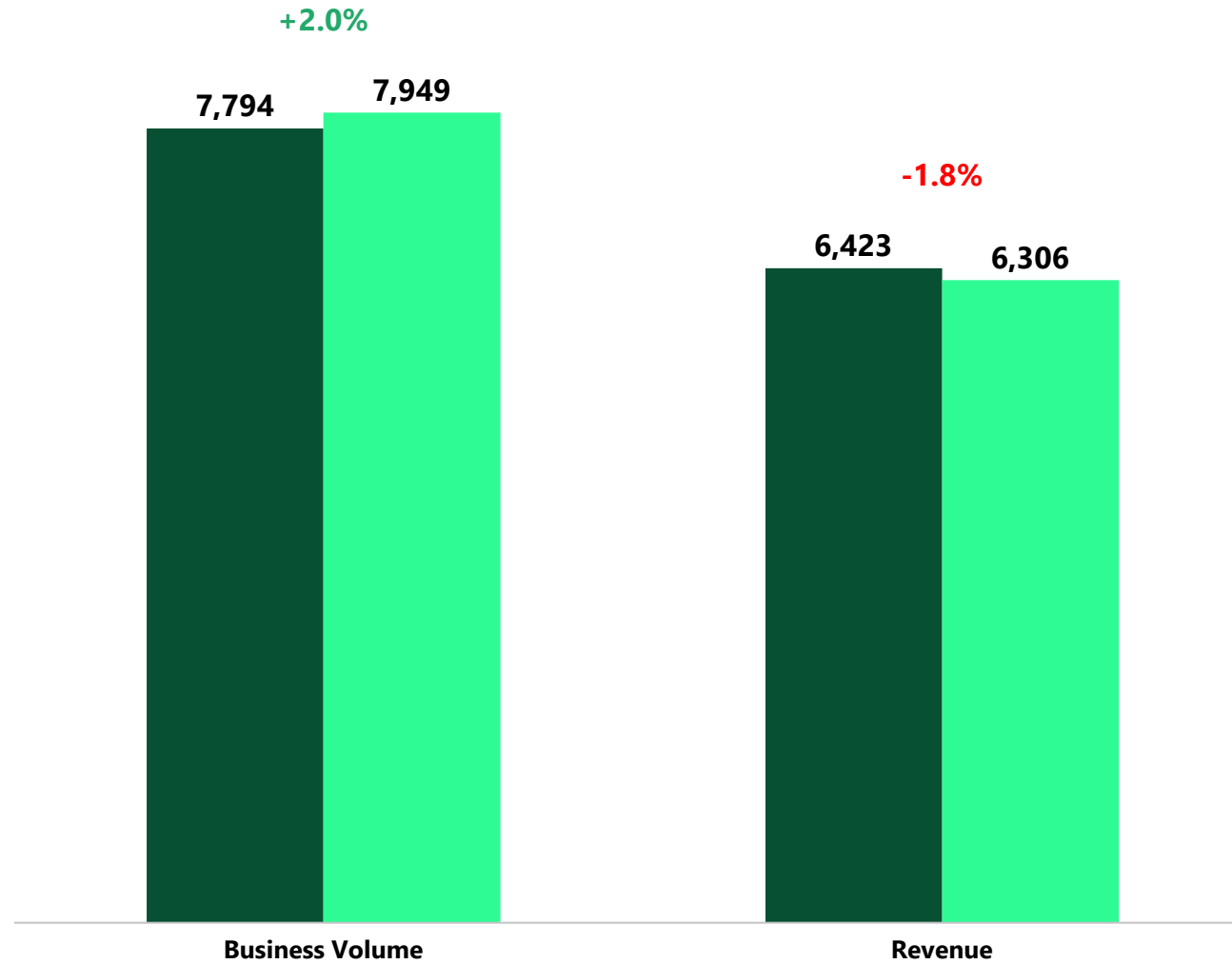
- 1. 2024 business development.**
- 2. Dividend.**
- 3. Latest news.**
- 4. 2025 outlook.**

***2024 business
development.***

1

Business volume and revenue.

Topline more or less the same yoy.



2023

2024

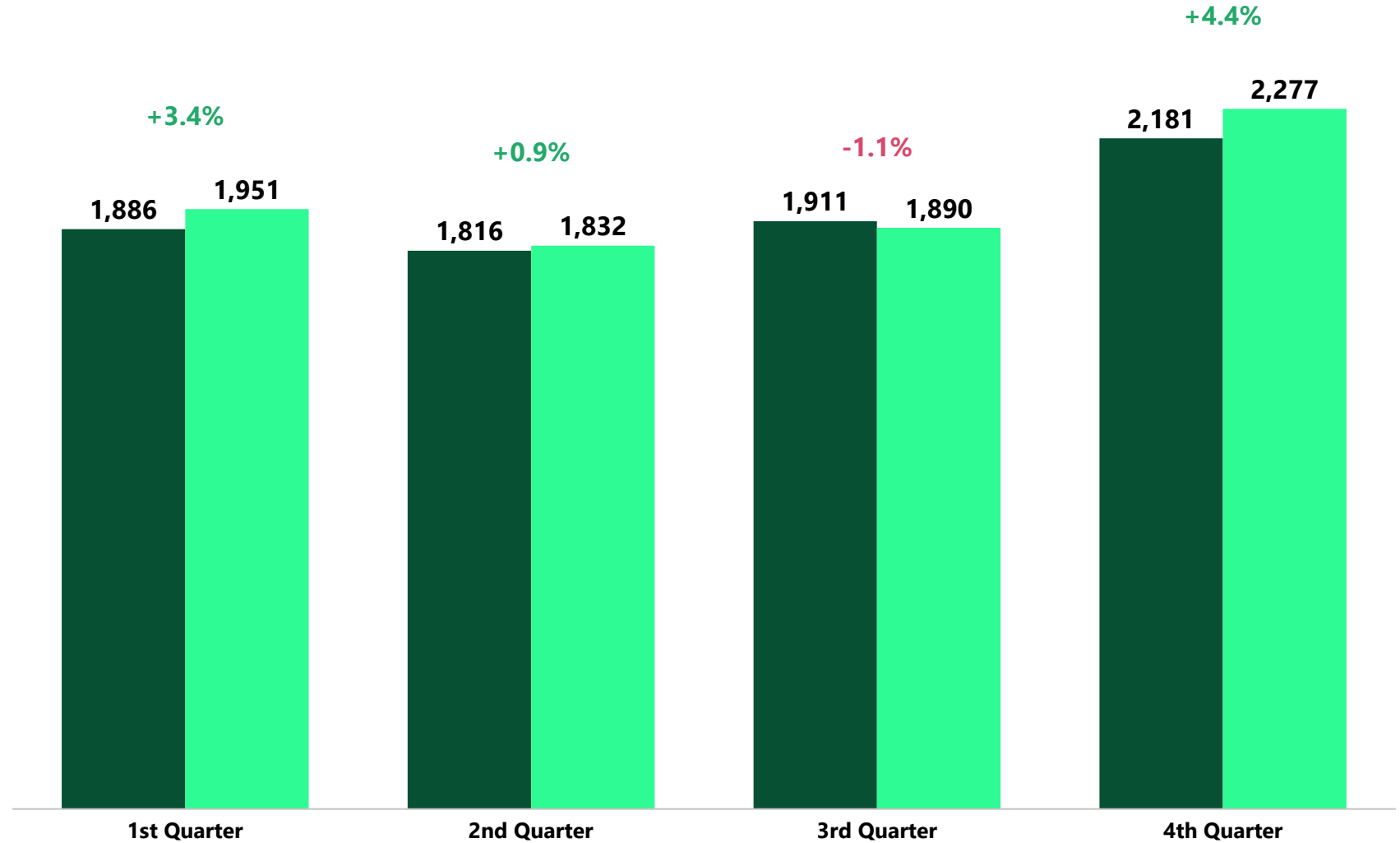
in €m

Business volume.

End-of-year uptick.

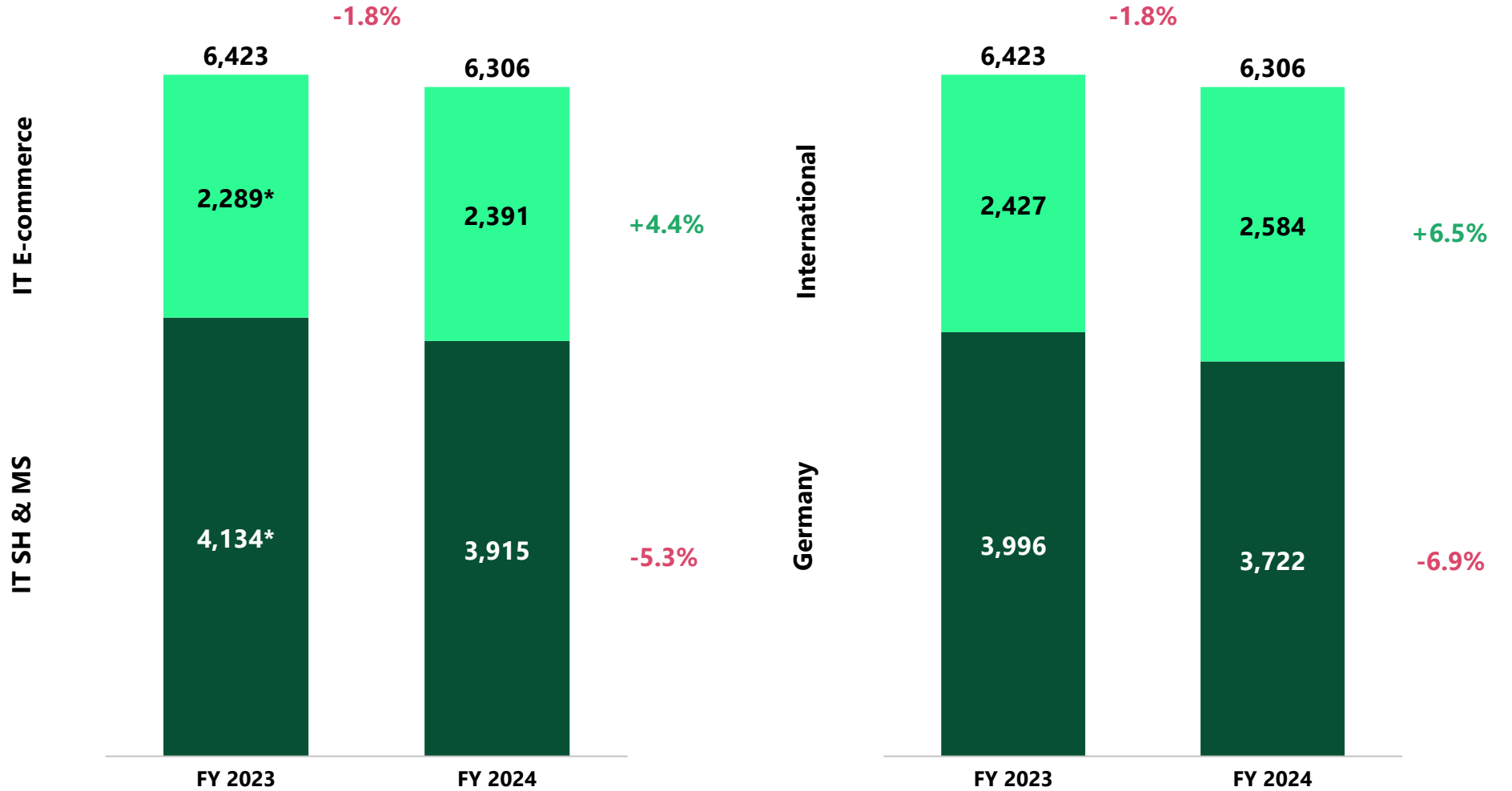
2023
2024

in €m



Revenue.

Positive development internationally.

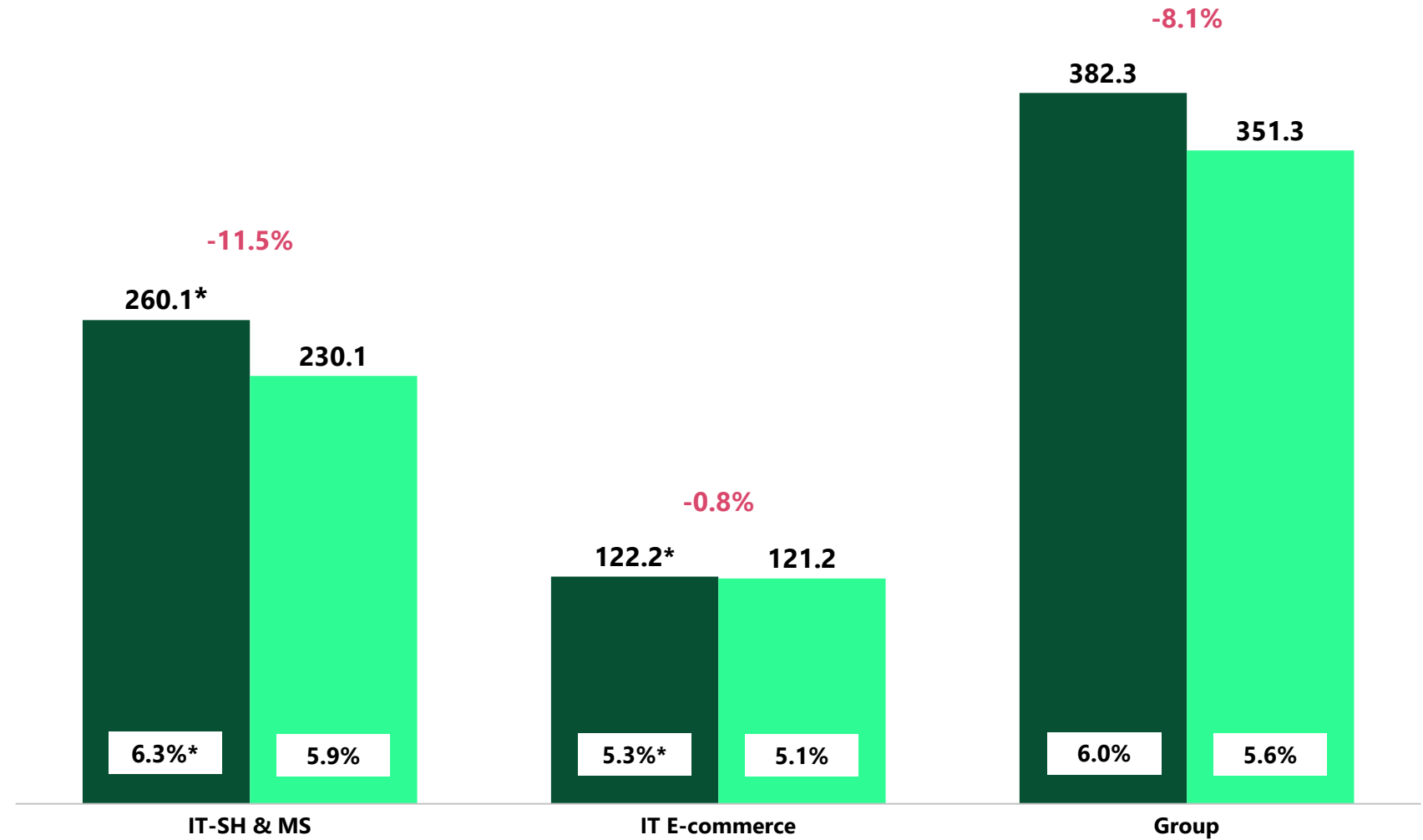


in €m

*Adjusted to account for revised segment allocation

EBIT.

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



2023

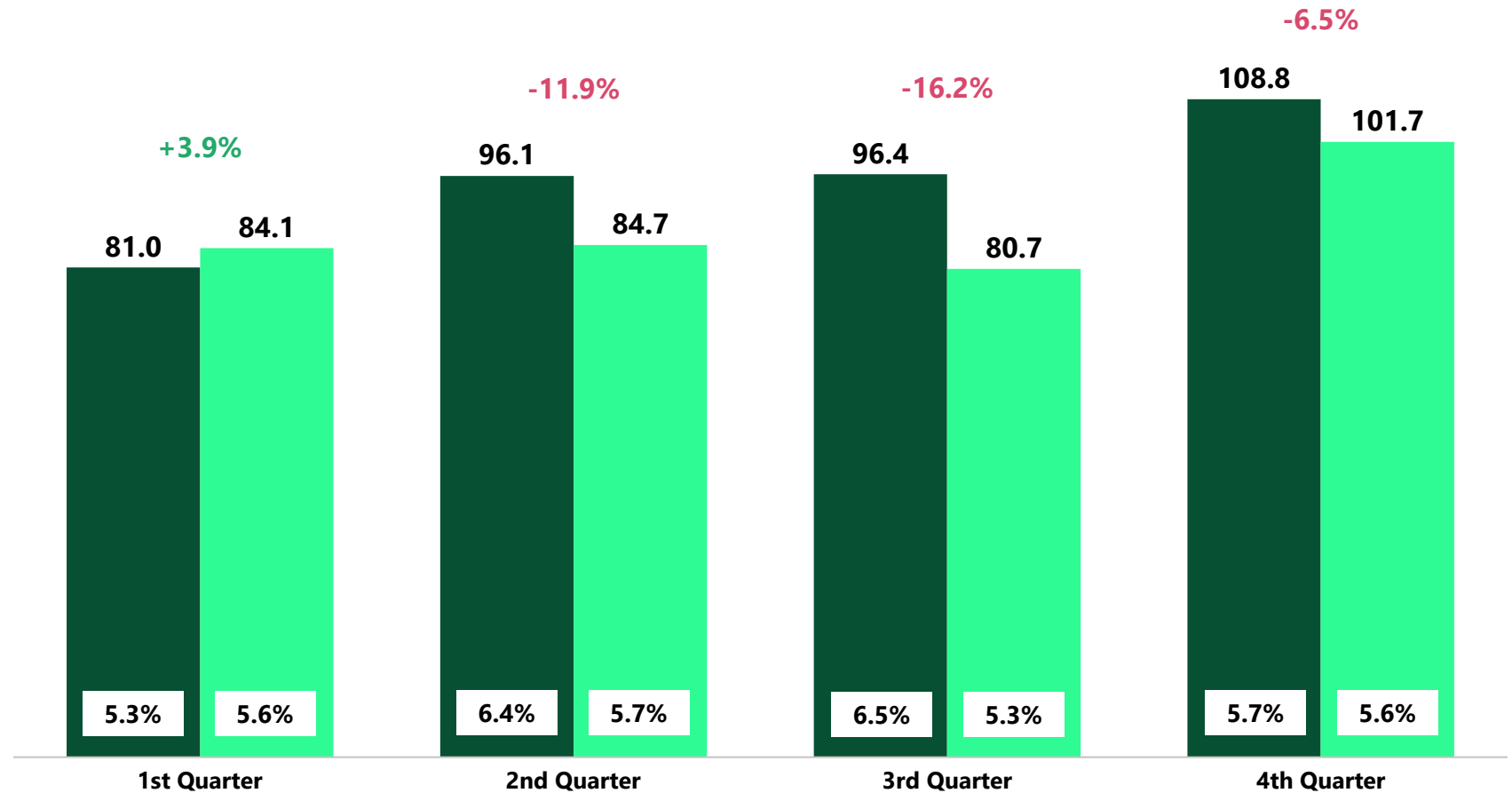
2024

in €m

* Adjusted to account for revised segment allocation

EBIT.

Usual course of events turned on its head.



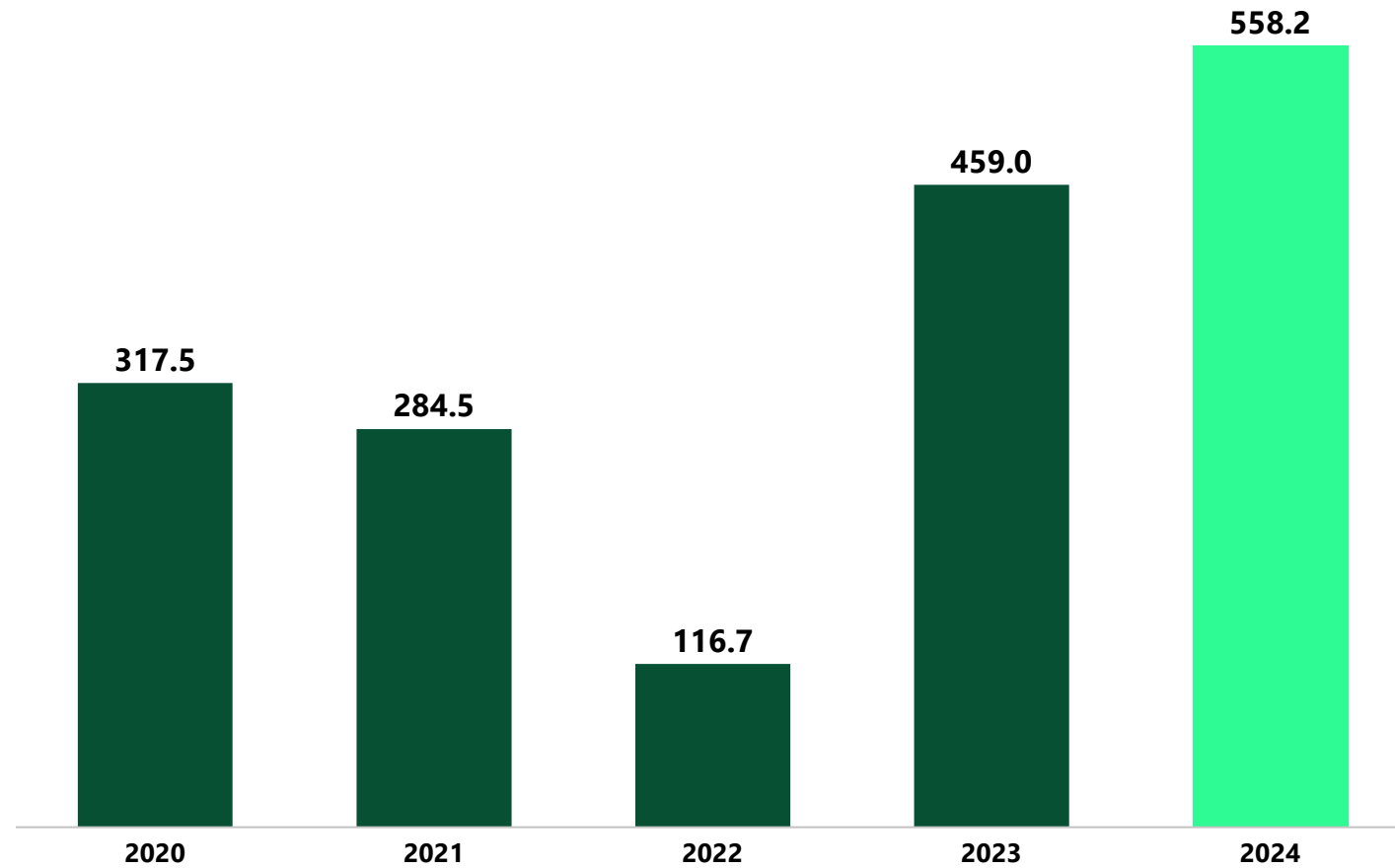
2023

2024

in €m

Operating cash flow.

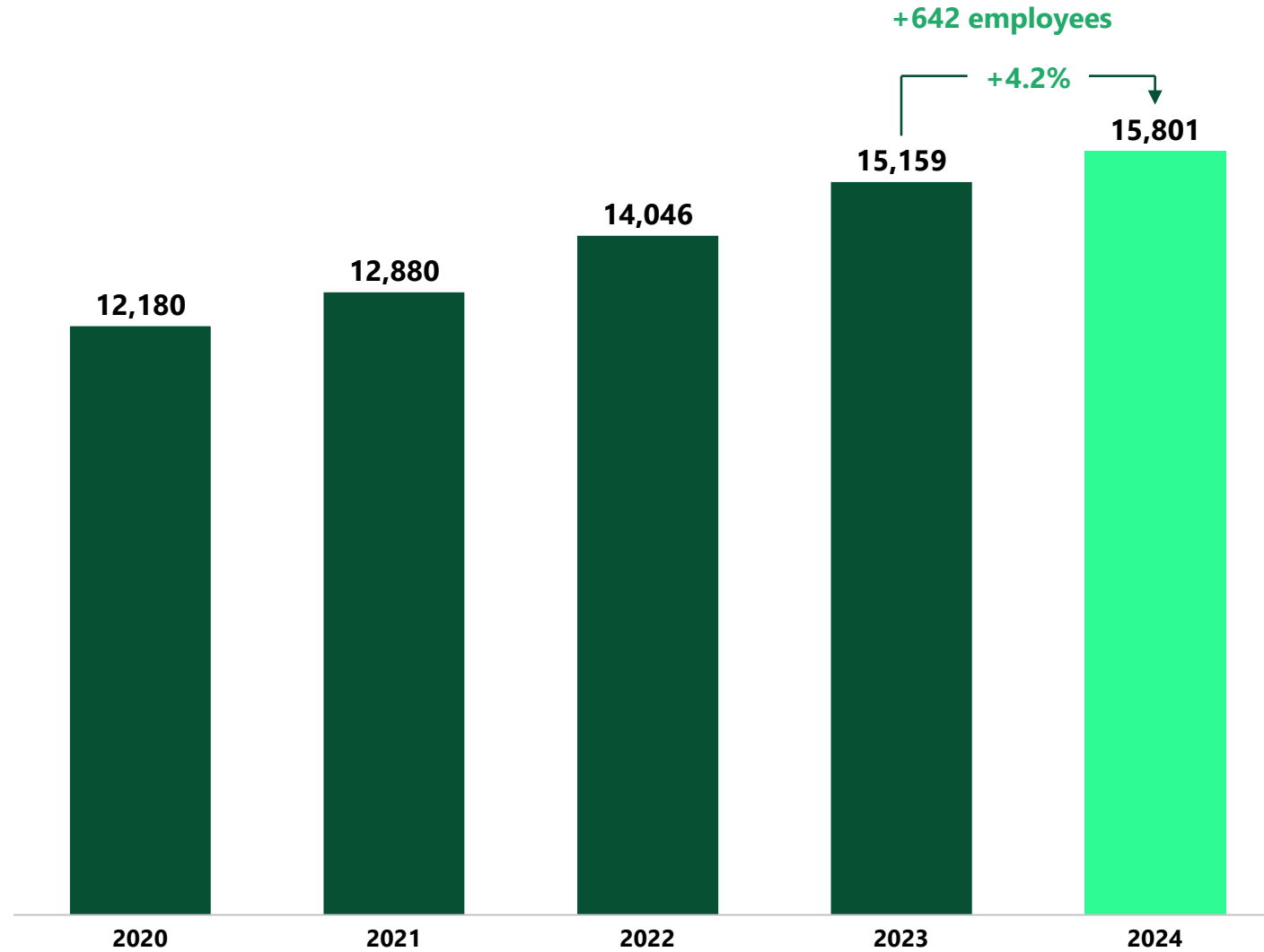
Active cash management pays off.



in €m

Employees.

Organic headcount
increase of just
1.7%.

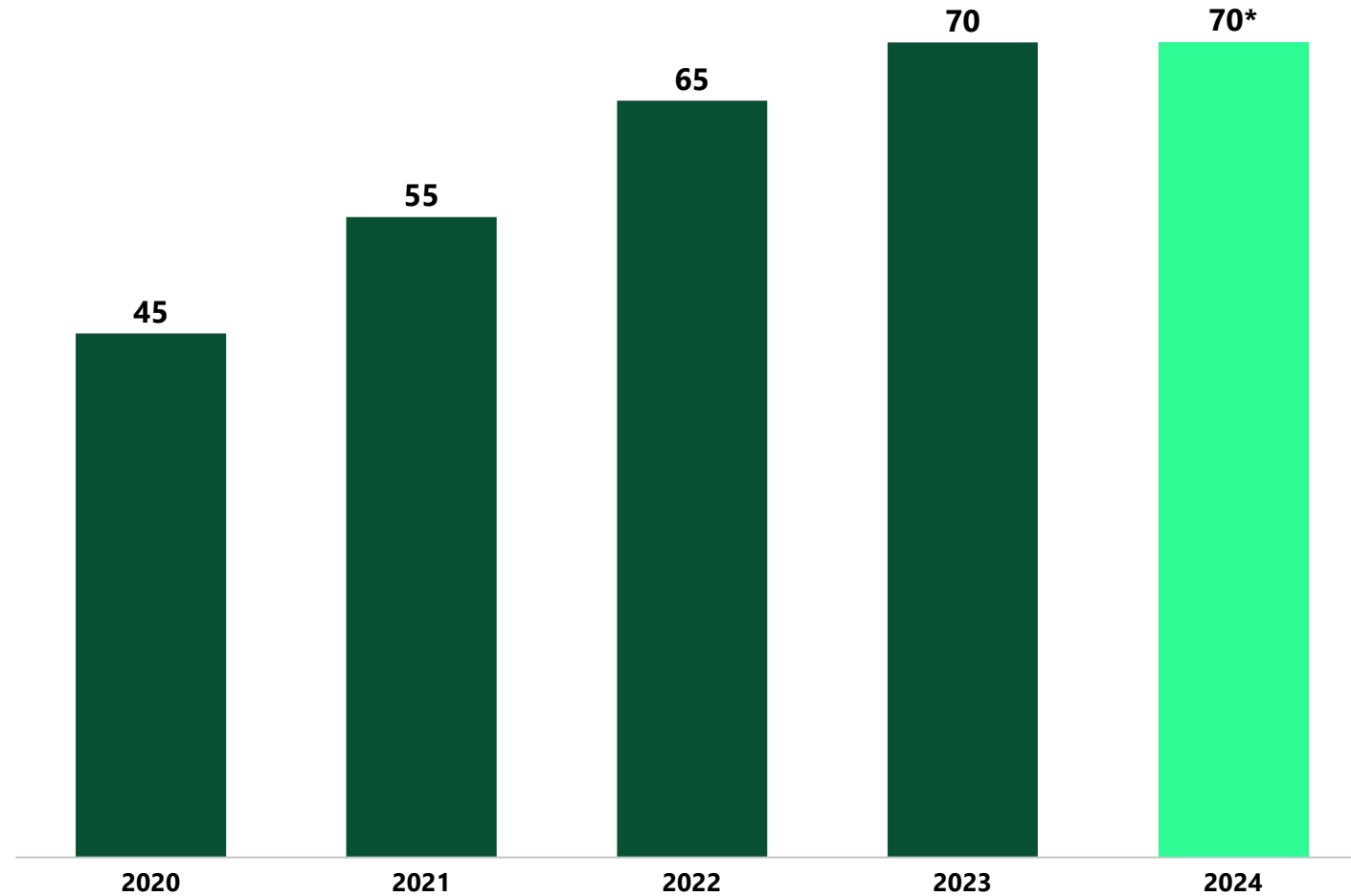


Dividend.

2

Dividend.

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



in € cent

* AGM proposal

Latest news.

3

Latest news.

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?