

# Bechtle AG – 1st Quarter 2024

Welcome.

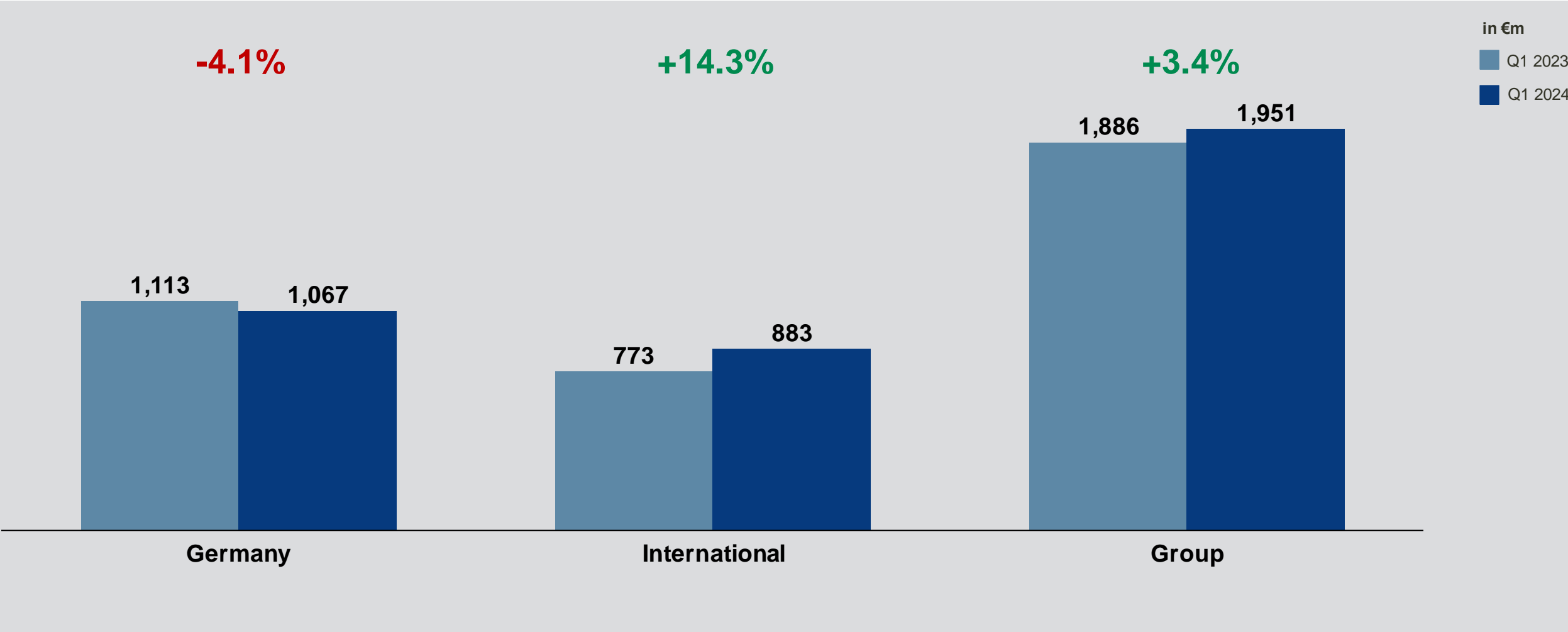
Neckarsulm | 08 May 2024 | Dr Thomas Olemotz

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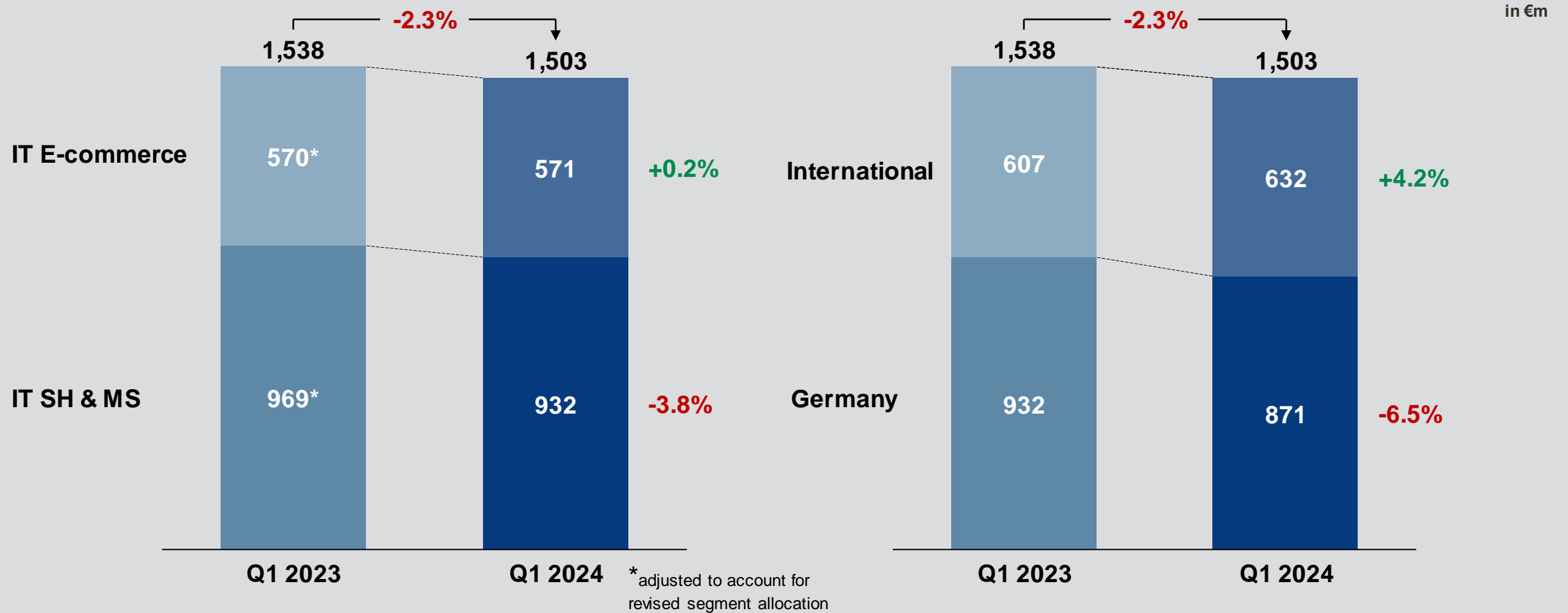
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# 1 Business development Q1 2024.

# Business volume – A solid start to the year.

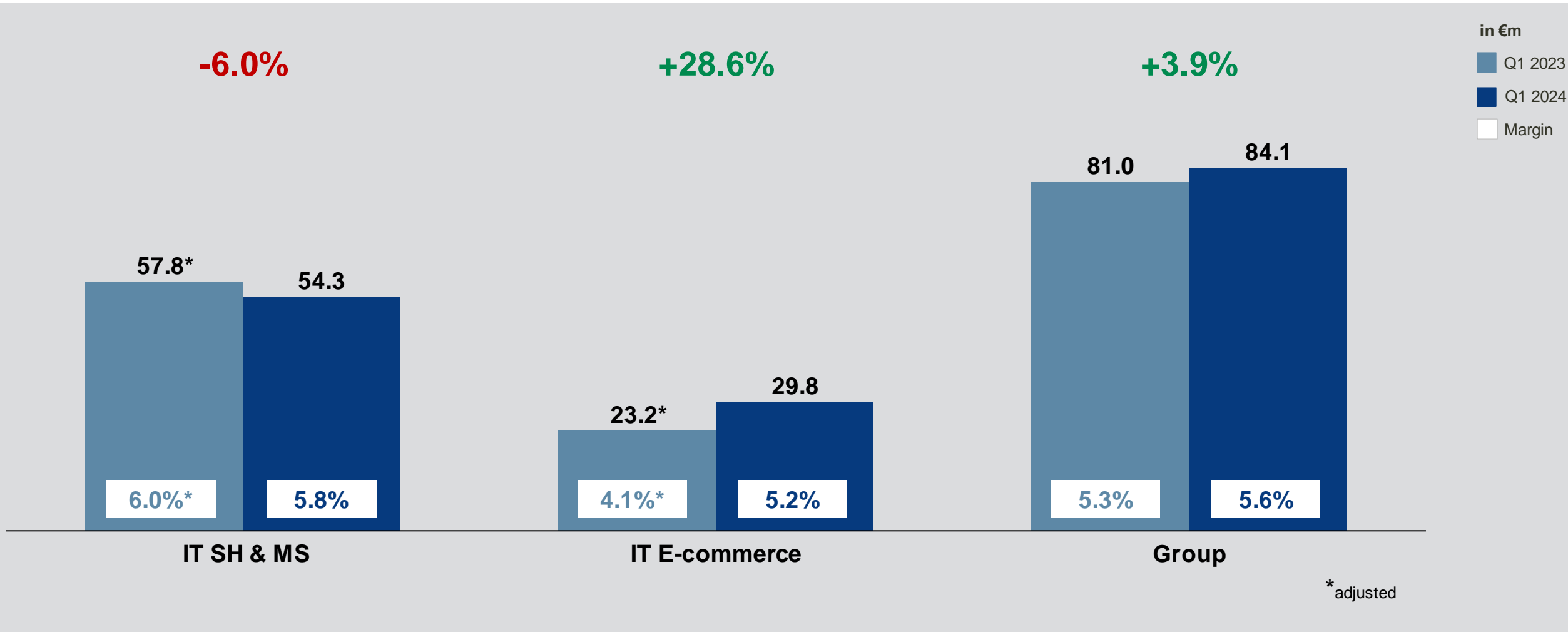


# Revenue – IFRS 15 obscures “real” business development.

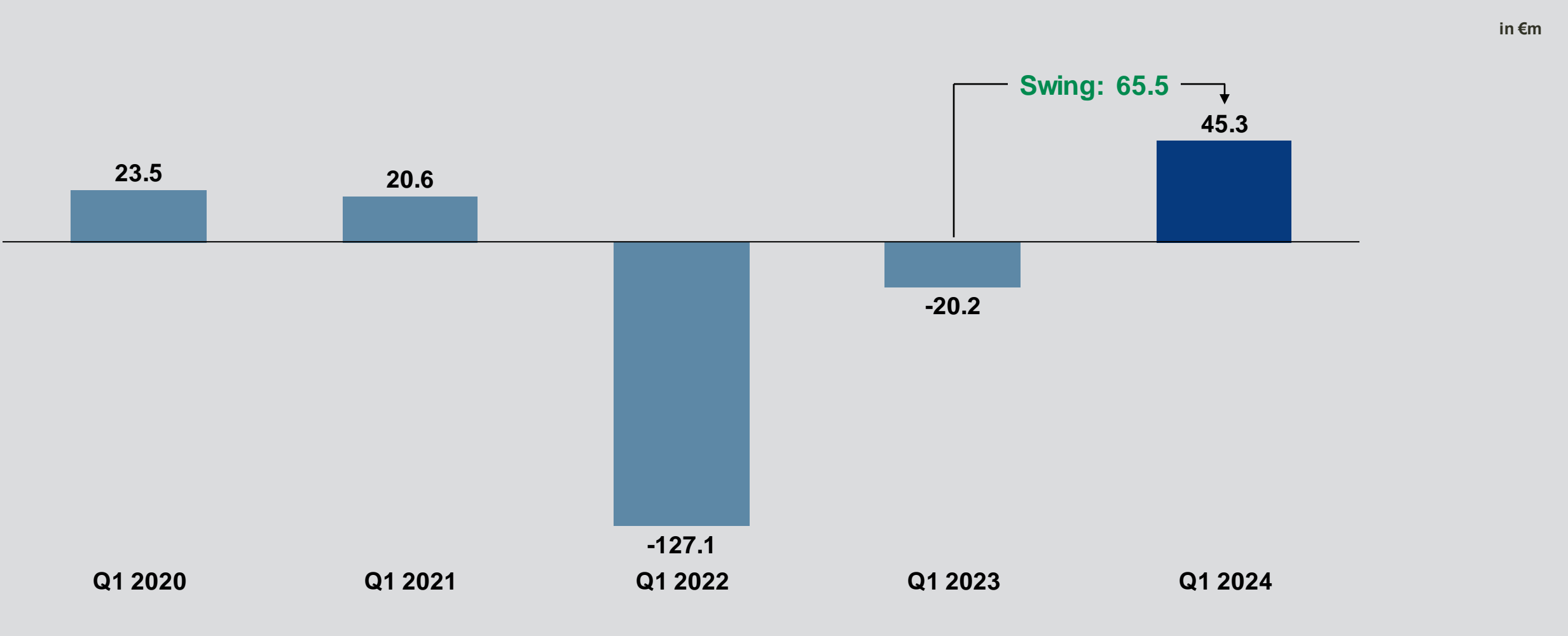


# EBIT –

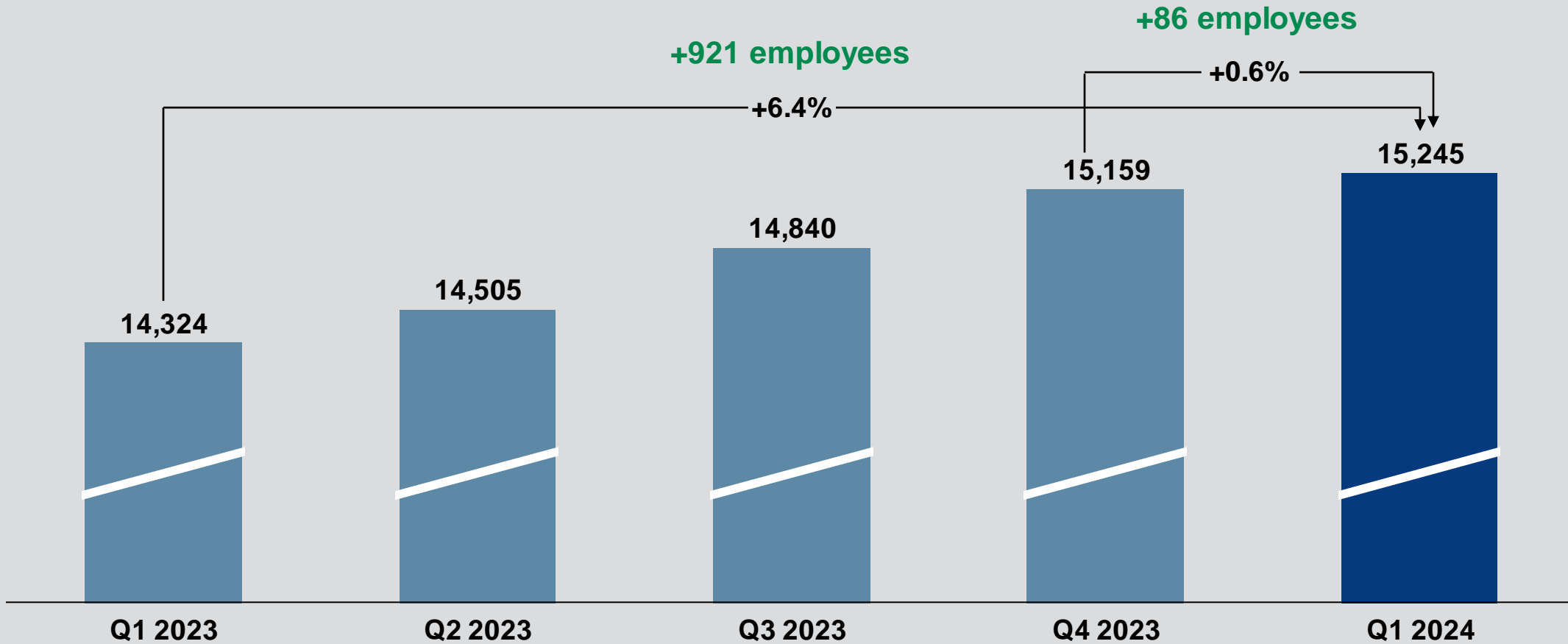
Good group-wide development – Significant imbalance in segment profitability.



# Operative cashflow – Considerable improvement yoy.



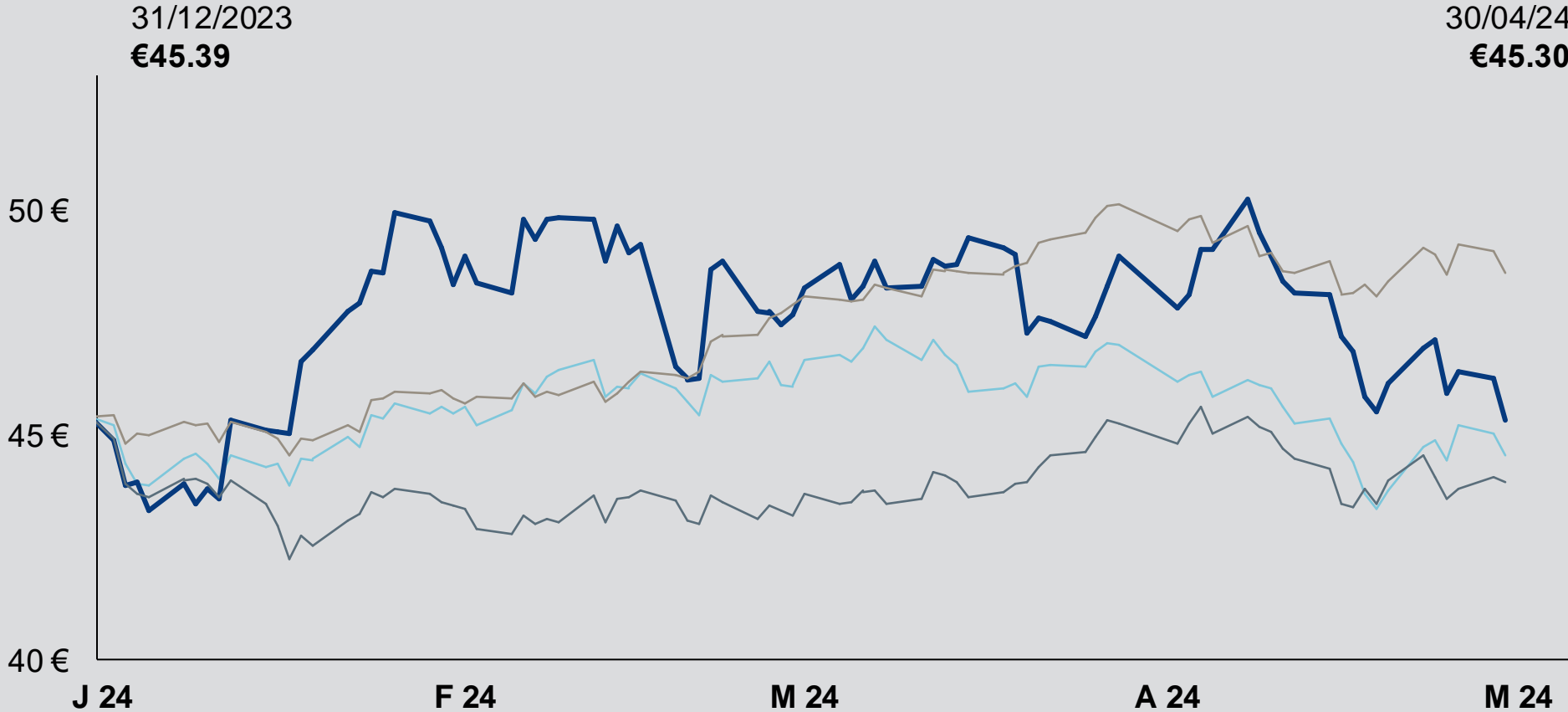
# Employees – Moderate increase of 2.6% without acquisitions.





# 2 The Bechtle share.

# The Bechtle share – High volatility.



### Performance (ytd)

Bechtle	-0.2%
DAX*	+7.0%
TecDAX*	-1.9%
MDAX*	-3.2%

\* indexed

# 3 Latest news.

1

## Stepping up international management – Bechtle appoints Marijke Kasius and Mathilde Bluteau as Vice Presidents.

Since 1 January 2024, Marijke Kasius has been leading Bechtle's activities in the Netherlands. In France, Mathilde Bluteau joined Bechtle as Vice President on 1 April 2024.





# 2

## **Robust and trusted partnerships – Bechtle is HP Global Power Elite Partner.**

HP Inc. has awarded Bechtle its new highest partnership status. As an HP Global Power Elite Partner, Bechtle ranks among the six world's most capable HP partners.

### 3 The future in sight – Bechtle and Planet AI expand AI footprint in Rostock.

Bechtle expands its AI network with Planet AI, collaborating closely with the Centre for Artificial Intelligence in Mecklenburg-West Pomerania, the University of Rostock, and the state government.

# 4 2024 outlook.

# Outlook – Bechtle affirms forecast.

## Context.

- Overall economic conditions remain challenging in the 2024 fiscal year.
- Above-average growth expected in the IT market. Individual markets and technologies (security, cloud, edge computing, AI) driving growth.
- Gradual uptick of demand across the board not likely until the 2nd half of the year.
- Need to invest in IT remains high amid the digital transformation and various technological developments.
- Unchanged continuation of our European M&A strategy.

## Objectives.

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



# Any questions?

All key figures and information can also be found at:  
[bechtle.com/reports](https://bechtle.com/reports)

