

# BECHTLE AG

## *2nd Quarter 2025.*

Welcome!

Neckarsulm, 08 August 2025

# Agenda.

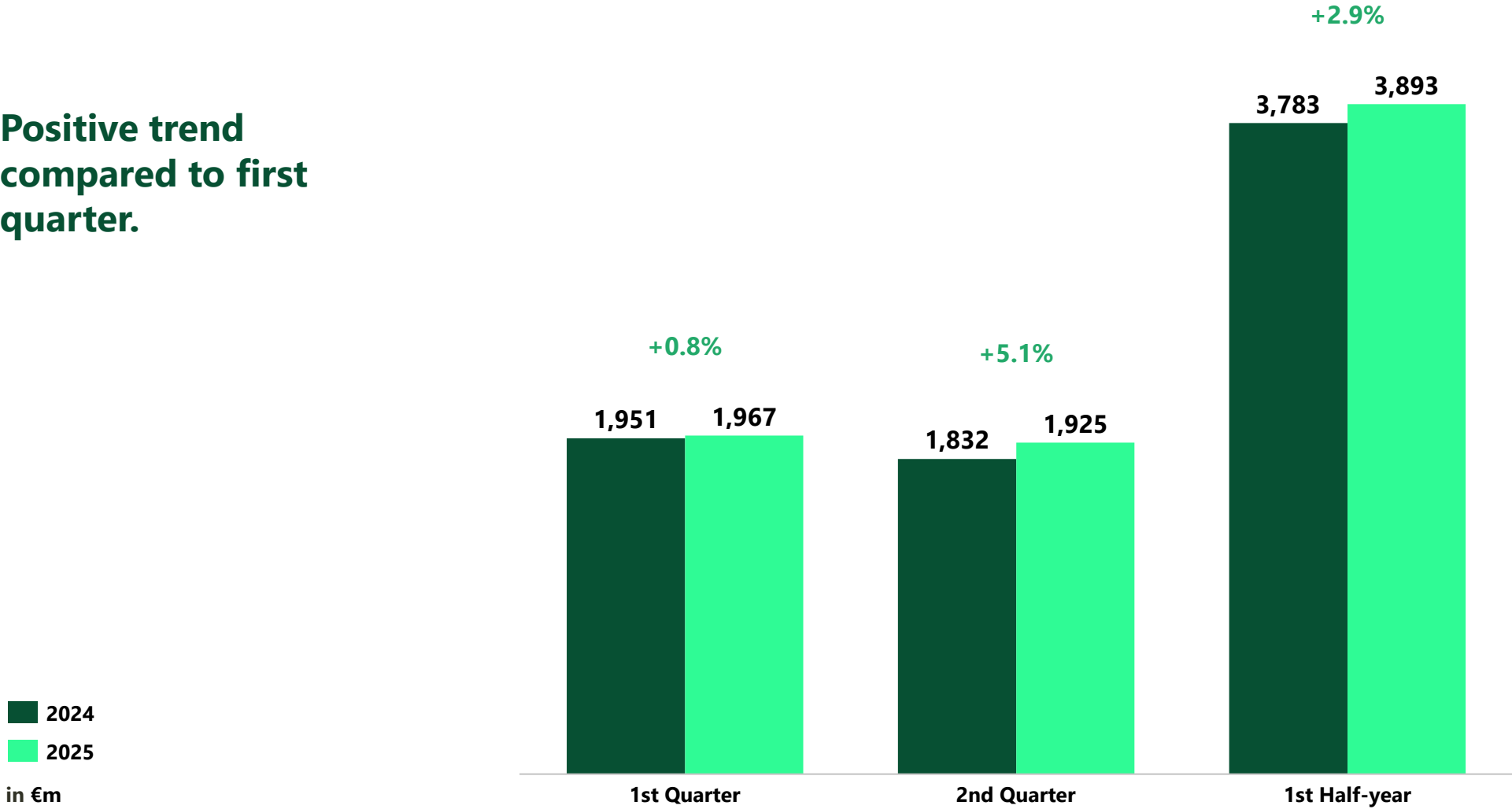
- 1. Business development.**
- 2. Latest news.**
- 3. Outlook.**

***Business development.***

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# Business volume.

Positive trend  
compared to first  
quarter.

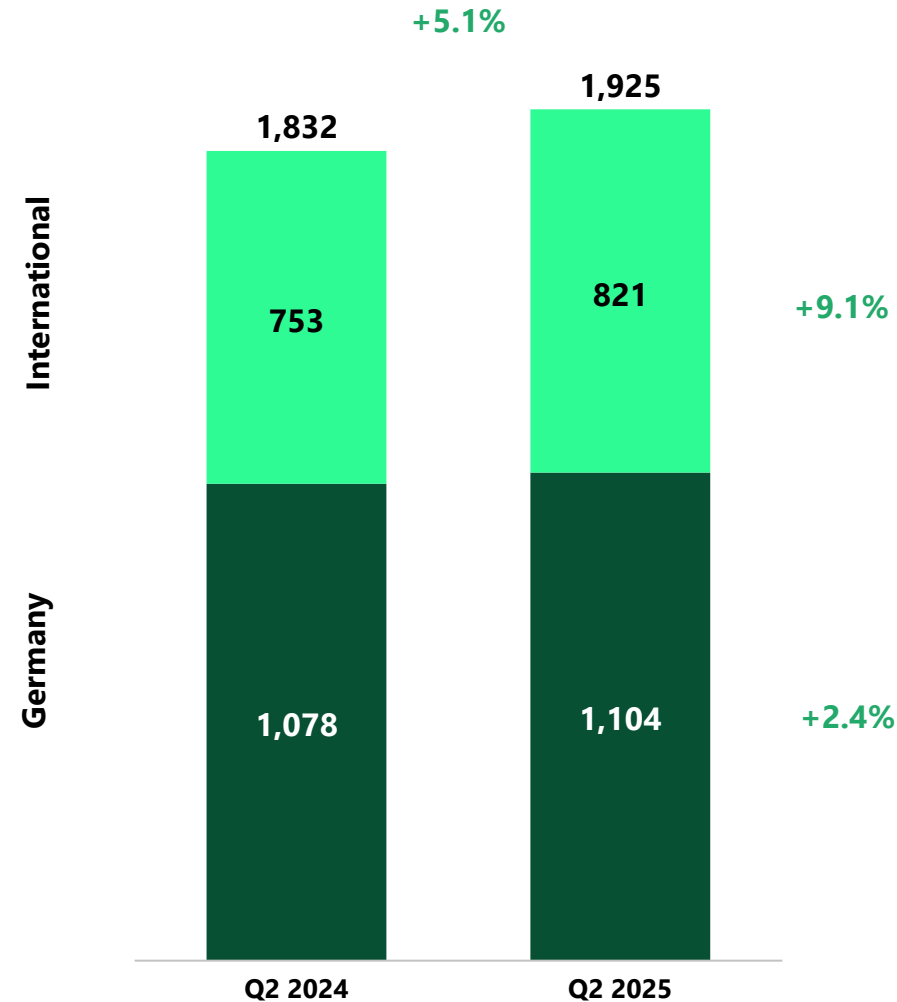


■ 2024  
■ 2025  
in €m

# ***Business volume.***

**Organic  
development  
+3.4%.**

**International growth  
also driven by  
acquisitions.**

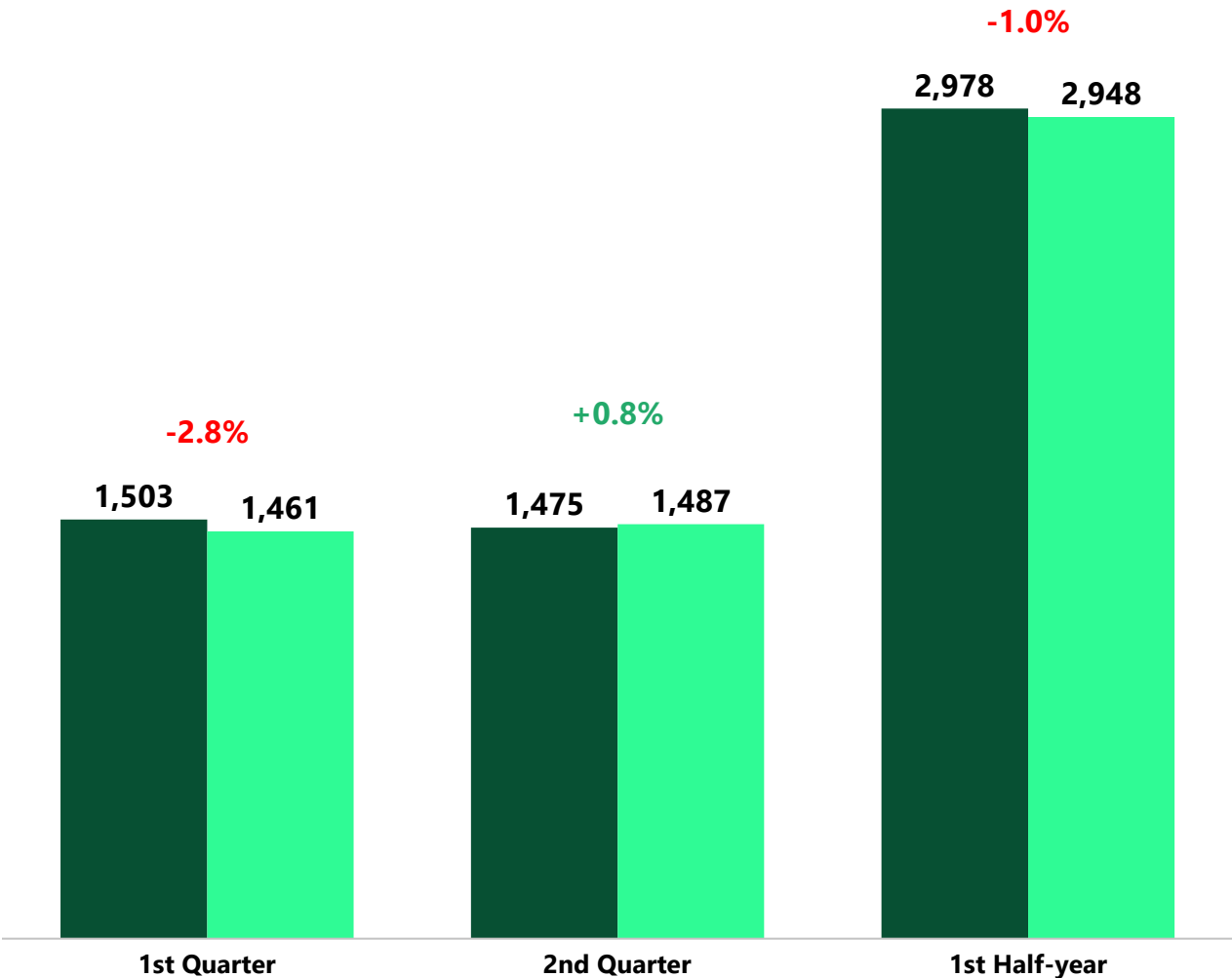


in €m

# Revenue.

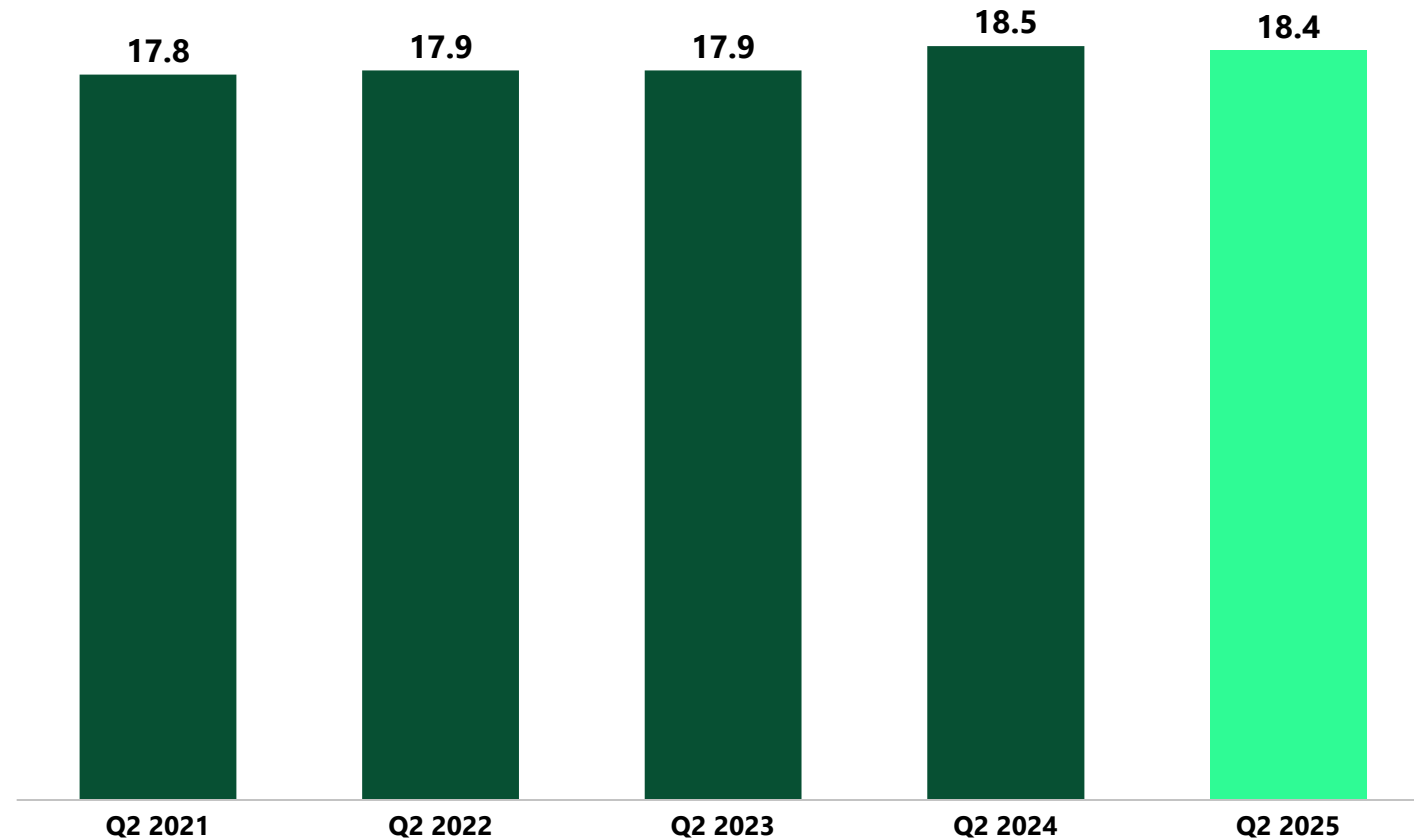
Higher software share leads to first half-year slightly below previous year (IFRS 15).

■ 2024  
■ 2025  
in €m



# ***Gross margin.***

Consistently  
high level.

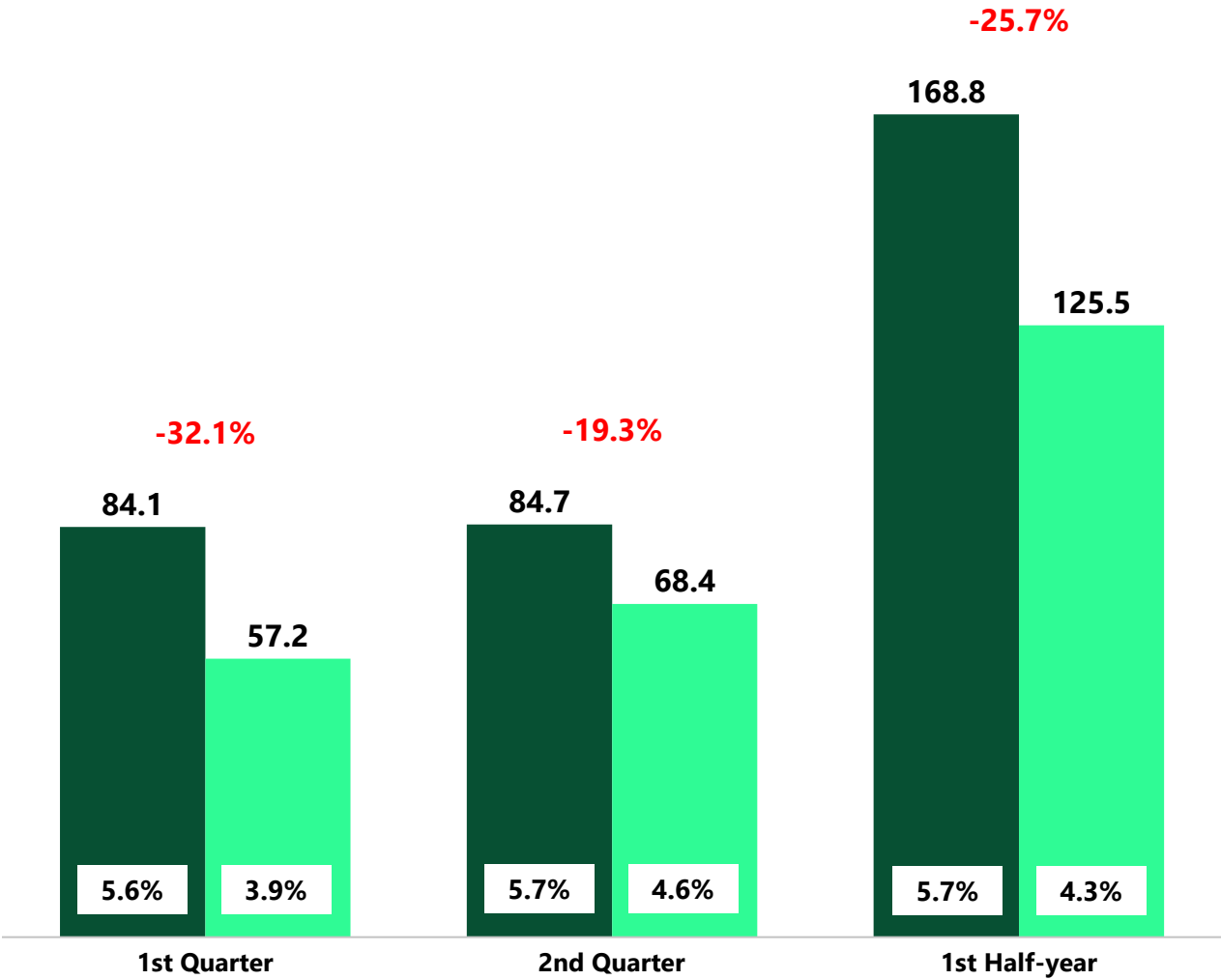


in €m

EBIT.

As expected, Q2 below previous year, yet considerable improvement over first quarter.

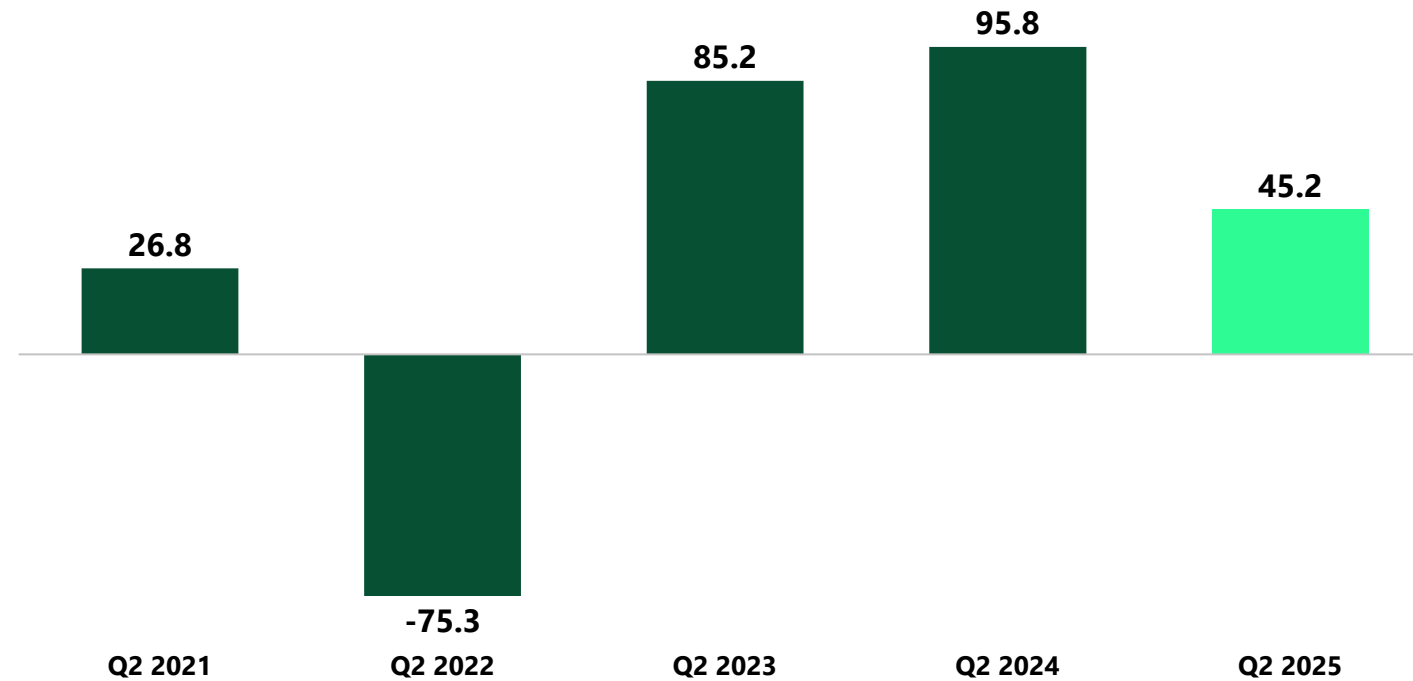
2024  
2025  
Margin  
in €m





# *Operating cash flow.*

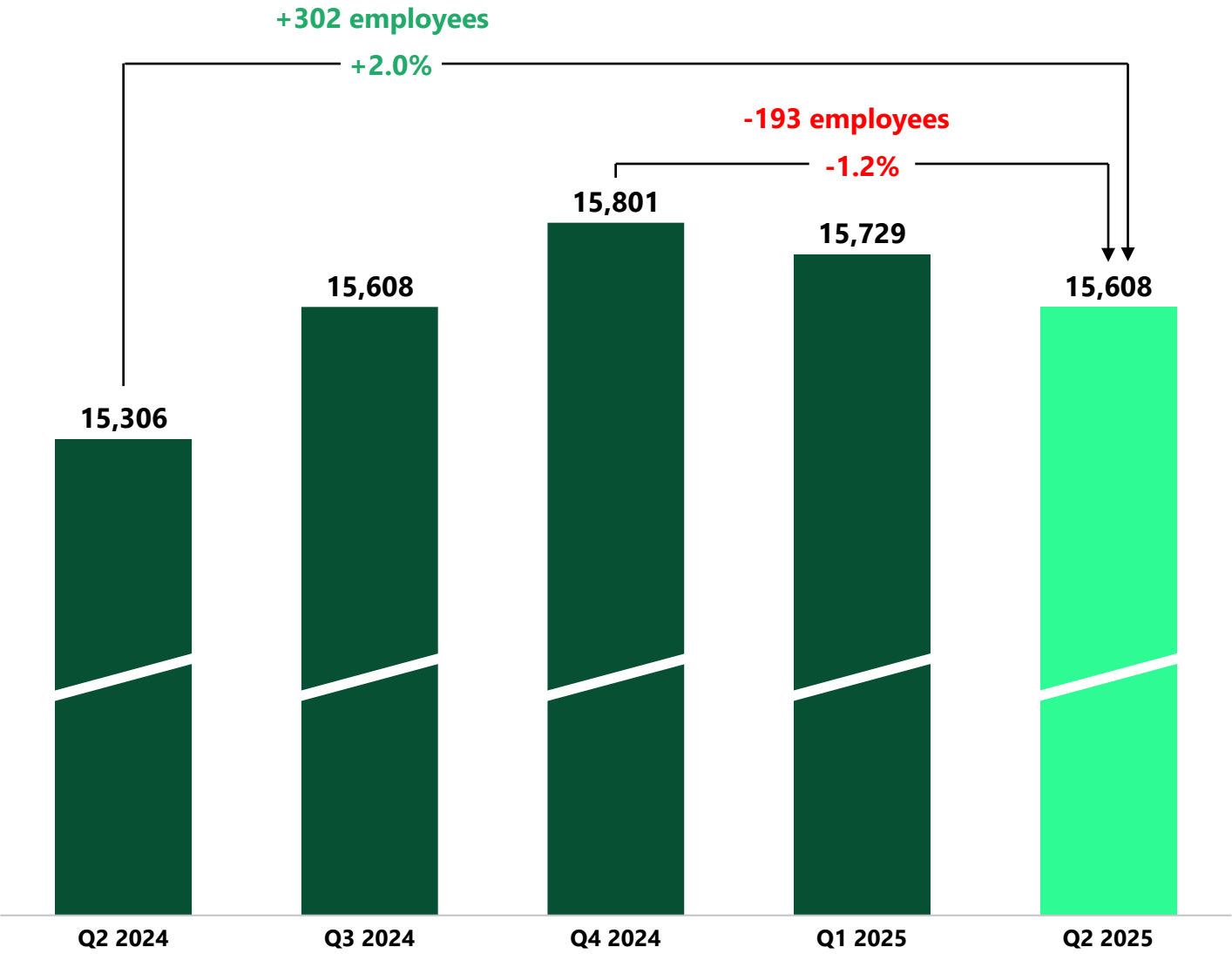
Cash flow in line  
with seasonal norms.



in €m

# Employees.

Organic increase of 0.5% year-on-year.



***Latest news.***

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Christian Jehle

## Bechtle adds to its Executive Board.

Christian Jehle will join the company on 1 January 2026 as **Chief Financial Officer (CFO)**, assuming responsibilities currently held by CEO, Dr Thomas Olemotz. Most recently, Christian Jehle served as CFO at Computacenter in the UK. Prior to that, he spent many years at SAP with postings in Germany, Japan and the UK.





## Acquisitions

### **I. Grupo Solutia Tecnologia in Spain**

Well-established in the public sector, Bechtle is significantly expanding its capabilities in workplace solutions, software development, and IT services with this acquisition.

### **II. E-Storage in the Netherlands**

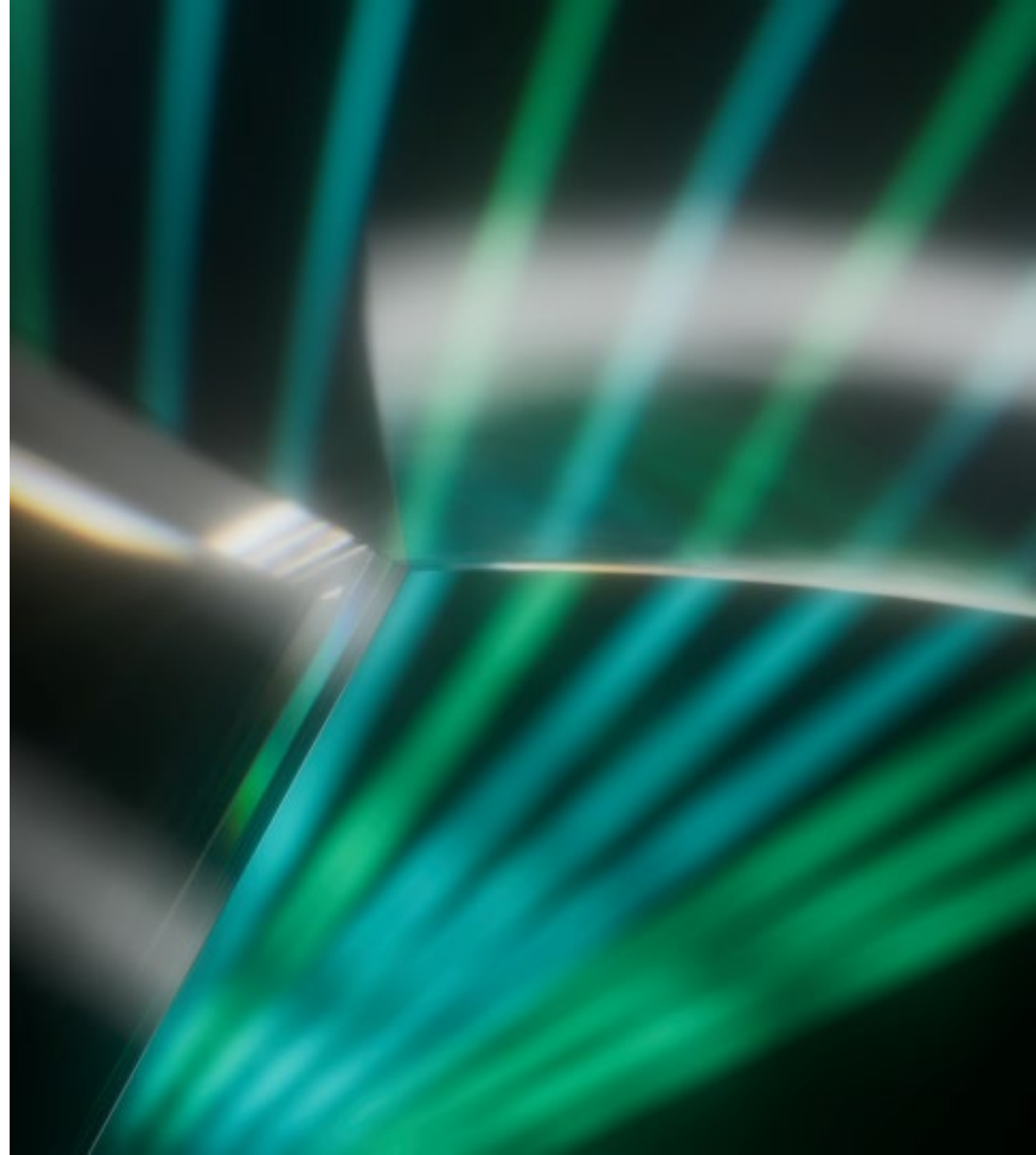
The experienced specialist in highly-complex data infrastructure and cyber-recovery solutions integrated into our subsidiary, PQR.




## **Verified cloud service security.**

Bechtle has successfully achieved C5 attestation—the highest cloud computing standard—in accordance with the criteria stipulated by Germany's Federal Office for Information Security (BSI).

The independent audit confirms that Bechtle fulfils the requirements of the C5 Cloud Computing Compliance Criteria Catalogue and, therefore, meets the highest information security standards for operating cloud services.



The left side of the image features an abstract background with flowing, wavy lines in various shades of green, ranging from dark forest green to bright, glowing lime green. These lines create a sense of movement and depth. On the right side, there is a solid white background where the text is located.

## Framework agreement

Bechtle has once again secured a win in a nationwide tender. **Following the successful bid for a framework agreement for the provision of low-code platform licences, Bechtle has now also been awarded the contract to supply implementation resources** for related digitalisation projects. The new agreement is valued at approximately €450m over a four-year term, with the option to extend for a further two years.

***Outlook.***

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2025 forecast.



## 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** is expected to see stronger growth 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.

- **Uncertainties** around economic developments remain very high.
- Bechtle's economic development is closely tied to the overall health of the economy and especially our customers' **willingness to invest**.
- Against the backdrop of a more stable political landscape in Germany, our public-sector customers are already showing a slight increase in **investment activity**. We expect a more pronounced positive 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?*