



Bechtle AG – 1st Quarter 2023

Welcome!

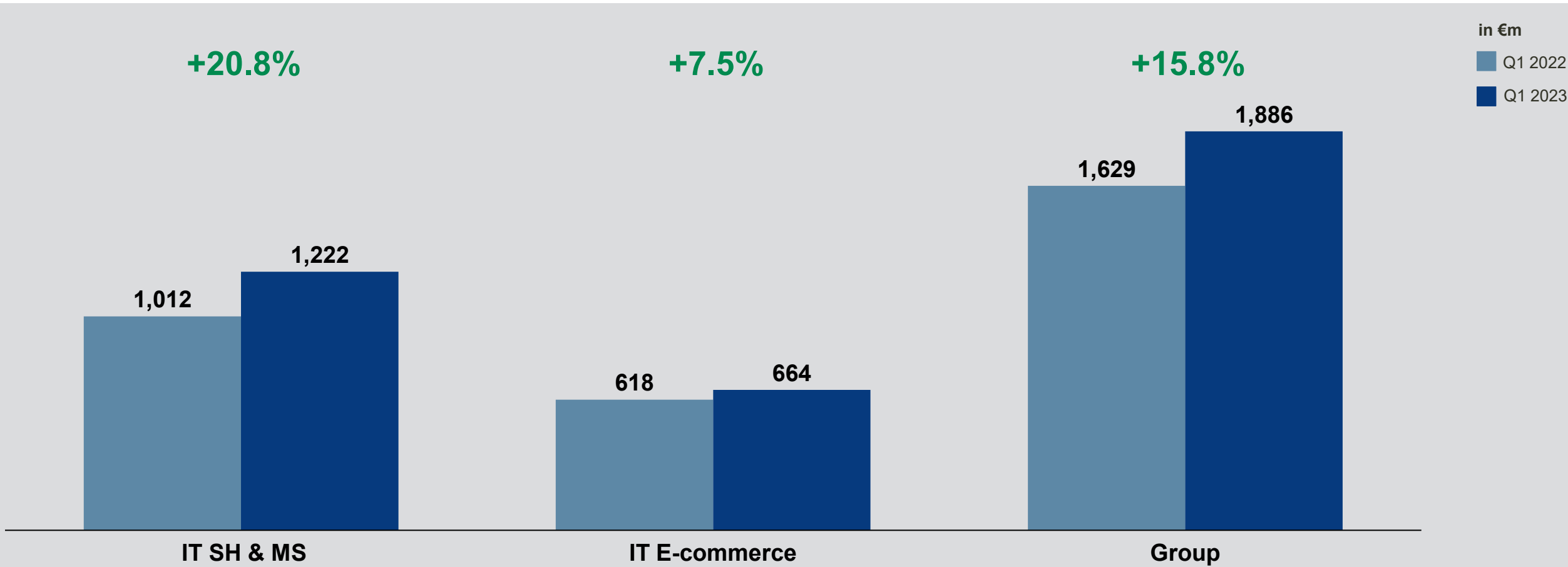
Neckarsulm | 11 May 2023 | Dr Thomas Olemotz

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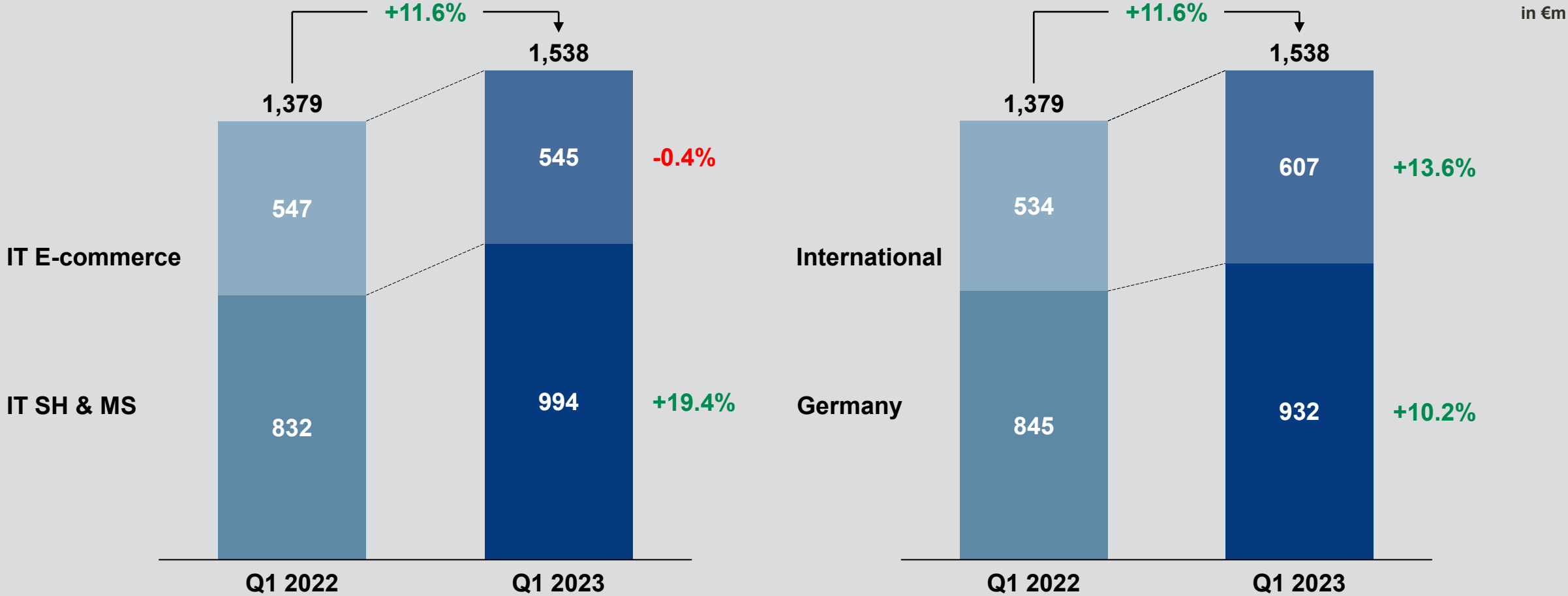
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1 Business development Q1 2023.

Business volume – Impressive start into the year.

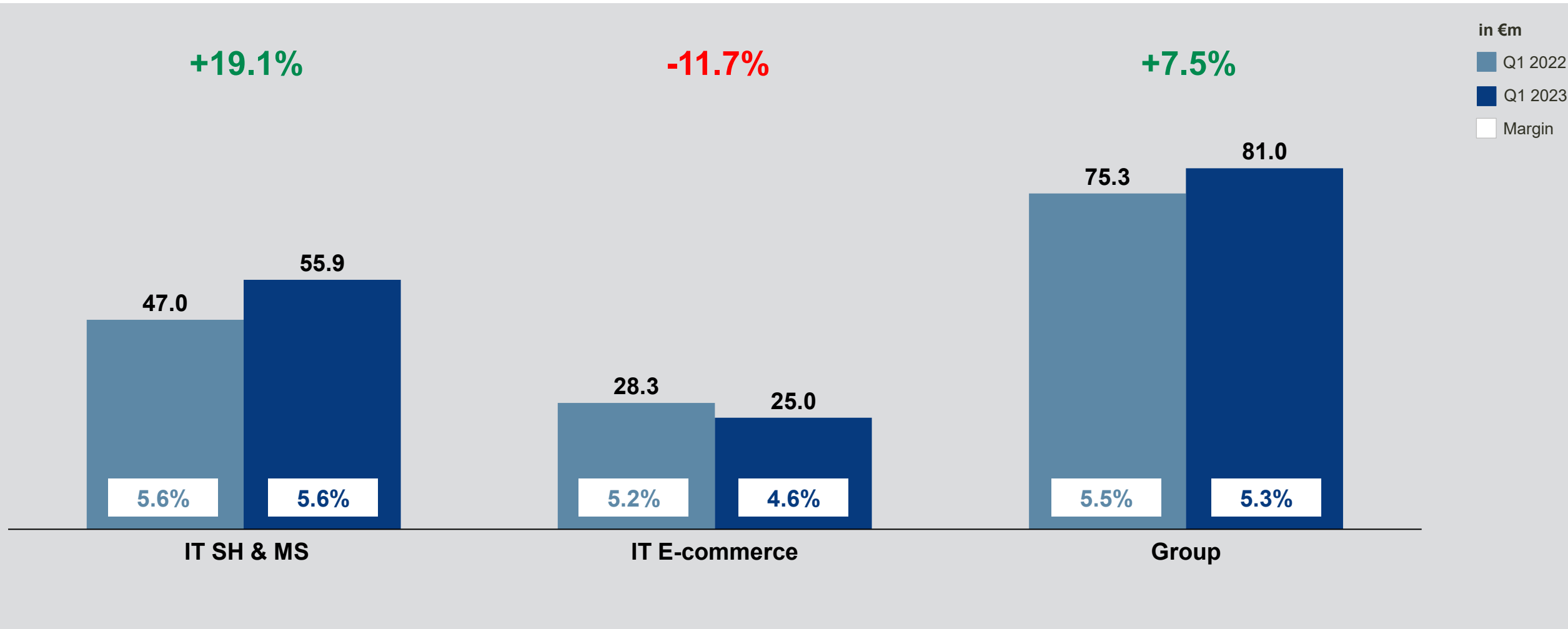


Revenue – System house business is growth driver.



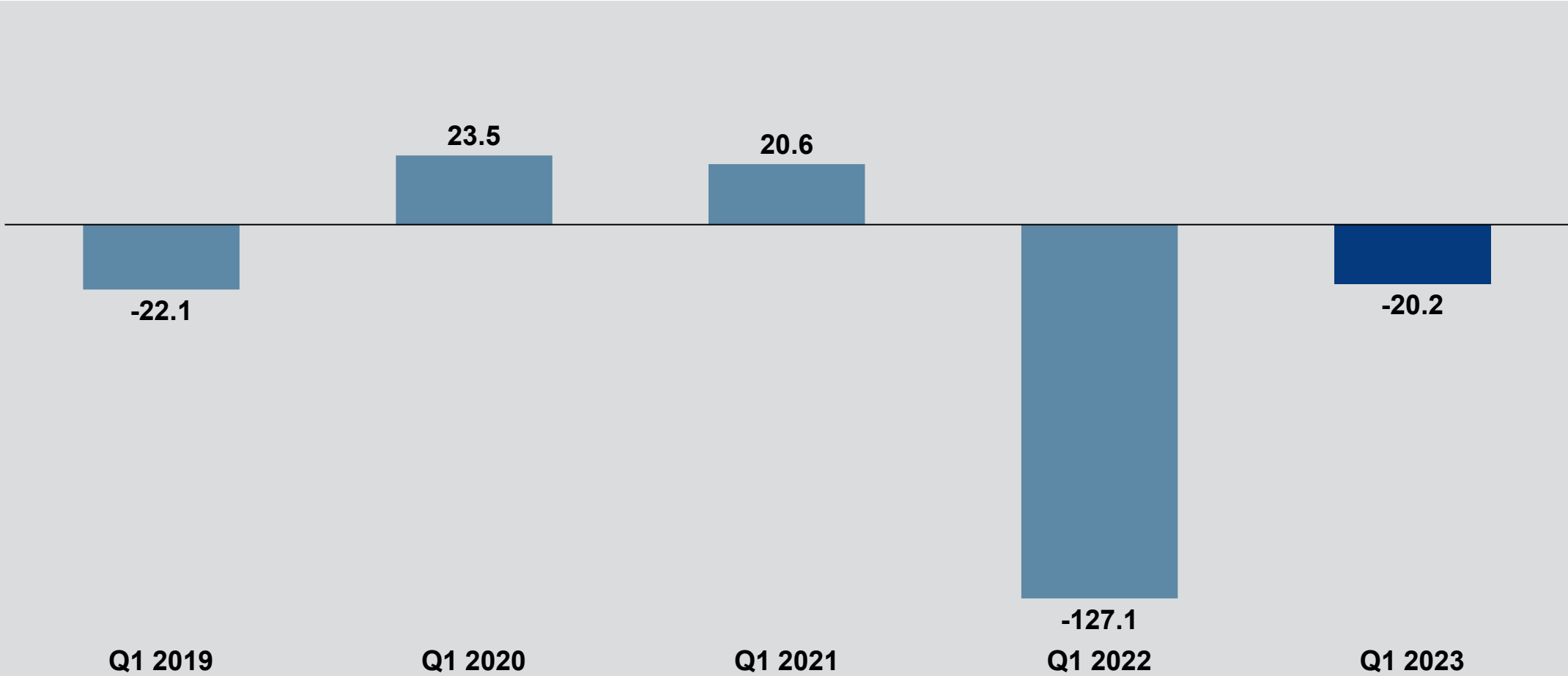
EBIT –

Good group-wide development – Differing profitability in segments.

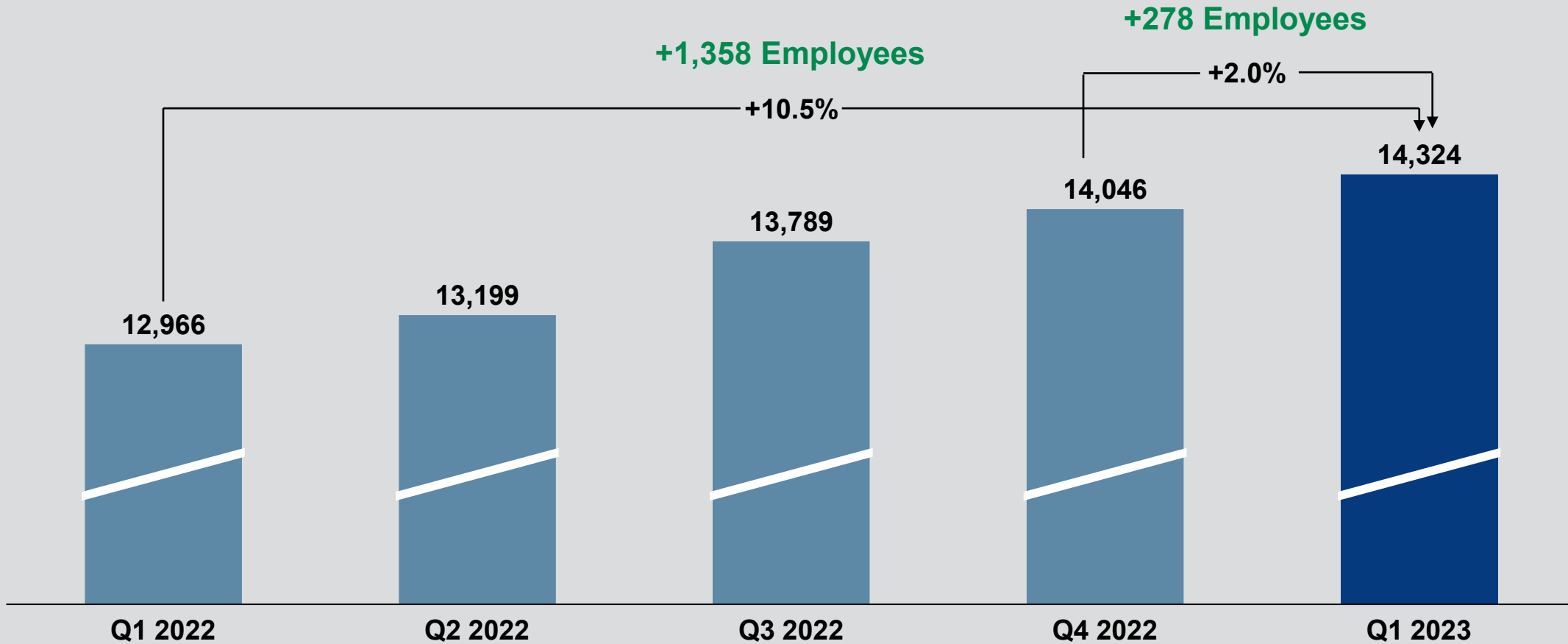


Operative cashflow – Considerable improvement yoy.

in €m

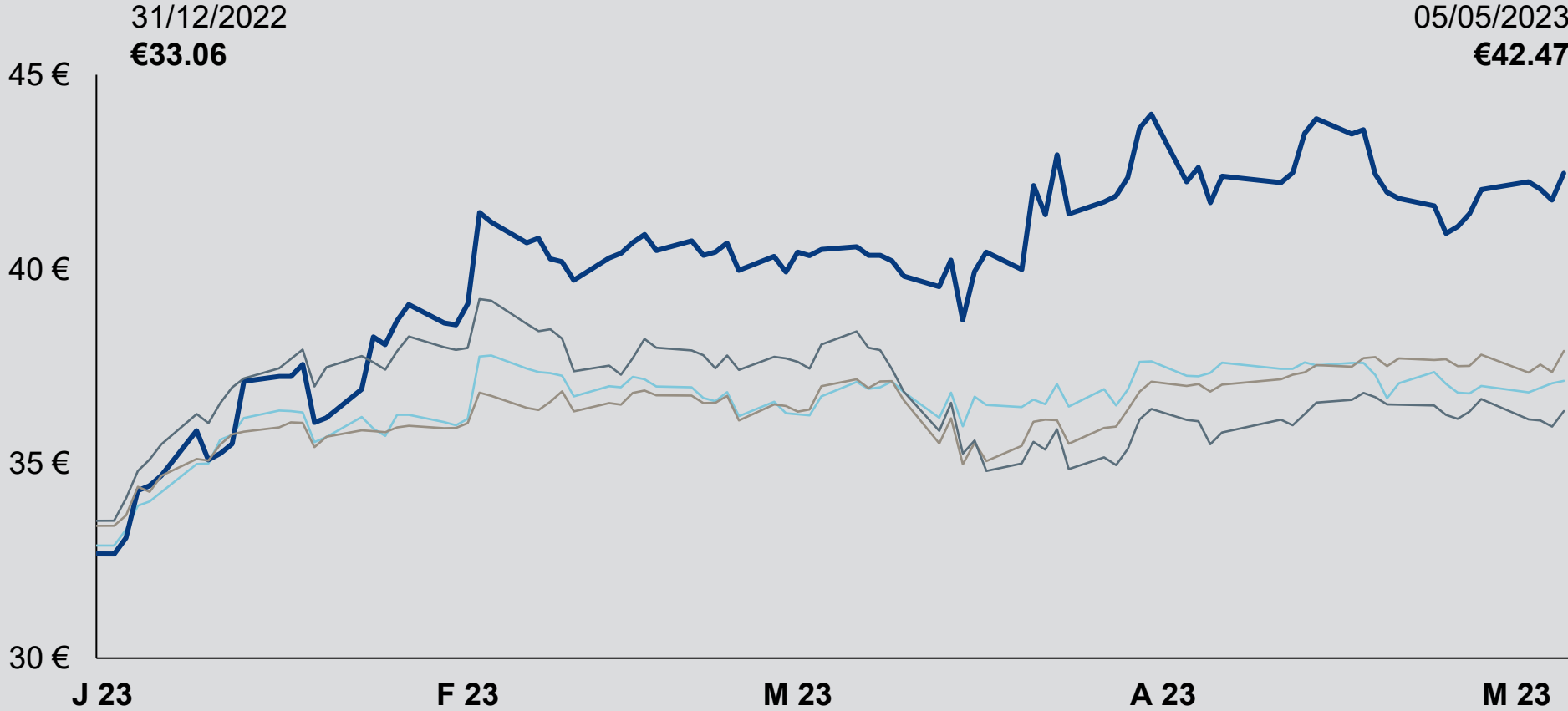


Employees – Moderate yoy increase of 7.4% without acquisitions.



2 The Bechtle share.

Bechtle share – Holding stable after upswing at start of year.

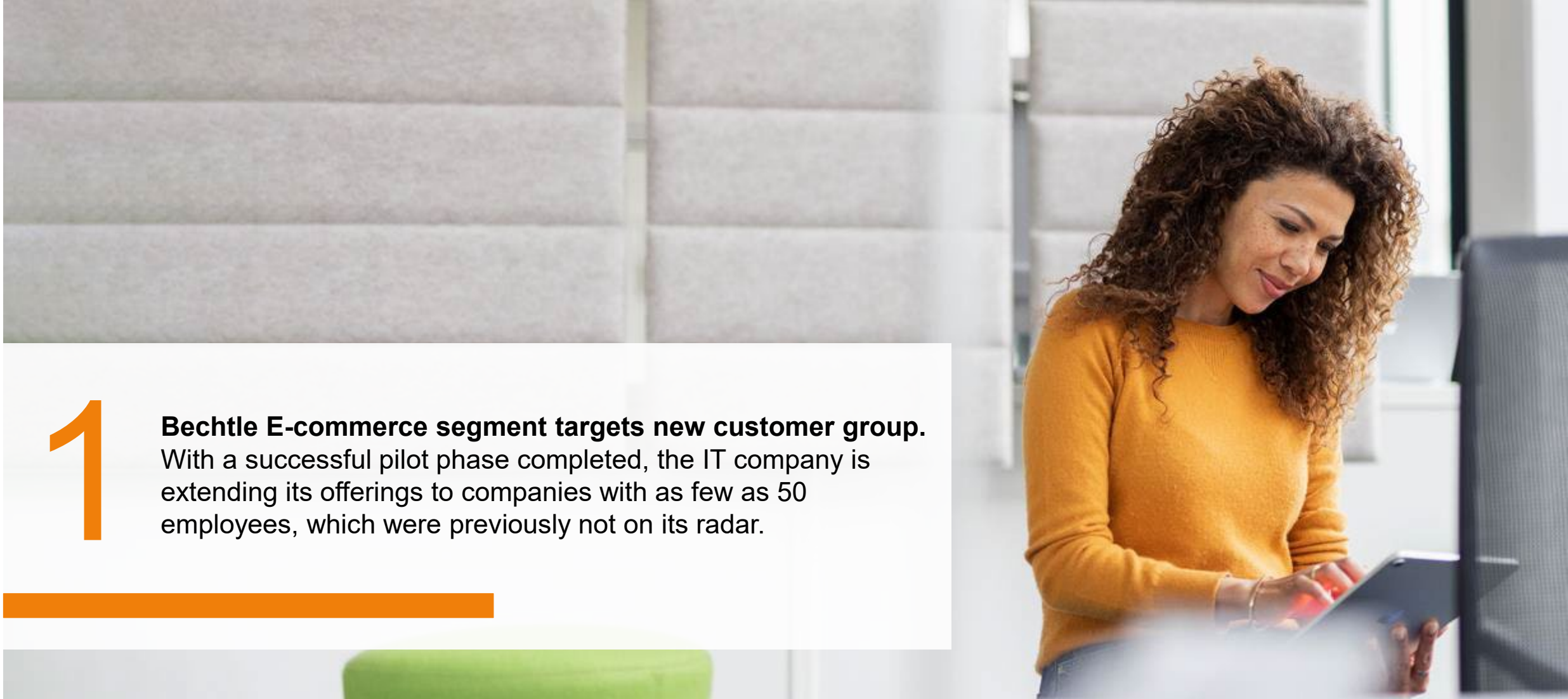


Performance (ytd)

Bechtle	+28.5%
DAX*	+14.6%
TecDAX*	+12.3%
MDAX*	+10.0%

* indexed

3 Highlights.



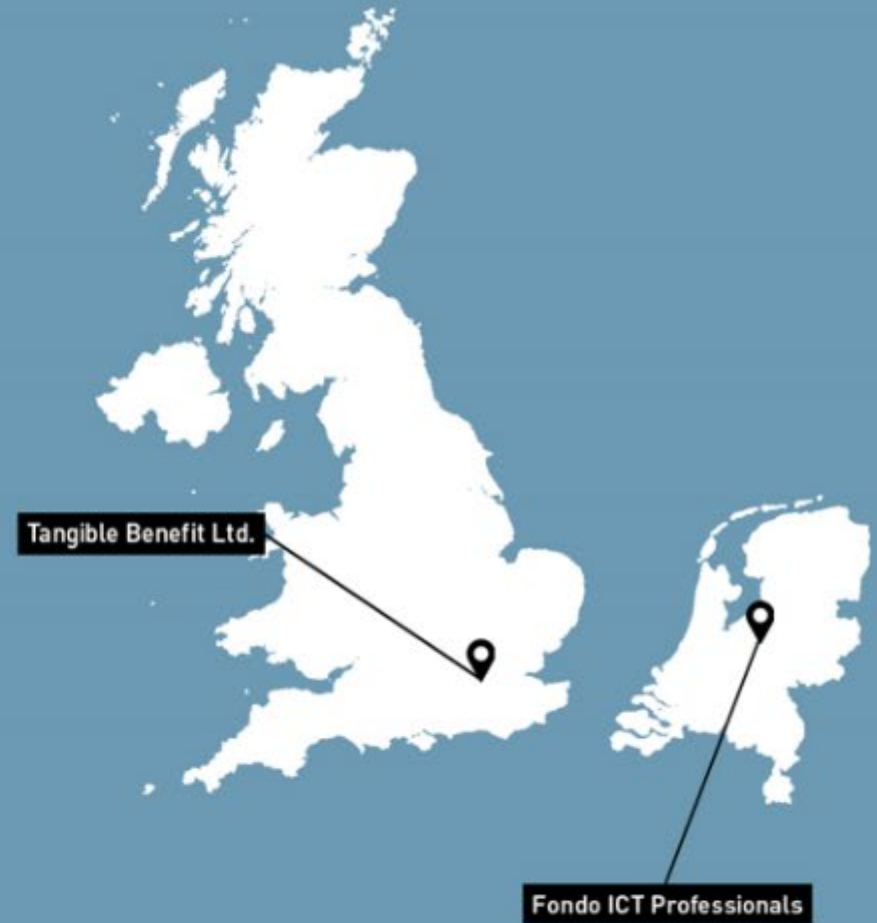
1

Bechtle E-commerce segment targets new customer group. With a successful pilot phase completed, the IT company is extending its offerings to companies with as few as 50 employees, which were previously not on its radar.

2

Bechtle expands European foothold.

Bechtle acquires value-added reseller, Tangible Benefit, in the UK and software specialist, Fondo ICT Professionals, in the Netherlands. In Switzerland, a 3D printing specialist joins us.





3

Bechtle receives HP Global Business Excellence Award.

Two of HP Inc.'s inaugural Amplify Impact awards go to the Bechtle Group. The awards are recognition of the sustainability achievements of HP's partners across six categories.





4

Bechtle moves into new location in Munich and plans an IT Future Hub in Neu-Ulm.

Bechtle is the first tenant in the Koryfeum Campus in Unterschleißheim with workplaces for some 150 employees. The new office in Neu-Ulm will provide space for some 300 IT seats.



4 2023 outlook.

Outlook – Forecast confirmed. Bechtle remains optimistic.

Assumptions.

- The overall economic situation will develop better than expected just a few months ago, but growth rates will remain limited.
- Supply bottlenecks hampering our manufacturing partners will continue to ease.
- Project business backlog will dissipate.
- Targeted continuation of our European M&A strategy.
- Positive investments of industrial SMEs will increase over the course of the year.

Objectives.

- Bechtle is optimistic for the current fiscal year.
 - Significant growth in terms of revenue/business volume 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

