

Bechtle AG – 2019 Fiscal Year

Welcome.
Neckarsulm | 19 March 2020

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Revenue – Very strong growth.

+29.8%
+15.3%*

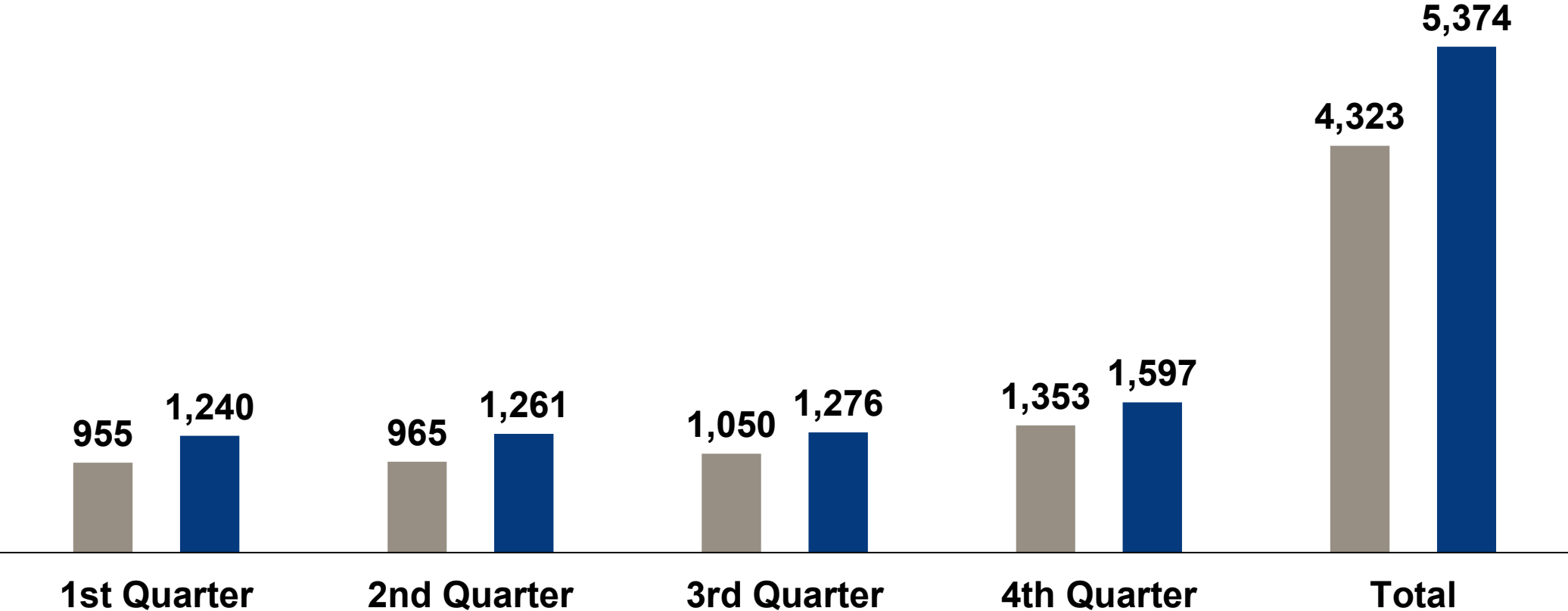
+30.7%
+16.9%*

+21.6%
+12.3%*

+18.0%
+16.2%*

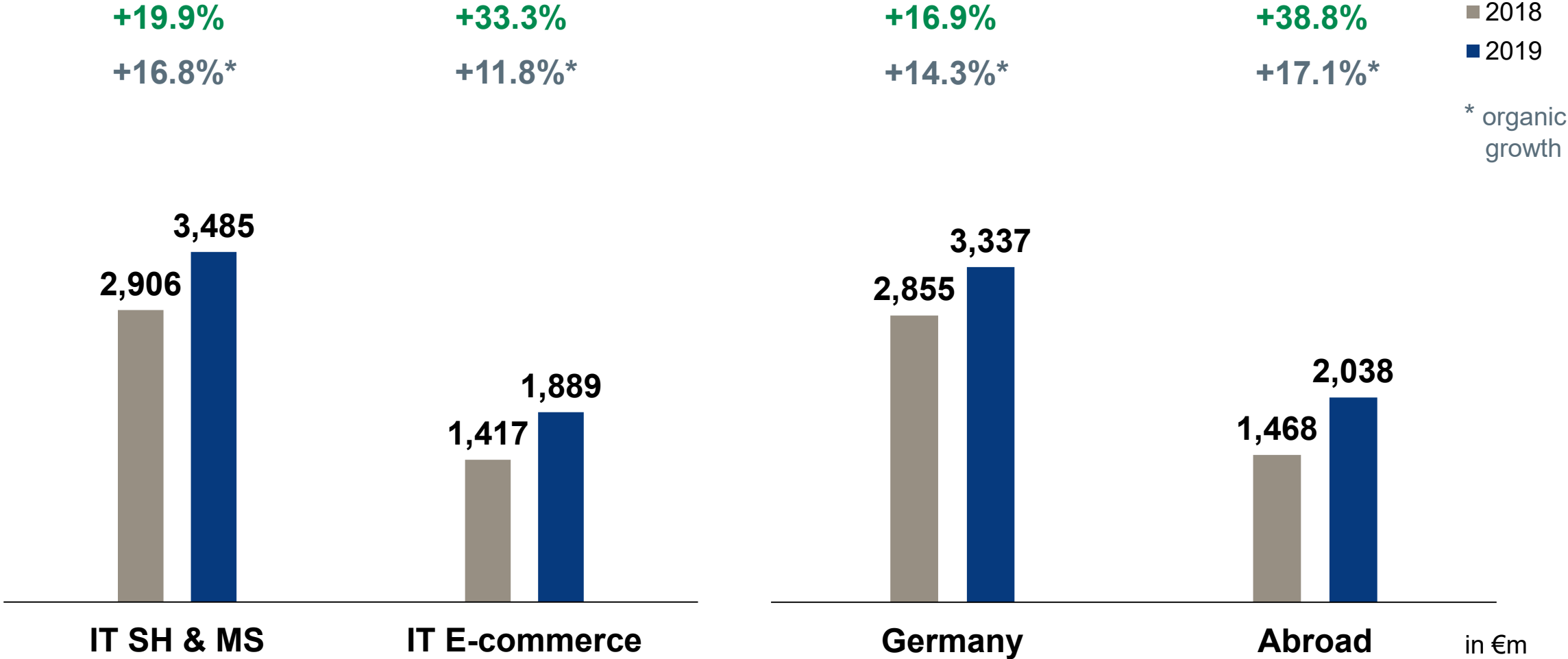
+24.3%
+15.2%*

■ 2018
■ 2019
* organic growth

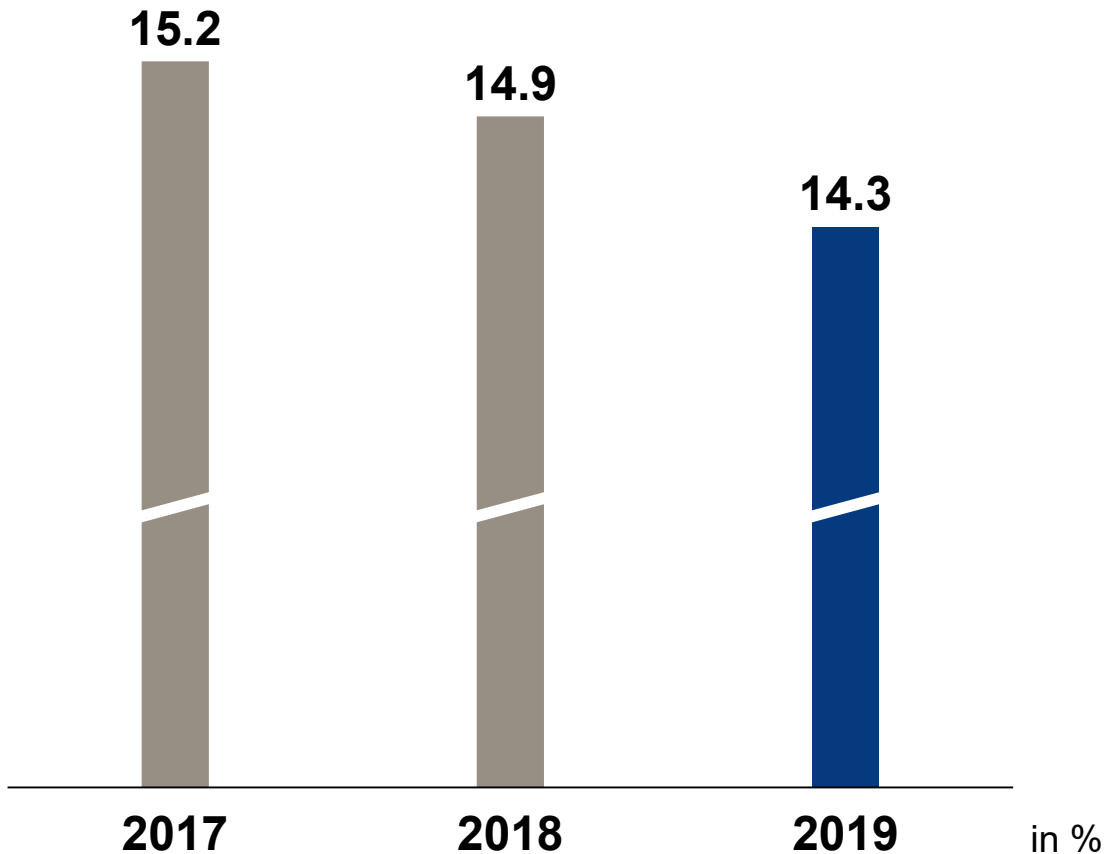


in €m

Revenue – Well balanced growth.



Gross margin –
Influenced by exceptional growth and investments in workforce.



Cost of sales development (YoY)

Material costs	+24.7%
Personnel expenses	+31.6%
Depreciation/amortisation (incl. IFRS 16)	+113.7%
Other operating expenses	-2.3%
Total	+25.2%

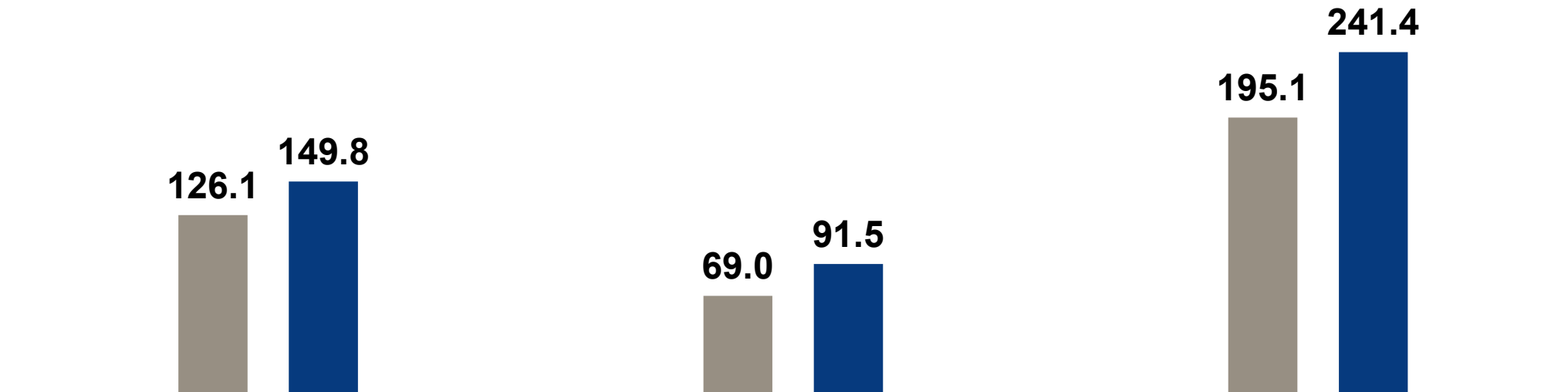
EBIT – Margin on par with 2018 despite PPA effect.

+18.8%

+32.7%

+23.7%

■ 2018
■ 2019



IT SH & MS

IT E-commerce

Group

in €m

4.3%

4.3%

4.9%

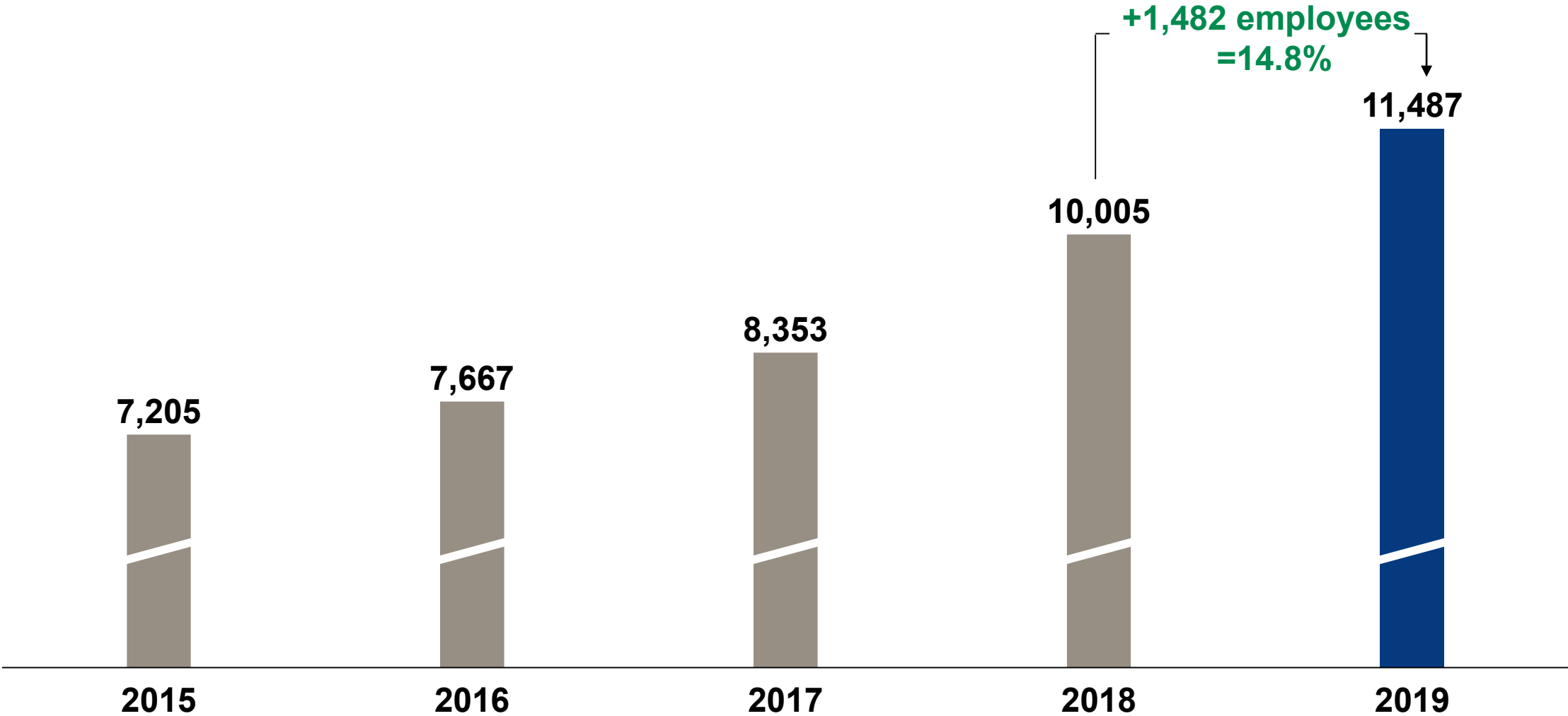
4.8%

4.5%

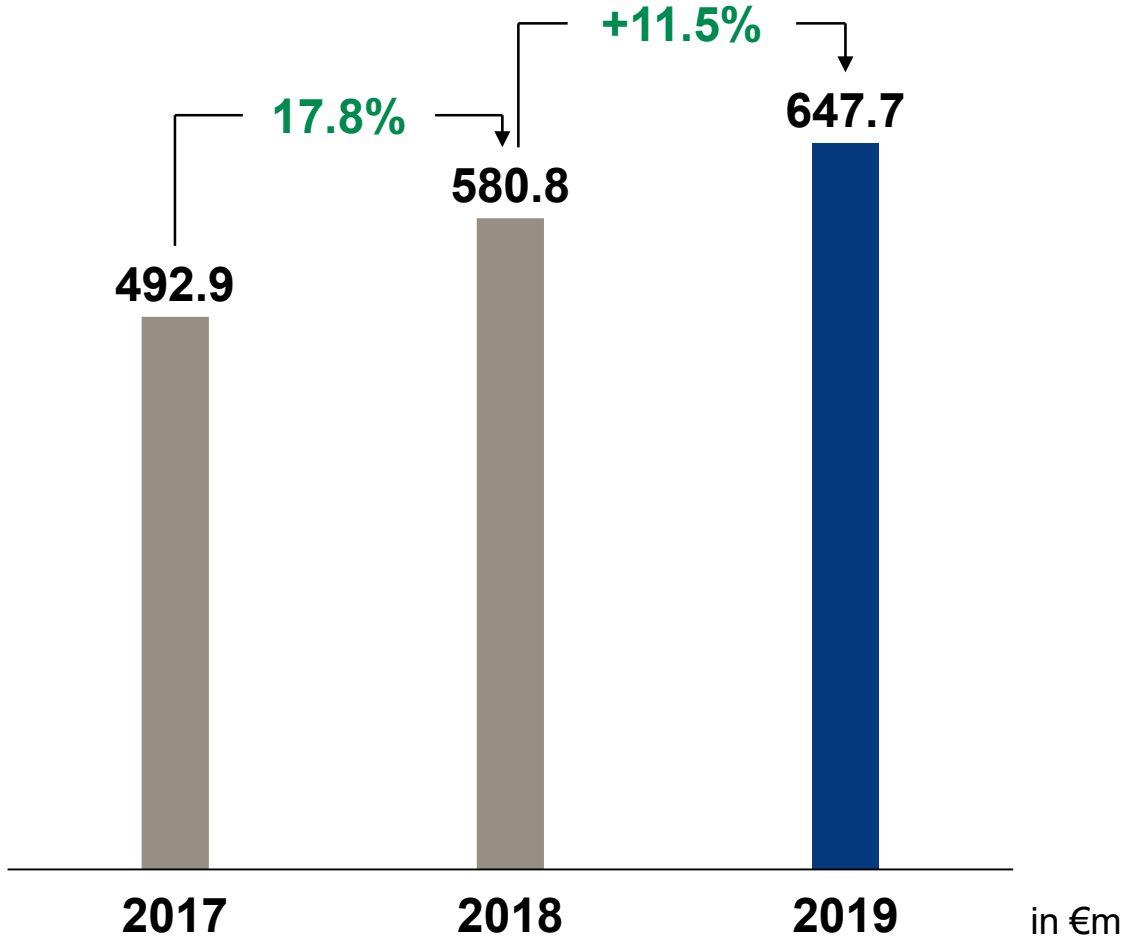
4.5%

Margin

Employees – Our most valuable asset.



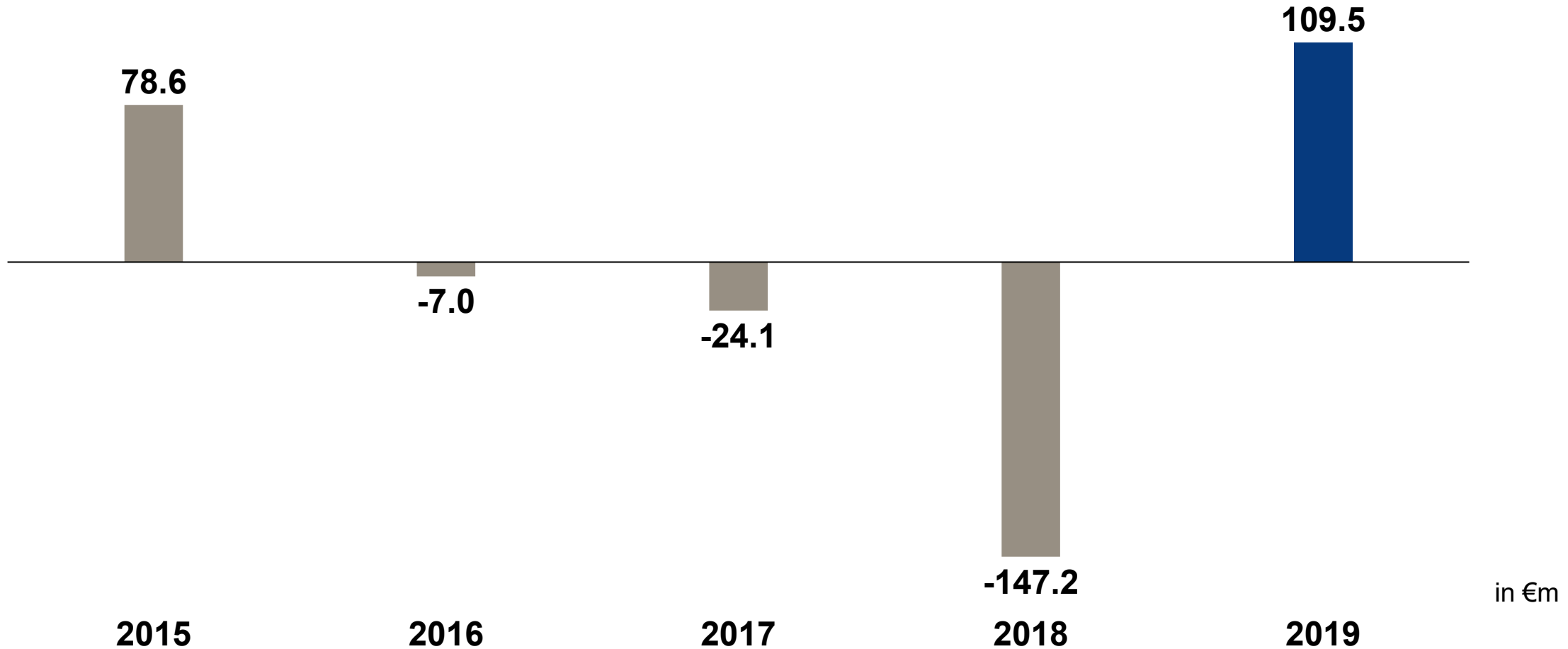
Working capital – Implemented measures bearing fruit.



Working capital development (YoY)

Inventories	+1.9%
Trade receivables	+31.6%
Accrued income	+15.2%
Trade payables	+9.3%
Deferred income	+20.9%
Total	+11.5%

Free cash flow – Significant climb gives us leeway.

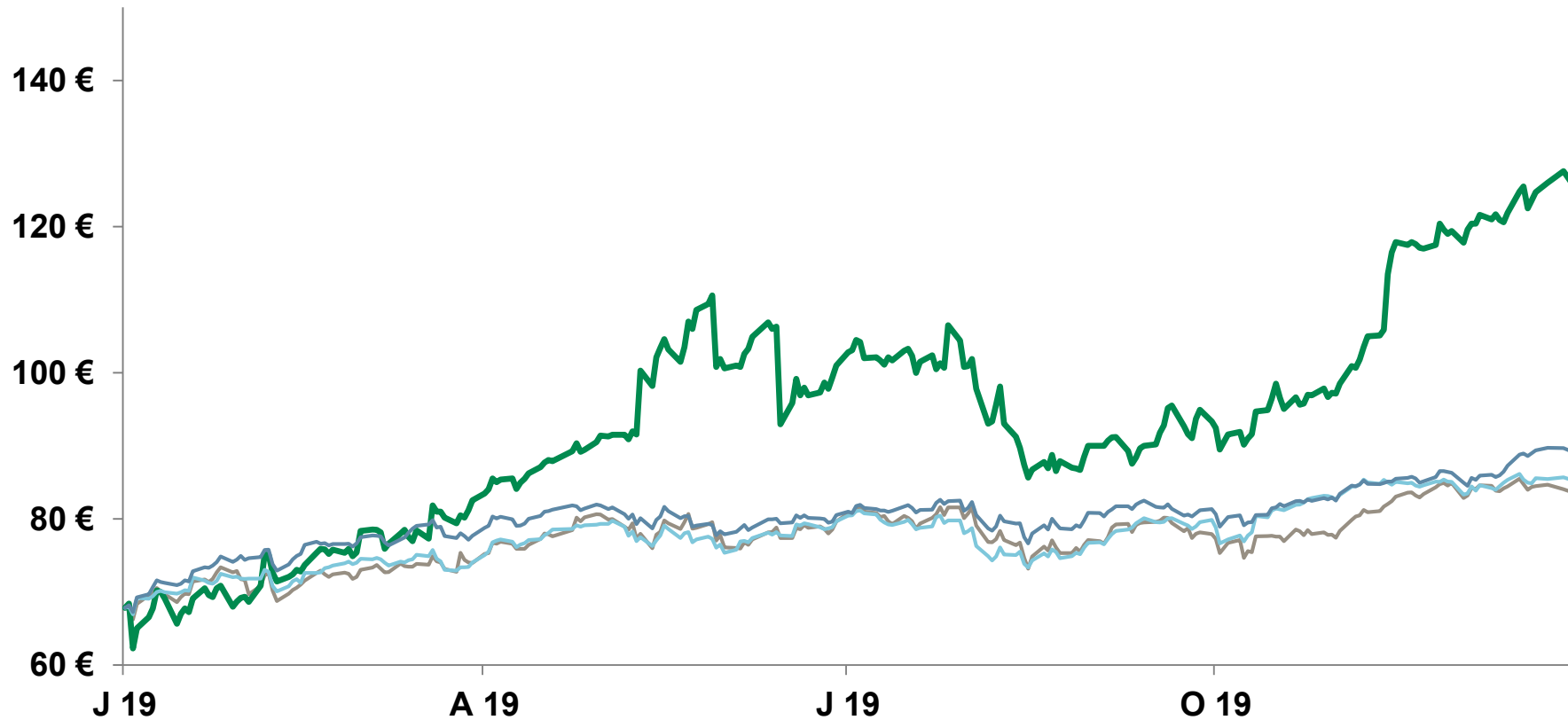


Bechtle share – Excellent performance throughout 2019.

31.12.2018
€67.85

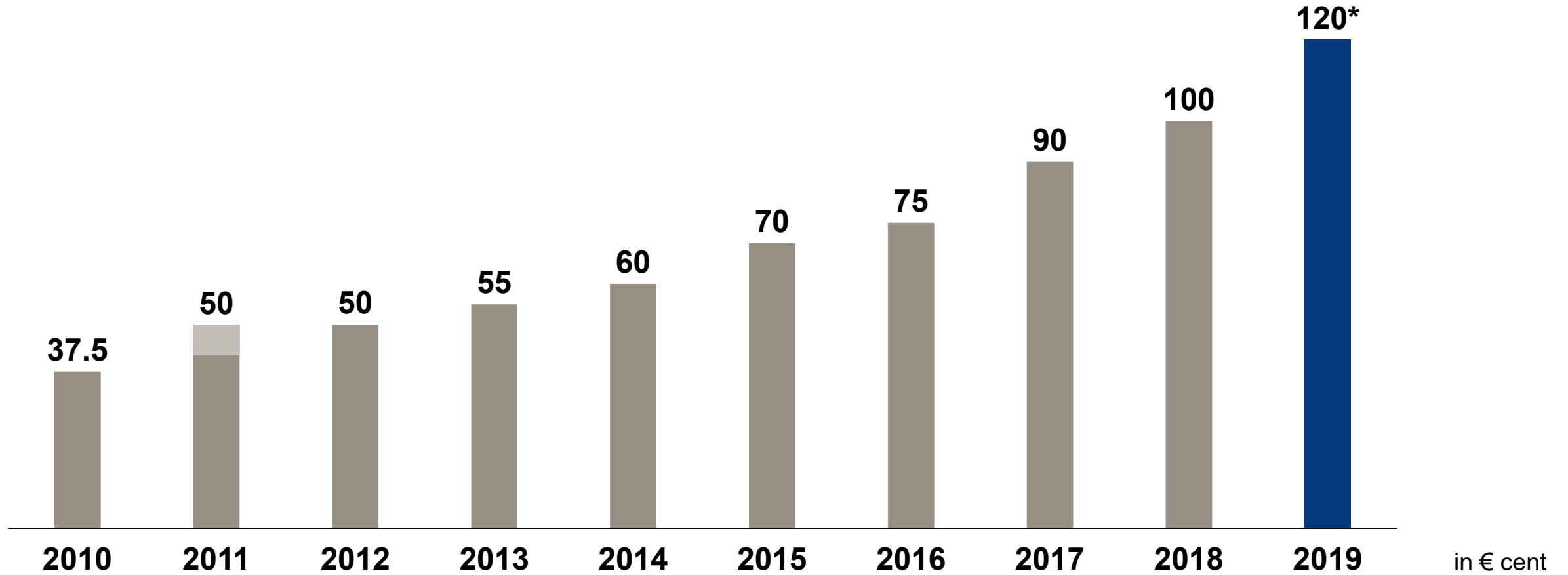
30.12.2019
€125.20

Performance 2019



Bechtle	+84.5%
MDAX*	+31.2%
DAX*	+25.5%
TecDAX*	+23.0%
*indexed	

Dividend –
Up 20 per cent, 10th increase in a row.



* AGM proposal

1

New academic year: 229 trainees and students join Bechtle following 7 career paths and 8 degree programmes.

2

Construction of a new 8,700 m² office building.
Room for an additional 600 desks at Bechtle Platz 1.
To be ready in October 2020.
35,300 m² total office space at the group headquarters.





3

In 2019, Bechtle wrapped up no less than nine acquisitions—more than in any other year. Acquisitions remain integral to our growth strategy.

4

System house and service units in Switzerland fuse to become Schweiz AG/Bechtle Suisse SA, creating one of the biggest integrated IT service provider in Switzerland with some 560 employees.



5

Bechtle adds Google products to its multi-cloud offering. Customers can source these services via the Bechtle Cloud platform.



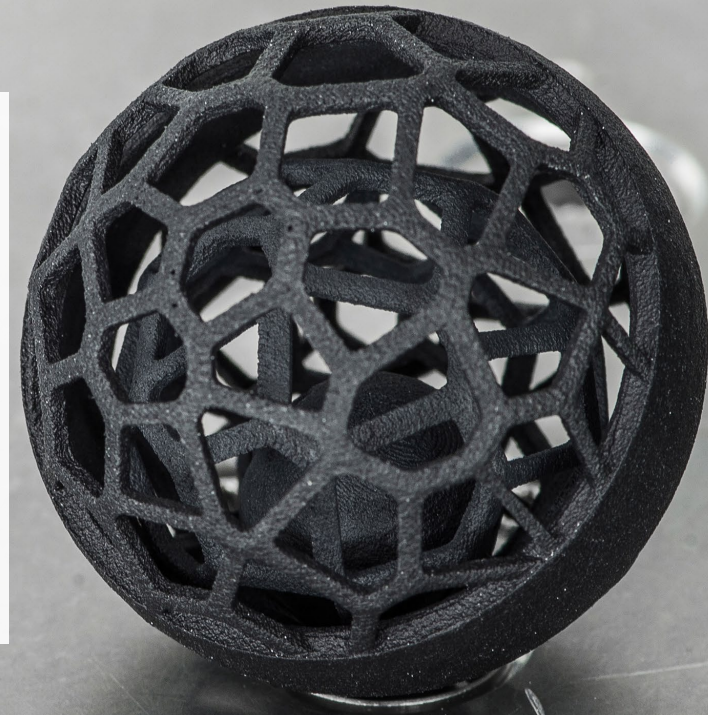
6

More international awards than ever, including Global Microsoft 365+ Surface Partner of the Year, HPE Global Solution Provider 2019 and Cisco Security Partner 2019.

7

Acquisitions 2020

- DPS Software GmbH: Expertise in SOLIDWORKS
- Wide Technology Partners: Cisco specialists in CH
- Ivizi: Apple Centre of Excellence in NL.



Outlook 2020 – Framework conditions defy reliable forecasts.

Framework conditions.

- Original GDP projections were cautiously optimistic.
- Impact of the corona pandemic is unpredictable in terms of time and intensity; consequences on the economy can therefore not be put in reliable figures.

Objectives.

- Significant growth in terms of revenue and earnings.
- EBT margin at least on par with 2019.
- Current developments make dependable projections impossible.

Annual Report 2019.



- All facts and figures for your perusal
- Available on bechtle.com/reports

Any questions?