



Bechtle AG

2nd Quarter and 1st Half-year 2019

Neckarsulm | 09 August 2019

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Revenue – Growth up slightly in Q2.

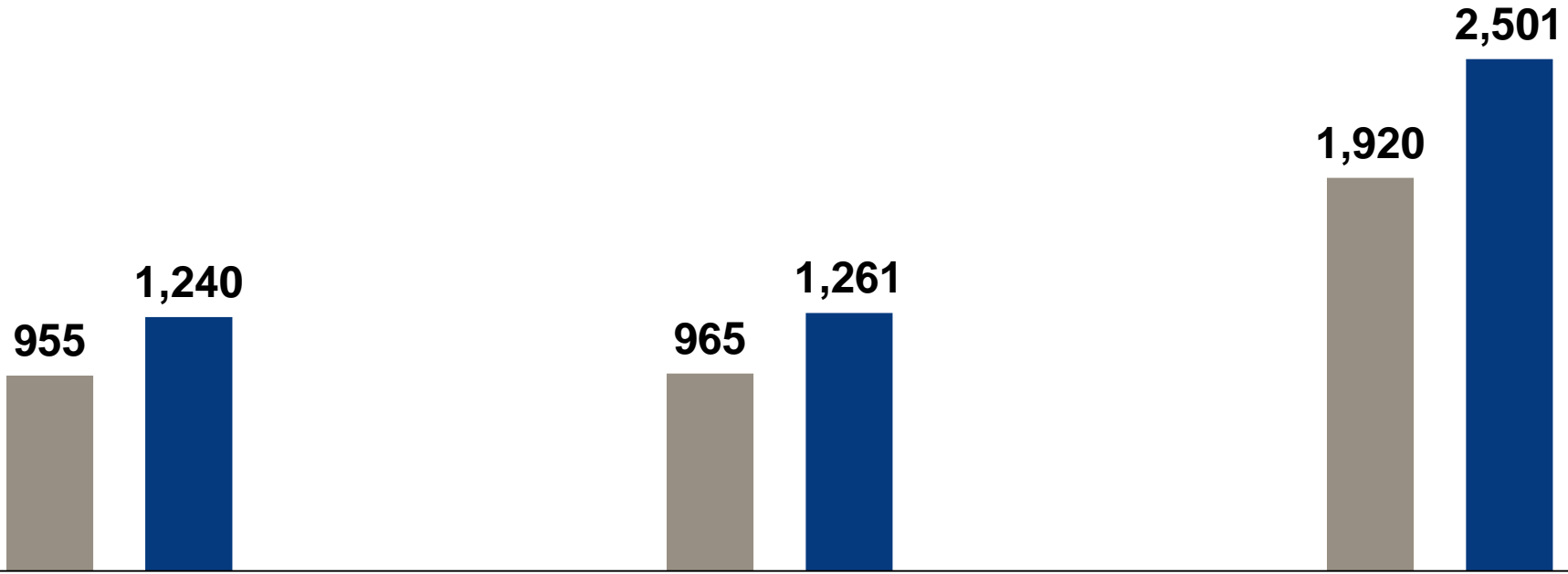
+29.8%
+15.3%*

+30.7%
+16.9%*

+30.2%
+16.1%*

■ 2018
■ 2019

* organic growth



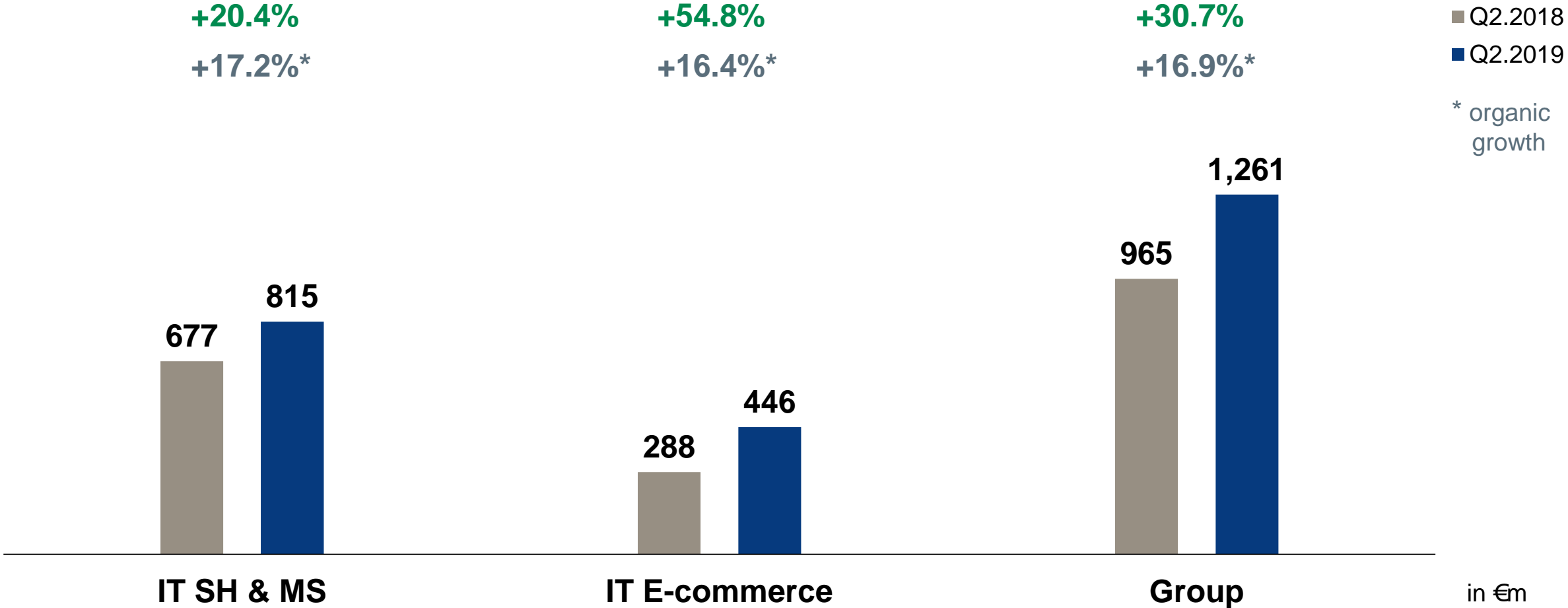
1st Quarter

2nd Quarter

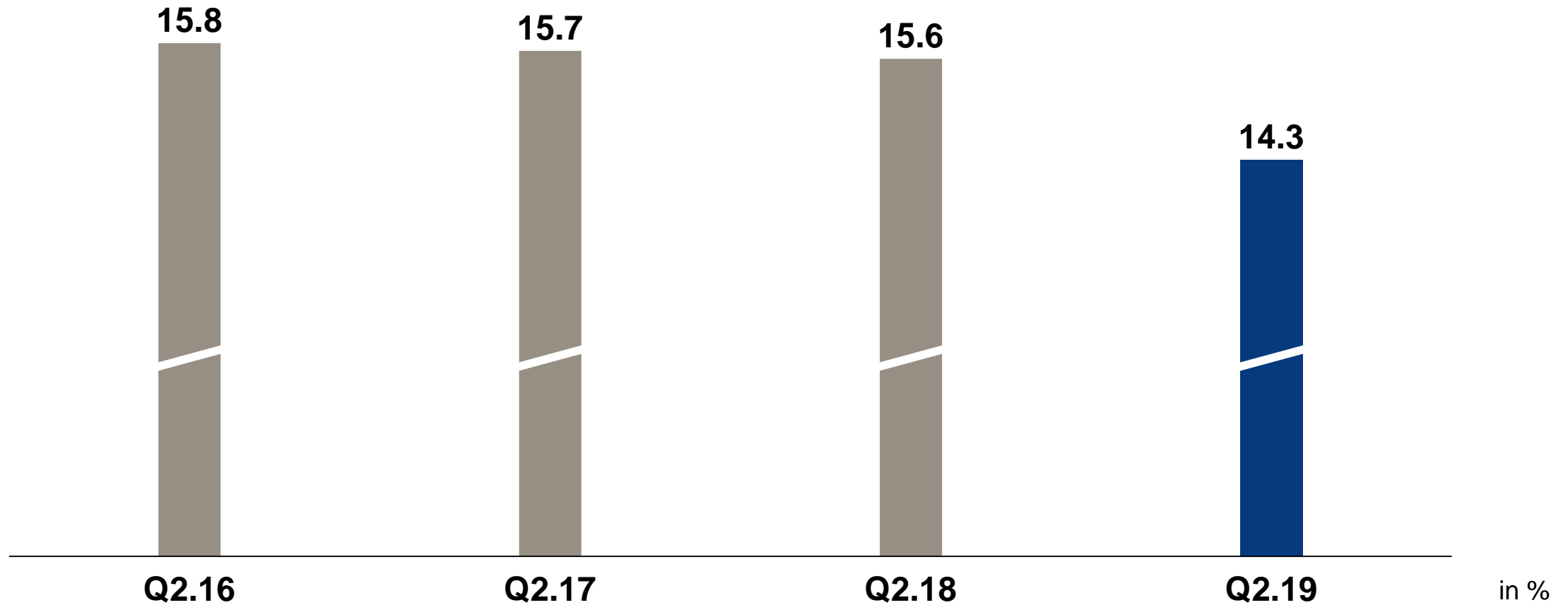
1st Half-Year

in €m

Revenue – Organic growth balanced between segments.

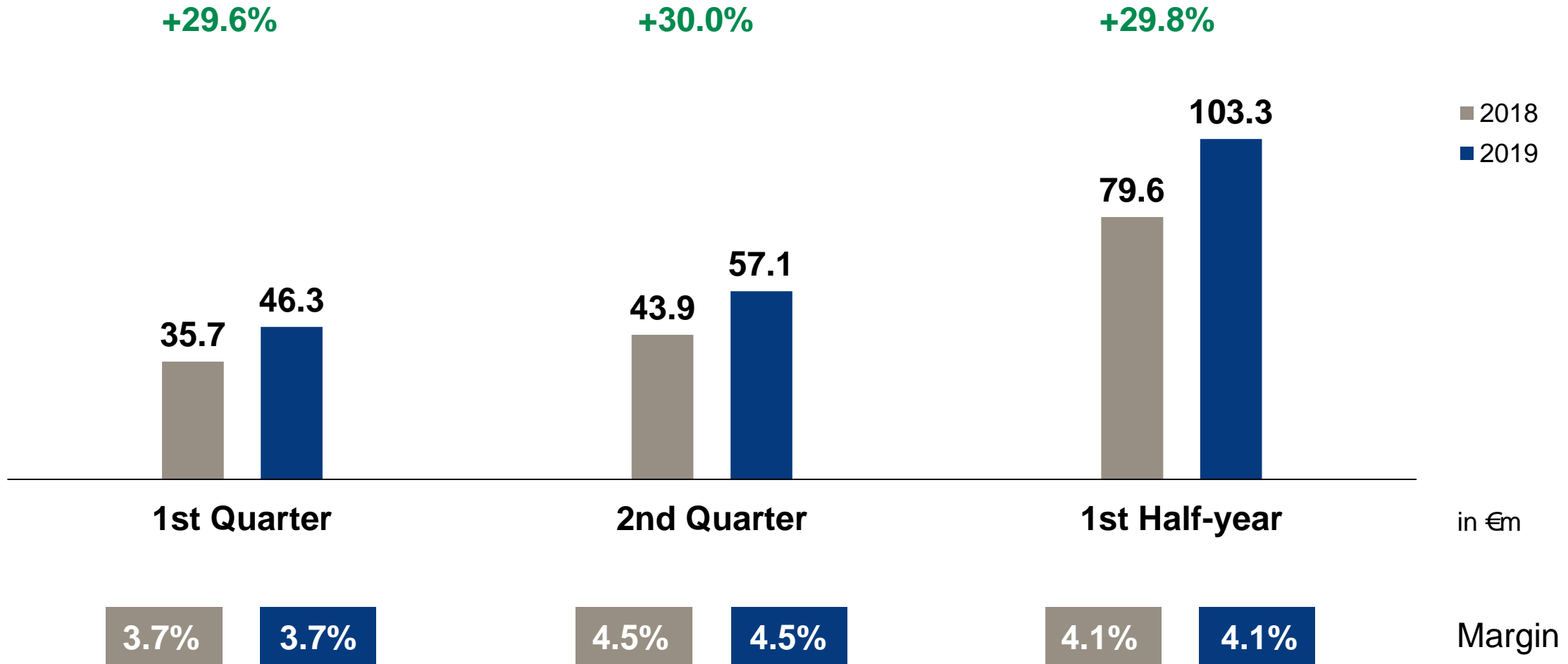


Gross margin – Under growth-related pressure.

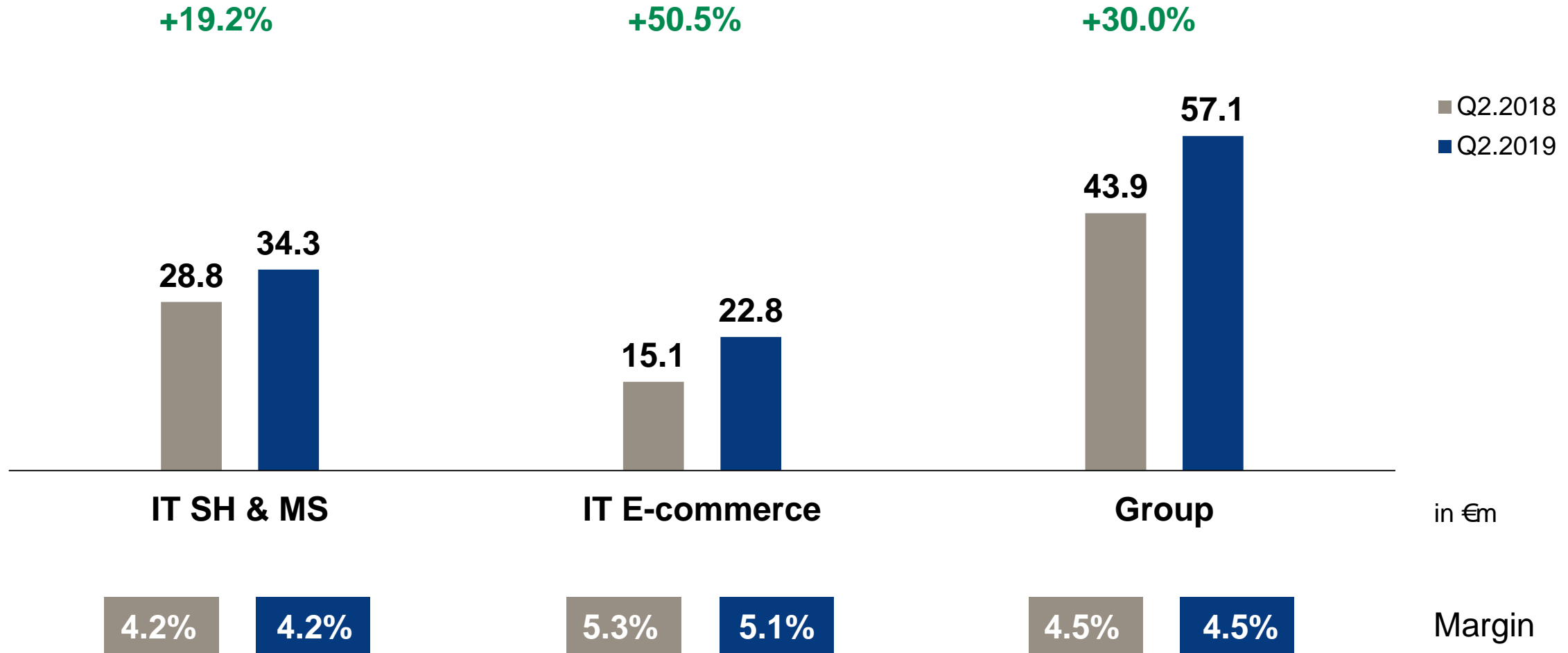


EBIT –

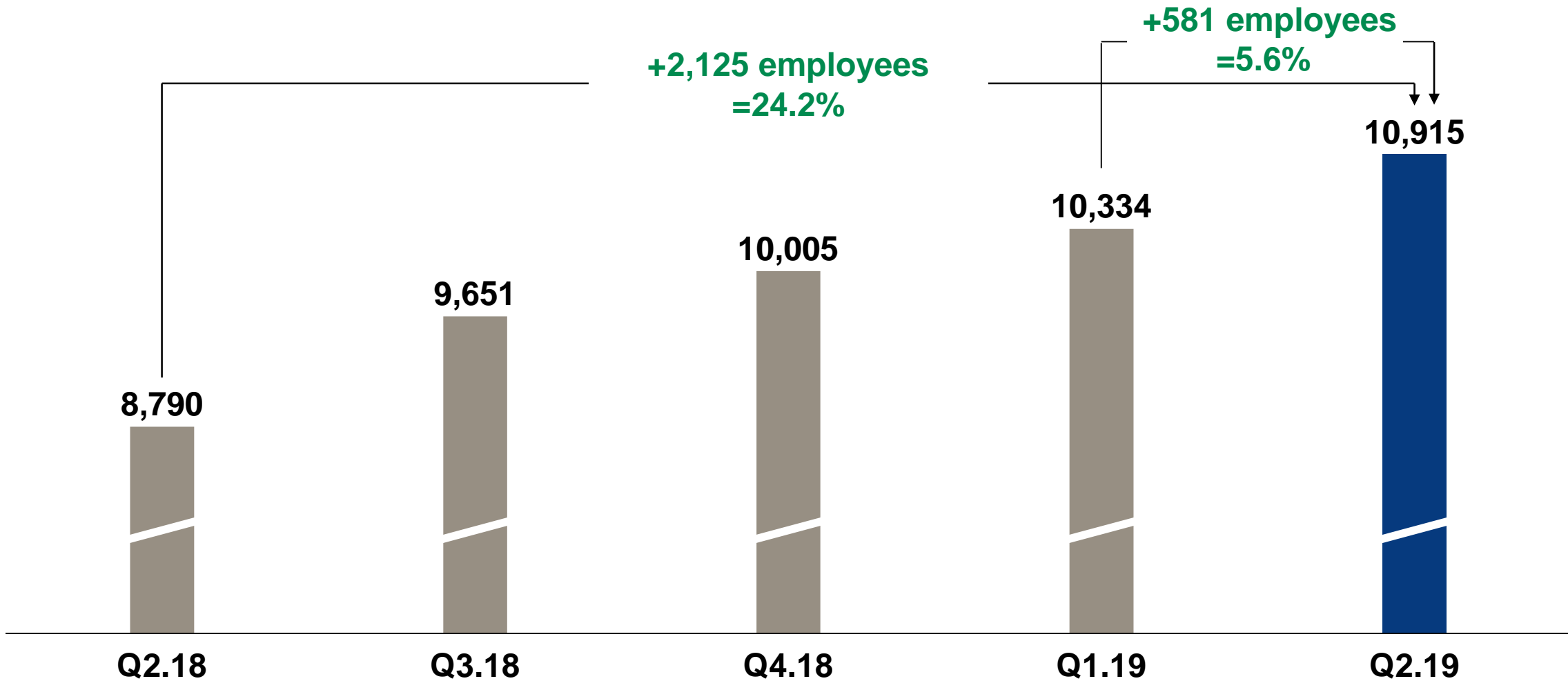
Very strong growth in earnings continues in Q2.



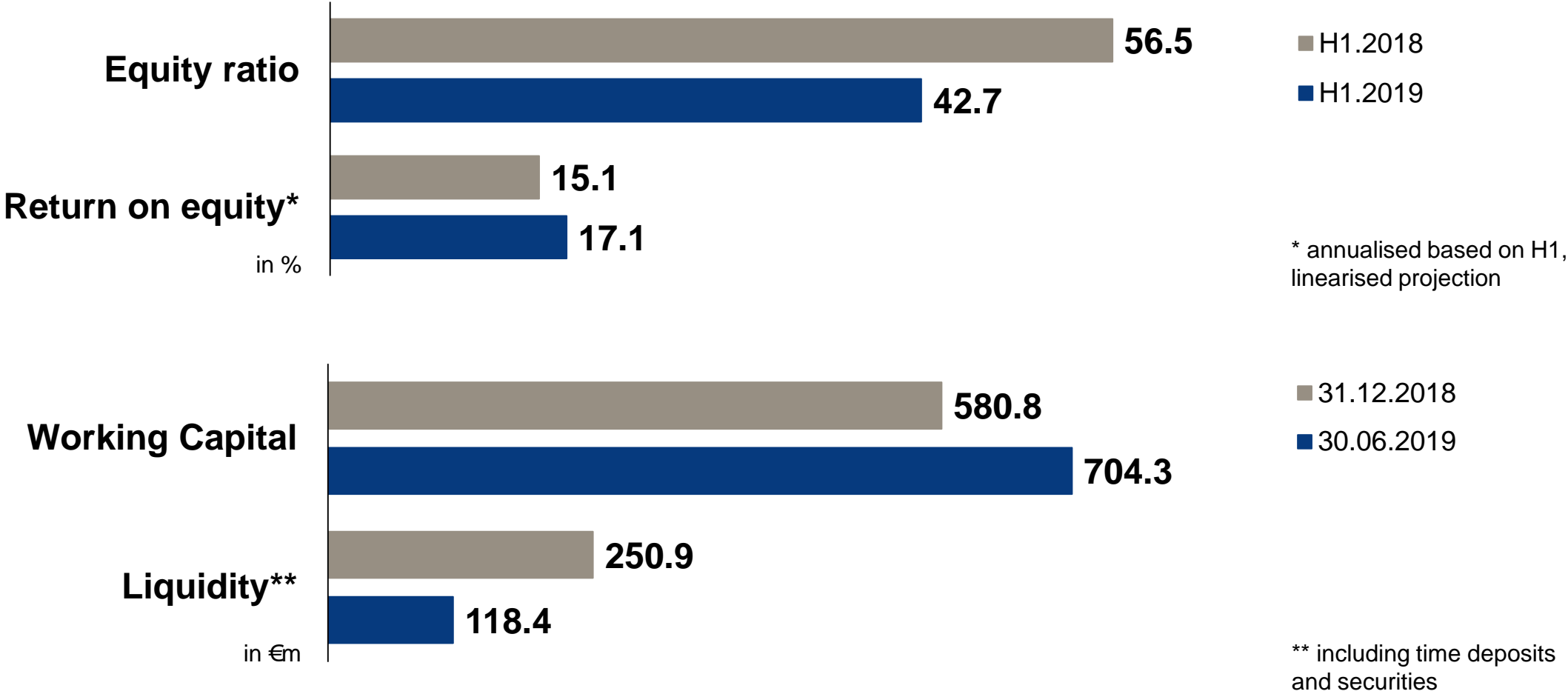
EBIT – Strong increase in earnings in E-commerce.



Employees – Headcount up due to acquisitions and organic growth.



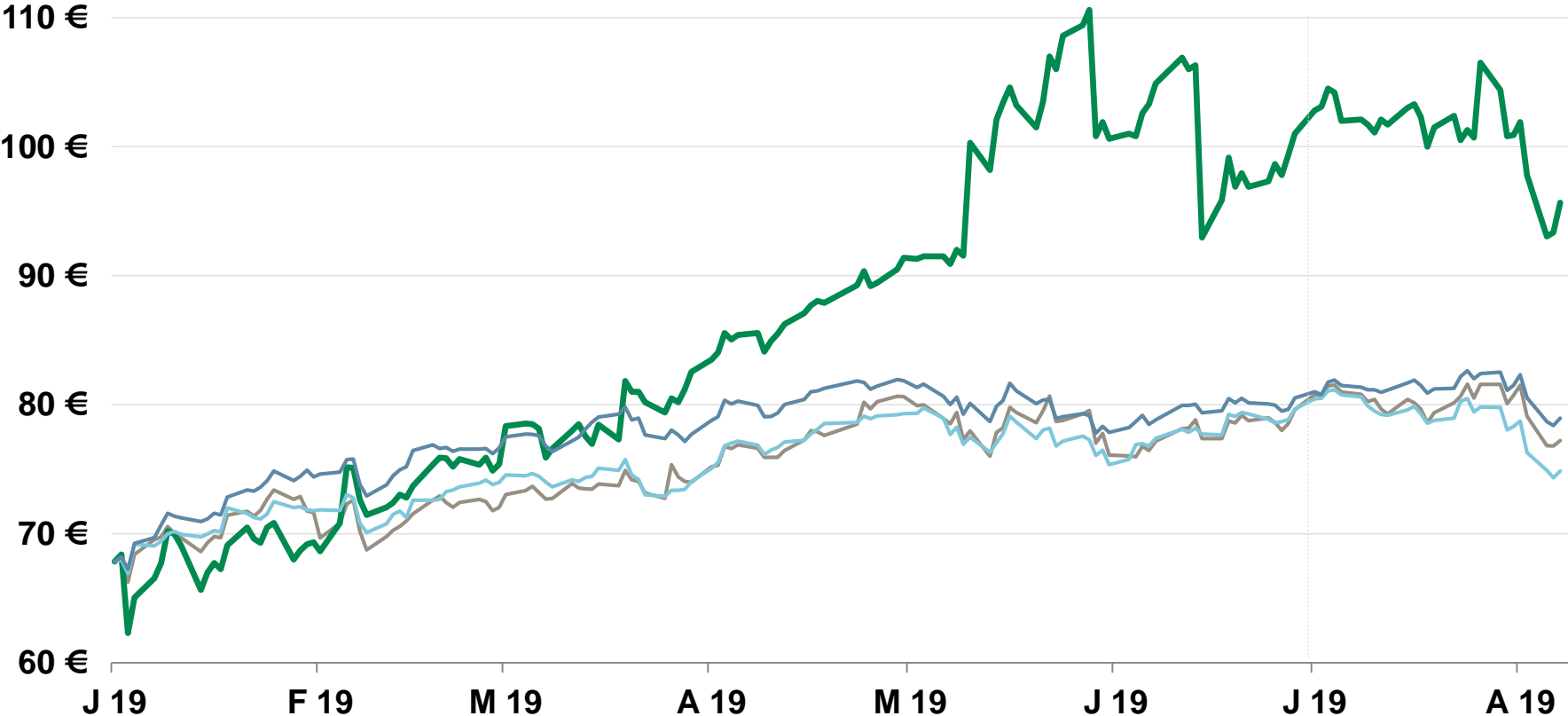
Key financial figures.



Bechtle Share – Volatile performance with new all-time high.

31/12/2018 **€67.85** 28/06/2019 **€101.00** 07/08/2019 **€95.65**

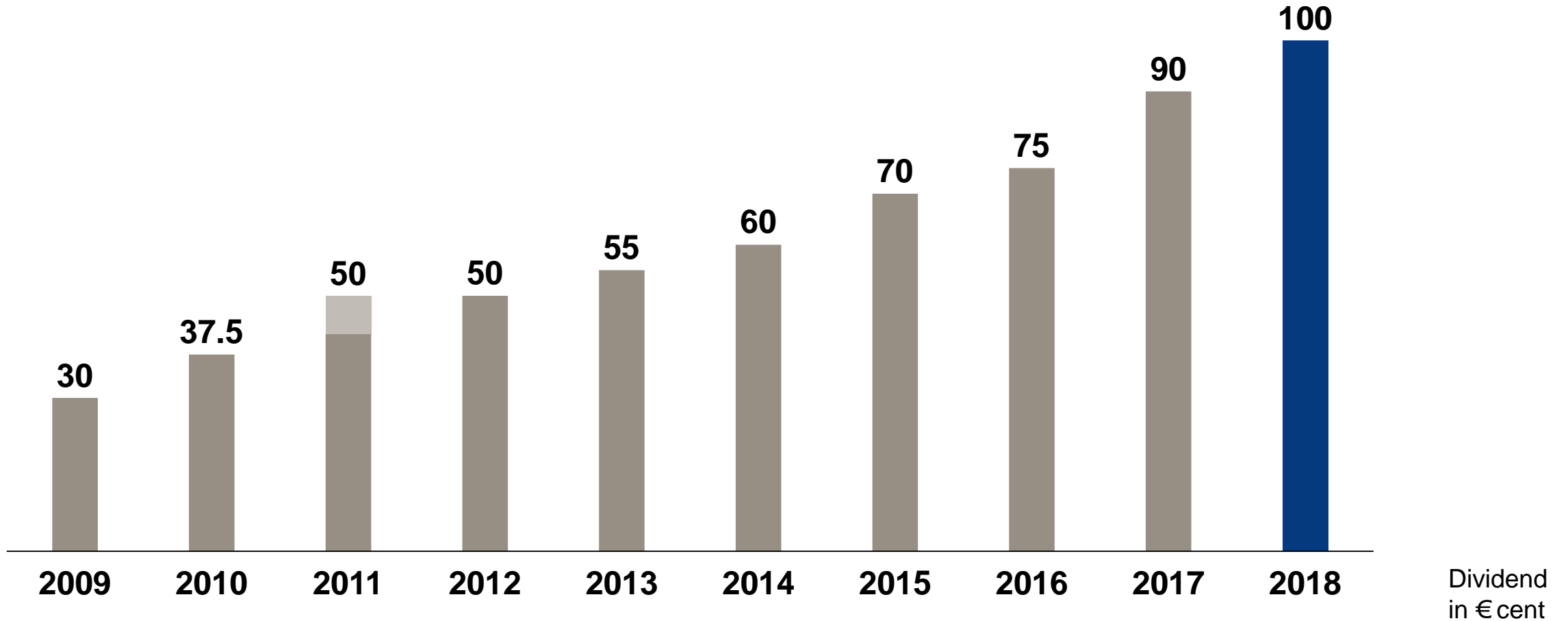
Performance ytd



Bechtle	+41.0%
MDAX*	+16.4%
TecDAX*	+13.8%
DAX*	+10.3%

*indexed

Dividends – Ninth rise in a row.



1

Growth I

Boost to Managed Services on 01/04.

320 employees join Bechtle Onsite Services from IBM.

Bechtle delivers services on behalf of IBM.

Onsite Services is largest Bechtle Group subsidiary with 900 employees.

2

Growth II

Acquisition of the Swiss company, Alpha Solutions. Another software specialist in ERP and CRM projects in addition to cloud solutions. Alpha Solutions employs 74 staff.

2018 revenue: 11.2 million Swiss Francs.

A large, stylized blue number '3' that serves as a section marker.

Growth III

Bechtle direct opens new branch in Manchester. The additional office complements our activities in Chippenham, in the South of England, and strengthens growth in the UK.



Outlook fiscal year 2019 – Economic conditions remain challenging.

Economic conditions.

- Economic atmosphere and business activity in Europe and Germany is weakening tangibly and steadily.
- IT market amazingly (still!) “stable” — Bechtle’s growth is unaffected.
- Organic growth in H2.2019 to be potentially weaker due to economic slowdown.

Forecast.

- Revenue and earnings: Very significant growth in terms of revenue and earnings, including acquisitions.
- Margin: EBT margin (pre-PPA) at least at prior-year level.

Any questions?

For more information:
[bechtle.com](https://www.bechtle.com)

