

# Bechtle AG – 2nd Quarter and 1st Half-year 2022

Welcome!

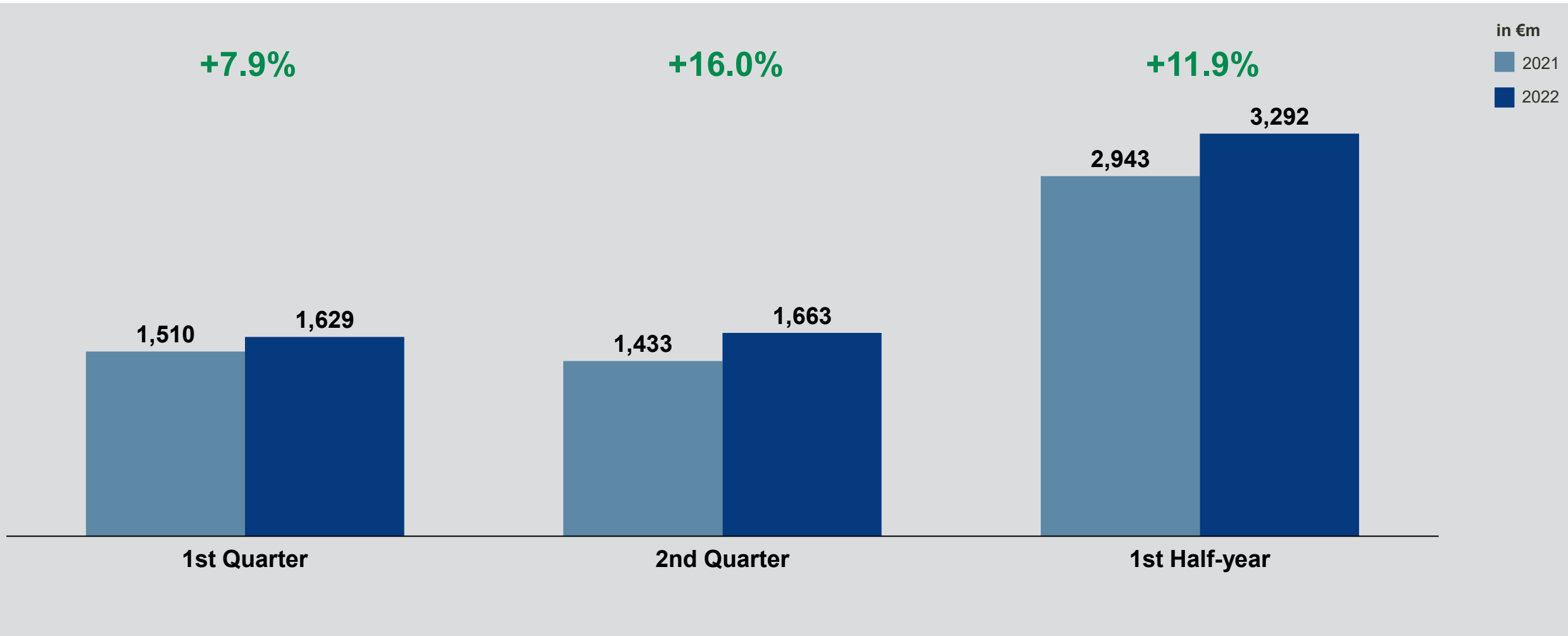
Neckarsulm | 11 August 2022 | Dr Thomas Olemotz

# Contents.

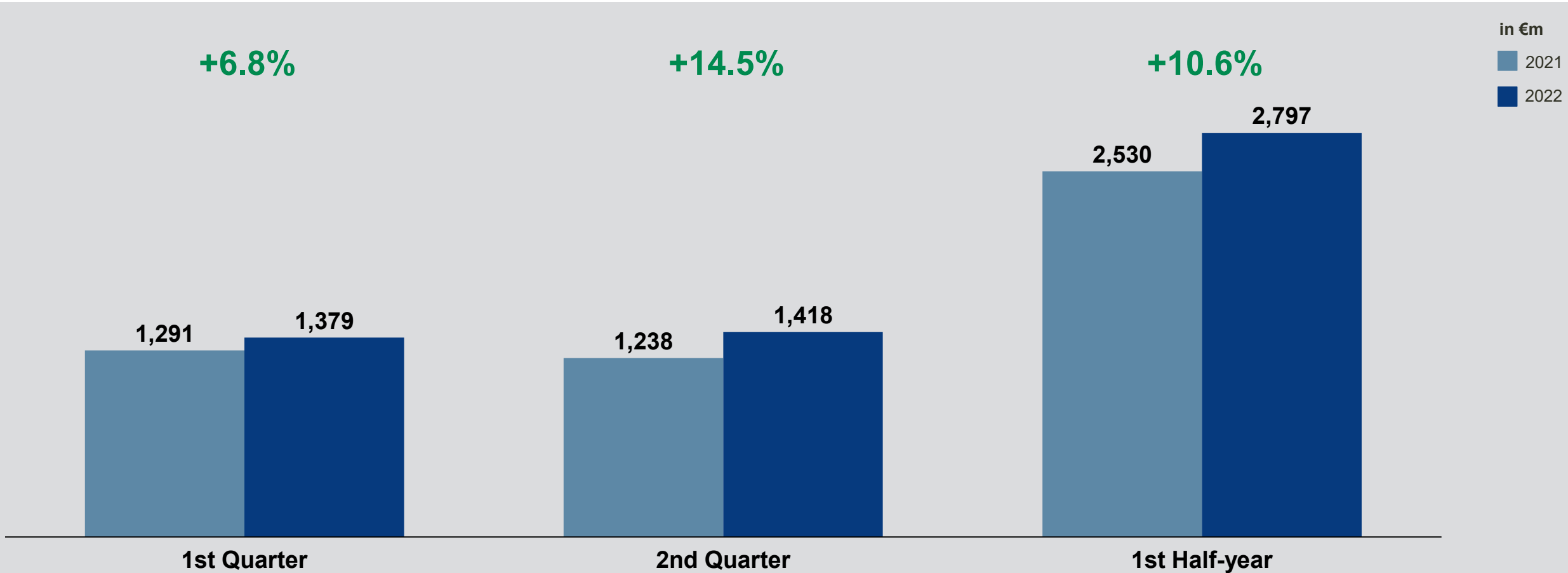
- 1 Business development.
- 2 The Bechtle share.
- 3 Highlights.
- 4 2022 outlook.

# 1 Business development.

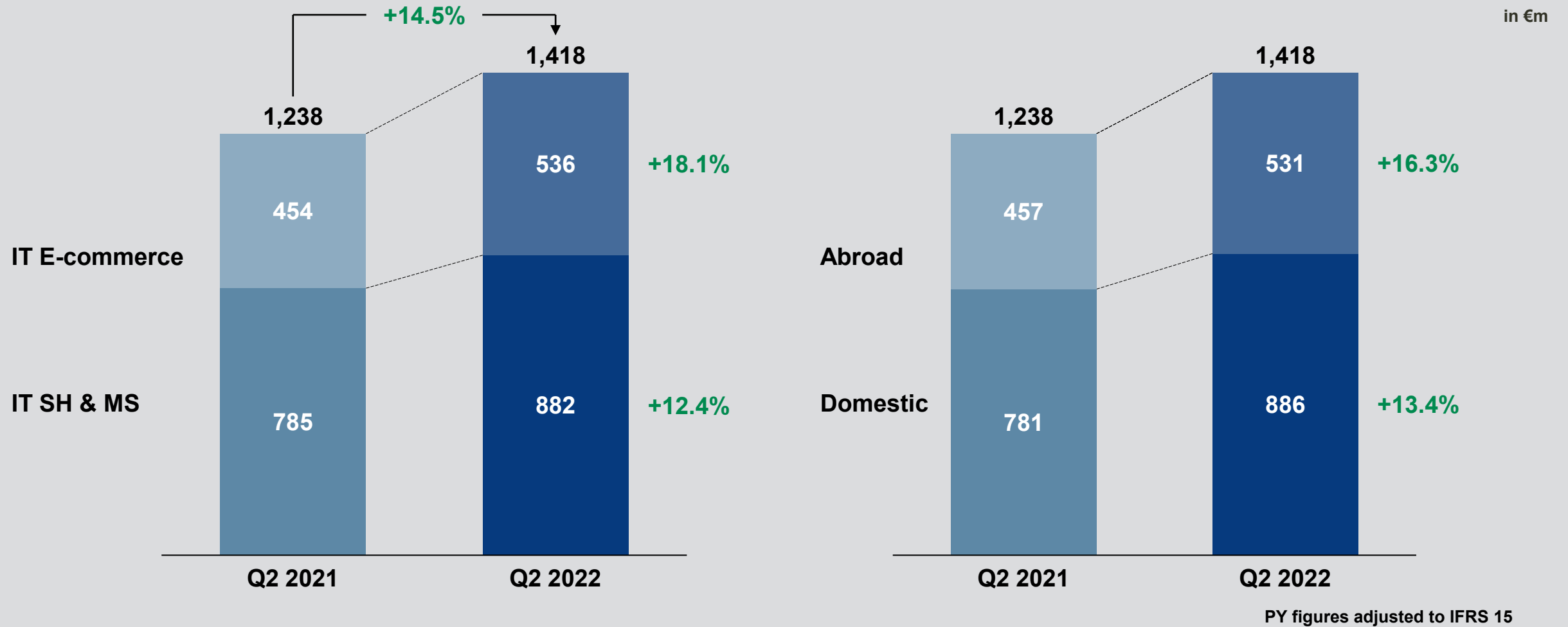
# Business volume – Growth dynamic gathers rapid momentum in Q2 2022.



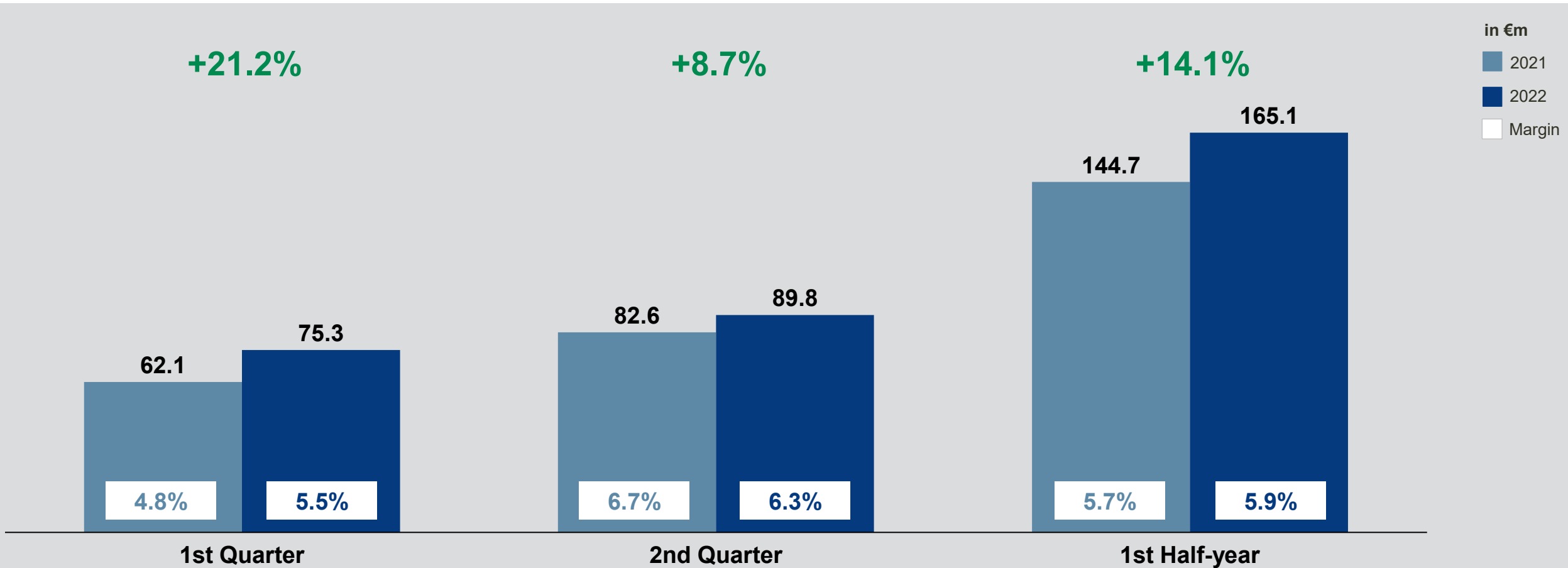
# Revenue – Strong Q2 2022 leads to H1 2022 that exceeds forecast.



# Revenue – Domestic sales far stronger than Q1 2022.

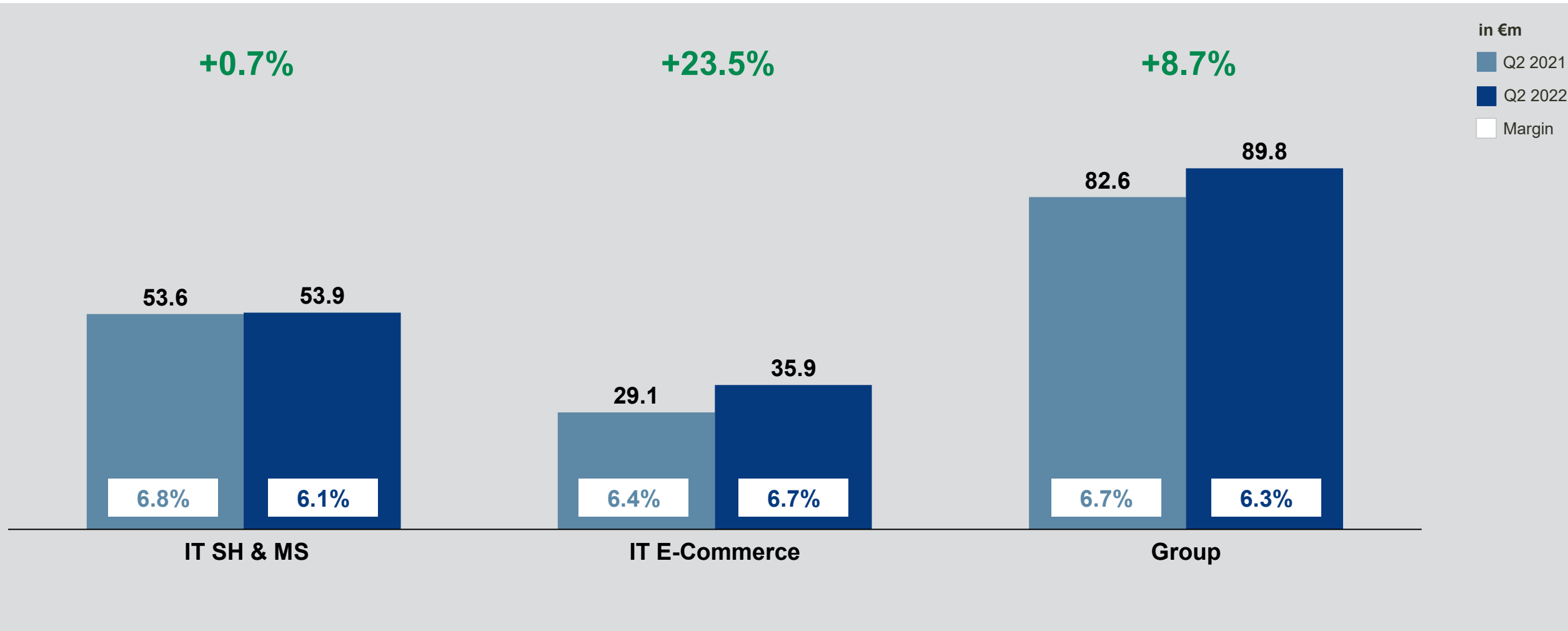


# EBIT – Very strong operating earnings in Q2 2022.



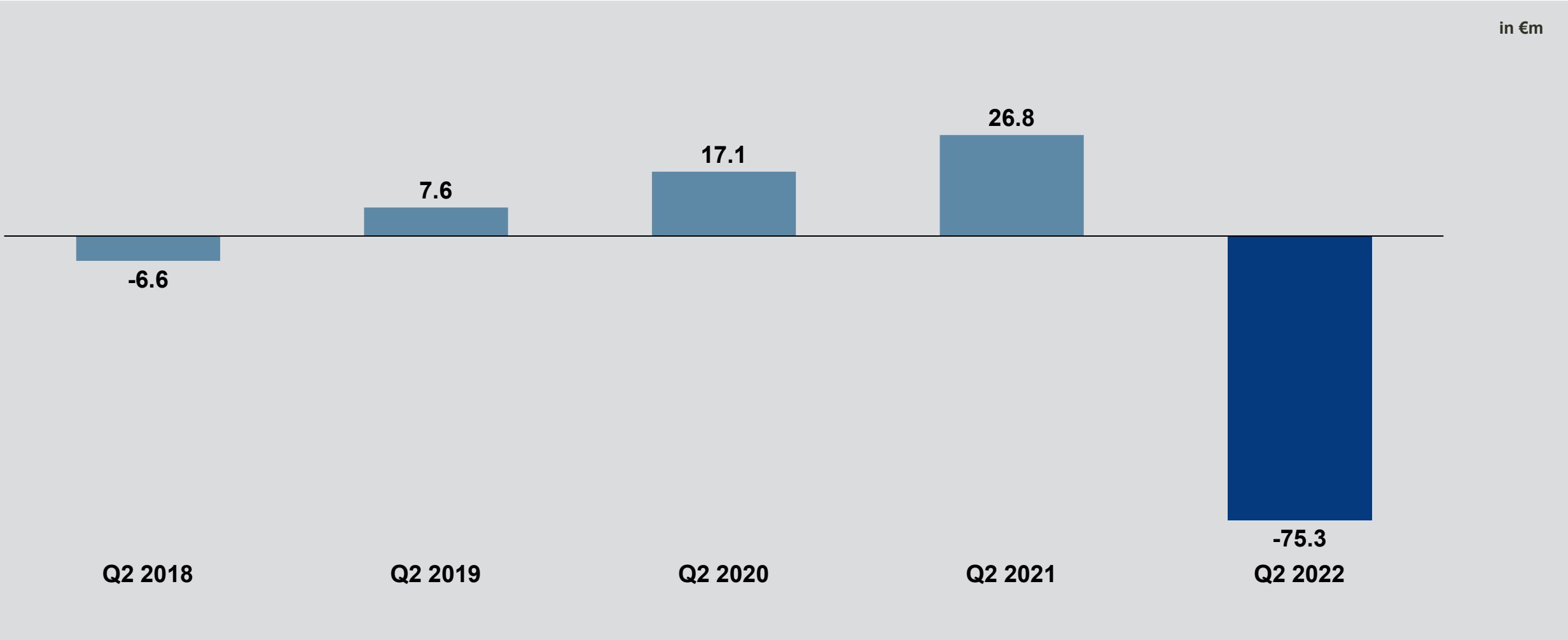
# EBIT –

The previous year's special effects more than compensated for.

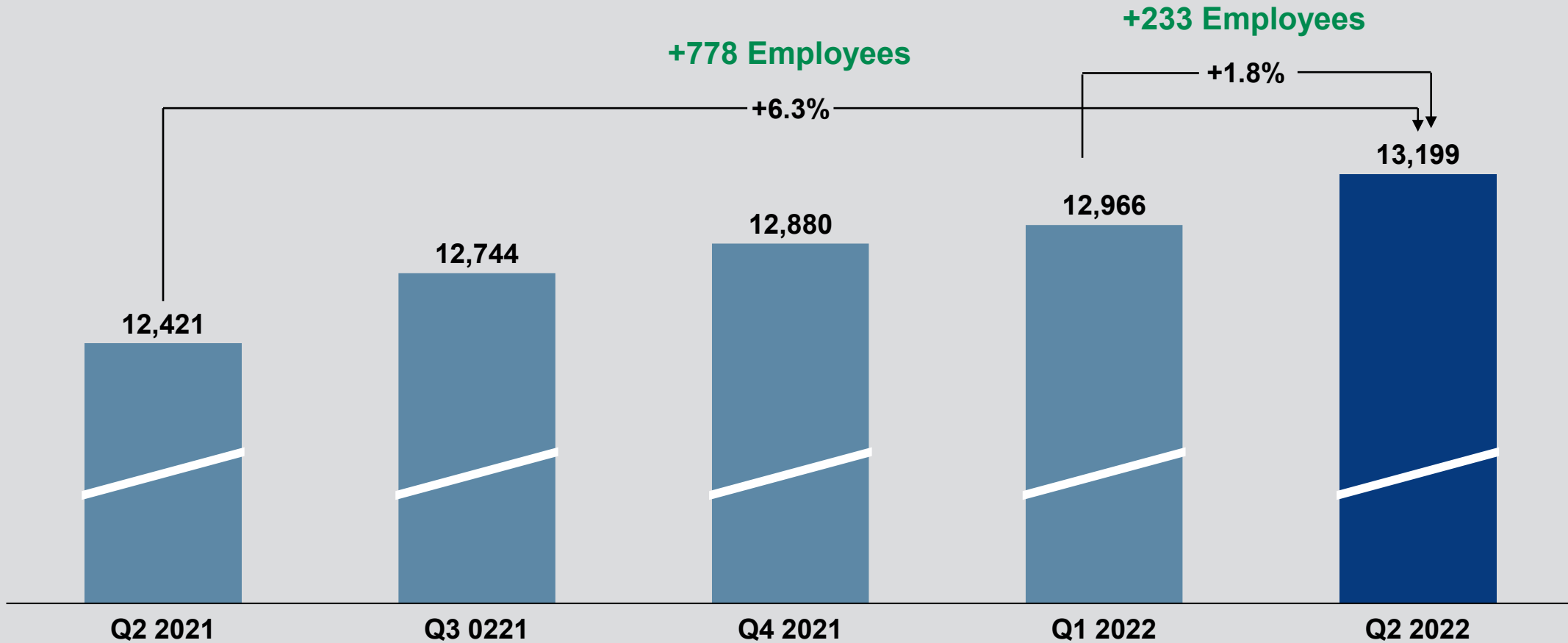




# Operative cashflow – First tentative inventory easing.

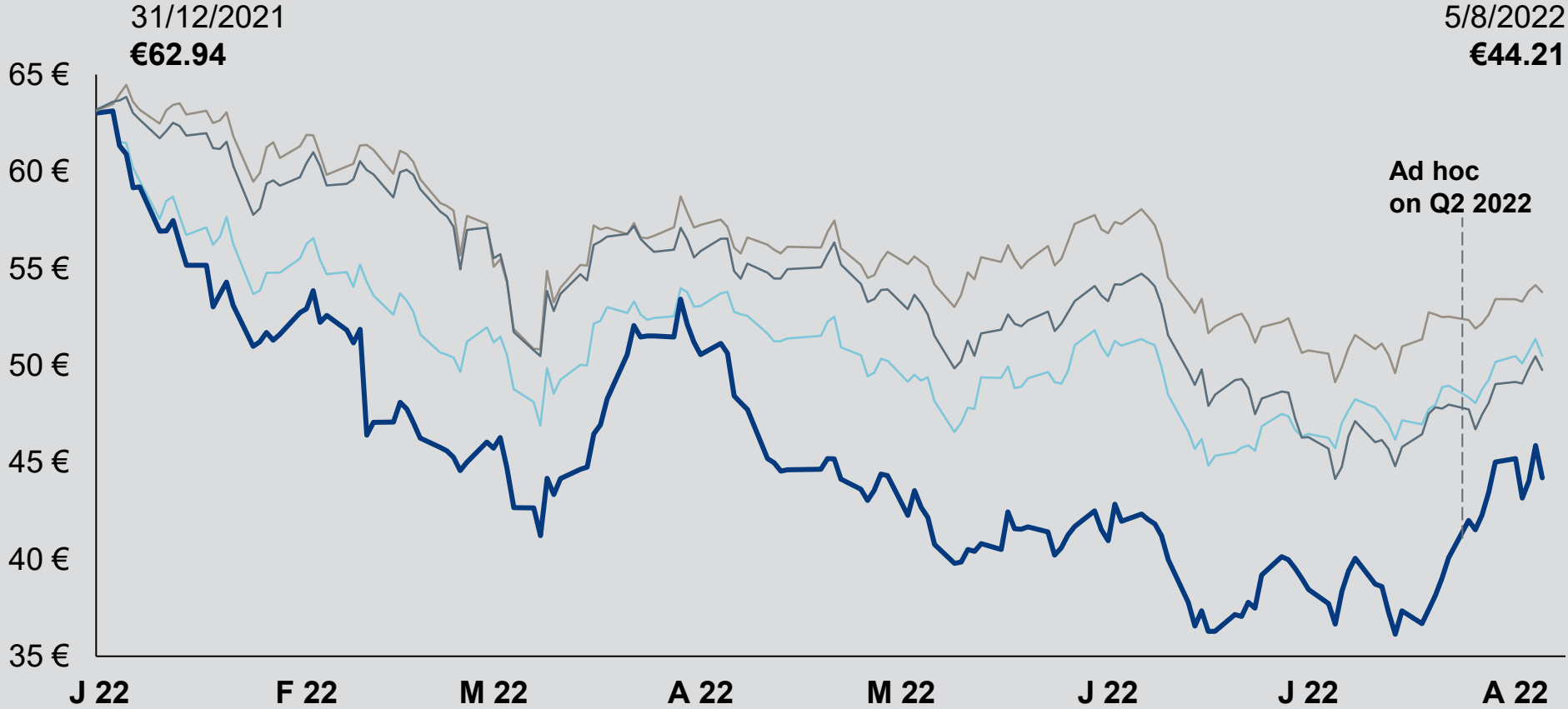


# Employees – Headcount continues to see only moderate growth.



# 2 The Bechtle share.

# Bechtle share – Strong Q2 2022 drives positive performance in recent weeks.



### Performance (ytd)

Bechtle	-29.8%
DAX*	-14.5%
TecDAX*	-19.8%
MDAX*	-20.9%

\* indexed

# 3 Highlights.

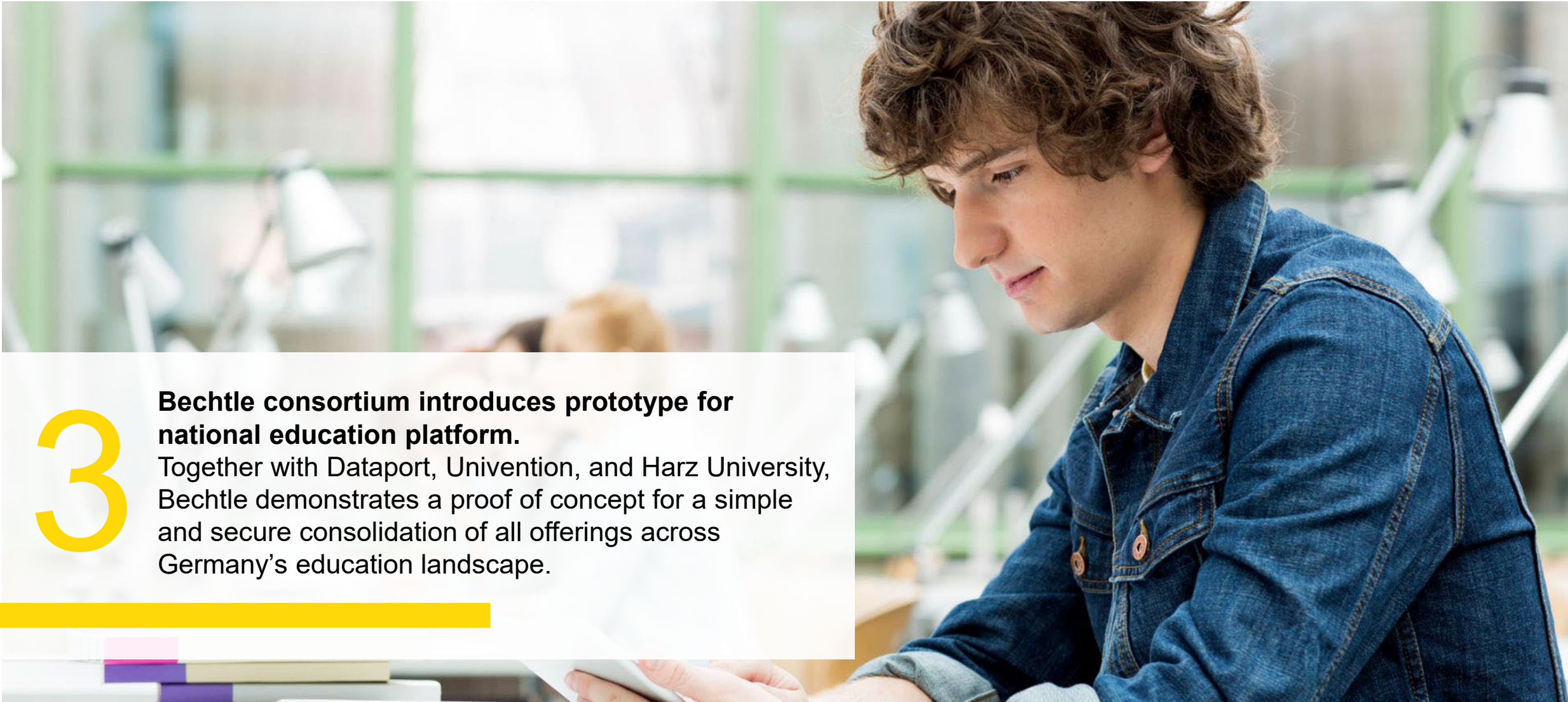
1

**Bechtle doubles warehousing space in Germany.**

Bechtle AG scales up its logistics capacity by opening a new warehousing site in Hamburg-Wilhelmsburg with 20,735 m<sup>2</sup> of the upper floor of Europe's very first two-storey logistics property, Mach2.

# 2

**Bechtle Group expands footprint in the Netherlands.** Axez ICT Solutions B.V. is specialised in hybrid IT environments and cloud solutions, building up the competences of Dutch IT service provider PQR, which the Bechtle Group acquired in May. Axez employs 22 staff.



# 3

## **Bechtle consortium introduces prototype for national education platform.**

Together with Dataport, Univention, and Harz University, Bechtle demonstrates a proof of concept for a simple and secure consolidation of all offerings across Germany's education landscape.

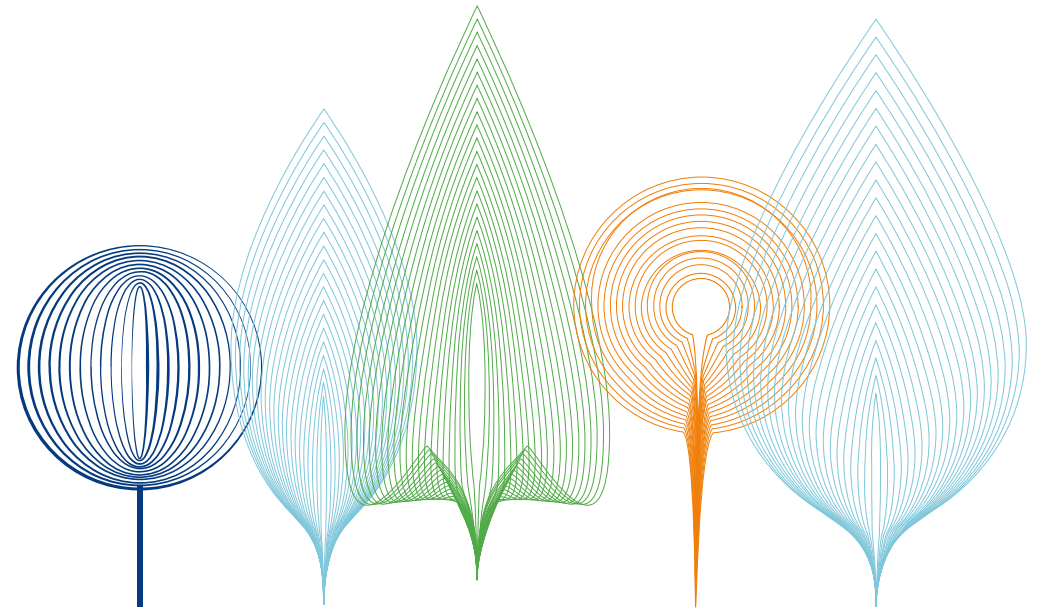




# 4

## Climate Protection Strategy 2030.

Bechtle publishes its Climate Protection Strategy 2030, setting out goals and measures towards achieving net-zero carbon emissions by 2030.



# 4 2022 outlook.

# 2022 outlook – Forecast remains optimistic.

## Assumptions.

- Our vendor partners' supply issues are abating as the year progresses – ***but not in all product segments and not as quickly as hoped.***
- Record high order backlog will gradually manifest as revenue – ***expected to begin in H2.***
- Sustained pronounced customer interest in IT investment leads to new business momentum – ***economic outlook increasingly gloomy.***

## Realistic objectives.

- Bechtle is optimistic about the business year – ***supported, above all, by the good development ytd.***
  - Significant growth in terms of revenue/business volume and earnings (5% – 10)
  - EBT margin on par with previous year

# Any questions?

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

