

Bechtle AG – 1st Quarter 2021

Welcome.

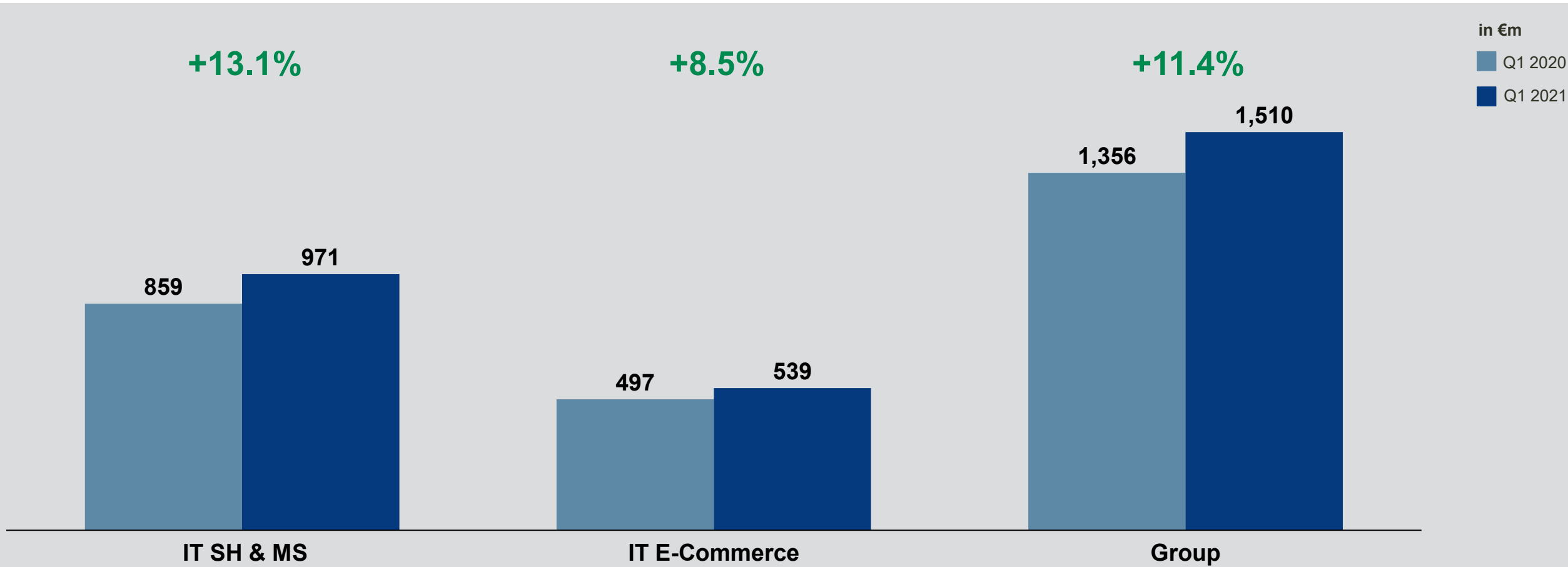
Neckarsulm | 11 May 2021 | Dr Thomas Olemotz

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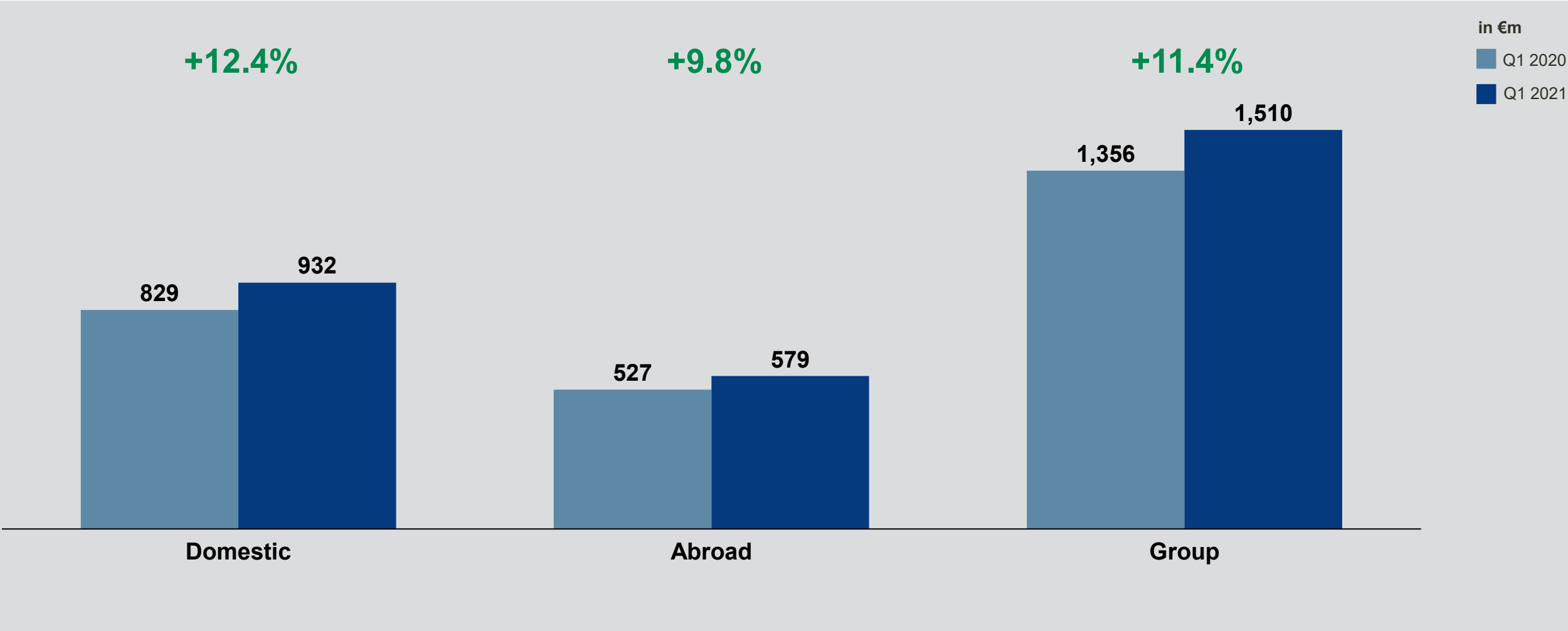
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1 Business development Q1 2021.

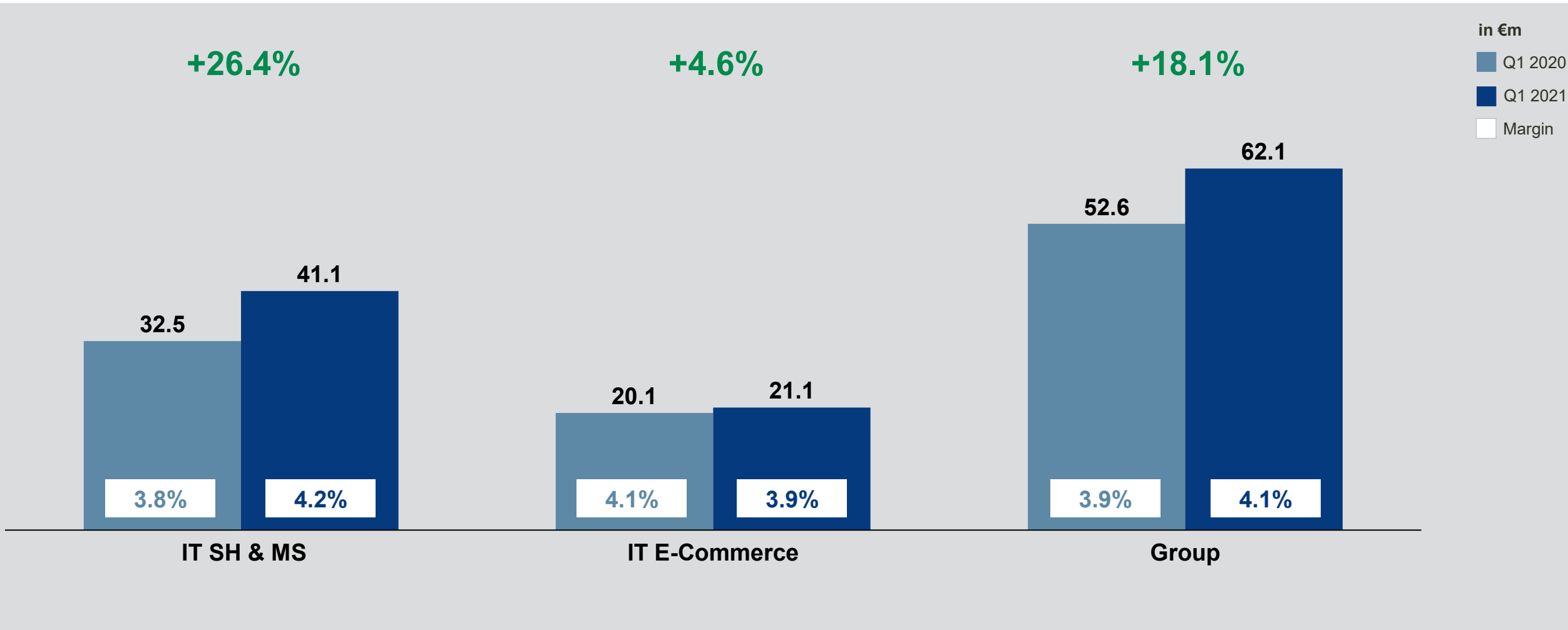
Revenue – growth in both business segments.



Revenue – strong developments domestically, recovery in markets abroad.

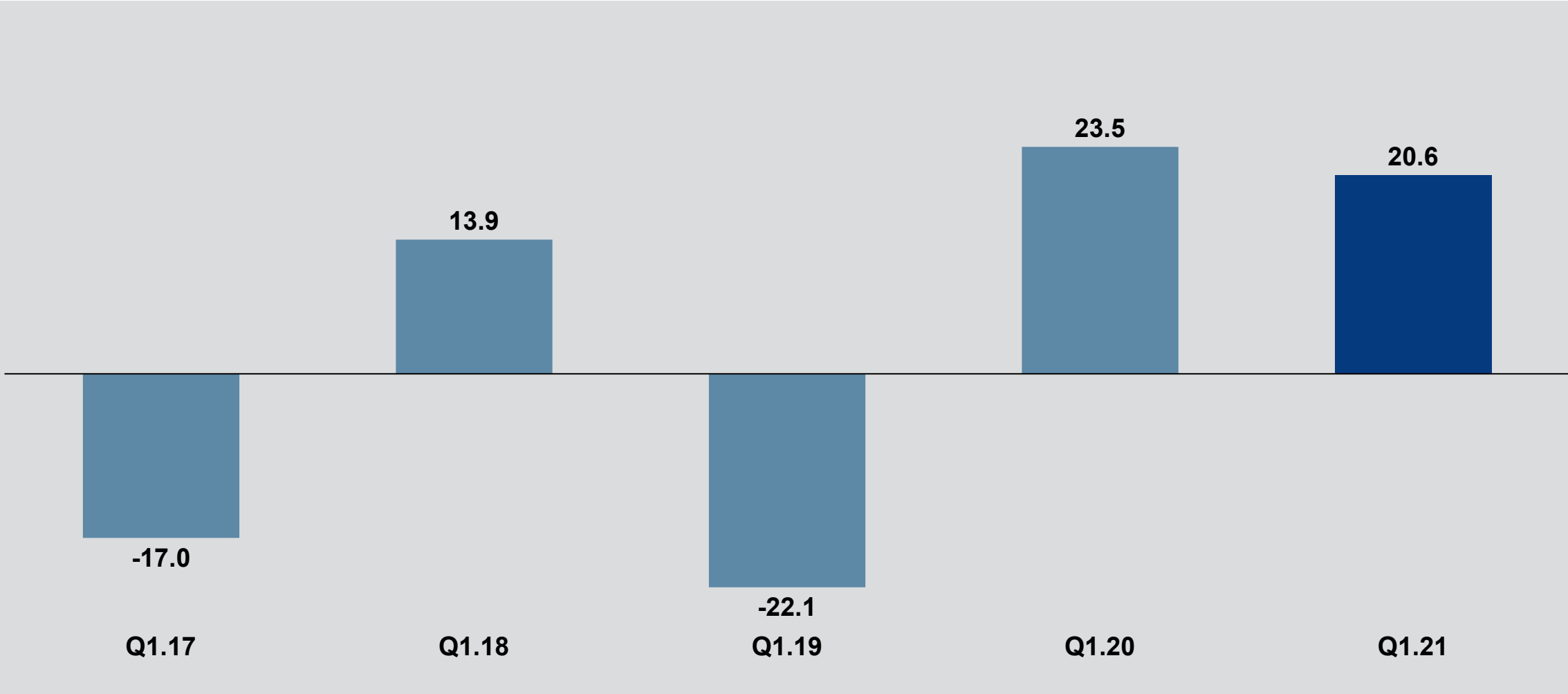


EBIT – above average increase in earnings, group margin up YOY.

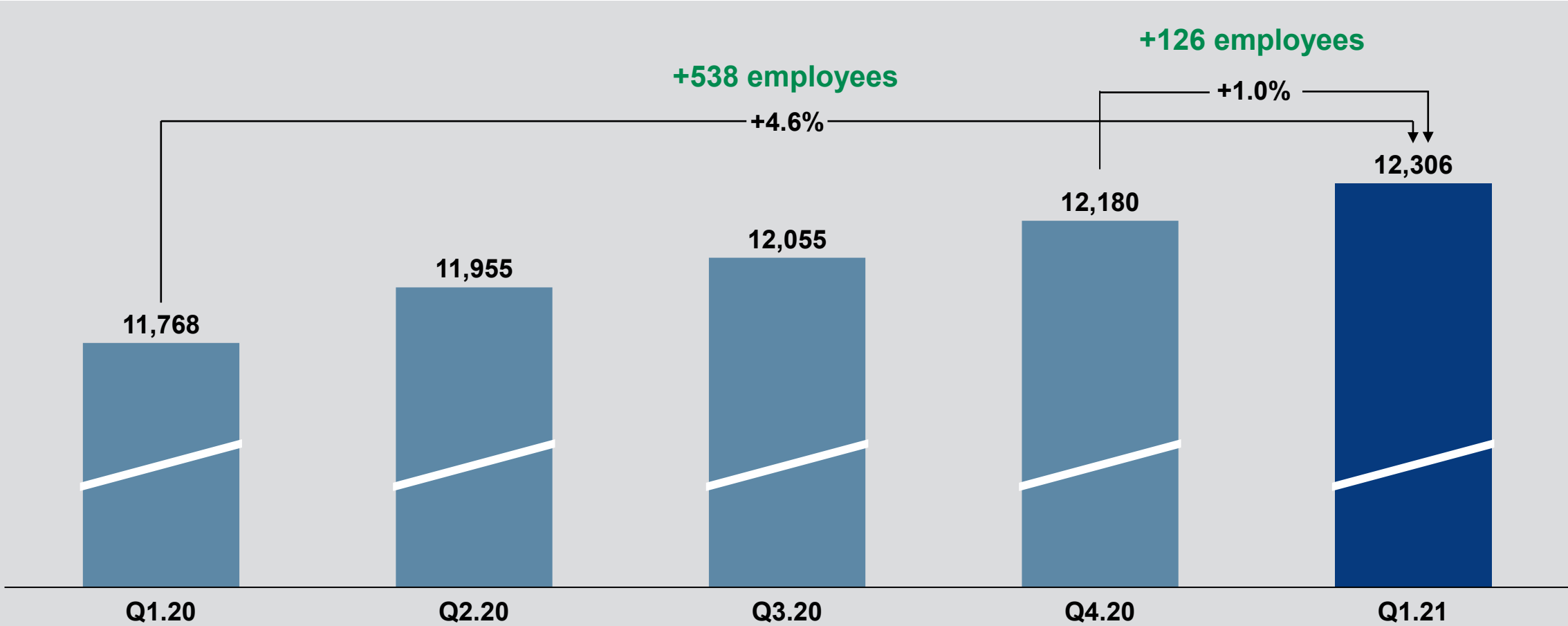


Operative cash flow – remains at a high level.

in €m

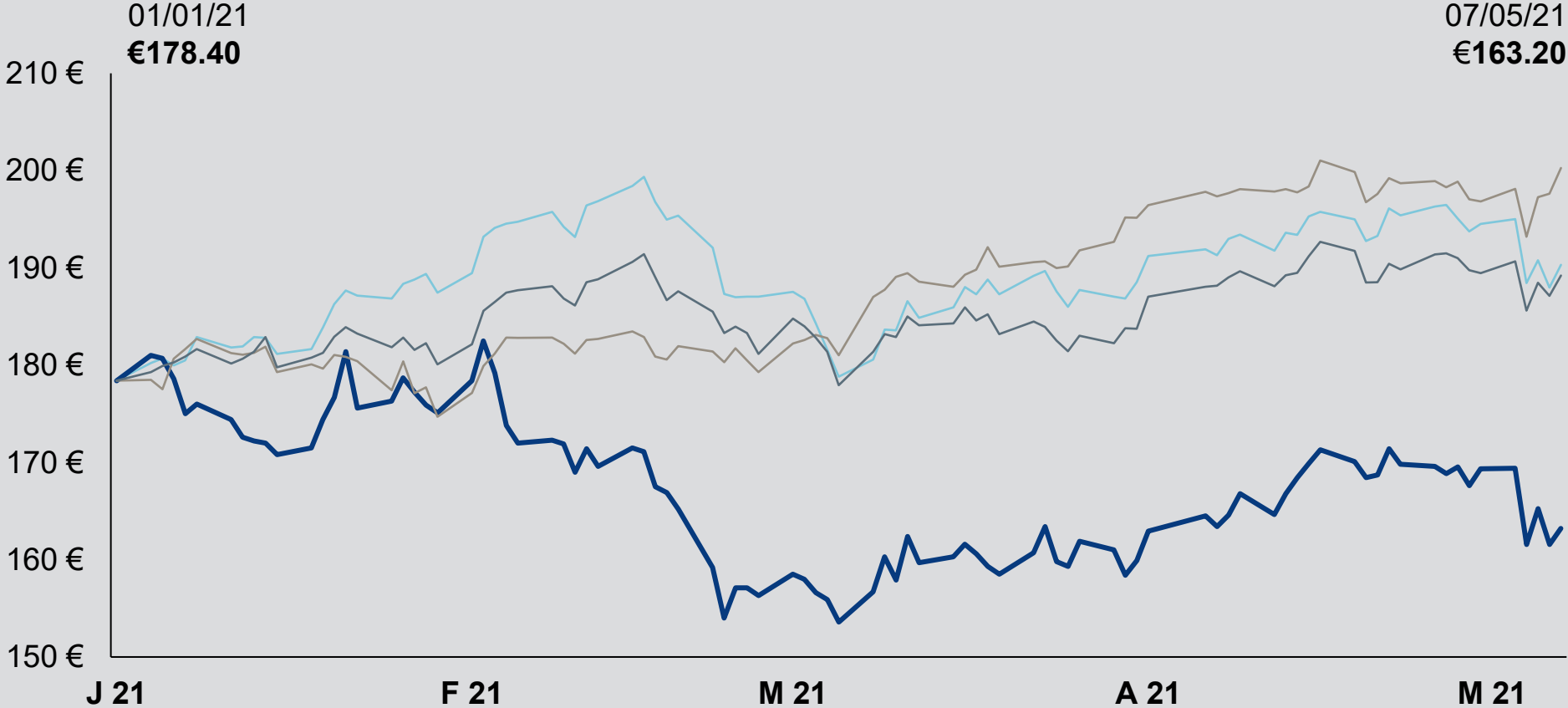


Employees – moderate increase in headcount.



2 The Bechtle share.

The Bechtle share – tech shares under pressure.



Performance (ytd)

Bechtle	-8.5%
DAX*	+12.3%
TecDAX*	+6.7%
MDAX*	+6.1%

* indexed

3 Highlights.

1

Bechtle deepens collaboration with Amazon Web Services.

Bechtle announces a strategic alliance with Amazon Web Services (AWS) to support their mutual customers in realising individual cloud strategies and developing highly agile IT solutions.

2

Bechtle named qualified APT Response service provider.

Bechtle supports critical infrastructure operators to defend against and tackle advanced persistent threat (APT) attacks and is added to the BSI (Federal Office for Information Security) list of certified security service providers.

A low-angle, upward-looking photograph of a modern building's facade. The building features a complex structure with a mix of metallic panels and large glass windows. The sky is blue with some light clouds. The overall aesthetic is clean and architectural.

3

Bechtle wins nine lots for European OCRE Cloud tender.

As a framework agreement partner, Bechtle offers highly scalable Infrastructure as a Service by IONOS cloud and Microsoft Azure as well as related cloud services.

4

Bechtle named as one of the 50 most valuable German brands. With an estimated value of approx. \$1.6 billion, Bechtle has not only made its début in the BrandZ ranking of international marketing consultants Kantar, but also takes the place of best newcomer coming in at number 37.



4 2021 outlook.

Outlook – 2021 forecast remains optimistic.

Economic conditions and assumptions.

- Economy picking up over the course of the year.
- Demand for IT remains high in Bechtle core markets.
- Marked supply chain problems in the IT market will remain.
- Uncertainties remain rife within the industry.

Goals unchanged.

- Bechtle is optimistic for the fiscal year.
 - Significant growth in terms of revenue and earnings (over 5%)
 - EBT margin on par with previous year

Any questions?

All key figures and information can also be found at:
bechtle.com/reports

