

The background features a dark blue field with several large, overlapping circular and arc-like shapes in shades of green and light blue. On the left side, there is a circular graphic with a grid of small white dots that creates a 3D tunnel effect.

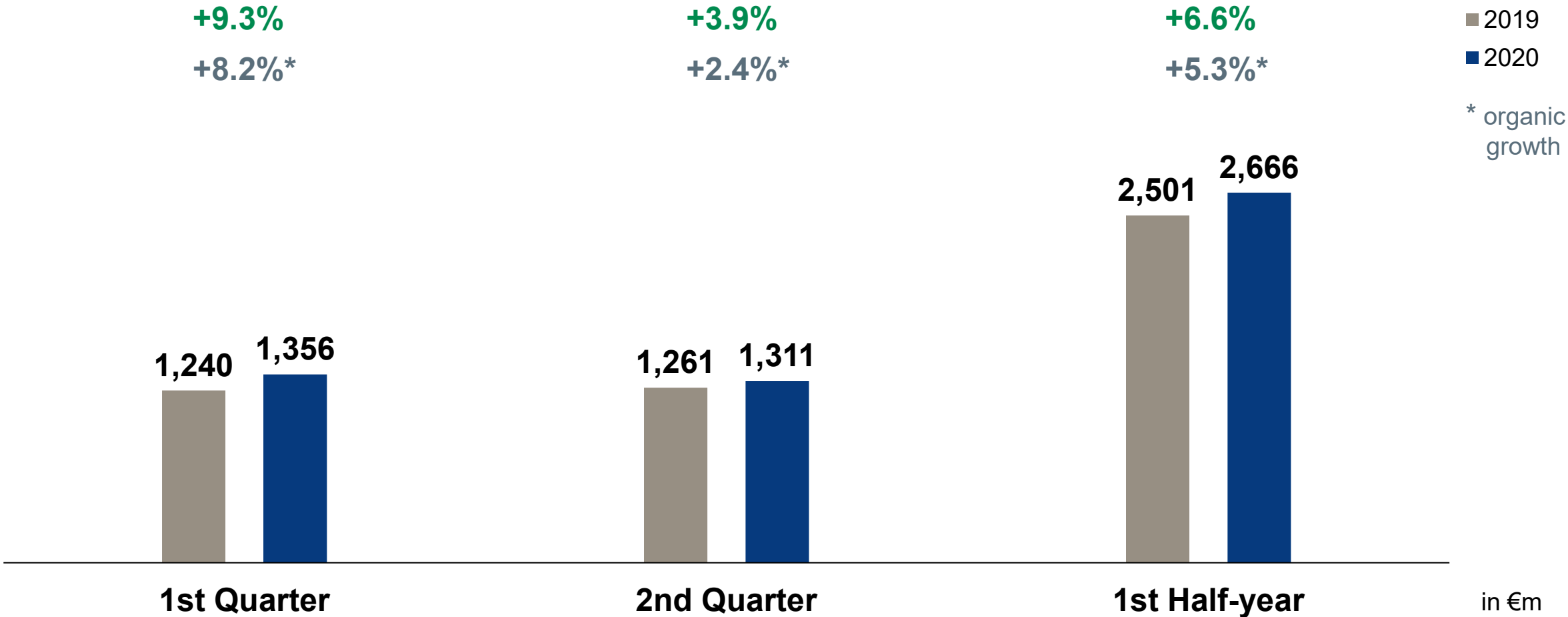
Bechtle AG 2nd Quarter and 1st Half-year 2020

Neckarsulm | 12 August 2020

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Revenue – Growth predictably slow in Q2.



Revenue – Effects of corona pandemic felt more keenly abroad.

+5.4%

+4.3%*

+1.4%

-1.0%*

+3.9%

+2.4%*

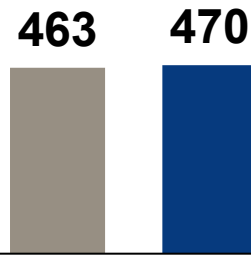
■ Q2.2019

■ Q2.2020

* organic growth



Domestic



Abroad



Group

in €m

Revenue – Diverging development in business segments.

+9.7%

+7.3%*

-6.6%

-6.6%*

+3.9%

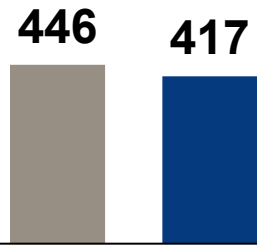
+2.4%*

■ Q2.2019
■ Q2.2020

* organic growth



IT SH & MS



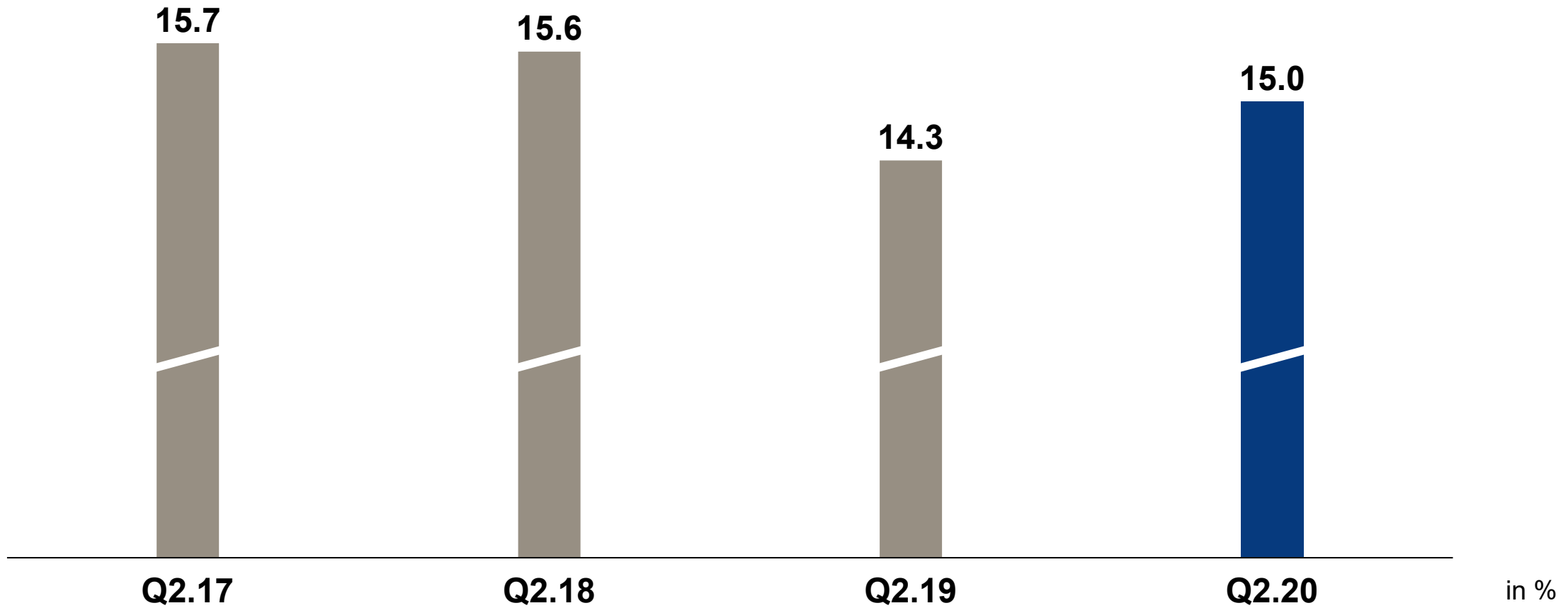
IT E-Commerce



Group

in €m

Gross margin – Remains at good level.



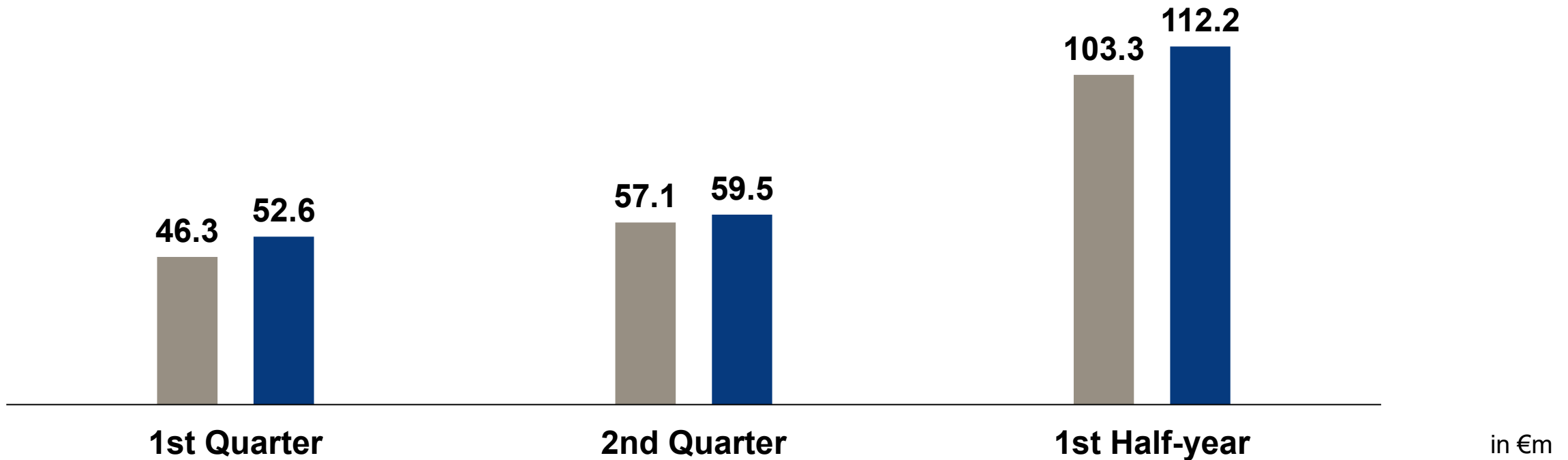
EBIT – Earnings grow disproportionately.

+13.7%

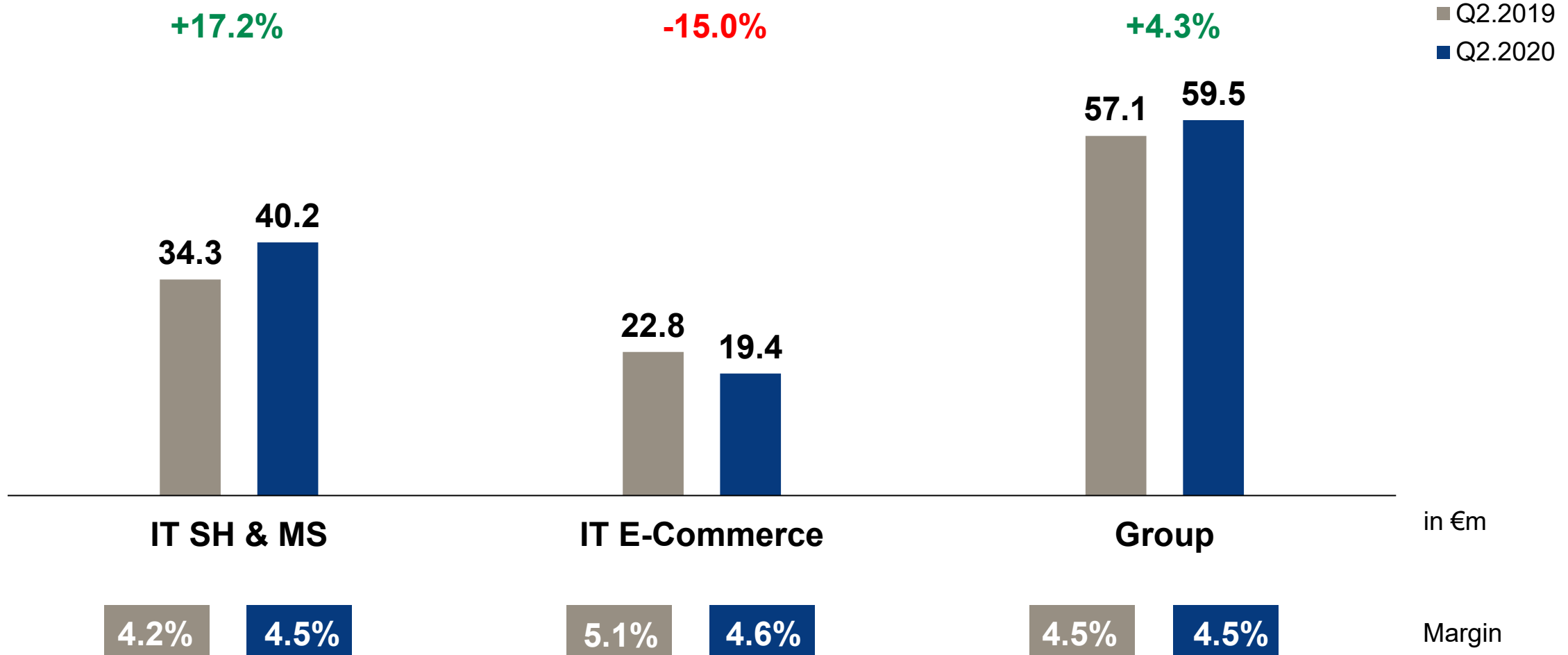
+4.3%

+8.5%

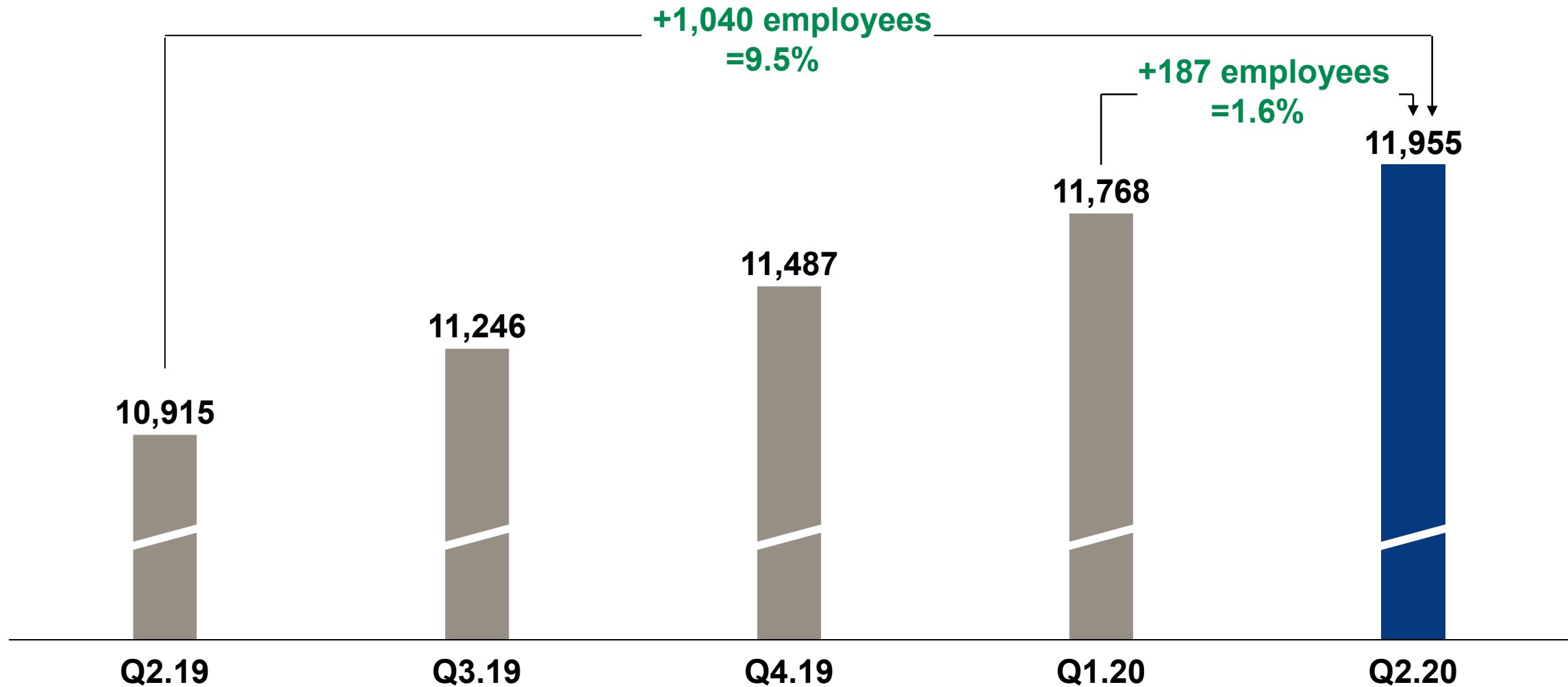
■ 2019
■ 2020



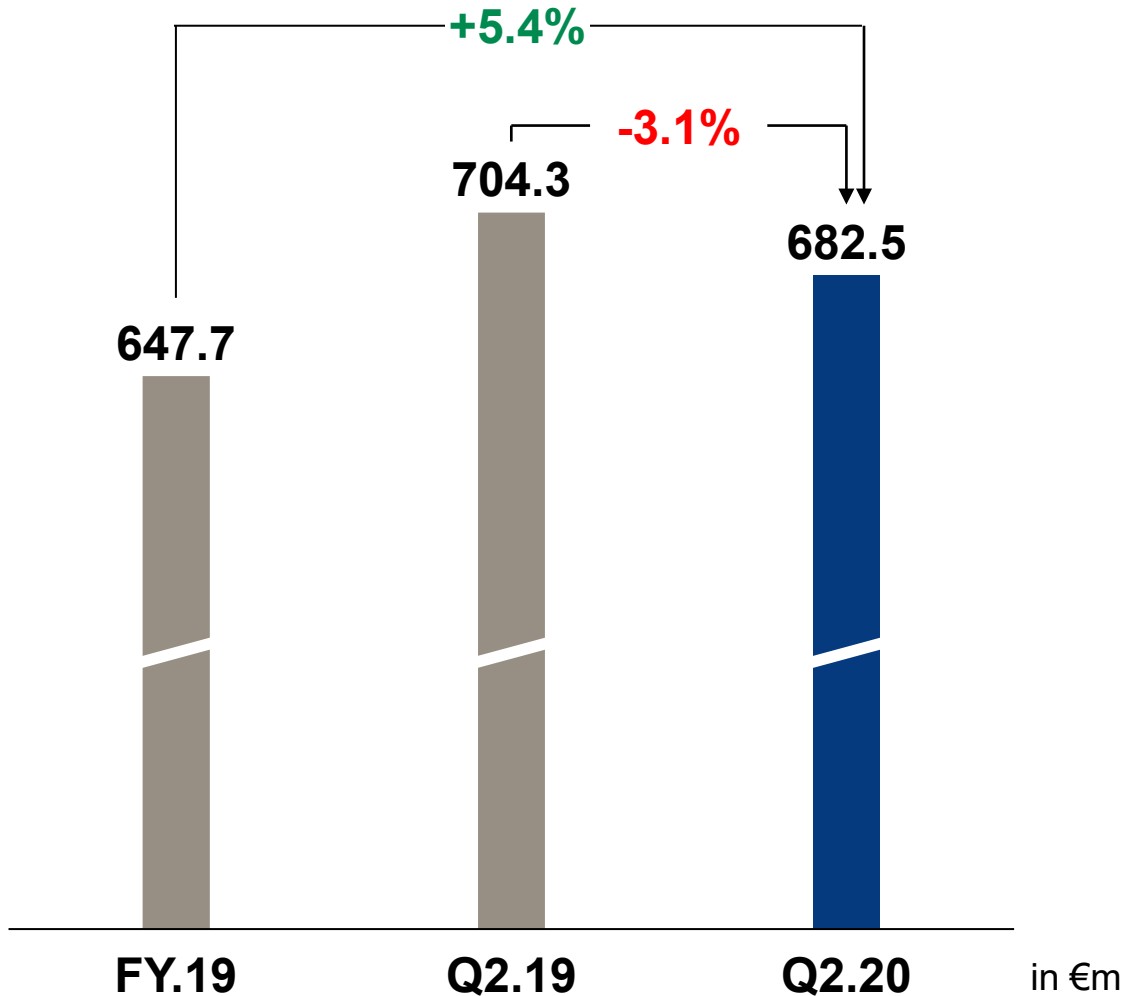
EBIT – Development varies wildly between segments.



Employees – Moderate increase driven by acquisitions.



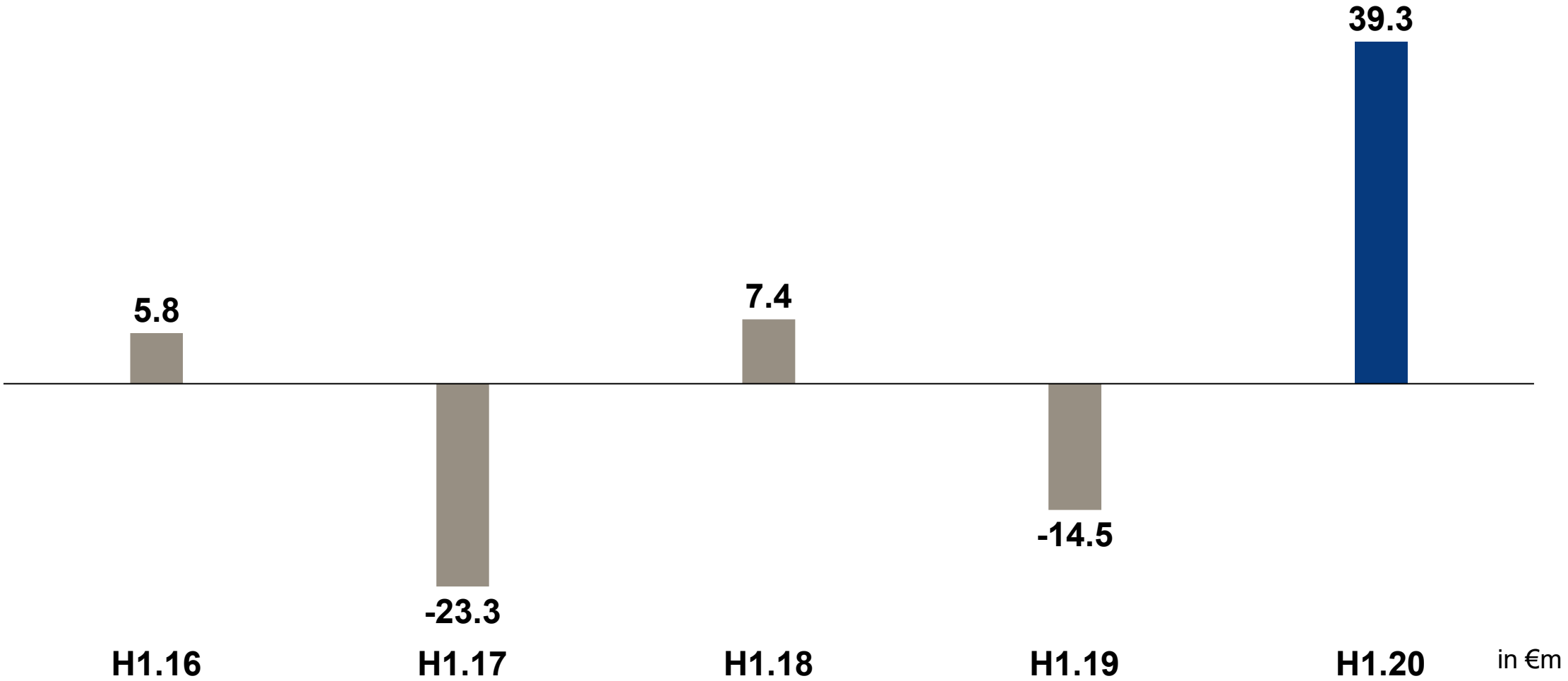
Working capital – YoY decline.



Working capital development (YoY)

Inventories	+104.7 million euros
Trade receivables	-103.0 million euros
Accrued income	+9.3 million euros
Trade payables	+50.3 million euros
Deferred income	-26.6 million euros
Total	+34.7 million euros

Operative cashflow – Positive development continues.

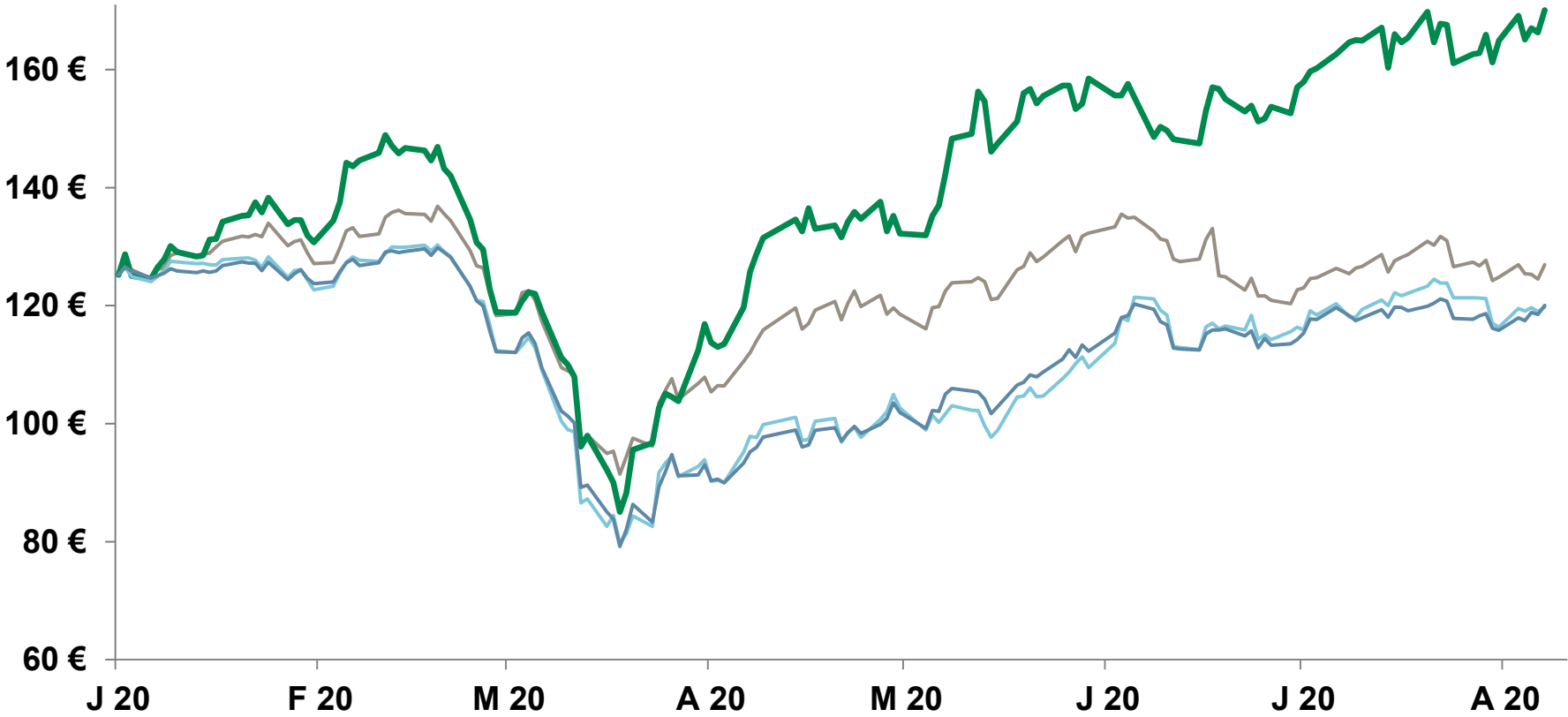


The Bechtle share – New highs.

31/12/2019
€125.20

07/08/2020
€170.10

Performance ytd



Bechtle +35.9%

TecDAX* +1.4%

MDAX* -4.1%

DAX* -4.3%

*indexed

1

Expansion of multi-cloud portfolio – Bechtle SME partner for Google Cloud.

Bechtle commissioned by SGB-SMIT group to transform their corporate IT with Google Cloud



2

**Digitalisation in education –
Bechtle becomes Hasso Plattner Institute partner.**

HPI has chosen Dataport, Bechtle, Capgemini and Ionos to support in the development of the HPI School Cloud. The partners are taking on technical operations as well as consultation and are supporting in its continued development.

3

Public Sector – Bechtle submits winning bid to IT.Niedersachsen.

Bechtle has been awarded a wide-ranging services contract, covering IT project management and strategic consulting on IT processes.

As a central IT service provider, IT.Niedersachsen ensures unified IT processes across its agencies.

4

Internationalisation – Proposed transformation into Bechtle SE.

The change in corporate form will sharpen Bechtle's profile as a progressive European IT organisation and enable international employees to better engage in internal discussions regarding corporate development.



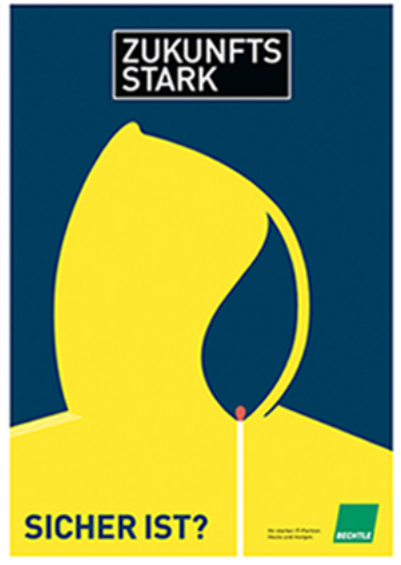
5

**Award-winning communication –
Bechtle wins two Red Dot Awards.**

Bechtle’s 2019 Annual Report and its magazine *Zukunftsstark* have both received prestigious Red Dot Awards in the category Brands & Communication Design 2020.



reddot winner 2020



2020 outlook – Q2 in line with expectations, guidance for FY unchanged.

Economic conditions.

- Mood and economic situation still in the doldrums but first signs of recovery in Q2.
- 2020 will continue to be a challenging year in the IT industry.
- Bechtle has so far shown itself to be resistant to crisis.

Forecast.

- Our targets for FY 2020 as a whole remain unchanged:
 - Significant growth in terms of revenue and earnings (over 5%).
 - EBT margin at least on par with 2019.
- All medium to long-term prospects for Bechtle remain positive.

Any questions?

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

