



# Bechtle AG

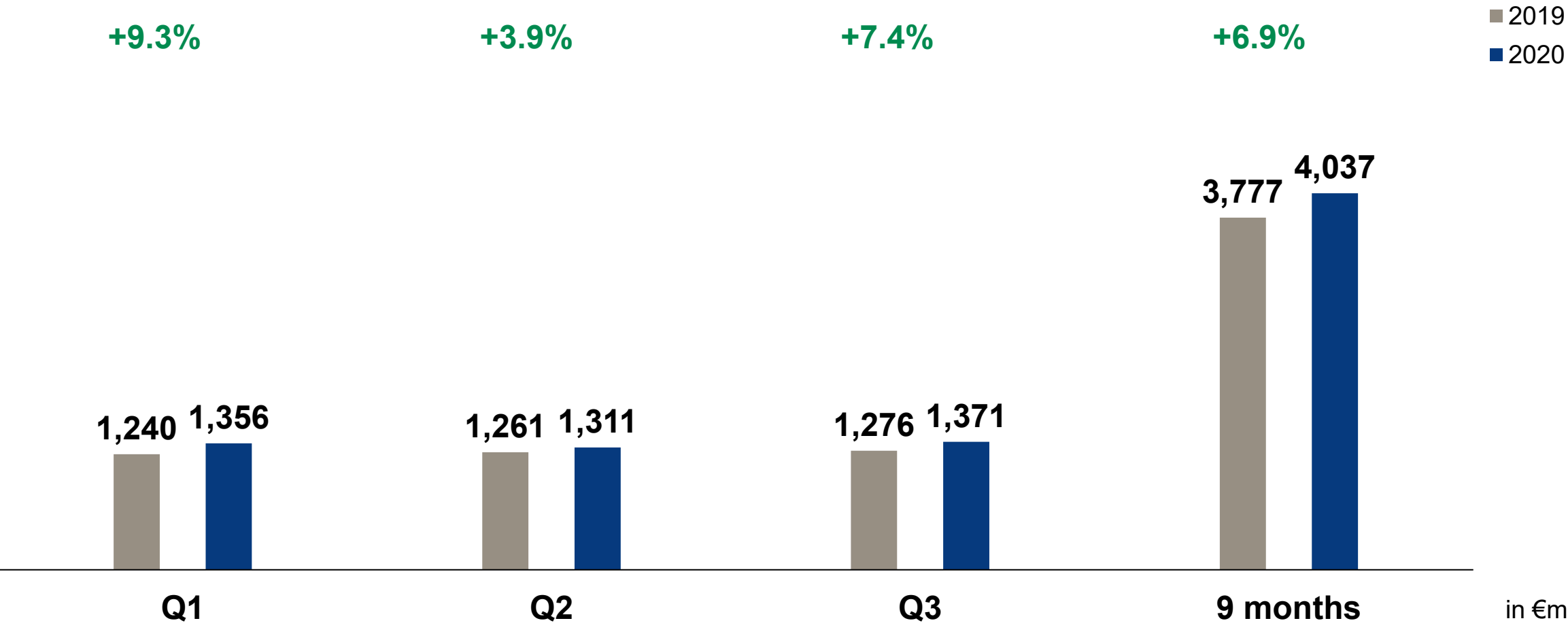
## 3rd Quarter 2020

Neckarsulm | 11 November 2020

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# Revenue – Growth picks up again in Q3.



# Revenue – Growth in both business segments.

+9.7%

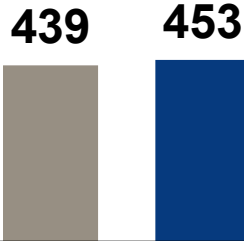
+3.1%

+7.4%

■ Q3.2019  
■ Q3.2020



IT SH & MS



IT E-Commerce



Group

in €m

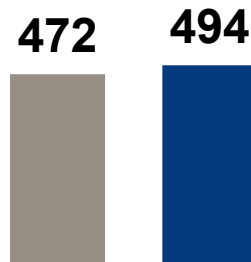
# Revenue – Above-average growth dynamic in Germany.

+8.9%

+4.8%

+7.4%

■ Q3.2019  
■ Q3.2020



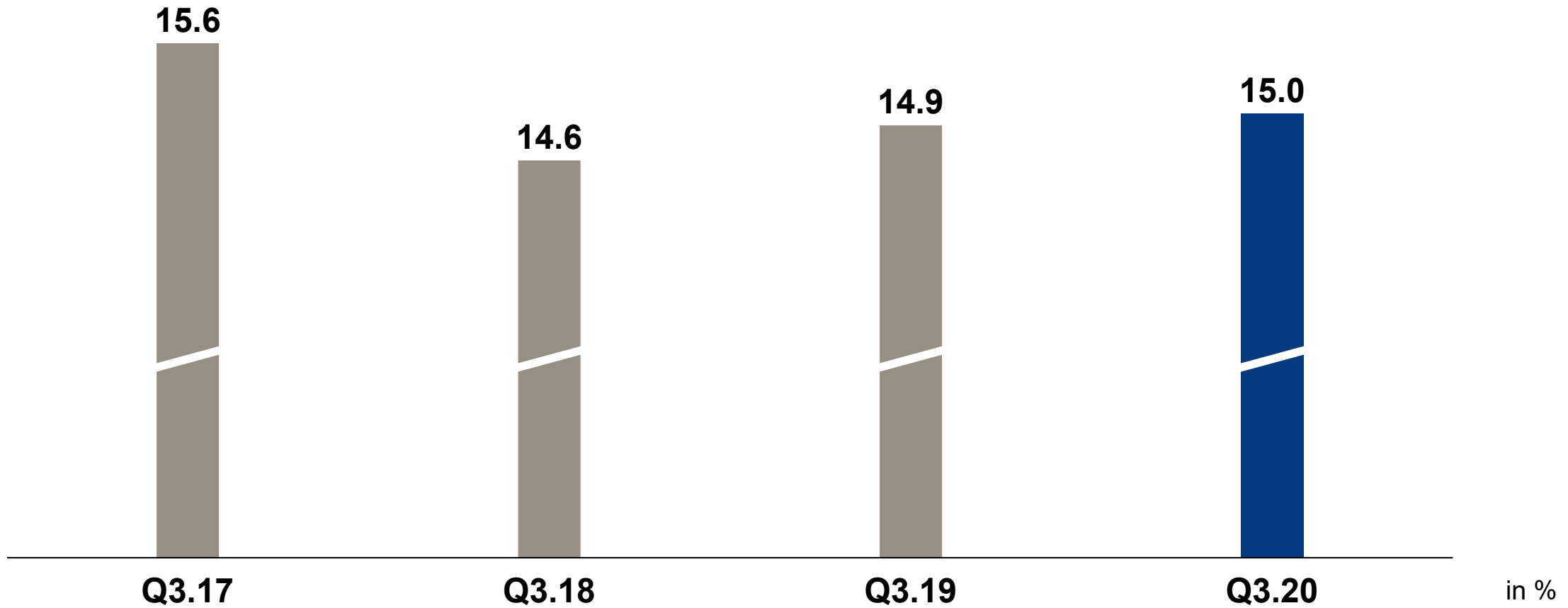
Domestic

Abroad

Group

in €m

Gross margin –  
Remains high and stable.



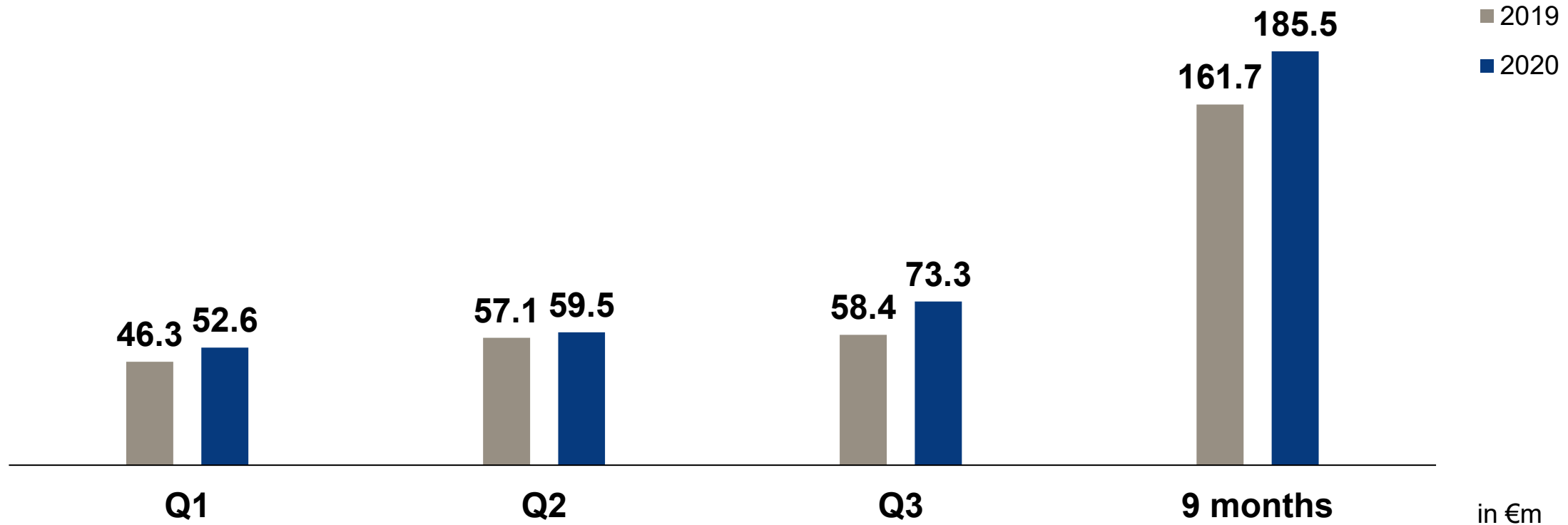
# EBIT – Significant jump in Q3 earnings.

+13.7%

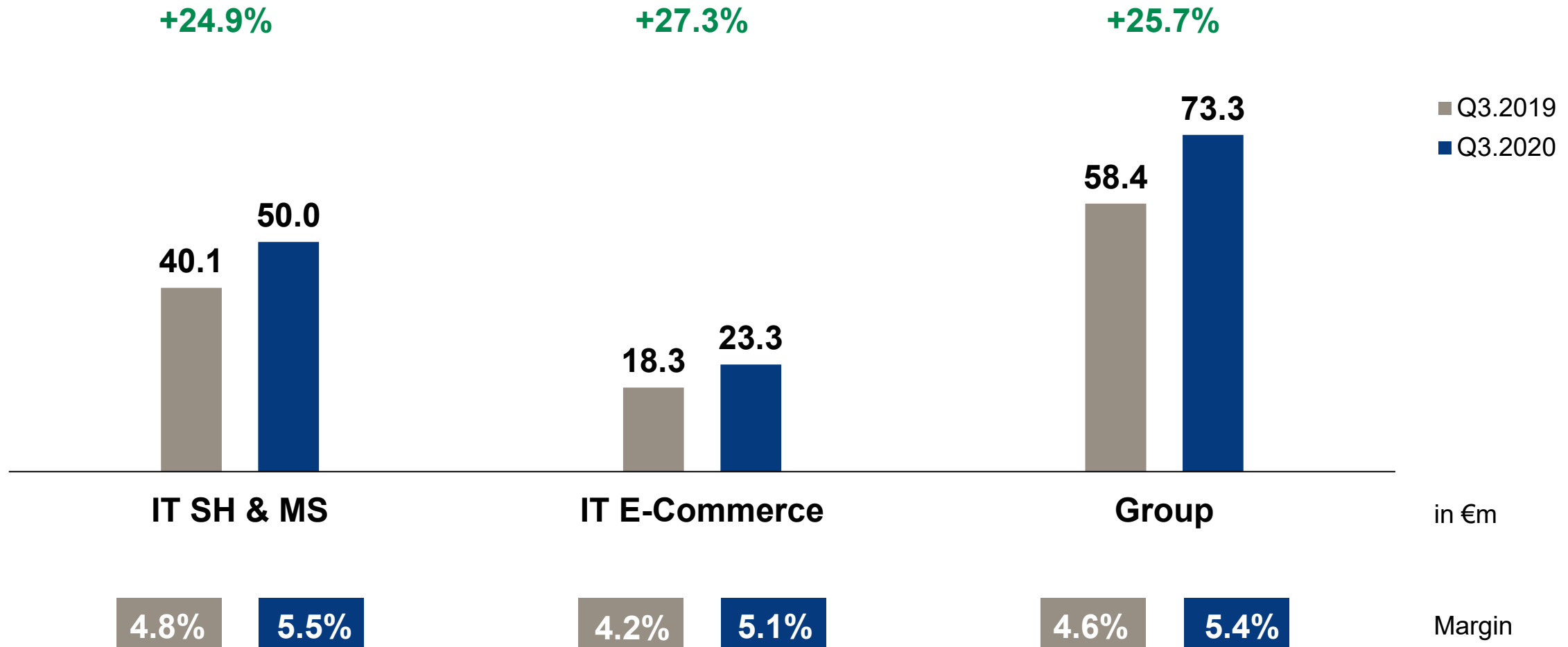
+4.3%

+25.7%

+14.7%

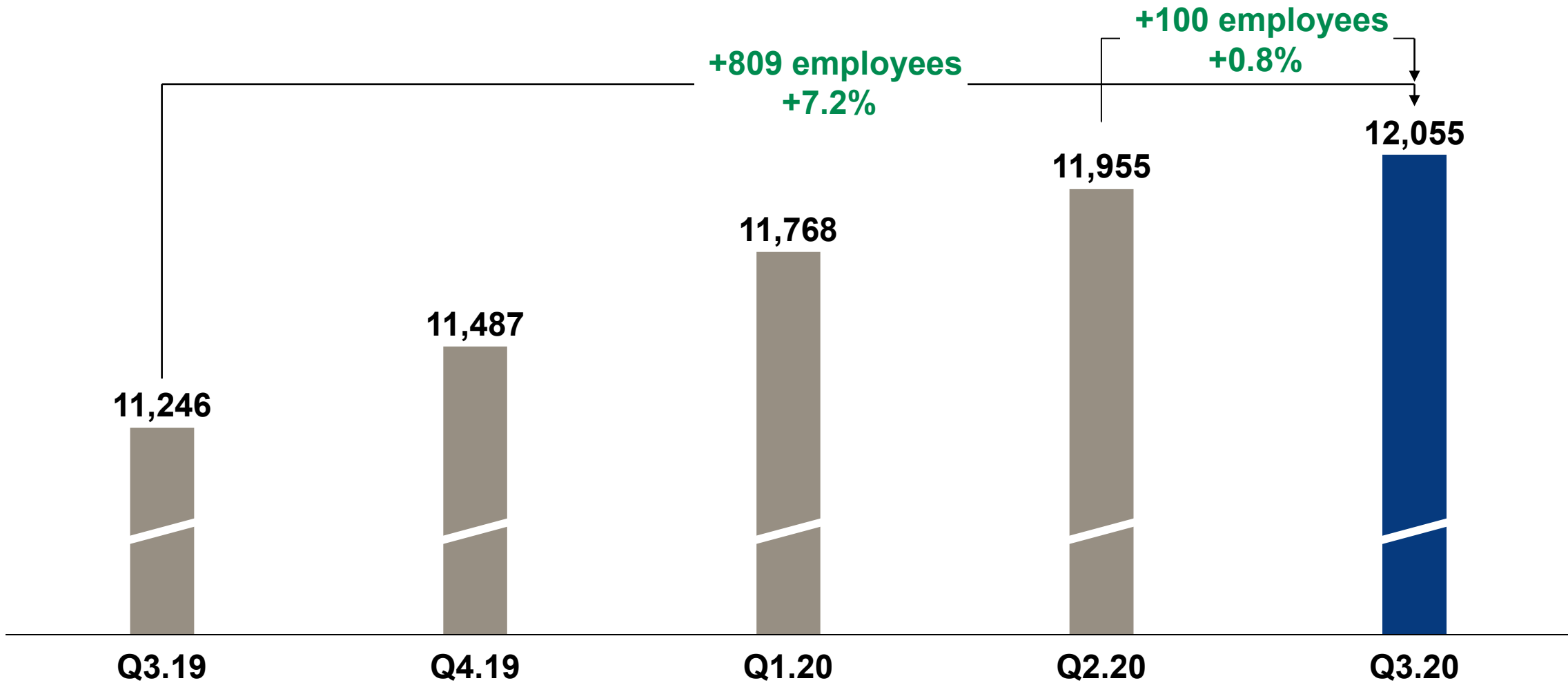


# EBIT – Q3 margin noticeably up YOY.

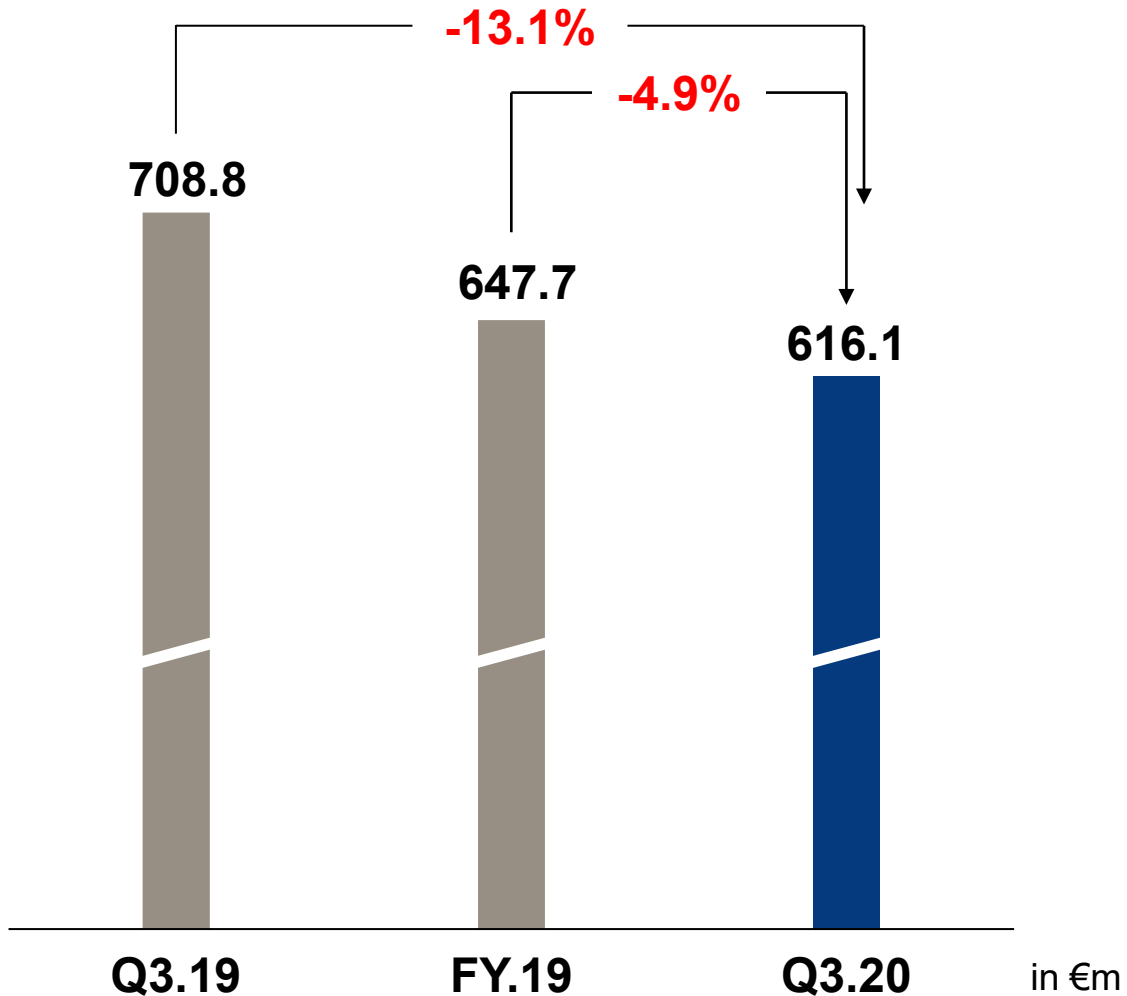




# Employees – Moderate quarterly increase.



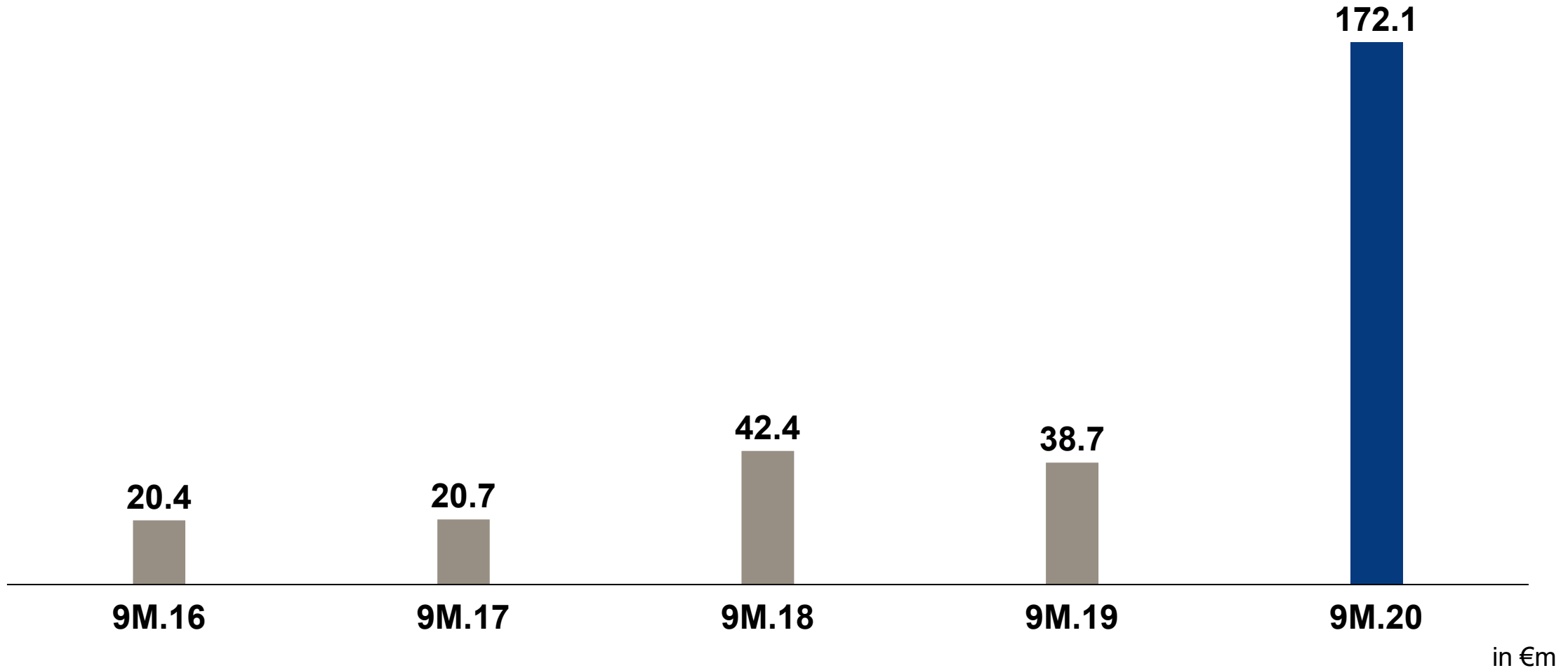
# Working capital – Capital commitment further reduced.



## Working capital development (YoY)

Inventories	+ €71.3m
Trade receivables	- €128.5m
Accrued income	+ €5.1m
Trade payables	+ €37.8m
Deferred income	- €17.4m
<b>Total</b>	<b>- €31.7m</b>

Operating cashflow –  
Very positive YTD development.

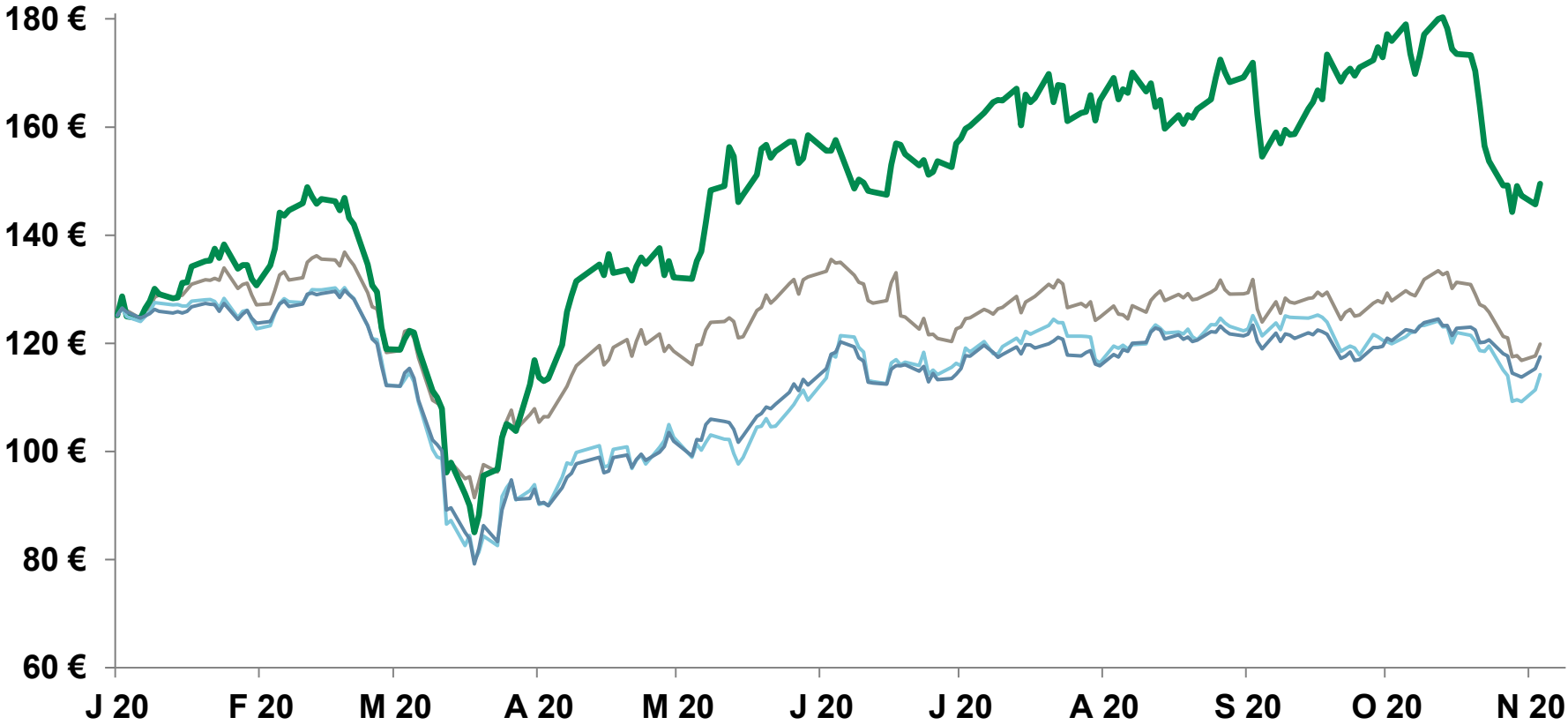


# Bechtle share – Continues to outperform.

31/12/2019  
€125.20

03/11/2020  
€149.50

**Performance ytd**



<b>Bechtle</b>	<b>+19.4%</b>
TecDAX*	-4.3%
MDAX*	-8.8%
DAX*	-6.1%

\*indexed



1

## Artificial intelligence on Germany Unity Day – with Bechtle’s full technical backing.

Baden-Württemberg showcases its clout as a future-oriented and innovative German state at EinheitsEXPO. Bechtle AG is primary sponsor of the display by Colugo GmbH.



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## IoT portfolio expansion – Bechtle acquires its 100th company.

Bechtle AG purchases dataformers GmbH in Linz,  
the 100th acquisition in the company's history.

The software developer and IoT solutions specialist employs 55 staff.

# 3

## **Digitalisation in education – Bechtle a strong IT partner for Saarland schools.**

Bechtle commissioned to supply over 20,000 notebooks and network infrastructure by the Regional Association of Saarbrücken as part of the government's drive for digital education.



# 4

## **Bechtle CMPTNC DY 2020 – Live!**

For the first time, Bechtle's premier event took place virtually. To great success! Over 3,000 participants took the opportunity to join the virtual event with industry giants such as Michael Dell, Antonio Neri and Thomas Kurian.



# 5

## **Sustainable growth – Bechtle comes out 1st at Top 500 Awards.**

German Daily DIE WELT and consulting firm Accenture recognised Bechtle's outstanding growth against a field of corporate groups in Germany.



# 2020 outlook – 2020 forecast increased despite continuing uncertainty.

## Economic conditions.

- The much-feared second wave has arrived, potential effects on the economy cannot yet be predicted.
- Currently no discernible decline or even slump in Q4.
- Bechtle’s development continues to show resilience.

## Forecast.

### ■ Bechtle increases targets for fiscal year:

- |  |                                  |
|--|----------------------------------|
| ■ Significant revenue growth (over 5%)         | Unchanged                        |
| ■ Very significant earnings growth (over 10%). | Increased from “significant”     |
| ■ EBT margin above previous year’s level.      | Increased from “at least on par” |

- All medium to long-term prospects for Bechtle remain positive.

# Any questions?

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

