

Bechtle AG – 2021 Fiscal Year

Welcome.

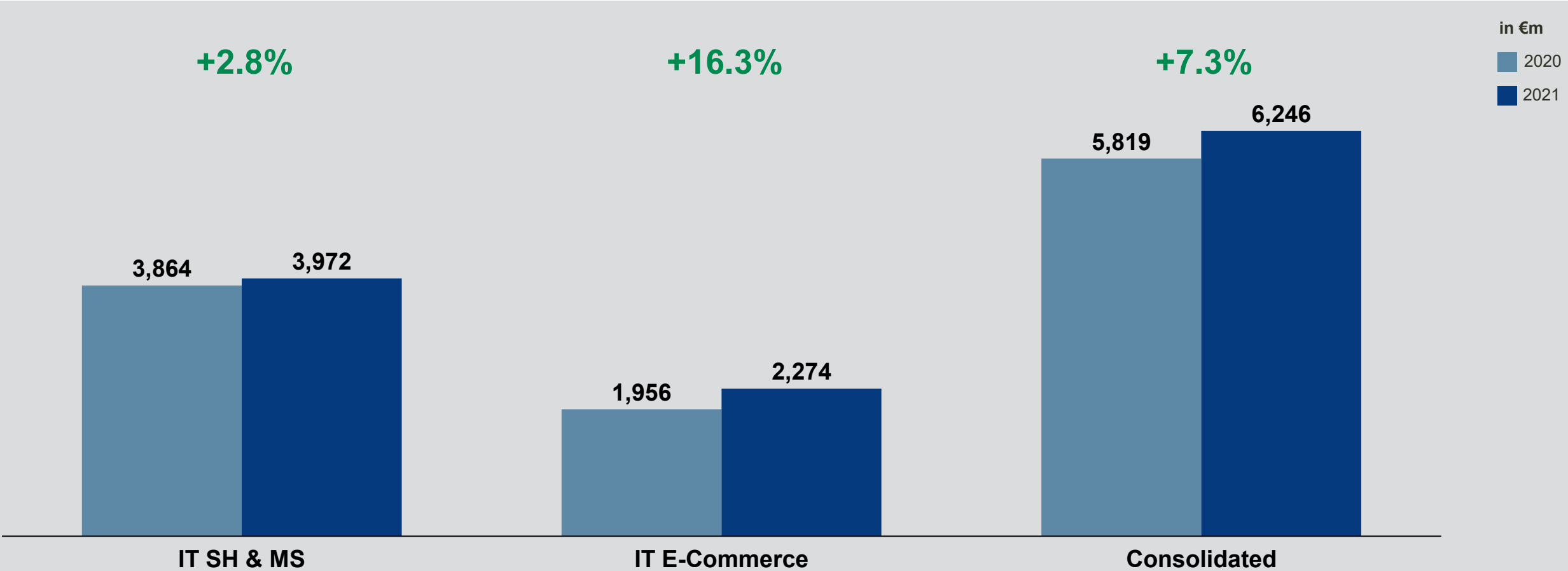
Neckarsulm | 18 March 2022 | Dr°Thomas Olemotz

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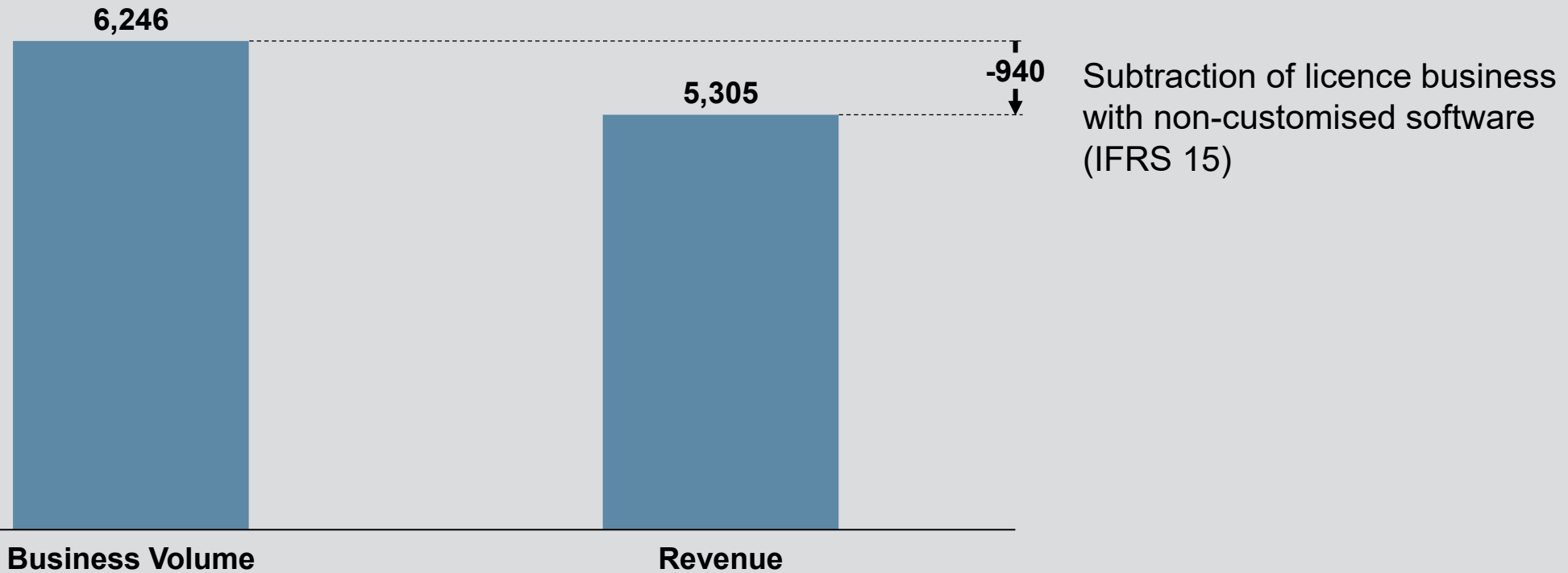
1 2021 business development.

Business volume – Significant growth despite difficult conditions.



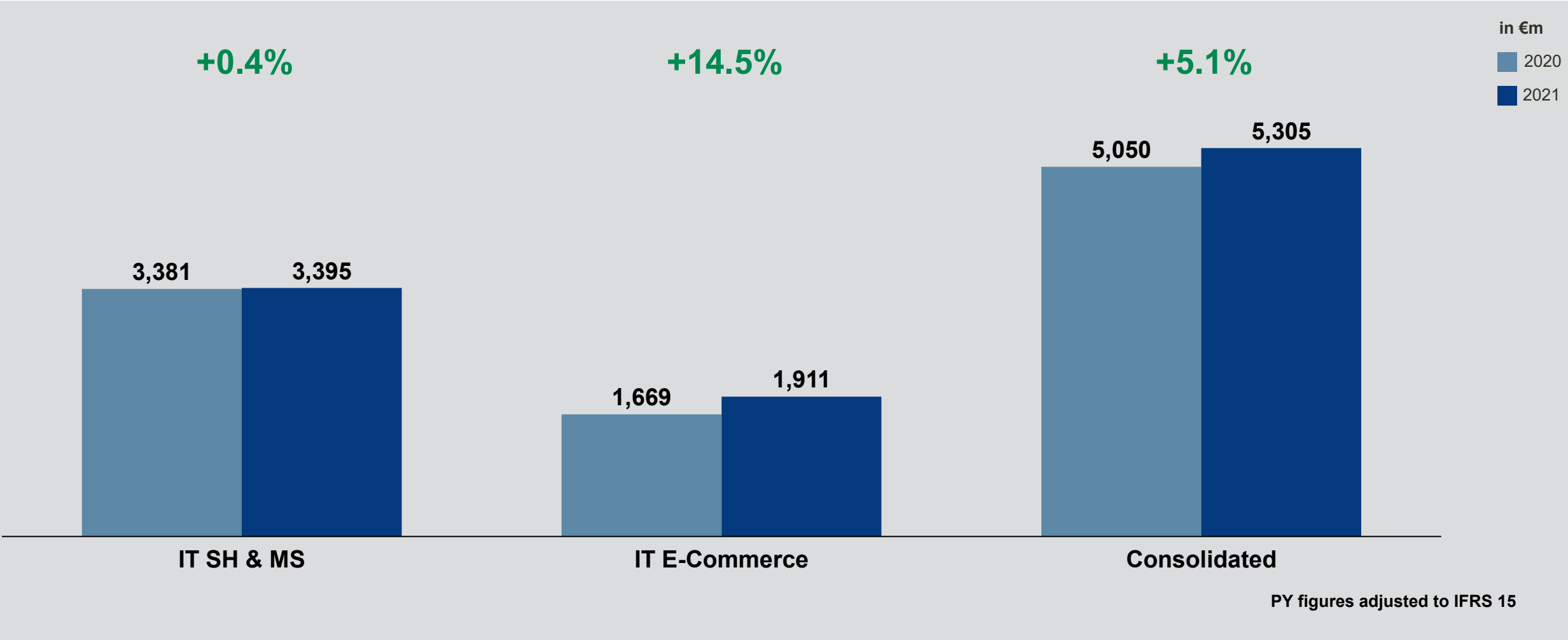
Revised accounting method – Standard software excluded from revenue.

in €m



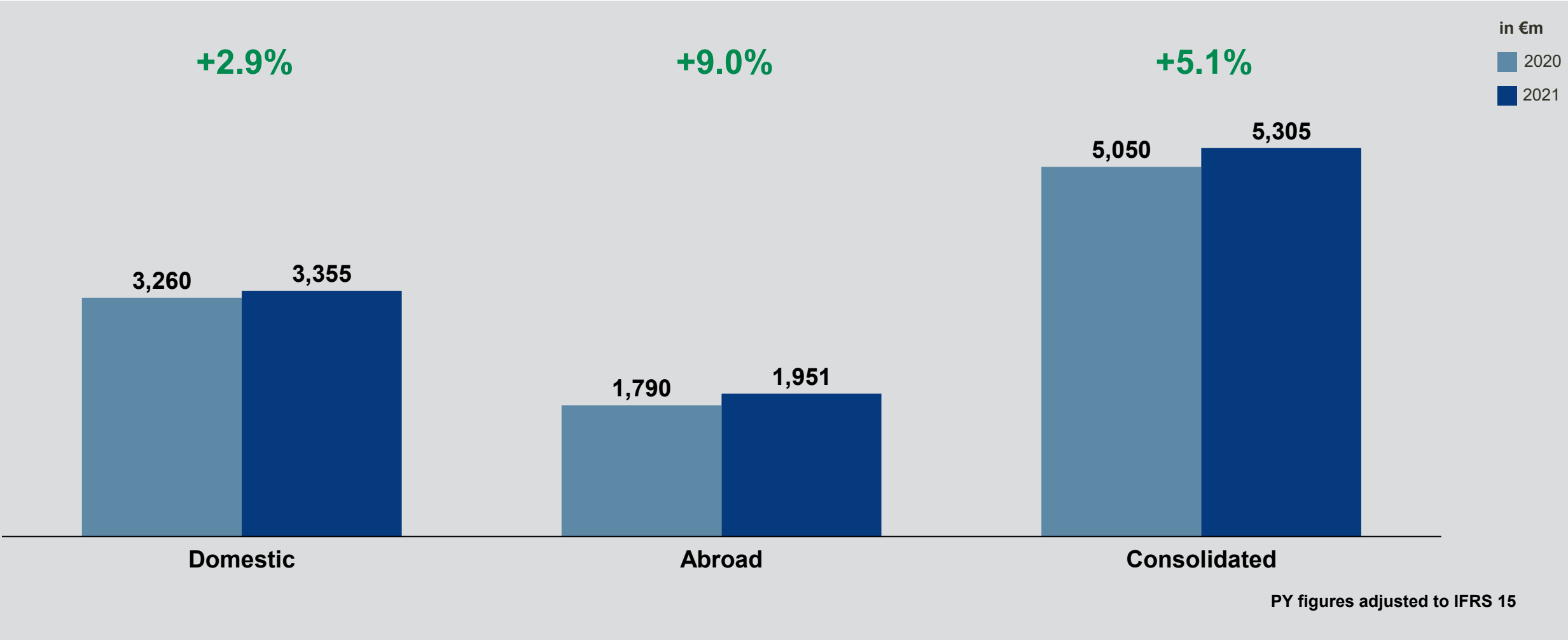
Revenue –

Supply shortages strain large-scale projects and framework agreements.

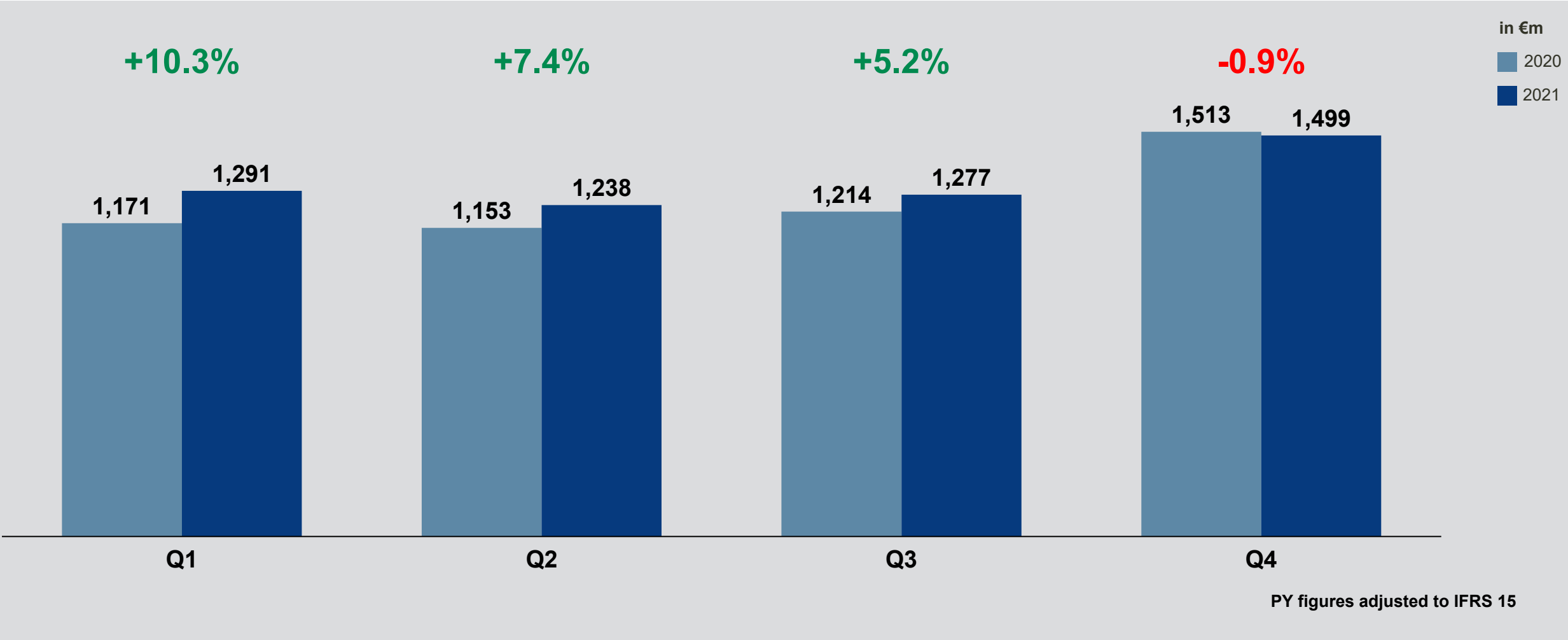


Revenue –

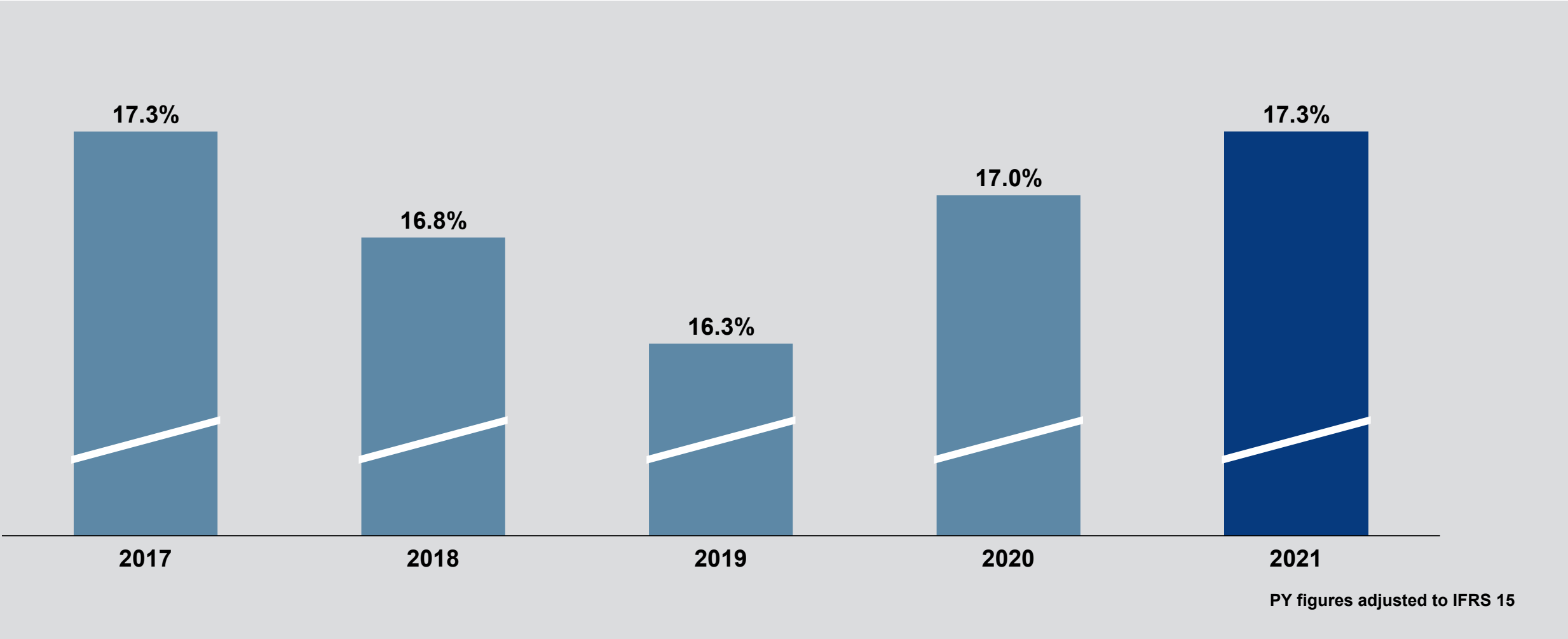
Very positive climb in our international business.



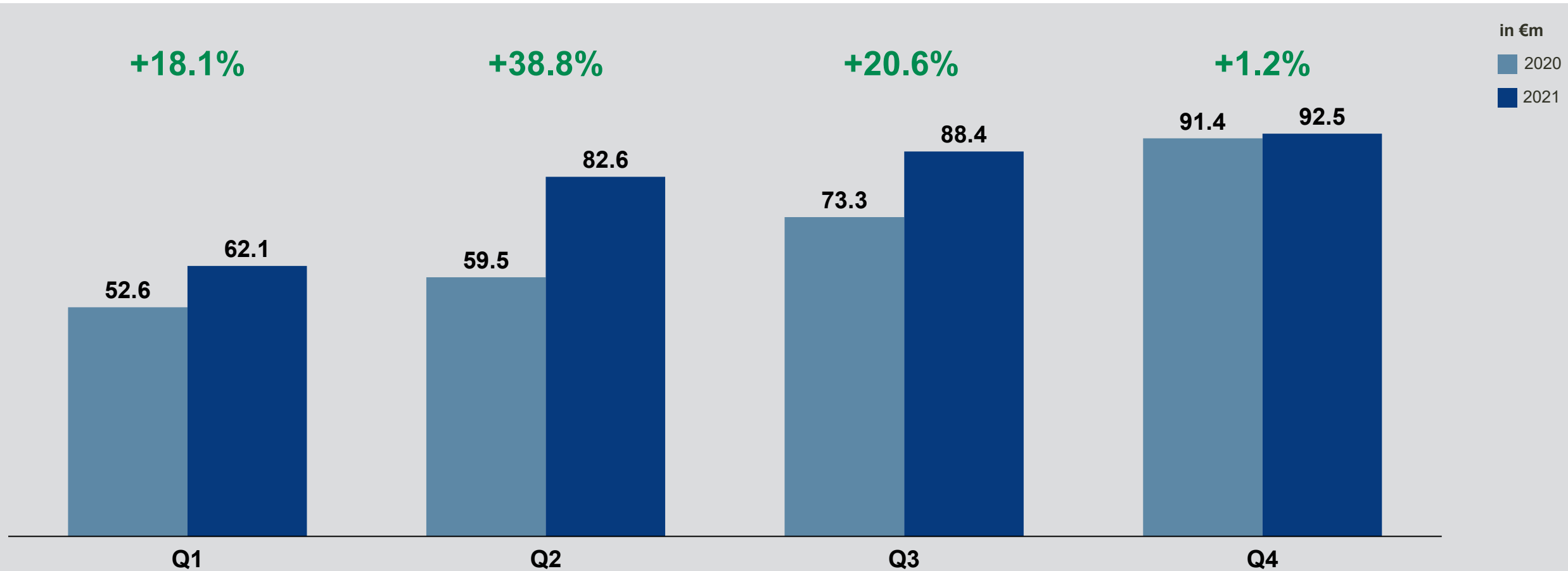
Revenue – Supply shortages stymie momentum over the year.



Gross margin – Disproportionately small increase in material costs yields positive growth.

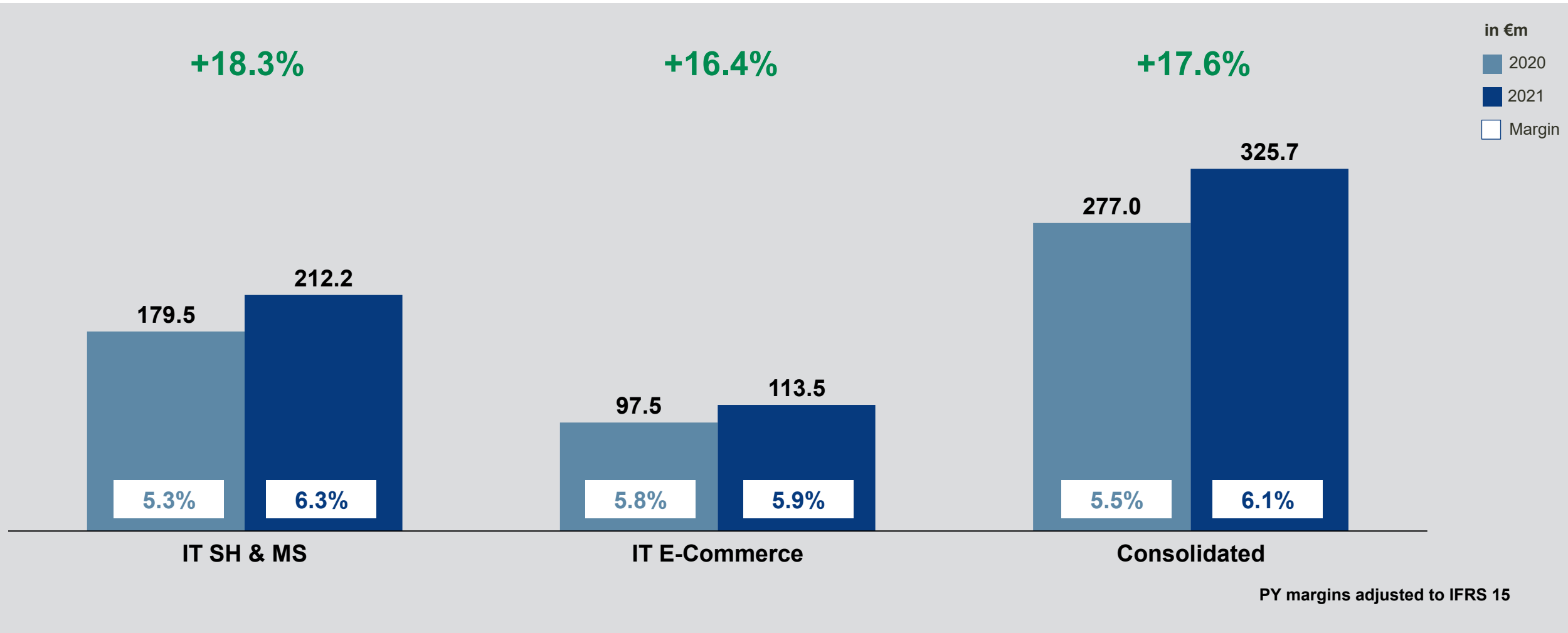


EBIT – Exceptional earnings development in the first three quarters.

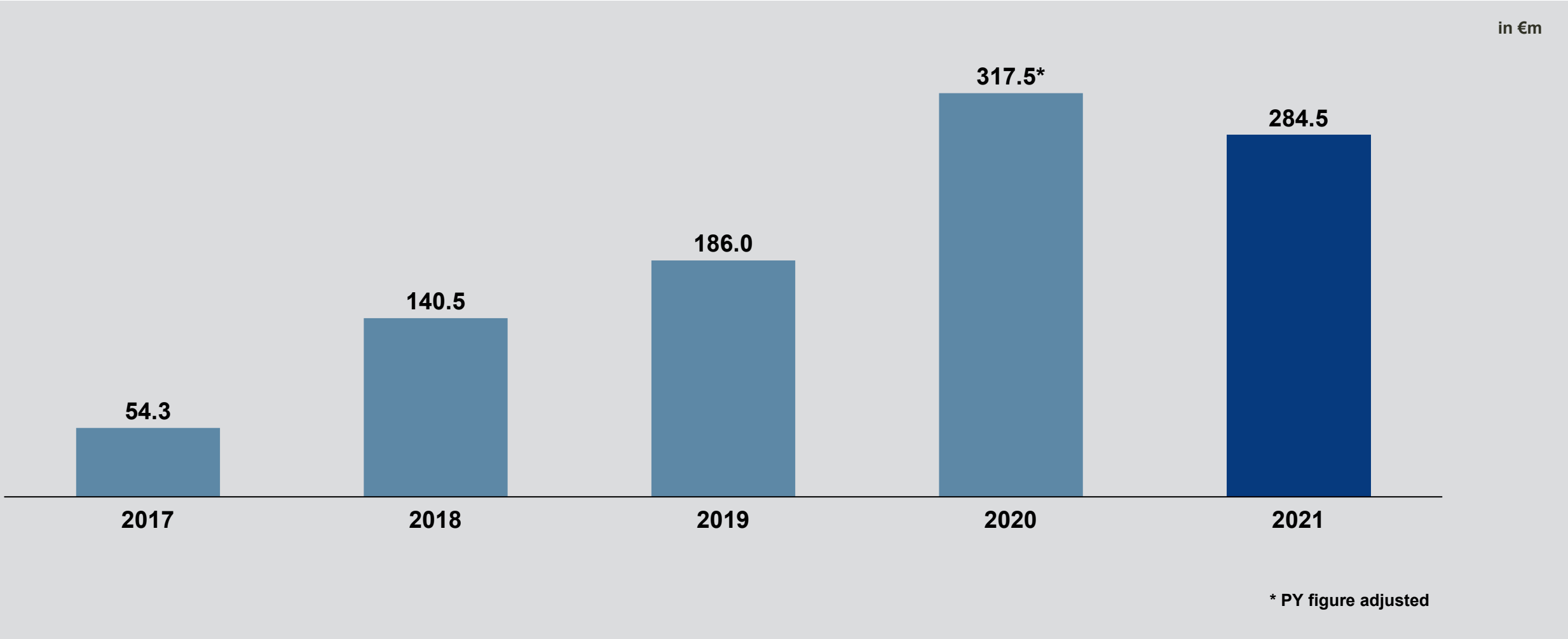


EBIT–

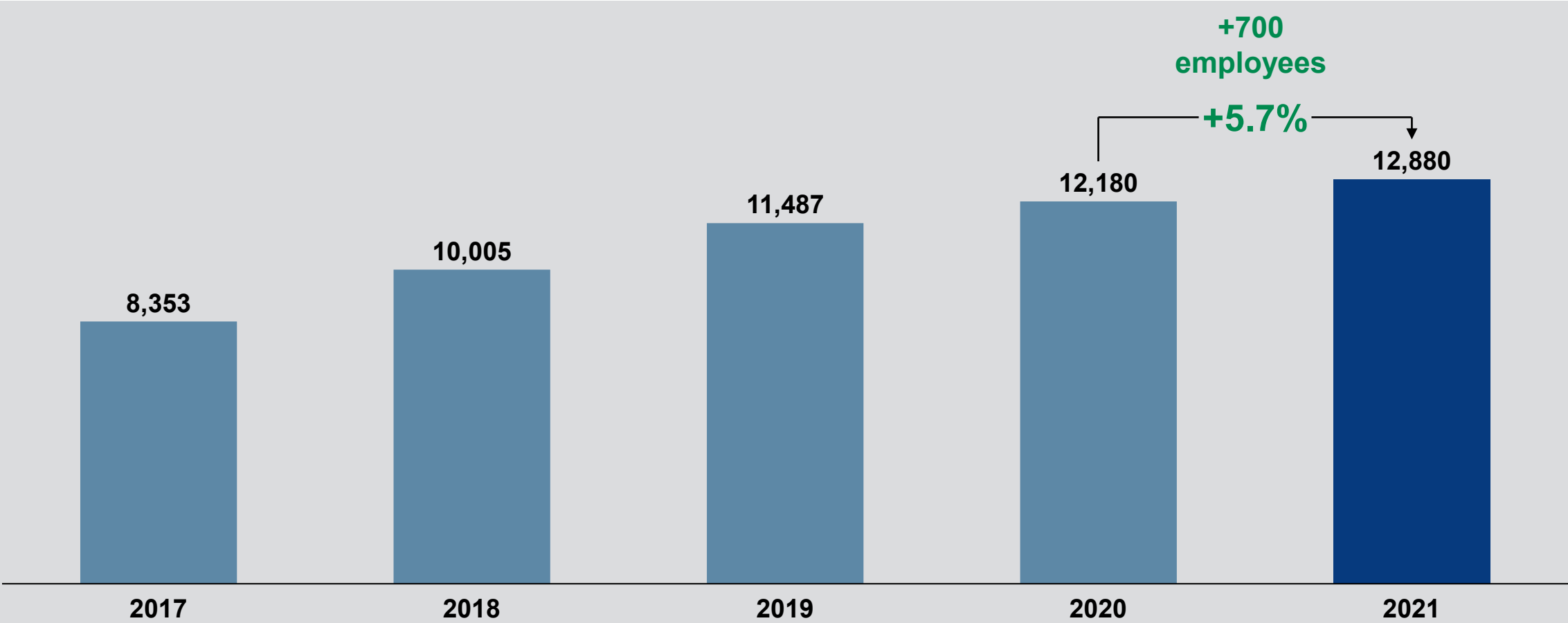
Balanced earnings performance in both business segments.



Operating cash flow – Successful WoC management averts significant capital lockup.

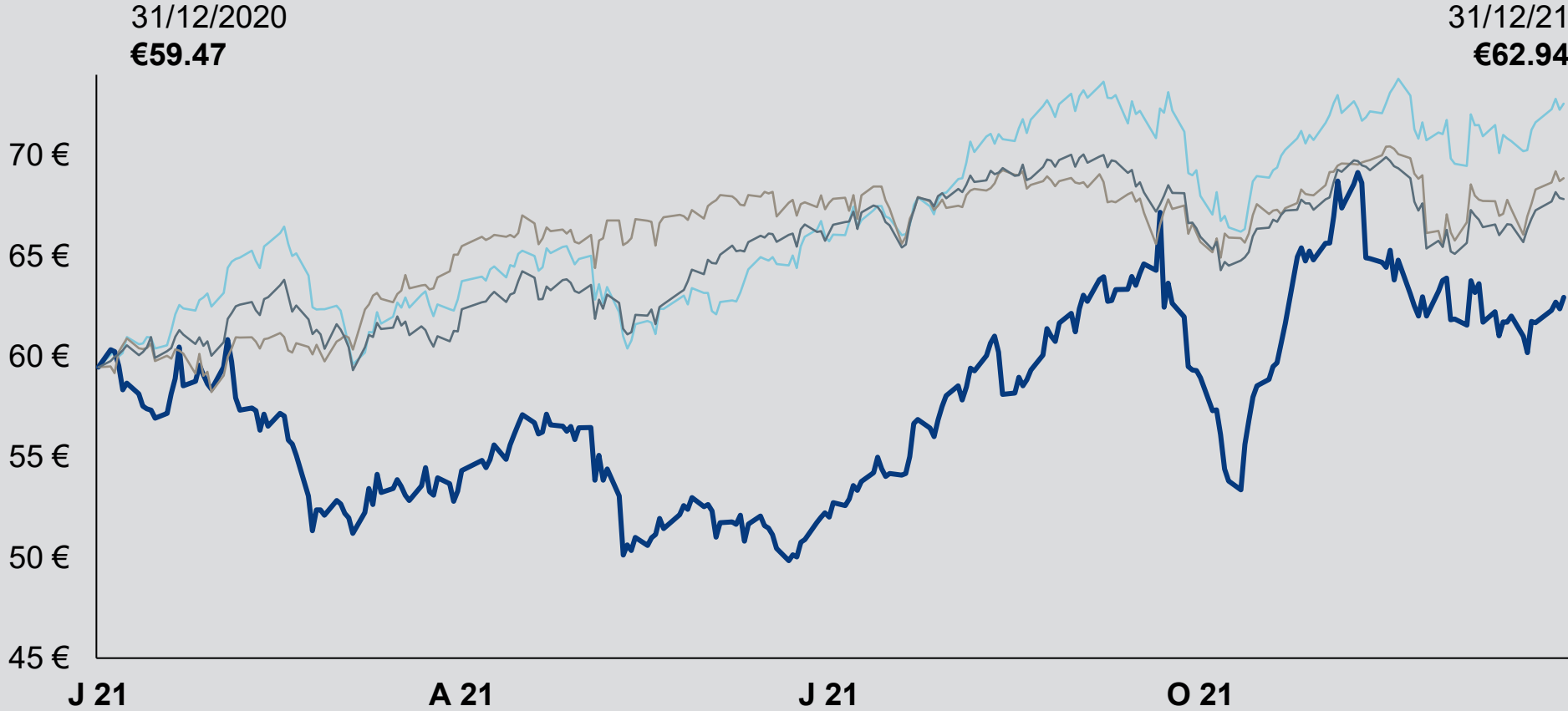


Employees – Strong employer brand secures growth.



2 Share and dividend.

The Bechtle share – Challenging circumstances lead to high volatility.



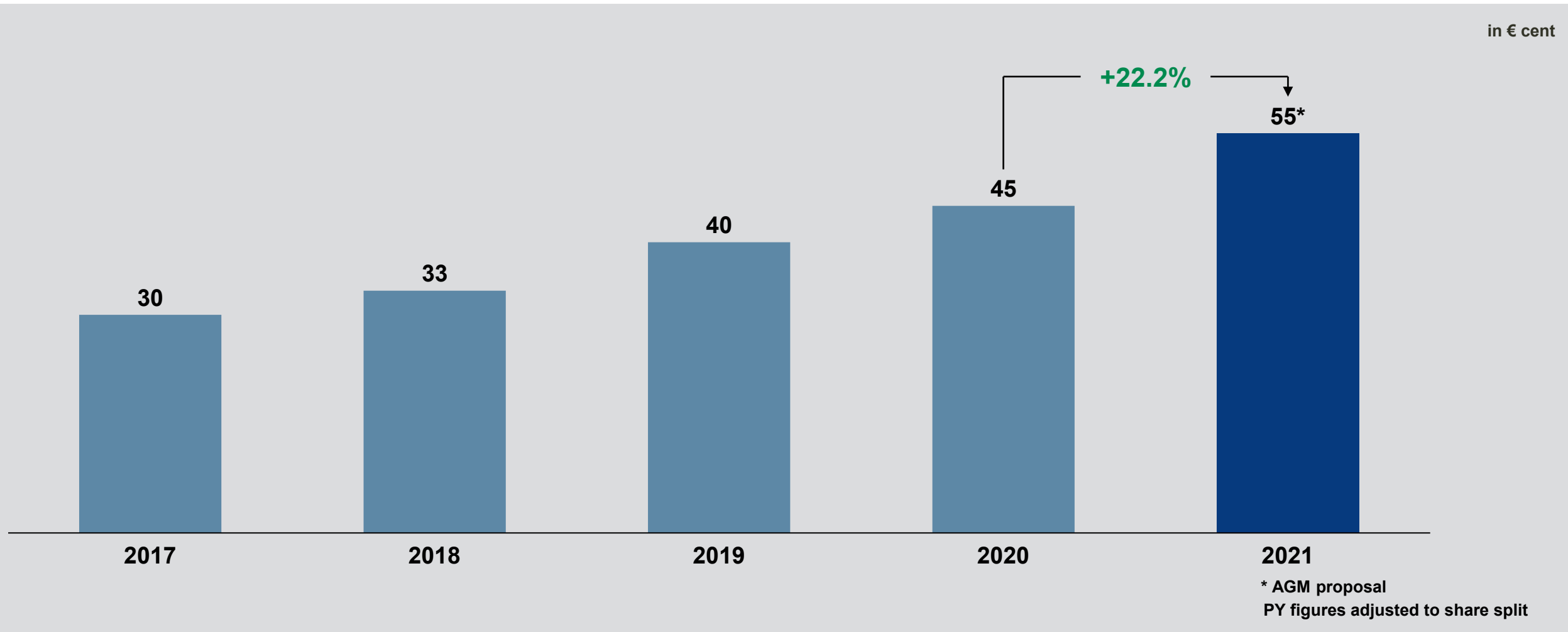
Performance (yoy)

Bechtle	+5.8%
TecDAX*	+22.0%
DAX*	+15.8%
MDAX*	+14.1%

* indexed

Performance adjusted to share split

Dividend – Disproportionate climb, 12th increase in a row.



3 2021 highlights.



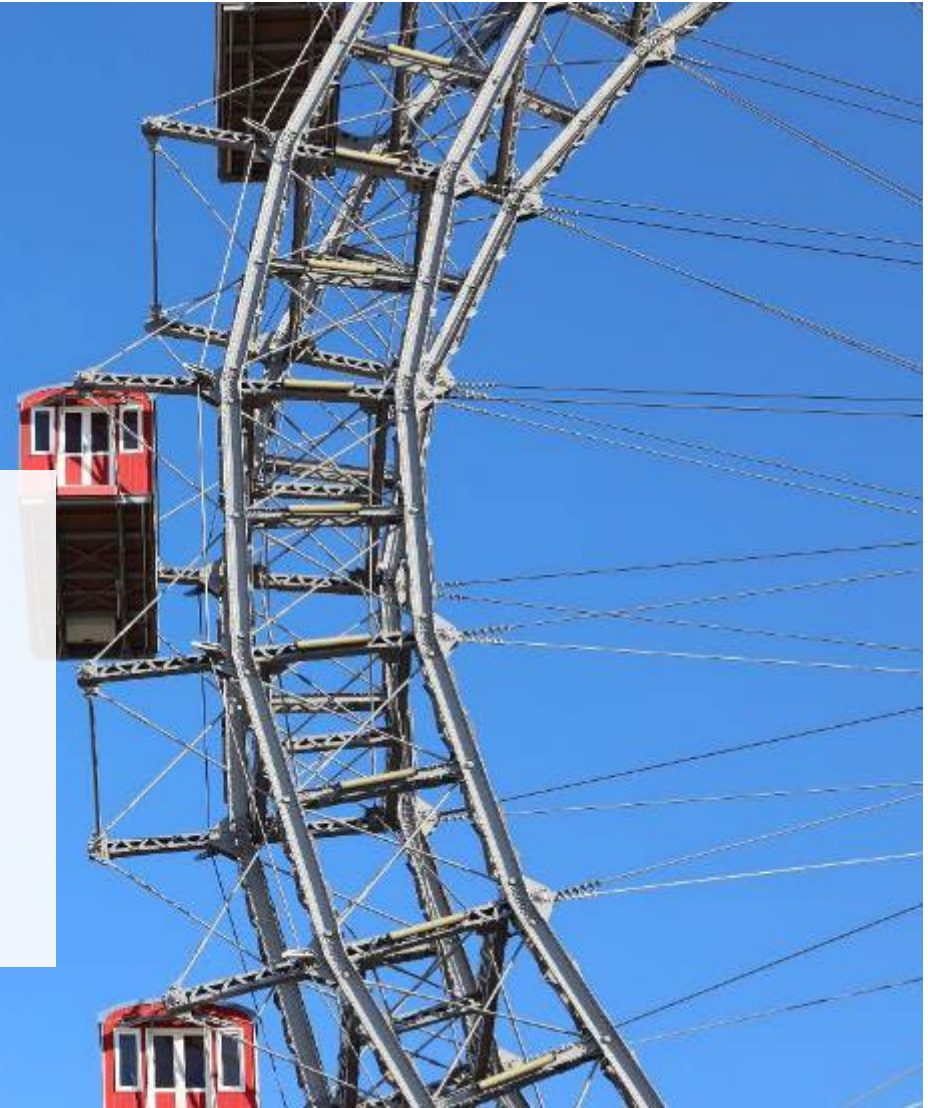
Bechtle acquires CAD/CAM/PLM specialist Cadmes.

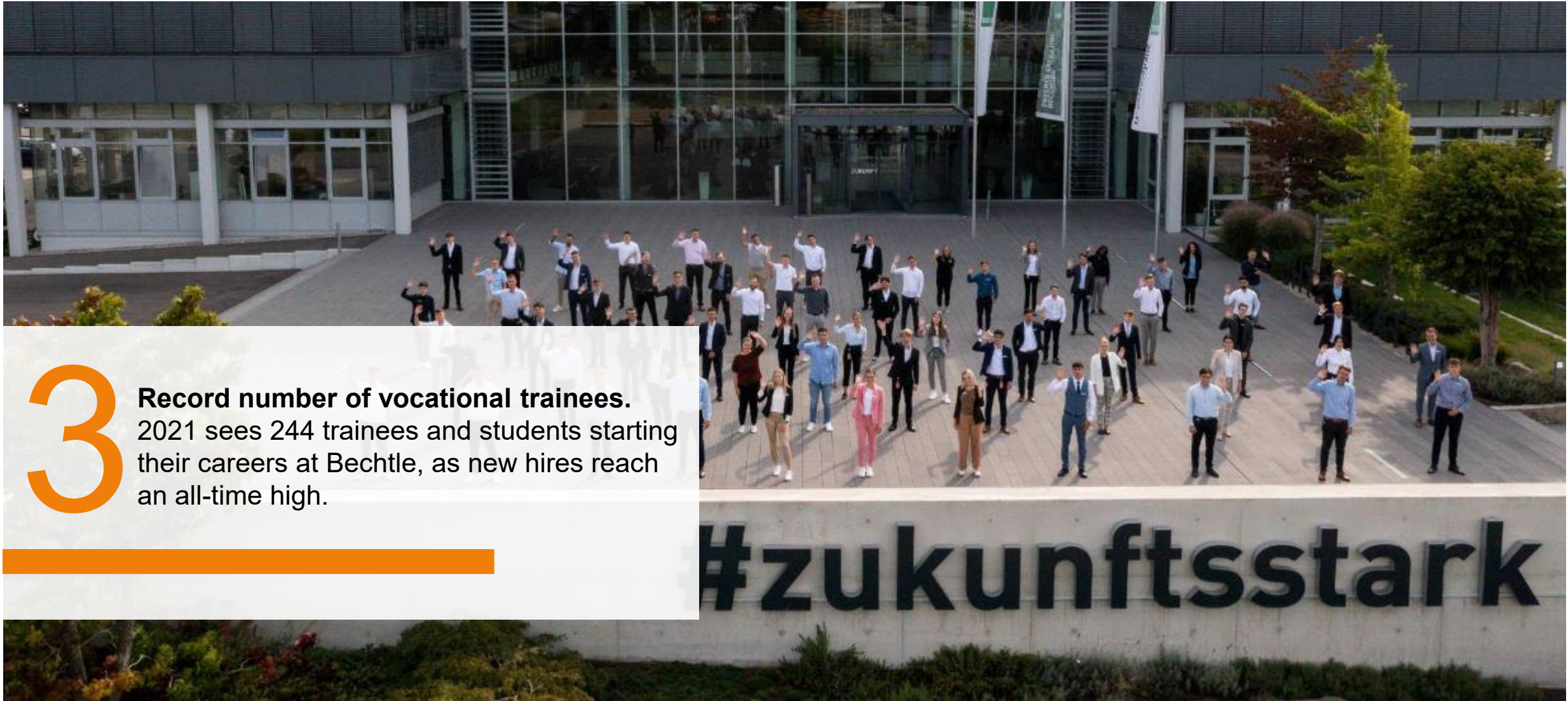
Founded in 1991 with a focus on Dassault Systèmes SOLIDWORKS 3D CAD software, the specialist reseller employs around 100 staff.

2

Acquisition of Open Networks in Austria.

Bechtle's Austria IT system house has acquired Vienna-based IT service provider, Open Networks GmbH, adding to the fold an organisation specialised in delivering IT infrastructure solutions and application, data centre, security and network services.





3

Record number of vocational trainees.

2021 sees 244 trainees and students starting their careers at Bechtle, as new hires reach an all-time high.

4

Bechtle introduces Sustainability Strategy 2030.

The Sustainability Strategy is a benchmark for corporate responsibility within the Bechtle Group, combining ecological, environmental and social aspects, and defining strategic objectives and concrete measures.

5

GITA expands into Canada, the Caribbean and India.

The Global IT Alliance (GITA) is expanding its footprint in North and Central America, as well as India. Canadian IT service provider Compugen, Caribbean Microsoft specialist Inova Solutions and Indian partner Dynacons are the newest members of the international partner network, which was cofounded by Bechtle.

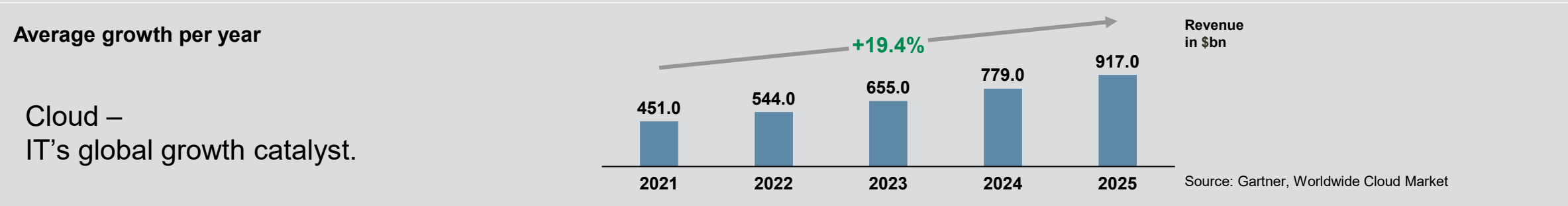
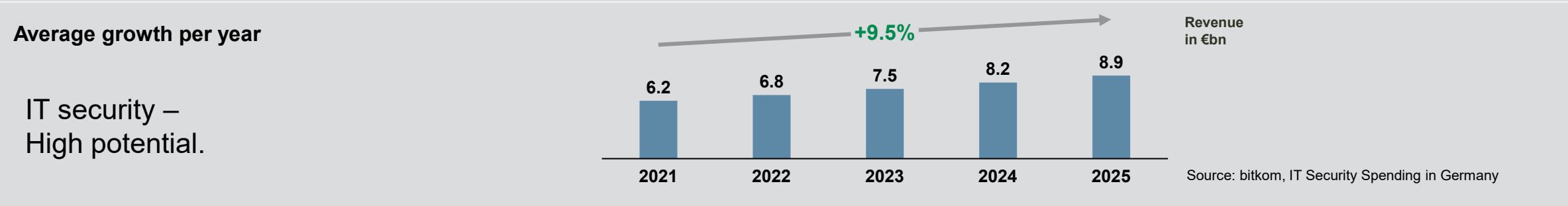
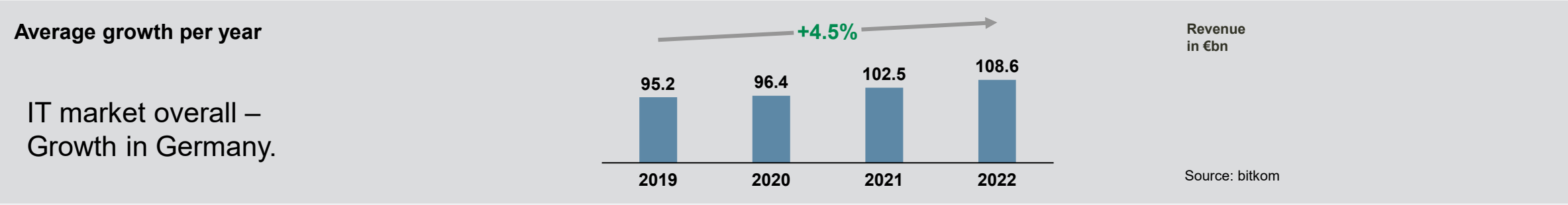
6

Bechtle re-wins Dataport contract.

Bechtle delivers workplace hardware and related services within the framework of the “Hardware 2021” tender with a total volume of approx. €220 million by the end of 2026.

4 2022 outlook.

Positive economic framework – The digital transformation drives sustainable growth.



Encumbering framework conditions – A multitude of challenges feed uncertainties.

- Unknown implications of the war against Ukraine.
- Continued shortage of supply from manufacturers.
- More restrictive monetary policies of central banks (USA vs. EU).

... diminished expectations of overall economic growth.

Outlook – Optimistic forecast for 2022.

Assumptions.

- Supply bottlenecks hampering our manufacturing partners will relax over the year.
- Our record business backlog will gradually translate to revenue.
- Customers persistently keen to invest in IT, producing new business leads.

Realistic objectives.

- Bechtle is optimistic for the current fiscal year.
 - 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

