

# Bechtle AG – 1st Quarter 2022

Welcome.

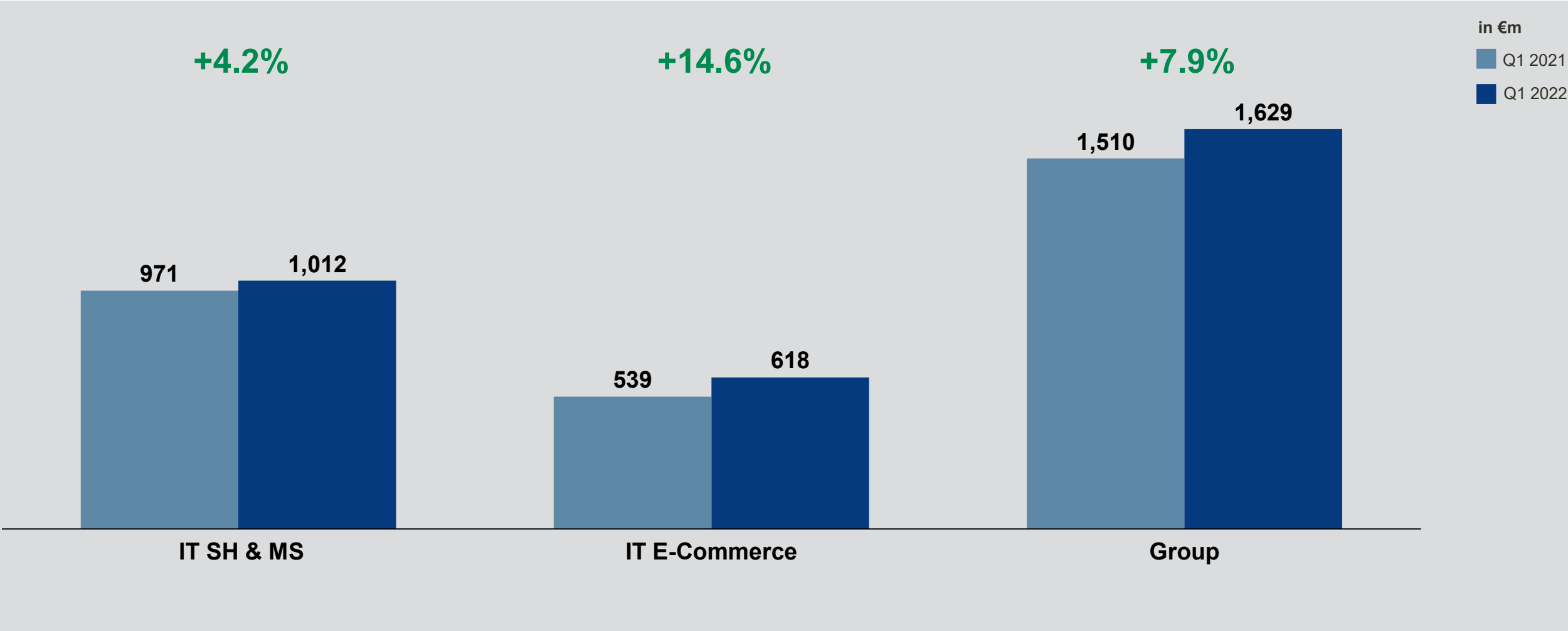
Neckarsulm | 12 May 2022 | Dr Thomas Olemotz

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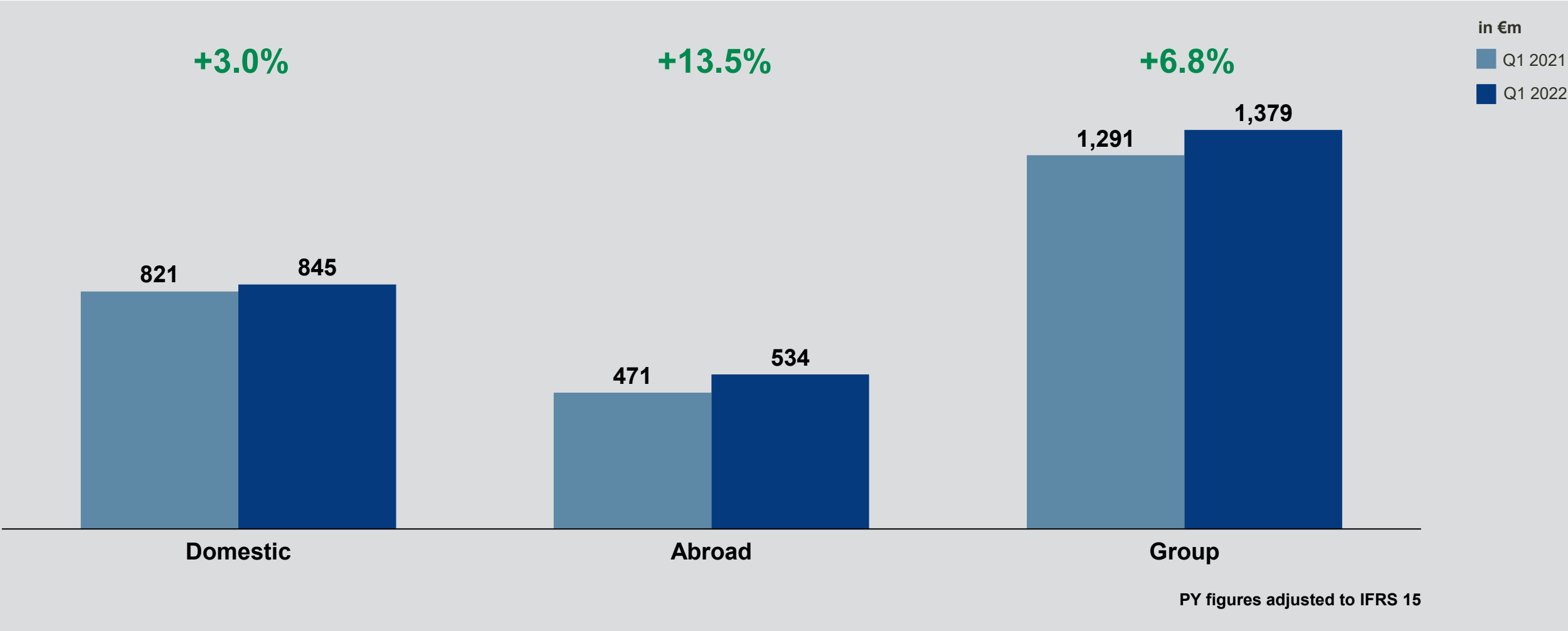
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# 1 Business development Q1 2022.

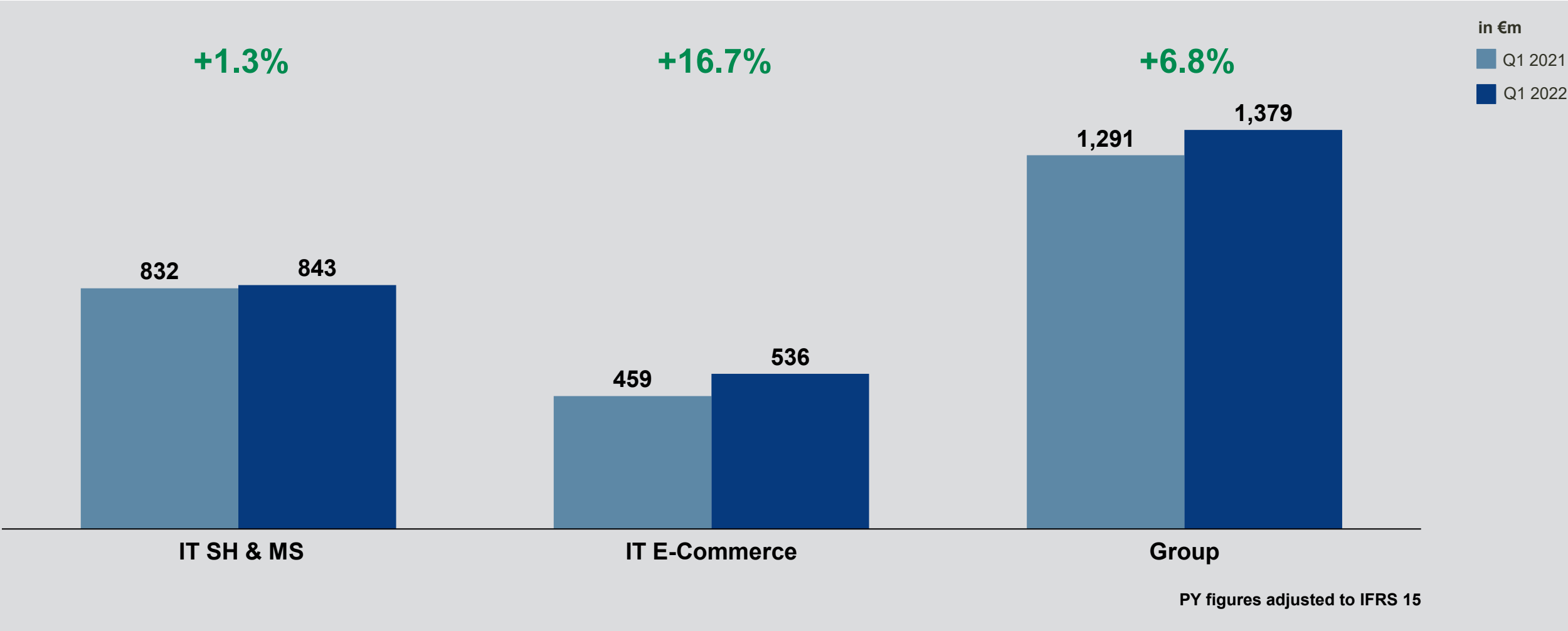
# Business volume – Significant growth despite continuing difficult conditions.



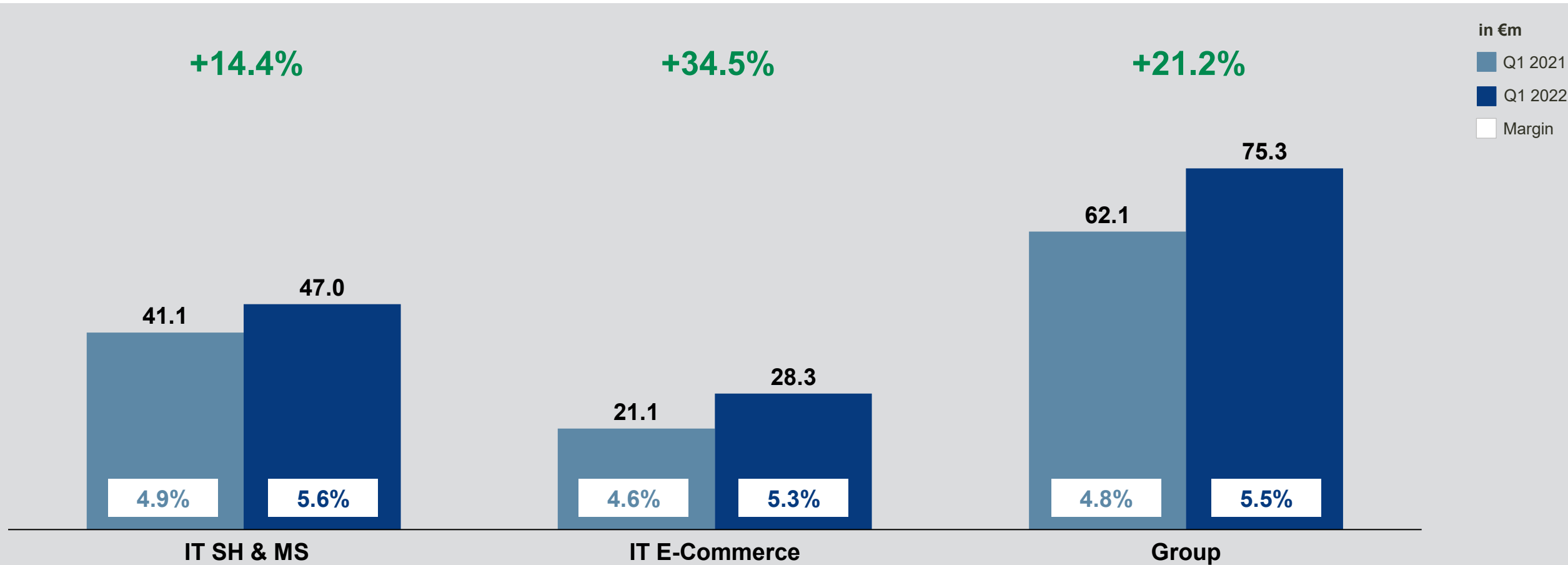
# Revenue – Tracking the same positive trajectory as business volume.



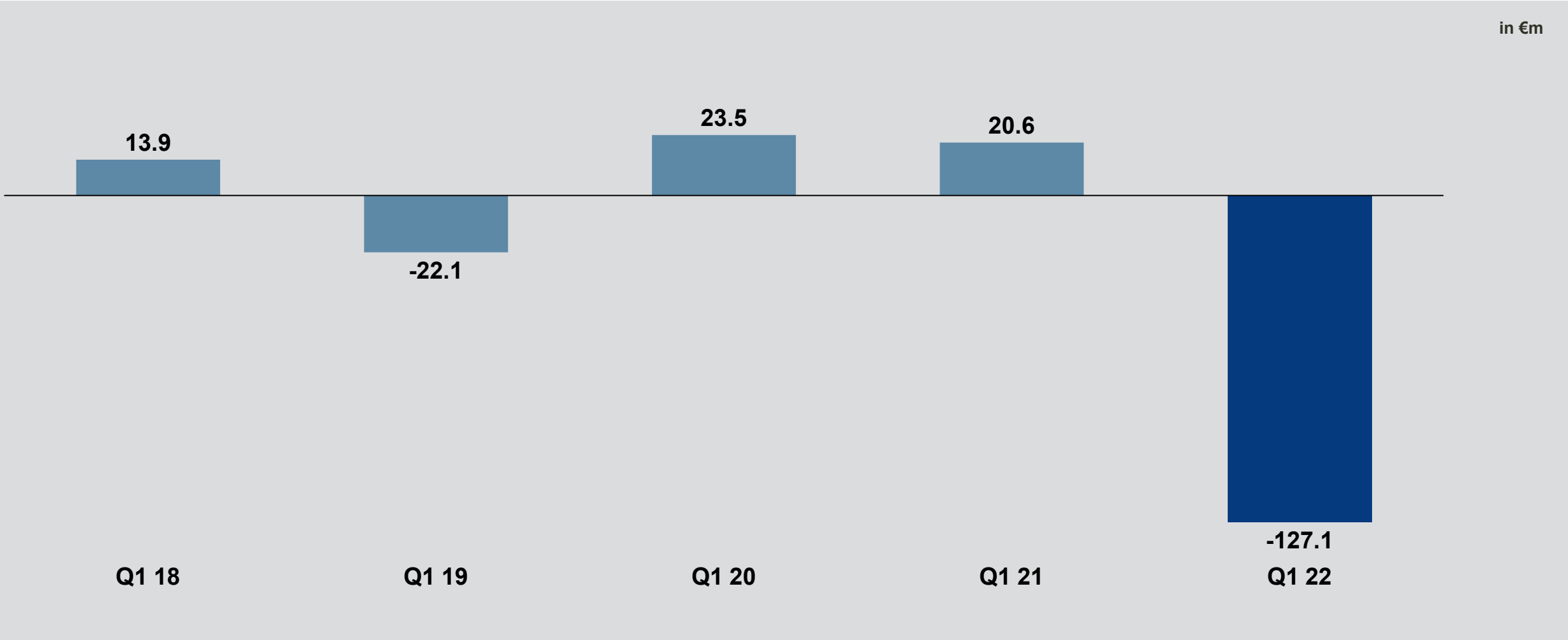
# Revenue – Uneven growth due to segments' varied nature.



# EBIT – Dynamic of earnings development mirrors revenue growth.

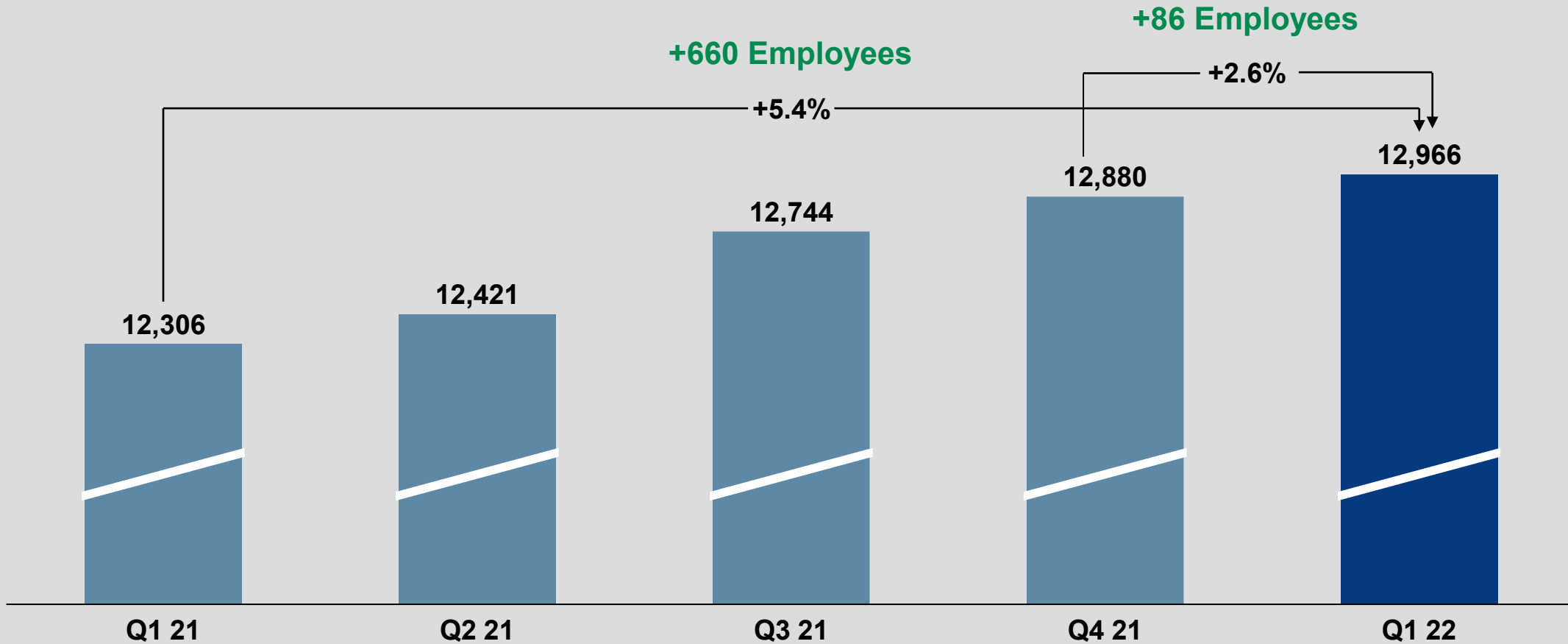


# Operative cashflow – Supply chain issues and high inventories impact cashflow.





# Employees – Headcount continues to see only moderate growth.



# 2 The Bechtle share.

# Bechtle share – Global markets under pressure. Tech sector particularly affected.



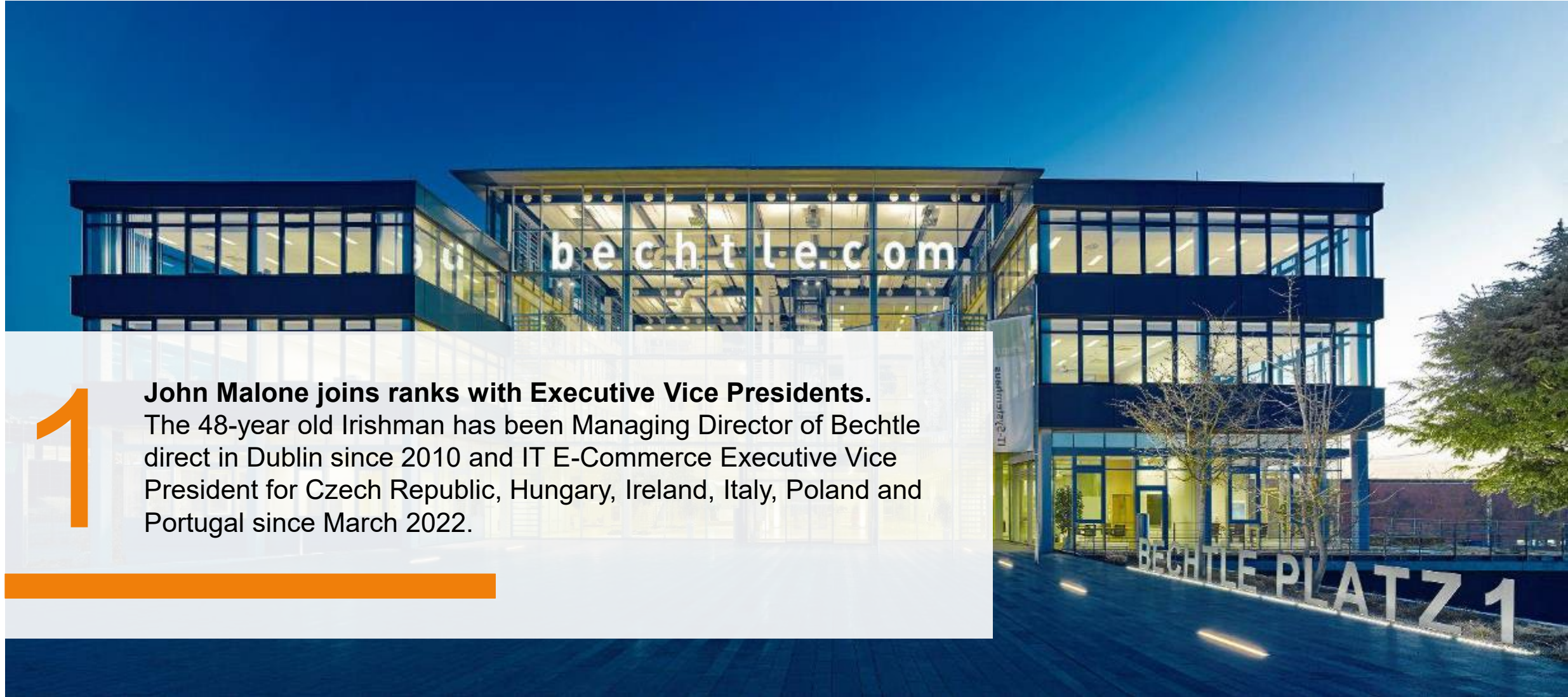
### Performance (ytd)

Bechtle	-32.2%
TecDAX*	-21.8%
MDAX*	-15.5%
DAX*	-12.0%

\* indexed



# 3 Highlights.



1

**John Malone joins ranks with Executive Vice Presidents.**

The 48-year old Irishman has been Managing Director of Bechtle direct in Dublin since 2010 and IT E-Commerce Executive Vice President for Czech Republic, Hungary, Ireland, Italy, Poland and Portugal since March 2022.

A large, stylized red number '2' is positioned on the left side of the text box.

**Founding member, Connection, rejoins the GITA ranks.**

The Global IT Alliance (GITA) has expanded its footprint in the USA with the IT service provider, Connection. The global network has thus grown to ten partners.

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# 3

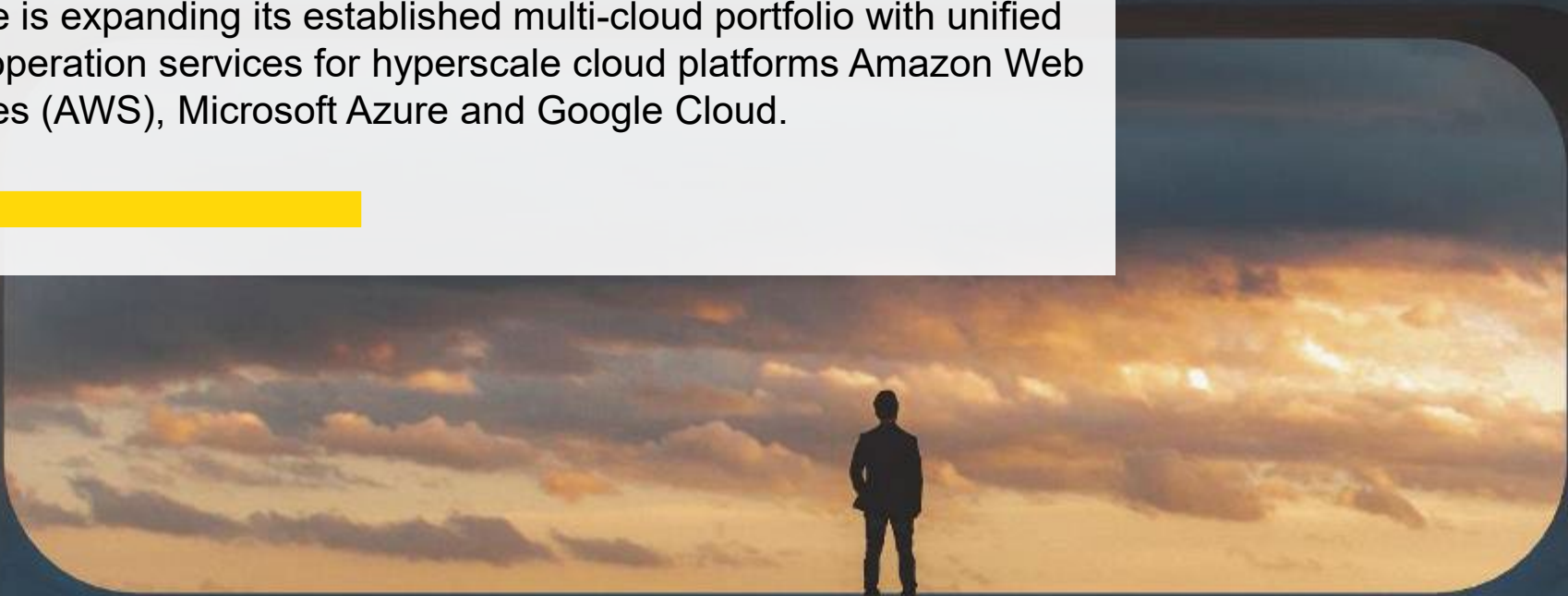
## **Bechtle anchor shareholder launches foundation.**

Karin Schick announced the inception of a foundation named after her parents, Gerhard and Ilse Schick. The foundation secures a Bechtle AG anchor shareholder for the long term and is a tribute to the life's work of Bechtle co-founder Gerhard Schick.

# 4

## **Bechtle offers hyperscaler clouds as a managed service.**

Bechtle is expanding its established multi-cloud portfolio with unified cloud operation services for hyperscale cloud platforms Amazon Web Services (AWS), Microsoft Azure and Google Cloud.





## 5

**Bechtle acquires Dutch IT system house, PQR.**

Bechtle further pursues its growth strategy on the European market and acquires the first IT system house outside DACH. Utrecht-based PQR was founded in 1990 and employs 170 staff.

# 4 2022 outlook.

# Outlook – 2022 forecast remains optimistic.

## 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](https://bechtle.com/reports)

