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1 Introduction to Bechtle AG.
# Bechtle AG Organisation

**BECHTLE AG**  
Chairman of the Executive Board: Dr Thomas Olemotz

## Central Divisions

### SEGMENT IT System Houses & Managed Services
- **COO**: Michael Guschlbauer
- **IT System Houses**  
- **Bechtle Managed Services**  
- **Specialists**  
- **Germany, Austria, Switzerland**

### SEGMENT IT E-Commerce
- **COO**: Jürgen Schäfer
- **Bechtle direct**  
- **ARP**  
- **Inmac Wstore**  
- **In 14 countries**  
- **In the Netherlands**  
- **In France**

### Logistics & Services

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25/05/2022 | Bechtle AG | Company Presentation
Bechtle IT System Houses –
In Germany, Austria, Switzerland and more to come.

- Widespread, regional coverage – including the Netherlands since May 2022
- Consulting, procurement and services
- Over 80 IT System Houses
- Individual e-procurement services at bechtle.com
- Employees in 2021: 10,156
  - Services: Approx. 5,900
- Revenue in 2021: €3.3bn
Bechtle IT E-Commerce – The European powerhouse.

- Brands: Bechtle direct, ARP, Inmac Wstore (FR), BuyIT (NL), Bechtle Comsoft (FR)
- Home brand: Articona
- In 14 European countries
- Cross-channel strategy: Digital reach with personal account management
- Individual e-procurement services at bechtle.com
- Employees in 2021: 2,724
- Revenue in 2021: €1.9bn
Nr. 1 Ranked System House in Germany.

<table>
<thead>
<tr>
<th>RANK</th>
<th>COMPANY</th>
<th>Revenue in Germany (in €m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Bechtle</td>
<td>3,661</td>
</tr>
<tr>
<td>2</td>
<td>Computacenter</td>
<td>2,108</td>
</tr>
<tr>
<td>3</td>
<td>Software One</td>
<td>1,800</td>
</tr>
<tr>
<td>4</td>
<td>Cancom</td>
<td>1,390</td>
</tr>
<tr>
<td>5</td>
<td>SVA System Vertrieb Alexander</td>
<td>1,036</td>
</tr>
<tr>
<td>6</td>
<td>T-Systems International</td>
<td>900</td>
</tr>
<tr>
<td>7</td>
<td>NTT Data</td>
<td>840</td>
</tr>
<tr>
<td>8</td>
<td>msg systems</td>
<td>779</td>
</tr>
<tr>
<td>9</td>
<td>Atos IT-Solutions and Services</td>
<td>760</td>
</tr>
<tr>
<td>10</td>
<td>ACP Gruppe</td>
<td>700</td>
</tr>
</tbody>
</table>

Source: Channelpartner 08/2021
Shareholder Structure.
Long-term and independent anchor shareholder.

AGI 5.00%
DWS 4.95%
Baillie Gifford 4.77%
BlackRock 4.07%
Flossbach von Storch 3.05%

Schick Family 35.02%
  incl. Gerhard and Ilse Schick Foundation: 3.57%

Freefloat 43.15%

Current of: May 2022, 126 million shares
Vision 2030 –
Bechtle: Integrate IT. Architect the future.

We aspire to lead the market.
We focus on IT markets where we can carve out a leading position. Our growth is above market with our sights set on a revenue mark of 10 billion euros.

Growth and foresight underpin our success.
We are able to build a sound future for Bechtle by pursuing sustained profitability. An EBT margin of 5 per cent or more gives us the freedom to invest while safeguarding our security and independence.

IT is our passion.
We are professionals. We strive to excel and we have what it takes. Bechtle is a place where great people accomplish great things.

We empower business.
We understand our customers and deliver future-oriented IT to drive their success.
Sustainability Strategy 2030 –
Four strategic areas of action.

We fulfill our duty to ensure human rights are respected along our supply chain.

**FOCAL POINTS**
1. Supply chain sustainability
2. Compliance and anti-corruption
3. Social commitment

We operate in harmony with our environment to conserve our climate and resources into the future.

**FOCAL POINTS**
1. Climate and energy
2. Sustainable logistics
3. Circular economy

We embody fairness and value our business partners and employees. Our team is motivated, highly qualified and diverse.

**FOCAL POINTS**
1. Employer attractiveness
2. Diversity and equal opportunity
3. Health and Safety

We drive future-facing digitalisation and contribute to our customers’ success through sustainable innovation.

**FOCAL POINTS**
1. Sustainable in-house digitalisation
2. Sustainable technologies, solutions and services
3. Information security and data protection

ETHICAL BUSINESS PRACTICES are a matter of course.

We embrace a sustainable ENVIRONMENTAL approach in everything we do.

The PEOPLE we work with drive our success.

We shape a sustainable DIGITAL FUTURE.

Scan for more information on our Sustainability Strategy 2030.
# Sustainability Strategy 2030 –
Selected actions and concrete targets.

## Ethical Business Practices

**2021.**
- MSCI ESG Rating: A
  - EcoVadis Score: 64/100 – Top 7% of rated companies within the branch.

**Targets.**
- Compliance training for all employees in 2023.
- Further improvement in ratings.

## Environment

**2021.**
- 26.6% share of alternative-fuel vehicles in our car fleet in Germany.
- 100% green electricity at the headquarters and 32 other locations across Europe.

**Targets.**
- Over 40% share of alternative-fuel vehicles in our car fleet in Germany in 2022.
- Carbon neutral in those business areas we have influence until 2030.

## People

**2021.**
- Focus on diversity – Gender Diversity Roadmap.

**Targets.**
- At least one woman within the Executive board until 2025.
- 22% women in the first executive level under the Executive Board until 2025.

## Digital Future

**2021.**
- More than 3,000 participants attended Bechtle events about sustainable IT.

**Targets.**
- Sustainable in-house digitalisation – Plan 30% of IT projects taking sustainability criteria into account until 2023.
2  Business Development Q1 2022.
Business volume –
Significant growth despite continuing difficult conditions.

+4.2%
+14.6%
+7.9%

IT SH & MS
971
1,012

IT E-Commerce
539
618

Group
1,510
1,629

Q1 2021
Q1 2022
Revenue –
Tracking the same positive trajectory as business volume.

+3.0%  
821 845
Domestic

+13.5%  
471 534
Abroad

+6.8%  
1,291 1,379
Group

PY figures adjusted to IFRS 15
Revenue – Uneven growth due to segments’ varied nature.

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q1 2021 (€m)</th>
<th>Q1 2022 (€m)</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT SH &amp; MS</td>
<td>832</td>
<td>843</td>
<td>+1.3%</td>
</tr>
<tr>
<td>IT E-Commerce</td>
<td>459</td>
<td>536</td>
<td>+16.7%</td>
</tr>
<tr>
<td>Group</td>
<td>1,291</td>
<td>1,379</td>
<td>+6.8%</td>
</tr>
</tbody>
</table>

PY figures adjusted to IFRS 15
EBIT – Dynamic of earnings development mirrors revenue growth.

<table>
<thead>
<tr>
<th></th>
<th>Q1 2021</th>
<th>Q1 2022</th>
<th>Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT SH &amp; MS</td>
<td>41.1</td>
<td>47.0</td>
<td>5.6%</td>
</tr>
<tr>
<td></td>
<td>4.9%</td>
<td>5.6%</td>
<td></td>
</tr>
<tr>
<td>IT E-Commerce</td>
<td>21.1</td>
<td>28.3</td>
<td>5.3%</td>
</tr>
<tr>
<td></td>
<td>4.6%</td>
<td>5.3%</td>
<td></td>
</tr>
<tr>
<td>Group</td>
<td>62.1</td>
<td>75.3</td>
<td>5.5%</td>
</tr>
<tr>
<td></td>
<td>4.8%</td>
<td>5.5%</td>
<td></td>
</tr>
</tbody>
</table>

+14.4% +34.5% +21.2%
Operative cashflow – Supply chain issues and high inventories impact cashflow.
Employees –
Headcount continues to see only moderate growth.

Q1 21: 12,306
Q2 21: 12,421
Q3 21: 12,744
Q4 21: 12,880
Q1 22: 12,966

+660 Employees
+86 Employees

+5.4%
+2.6%
3 The Bechtle share.
Bechtle share –
Global markets under pressure. Tech sector particularly affected.
Dividend – Disproportionate climb, 12th increase in a row.
4 Highlights.
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.
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.
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.
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.
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.
5 2022 outlook.
Positive economic framework –
The digital transformation drives sustainable growth.

Average growth per year

IT market overall – Growth in Germany.

- 2019: 95.2
- 2020: 96.4
- 2021: 102.5
- 2022: 108.6

Average growth per year

IT security – High potential.

- 2021: 6.2
- 2022: 6.8
- 2023: 7.5
- 2024: 8.2
- 2025: 8.9

Average growth per year

Cloud – IT’s global growth catalyst.

- 2021: 451.0
- 2022: 544.0
- 2023: 655.0
- 2024: 779.0
- 2025: 917.0

Source: bitkom, IT Security Spending in Germany
Source: Gartner, Worldwide Cloud Market
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