

Bechtle AG – Company Presentation

Welcome.
Milano | 6th July 2023

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1 Introduction to Bechtle AG.

Bechtle at a Glance.

>14,000
employees

**ONE STOP SHOP
APPROACH**

70,000
B2B and B2G CUSTOMERS

ENTREPRENEURIAL
THINKING AND
BEHAVIOUR

6.0 bn. €
revenue in 2022



DECENTRALISED STRUCTURE
WITH MORE THAN

100
SUBSIDIARIES

Bechtle AG – Business and responsibilities.

BECHTLE AG
Chairman of the Executive Board: Dr Thomas Olemotz

Central Divisions

SEGMENT IT System House & Managed Services
COO: Michael Guschlbauer

IT System Houses

Bechtle Managed
Services

Specialists

Germany, Austria, Switzerland, Benelux, UK

SEGMENT IT E-Commerce
COO: Jürgen Schäfer

Bechtle direct

Articona

GITA

In 14 countries

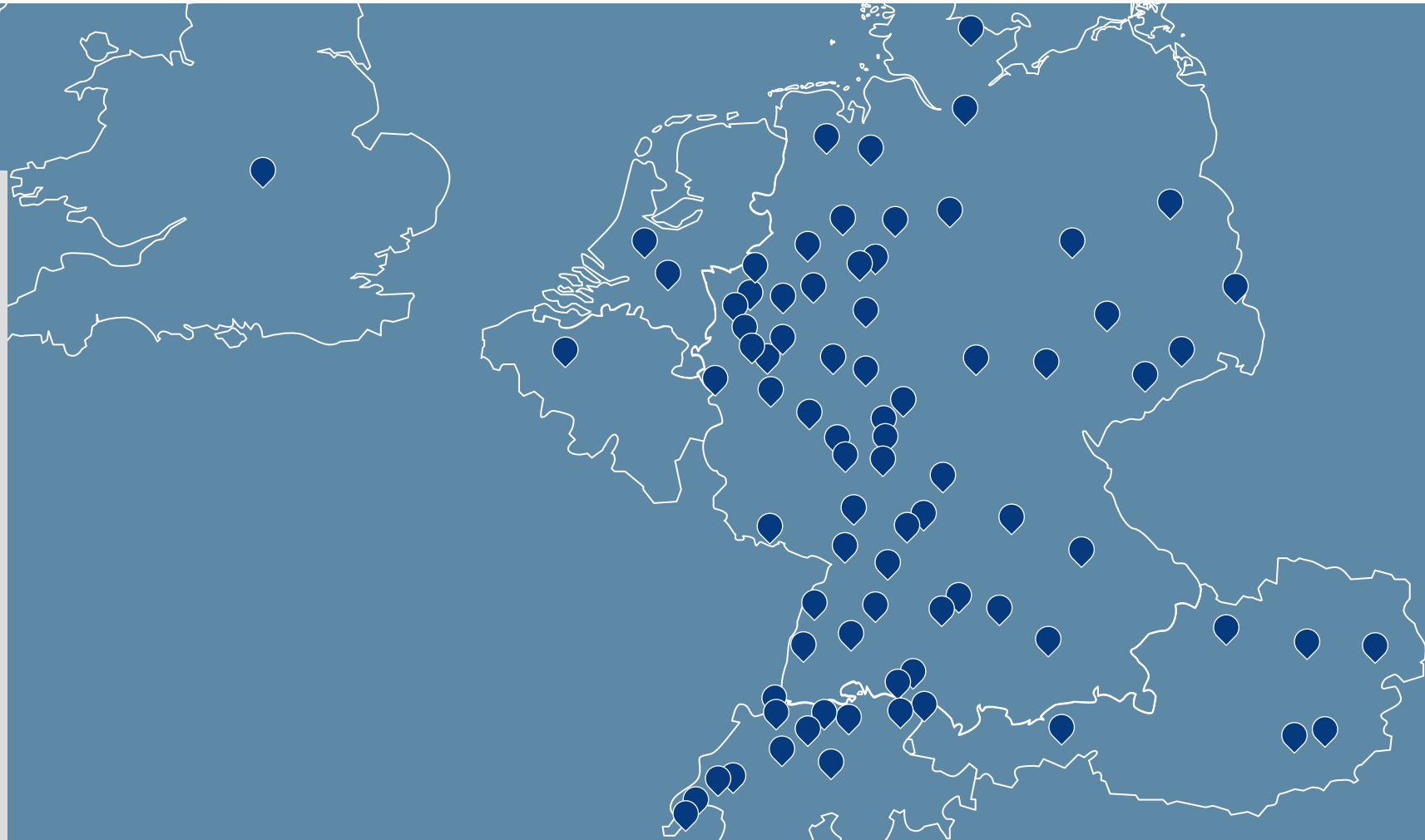
Our own brand

Securing global
approach

Logistics & Services

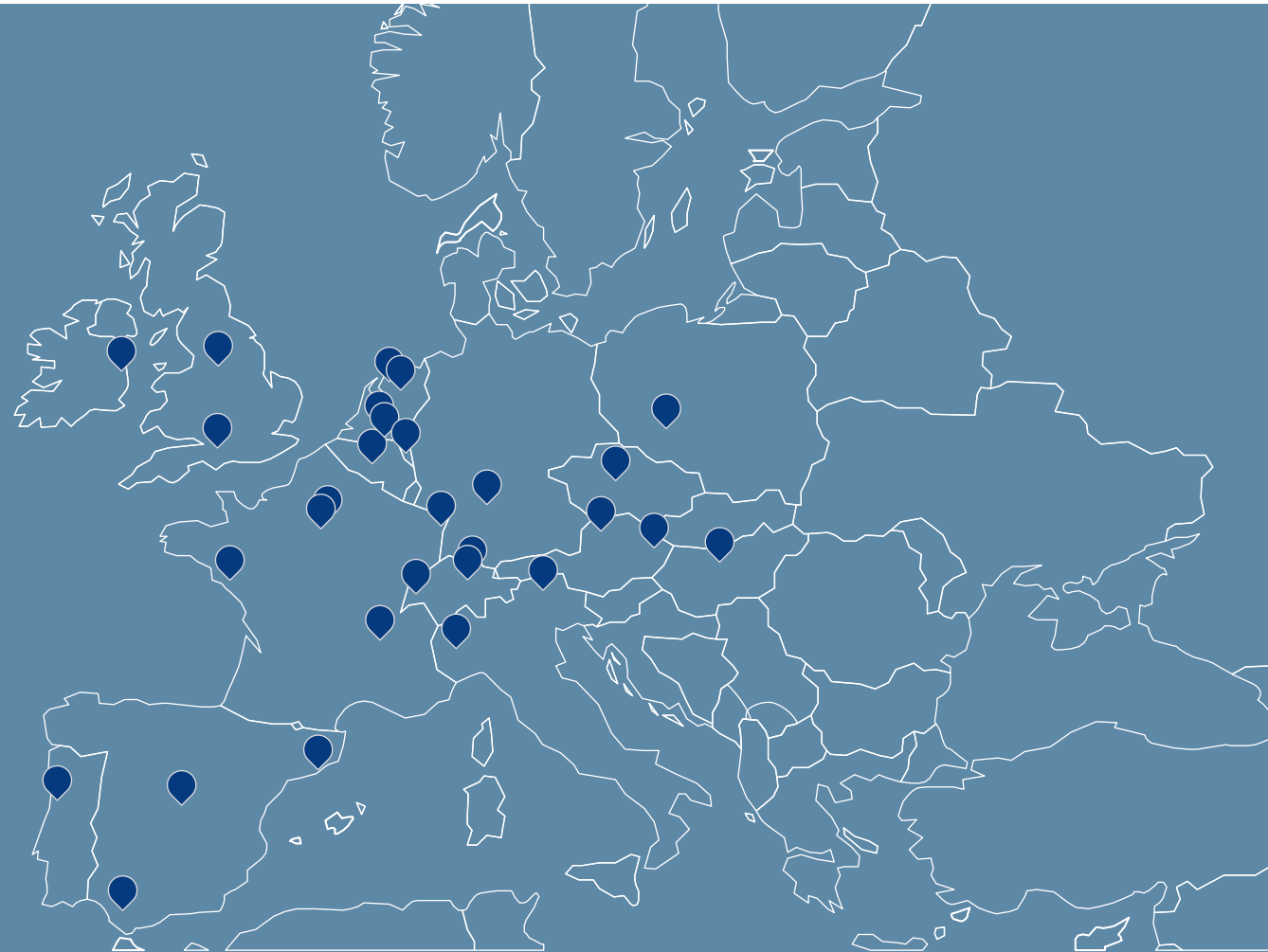
Business Segment – IT System House & Managed Services.

- Wholesaler: Consulting, procurement and services
- Widespread, regional coverage, even outside DACH
- Close to our customers with more than 85 locations
- Decentralised structure with high responsibility of local MDs
- Employees in 2022: 11,110
 - Services: Approx. 6,291
- Revenue in 2022: €3.9bn



Business Segment – IT E-Commerce.

- Pure trading business
- Presence in 14 European countries with our brand Bechtle direct
- Cross-channel strategy: Digital reach with personal account management. Outbound oriented sales force
- Individual e-procurement services at bechtle.com
- Peripherals under our own brand Articon
- Employees in 2022: 2,936
- Revenue in 2022: €2.2bn

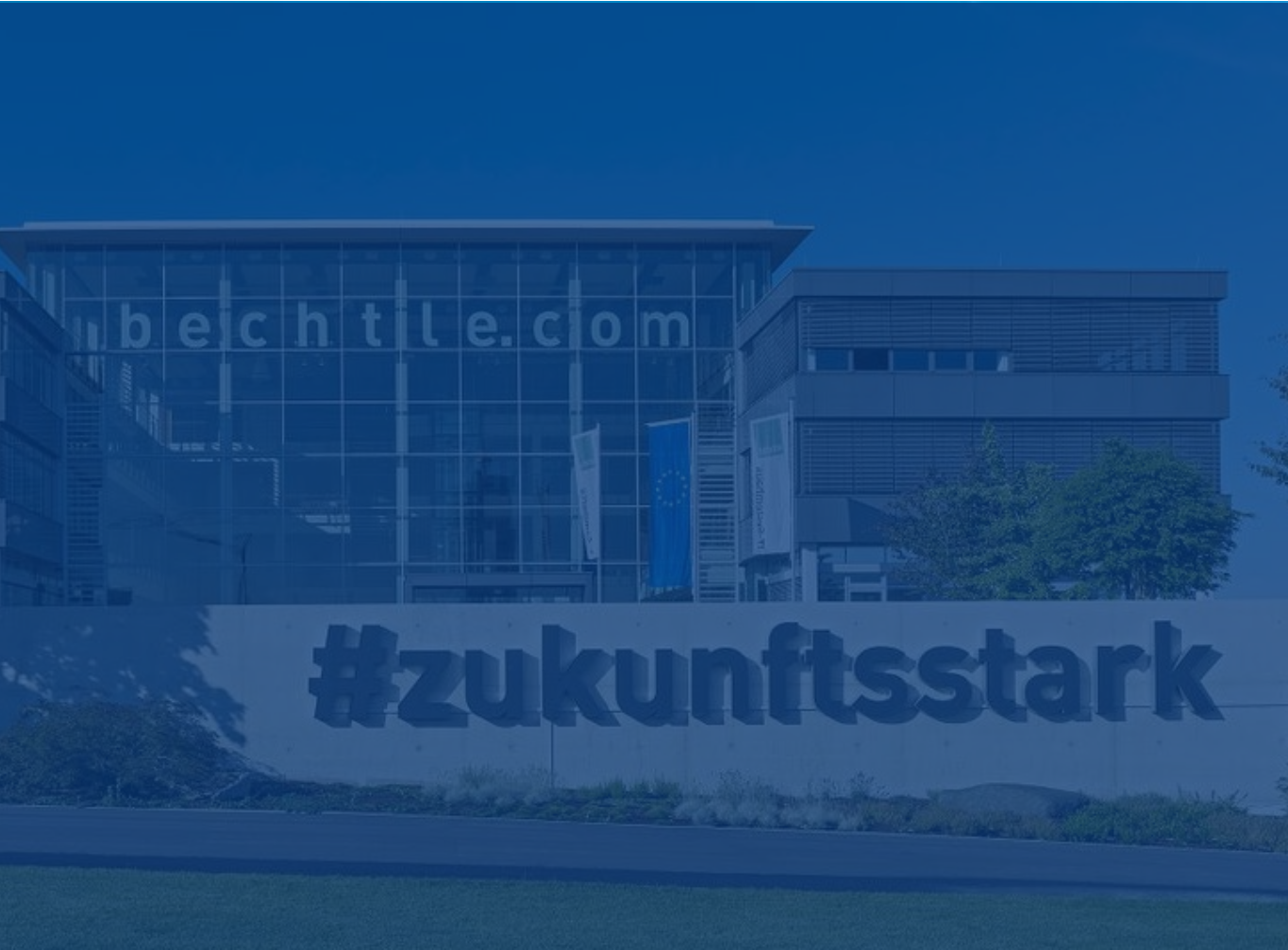


Nr. 1 Ranked System House in Germany.

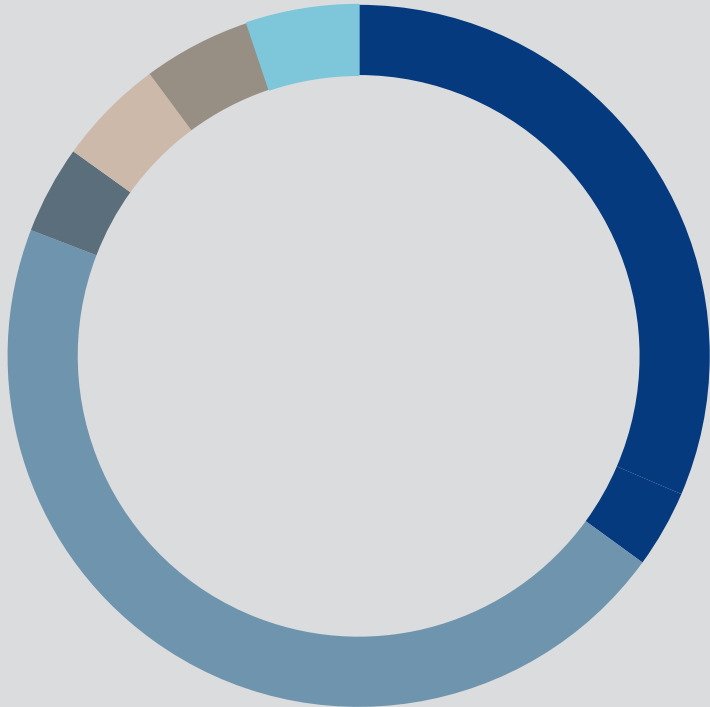
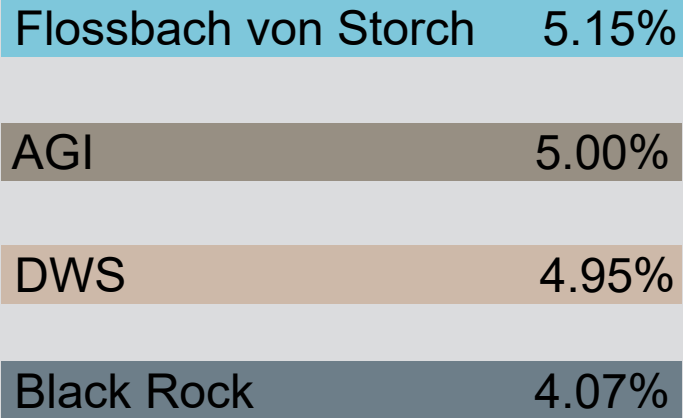
Revenue in Germany (in €m)

RANK	COMPANY	2022
1	Bechtle	3,731
2	T-Systems International	2,900
3	NTT Data	2,200
4	Computacenter	2,159
5	SVA System Vertrieb Alexander	1,557
6	Cancom	1,172
7	Software One	1,004
8	MSG Systems	903
9	ACP Gruppe	900
10	Adesso	729
...
31	Fernando Networks	148

Source: Channelpartner 06/2023

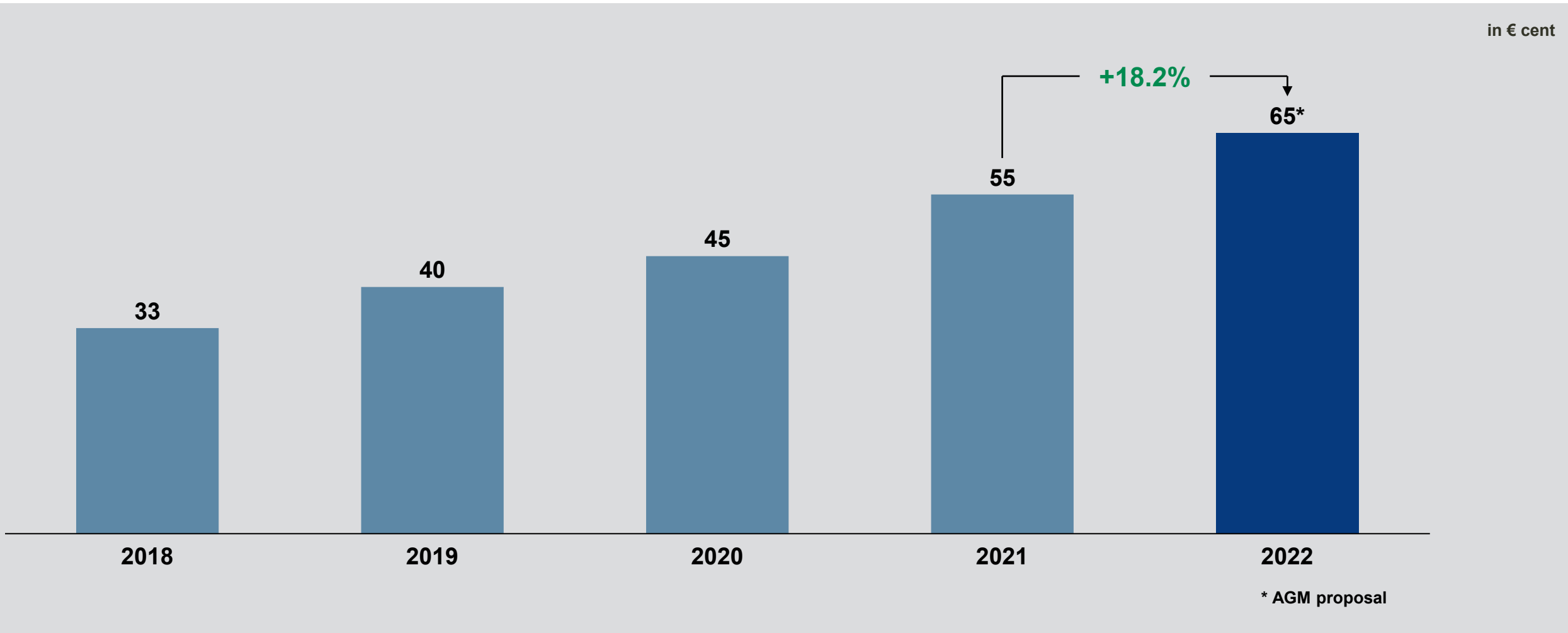


Shareholder Structure – Long-term and independent anchor shareholder.



Current of: December 2022, 126 million shares

Dividend – Above average rise a sign of confidence.



Vision 2030 – 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.



We empower business.

We understand our customers and deliver future-oriented IT to drive their success.



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.



2 Sustainability.

Sustainability Strategy 2030 – Four strategic areas of action.



We fulfil 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

ETHICAL BUSINESS PRACTICES are a matter of course.



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 embrace a sustainable **ENVIRONMENTAL** approach in everything we do.



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

The **PEOPLE** we work with drive our success.



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

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.

- 2022.**
- Enhanced supplier management and new auditing procedures.
 - Introduce compliance training for all employees.

- Targets.**
- Create a compliance handbook and reframe our incident procedure until 2023.
 - Promote employees' social commitments until 2030.

ENVIRONMENT.

- 2022.**
- 35% share of alternative-fuel vehicles in our car fleet in Germany.
 - 100% green electricity at the headquarters and 72 other locations across Europe.

- Targets.**
- Gradually extend the company fleet with all-electric vehicles until 2030.
 - Carbon neutral in those business areas we have influence until 2030.

PEOPLE.

- 2022.**
- Implementing the flexible Work@Bechtle concept.
 - Finalised the Gender Diversity Roadmap.

- Targets.**
- At least one woman within the Executive board until 2025.
 - Increasing the training quota in Germany to 10% until 2030.

DIGITAL FUTURE.

- 2022.**
- Introduce a group-wide sustainability controlling software.

- Targets.**
- Sustainable in-house digitalisation – Plan 30% of IT projects taking sustainability criteria into account until 2023.

Bechtle Climate Protection Strategy 2030 – Avoidance. Reduction. Compensation.

Our Targets:

- We achieve **climate neutrality** i.e. net-zero carbon emissions, **largely through reductive measures** by 2030.
- We choose a three-pronged approach of **avoidance, reduction and compensation** with certified climate protection projects.
- The objective is to **reduce scope 1** (company buildings and vehicle fleet) **and scope 2** (energy procured for use in-house) emissions **by 60 %** each by 2030. (Base year 2019)
- **Scope 3 emissions** in the up- and downstream value chain are to be **reduced by 30 %** by 2030. (Base year 2019)
- This ambitious roadmap **aligns** with the reduction targets of the **Science Based Target Initiative (SBTI)**.

Focal Points:

Energy.

- Increasing **energy efficiency** at our sites
- Generating our own electricity, use of **geothermal energy**
- Purchase of **green electricity**

Mobility.

- **Sustainable** fleet strategy
- Intensification of **alternative drives**
- **Environmentally friendly** travel and commuting

Procurement.

- **Sustainable** purchasing strategy
- **Close cooperation** with suppliers

Logistics.

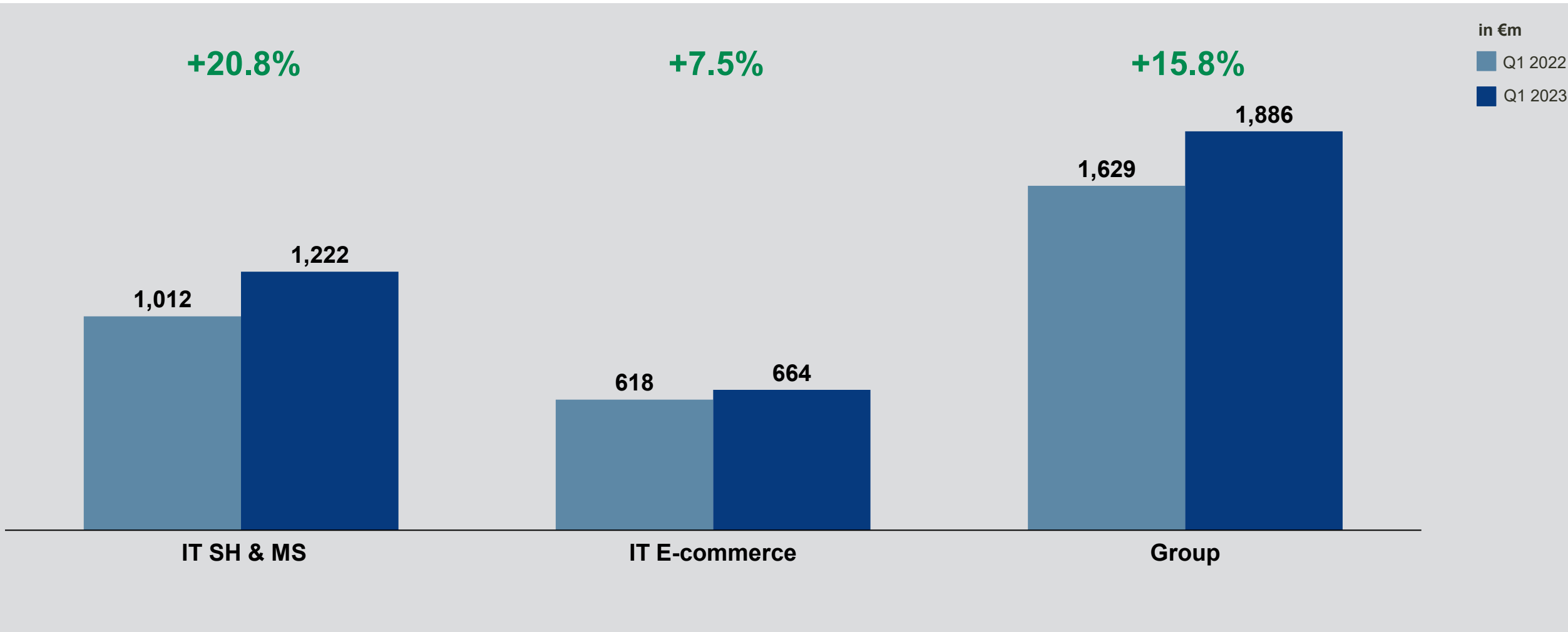
- **Climate-friendly** logistics (packaging and transport)

Awareness.

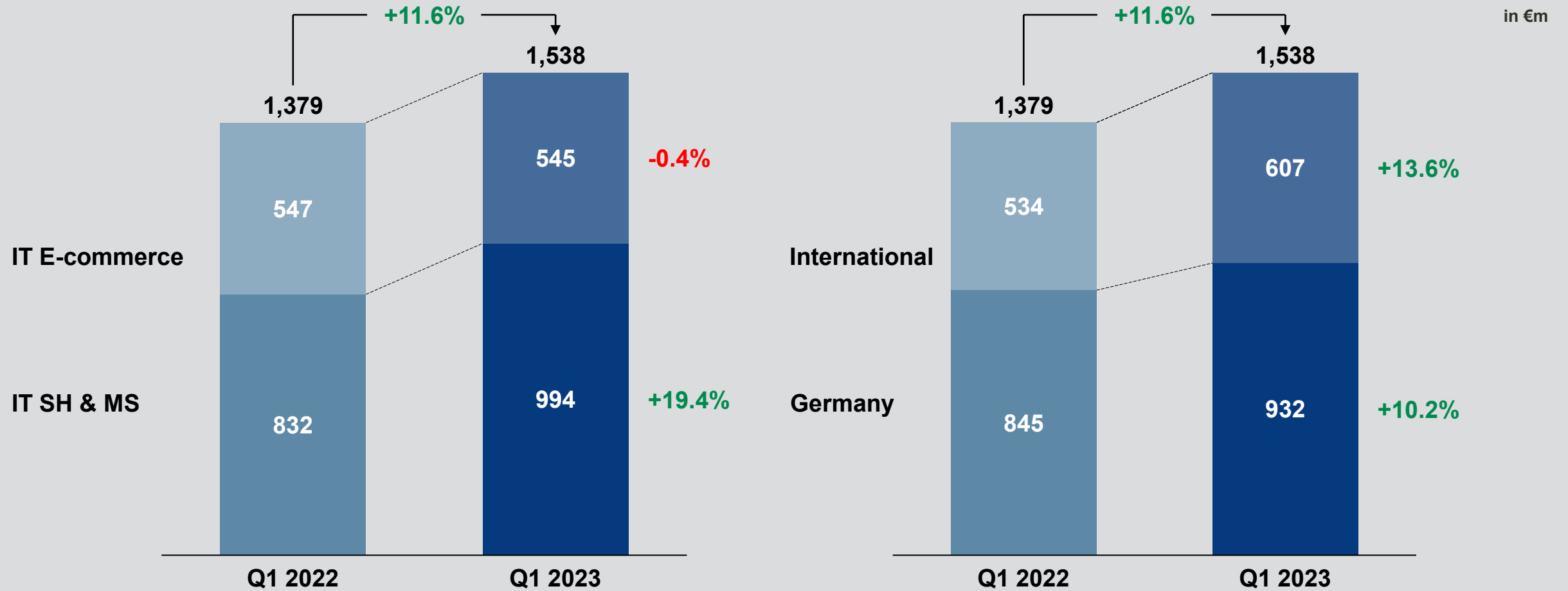
- **Raising awareness** among internal and external stakeholders

3 Business Development.

Business volume – Impressive start into the year.

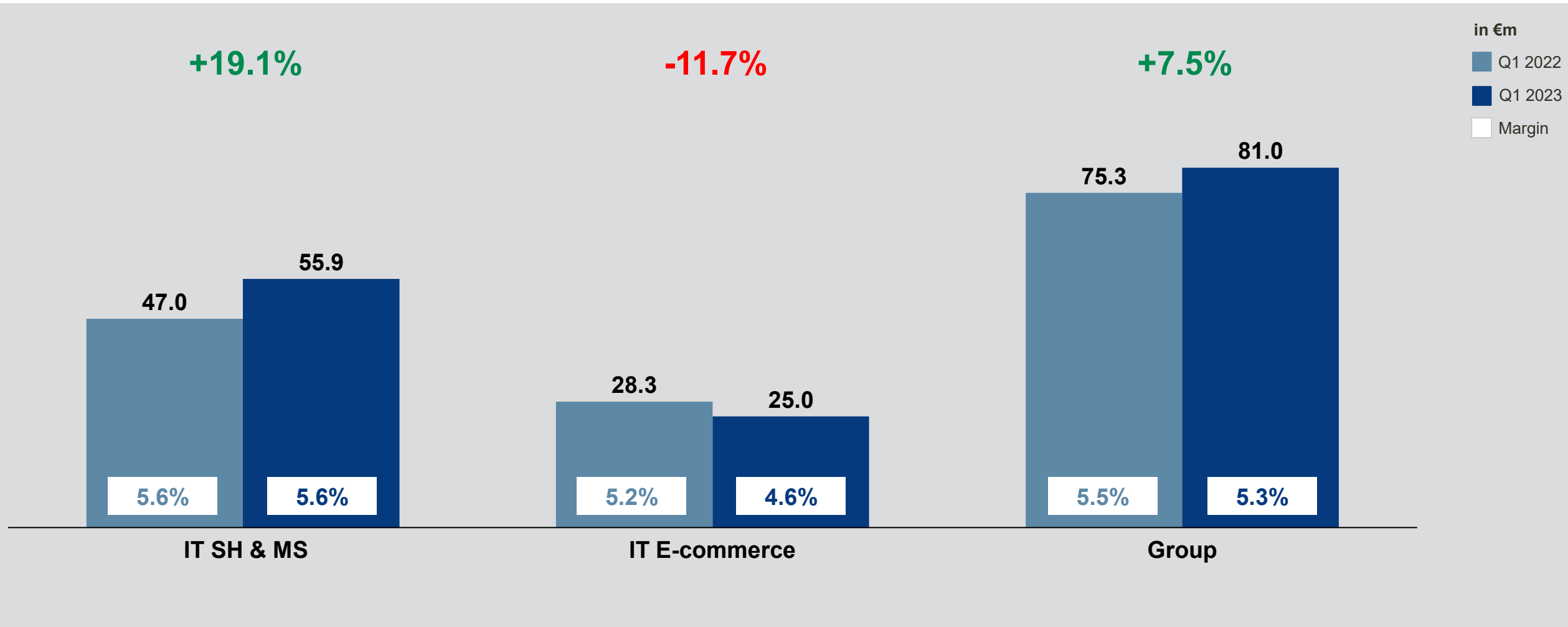


Revenue – System house business is growth driver.



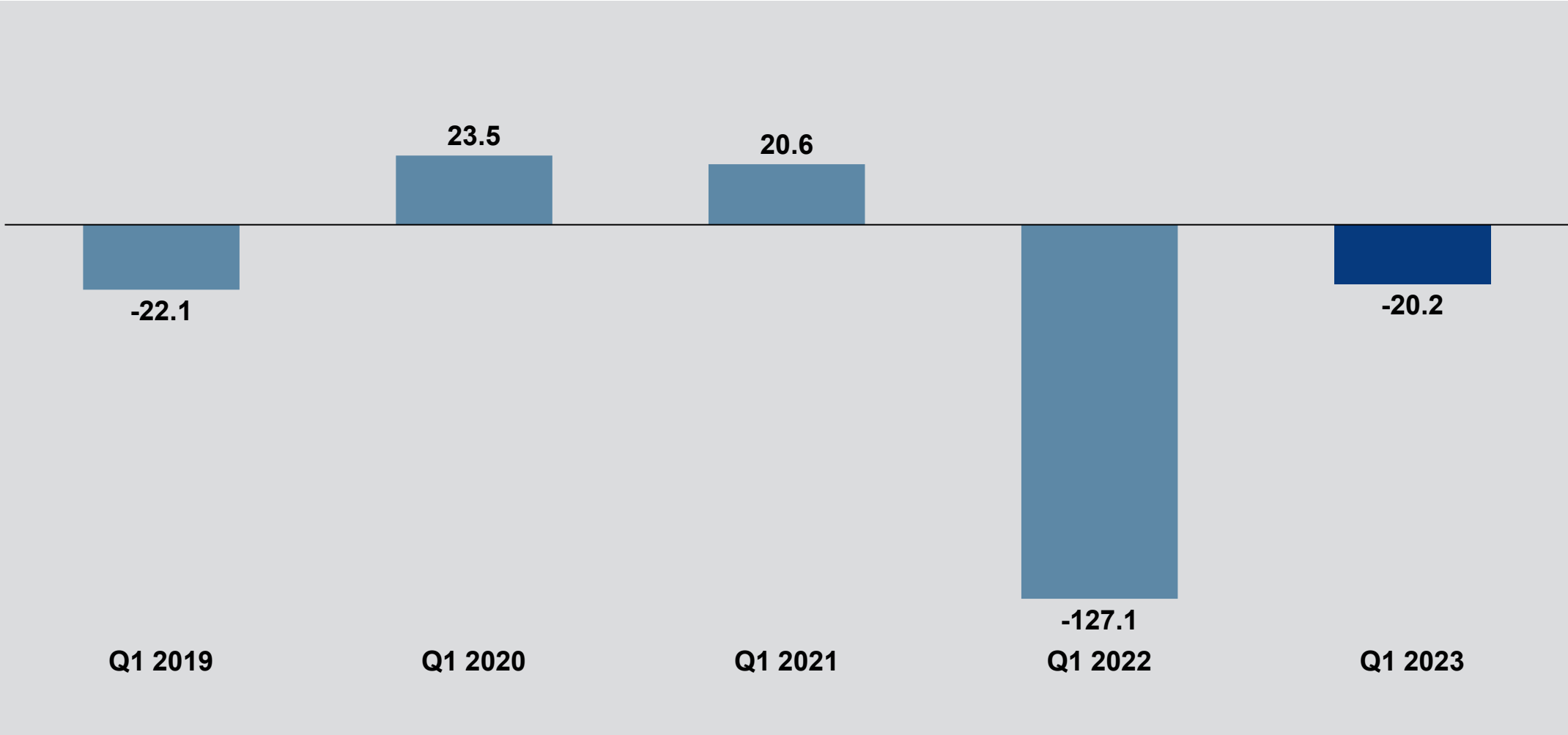
EBIT –

Good group-wide development – Differing profitability in segments.

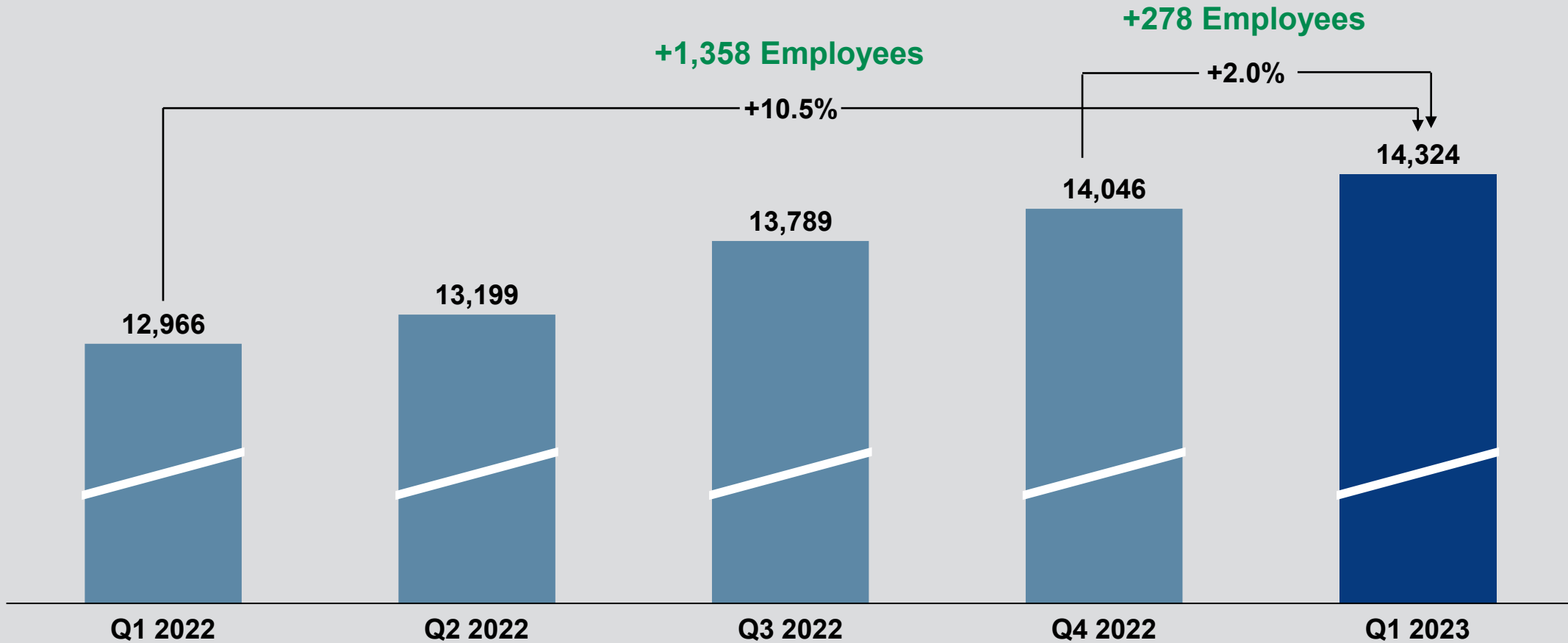


Operative cashflow – Considerable improvement yoy.

in €m

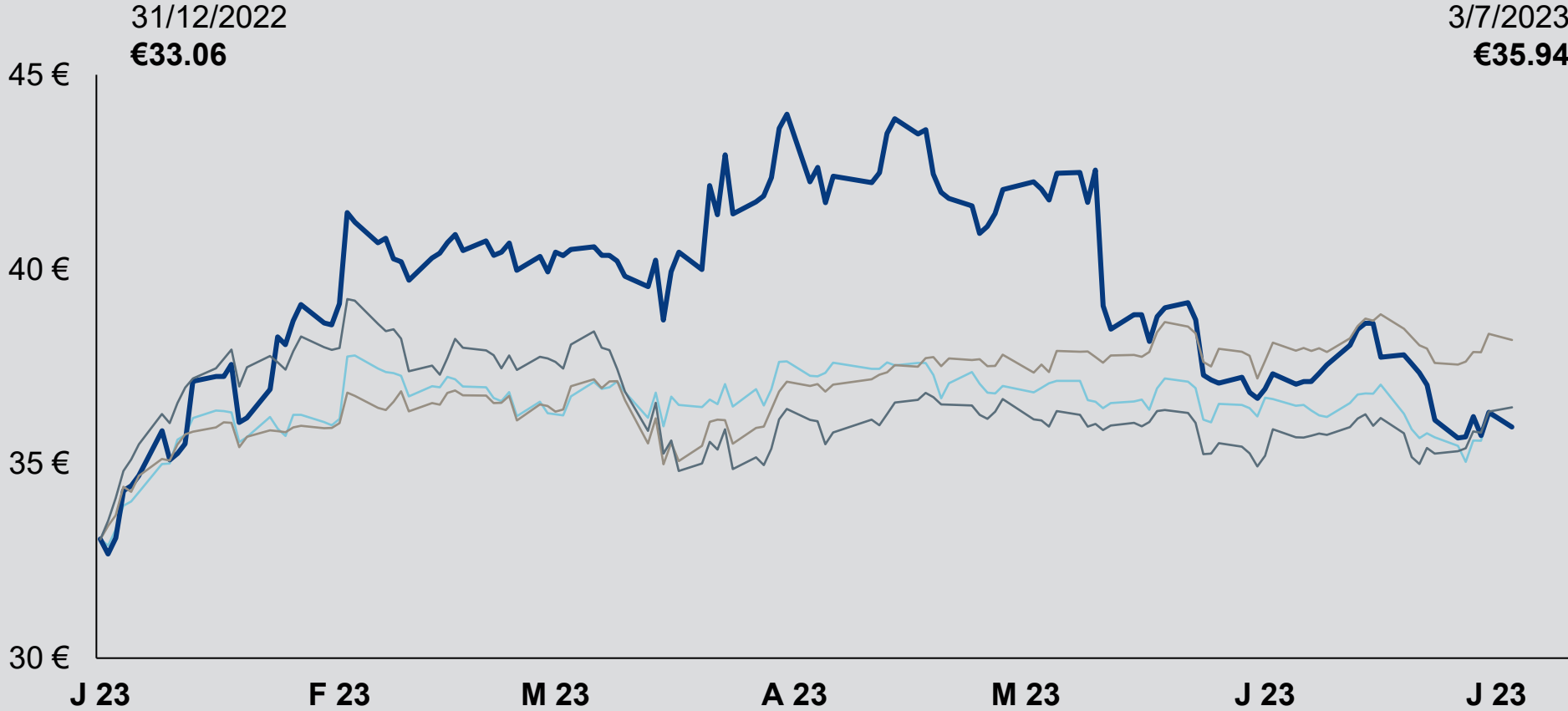


Employees – Moderate yoy increase of 7.4% without acquisitions.



4 The Bechtle share.

Bechtle share – Positive trend despite high volatility.

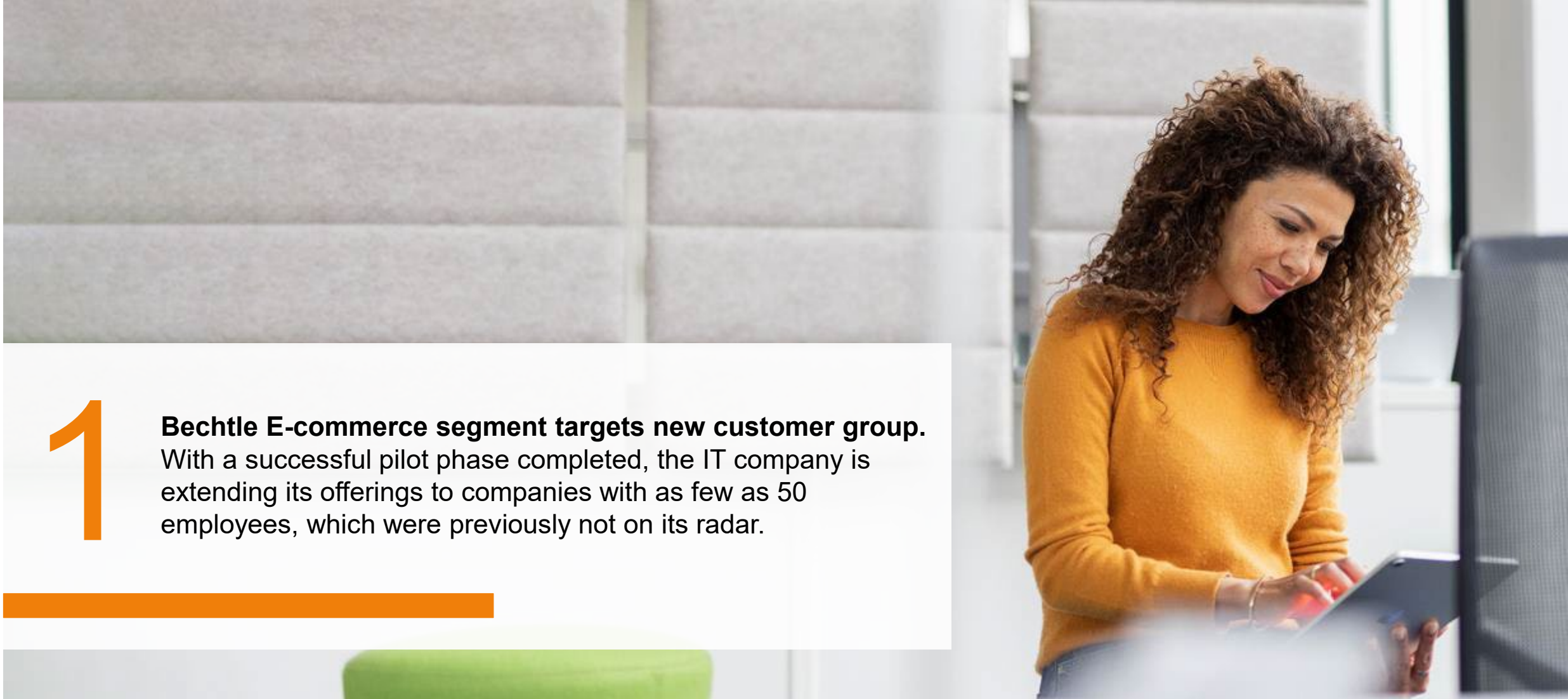


Performance (ytd)

Bechtle	+8.7%
DAX*	+15.5%
MDAX*	+10.3%
TecDAX*	+8.8%

* indexed

5 Highlights.



1

Bechtle E-commerce segment targets new customer group. With a successful pilot phase completed, the IT company is extending its offerings to companies with as few as 50 employees, which were previously not on its radar.

2

Bechtle expands European foothold.

Bechtle acquires value-added reseller, Tangible Benefit, in the UK and software specialist, Fondo ICT Professionals, in the Netherlands. In Switzerland, a 3D printing specialist joins us.



3

Bechtle receives HP Global Business Excellence Award.

Two of HP Inc.'s inaugural Amplify Impact awards go to the Bechtle Group. The awards are recognition of the sustainability achievements of HP's partners across six categories.





4 Bechtle moves into new location in Munich and plans an IT Future Hub in Neu-Ulm.

Bechtle is the first tenant in the Koryfeum Campus in Unterschleißheim with workplaces for some 150 employees. The new office in Neu-Ulm will provide space for some 300 IT seats.

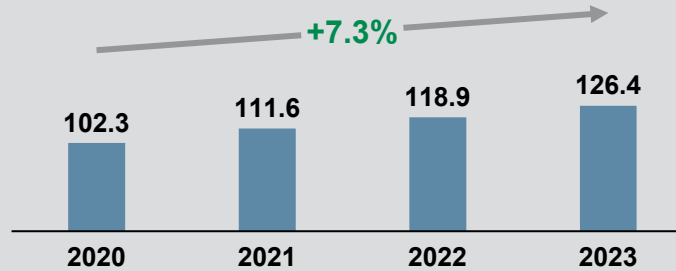


6 2023 outlook.

Forecast – Digitalisation continues to drive growth.

Average growth per year

IT market in Germany –
Consistently high growth.

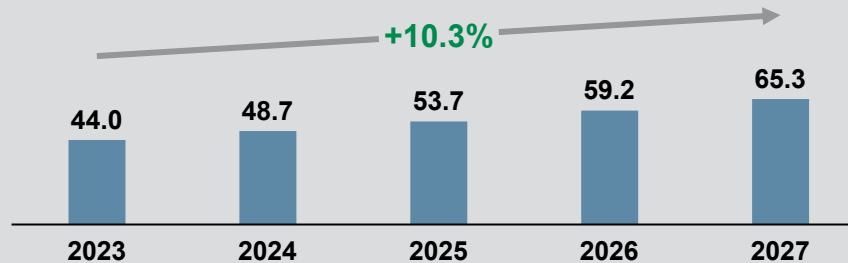


Revenue
in €bn

Source: bitkom

Average growth per year

IT security –
High potential.

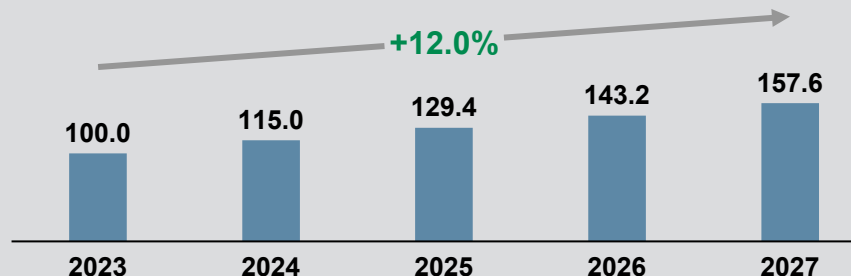


Revenue
in \$bn

Source: statista, IT security market in Europe

Average growth per year

Cloud services –
Gaining ground in Europe.



Revenue
in €bn

**Only 41% of EU businesses use
cloud services in particular for
e-mail and storage.**

Source: EU, as of Dec. 2021

Source: statista, Cloud market in Europe

Outlook – Forecast confirmed. Bechtle remains optimistic.

Assumptions.

- The overall economic situation will develop better than expected just a few months ago, but growth rates will remain limited.
- Supply bottlenecks hampering our manufacturing partners will continue to ease.
- Project business backlog will dissipate.
- Targeted continuation of our European M&A strategy.
- Positive investments of industrial SMEs will increase over the course of the year.

Objectives.

- Bechtle is optimistic for the current fiscal year.
 - Significant growth in terms of revenue/business volume and earnings (5% – 10%).
 - EBT margin around the previous year's level.

Any questions?

All key figures and information can also be found at:
bechtle.com/reports

