

FISCAL YEAR 2022

INTERNATIONAL.

Your strong IT partner.
Today and tomorrow.

BECHTLE



NEW HORIZONS.



The Internet and the digitalisation trend cannot be stopped by any borders – and neither can the global markets and enterprises with an international reach. Bechtle’s range of customers includes many such enterprises. They all need cross-border IT solutions. In fact, this has always been the case. For this reason, Bechtle established its own subsidiary outside Germany as early as 1996, namely in Switzerland. In subsequent years, more and more subsidiaries were quickly founded in a total of 14 countries in Europe. With its International Sales Division, Bechtle has been coaching and taking care of its customers around the globe from within Germany for many years. Moreover, within the framework of the Global IT Alliance (GITA), partnerships with IT companies on six continents have been established since 2013. Currently, ten cooperation arrangements exist. In this connection, the importance of the services performed by the IT system houses has grown. To ensure even more customer proximity, the existing locations are now being expanded beyond Germany, Austria and Switzerland. In 2022, Bechtle was able to integrate PQR and Axex in the Netherlands as well as ACS Systems in the United Kingdom – leading service providers in the respective countries – in the Bechtle Group. In this way, the internationalisation is pressing forward. After all, acquisitions have been part of Bechtle’s growth strategy for the past 30 years.

BECHTLE AT A GLANCE.

Focus on internationalism.

14,046

employees
from

more
than 100
nations

28%

working
internationally

38%
abroad

62%
in Germany

REVENUE SHARES



Partnerships in 180 countries

10 partners on 6 continents

WE FOLLOW OUR CUSTOMERS

- Centrally controlled – on-site support
- Easy to scale – consistent around the globe

Online shop and e-procurement with standardised order data for

> 40,000 products

in **14** European countries

Global IT Alliance

GITA

BUSINESS AND FINANCE.

REVENUE



2021

5.31 in €bn

+13.6%



2022

6.03 in €bn

ORDER BACKLOG

in €m

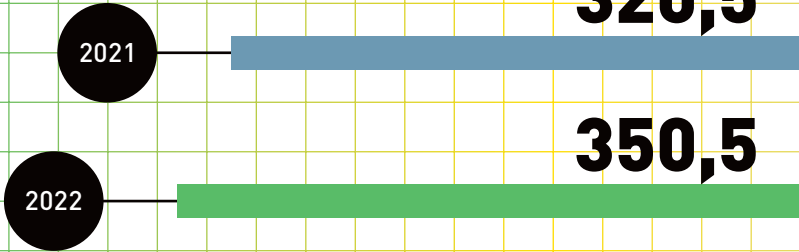
1,805

2021

1,692

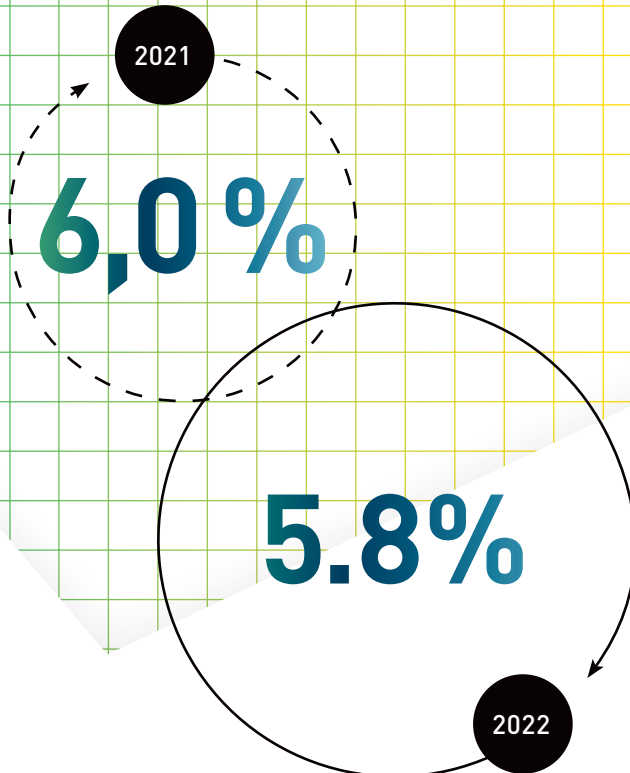
2022

EBT
in €m



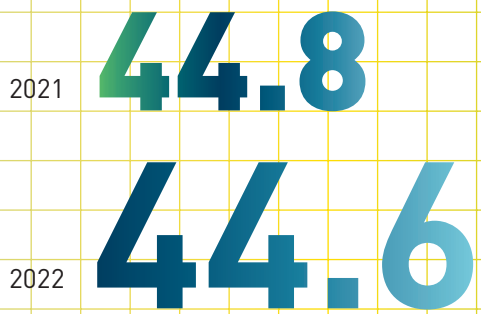
+9.4%

EBT MARGIN

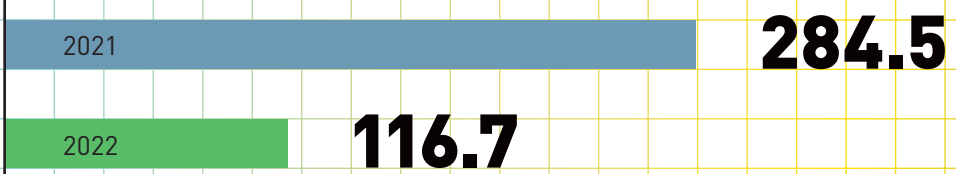


KEY PERFORMANCE INDICATORS

Equity ratio
in %



Cash flow from operating activities
in €m



373.3 in €m

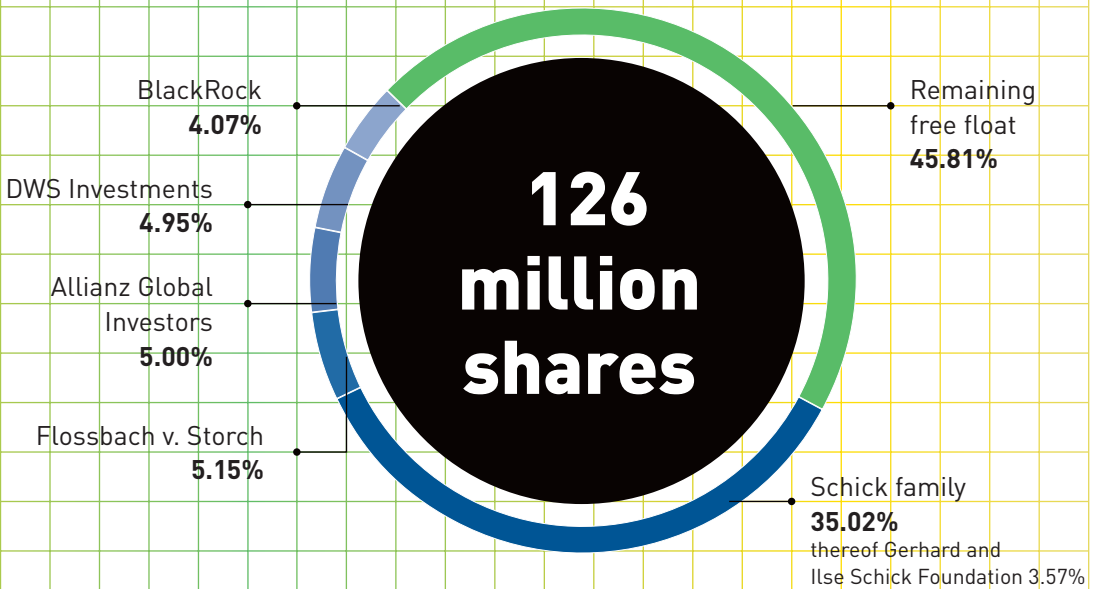
Financial liabilities

289.6 in €m

Cash and cash equivalents

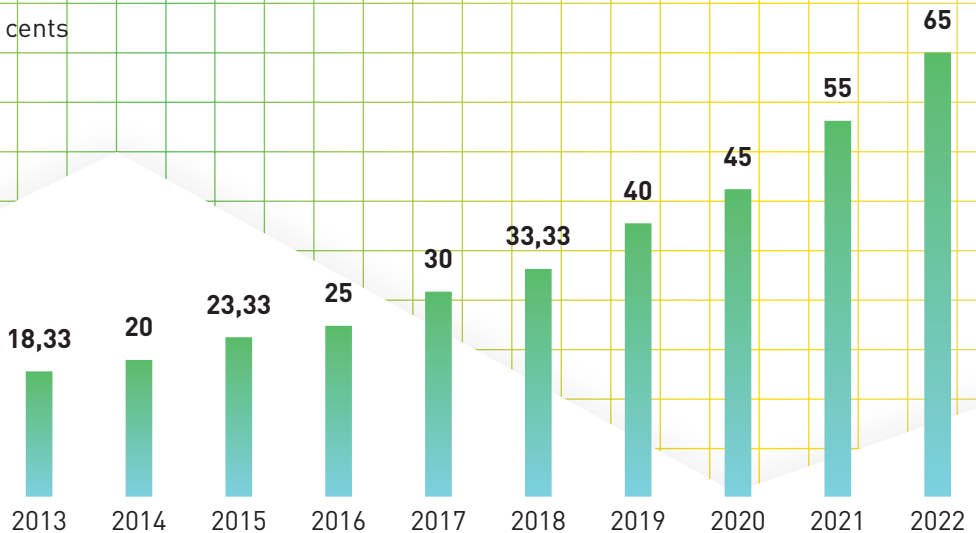
SHAREHOLDER STRUCTURE

As of 28 February 2023



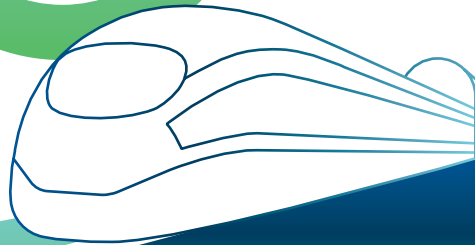
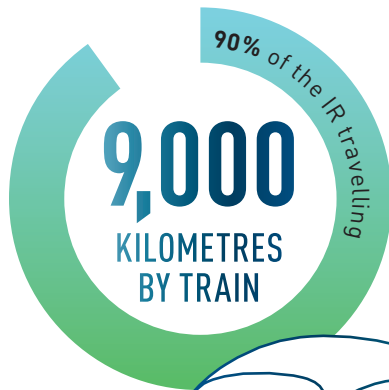
DIVIDEND DEVELOPMENT

in € cents



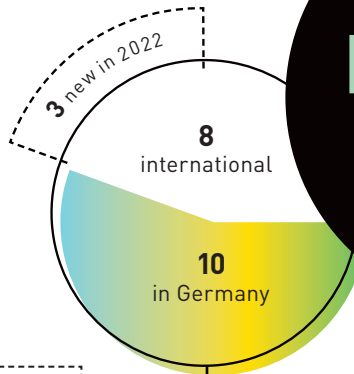
CAPITAL MARKET.

Shareholders welcome.

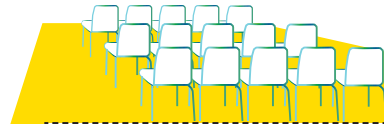


18 PROVIDERS

cover Bechtle with regular reports



CAPITAL MARKETS DAY
“INTERNATIONALISIERUNG”
(“Internationalisation”)



4 EVENTS FOR PRIVATE SHAREHOLDERS

with approximately 300 participants



“BECHTLE MEETS”

with two influencers and more than 100 private shareholders



Go to the event video:



BECHTLE IN FRANCE.

BECHTLE'S
MOST IMPORTANT
EUROPEAN
E-COMMERCE MARKET

TOTAL
HEADCOUNT

> 800

inmac
wstore

> 550
EMPLOYEES

PARIS
(LE PLESSIS-
ROBINSON)

> 560
€ MILLION
BUSINESS
VOLUME

PARIS
(ROISSY-EN-
FRANCE)

ANGOULÊME

BUSINESS
VOLUME IN
FRANCE

825 €M

Bechtle among
the French top

5

IT companies

BECHTLE
DIRECT

BECHTLE
COMSOFT

Strasbourg
(Illkirch-
Graffenstaden)

Paris
(Antony)

Paris

Nice
(Biot)

BECHTLE IN THE NETHERLANDS.



780

TOTAL
HEADCOUNT

1st

IT system house
acquired
outside DACH

PQR

founded in 1990

> 200

employees

100

€million
business
volume

BUSINESS VOLUME NETHERLANDS

550 €M

AXEZ
since 2022
since 2022 integrated in

PQR
since 2022

Cadmes
since 2021

Buyitdirect
since 2007
since 2023 integrated in

Bechtle direct
since 1998

ARP
since 2006

Maastricht

Eindhoven

s'Hertogenbosch

Utrecht

Hoofddorp/
Amsterdam

LOCATIONS

BECHTLE IN THE UNITED KINGDOM.

> 200 €m
Business volume



TOTAL
HEADCOUNT

> 250

1997:
First non-German-
language location.

More than **20** years of
successful operation in the UK market.

2023
London

2022
Northampton

**Tangible
Benefit**

2019
Expansion
Manchester

**ACS
Systems**

1999
Relocation to
Chippenham

> 27 years
IT services

> 25 years
IT services

approx. €31 million
business volume

approx. €70 million
business volume

93 employees

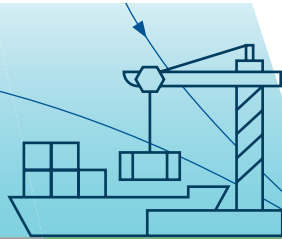
66 employees

1997
Foundation
in Plymouth

LOCATIONS

THE LINK TO THE WORLD.

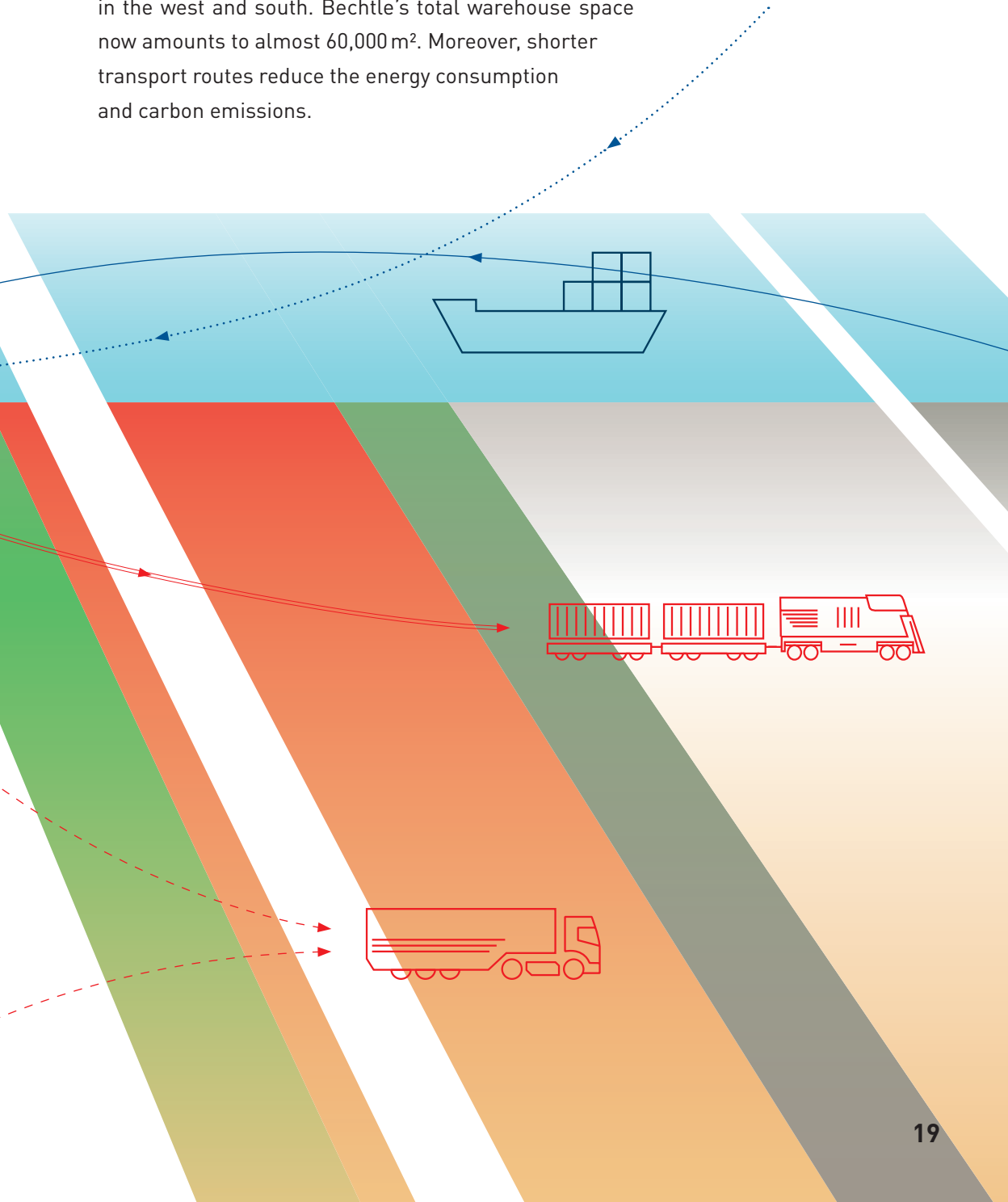
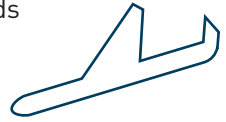
NEW
LOGISTICS CENTRE
**HAMBURG-
WILHELMSBURG**
20,735 m²



LOGISTICS CENTRE
BIELEFELD
13,500 m²

LOGISTICS CENTRE
NECKARSULM
25,265 m²

The new Bechtle logistics centre in Hamburg-Wilhelmsburg speeds up the transportation of imported hardware to the north and east of Germany. Thus, it perfectly complements existing locations in the west and south. Bechtle's total warehouse space now amounts to almost 60,000 m². Moreover, shorter transport routes reduce the energy consumption and carbon emissions.



LUFTHANSA.

Workplace worldwide.

PROVISION AND OPERATION

FOR **20,000**
IT WORKPLACES

AT **500**
LOCATIONS

IN **20**
COUNTRIES

Collaboration since

2011

Contract conclusion

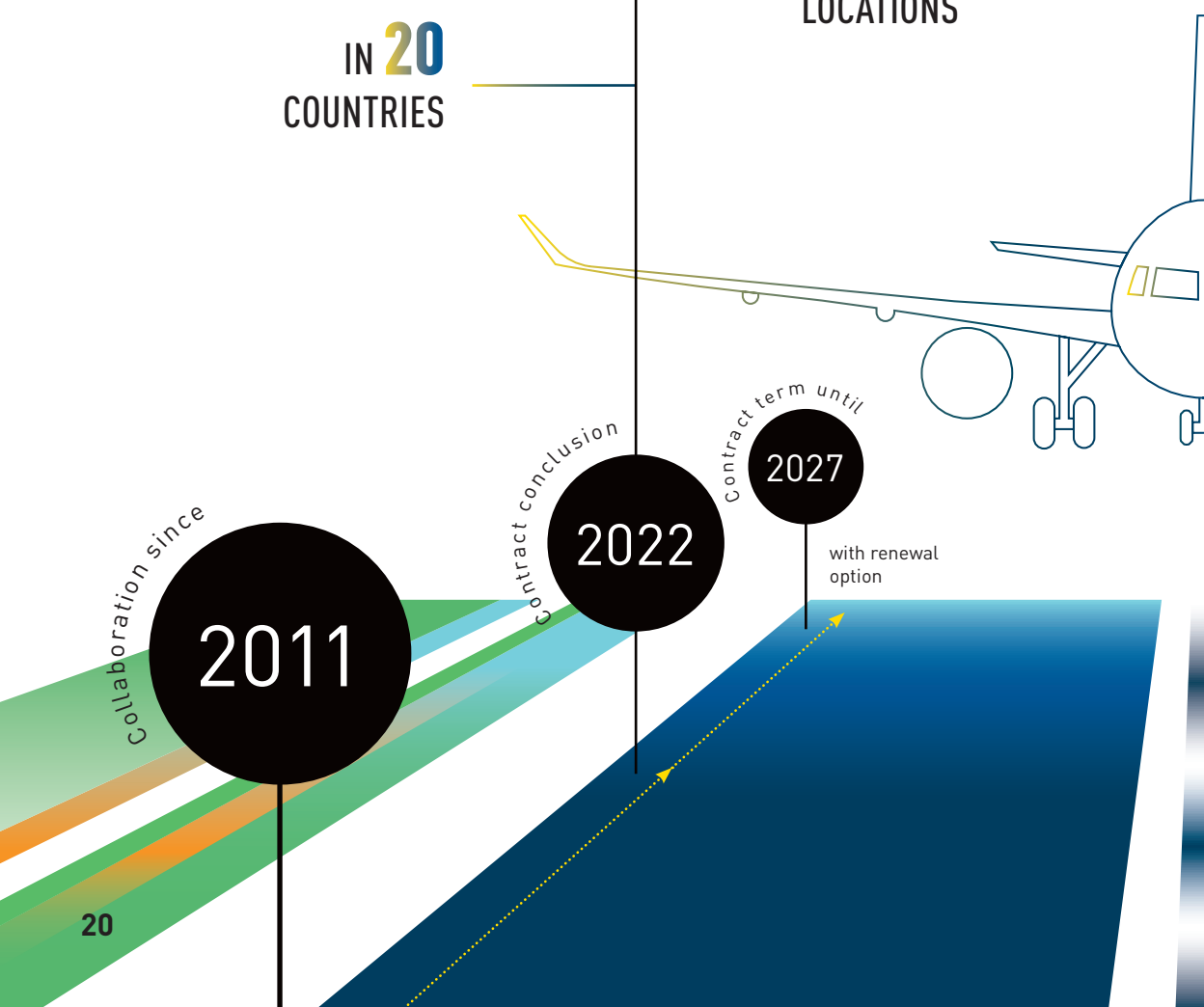
2022

Contract term until

2027

with renewal
option

20



DE

CONTROLLED
FROM
GERMANY.

ON-SITE SERVICES &
LIFE-CYCLE MANAGEMENT



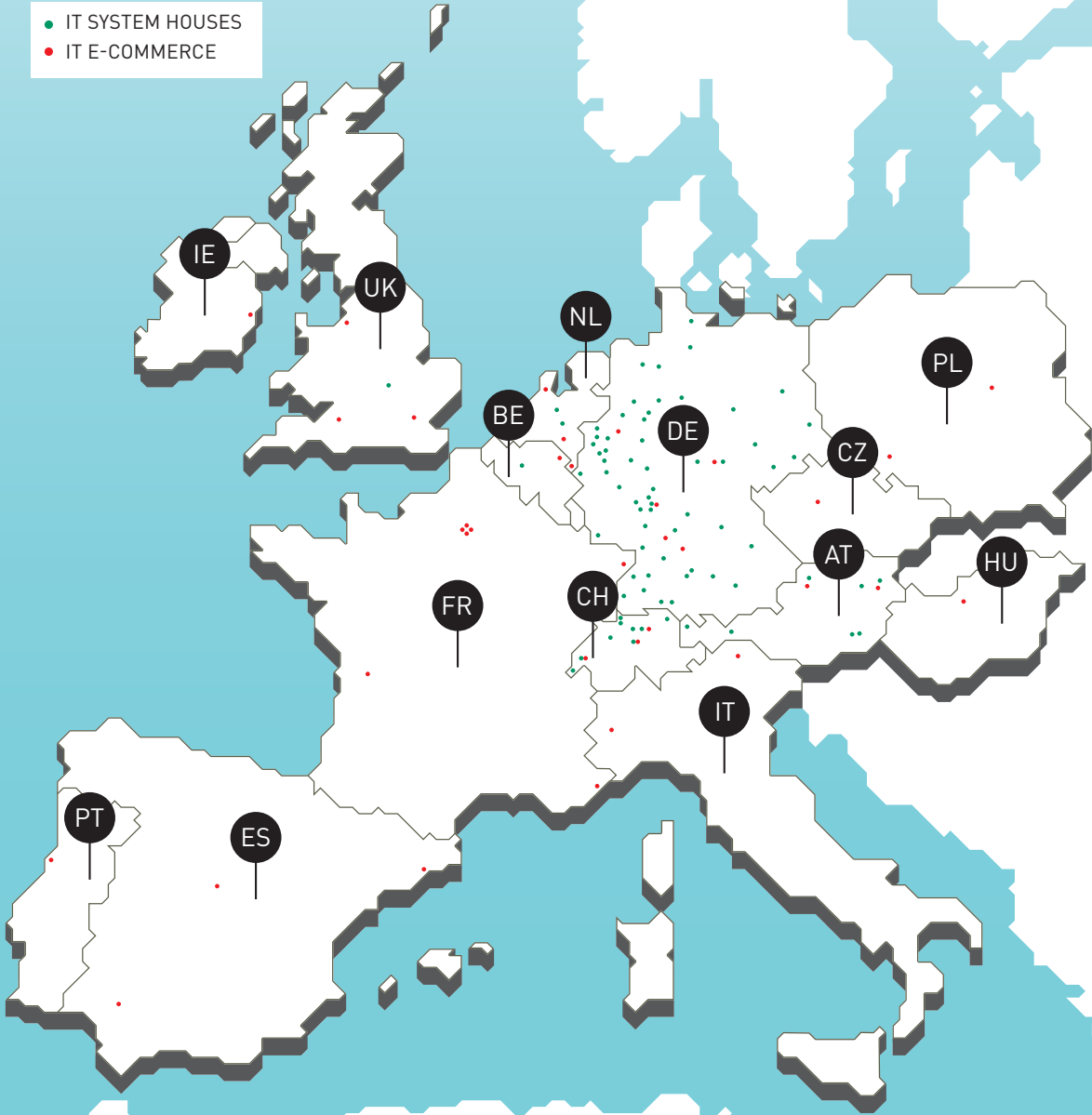
Vendor partner:
HP Deutschland

FOLLOW
THE CUSTOMER

BECHTLE THROUGHOUT EUROPE.

More than 100 locations in 14 countries.

- IT SYSTEM HOUSES
- IT E-COMMERCE



INTERNATIONAL DEVELOPMENT

IT E-COMMERCE LOCATIONS

DE
1983

CH
1996

UK
1997

IT/NL/AT
1998

BE/FR
2000

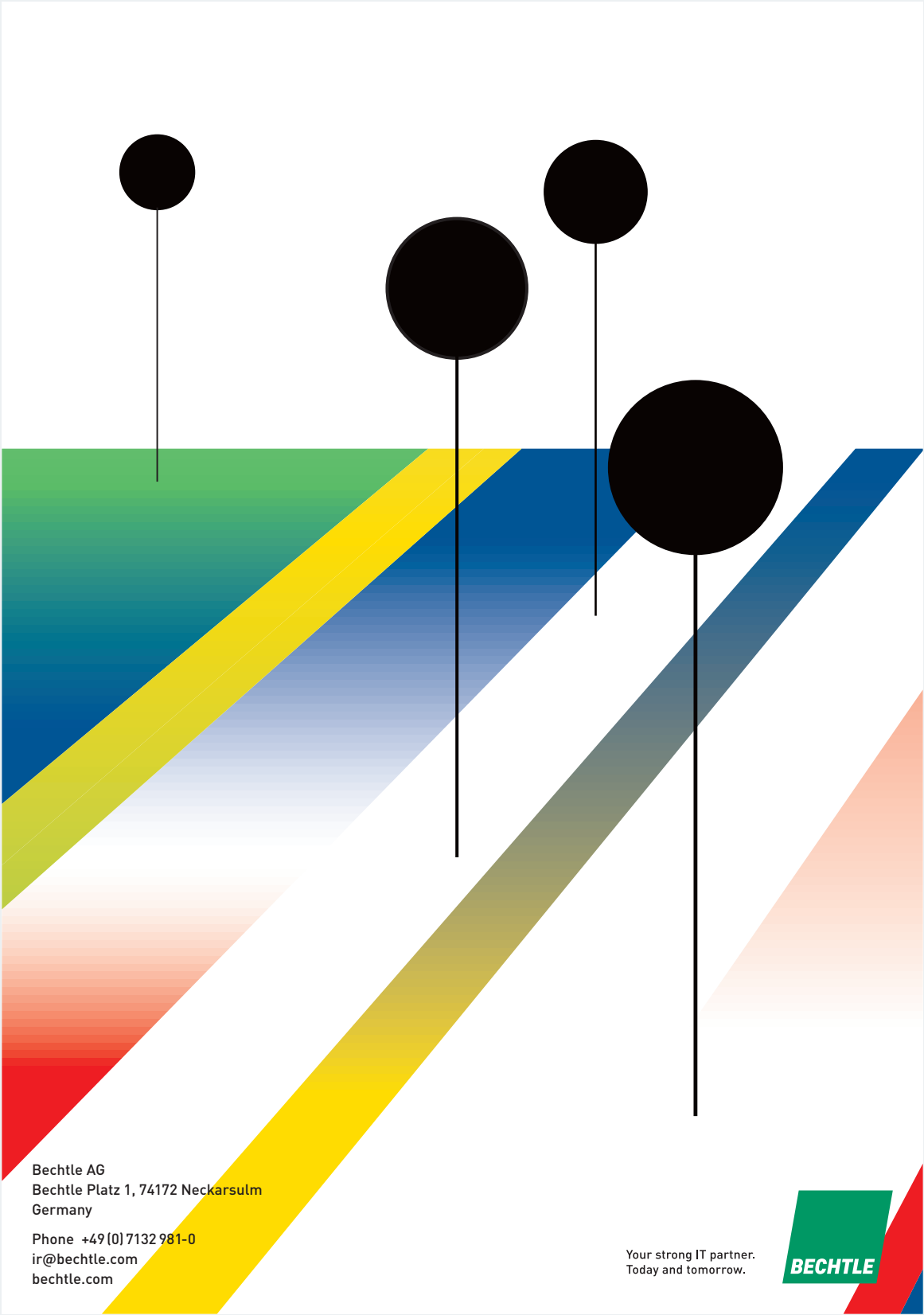
ES
2001

IE
2008

Since the beginning of its internationalisation in 1996, Bechtle has steadily expanded its range of locations. Newly founded companies and acquisitions will continue to form the basis for growth throughout Europe, both in the IT E-Commerce segment and increasingly also with IT system houses. Customers benefit from processes and service levels that are standardised across borders as well as from local contacts on-site.



IT SYSTEM HOUSE LOCATIONS



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Germany

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Today and tomorrow.

