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 Axez 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
WE FOLLOW OUR CUSTOMERS

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

PROVIDE GLOBALLY – SUPPORT LOCALLY

GLOBALLY APPLICABLE SERVICE LEVELS

Partnerships in 180 countries

10 partners on 6 continents

GITA

Global IT Alliance

Online shop and e-procurement with standardised order data for

> 40,000 products

in 14 European countries
BUSINESS AND FINANCE.

REVENUE

2021: 5.31 in €bn
2022: 6.03 in €bn

+13.6%

ORDER BACKLOG

2021: 1,805 in €m
2022: 1,692 in €m
KEY PERFORMANCE INDICATORS

- **Equity ratio in %**
  - 2021: 44.8%
  - 2022: 44.6%

- **Cash flow from operating activities in €m**
  - 2021: 284.5
  - 2022: 116.7

- **Financial liabilities in €m**
  - 2021: 373.3
  - 2022: 289.6

- **Cash and cash equivalents in €m**
  - 2021: 2021
  - 2022: 2022
SHAREHOLDER STRUCTURE
As of 28 February 2023

- BlackRock: 4.07%
- DWS Investments: 4.95%
- Allianz Global Investors: 5.00%
- Flossbach v. Storch: 5.15%
- Schick family: 35.02%
  - thereof Gerhard and Ilse Schick Foundation: 3.57%

Remaining free float: 45.81%

126 million shares

DIVIDEND DEVELOPMENT
in € cents

- 2013: 18.33
- 2014: 20
- 2015: 23.33
- 2016: 25
- 2017: 30
- 2018: 33.33
- 2019: 40
- 2020: 45
- 2021: 55
- 2022: 65
CAPITAL MARKET.
Shareholders welcome.

9,000 KILOMETRES BY TRAIN

18 ROADSHOWS AND CONFERENCES

11 in other European countries abroad
7 in Germany

90% of the IR travelling
3 new in 2022

8 international

10 in Germany

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.

TOTAL HEADCOUNT

> 800

BECHTLE’S MOST IMPORTANT EUROPEAN E-COMMERCE MARKET

> 550 EMPLOYEES

> 560 €MILLION BUSINESS VOLUME

PARIS
(LE PLESSIS-ROBINSON)

PARIS
(ROISSY-EN-FRANCE)

ANGOULÊME

inmac wstore
BECHTLE among the French top 5 IT companies

BUSINESS VOLUME IN FRANCE

825 €M

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

> 200
employees

PQR
founded in 1990

100
€million business volume
B USINESS VOLUME NETHERLANDS

550 €M

LOCATIONS

Maastricht Eindhoven s’Hertogenbosch Utrecht Hoofddorp/Amsterdam

Bechtle direct since 1998
ARP since 2006
Buyitdirect since 2007
since 2023 integrated in
Cadmes since 2021
AXEZ since 2022
PQR since 2022

since 1998
since 2023
BECHTLE IN THE UNITED KINGDOM.

>200 €m
Business volume

>250
TOTAL HEADCOUNT

1997: First non-German-language location.
More than 20 years of successful operation in the UK market.

1997
Foundation in Plymouth

1999
Relocation to Chippenham

2019
Expansion Manchester

2022
Northampton

2023
London

Tangible Benefit

> 27 years IT services
approx. €31 million business volume
93 employees

> 25 years IT services
approx. €70 million business volume
66 employees
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

IN 20 COUNTRIES

2011 Collaboration since

2022 Contract conclusion

2027 Contract term until with renewal option
ON-SITE SERVICES & LIFE-CYCLE MANAGEMENT
CONTROLLED FROM GERMANY.

Vendor partner: HP Deutschland

FOLLOW THE CUSTOMER
BECHTLE THROUGHOUT EUROPE.
More than 100 locations in 14 countries.
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.