

# BECHTLE AG

## *Stifel Southern Germany Summit.*

Welcome.

Stuttgart, 20 March 2025

# Agenda.

- 1. Introduction to Bechtle AG.**
- 2. 2024 Business Development.**
- 3. Sustainability.**
- 4. Latest news.**
- 5. Outlook.**

# Introduction to *Bechtle AG.*

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# Bechtle at a Glance.

Broad portfolio  
of future-oriented

***IT products  
and services***

***Decentralised  
structure***

with more than 120 subsidiaries

***7.9 bn €***

Business Volume in 2024

More than

***15,800***

Employees

***International***

Present in 14 European  
countries supporting our  
customers worldwide

***Close to our  
customers***

strong footprint in SMB  
and public sector

***Entrepreneurial***

thinking and behaviour

# Multi-channel strategy – in 14 European Countries.

- **One-Stop-Shop:** Consulting, services, procurement and pure trading – everything related to IT out of one hand.
- **International with local roots:** In 14 countries, we are with more than 120 locations close to the customer with the local MDs as their first contact point.
- **Multi-channel strategy:** Customers can be addressed via personal contact or our digital business platform [bechtle.com](https://www.bechtle.com).
- **Goal:** Focus on expanding the multi-channel offering and greater internationalisation.
- **Strategic advantages:**
  - Seamless customer service across all channels and deeper market penetration.
  - Positive economic effects through greater process efficiency.



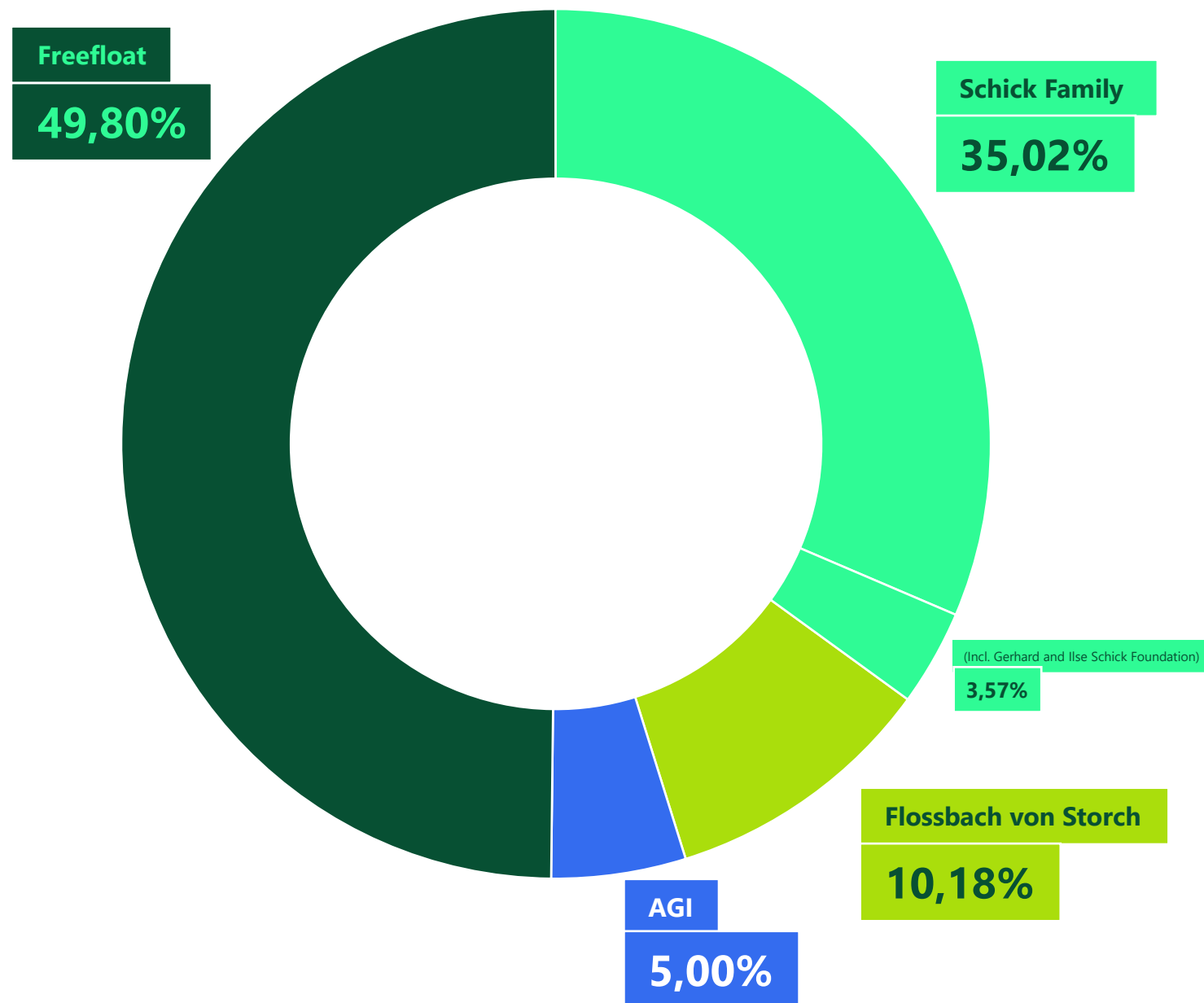
# Nr. 1 Ranked System House in Germany.

Revenue in Germany (in €m)

Rank	Company	Revenue in 2023
1	Bechtle	3,996
2	T-Systems	2,950
3	NTT Data	2,380
4	Computacenter	2,334
5	SVA System Vertrieb Alexander	1,800
6	Cancom	1,136
7	MSG Systems	970
8	ACP Gruppe	935
9	Adesso	931
10	Infosys	770
...		...
40	Damovo Deutschland	100

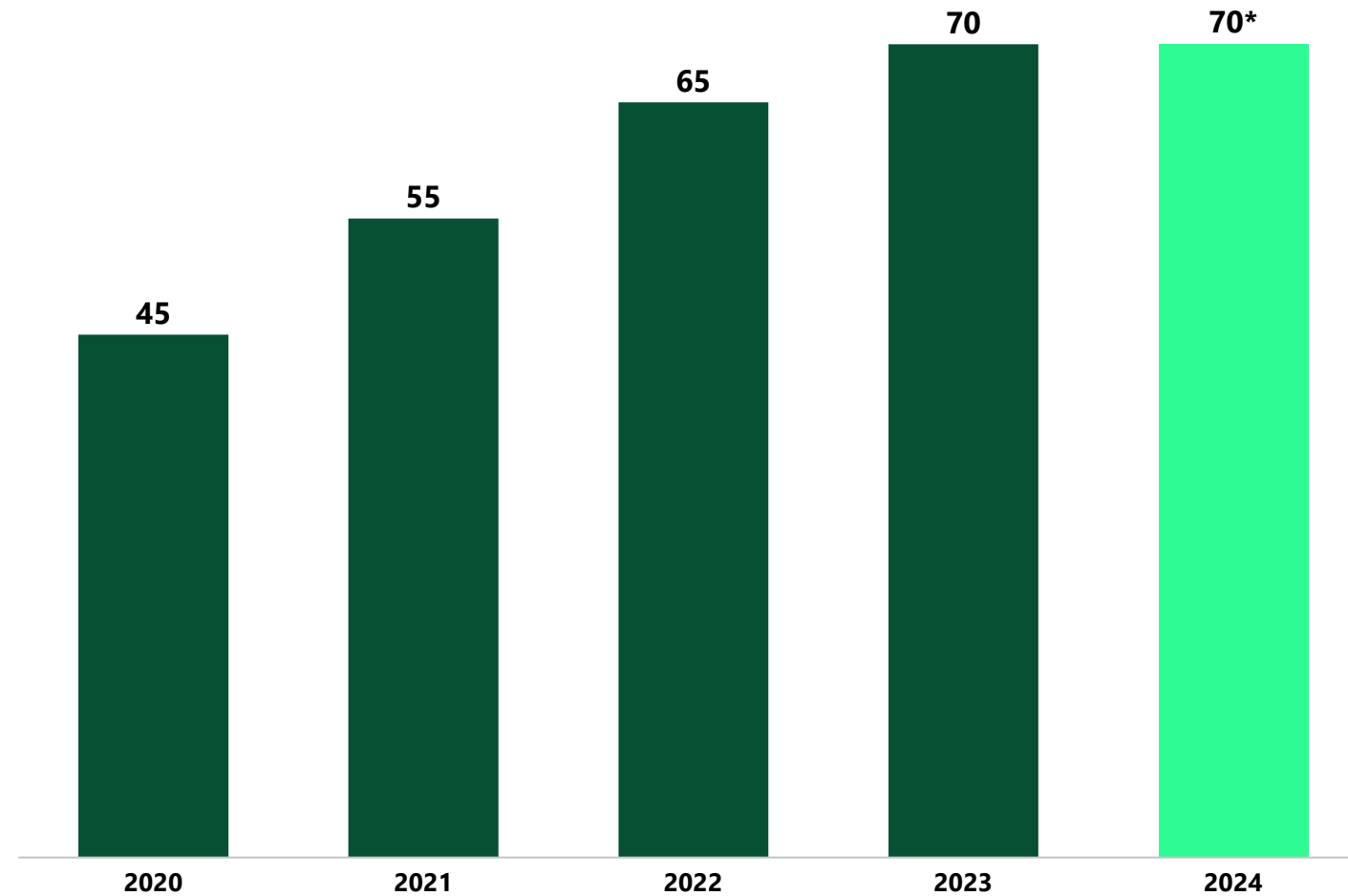
# Shareholder Structure

Long-term and independent anchor shareholder.



# ***Dividend.***

**Stable dividend  
underscores financial  
strength, stability  
and confidence.**



in € cent

\* AGM proposal

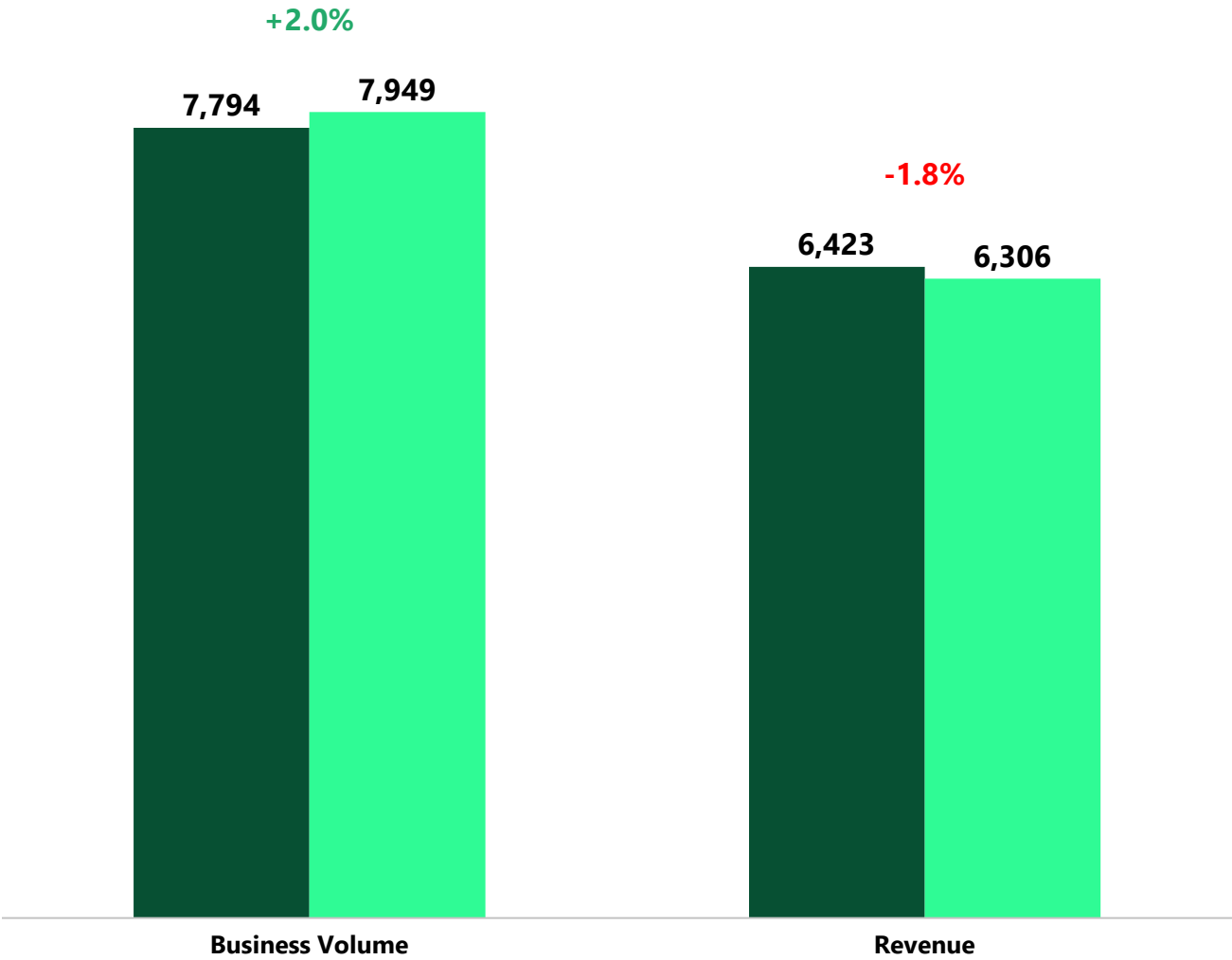


**2024 business  
development.**

**2**

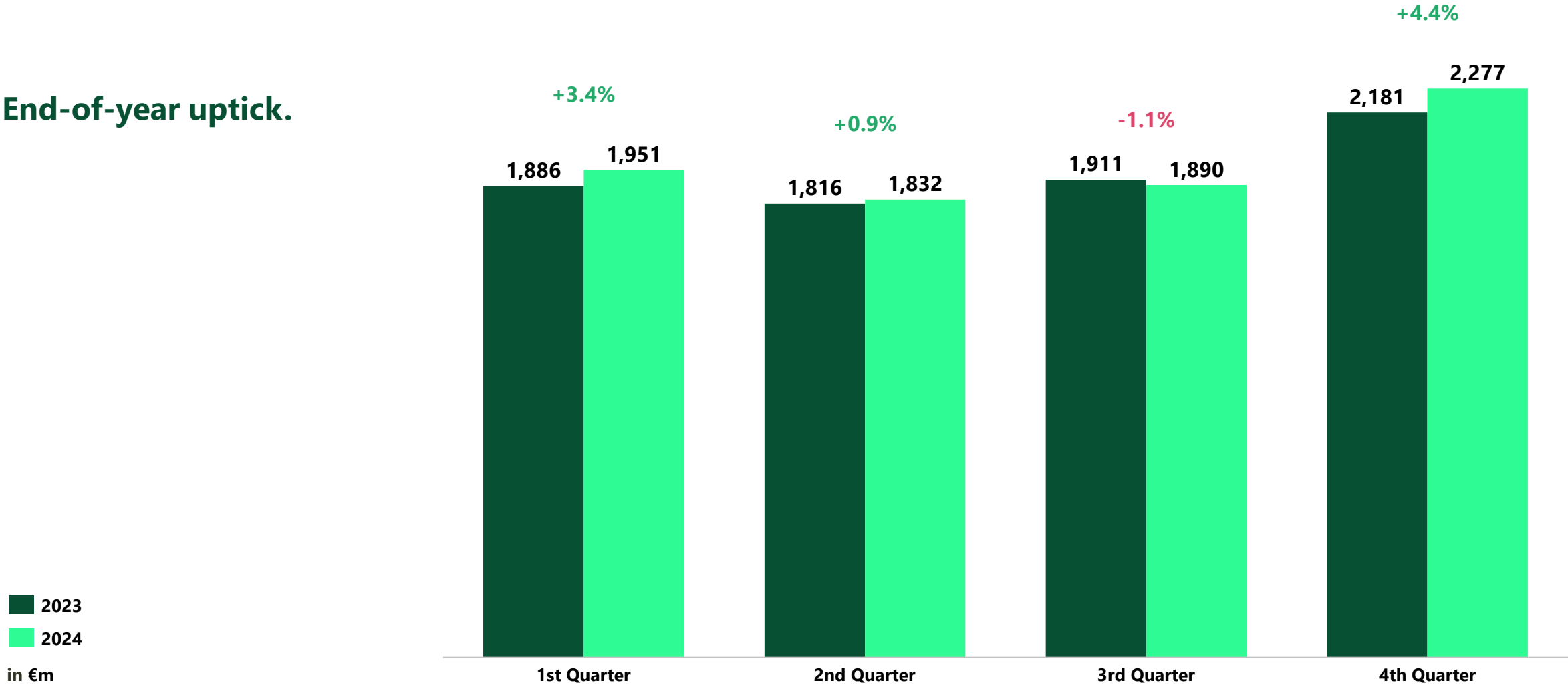
# Business volume and revenue.

Topline more or less  
the same yoy.



# Business volume.

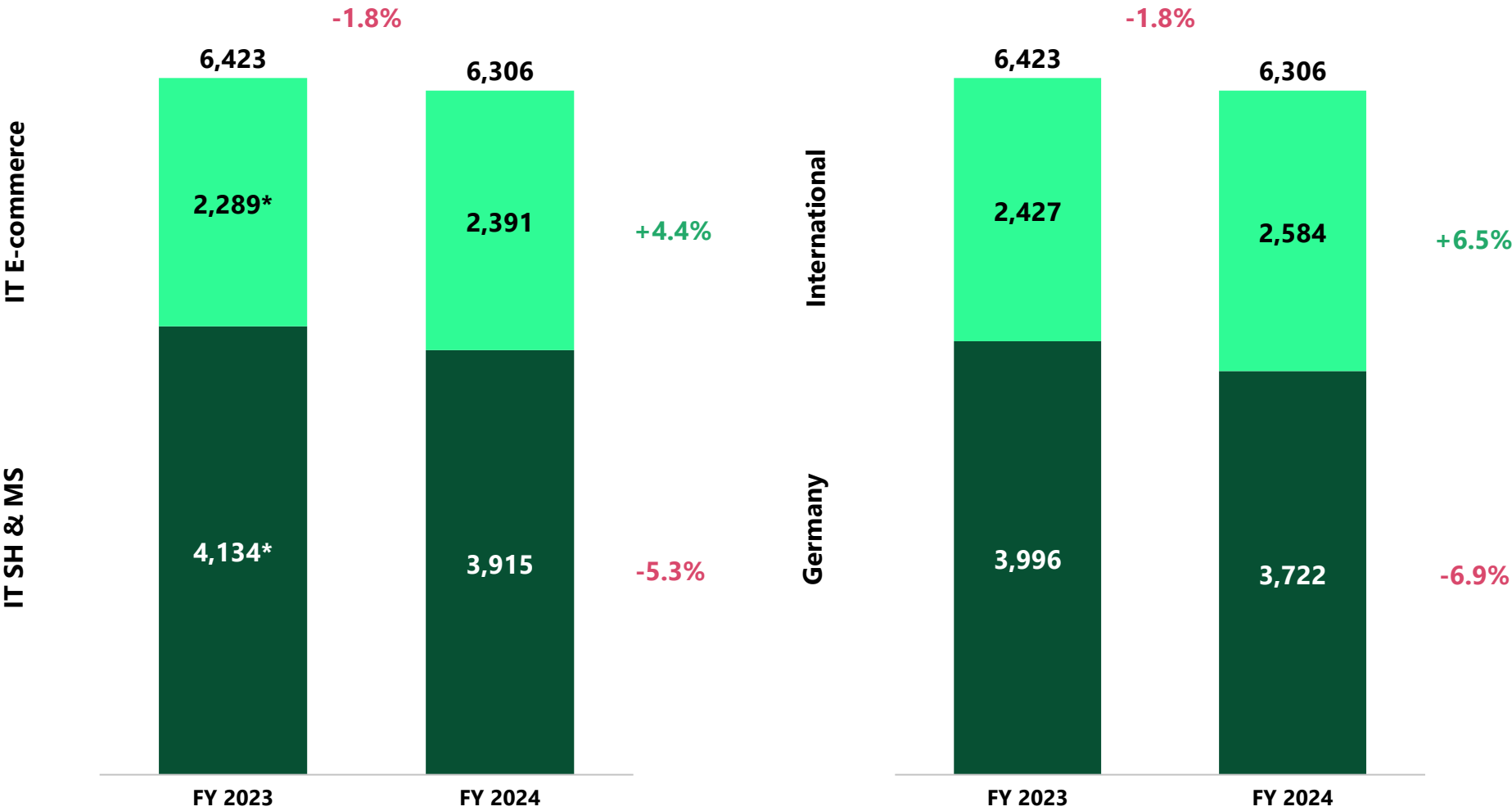
End-of-year uptick.



2023  
2024  
in €m

# Revenue.

Positive development internationally.



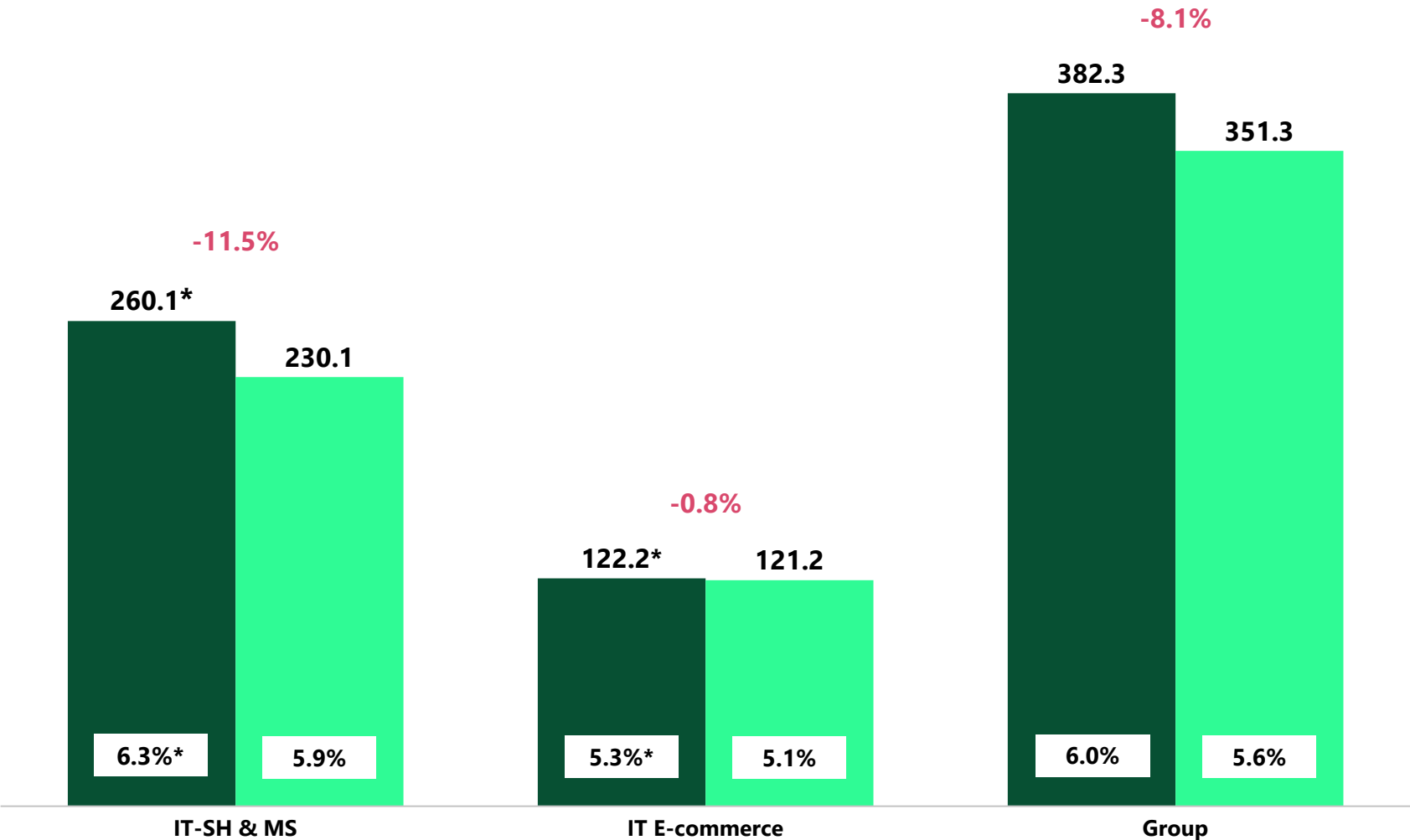
in €m

\*Adjusted to account for revised segment allocation

# EBIT.

Rise in gross margin not enough to compensate for increase in costs.

2023  
2024  
in €m

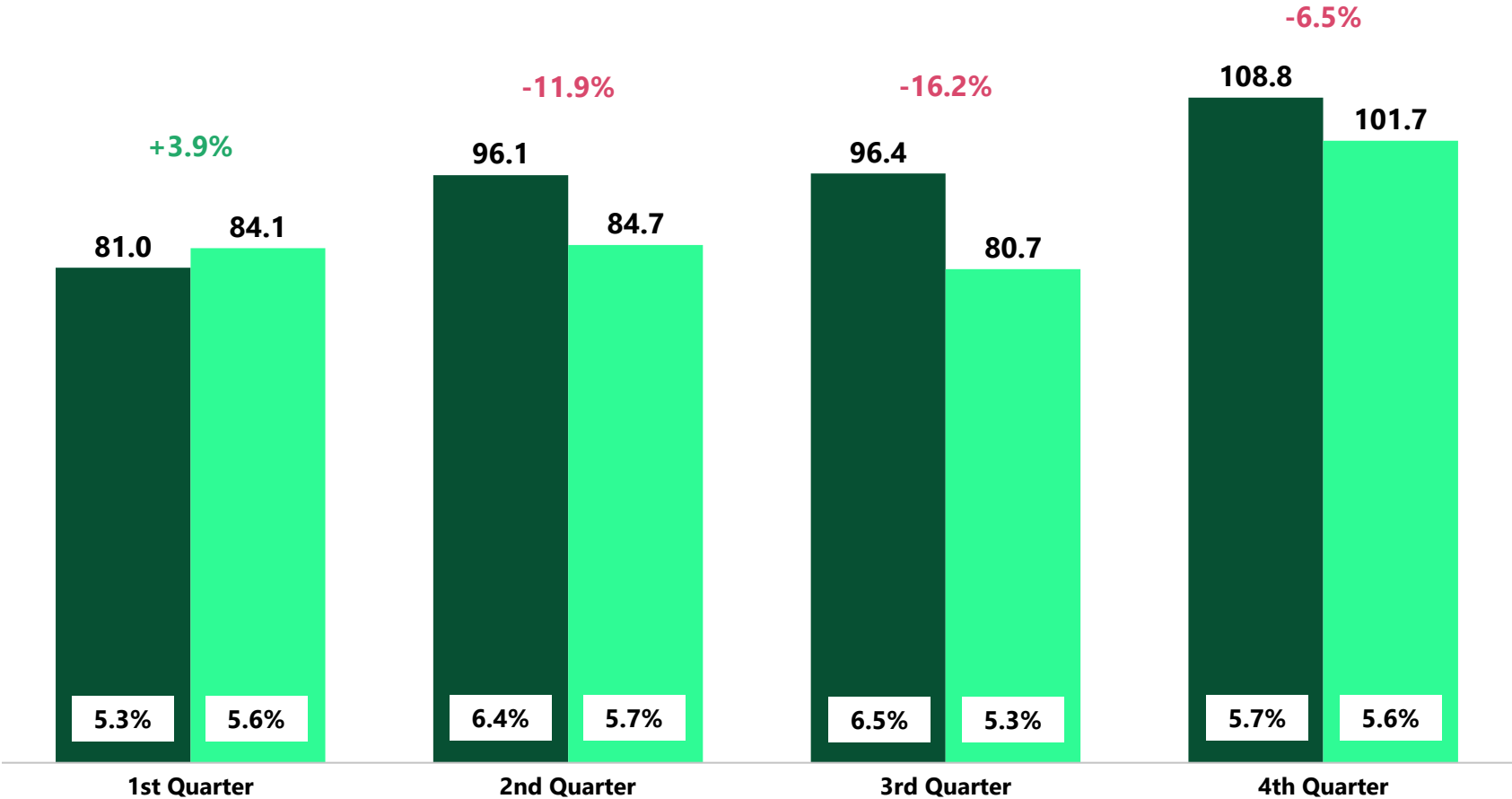


\* Adjusted to account for revised segment allocation

# EBIT.

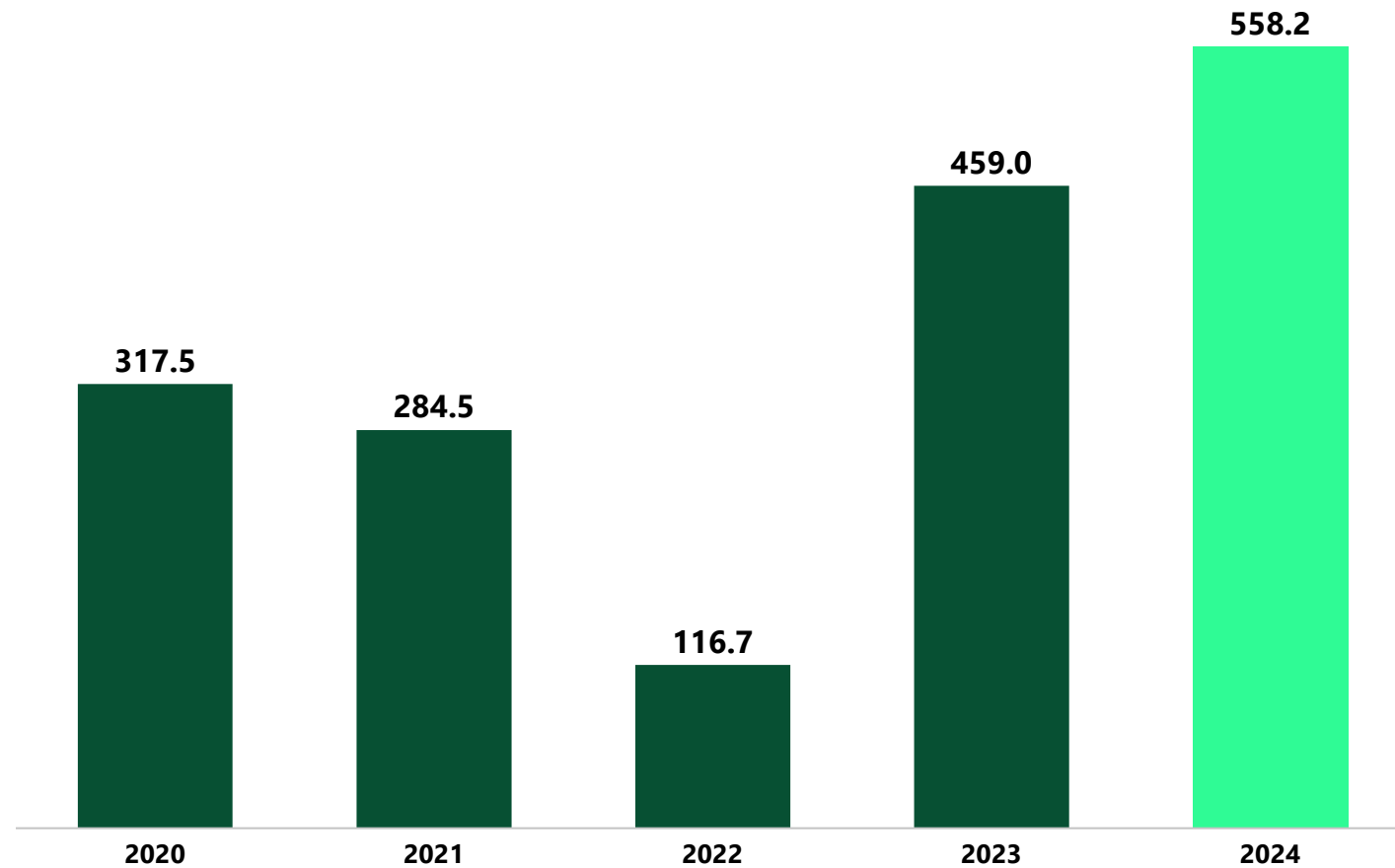
Usual course of events turned on its head.

2023  
2024  
in €m



# *Operating cash flow.*

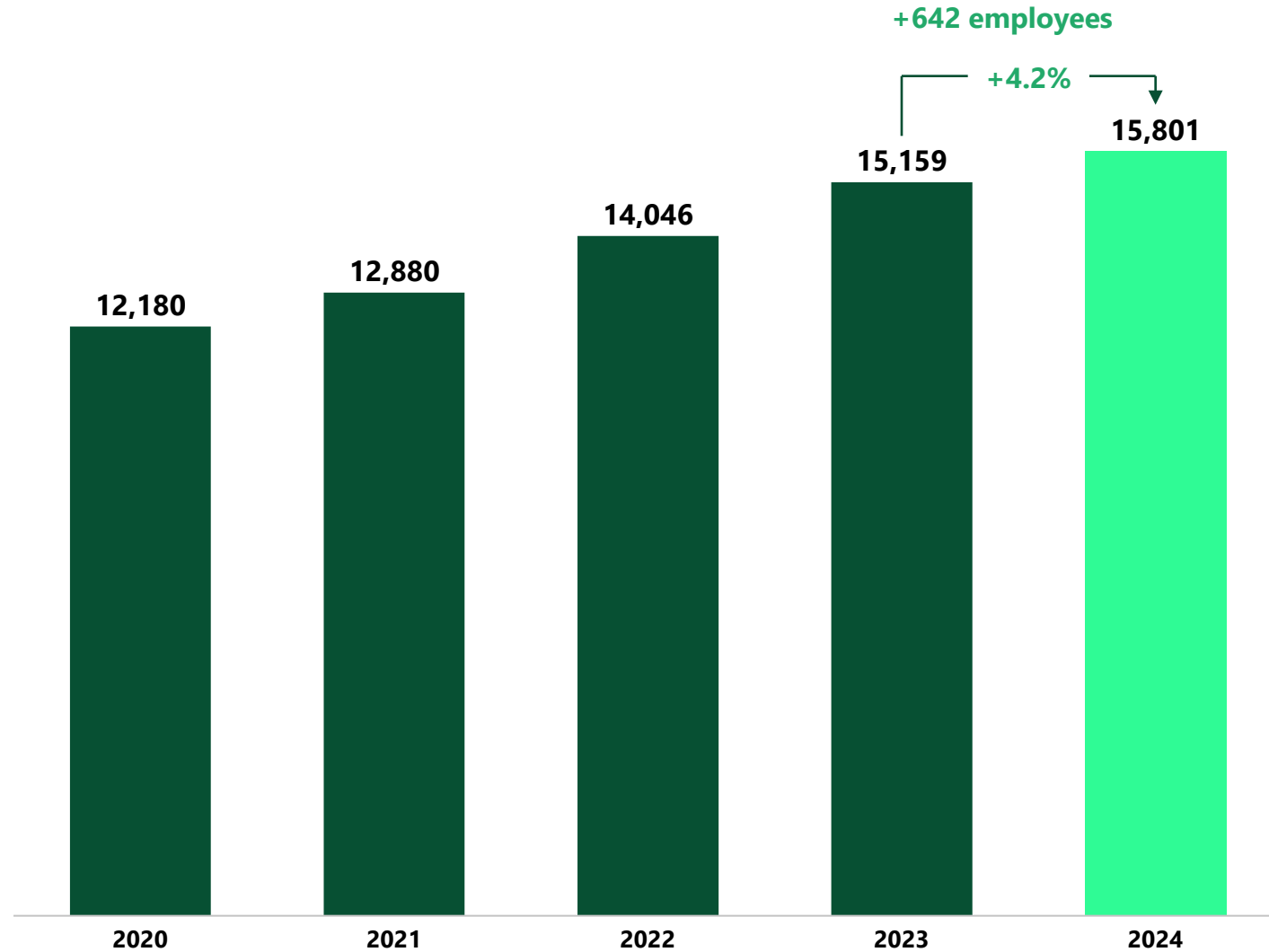
Active cash  
management pays  
off.



in €m

# *Employees.*

Organic headcount  
increase of just  
1.7%.





**Sustainability.**

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# Bechtle Sustainability Strategy 2030 - Our four strategic fields of action.



## Doing business ethically is in our DNA

We take responsibility all along our value chain and ensure that human rights are respected.



## Environmental sustainability is a cornerstone of everything we do.

We operate in harmony with our environment for a future in which the climate and resources are treated responsibly.



## The people we work with are committed to our success.

We embrace fairness and recognition in dealings with our business partners and employees. Our team is motivated, highly trained and diverse.



## We are shaping the digital future responsibly.

We are driving digitisation to be future-proof and contributing to the success of our customers with sustainable innovations.

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

## OUR TARGETS:

- Our **climate objectives** are in line with the **1.5 °C** Paris Agreement goal set in 2015.
- 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).

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

## FOCAL POINTS:

- **Energy.**  
Boost energy efficiency at our locations.  
Generate our own power, use of geothermal energy.  
Sourcing of green energy.
- **Mobility.**  
Sustainable vehicle fleet strategy  
Intensification of alternative drives  
Environmentally friendly travel and commuting
- **Procurement.**  
Sustainable procurement strategy  
Close collaboration with suppliers
- **Logistics.**  
Climate-friendly logistics (packaging and transport)
- **Awareness.**  
Raise awareness among internal and external stakeholders

***Latest news.***

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Multi-channel strategy

Bechtle has reorganised the Executive Board to reflect its **European multi-channel strategy**, consolidating responsibility for all sales channels within their respective country markets.

Christian Speck has taken on the new role of Vice President **Switzerland**.





## Cloud

Bechtle has been awarded a framework contract for the provision of **public cloud services** for the procurement office of Germany's Federal Ministry of the Interior and Community (BMI).

Bechtle has once again won lots under the European OCRE tender, offering **cloud services for research and education** in 13 countries.



Scholarship programme

Founded in June 2024, the **Bechtle Stiftung** has launched its first scholarship programme, "female upgreat" designed to provide long-term support and sponsorship for girls and women in IT.





***2025 outlook.***

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## Context.

**Overall economic conditions remain very challenging in the 2025 fiscal year.**

### HOWEVER:

- The need to invest in IT remains high amid the **digital transformation** and various technological developments.
- **B2G business** may normalise only in the second half-year.
- The necessary switch to Windows 11 may **drive demand among SMEs**.
- The continuation of our European M&A strategy will **boost growth through acquisitions**, but at the same time we must invest in Bechtle's **future viability**.



## Objectives.

- **Uncertainty** is widespread and has been exacerbated as a result of the latest (geo)political developments, making a serious forecast nigh on impossible.
- Bechtle's economic development is closely tied to the overall health of the economy and especially our SME and B2G customers' **willingness to invest**.
- With that in mind, we are expanding our **forecast range** to cover a variety of possible scenarios, though it still reflects a somewhat optimistic view.

<b>Business volume:</b>	<b>0% to +5%</b>
<b>Revenue:</b>	<b>-3% to +3%</b>
<b>EBT:</b>	<b>-5% to +5%</b>

Any  
*questions?*