Welcome.
Lugano | 7th 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

INTERNATIONAL

DECENTRALISED STRUCTURE WITH MORE THAN 100 SUBSIDIARIES
Bechtle AG –
Business and responsibilities.

SEGMENT IT System House & Managed Services
COO: Michael Guschlbauer

SEGMENT IT E-Commerce
COO: Jürgen Schäfer

IT System Houses
Bechtle Managed Services
Specialists

Germany, Austria, Switzerland, Benelux, UK

Bechtle direct
Articona
GITA

In 14 countries
Our own brand
Securing global approach

Central Divisions

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 Articona
- Employees in 2022: 2,936
- Revenue in 2022: €2.2bn
## Revenue in Germany (in €m)

<table>
<thead>
<tr>
<th>RANK</th>
<th>COMPANY</th>
<th>2022</th>
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<tbody>
<tr>
<td>1</td>
<td>Bechtle</td>
<td>3,731</td>
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<td>2</td>
<td>T-Systems International</td>
<td>2,900</td>
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<td>3</td>
<td>NTT Data</td>
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<td>4</td>
<td>Computacenter</td>
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<td>5</td>
<td>SVA System Vertrieb Alexander</td>
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<td>6</td>
<td>Cancom</td>
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<td>7</td>
<td>Software One</td>
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<td>MSG Systems</td>
<td>903</td>
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<td>ACP Gruppe</td>
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</tr>
<tr>
<td>31</td>
<td>Fernando Networks</td>
<td>148</td>
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</table>

Source: Channelpartner 06/2023
Shareholder Structure – Long-term and independent anchor shareholder.

- Flossbach von Storch: 5.15%
- AGI: 5.00%
- DWS: 4.95%
- Black Rock: 4.07%

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

- Freefloat: 45.81%

Current of: December 2022, 126 million shares
Dividend –
Above average rise a sign of confidence.

2018  |  2019  |  2020  |  2021  |  2022

33    |  40    |  45    |  55    |  65*  

+18.2%

* AGM proposal
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.

ETHICAL BUSINESS PRACTICES are a matter of course.

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

We embrace a sustainable ENVIRONMENTAL approach in everything we do.

The PEOPLE we work with drive our success.

We shape a sustainable DIGITAL FUTURE.
Sustainability Strategy 2030 – Selected actions and concrete targets.

**ETHICAL BUSINESS PRACTICES.**

- 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.

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.

<table>
<thead>
<tr>
<th></th>
<th>Q1 2022</th>
<th>Q1 2023</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT SH &amp; MS</td>
<td>1,012</td>
<td>1,222</td>
<td>+20.8%</td>
</tr>
<tr>
<td>IT E-commerce</td>
<td>618</td>
<td>664</td>
<td>+7.5%</td>
</tr>
<tr>
<td>Group</td>
<td>1,629</td>
<td>1,886</td>
<td>+15.8%</td>
</tr>
</tbody>
</table>

in €m
Revenue –
System house business is growth driver.
EBIT –
Good group-wide development – Differing profitability in segments.

+19.1%  -11.7%  +7.5%

IT SH & MS
Q1 2022: 47.0, Margin: 5.6%
Q1 2023: 55.9, Margin: 5.6%

IT E-commerce
Q1 2022: 28.3, Margin: 5.2%
Q1 2023: 25.0, Margin: 4.6%

Group
Q1 2022: 75.3, Margin: 5.5%
Q1 2023: 81.0, Margin: 5.3%
Operative cashflow – Considerable improvement yoy.
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.
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.
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.
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.
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.**

Source: bitkom

**Average growth per year**

**IT security – High potential.**

Source: statista, IT security market in Europe

**Average growth per year**

**Cloud services – Gaining ground in Europe.**

Source: statista, Cloud market in Europe

Only 41% of EU businesses use cloud services in particular for e-mail and storage.
Source: EU, as of Dec. 2021
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