

# We shape the *future with IT.*

**Bechtle.** The IT partner for the future.

4 February 2025

# **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

***7.8 bn €***

Business Volume in 2023

More than

***15,500***

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.
- **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.

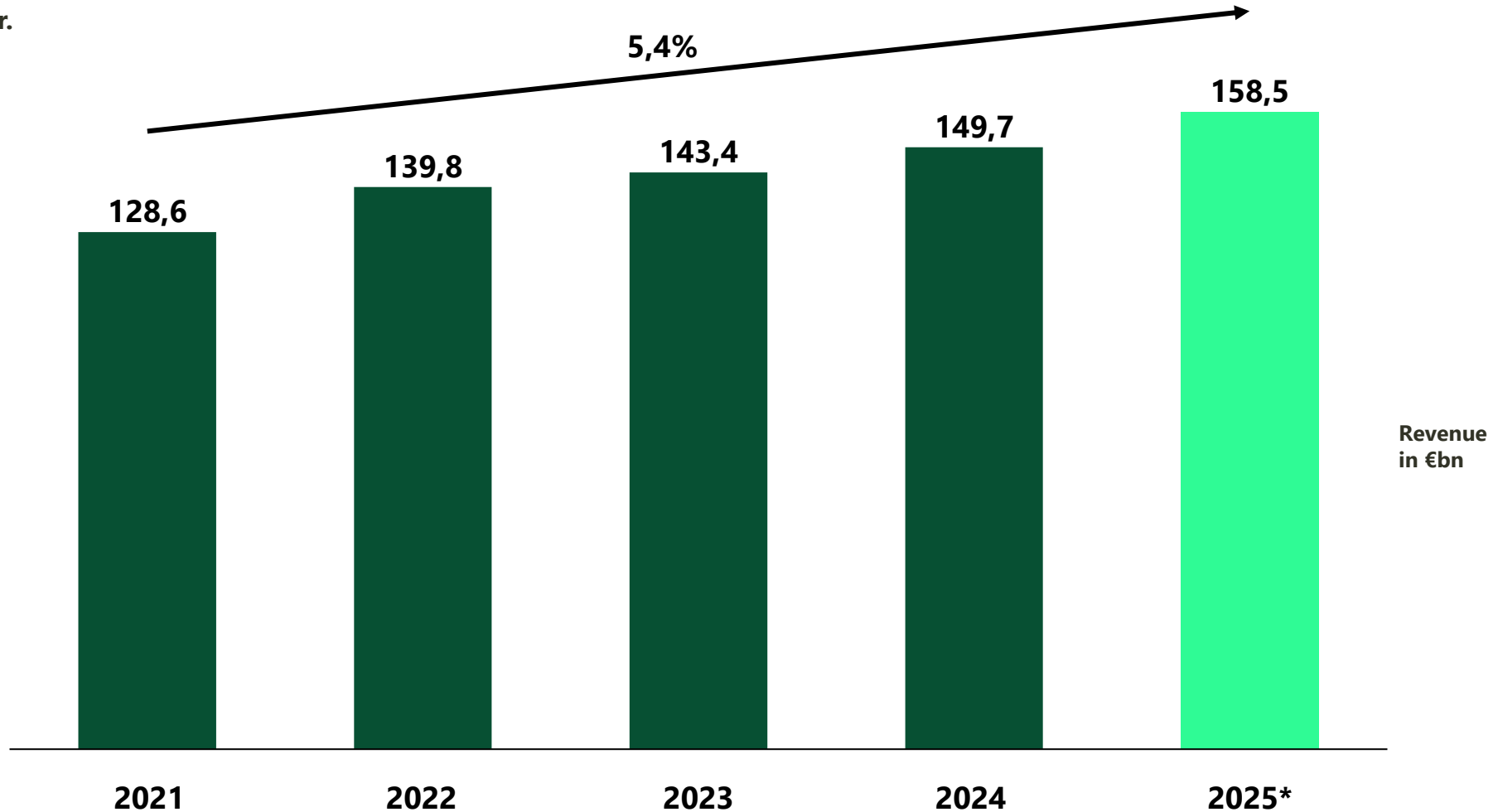


**Forecast.**

**2**

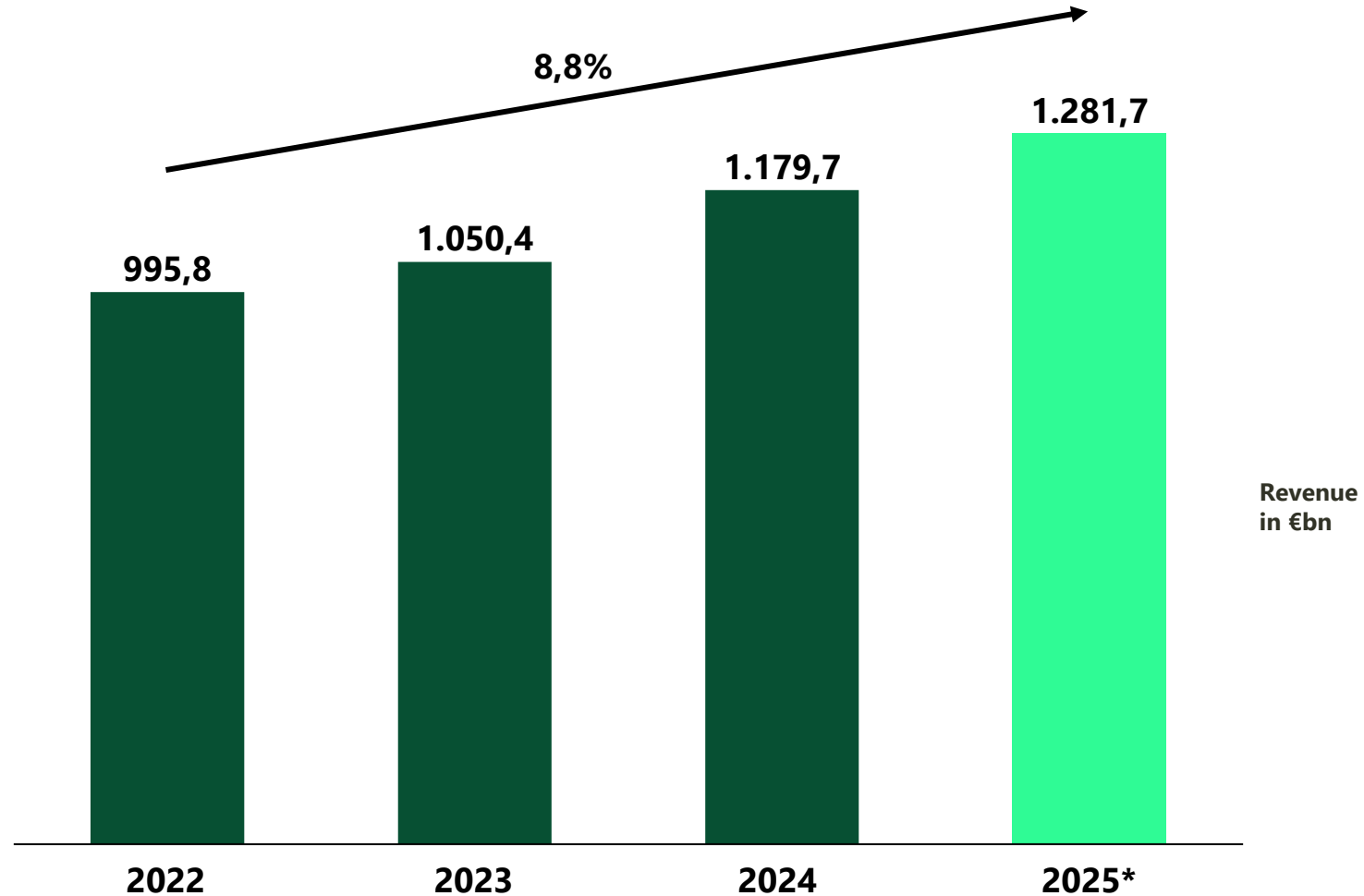
# Forecast (1/4) – IT market in Germany – Consistently high growth.

Average growth per year.



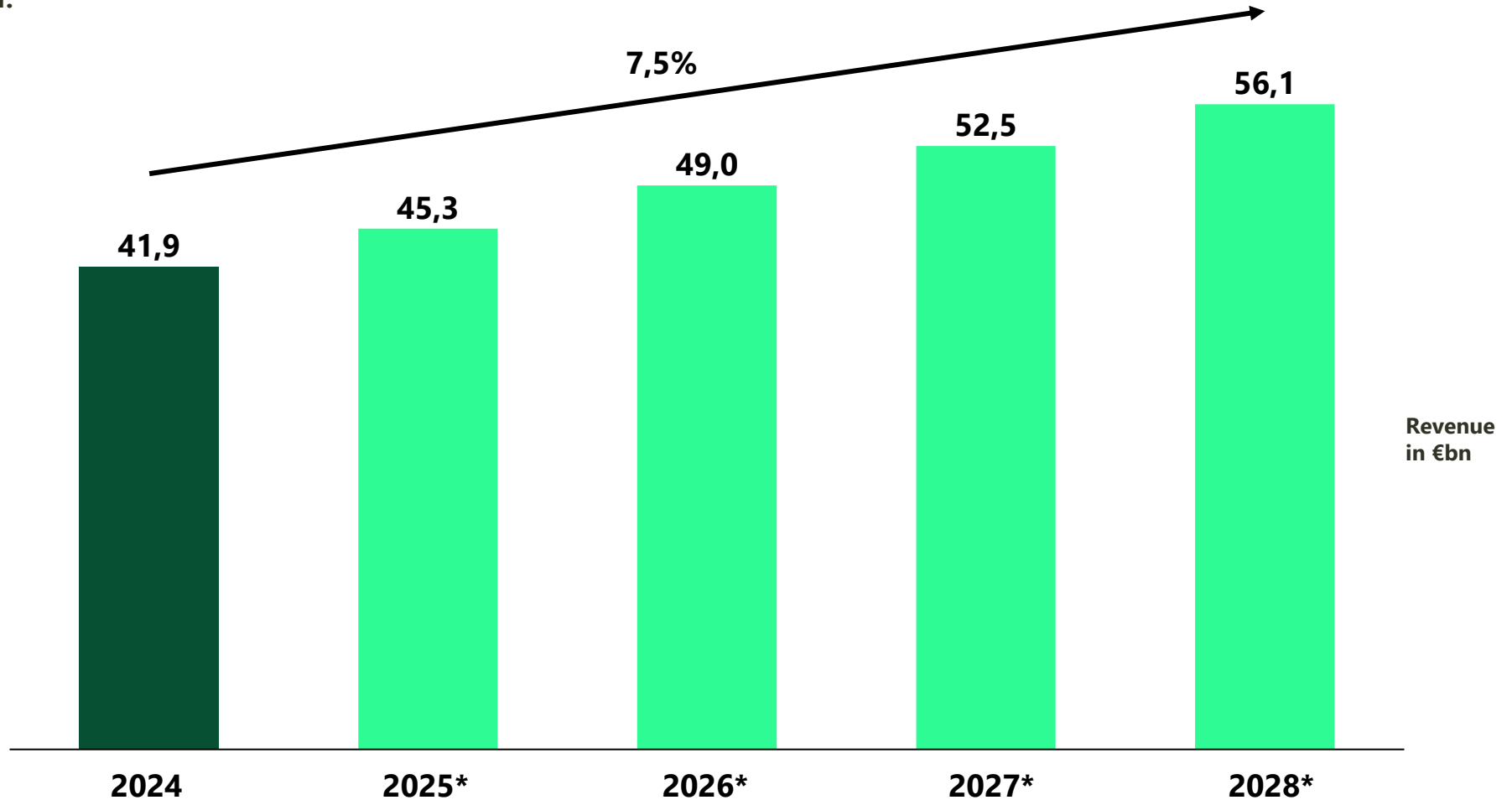
# Forecast (2/4) – European IT market – Consistently high growth.

Average growth per year.



# Forecast (3/4) – IT security – High potential.

Average growth per year.

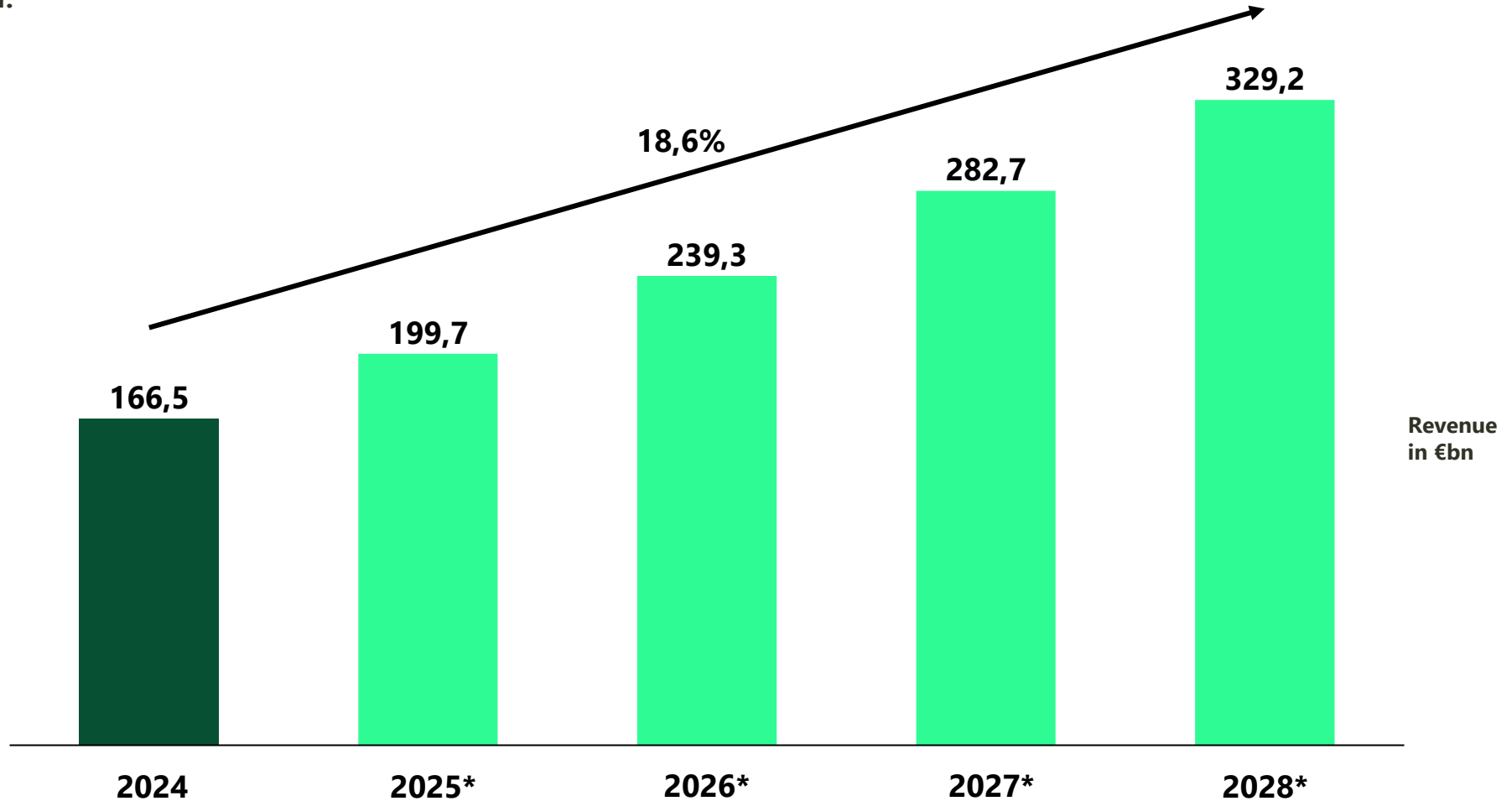


Source: statista, IT security market in Europe  
\*forecast



# Forecast (4/4) – Public Cloud – High potential in Europe.

Average growth per year.



Source: statista, Cloud market in Europe  
\*forecast

# Any questions?