Welcome.
Zürich | 7 June 2023
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1 Introduction to Bechtle AG.
Bechtle at a Glance.

>14,000 employees

ONE STOP SHOP APPROACH

ENTREPRENEURIAL THINKING AND BEHAVIOUR

70,000 B2B and B2G CUSTOMERS

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

Central Divisions

Logistics & Services

Bechtle direct

Articona

GITA

In 14 countries

Our own brand

Securing global approach
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
### Nr. 1 Ranked System House in Germany.

<table>
<thead>
<tr>
<th>RANK</th>
<th>COMPANY</th>
<th>Revenue in Germany (in €m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Bechtle</td>
<td>3,355</td>
</tr>
<tr>
<td>2</td>
<td>Computacenter</td>
<td>2,352</td>
</tr>
<tr>
<td>3</td>
<td>Software One</td>
<td>1,760</td>
</tr>
<tr>
<td>4</td>
<td>SVA System Vertrieb Alexander</td>
<td>1,254</td>
</tr>
<tr>
<td>5</td>
<td>Cancom</td>
<td>1,201</td>
</tr>
<tr>
<td>6</td>
<td>T-Systems International</td>
<td>1,000</td>
</tr>
<tr>
<td>7</td>
<td>NTT Data</td>
<td>890</td>
</tr>
<tr>
<td>8</td>
<td>MSG Systems</td>
<td>878</td>
</tr>
<tr>
<td>9</td>
<td>ACP Gruppe</td>
<td>766</td>
</tr>
<tr>
<td>10</td>
<td>Infosys</td>
<td>630</td>
</tr>
<tr>
<td>...</td>
<td>...</td>
<td>...</td>
</tr>
<tr>
<td>31</td>
<td>Damovo Deutschland</td>
<td>103</td>
</tr>
</tbody>
</table>

Source: Channelpartner 08/2022
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.

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.

We empower business.
We understand our customers and deliver future-oriented IT to drive their success.
2 Sustainability.
Sustainability Strategy 2030 – Four strategic areas of action.

**ETHICAL BUSINESS PRACTICES** are a matter of course.

- We embrace a sustainable ENVIRONMENTAL approach in everything we do.

**FOCAL POINTS**
- Supply chain sustainability
- Compliance and anti-corruption
- Social commitment

**We fulfill our duty to ensure human rights are respected along our supply chain.**

**FOCAL POINTS**
- Climate and energy
- Sustainable logistics
- Circular economy

**We operate in harmony with our environment to conserve our climate and resources into the future.**

**FOCAL POINTS**
- Employer attractiveness
- Diversity and equal opportunity
- Health and Safety

**We embody fairness and value our business partners and employees. Our team is motivated, highly qualified and diverse.**

**FOCAL POINTS**
- Sustainable in-house digitalisation
- Sustainable technologies, solutions and services
- Information security and data protection

**We drive future-facing digitalisation and contribute to our customers’ success through sustainable innovation.**

**FOCAL POINTS**
- Sustainable in-house digitalisation
- Sustainable technologies, solutions and services
- Information security and data protection

Scan for more information on our Sustainability Strategy 2030.
# Sustainability Strategy 2030 – Selected actions and concrete targets.

<table>
<thead>
<tr>
<th>ETHICAL BUSINESS PRACTICES.</th>
<th><strong>2022.</strong></th>
<th>Enhanced supplier management and new auditing procedures.</th>
<th><strong>Targets.</strong></th>
<th>Create a compliance handbook and reframe our incident procedure until 2023.</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Introduce compliance training for all employees.</td>
<td></td>
<td>Promote employees’ social commitments until 2030.</td>
</tr>
<tr>
<td>ENVIRONMENT.</td>
<td><strong>2022.</strong></td>
<td>35% share of alternative-fuel vehicles in our car fleet in Germany.</td>
<td><strong>Targets.</strong></td>
<td>Gradually extend the company fleet with all-electric vehicles until 2030.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>100% green electricity at the headquarters and 72 other locations across Europe.</td>
<td></td>
<td>Carbon neutral in those business areas we have influence until 2030.</td>
</tr>
<tr>
<td>PEOPLE.</td>
<td><strong>2022.</strong></td>
<td>Implementing the flexible Work@Bechtle concept.</td>
<td><strong>Targets.</strong></td>
<td>At least one woman within the Executive board until 2025.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Finalised the Gender Diversity Roadmap.</td>
<td></td>
<td>Increasing the training quota in Germany to 10% until 2030.</td>
</tr>
<tr>
<td>DIGITAL FUTURE.</td>
<td><strong>2022.</strong></td>
<td>Introduce a group-wide sustainability controlling software.</td>
<td><strong>Targets.</strong></td>
<td>Sustainable in-house digitalisation – Plan 30% of IT projects taking sustainability criteria into account until 2023.</td>
</tr>
</tbody>
</table>

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:

<table>
<thead>
<tr>
<th></th>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>• Increasing <strong>energy efficiency</strong> at our sites</td>
<td>• <strong>Sustainable</strong> fleet strategy</td>
<td>• <strong>Sustainable</strong> purchasing strategy</td>
<td>• <strong>Climate-friendly</strong> logistics (packaging and transport)</td>
<td>• Raising awareness among internal and external stakeholders</td>
</tr>
<tr>
<td>• Generating our own electricity, use of <strong>geothermal energy</strong></td>
<td>• Intensification of <strong>alternative drives</strong></td>
<td>• <strong>Close cooperation</strong> with suppliers</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Purchase of <strong>green electricity</strong></td>
<td>• <strong>Environmentally friendly</strong> travel and commuting</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Our Targets:**
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- **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).
3 Business Development.
Business volume – Impressive start into the year.

<table>
<thead>
<tr>
<th></th>
<th>Q1 2022 (€m)</th>
<th>Q1 2023 (€m)</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>
Revenue –
System house business is growth driver.

IT E-commerce
- Q1 2022: 547
- Q1 2023: 545
  +11.6%

IT SH & MS
- Q1 2022: 832
- Q1 2023: 994
  +19.4%

International
- Q1 2022: 534
- Q1 2023: 607
  +11.6%

Germany
- Q1 2022: 845
- Q1 2023: 932
  +10.2%

in €m
EBIT –
Good group-wide development – Differing profitability in segments.

+19.1%  -11.7%  +7.5%

IT SH & MS
47.0  55.9
5.6%  5.6%

IT E-commerce
28.3  25.0
5.2%  4.6%

Group
75.3  81.0
5.5%  5.3%

in €m
Q1 2022
Q1 2023
Margin

7/6/2023 | Bechtle AG | Company Presentation
Operative cashflow – Considerable improvement yoy.

Q1 2019: -22.1
Q1 2020: 23.5
Q1 2021: 20.6
Q1 2022: -127.1
Q1 2023: -20.2
Employees –
Moderate yoy increase of 7.4% without acquisitions.

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 2022</td>
<td>12,966</td>
</tr>
<tr>
<td>Q2 2022</td>
<td>13,199</td>
</tr>
<tr>
<td>Q3 2022</td>
<td>13,789</td>
</tr>
<tr>
<td>Q4 2022</td>
<td>14,046</td>
</tr>
<tr>
<td>Q1 2023</td>
<td>14,324</td>
</tr>
</tbody>
</table>

- +1,358 Employees
- +10.5%
- +278 Employees
- +2.0%
4 The Bechtle share.
Bechtle share –
Holding stable after upswing at start of year.
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 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.

**IT market in Germany – Consistently high growth.**

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue in €bn</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>102.3</td>
</tr>
<tr>
<td>2021</td>
<td>111.6</td>
</tr>
<tr>
<td>2022</td>
<td>118.9</td>
</tr>
<tr>
<td>2023</td>
<td>126.4</td>
</tr>
</tbody>
</table>

Average growth per year: +7.3%

Source: bitkom

**IT security – High potential.**

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue in $bn</th>
</tr>
</thead>
<tbody>
<tr>
<td>2023</td>
<td>44.0</td>
</tr>
<tr>
<td>2024</td>
<td>48.7</td>
</tr>
<tr>
<td>2025</td>
<td>53.7</td>
</tr>
<tr>
<td>2026</td>
<td>59.2</td>
</tr>
<tr>
<td>2027</td>
<td>65.3</td>
</tr>
</tbody>
</table>

Average growth per year: +10.3%

Source: statista, IT security market in Europe

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

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue in €bn</th>
</tr>
</thead>
<tbody>
<tr>
<td>2023</td>
<td>100.0</td>
</tr>
<tr>
<td>2024</td>
<td>115.0</td>
</tr>
<tr>
<td>2025</td>
<td>129.4</td>
</tr>
<tr>
<td>2026</td>
<td>143.2</td>
</tr>
<tr>
<td>2027</td>
<td>157.6</td>
</tr>
</tbody>
</table>

Average growth per year: +12.0%

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