

# We shape the *future with IT.*

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

8 October 2024

# Agenda.

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

# **Introduction to *Bechtle AG.***

**1**

# 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

***15,000***

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

# International Presence – in 14 European Countries.

## IT System House & Managed Services

- Consulting, services and procurement – everything related to IT out of one hand
- Widespread, regional coverage in eight European countries
- Close to our customers with more than 100 locations
- Decentralised structure with high responsibility of local MDs
- Employees in 2023: 11,818; Revenue in 2023: €4.3bn

## IT E-Commerce

- Pure trading business
- Presence in 14 European countries
- Cross-channel strategy: Digital reach with personal account management. Outbound oriented sales force
- Individual e-procurement services at bechtle.com
- Employees in 2023: 3,341; Revenue in 2023: €2.1bn



# Nr. 1 Ranked System House in Germany.

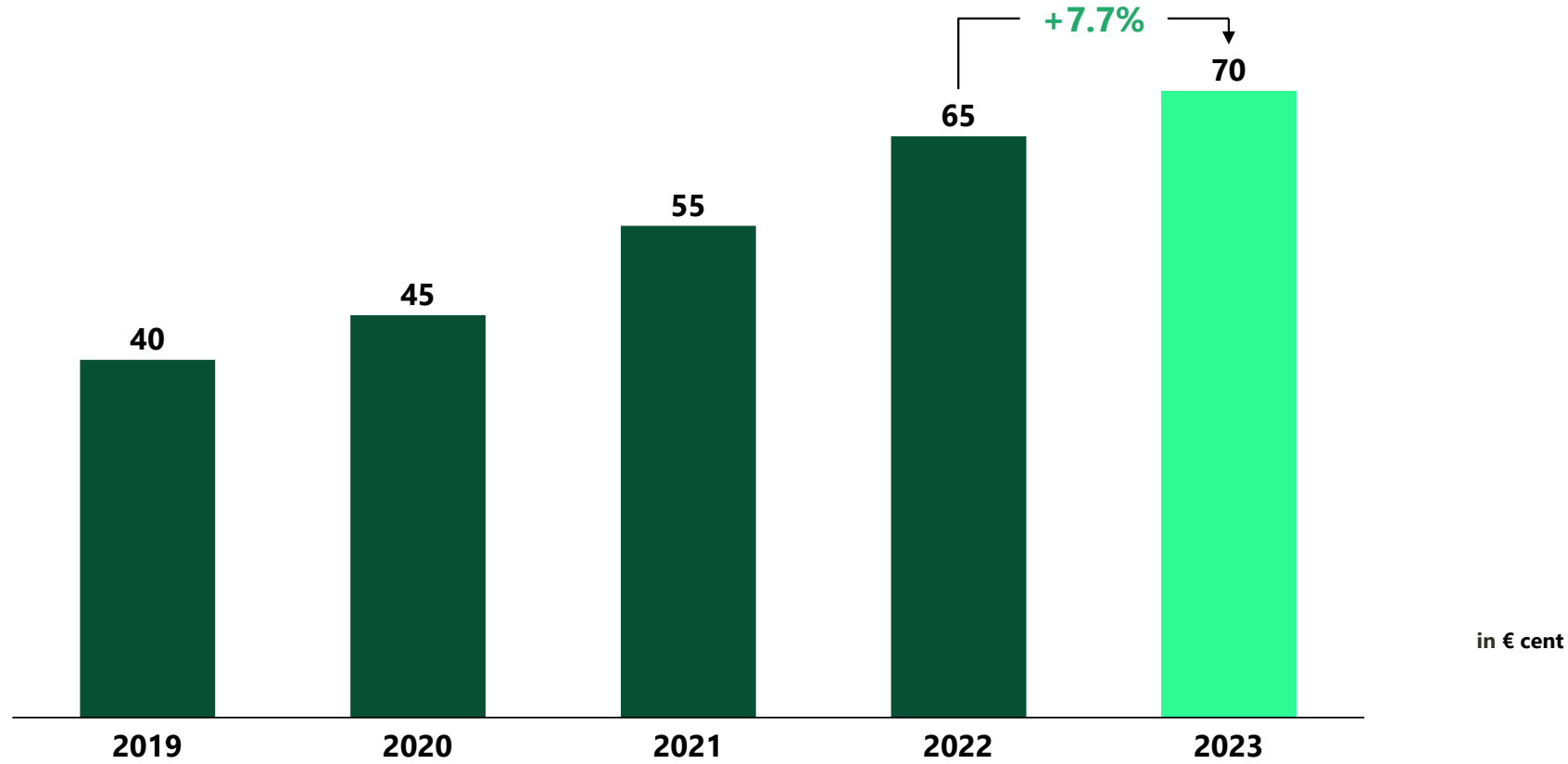
Revenue in Germany (in €m)

Rank	Company	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

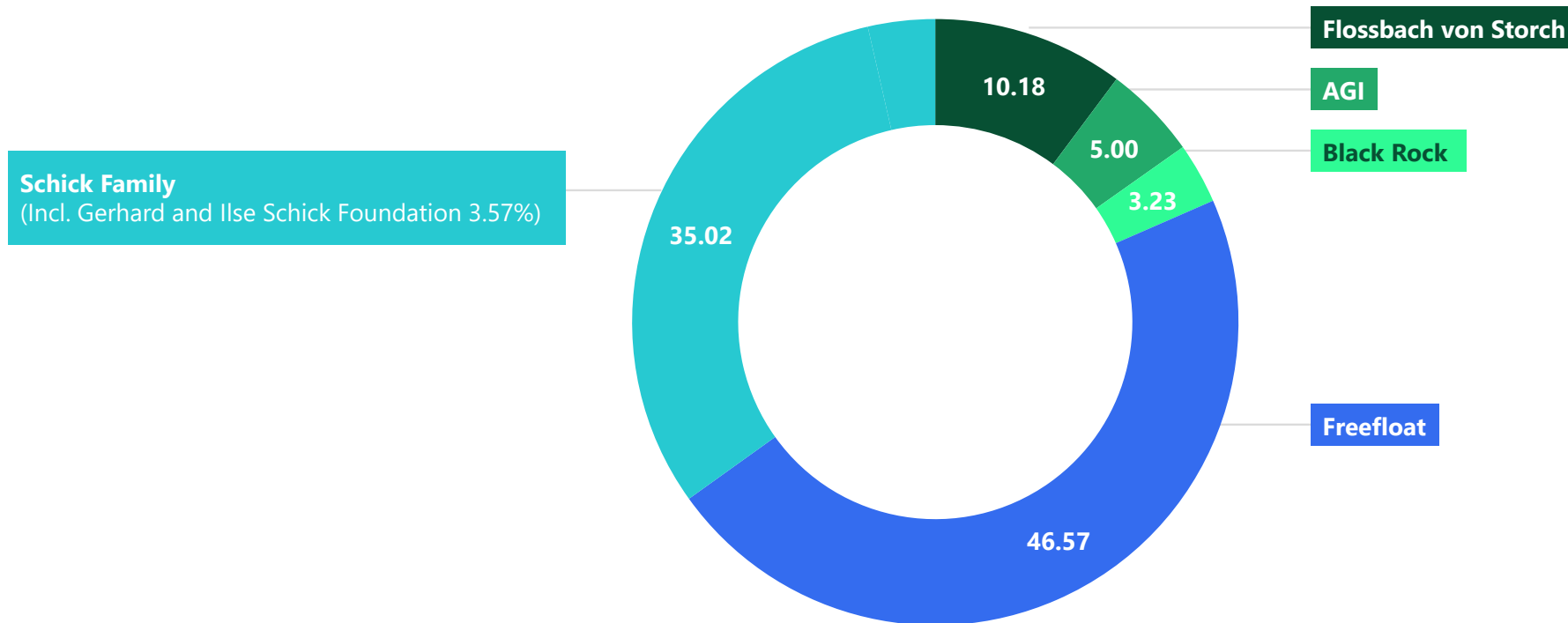
Source: ChannelPartner 09/2024

# Dividend –

Sustainable, shareholder-friendly dividend policy.



# Shareholder Structure – Long-term and independent anchor shareholder.



Current of: July 2024, 126 million shares



**Sustainability.**

**2**

# 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.

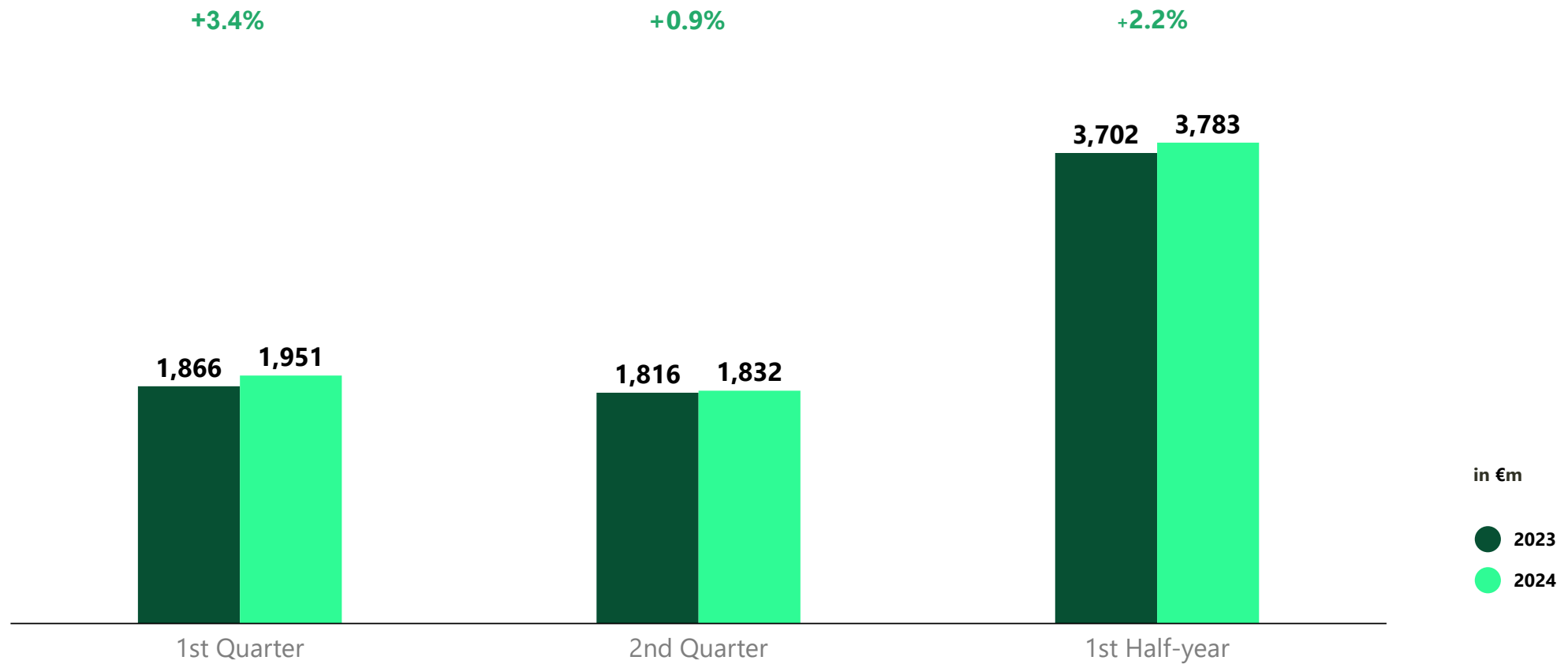
## FOCAL POINTS:

- **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

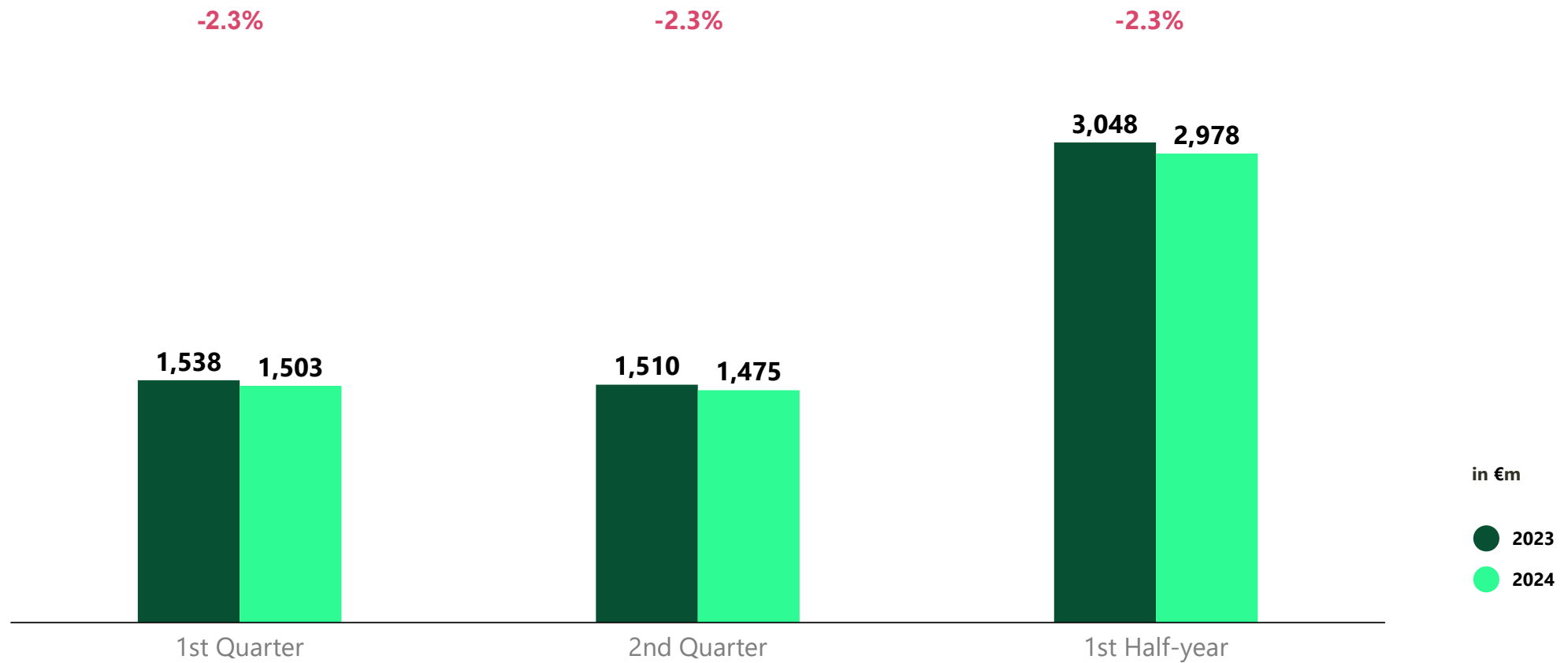
**Business  
Development.**

**3**

# Business volume – Weak Q2 as June surprisingly well below expectations.

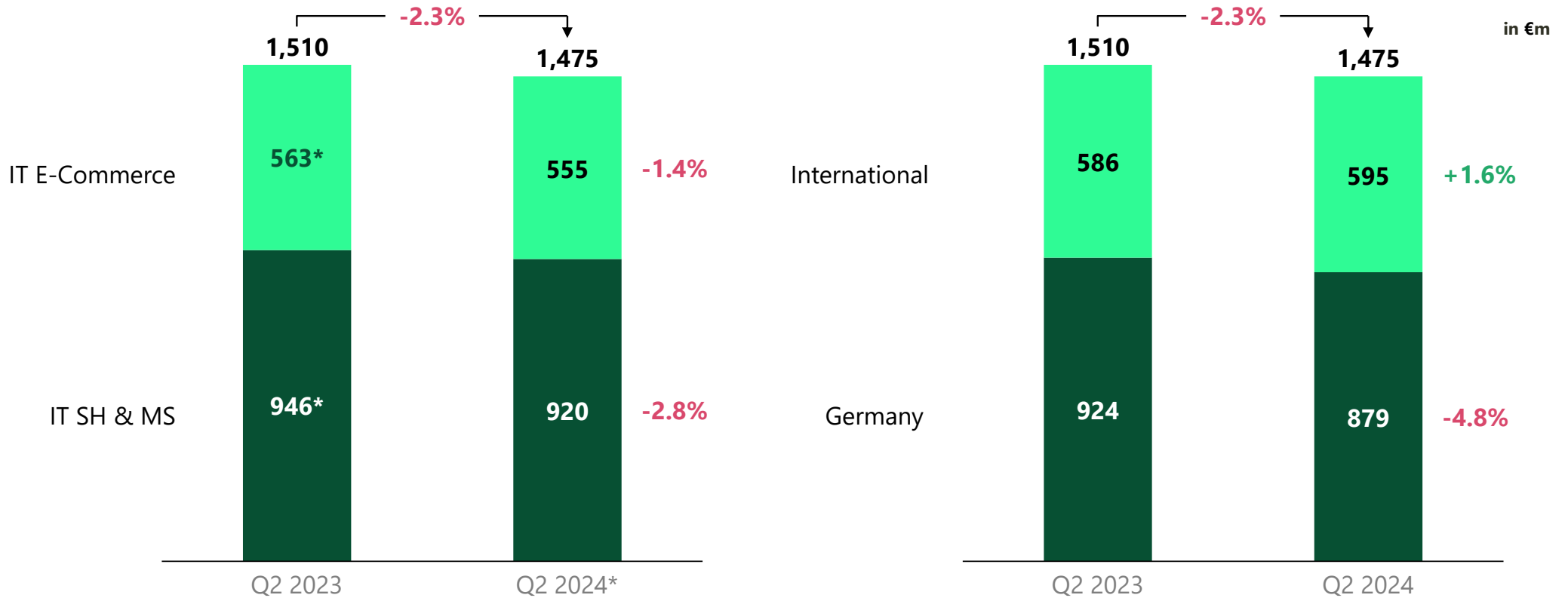


# Revenue – IFRS 15 leads to negative growth.



# Revenue –

Acquisitions support positive growth abroad.

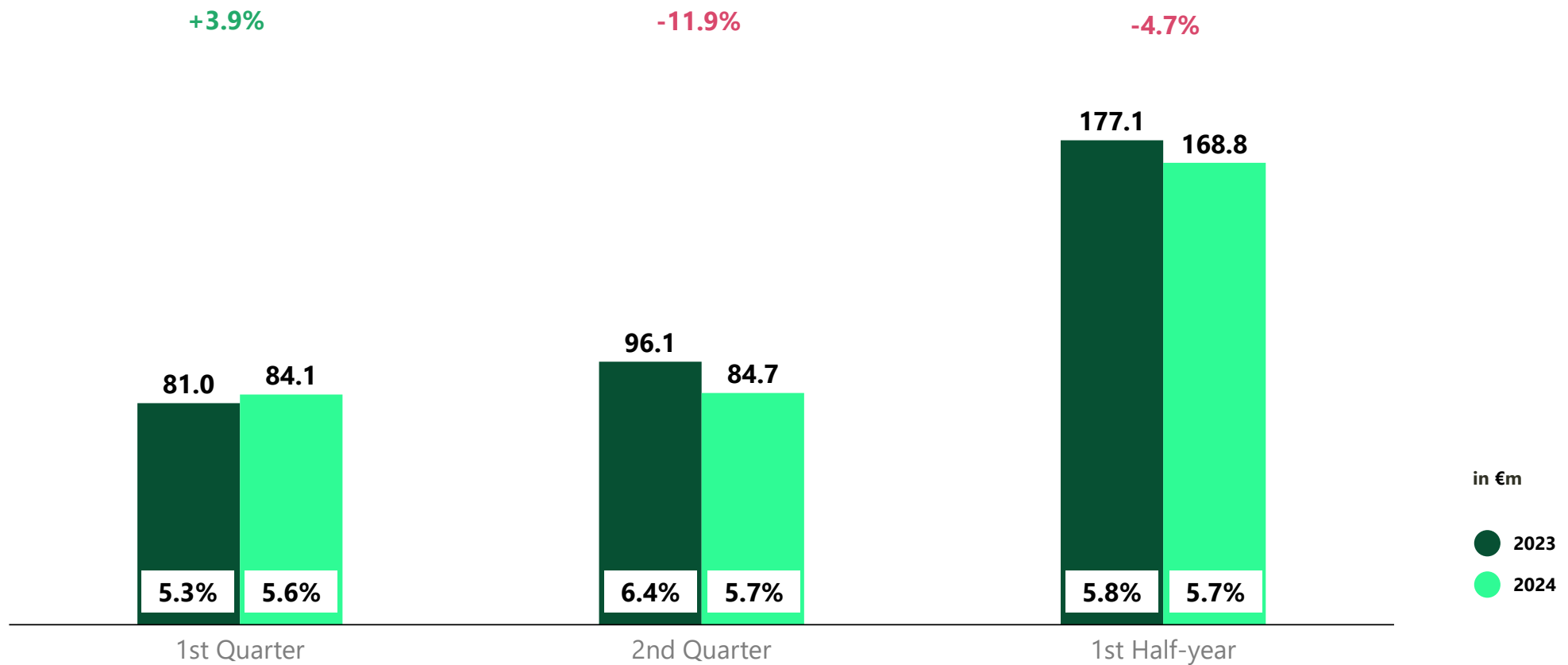


\*adjusted to account for revised segment allocation



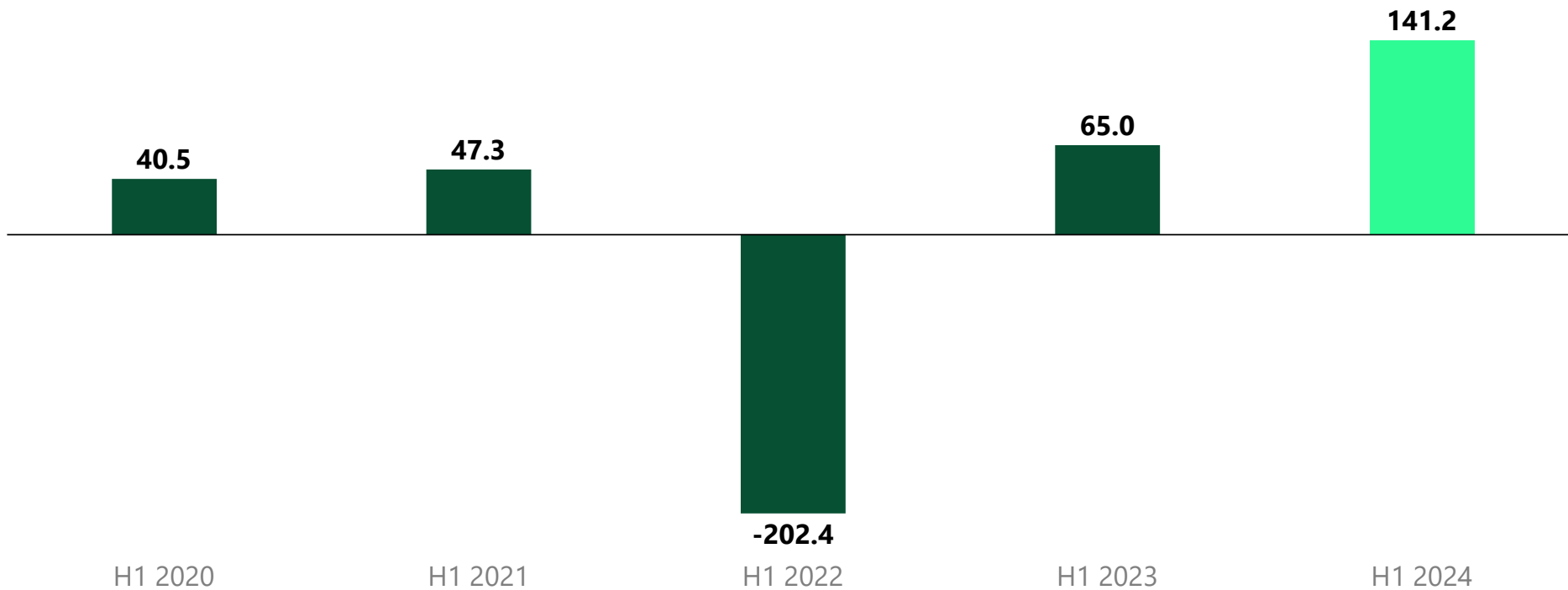
# EBIT –

Weak topline and backend decline increased margin pressure in Q2.

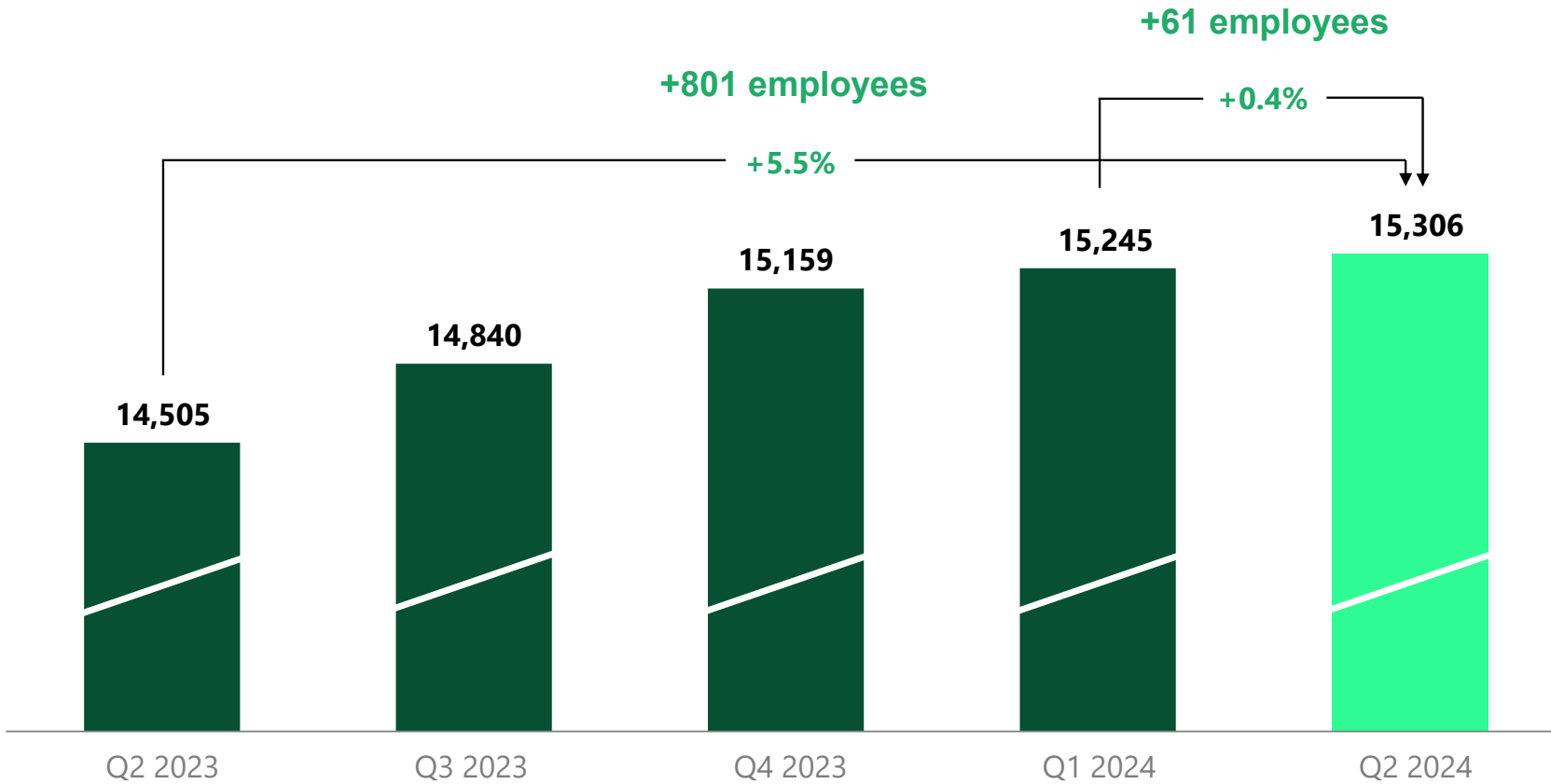


# Operative cashflow – Strong development in first half-year.

in €m



# Employees – Increase without acquisitions of only 1.6%.



**Latest news.**

**4**



**Bechtle considerably bolsters market position in Italy.**

Bechtle AG acquires Magnetic Media Network S.p.A. (MMN) – a leading IT solutions provider in Italy. MMN is headquartered near Milan and has a second site close to Venice.

## **Baden-Württemberg to source data analytics and AI services from Bechtle.**

The bespoke service offering for e-government projects aims to drive the ongoing digital transformation of public services. The contract volume totals up to six million euros.





**Bechtle supports digitalisation in the state of Lower Saxony.**

Bechtle has once again been awarded the framework agreement for project management and independent IT consultation to provide the state's administration and local authorities with a wide-range of services.



**Bechtle awarded federal contract for Apple products.**

Bechtle will supply up to 300,000 Apple devices across the entire federal administration. The contract is worth up to €770 million and has been concluded until the end of 2027.





**Outlook.**

**5**

# Bechtle adjusts forecast.

## Context.

- Overall economic conditions remain challenging in the 2024 fiscal year. No substantial uptick expected in second half-year. Ifo Index and German GDP development in Q2/2024 back up this assessment.
- Need to invest in IT remains high amid the digital transformation and various technological developments. Watchwords: Windows 10, NIS2/Cybersecurity, AI.
- Public-sector business should normalise/stabilise over the course of the year.
- Unchanged continuation of our European M&A strategy.

## Objectives.

- Bechtle scales down fiscal year objectives.
- Business volume, revenue, earnings and EBT margin on par with previous year.

(Previously: Significant growth in terms of business volume/revenue and earnings (5% – 10%) and EBT margin around the previous year's level).

# Time for *questions.*

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