Bechtle AG – Company Presentation

Welcome.
Paris | 31 March 2023
Contents.

1. Introduction to Bechtle AG.
2. Sustainability.
4. Highlights.
5. 2023 outlook.
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

Bechtle direct
Articona
GITA

In 14 countries
Our own brand
Securing global approach

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
<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.

* 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.

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

ETHICAL BUSINESS PRACTICES are a matter of course.

We embrace a sustainable ENVIRONMENTAL approach in everything we do.

The PEOPLE we work with drive our success.

We shape a sustainable DIGITAL FUTURE.

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

## ETHICAL BUSINESS PRACTICES.

### 2022.
- Enhanced supplier management and new auditing procedures.
- 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.

**Focal Points:**

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

- **Revenue**
  - 2021: €5,305
  - 2022: €6,028
  - Increase: +16.6%

- **Business Volume**
  - 2021: €6,246
  - 2022: €7,286
  - Increase: +13.6%
Revenue –
Very strong second half-year.

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2021</th>
<th>2022</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st Quarter</td>
<td>1,291</td>
<td>1,379</td>
<td>+6.8%</td>
</tr>
<tr>
<td>2nd Quarter</td>
<td>1,238</td>
<td>1,418</td>
<td>+14.5%</td>
</tr>
<tr>
<td>3rd Quarter</td>
<td>1,277</td>
<td>1,464</td>
<td>+14.6%</td>
</tr>
<tr>
<td>4th Quarter</td>
<td>1,499</td>
<td>1,768</td>
<td>+17.9%</td>
</tr>
</tbody>
</table>
Revenue – Balanced growth in both segments.

<table>
<thead>
<tr>
<th>Segment</th>
<th>FY.2021</th>
<th>FY.2022</th>
<th>Change</th>
<th>%Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT E-commerce</td>
<td>1,911</td>
<td>2,150</td>
<td>+12.5%</td>
<td>12.5%</td>
</tr>
<tr>
<td>IT SH &amp; MS</td>
<td>3,395</td>
<td>3,878</td>
<td>+14.2%</td>
<td>14.2%</td>
</tr>
<tr>
<td>Germany</td>
<td>3,355</td>
<td>3,732</td>
<td>+11.2%</td>
<td>11.2%</td>
</tr>
<tr>
<td>International</td>
<td>5,305</td>
<td>6,028</td>
<td>+17.7%</td>
<td>17.7%</td>
</tr>
</tbody>
</table>

Revenue in €m:
- IT E-commerce: +13.6%
- International: +11.2%
- Germany: +17.7%
Gross margin – Remains consistently high.

2018: 16.8%
2019: 16.3%
2020: 17.0%
2021: 17.3%
2022: 17.5%
EBIT – Significant increase over previous year.

- IT SH & MS 2021: 212.2 in €m, 2022: 227.0 in €m, +7.0%
- IT E-commerce 2021: 113.5 in €m, 2022: 128.4 in €m, +6.0%
- Group 2021: 325.7 in €m, 2022: 355.4 in €m, +9.1%
EBIT –
Strong end-of-year development.

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st Quarter</td>
<td>62.1</td>
<td>75.3</td>
</tr>
<tr>
<td>2nd Quarter</td>
<td>82.6</td>
<td>89.8</td>
</tr>
<tr>
<td>3rd Quarter</td>
<td>88.4</td>
<td>89.4</td>
</tr>
<tr>
<td>4th Quarter</td>
<td>92.5</td>
<td>100.9</td>
</tr>
</tbody>
</table>

+21.2%  +8.7%  +1.1%  +9.0%
Operative cashflow – Noticeably positive upswing in the fourth quarter.

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Operative Cashflow (€m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st Quarter</td>
<td>-127.1</td>
</tr>
<tr>
<td>2nd Quarter</td>
<td>-75.3</td>
</tr>
<tr>
<td>3rd Quarter</td>
<td>-28.3</td>
</tr>
<tr>
<td>4th Quarter</td>
<td>347.4</td>
</tr>
<tr>
<td>FY.2022</td>
<td>116.7</td>
</tr>
</tbody>
</table>
Employees – Disproportionately increase.
4  Highlights.
Bechtle anchor shareholder launches foundation.
Karin Schick announced the inception of a foundation named after her parents, Gerhard and Ilse Schick. The foundation secures a Bechtle AG anchor shareholder for the long term and is a tribute to the life’s work of Bechtle co-founder Gerhard Schick.
Bechtle acquires systems integrators in the Netherlands and UK.

Bechtle is further pursuing its growth strategy on the European market and has acquired its first companies outside DACH with PQR and AXEZ in the Netherlands, and ACS Systems and Tangible Benefit in the UK.
Climate Protection Strategy 2030.
Bechtle published its Climate Protection Strategy 2030, setting out goals and measures towards achieving net-zero carbon emissions by 2030.
Bechtle has record-breaking trainee year.
Bechtle kicked off the 2022 academic year with a new record. With 256 vocational trainees and dual students, more young people than ever are starting off their professional lives at Bechtle.
5 2023 outlook.
Forecast – Digitalisation continues to drive growth.

**Average growth per year**

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

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue in €bn</th>
<th>Average growth per year</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>102.3</td>
<td></td>
</tr>
<tr>
<td>2021</td>
<td>111.6</td>
<td>+7.3%</td>
</tr>
<tr>
<td>2022</td>
<td>118.9</td>
<td></td>
</tr>
<tr>
<td>2023</td>
<td>126.4</td>
<td></td>
</tr>
</tbody>
</table>

Source: bitkom

**Average growth per year**

**IT security – High potential.**

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue in $bn</th>
<th>Average growth per year</th>
</tr>
</thead>
<tbody>
<tr>
<td>2023</td>
<td>44.0</td>
<td></td>
</tr>
<tr>
<td>2024</td>
<td>48.7</td>
<td>+10.3%</td>
</tr>
<tr>
<td>2025</td>
<td>53.7</td>
<td></td>
</tr>
<tr>
<td>2026</td>
<td>59.2</td>
<td></td>
</tr>
<tr>
<td>2027</td>
<td>65.3</td>
<td></td>
</tr>
</tbody>
</table>

Source: statista, IT security market in Europe

**Average growth per year**

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

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue in €bn</th>
<th>Average growth per year</th>
</tr>
</thead>
<tbody>
<tr>
<td>2023</td>
<td>100.0</td>
<td></td>
</tr>
<tr>
<td>2024</td>
<td>115.0</td>
<td>+12.0%</td>
</tr>
<tr>
<td>2025</td>
<td>129.4</td>
<td></td>
</tr>
<tr>
<td>2026</td>
<td>143.2</td>
<td></td>
</tr>
<tr>
<td>2027</td>
<td>157.6</td>
<td></td>
</tr>
</tbody>
</table>

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

IT market in Germany – Consistently high growth.

IT security – High potential.

Cloud services – Gaining ground in Europe.
Outlook –
2023 will be challenging. 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.
- We will succeed in balancing out the inflation-related increase of the cost basis.

Realistic objectives.
- Bechtle is optimistic for the current fiscal year.
  - Significant growth in terms of revenue/business volume and earnings (5% – 10%).
  - EBT margin more or less on previous year’s level.
Any questions?

All key figures and information can also be found at: bechtle.com/reports