

The background of the slide is a photograph of a hand wrapped in white medical bandages. The hand is positioned palm-up, with fingers slightly spread. A fine mist of white powder is being blown across the hand from the right, creating a dynamic, ethereal effect. The background is a blurred green, suggesting an industrial or laboratory setting.

# Bechtle AG – Company Presentation

Munich | 21 September 2021.

# Contents.

- 1 Introduction to Bechtle AG.
- 2 Business Development Q2 2021.
- 3 The Bechtle share.
- 4 Highlights.
- 5 2021 outlook.

# 1 Introduction to Bechtle AG.



# Vision 2030.

## Bechtle: 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.



# Bechtle AG Organisation.

## BECHTLE AG Chairman of the Executive Board: Dr Thomas Olemotz

### Central Divisions

#### SEGMENT IT System Houses & Managed Services COO: Michael Guschlbauer

IT System Houses	Bechtle Managed Services	Specialists
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Germany, Austria, Switzerland

#### SEGMENT IT E-Commerce COO: Jürgen Schäfer

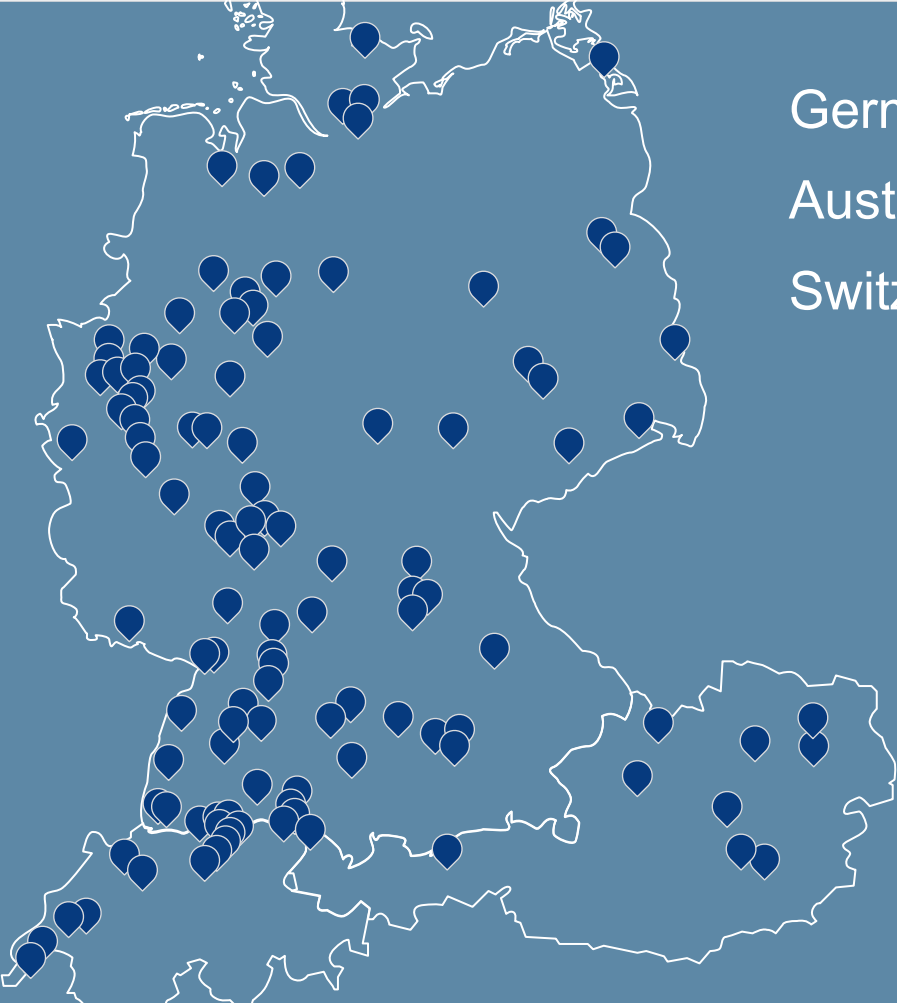
Bechtle direct	ARP	Inmac Wstore
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In 14 countries	In 6 countries	In France
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### Logistics & Services

# Bechtle IT Systems Houses. In Germany, Austria and Switzerland.

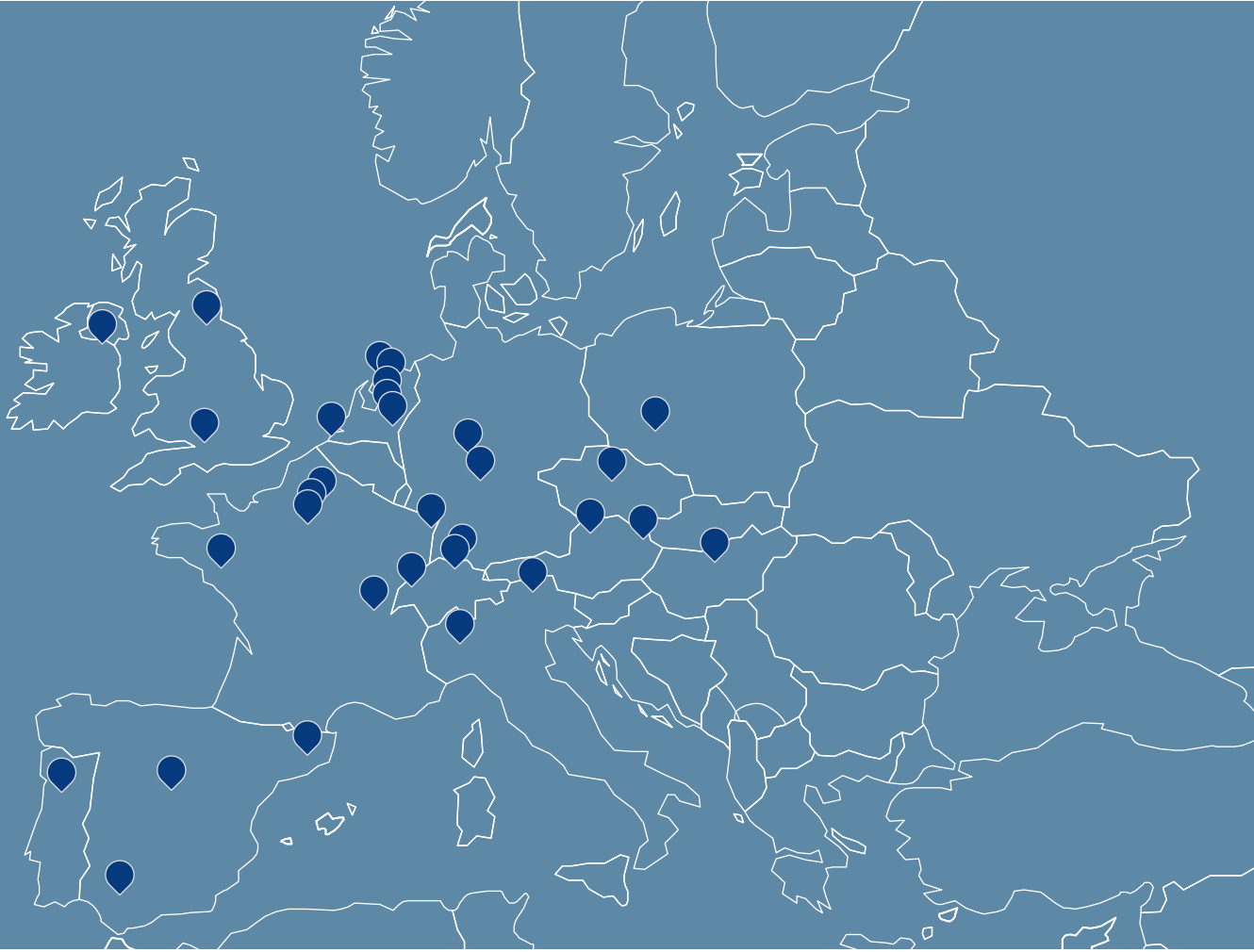
- Widespread, regional coverage
- Consulting, procurement and services
- Some 80 locations in Germany, Austria and Switzerland
- Individual e-procurement services at [bechtle.com](https://www.bechtle.com)
- Employees in 2020: 9,736
  - Services: Approx. 5,700
- Revenue in 2020: €3.9bn



Germany	54
Austria	10
Switzerland	14

# Bechtle IT E-Commerce. The European powerhouse.

- Brands: Bechtle direct, ARP, Inmac Wstore (FR), BuyIT (NL), Bechtle Comsoft (FR)
- Home brand: Articon
- In 14 European countries
- Cross-channel strategy: Digital reach with personal account management
- Individual e-procurement services at bechtle.com
- Employees in 2020: 2,444
- Revenue in 2020: €2.0bn

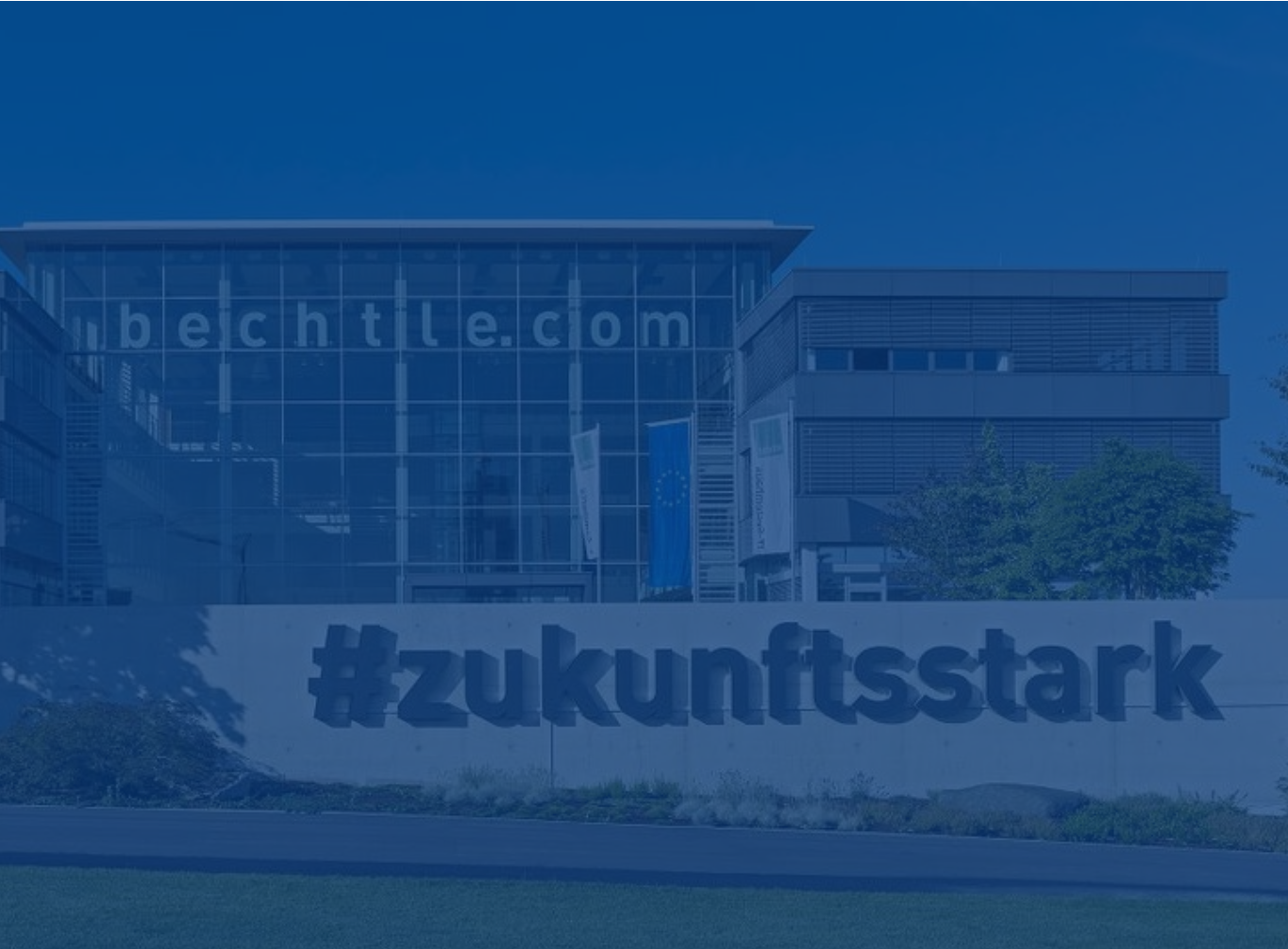


# Nr. 1 Ranked System House in Germany.

Revenue in Germany (in €m)

RANK	COMPANY	2020
1	Bechtle	3,661
2	Computacenter	2,108
3	Software One	1,800
4	Cancom	1,390
5	SVA System Vertrieb Alexander	1,036
6	T-Systems International	900
7	NTT Data	840
8	msg systems	779
9	Atos IT-Solutions and Services	760
10	ACP Gruppe	700

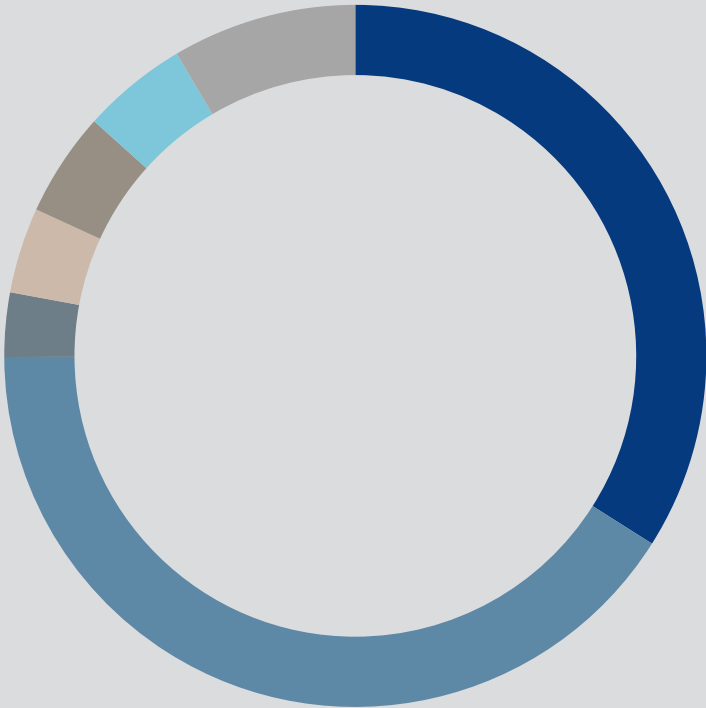
Source: Channelpartner 08/2021





# Shareholder Structure.

Baillie Gifford	8.75%
AGI	5.00%
DWS	4.95%
BlackRock	4.07%
Flossbach von Storch	3.05%



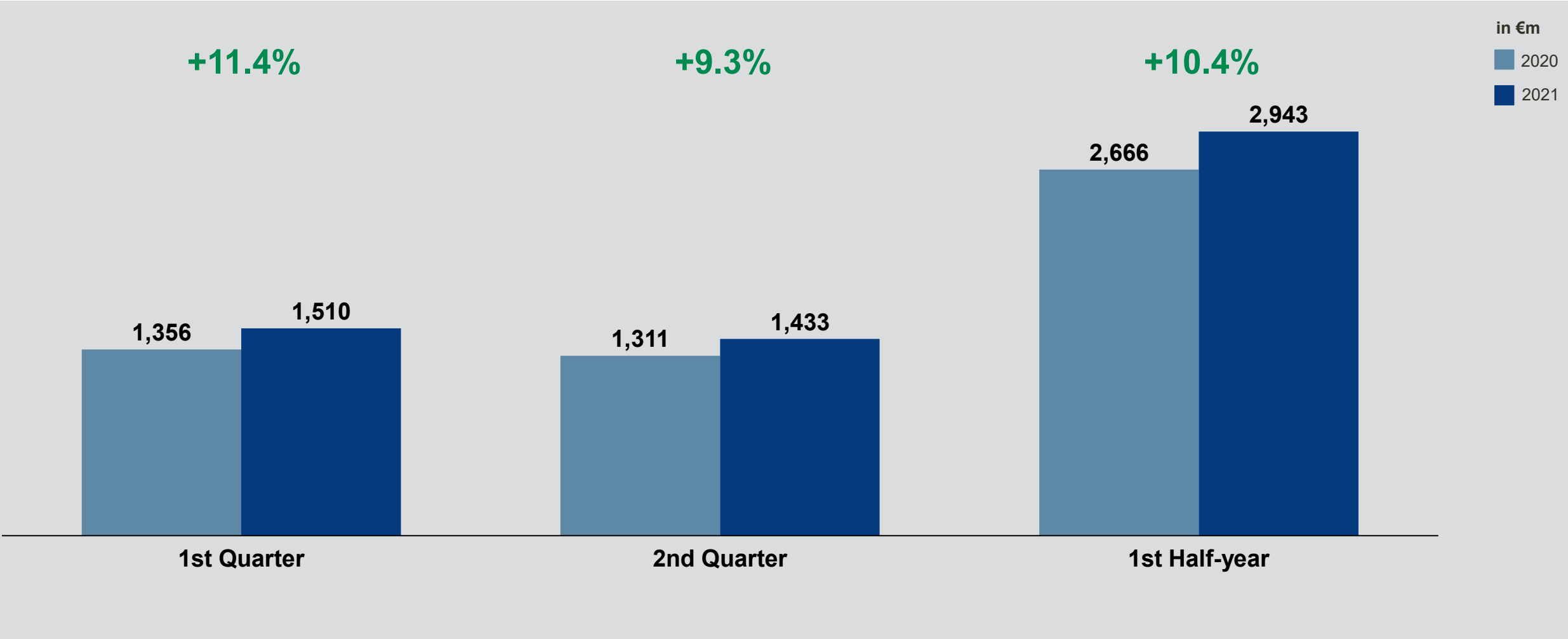
Schick Family 35.02%

Other Freefloat 39.16%

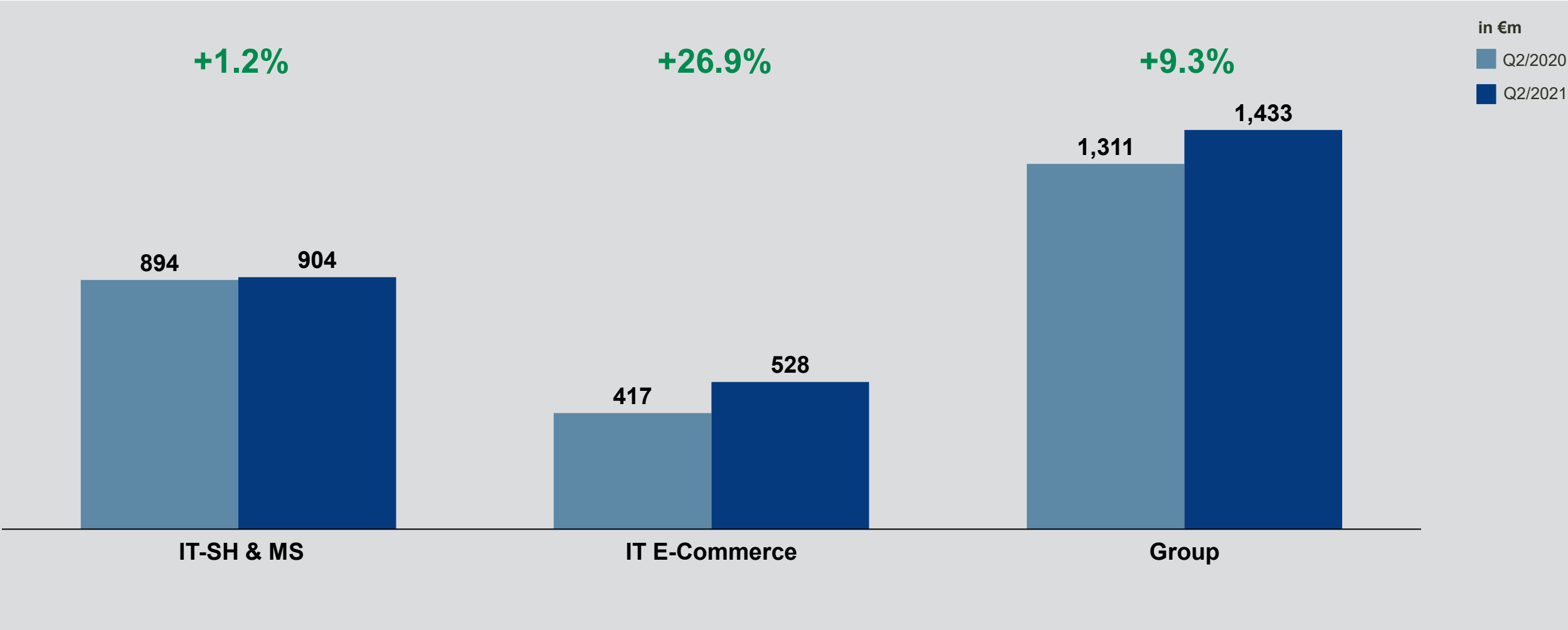
Current of: September 2021, 126 million shares

# 2 Business Development Q2 2021.

# Revenue – Growth maintains high level.



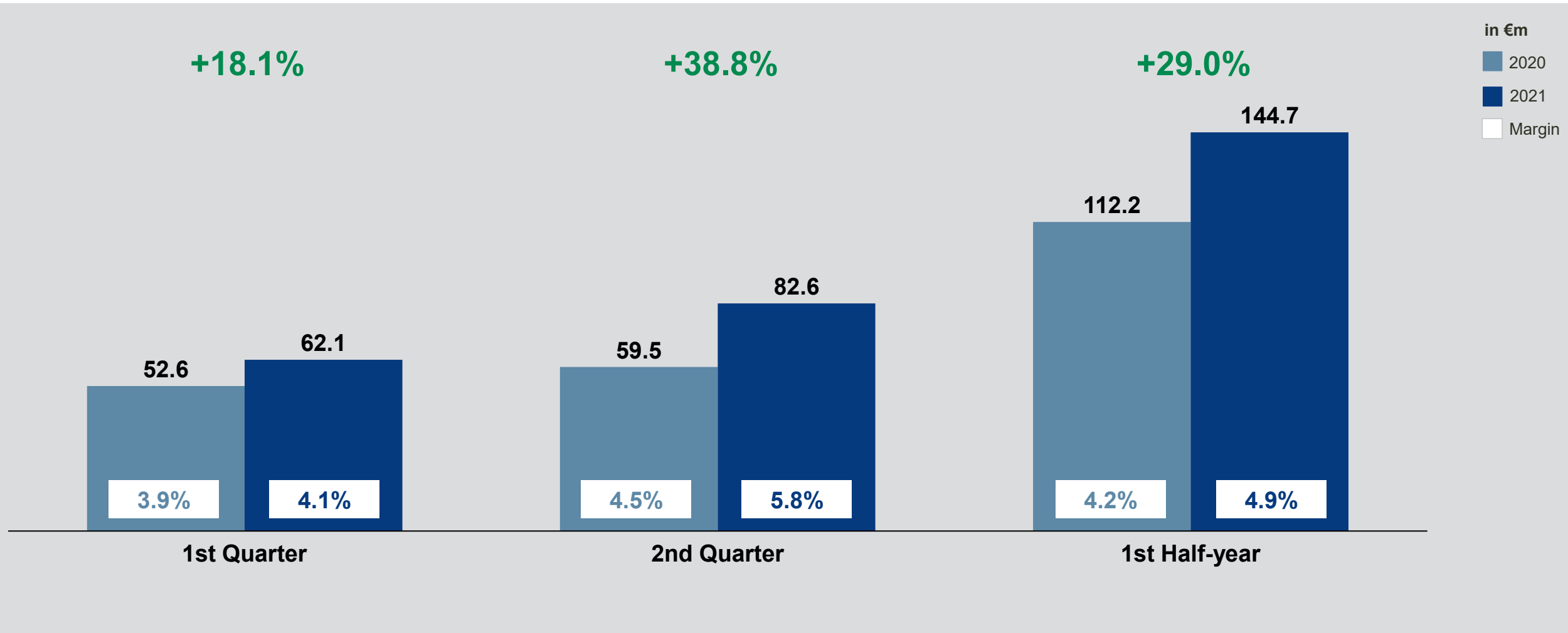
# Revenue – Effects of prior year impede segment comparison.





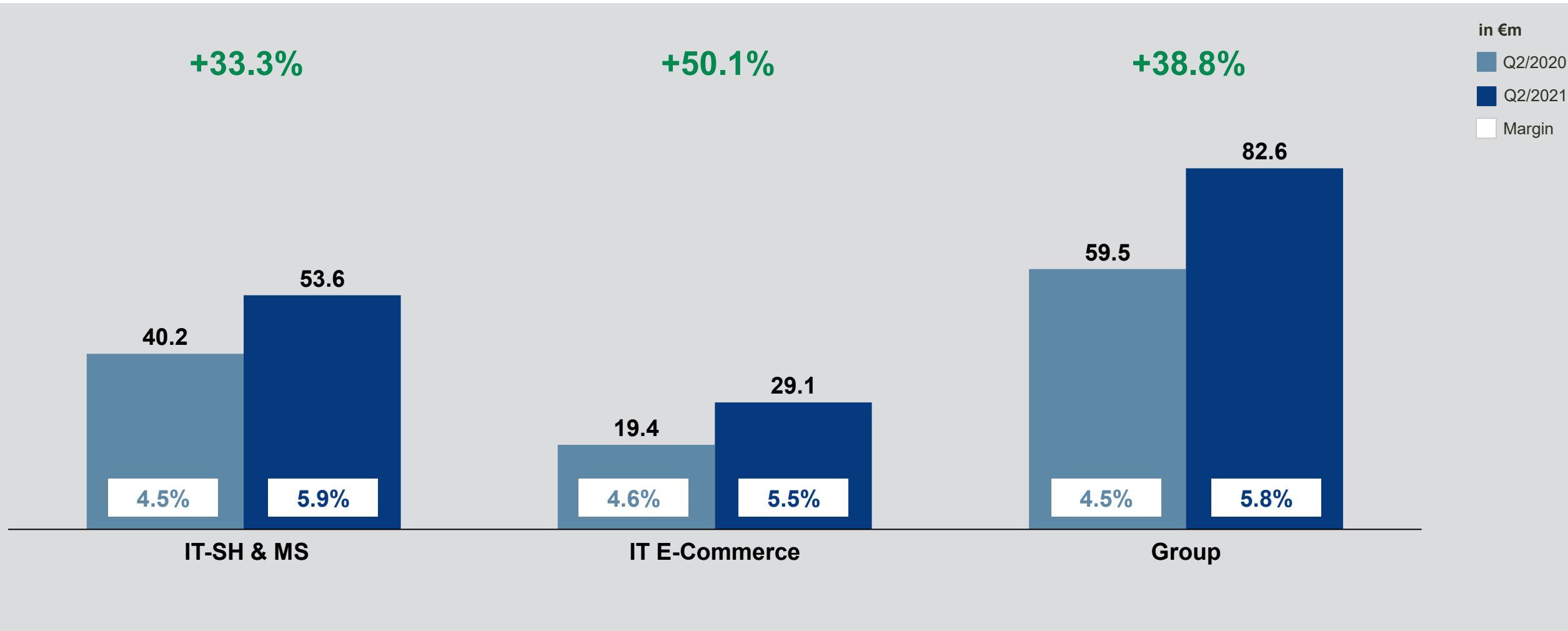
# EBIT –

Half-year results show operative strength – One-off effects balancing out.



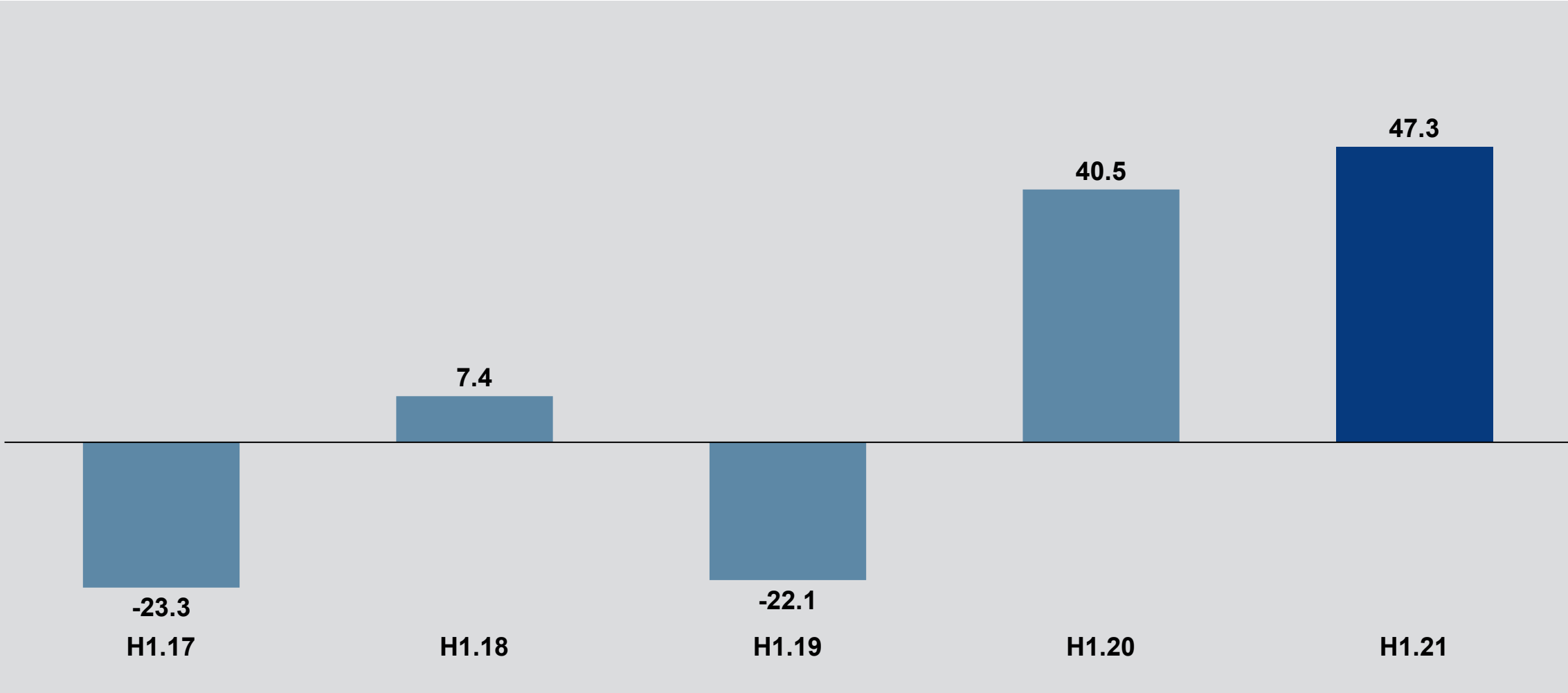
# EBIT –

Operative strength and one-off effect lead to outstanding increase in earnings.

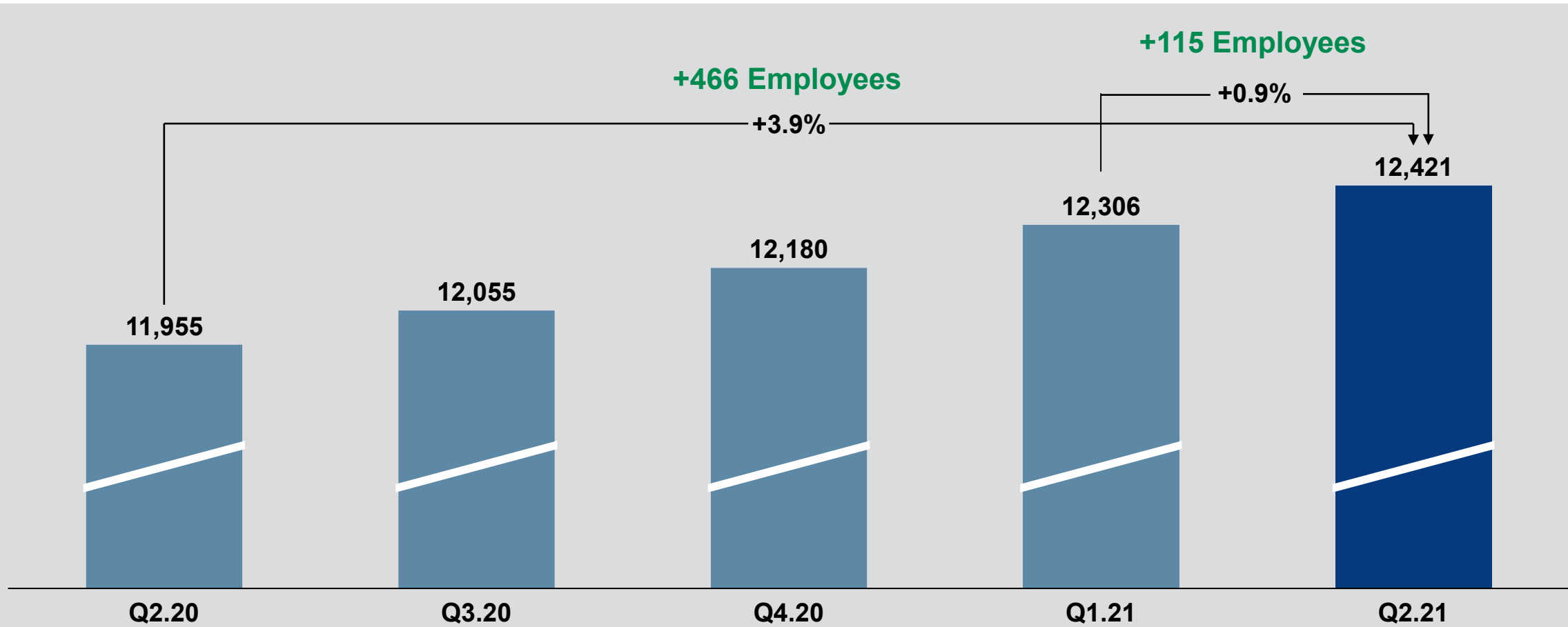


# Operating cashflow – Positive development continues.

in €m



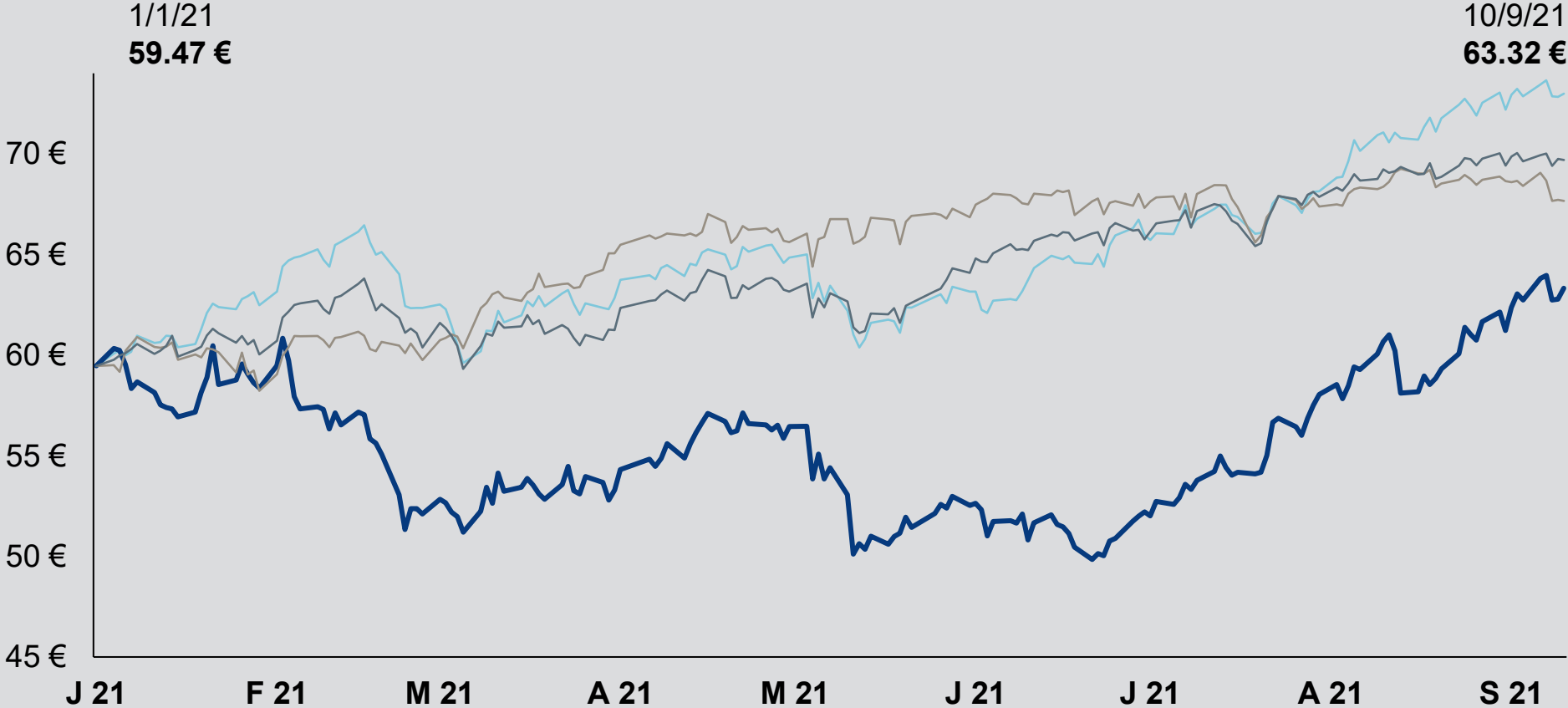
# Employees – Increase in headcount predominantly down to new hires.





# 3 The Bechtle share.

# Bechtle share – New all-time high after share split.



Share price adapted to split

### Performance (ytd)

Bechtle	+6.5%
TecDAX*	+22.7%
MDAX*	+17.2%
DAX*	+13.8%

\* indexed

# 4 Highlights.

# 1

## **Bechtle to market Fairphone.**

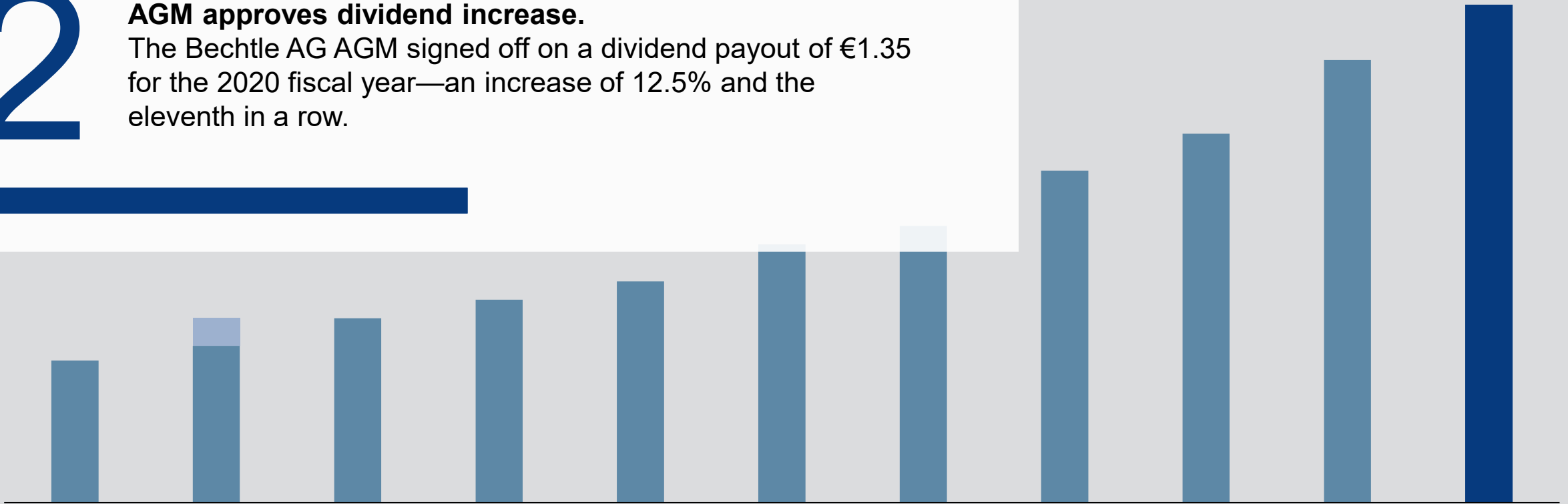
Bechtle has agreed to a partnership with Fairphone to market the company's products in several European countries.



# 2

## AGM approves dividend increase.

The Bechtle AG AGM signed off on a dividend payout of €1.35 for the 2020 fiscal year—an increase of 12.5% and the eleventh in a row.



# 3

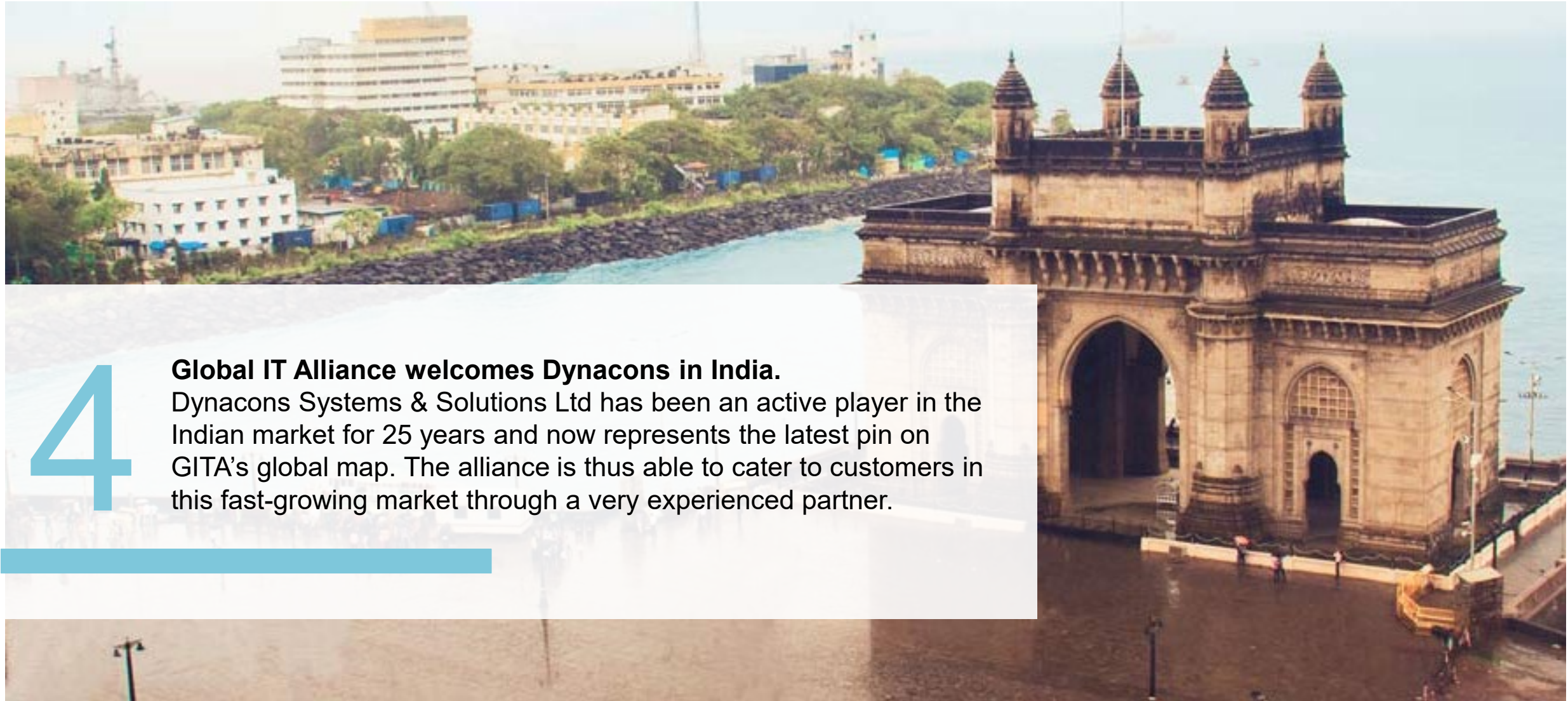
## **Stock split was implemented from 13 - 16 August 2021.**

The AGM also signed off on an increase in share capital from company funds. It's effect is similar to a 3-for-1 forward stock split. Since 16 August 2021, the Bechtle share capital has tripled and the stock price was divided by three.

## 4

**Global IT Alliance welcomes Dynacons in India.**

Dynacons Systems & Solutions Ltd has been an active player in the Indian market for 25 years and now represents the latest pin on GITA's global map. The alliance is thus able to cater to customers in this fast-growing market through a very experienced partner.





# 5

## **Bechtle acquires CAD/CAM/PLM specialist Cadmes.**

Founded in 1991 with a focus on Dassault Systèmes SOLIDWORKS 3D CAD software, the specialist reseller currently employs around 100 staff. In the 2020 fiscal year, Cadmes generated revenue of some 17 million euros.

# 6

## **Bechtle donates to flood victims and sets up relief fund.**

Bechtle has set up its own relief fund, contributing an initial €500,000. The company has also donated an additional €500,000 to the charity *Aktion Deutschland Hilft*.

# 5 2021 outlook.



# 2021 outlook – Earnings forecast increased.

## Economic conditions and assumptions.

- Economy continues to improve over the course of the year.
- Demand for IT remains high in Bechtle core markets.
- Delivery bottlenecks expected to remain until well in to 2022.

## 2021 forecast.

- Bechtle remains optimistic for the fiscal year.
  - Revenue forecast remains unchanged. Significant growth expected (5 - 10%)
  - Very significant EBT growth (>10%)
  - EBT margin above previous year's level.

# Any questions?

For more information:  
[bechtle.com](https://www.bechtle.com)

