

Bechtle AG – Company Presentation

Neckarsulm | 30 March 2021.

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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.



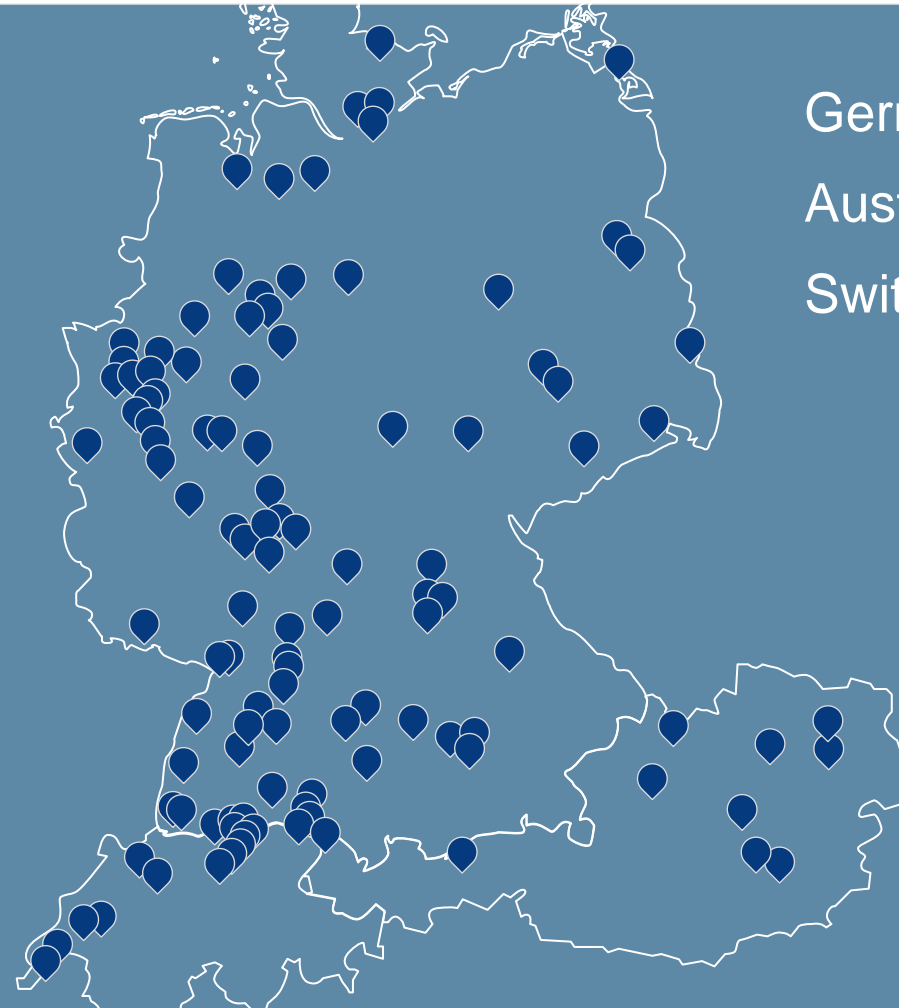
IT is our passion.

We are professionals. We strive to excel and we have what it takes. Bechtle is a place where great people accomplish great things.



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

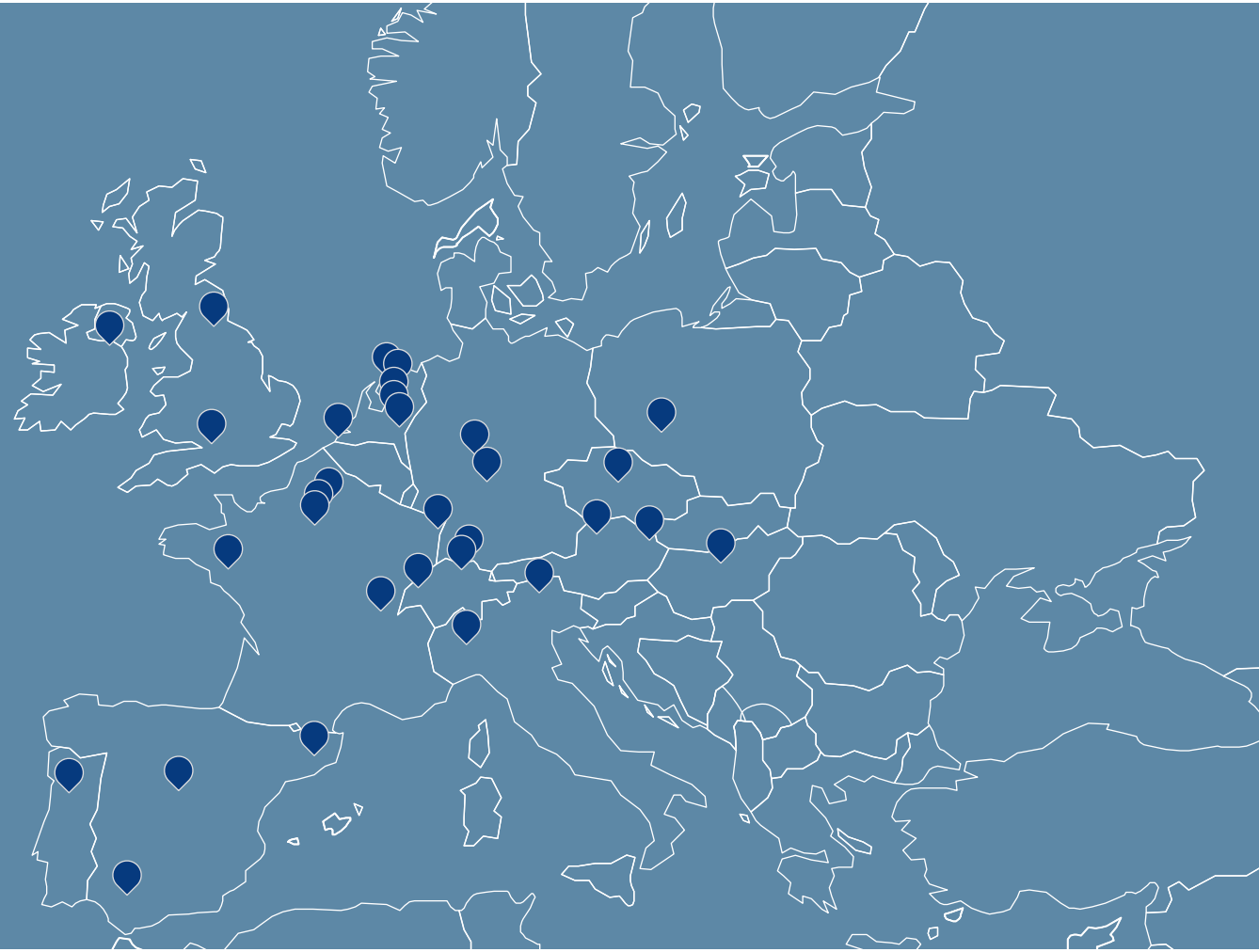
- Widespread, regional coverage
- Consulting, procurement and services
- Some 80 locations in Germany, Austria and Switzerland
- Individual e-procurement services at [bechtle.com](https://www.bechtle.com)
- Employees in 2020: 9,736
 - Services: Approx. 5,700
- Revenue in 2020: €3.9bn



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	2019
1	Bechtle	3,337
2	Computacenter	2,227
3	Software One	1,720
4	T-Systems International	1,600
5	Cancom	1,295
6	SVA System Vertrieb Alexander	887
7	Axians Deutschland	825
8	Atos IT-Solutions and Services	710
9	ACP Gruppe	680
10	Infosys Ltd.	550

Source: Channelpartner 07/2020



#zukunftsstark

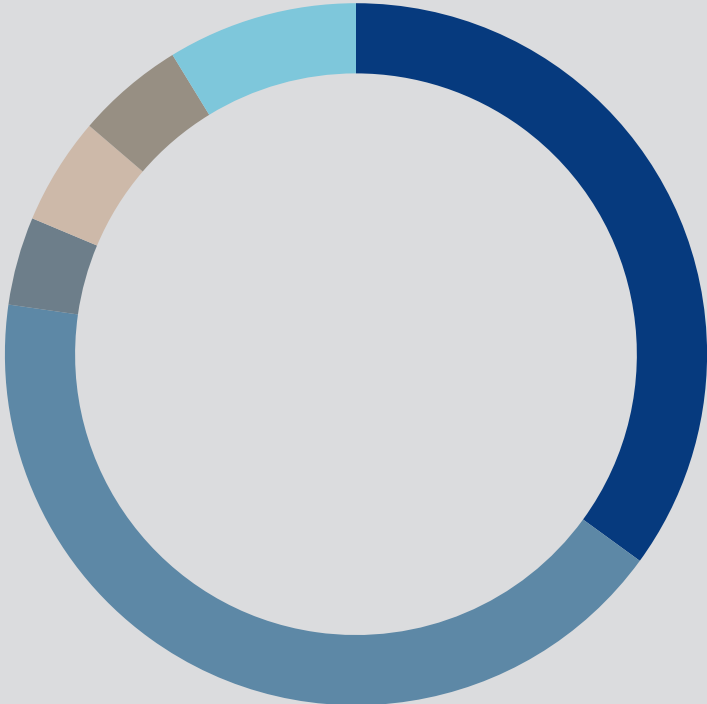
Shareholder Structure.

Baillie Gifford 8.75%

AGI 4.97%

DWS 4.95%

BlackRock 4.07%



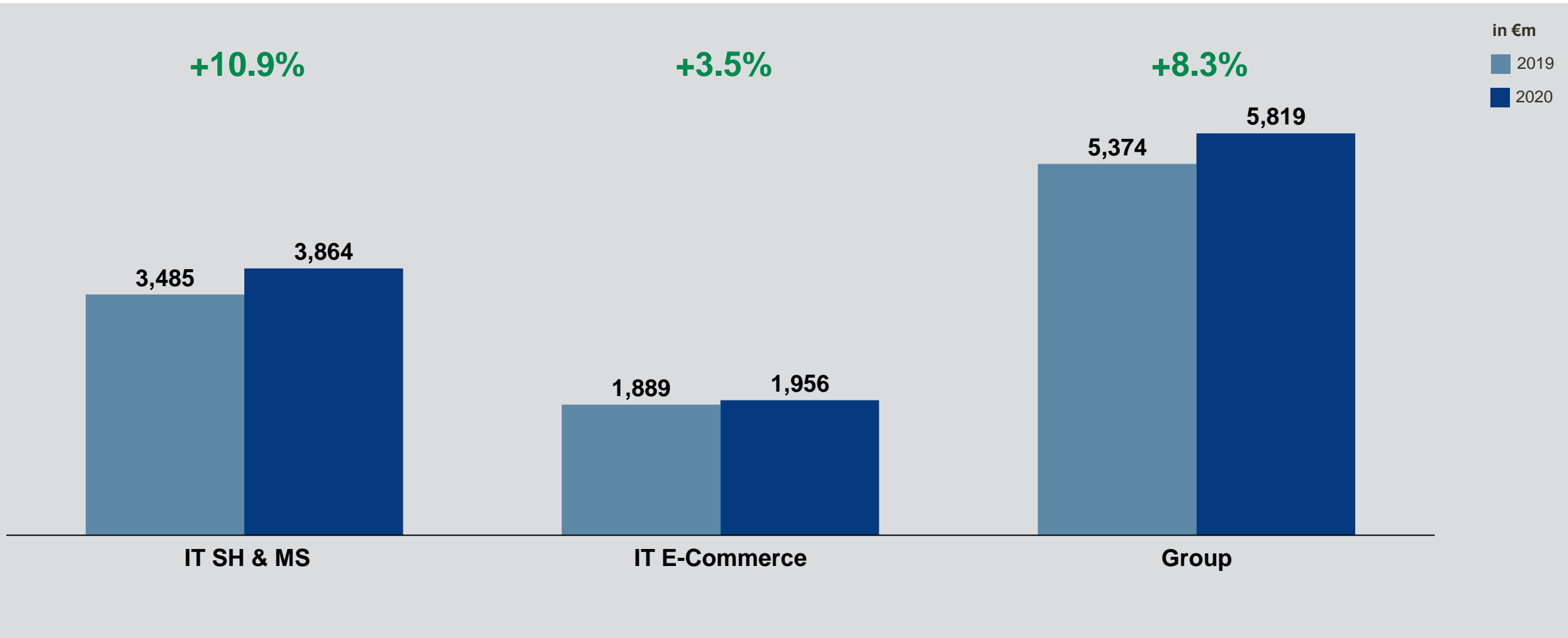
Schick Family 35.02%

Other Freefloat 42.24%

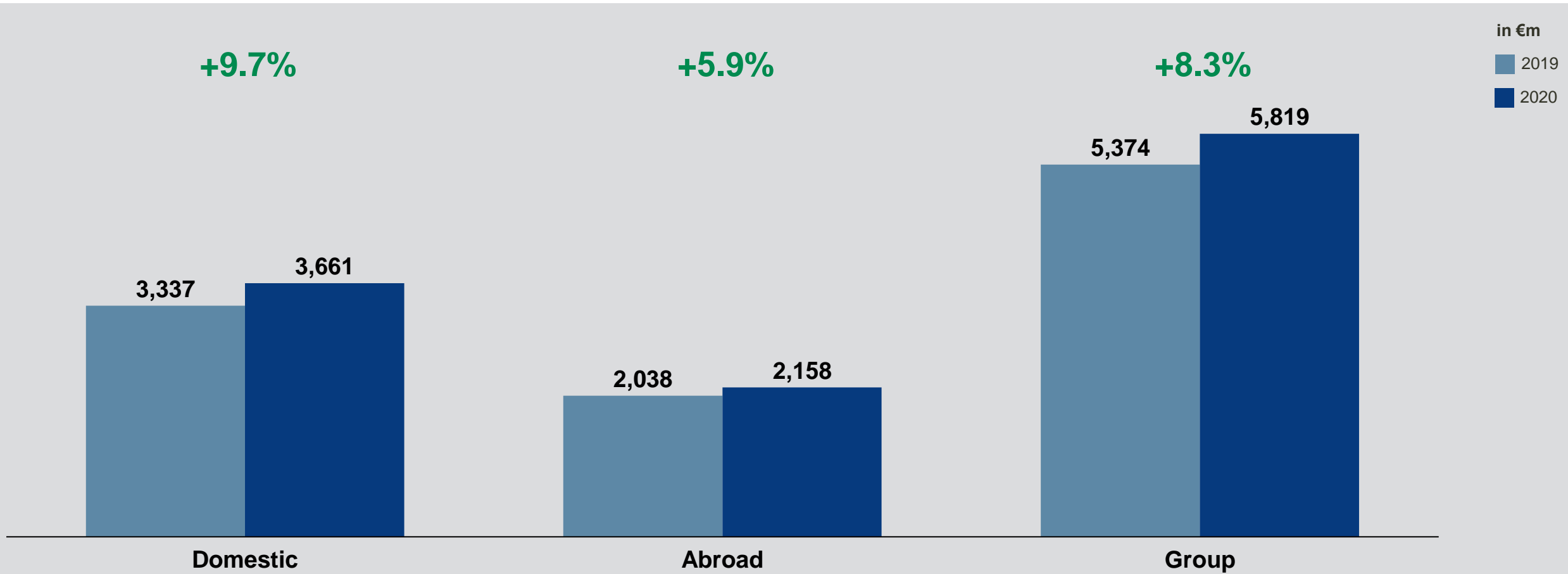
Current of: February 2021, 42 million shares

2 Business Development in 2020.

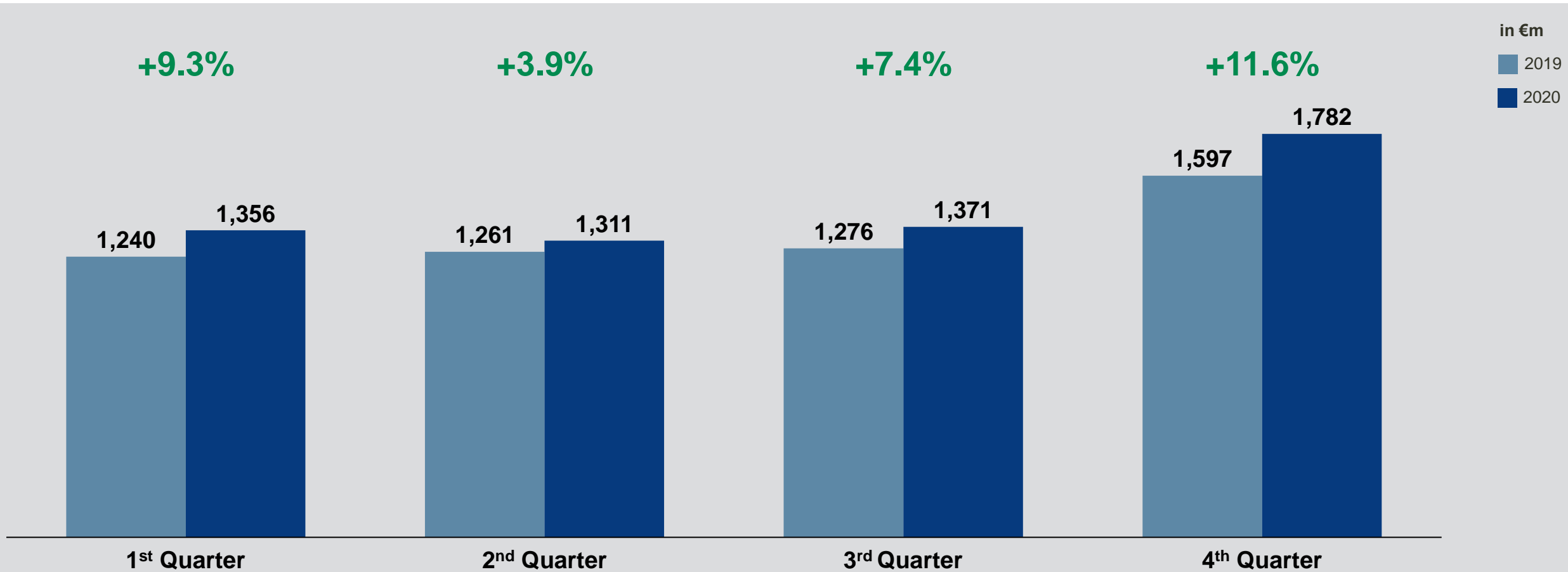
Revenue – growth in all segments.



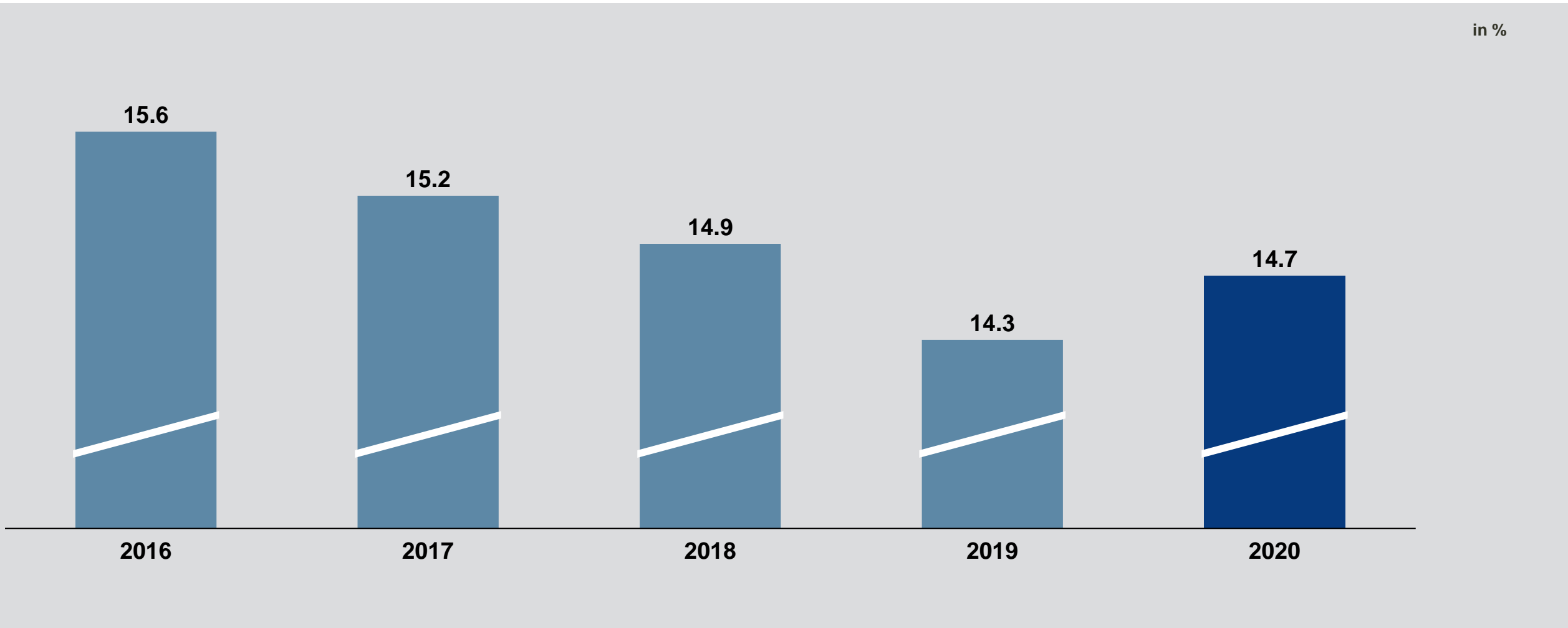
Revenue – effects of pandemic felt more keenly abroad.



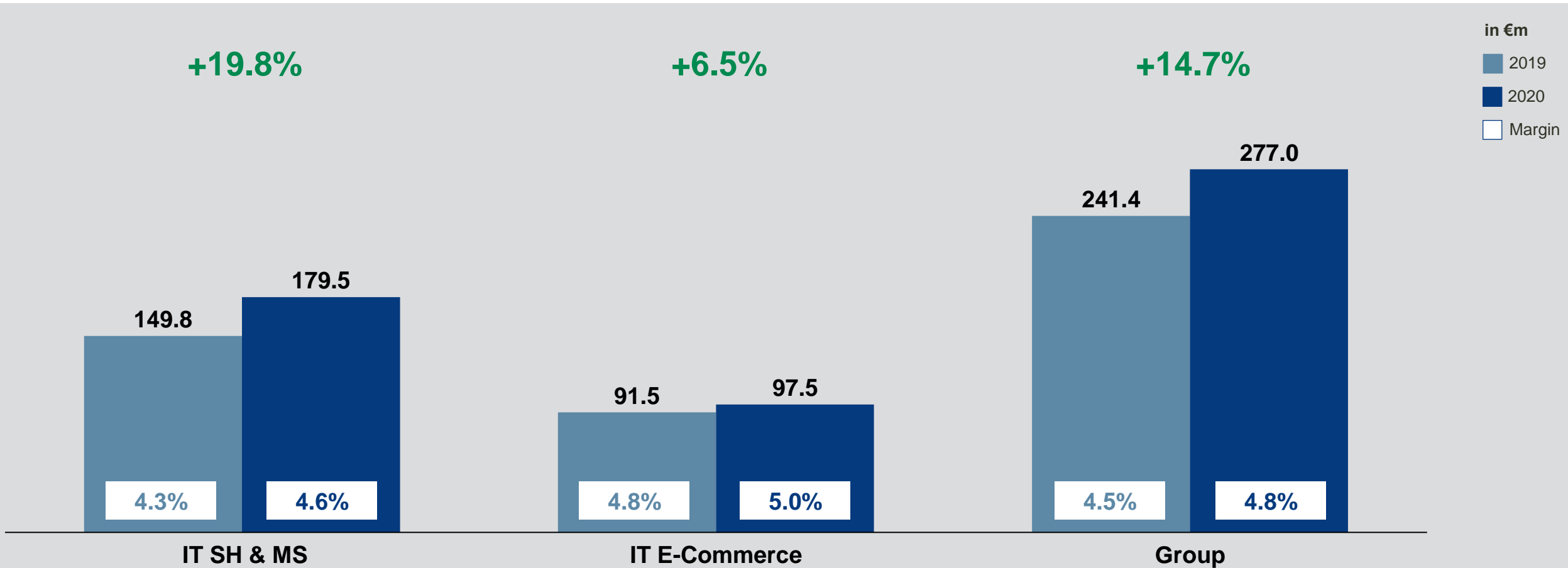
Revenue – very strong second half-year.



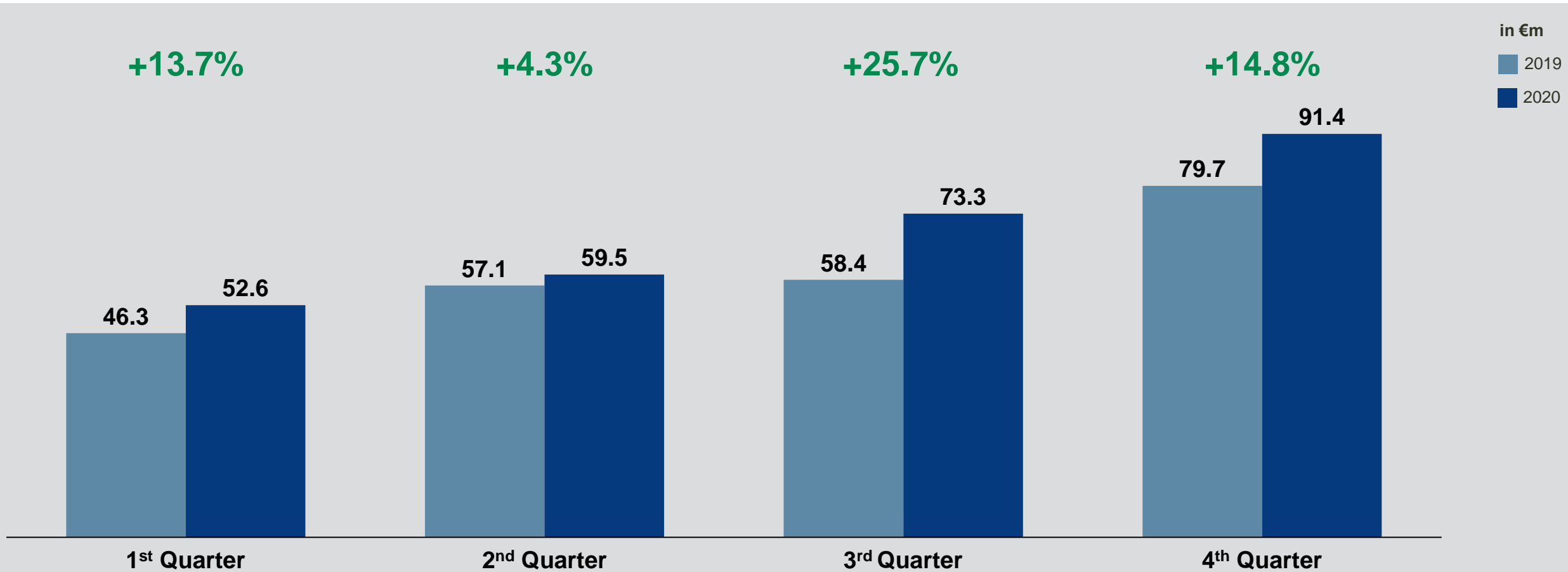
Gross margin – affected by positive one-offs.



EBIT – growth in earnings in both segments, high margin in E-Commerce.

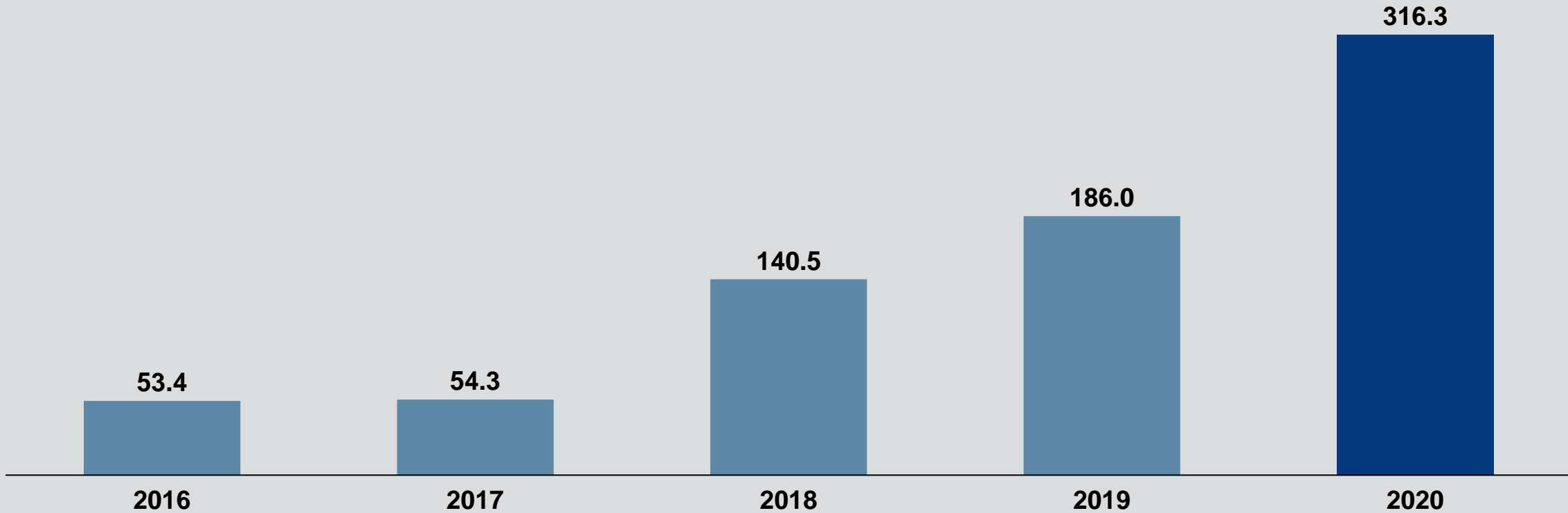


EBIT – very strong earnings development in the second half-year.

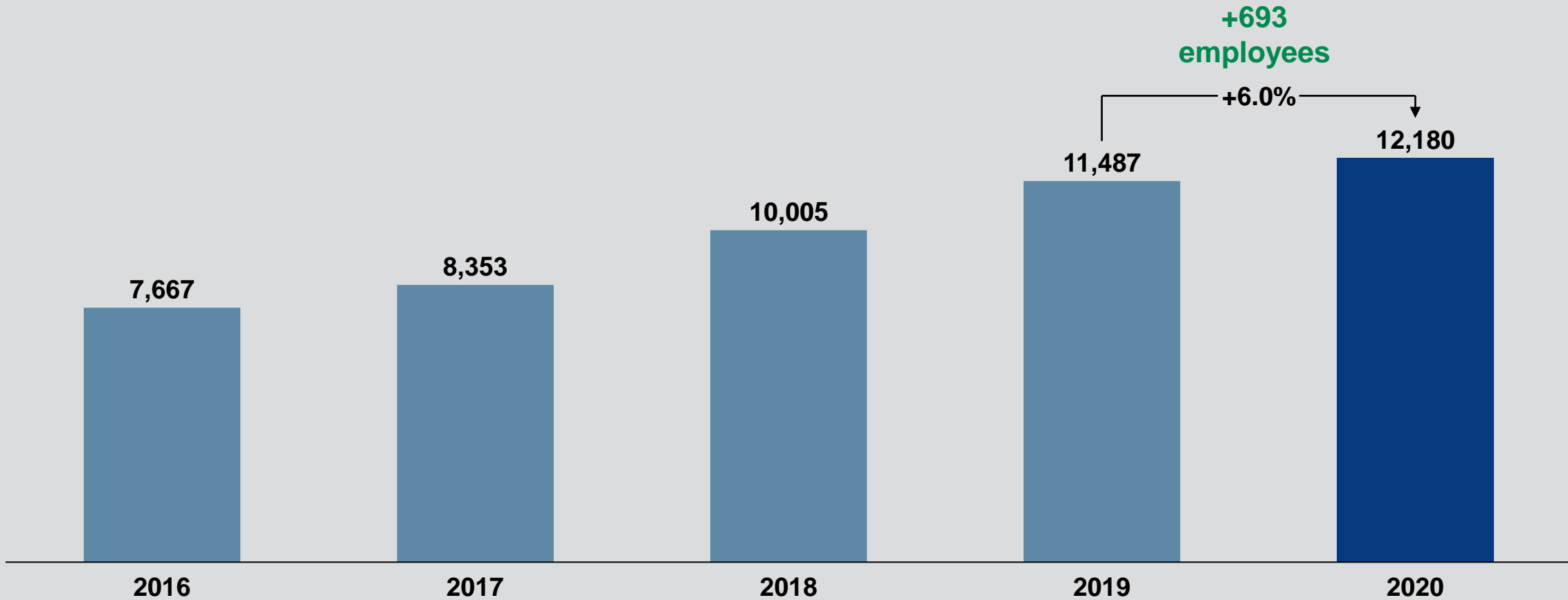


Operating cash flow – successful working capital management.

in €m

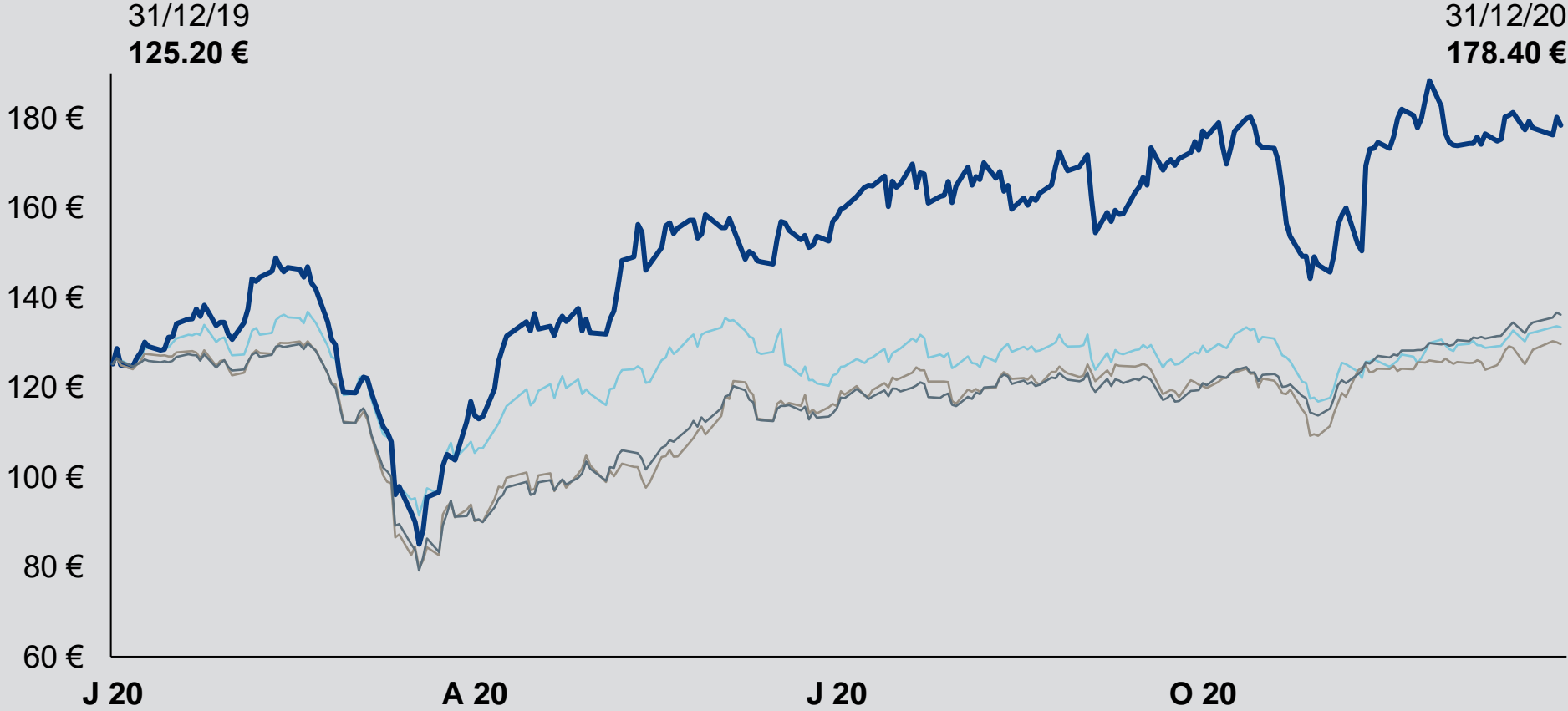


Employees – strong employer brand secures growth.



3 Shares and Dividend.

The Bechtle share – impressive performance.

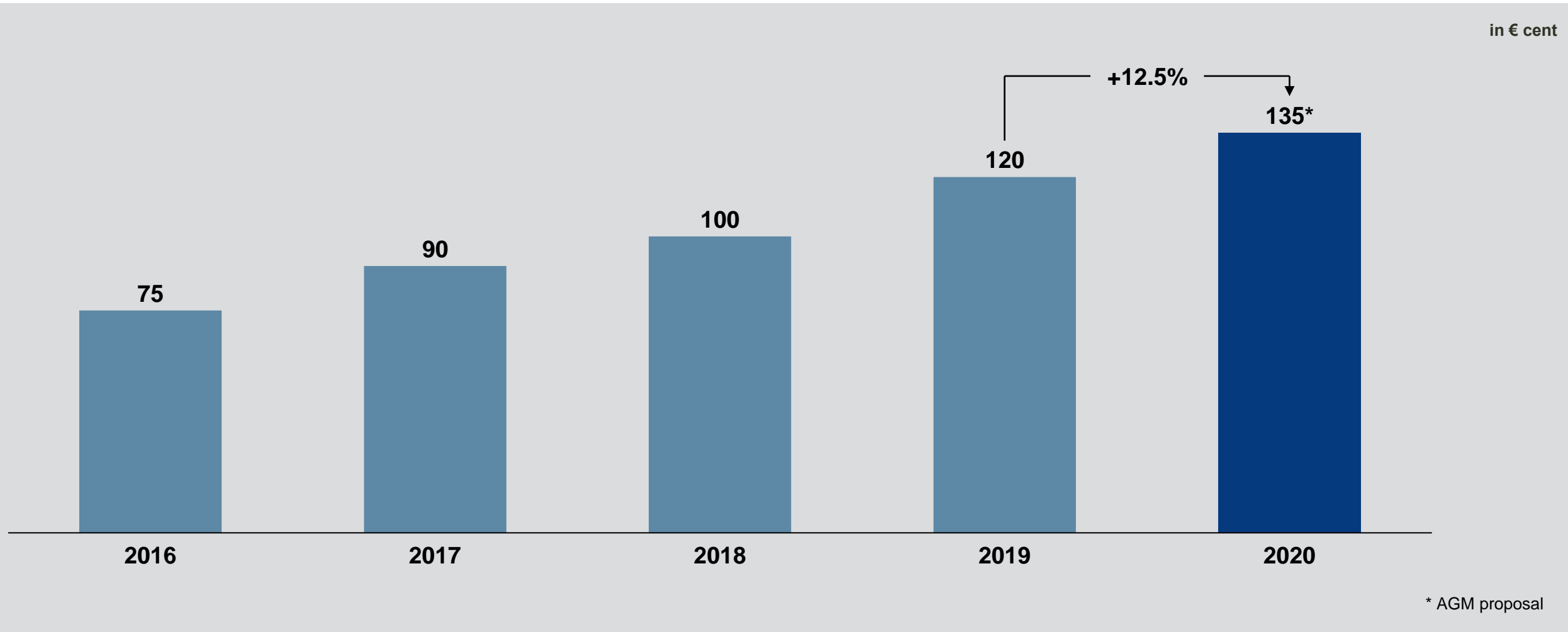


Performance (yoy)

Bechtle	+42.5%
MDAX*	+8.8%
TecDAX*	+6.6%
DAX*	+3.5%

* Indexed

Dividend – 11th increase in a row is testament to a dependable dividend policy.



4 2020 highlights.

1

Strong IT partner for public sector customers.

Bechtle rolls out a collaboration platform for the state government of Saarland in record time, and wins the contract from the Saarbrücken Regional Association for 20,000 notebooks and network infrastructure for schools in the state.

Bechtle wins IT.Niedersachsen's project management and strategic consulting framework contract for IT processes.



2

Ambassador for future-facing technology.
Supported by Bechtle, Baden-Württemberg presents cutting edge AI technology on the 30th anniversary of German Unity Day.

3

Successful acquisitions in 2020.

With Linz-based dataformers GmbH, Bechtle makes the 100th acquisition in company history.

Others: Wide Technology Partners, Switzerland (networking, data centre, voice and security) and DPS Software GmbH, Germany (3D CAD software).



Enterprise
Partner of the Year

Cisco Partner Summit *Digital*

4

Numerous awards from vendor partners.

Including Cisco Enterprise Partner of the Year, Titanium Black Partner from Dell Technologies, HPE Partner Ready Platinum Partner and certifications in all VMware master competencies.



5

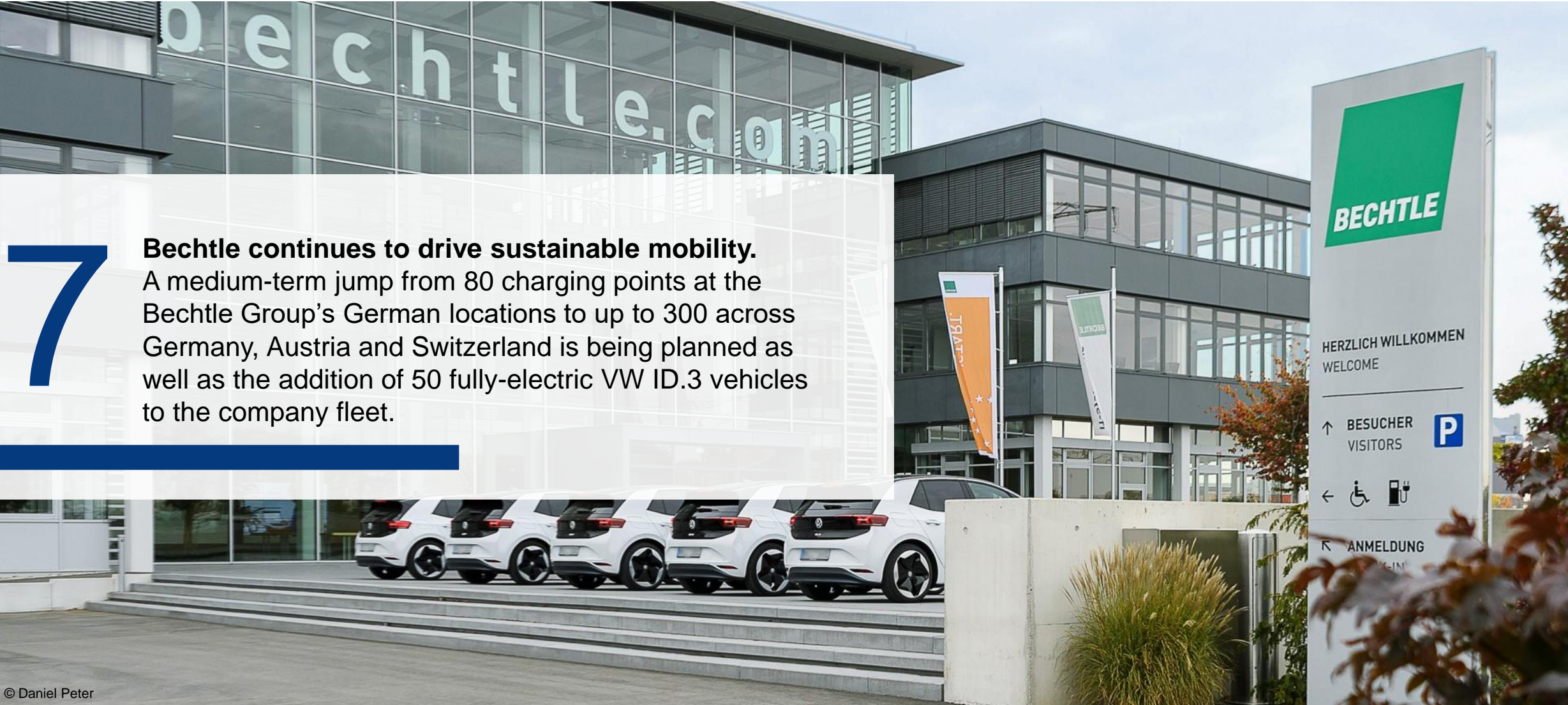
Outstanding partnership.

Bechtle is a new member of the Microsoft Intelligent Security Association (MISA), receiving the status Azure Expert Managed Service Provider.

6

Premiere: 1st virtual Bechtle Competence Day.

The largest Bechtle event sets standards – digitally as well:
Over 3,000 people took part in the virtual C-Day including global CEOs such as Antonio Neri and Michael Dell and the Bitkom Board.



7

Bechtle continues to drive sustainable mobility.

A medium-term jump from 80 charging points at the Bechtle Group's German locations to up to 300 across Germany, Austria and Switzerland is being planned as well as the addition of 50 fully-electric VW ID.3 vehicles to the company fleet.



8

Bechtle plays its part.

Bechtle is providing IT infrastructure equipment and related operation services for corona vaccination centres in several federal states in Germany and other European countries.

9

Bonus payment as thanks to the employees.

In light of their outstanding effort over the last year, employees received a €500 bonus.

5 2021 outlook.

Outlook.

2021 forecast optimistic despite continuing uncertainty.

Economic conditions and assumptions.

- Economy picking up over the course of the year.
- Demand for IT remains high in Bechtle core markets.
- Marked supply chain problems in IT market.
- No considerable, positive one-offs expected.

Ambitious goals.

- Bechtle is optimistic for fiscal year.
 - Significant growth in terms of revenue and earnings (over 5%)
 - EBT margin on par with previous year

Any questions?

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

