Bechtle AG – Company Presentation

Warburg Highlights | Hamburg | 23 June 2022

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1   Introduction to Bechtle AG.

Bechtle AG Organisation.

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

Central Divisions

SEGMENT IT System Houses & Managed Services COO: Michael Guschlbauer			SEGMENT IT E-Commerce COO: Jürgen Schäfer		
IT System Houses	Bechtle Managed Services	Specialists	Bechtle direct	ARP	Inmac Wstore
Germany, Austria, Switzerland			In 14 countries	In the Netherlands	In France

| Logistics & Services |
| :---: |

Bechtle IT System Houses –
In Germany, Austria, Switzerland and more to come.

▍ Widespread, regional coverage – including the Netherlands since May 2022

▍ Consulting, procurement and services

▍ Over 80 IT System Houses

▍ Individual e-procurement services at bechtle.com

▍ Employees in 2021: 10,156

   ▌ Services: Approx. 5,900

▍ Revenue in 2021: €3.3bn

Bechtle IT E-Commerce –
The European powerhouse.

- Brands: Bechtle direct, ARP, Inmac Wstore (FR), BuyIT (NL), Bechtle Comsoft (FR)

- Home brand: Articona

- In 14 European countries

- Cross-channel strategy: Digital reach with personal account management

- Individual e-procurement services at bechtle.com

- Employees in 2021: 2,724

- Revenue in 2021: €1.9bn
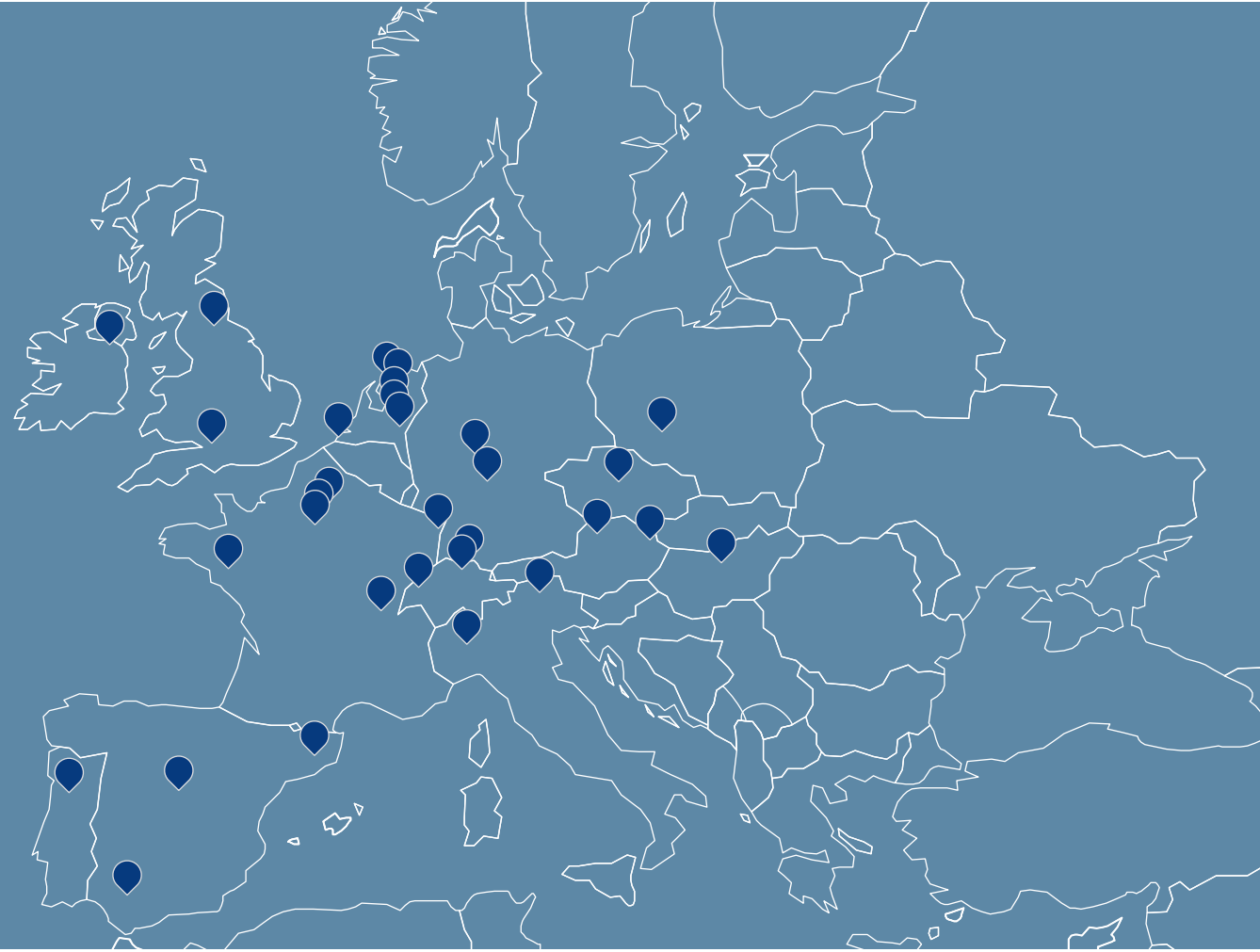
Nr. 1 Ranked System House in Germany.

RANK	COMPANY	Revenue in Germany (in €m) 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.
Long-term and independent anchor shareholder.

AGI	5.00%
DWS	4.95%
Baillie Gifford	4.77%
BlackRock	4.07%
Flossbach von Storch	3.05%
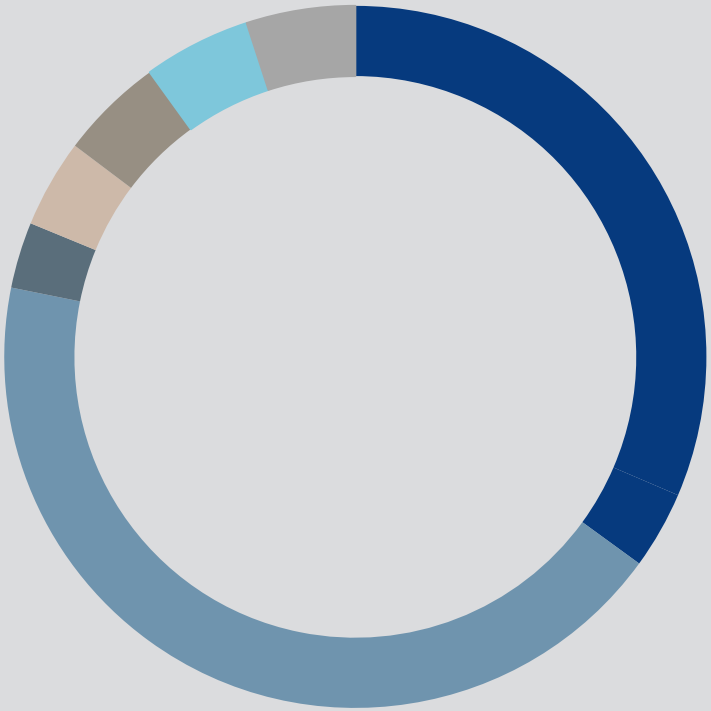
Schick Family	35.02%
incl. Gerhard and Ilse Schick Foundation: 3.57%	
Freefloat	43.15%

Current of: May 2022, 126 million shares

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.

Sustainability Strategy 2030 – Four strategic areas of action.

We fulfil 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 PRATICES.

2021.
- MSCI ESG Rating: A
- EcoVadis Score: 64/100 – Top 7% of rated companies within the branch.

Targets.
- Compliance training for all employees in 2023.
- Further improvement in ratings.

ENVIRONMENT.

2021.
- 26.6% share of alternative-fuel vehicles in our car fleet in Germany.
- 100% green electricity at the headquarters and 32 other locations across Europe.

Targets.
- Over 40% share of alternative-fuel vehicles in our car fleet in Germany in 2022.
- Carbon neutral in those business areas we have influence until 2030.

PEOPLE.

2021.
- Focus on diversity – Gender Diversity Roadmap.

Targets.
- At least one woman within the Executive board until 2025.
- 22% women in the first executive level under the Executive Board until 2025.
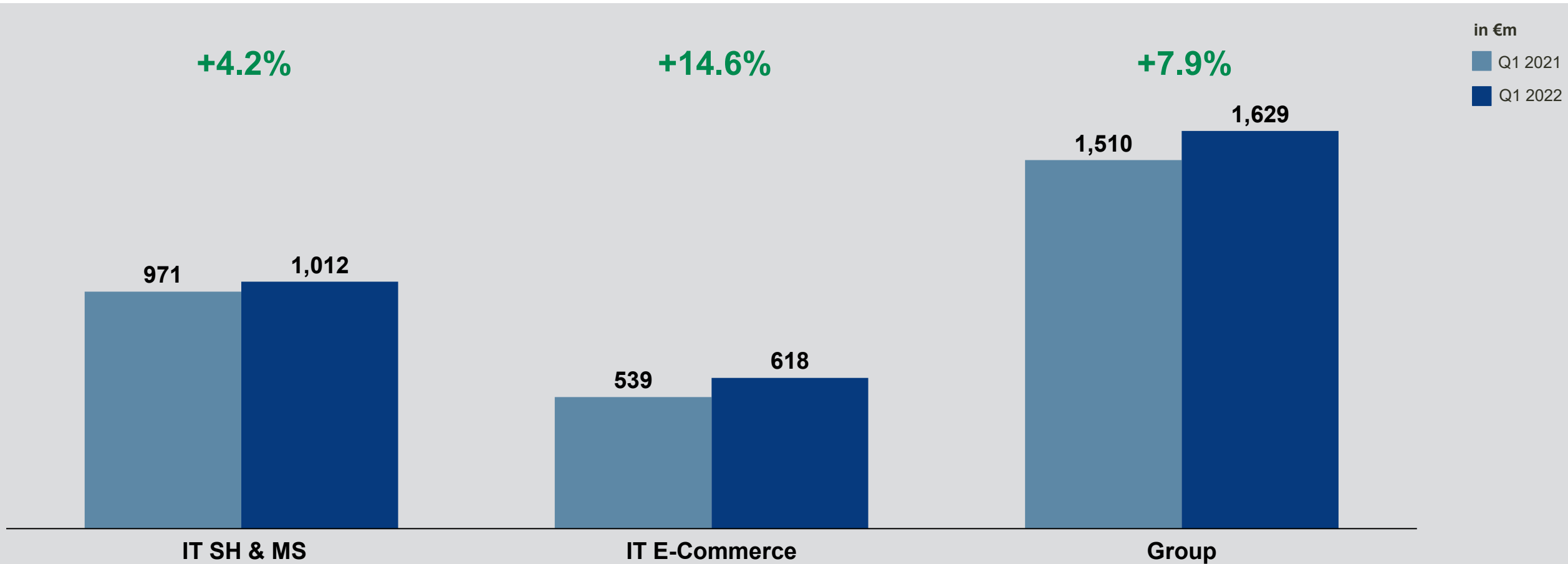
DIGITAL FUTURE.

2021.
- More than 3,000 participants attended Bechtle events about sustainable IT.
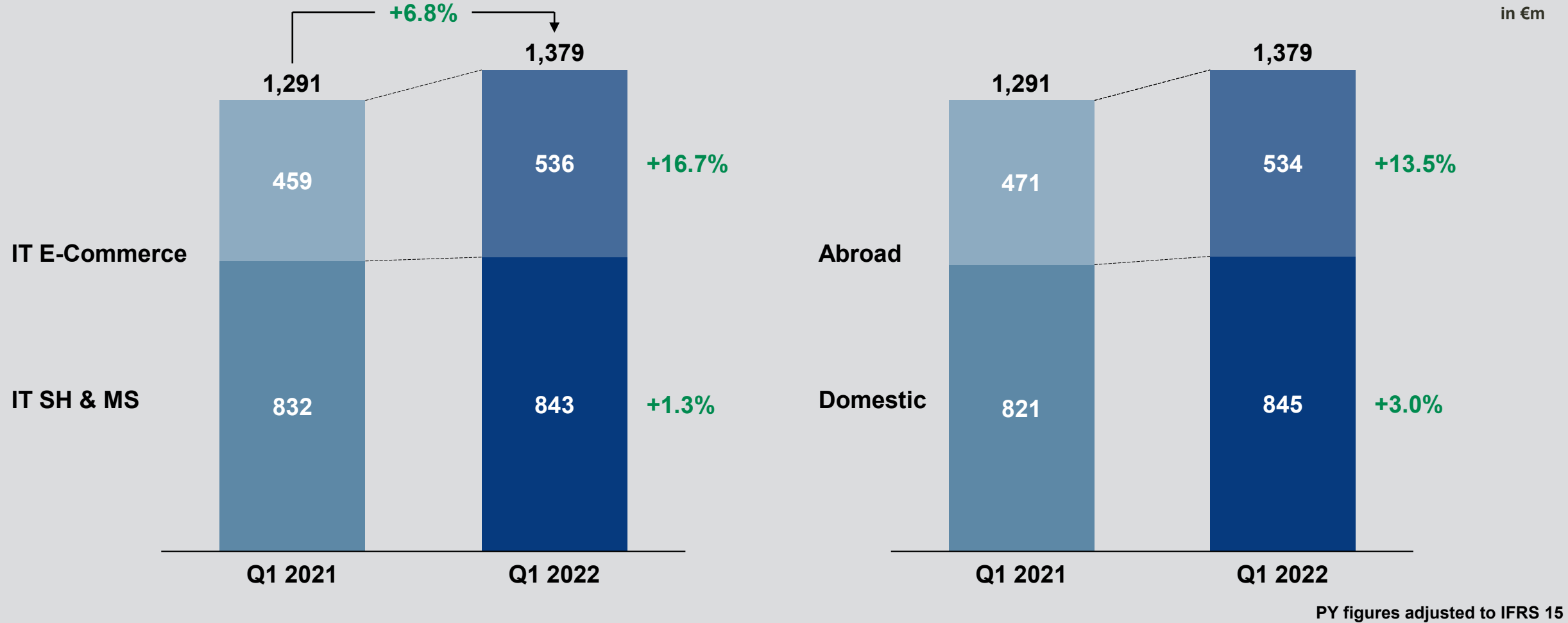
Targets.
- Sustainable in-house digitalisation – Plan 30% of IT projects taking sustainability criteria into account until 2023.

2 Business Development Q1 2022.

Business volume –
Significant growth despite continuing difficult conditions.

in €m
Q1 2021
Q1 2022

+4.2%   +14.6%   +7.9%

IT SH & MS: 971 → 1,012

IT E-Commerce: 539 → 618

Group: 1,510 → 1,629

Revenue –
Uneven growth due to segments' varied nature.

in €m

+6.8%

1,291 → **1,379**

	Q1 2021	Q1 2022	
IT E-Commerce	459	536	**+16.7%**
IT SH & MS	832	843	**+1.3%**

1,291 → **1,379**

	Q1 2021	Q1 2022	
Abroad	471	534	**+13.5%**
Domestic	821	845	**+3.0%**

PY figures adjusted to IFRS 15

EBIT –
Dynamic of earnings development mirrors revenue growth.
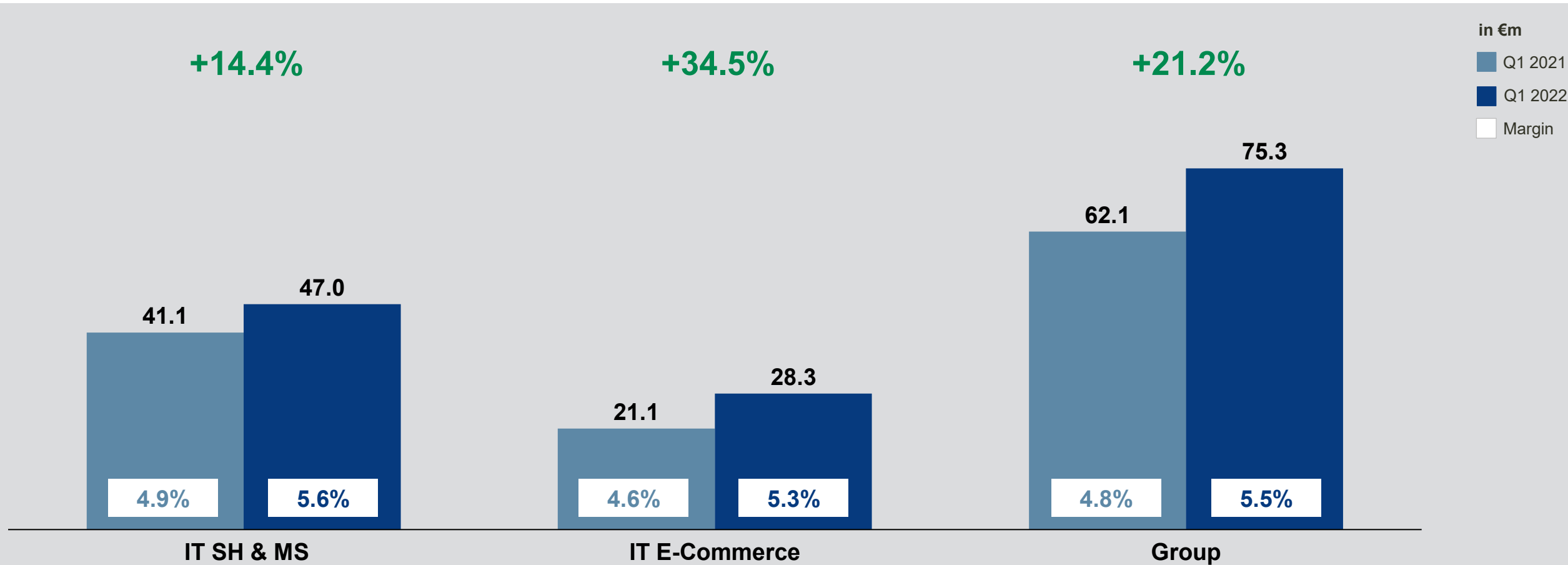
Operative cashflow –
Supply chain issues and high inventories impact cashflow.

in €m

Q1 18	Q1 19	Q1 20	Q1 21	Q1 22
13.9	-22.1	23.5	20.6	-127.1
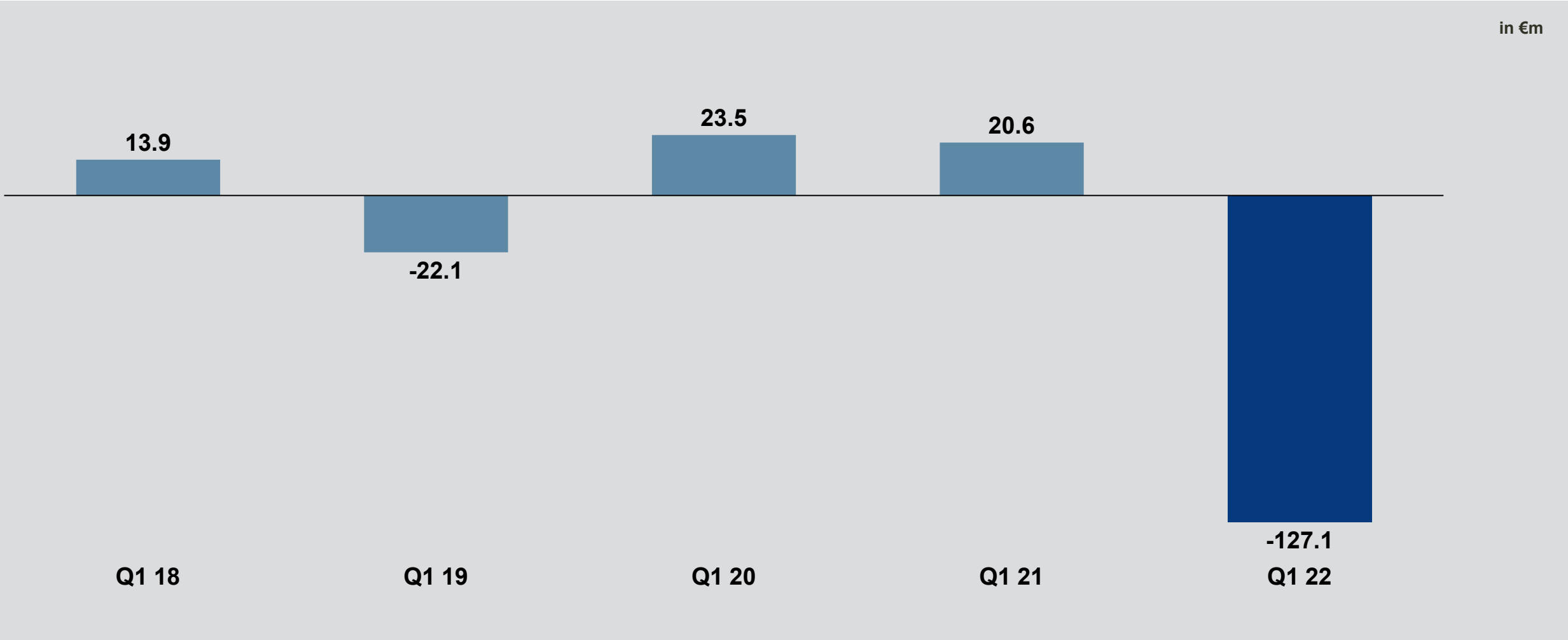
Employees –
Headcount continues to see only moderate growth.

+86 Employees

+660 Employees

+2.6%

+5.4%

12,966

12,880

12,744

12,421

12,306

Q1 21   Q2 21   Q3 21   Q4 21   Q1 22
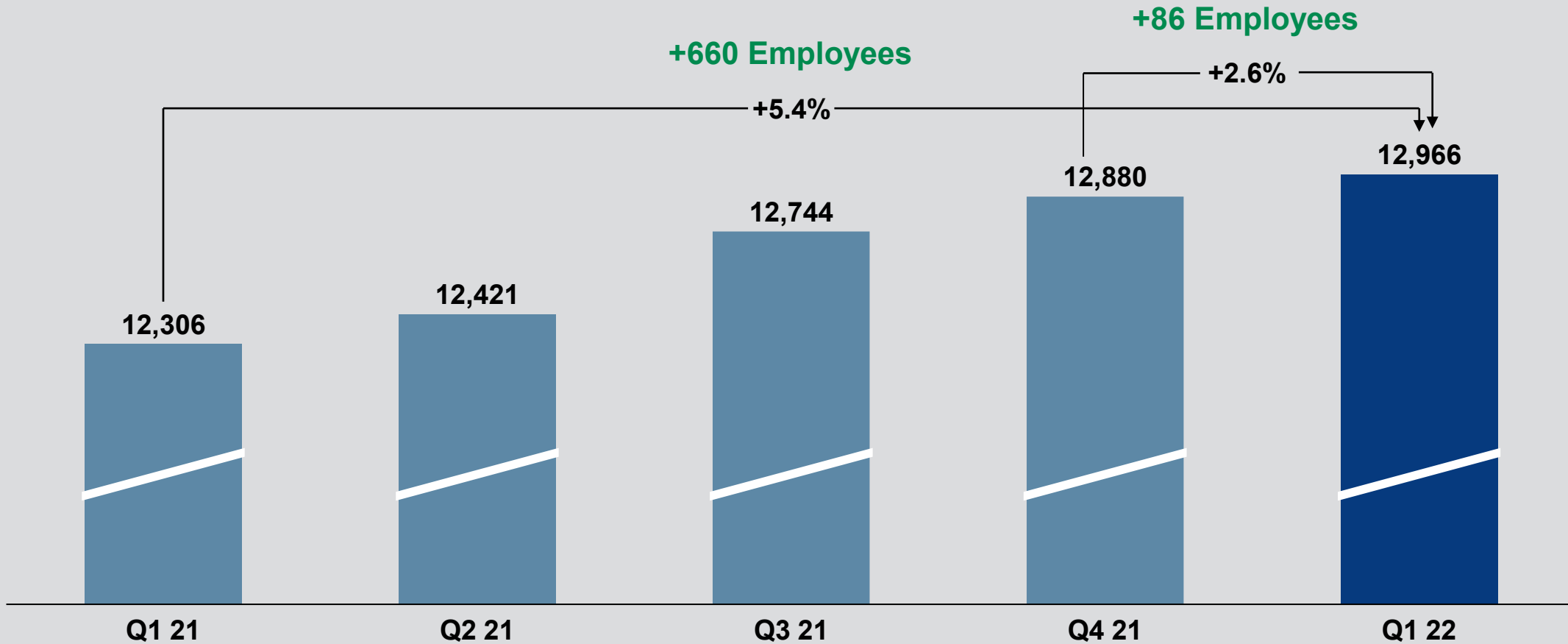
3   The Bechtle share.

Bechtle share –
Global markets under pressure. Tech sector particularly affected.

31/12/2021
€62.94

10/06/22
€39.98

Performance (ytd)

Bechtle	-36.5%
TecDAX*	-23.0%
MDAX*	-18.1%
DAX*	-13.4%

* indexed
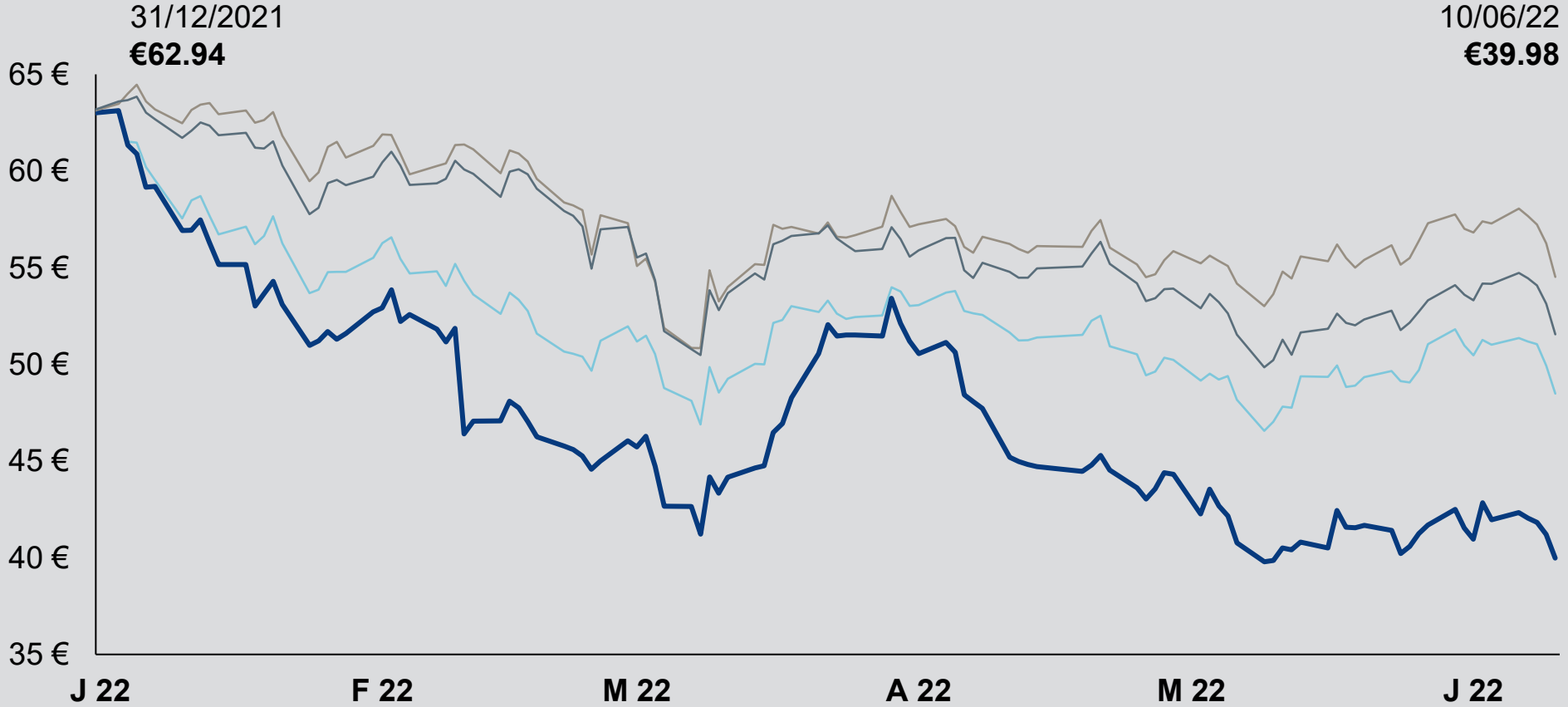
Dividend –
Disproportionate climb, 12th increase in a row.

in € cent

+22.2%

2017	2018	2019	2020	2021
30	33	40	45	55

PY figures adjusted to share split
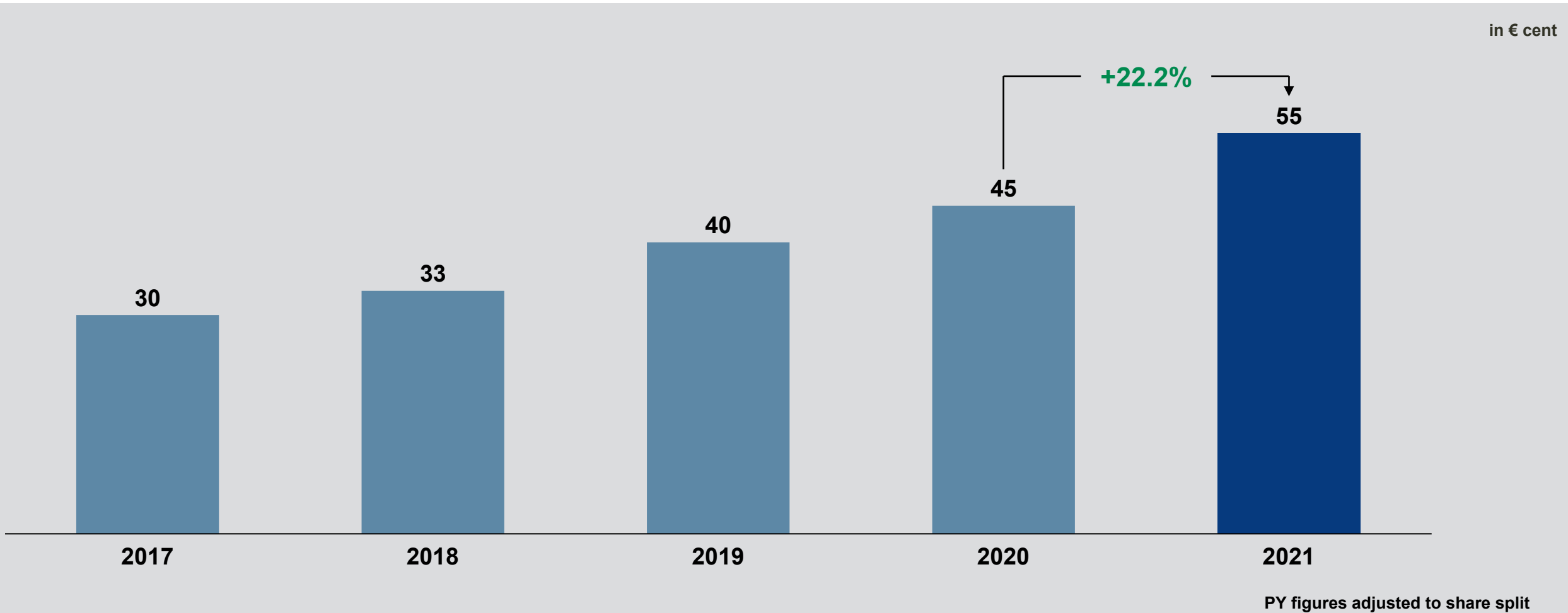
4 Highlights.

1

John Malone joins ranks with Executive Vice Presidents.
The 48-year old Irishman has been Managing Director of Bechtle direct in Dublin since 2010 and IT E-Commerce Executive Vice President for Czech Republic, Hungary, Ireland, Italy, Poland and Portugal since March 2022.

2

Founding member, Connection, rejoins the GITA ranks.
The Global IT Alliance (GITA) has expanded its footprint in the USA with the IT service provider, Connection. The global network has thus grown to ten partners.

3

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 offers hyperscaler clouds as a managed service.
Bechtle is expanding its established multi-cloud portfolio with unified cloud operation services for hyperscale cloud platforms Amazon Web Services (AWS), Microsoft Azure and Google Cloud.
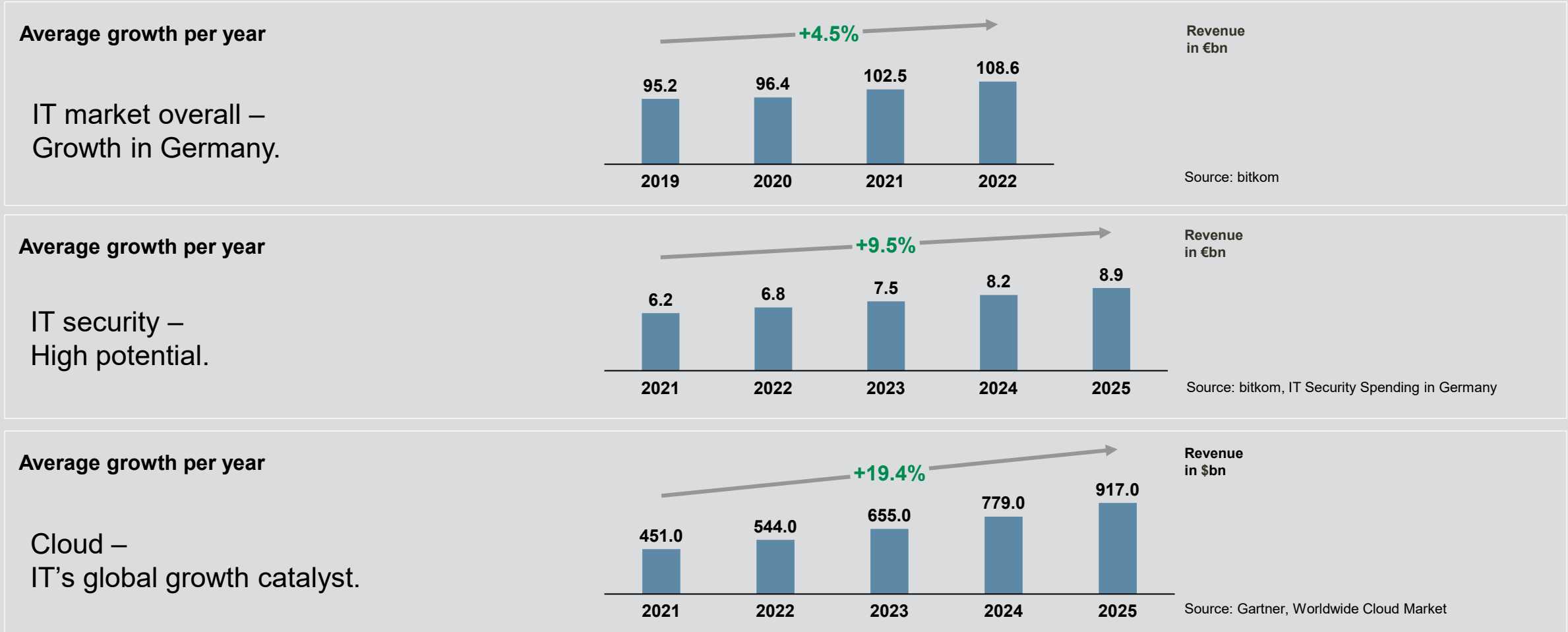
5

Bechtle acquires Dutch IT system house, PQR.
Bechtle further pursues its growth strategy on the European market and acquires the first IT system house outside DACH. Utrecht-based PQR was founded in 1990 and employs 170 staff.

5 2022 outlook.

Positive economic framework –
The digital transformation drives sustainable growth.

Average growth per year

**IT market overall –
Growth in Germany.**

+4.5%

	95.2	96.4	102.5	108.6
	2019	2020	2021	2022

Revenue
in €bn

Source: bitkom

Average growth per year

**IT security –
High potential.**

+9.5%

	6.2	6.8	7.5	8.2	8.9
	2021	2022	2023	2024	2025

Revenue
in €bn

Source: bitkom, IT Security Spending in Germany

Average growth per year

**Cloud –
IT's global growth catalyst.**

+19.4%

	451.0	544.0	655.0	779.0	917.0
	2021	2022	2023	2024	2025

Revenue
in $bn

Source: Gartner, Worldwide Cloud Market

Outlook –
2022 forecast remains optimistic.

Assumptions.

▍ Supply bottlenecks hampering our manufacturing partners will relax over the year.

▍ Our record business backlog will gradually translate to revenue.

▍ Customers persistently keen to invest in IT, producing new business leads.

Realistic objectives.

▍ Bechtle is optimistic for the current fiscal year.

　▍ Significant growth in terms of revenue/business volume and earnings (5% – 10%)

　▍ EBT margin on par with previous year

Any questions?

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