

# Bechtle AG – Company Presentation

Welcome!  
Zurich | 19 April 2024

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# 1 Introduction to Bechtle AG.

# Bechtle at a Glance.

**>15,000**

Employees

**Broad portfolio  
of future-oriented IT products  
and services**

**Close to our customers –  
strong footprint in SMB  
and public sector**

**INTERNATIONAL**



Present in 14 European countries  
supporting our customers  
worldwide

**7.8 bn €**

Business Volume in 2023

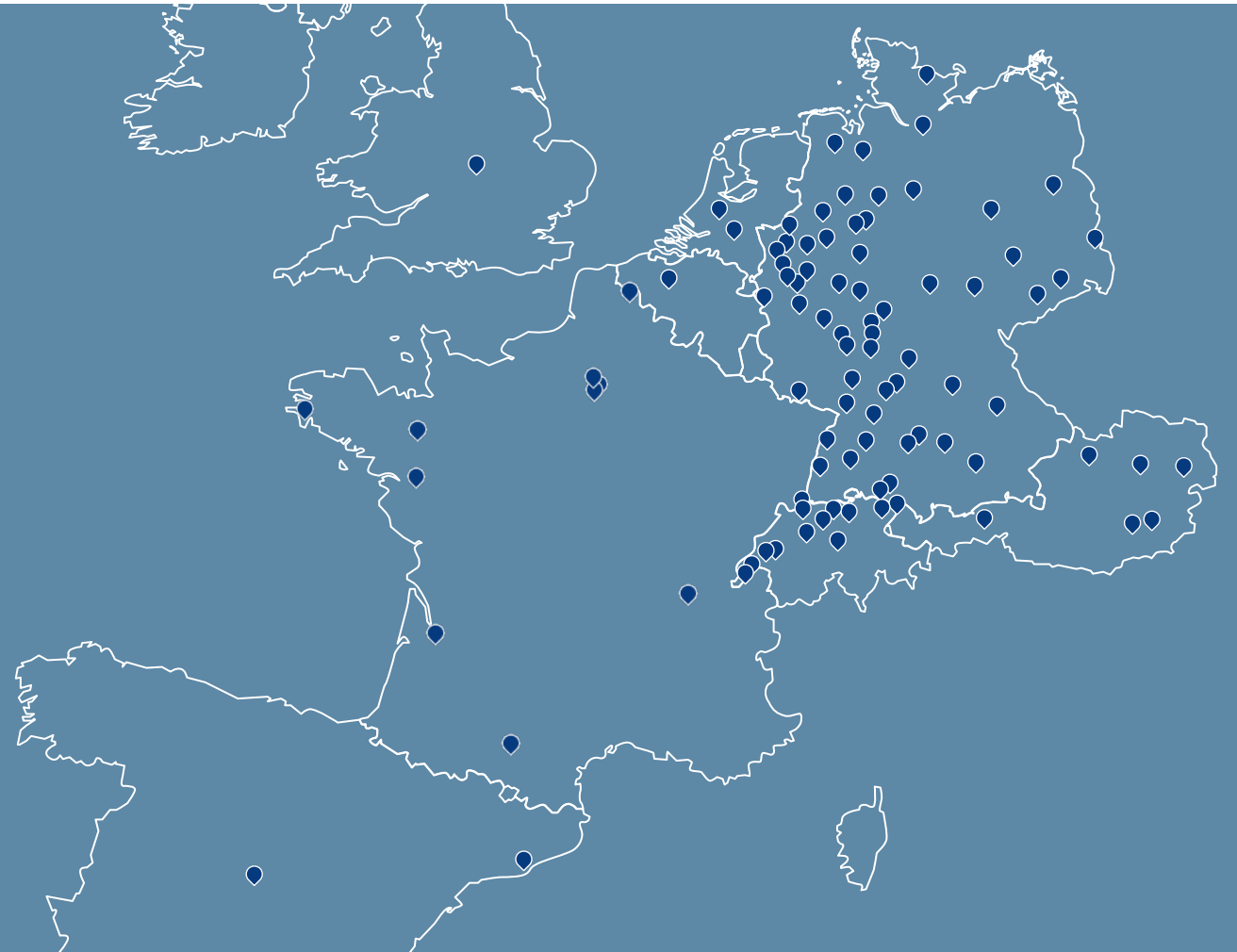
**ENTREPRENEURIAL  
THINKING AND  
BEHAVIOUR**

**DECENTRALISED  
STRUCTURE**

WITH MORE THAN  
100 SUBSIDIARIES

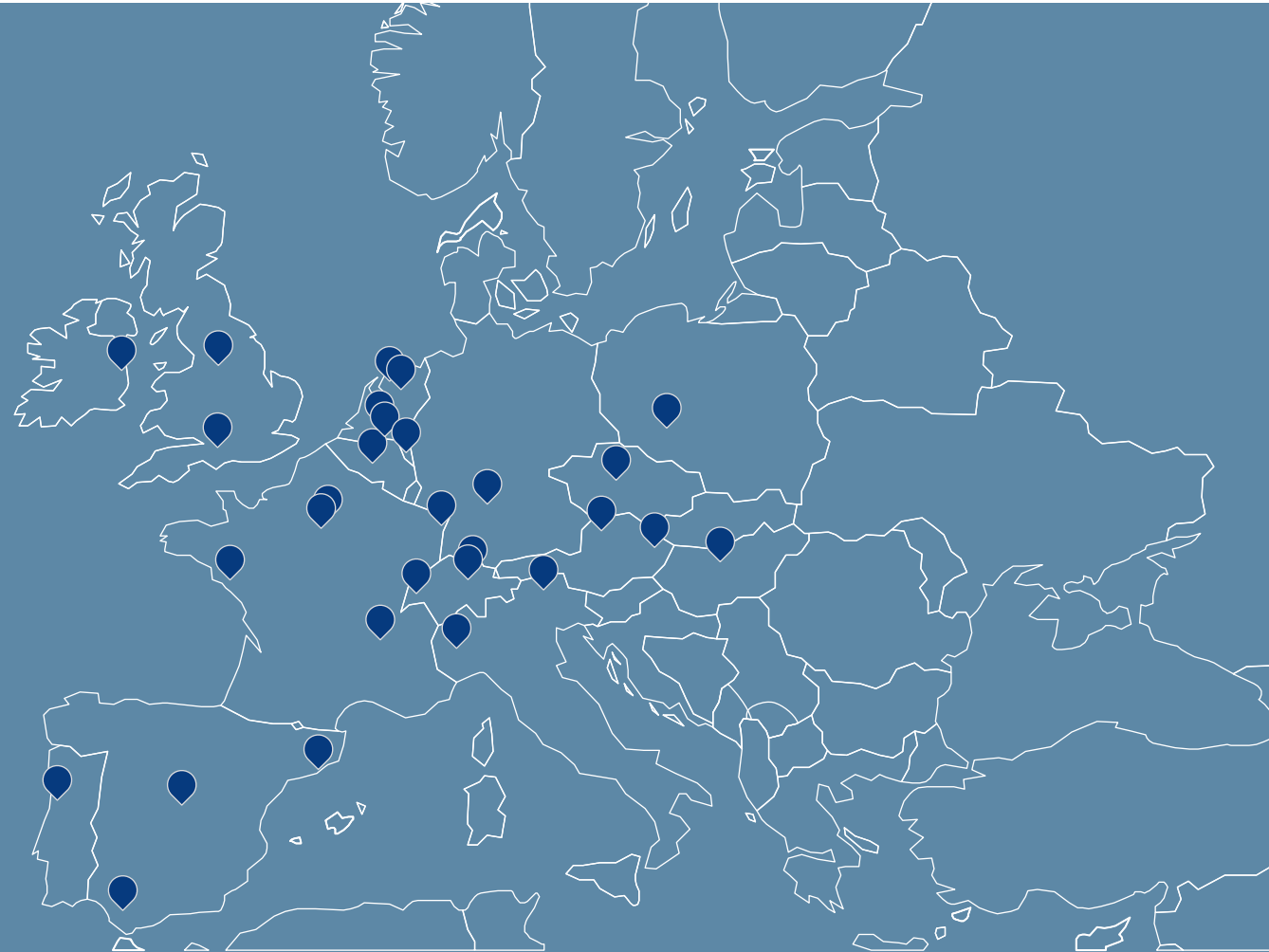
# Business Segment – IT System House & Managed Services.

- Wholesaler: Consulting, procurement and services
- Widespread, regional coverage, even outside DACH
- Close to our customers with more than 100 locations
- Decentralised structure with high responsibility of local MDs
- Employees in 2023: 11,818
- Revenue in 2023: €4.3bn



# 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 Articon
- Employees in 2023: 3,341
- Revenue in 2023: €2.1bn

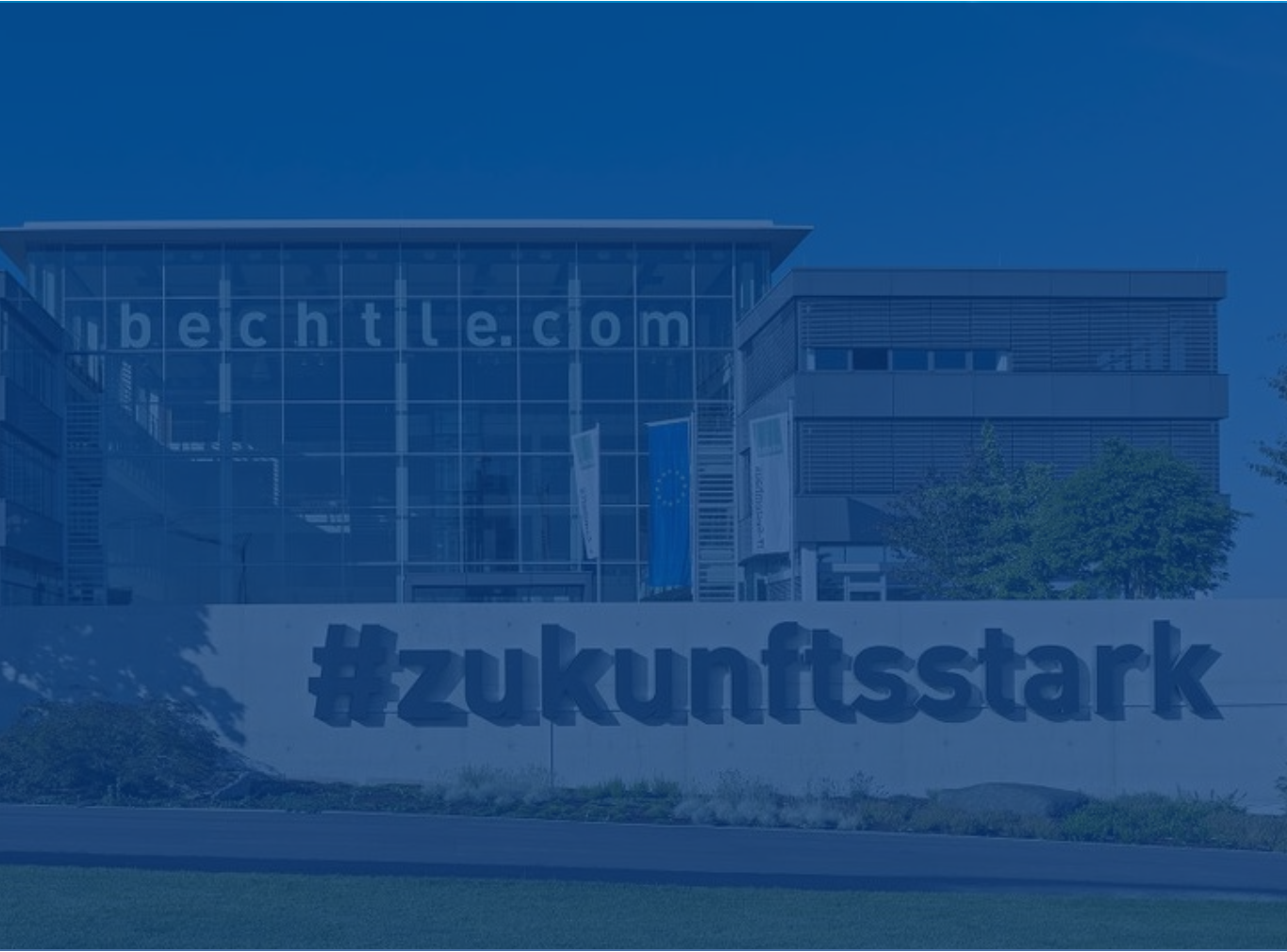


# Nr. 1 Ranked System House in Germany.

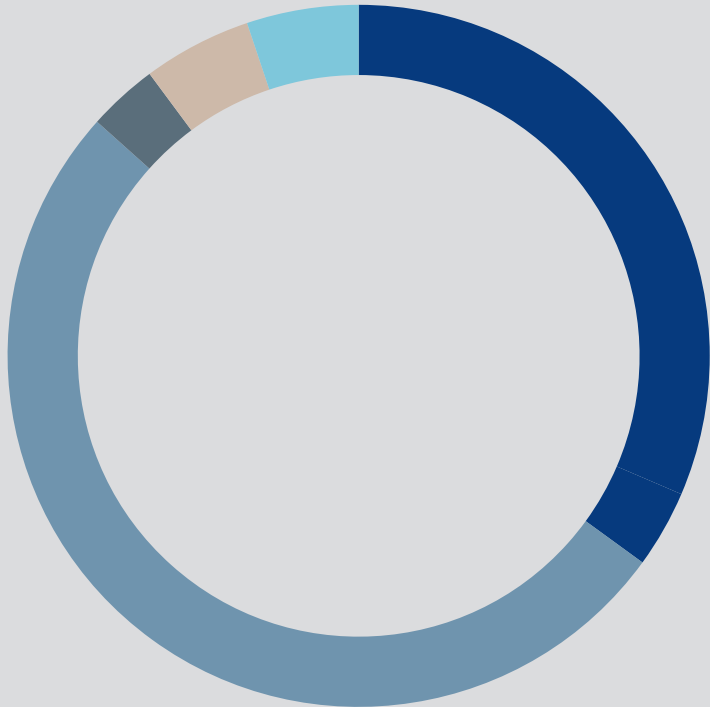
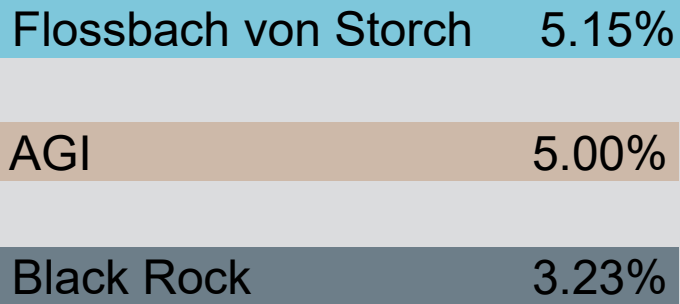
Revenue in Germany (in €m)

RANK	COMPANY	2022
1	Bechtle	3,731
2	T-Systems International	2,900
3	NTT Data	2,200
4	Computacenter	2,159
5	SVA System Vertrieb Alexander	1,557
6	Cancom	1,172
7	Software One	1,004
8	MSG Systems	903
9	ACP Gruppe	900
10	Adesso	729
...	...	...
34	Damovo Deutschland	101

Source: Channelpartner 06/2023



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

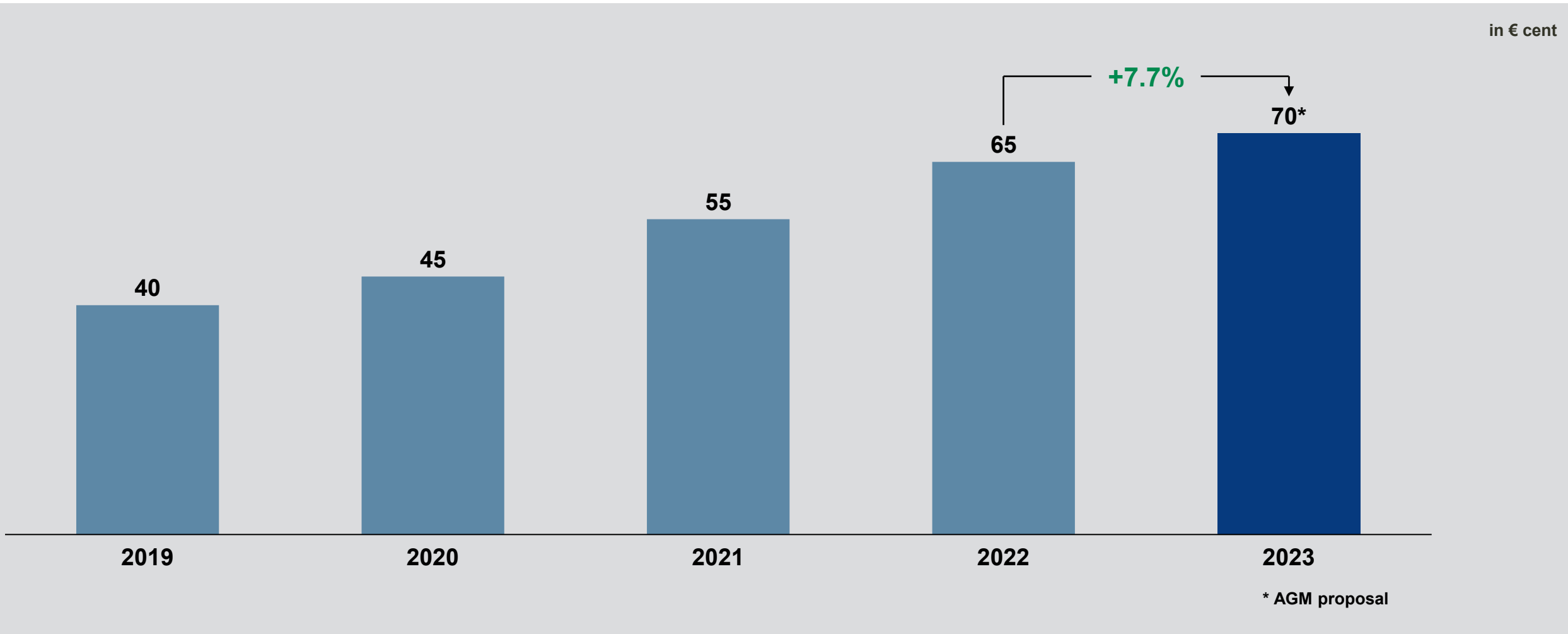


Current of: April 2024, 126 million shares





# Dividend – Fourteenth increase in a row.



# 2 Sustainability.

# 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

**ETHICAL BUSINESS PRACTICES** are a matter of course.



**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 embrace a sustainable **ENVIRONMENTAL** approach in everything we do.



**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

The **PEOPLE** we work with drive our success.



**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

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.

- 2023.**
- Review of suppliers with the CSR audit provider EcoVadis.
  - Introduction of dialogue with selected suppliers.

- Targets.**
- Professionalisation of CSR risk management in accordance with the Supply Chain Act.
  - Conduct supplier development meetings.

## ENVIRONMENT.

- 2023.**
- 40,1% share of alternative-fuel vehicles in our car fleet.
  - 100% green electricity at 35% of all locations across Europe, including the Group headquarters.

- Targets.**
- Gradually extend the company fleet with alternative-fuel vehicles until 2030.
  - Switch further locations of the Bechtle Group to 100% green electricity until 2030.

## PEOPLE.

- 2024.**
- Since 1 March 2024, one woman on the four-member Executive Board.
  - A Diversity Manager has been in place since 1 March 2024.

- Targets.**
- At least one woman within the Executive board until 2025.
  - Develop a comprehensive DE&I strategy until 2024.

## DIGITAL FUTURE.

- 2023.**
- Conversion of further data centres to green electricity in Frankfurt.

- Targets.**
- Use 100% renewable energy in our data centres until 2030.

# Bechtle Climate Protection Strategy 2030 – Avoidance. Reduction. Compensation.

### 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)**.

### Focal Points:

#### Energy.

- Increasing **energy efficiency** at our sites
- Generating our own electricity, use of **geothermal energy**
- Purchase of **green electricity**

#### Mobility.

- **Sustainable** fleet strategy
- Intensification of **alternative drives**
- **Environmentally friendly** travel and commuting

#### Procurement.

- **Sustainable** purchasing strategy
- **Close cooperation** with suppliers

#### Logistics.

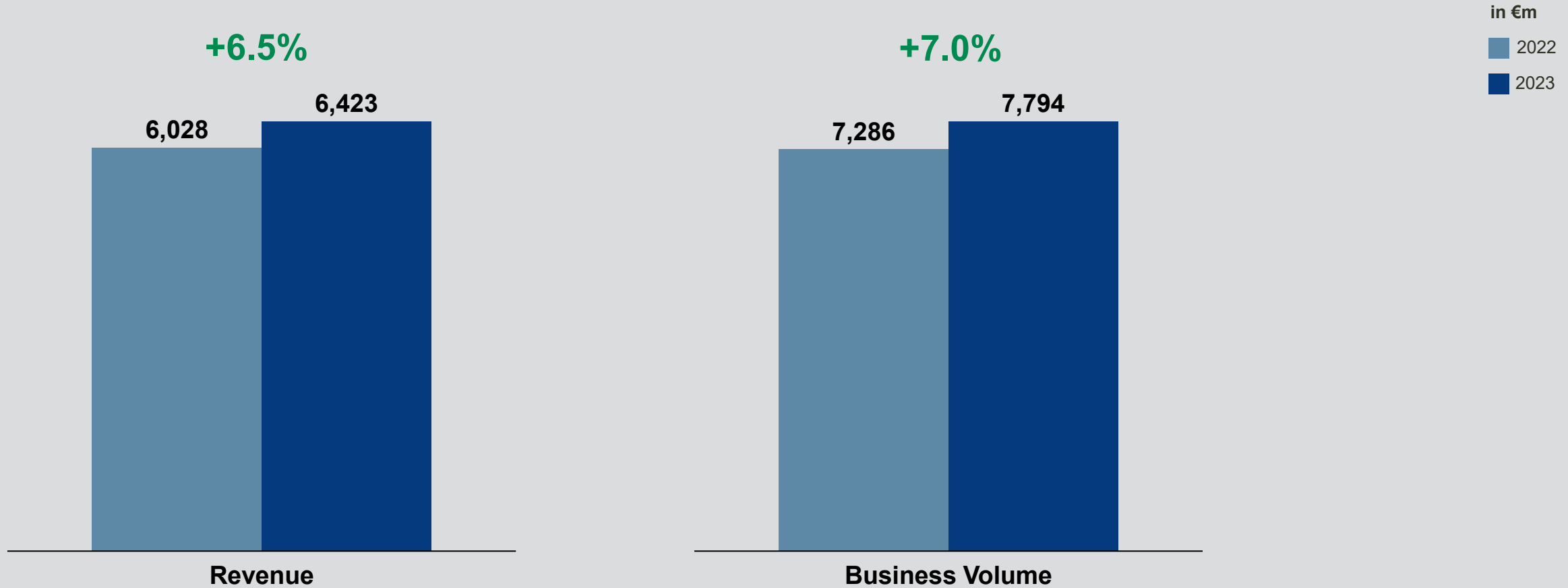
- **Climate-friendly** logistics (packaging and transport)

#### Awareness.

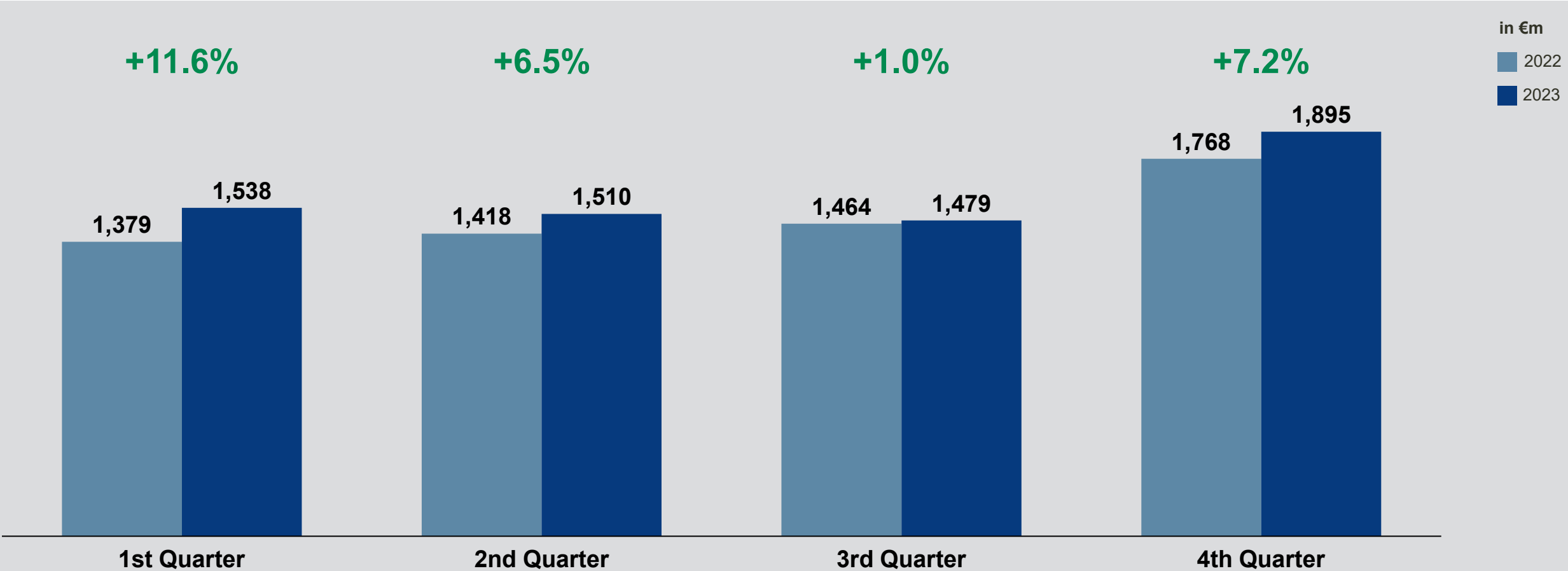
- **Raising awareness** among internal and external stakeholders

# 3 Business development.

# Revenue and business volume – Bechtle strong in the face of difficult framework conditions.

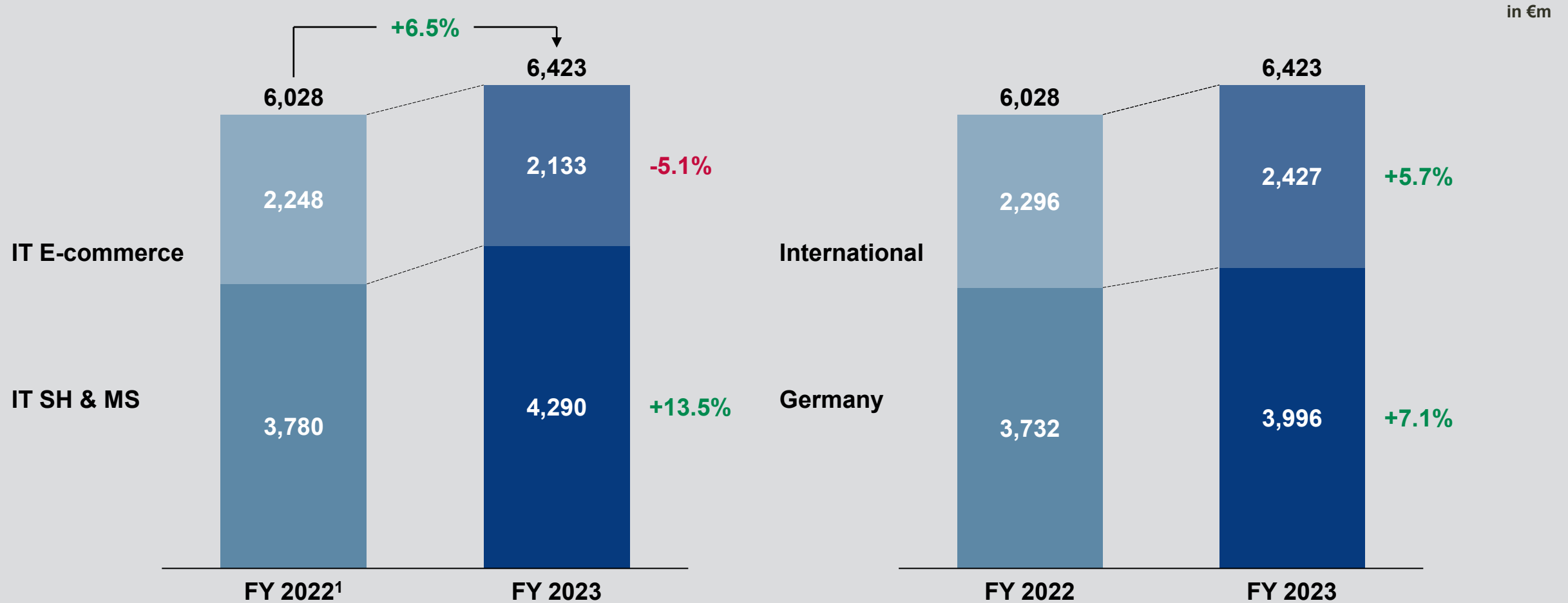


# Revenue – Strong first half of the year.



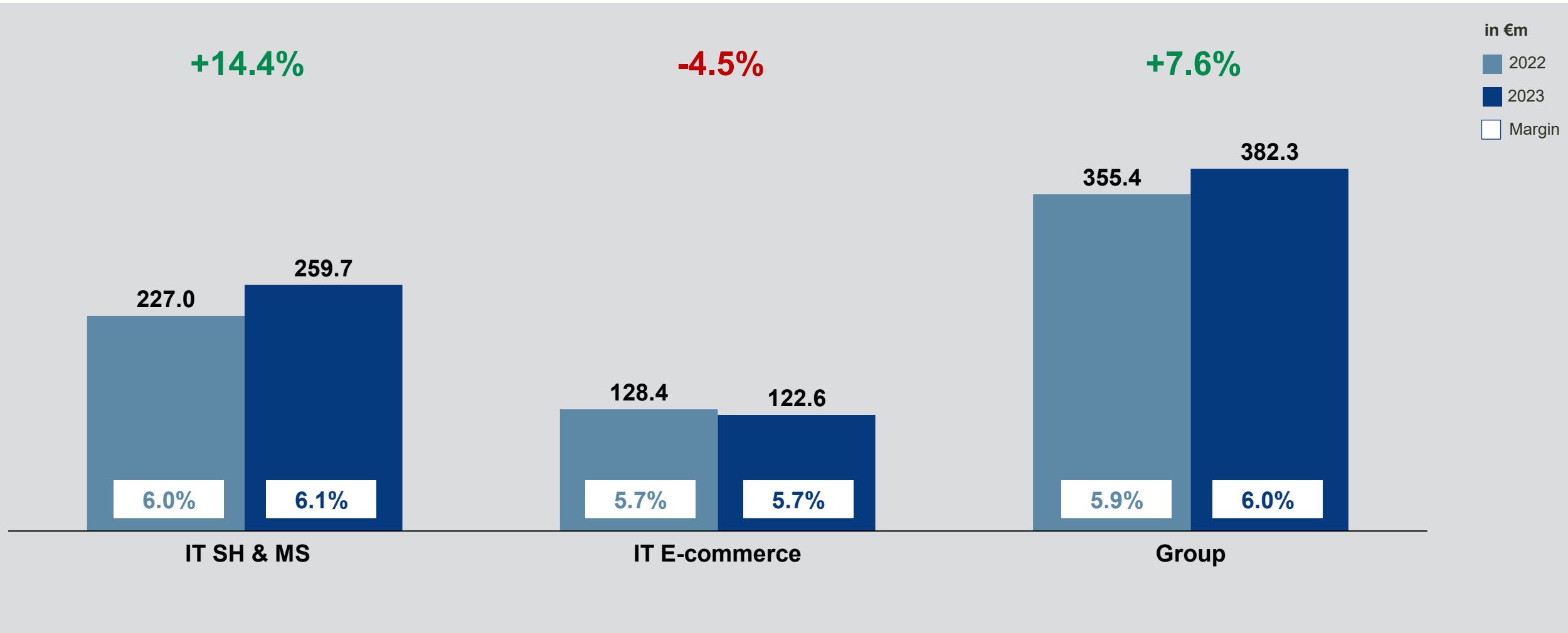


# Revenue – IT System House & Managed Services segment drives growth.

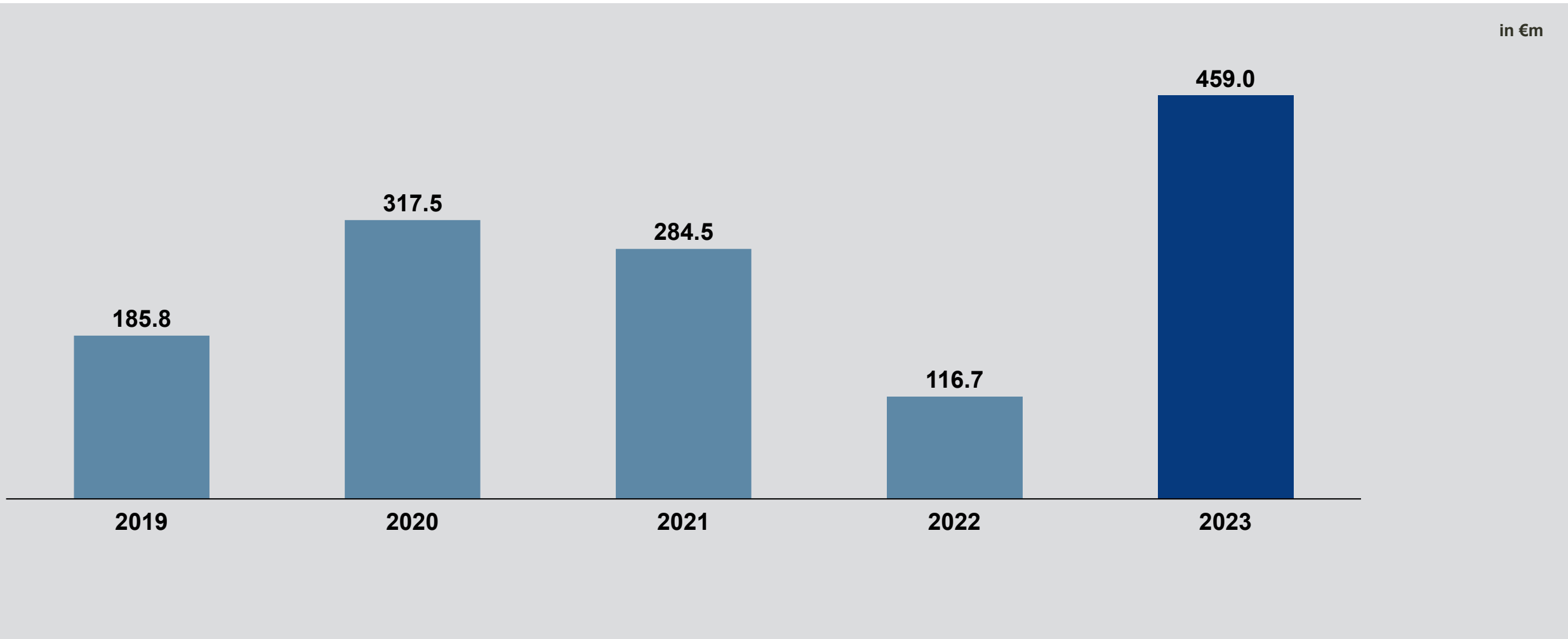


<sup>1</sup> Previous year's figures adjusted

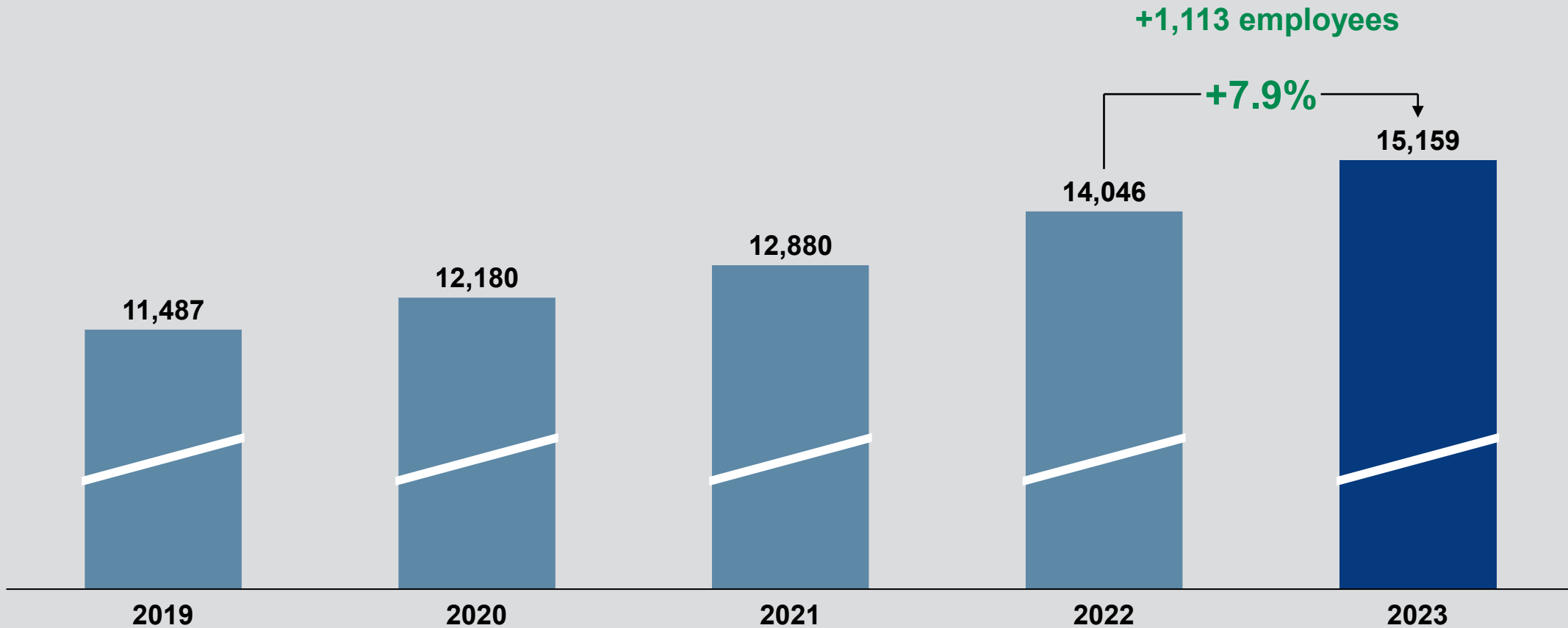
# EBIT – Development mirrored revenue despite cost pressures.



# Operative cashflow – At record level in 2023.



# Employees – Organic workforce expansion of 4.0%.



# 4 The Bechtle Share.

# Bechtle share – Clear outperformer.



### Performance

Bechtle	+46.5%
DAX*	+29.0%
TecDAX*	+14.8%
MDAX*	+6.3%

\* indexed

# 5 News and Highlights.



1

**Bechtle Supervisory Board appoints Constantin Ebert and Antje Leminsky to Executive Board.**

Konstantin Ebert became COO IT E-commerce on 01 January 2024 while Antje Leminsky took up her post as COO for Logistics, Supply Chain & Partner Management, as well as Financial Services and Sustainability Management on 01 February.



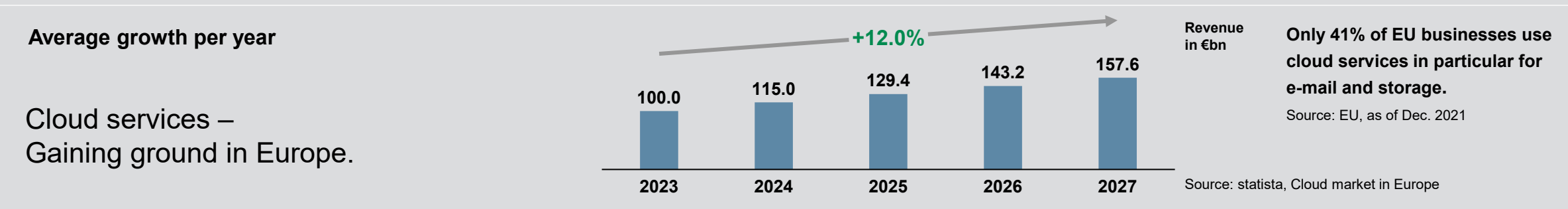
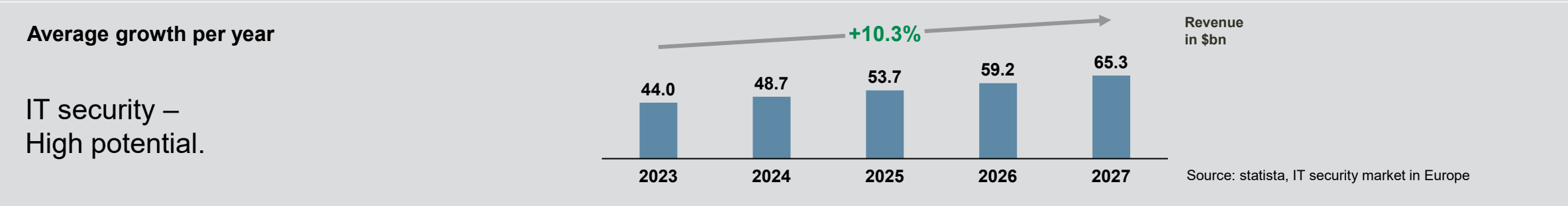
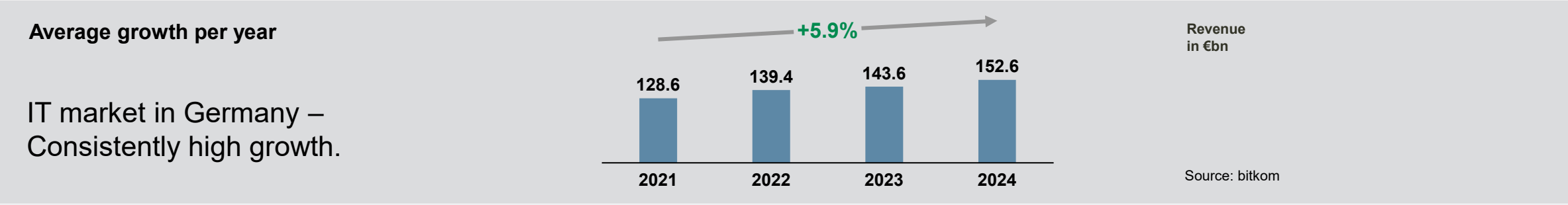
## Bechtle moves into AI.

# 2

- 51 per cent share in Rostock-based AI company, Planet AI.
- Bechtle joins AI ecosystem, Ipai, in Heilbronn.
- 5,000 Bechtle employees across 14 countries using Copilot for Microsoft 365.

# 6 Outlook.

# Forecast – Digitalisation continues to drive growth.



# Outlook – Optimistic despite challenging times.

## Context.

- Overall economic conditions remain challenging in the 2024 fiscal year.
- Gradual improvement only expected in second half-year.
- Above-average growth expected in the IT market. Individual markets and technologies (security, cloud, edge computing, AI) driving growth.
- Public Sector and Large Accounts at a consistently high level.
- Need for IT investment in the digital transformation remains high.
- Continuation of our European M&A strategy.

## Objectives.

- Bechtle is optimistic for the current fiscal year.
  - Significant growth in terms of business volume/revenue and earnings (5% – 10%).
  - EBT margin around the previous year's level.

# Any questions?

All key figures and information can also be found at:  
[bechtle.com/reports](https://bechtle.com/reports)

