

Bechtle AG – Company Presentation

Neckarsulm | 12 May 2021.

Contents.

- 1 Introduction to Bechtle AG.
- 2 Business Development Q1 2021.
- 3 Shares and Dividend.
- 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 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
- 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



#zukunftstark

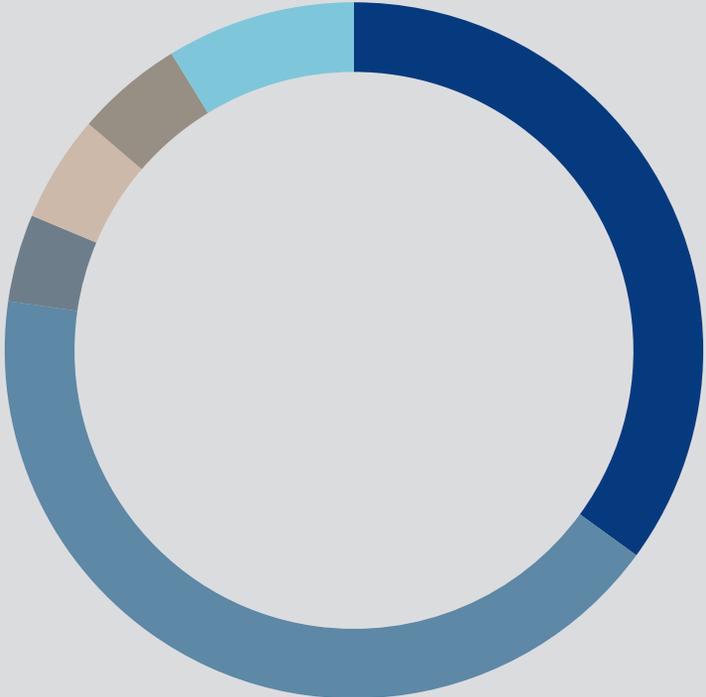
Shareholder Structure.

Baillie Gifford 8.75%

AGI 5.00%

DWS 4.95%

BlackRock 4.07%



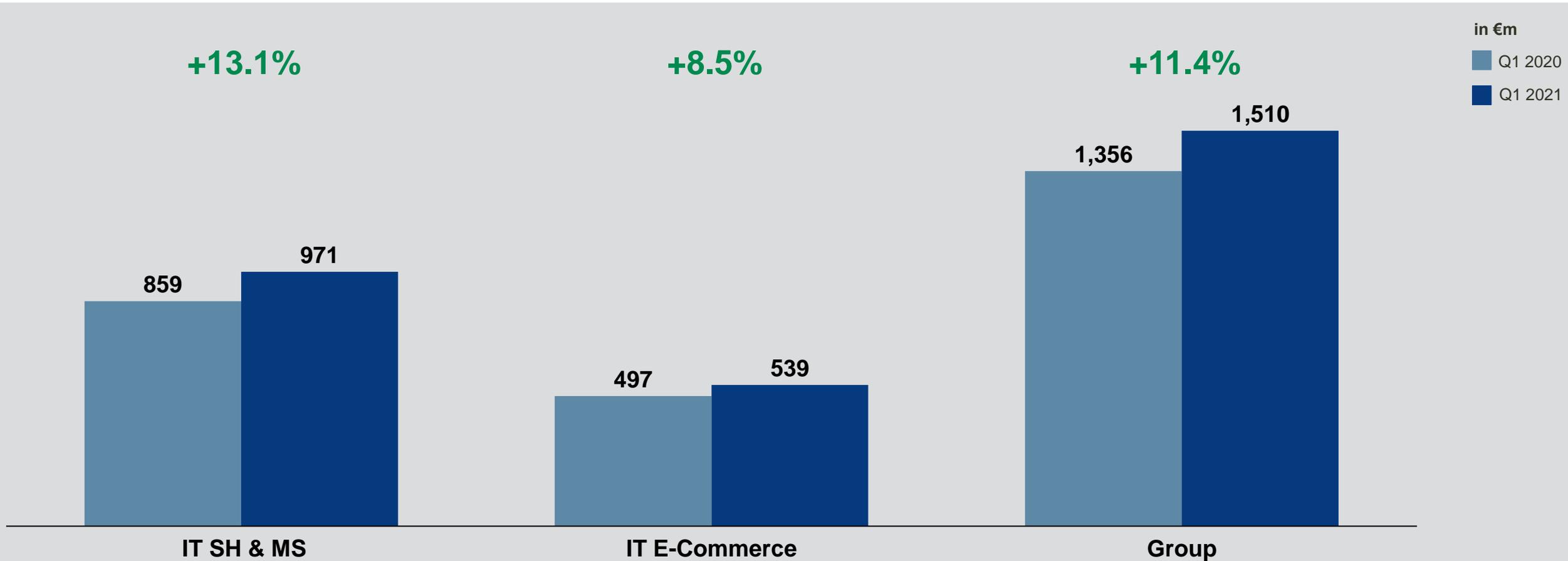
Schick Family 35.02%

Other Freefloat 42.21%

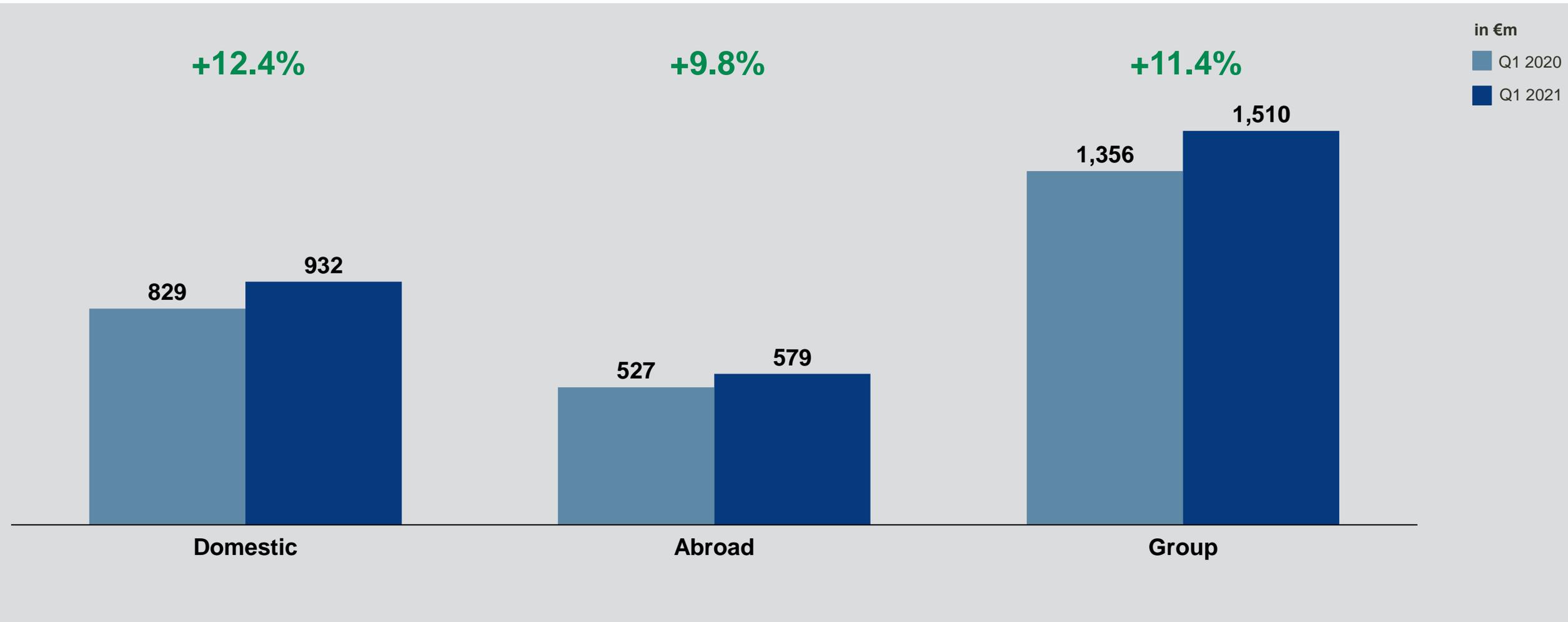
Current of: April 2021, 42 million shares

2 Business Development Q1 2021.

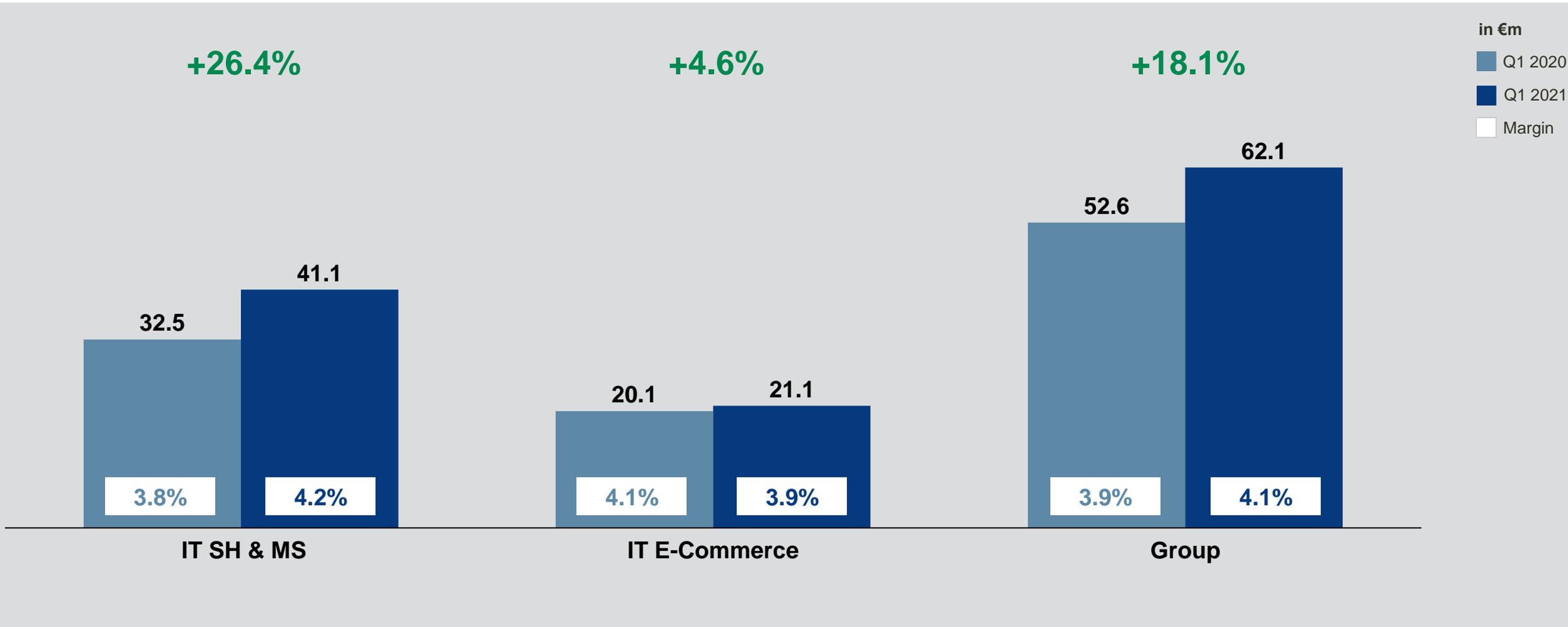
Revenue – growth in both business segments.



Revenue – strong developments domestically, recovery in markets abroad.

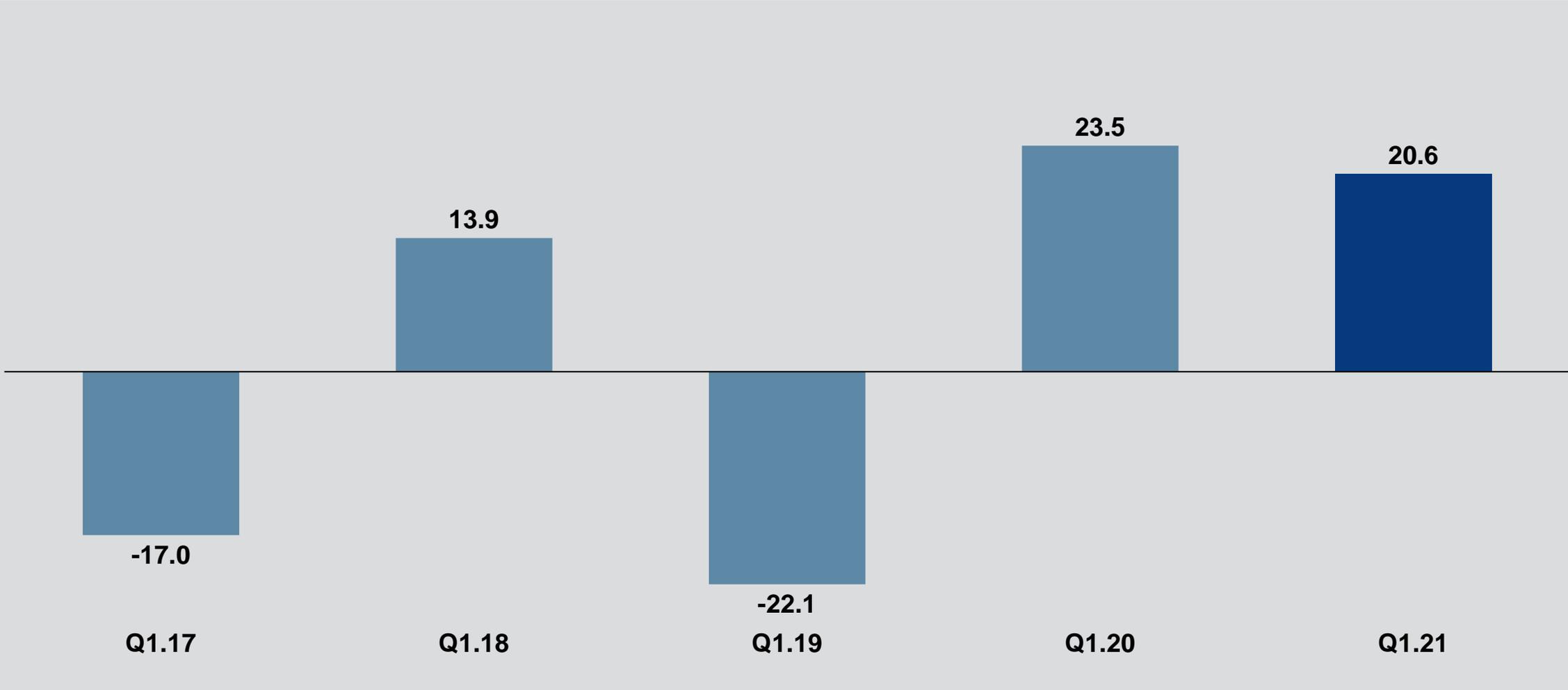


EBIT – above average increase in earnings, group margin up YOY.

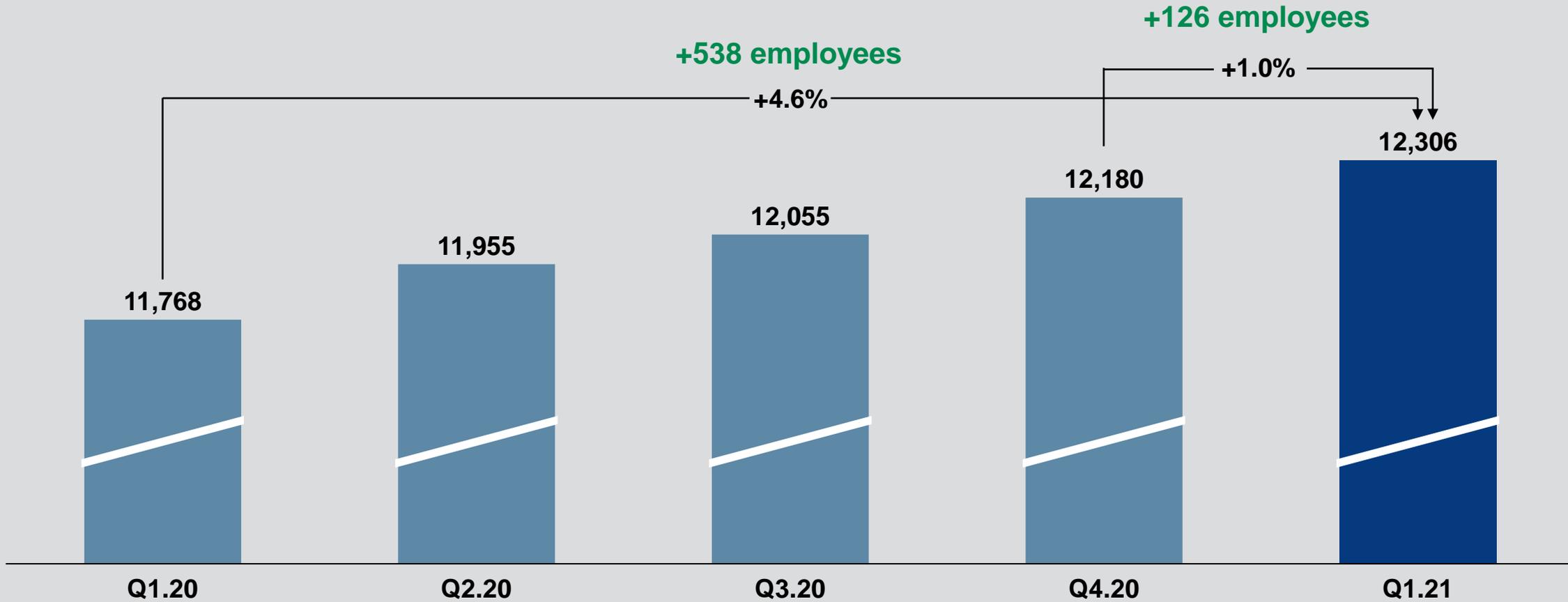


Operative cash flow – remains at a high level.

in €m



Employees – moderate increase in headcount.



3 Shares and Dividend.

The Bechtle share – tech shares under pressure.

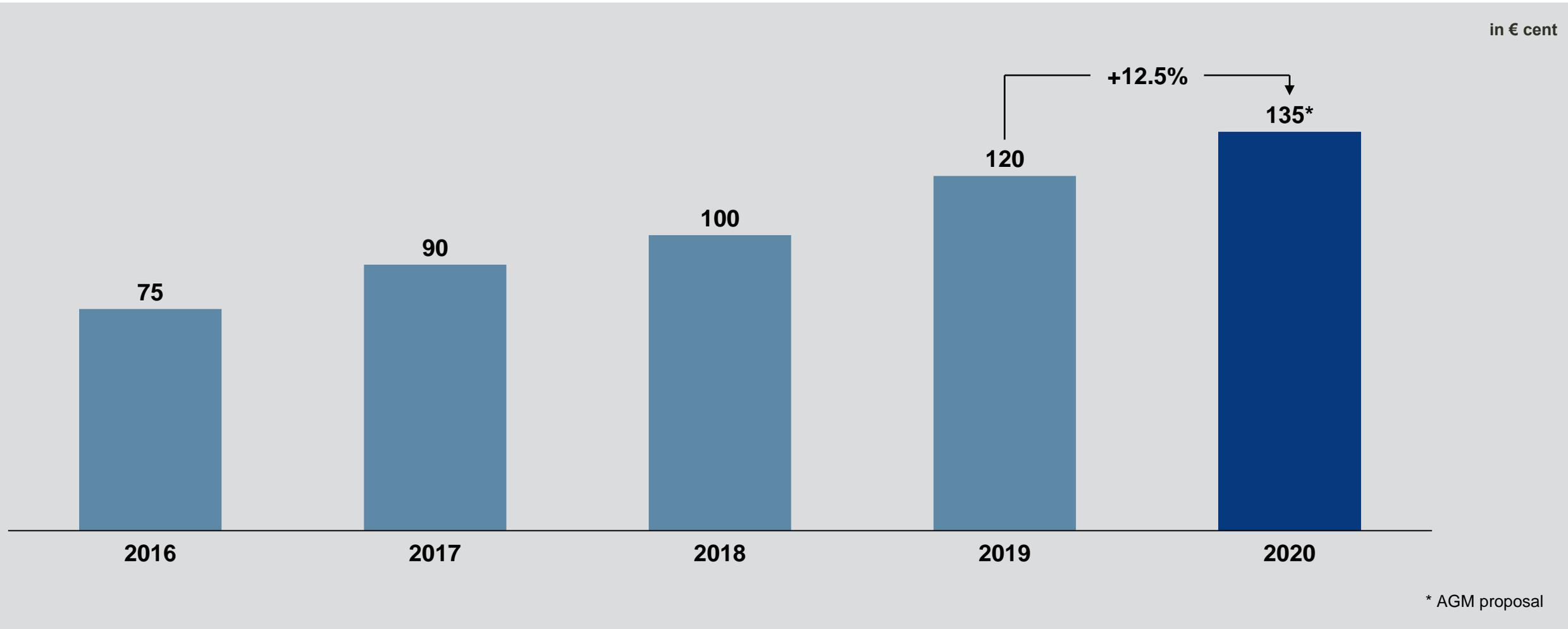


Performance (ytd)

Bechtle	-8.5%
DAX*	+12.3%
TecDAX*	+6.7%
MDAX*	+6.1%

* indexed

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



4 Highlights.

1

Bechtle deepens collaboration with Amazon Web Services.

Bechtle announces a strategic alliance with Amazon Web Services (AWS) to support their mutual customers in realising individual cloud strategies and developing highly agile IT solutions.

2

Bechtle named qualified APT Response service provider.

Bechtle supports critical infrastructure operators to defend against and tackle advanced persistent threat (APT) attacks and is added to the BSI (Federal Office for Information Security) list of certified security service providers.

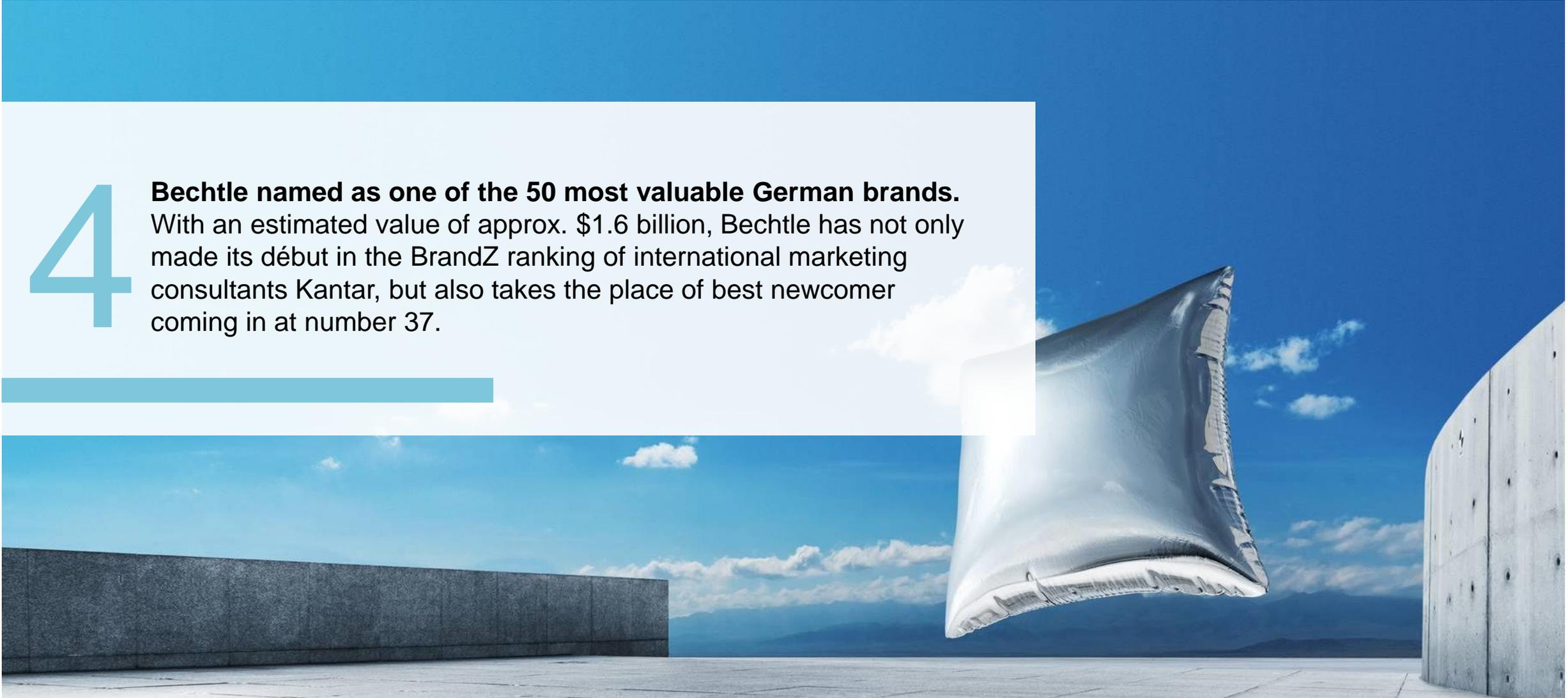
3

Bechtle wins nine lots for European OCRE Cloud tender.

As a framework agreement partner, Bechtle offers highly scalable Infrastructure as a Service by IONOS cloud and Microsoft Azure as well as related cloud services.

4

Bechtle named as one of the 50 most valuable German brands. With an estimated value of approx. \$1.6 billion, Bechtle has not only made its début in the BrandZ ranking of international marketing consultants Kantar, but also takes the place of best newcomer coming in at number 37.



5 2021 outlook.

Outlook – 2021 forecast remains optimistic.

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 the IT market will remain.
- Uncertainties remain rife within the industry.

Goals unchanged.

- Bechtle is optimistic for the 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)

