

# Bechtle AG – Company Presentation

Zurich | 23 November 2021.

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# 1 Introduction to Bechtle AG.

# 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

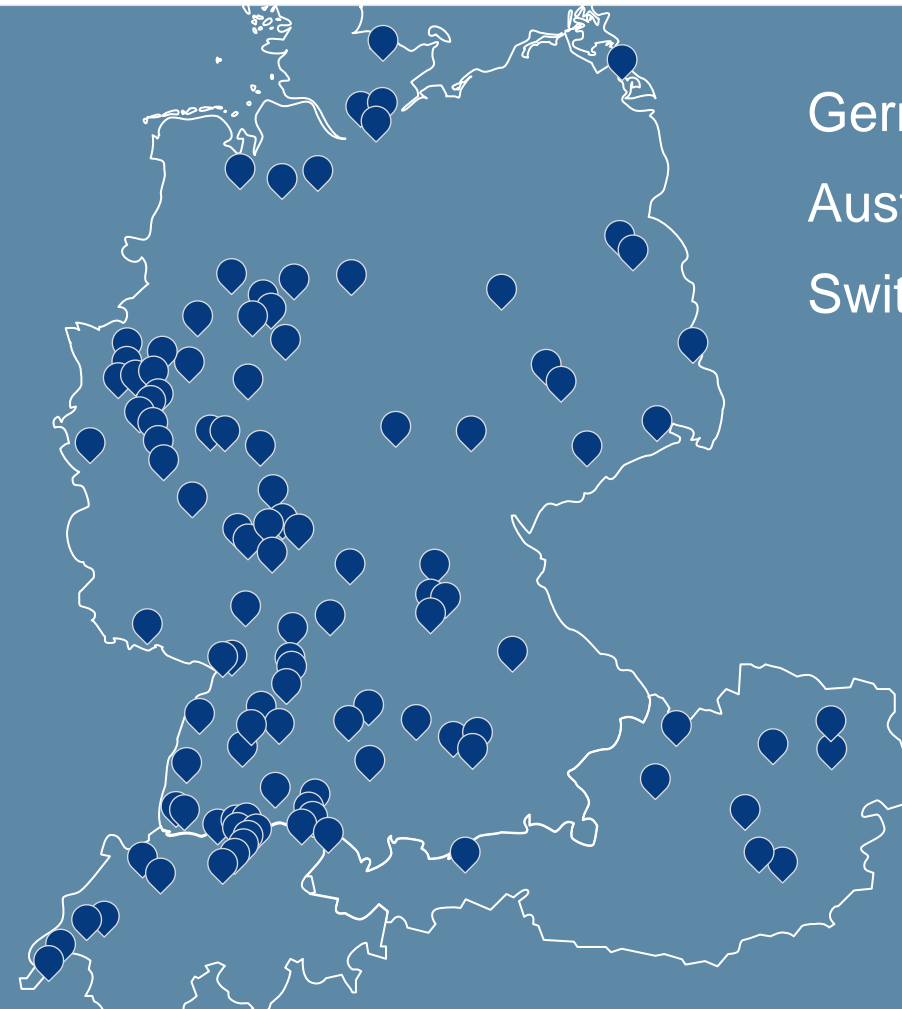
Bechtle direct	ARP	Inmac Wstore
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In 14 countries	In 6 countries	In France
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### Logistics & Services

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

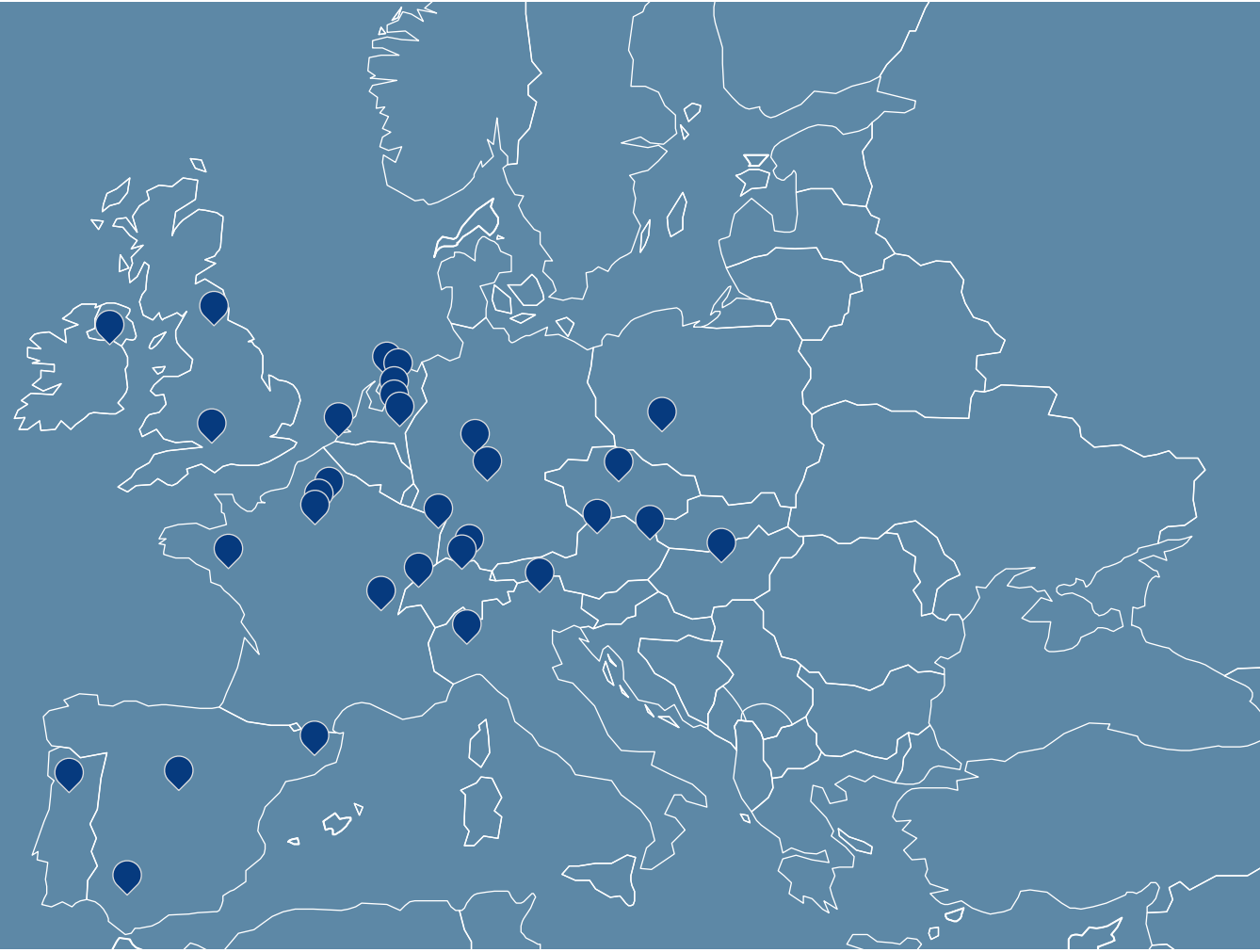
- Widespread, regional coverage
- Consulting, procurement and services
- Some 80 locations in Germany, Austria and Switzerland
- Individual e-procurement services at [bechtle.com](https://www.bechtle.com)
- Employees in 2020: 9,736
  - Services: Approx. 5,700
- Revenue in 2020: €3.9bn



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

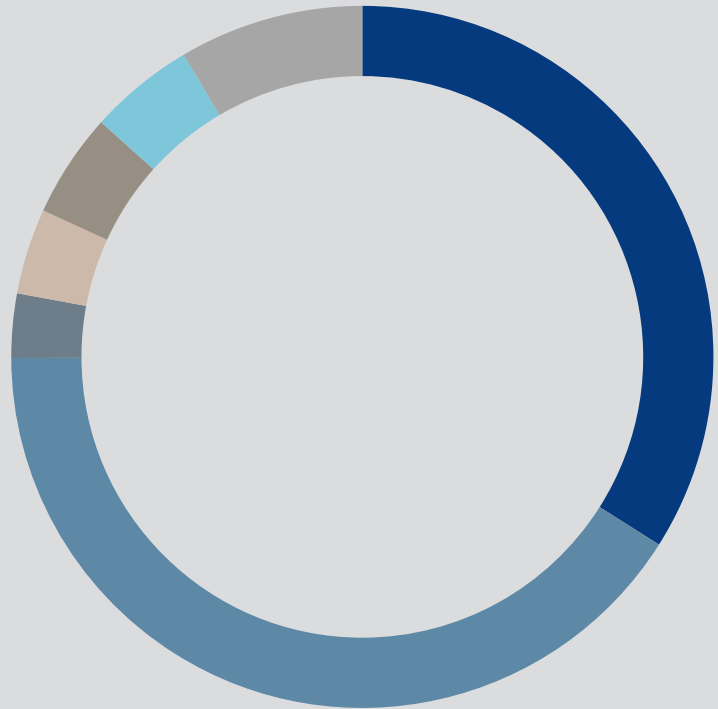
Source: Channelpartner 08/2021



#zukunftsstark

# 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



# 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.

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

We fulfil our duty to ensure human rights are respected along our supply chain.

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

We embody fairness and value our business partners and employees. Our team is diverse, motivated and highly qualified.

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

We operate in harmony with our environment to conserve our climate and resources into the future.

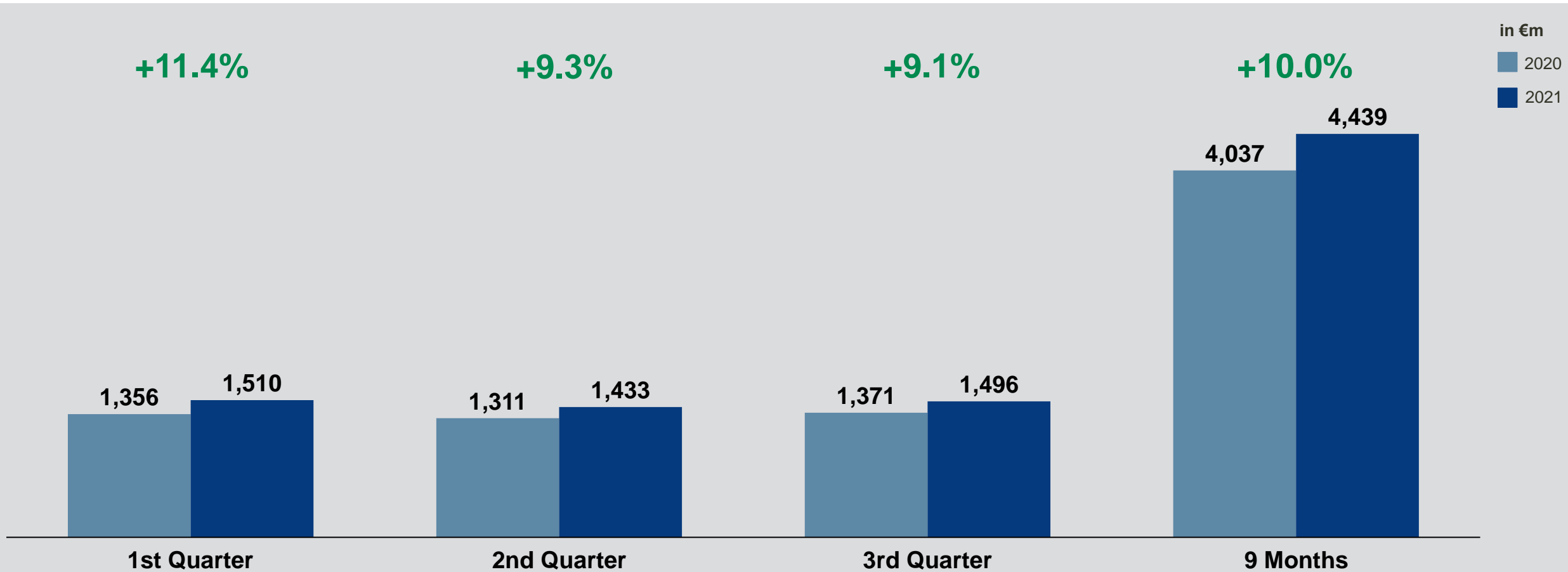
### We shape a sustainable **DIGITAL FUTURE**.

We drive future-facing digitalisation and contribute to our customers' success through sustainable innovation.

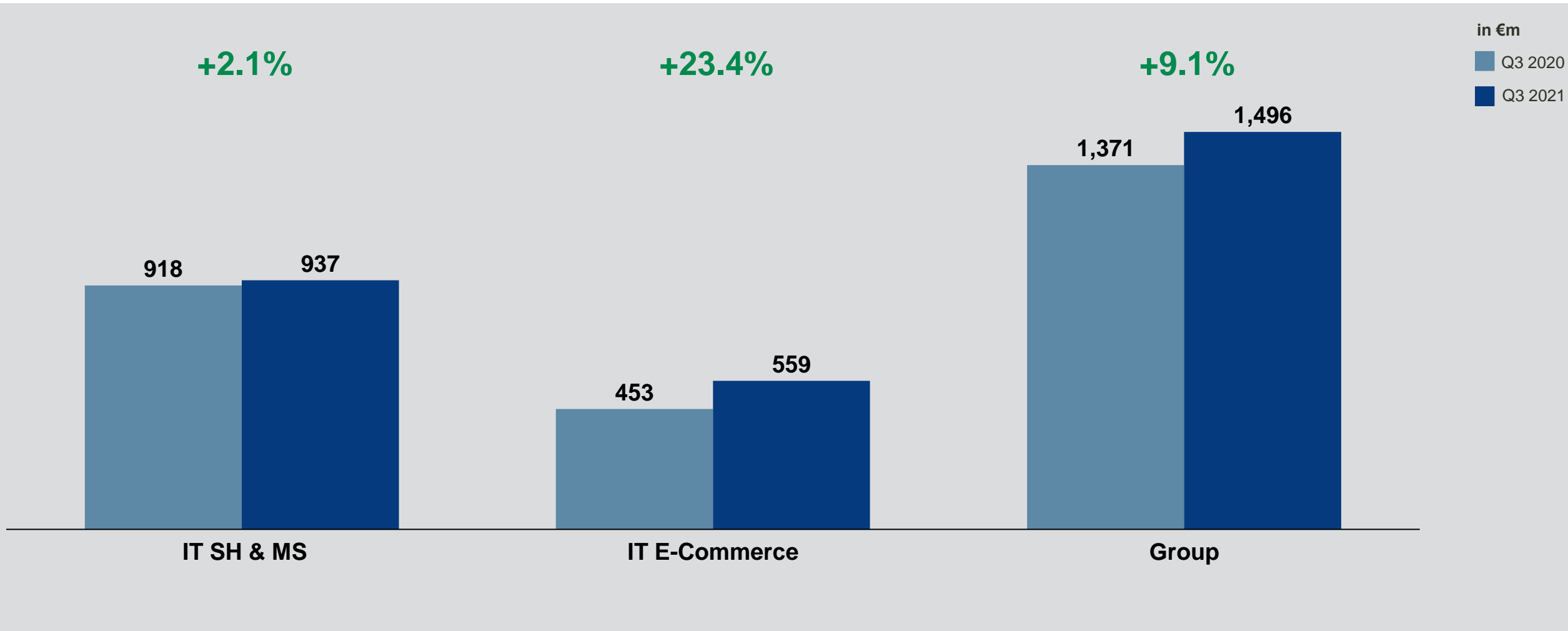
# 2 Business Development Q3 2021.

# Revenue –

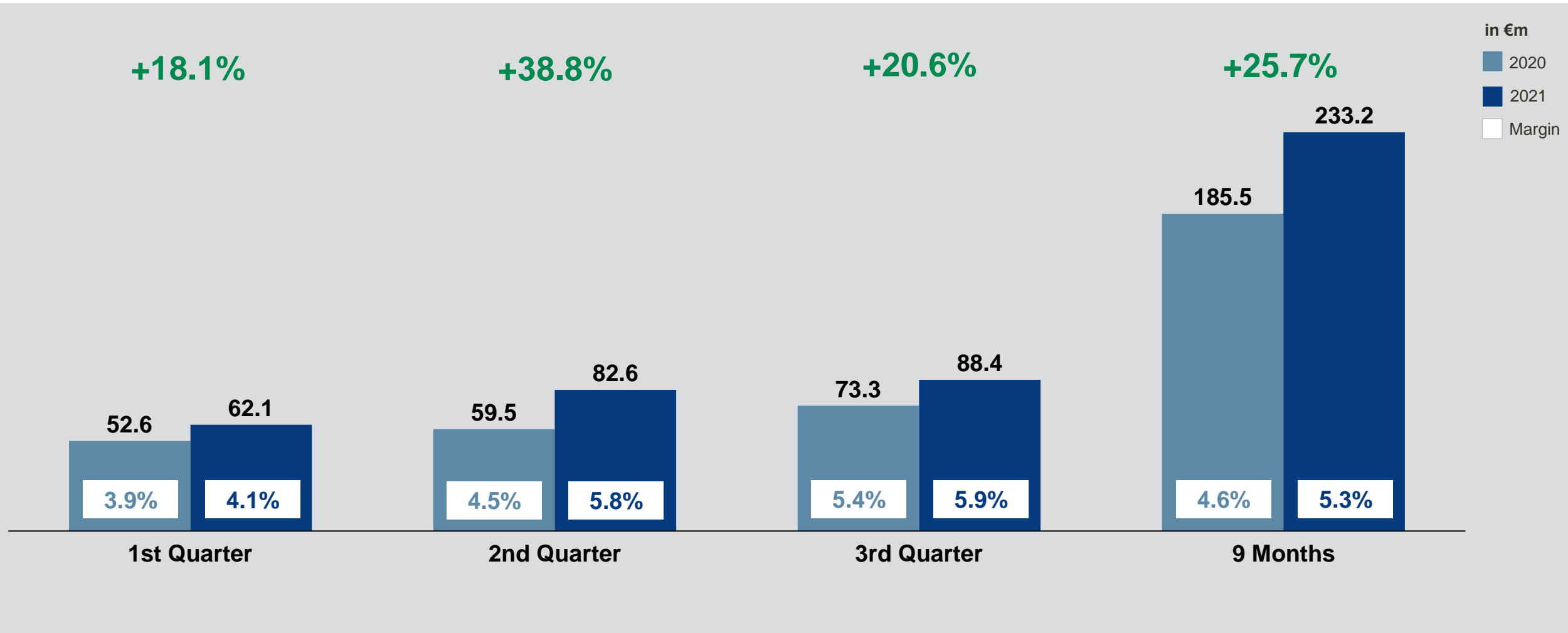
## Q3 growth maintains high level of prior quarter.



# Revenue – Prior year affects and impedes segment comparison.

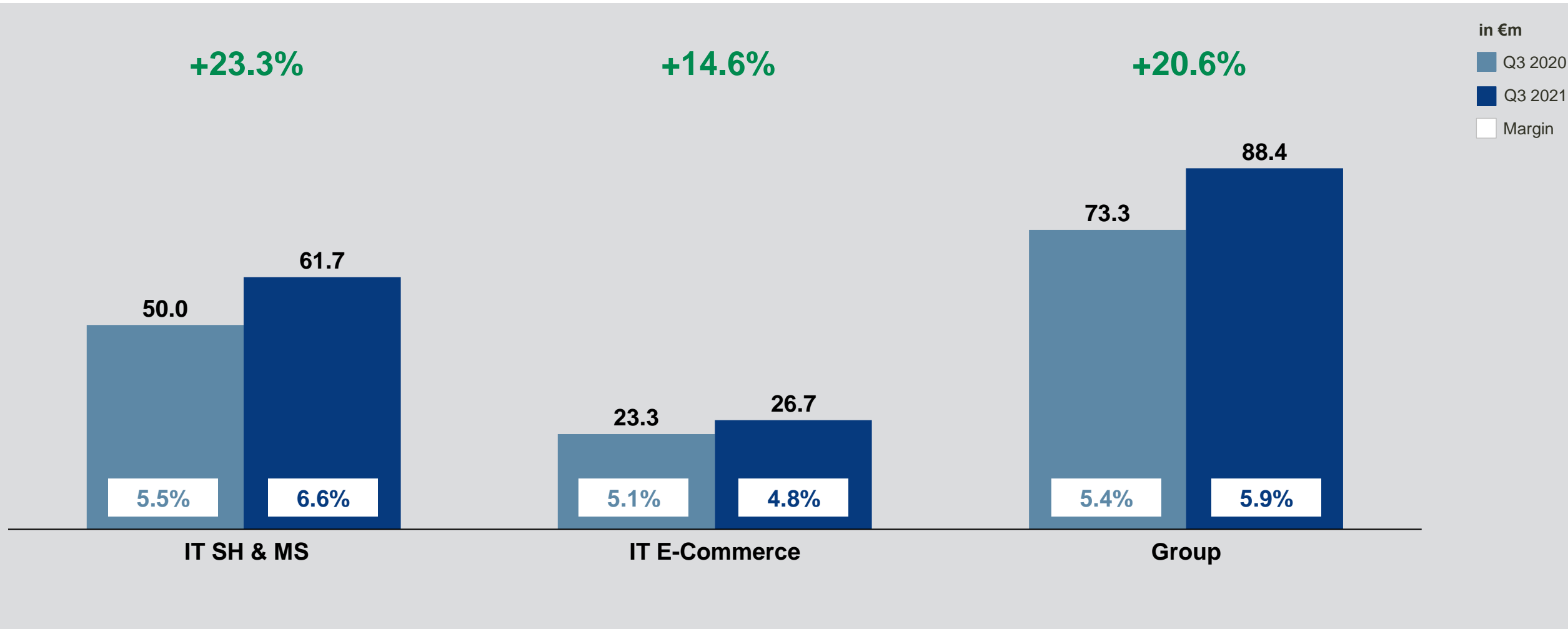


# EBIT – Excellent profitability also in Q3.



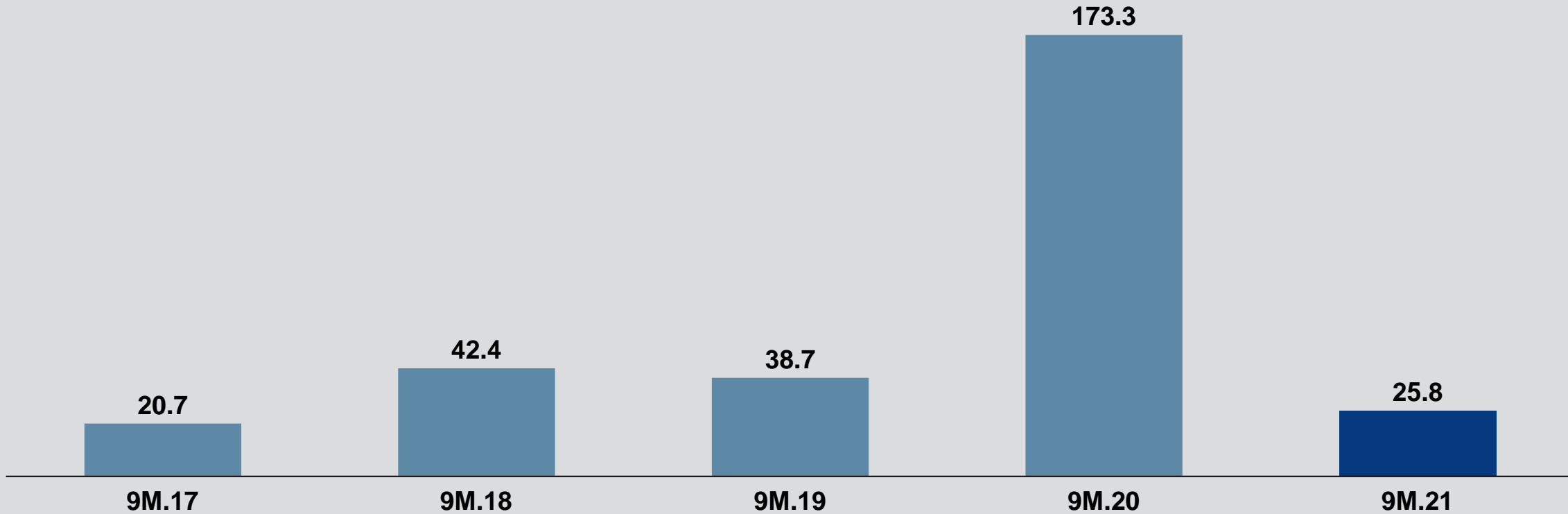
# EBIT –

Very good earnings development in both segments.



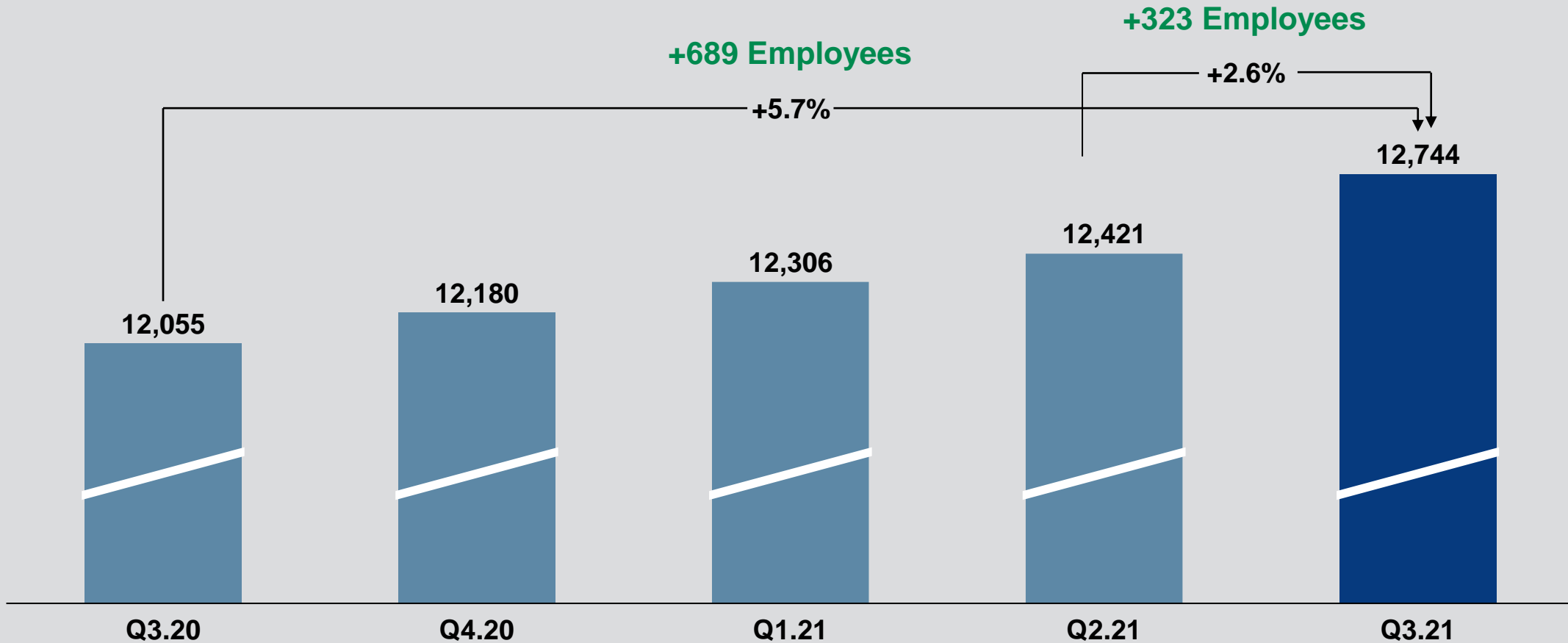
# Operating cash flow – Securing delivery capabilities impacts cash flow.

in €m



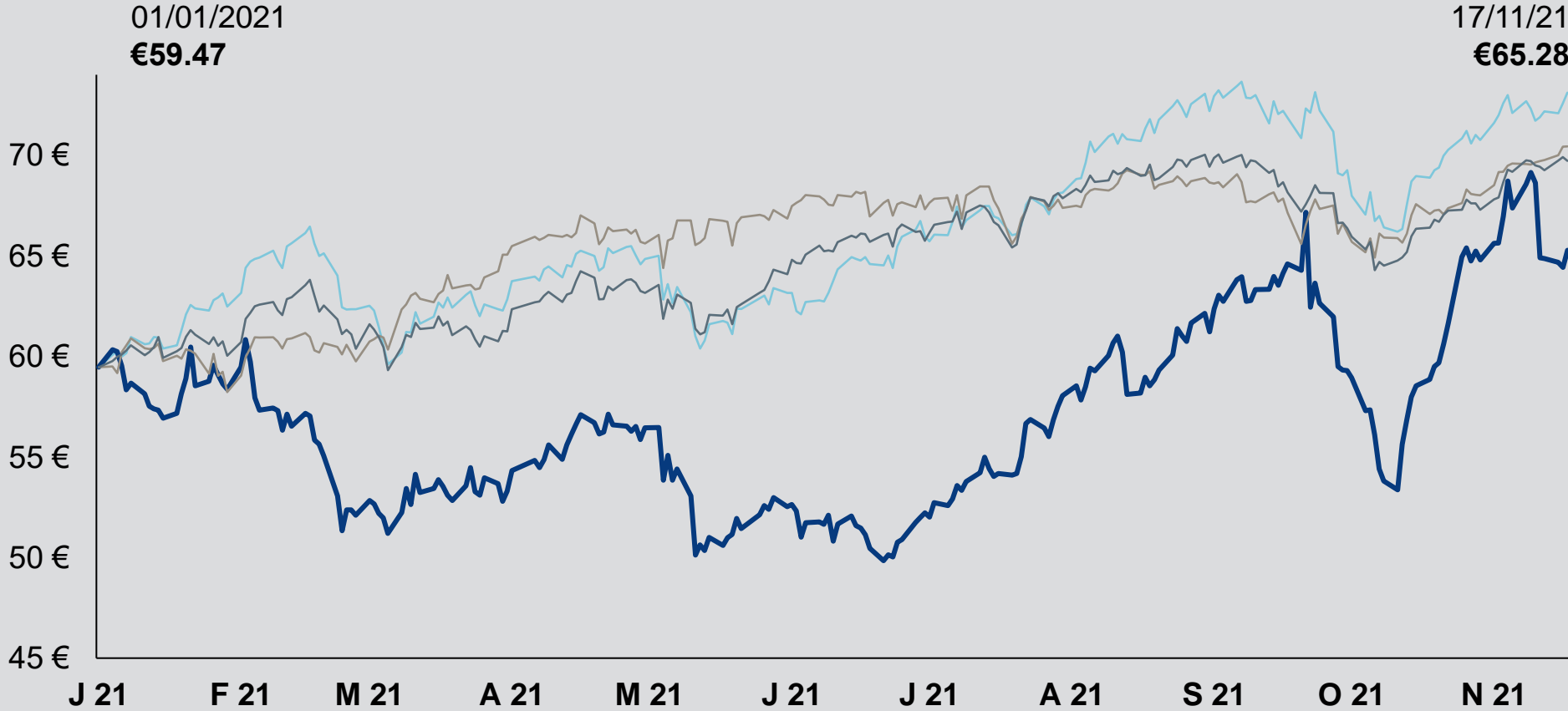


# Employees – Growth dynamics again slightly up.



# 3 The Bechtle share.

# The Bechtle share – Good performance after strong Q3.



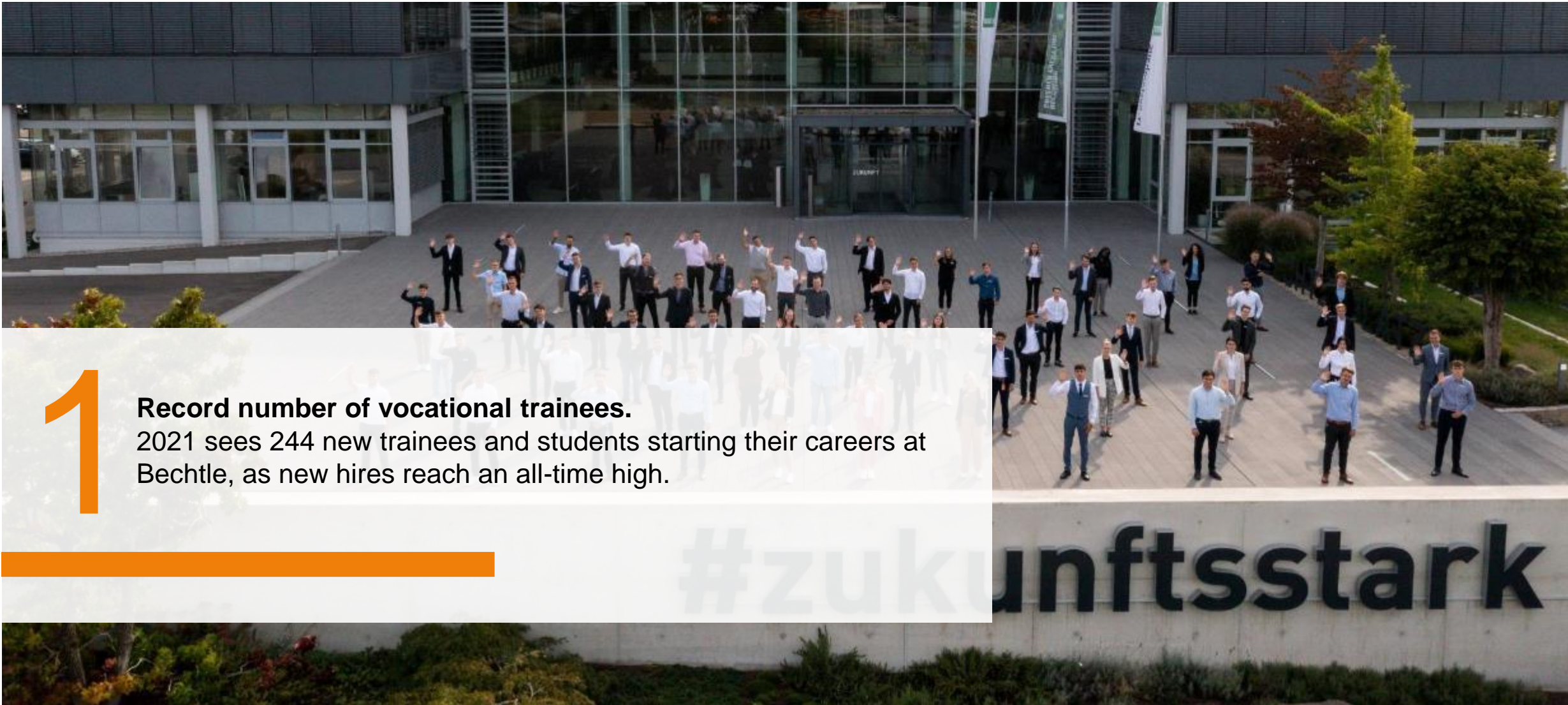
### Performance (ytd)

Bechtle	+9.8%
TecDAX*	+22.9%
DAX*	+18.5%
MDAX*	+17.3%

\* indexed

Price data adjusted to share split

# 4 Highlights.



# 1

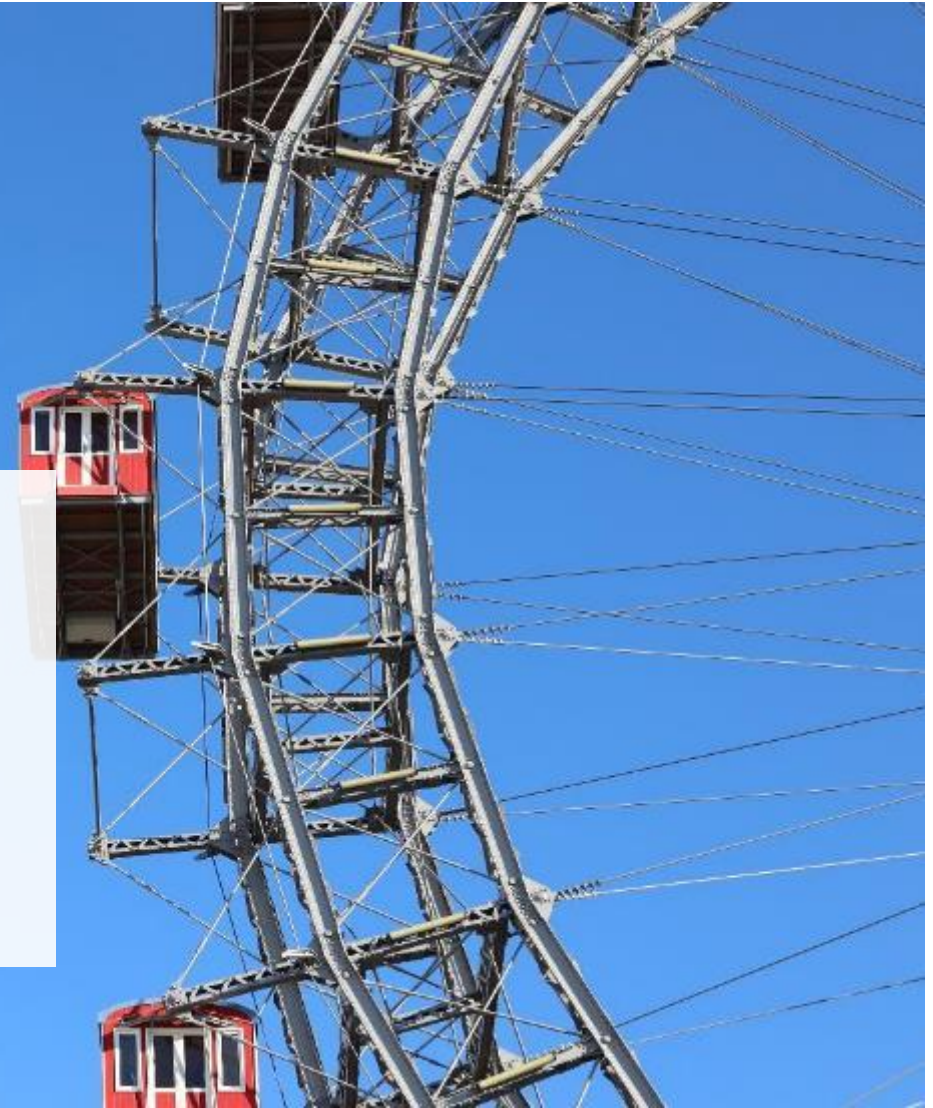
## **Record number of vocational trainees.**

2021 sees 244 new trainees and students starting their careers at Bechtle, as new hires reach an all-time high.

# 2

## **Acquisition of Open Networks in Austria.**

Bechtle's Austria IT system house has acquired Vienna-based IT service provider, Open Networks GmbH, adding to the fold an organisation specialised in delivering IT infrastructure solutions and application, data centre, security and network services.



# 3

## **Bechtle introduces Sustainability Strategy 2030.**

The Sustainability Strategy is a benchmark for corporate responsibility within the Bechtle Group, combining ecological, environmental and social aspects, and defining strategic objectives and concrete measures.

# 5 2021 outlook.



# Outlook – Supply chain issues restrict growth.

## Economic conditions and assumptions.

- Demand for IT remains high in Bechtle markets.
- Supply chain issues not only affecting the IT industry.
- Delivery bottlenecks expected to remain until well into 2022.

## 2021 forecast.

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

# Any questions?

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

