

# Bechtle AG – Company Presentation

Welcome.

Paris | 31 March 2023

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# 1 Introduction to Bechtle AG.

# Bechtle at a Glance.

**>14,000**  
employees

**ONE STOP SHOP  
APPROACH**

**70,000**  
B2B and B2G CUSTOMERS

**ENTREPRENEURIAL**  
THINKING AND  
BEHAVIOUR

**6.0** bn. €  
revenue in 2022



DECENTRALISED STRUCTURE  
WITH MORE THAN

**100**  
SUBSIDIARIES

# Bechtle AG – Business and responsibilities.

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

## Central Divisions

**SEGMENT IT System House & Managed Services**  
COO: Michael Guschlbauer

IT System Houses

Bechtle Managed  
Services

Specialists

Germany, Austria, Switzerland, Benelux, UK

**SEGMENT IT E-Commerce**  
COO: Jürgen Schäfer

Bechtle direct

Articona

GITA

In 14 countries

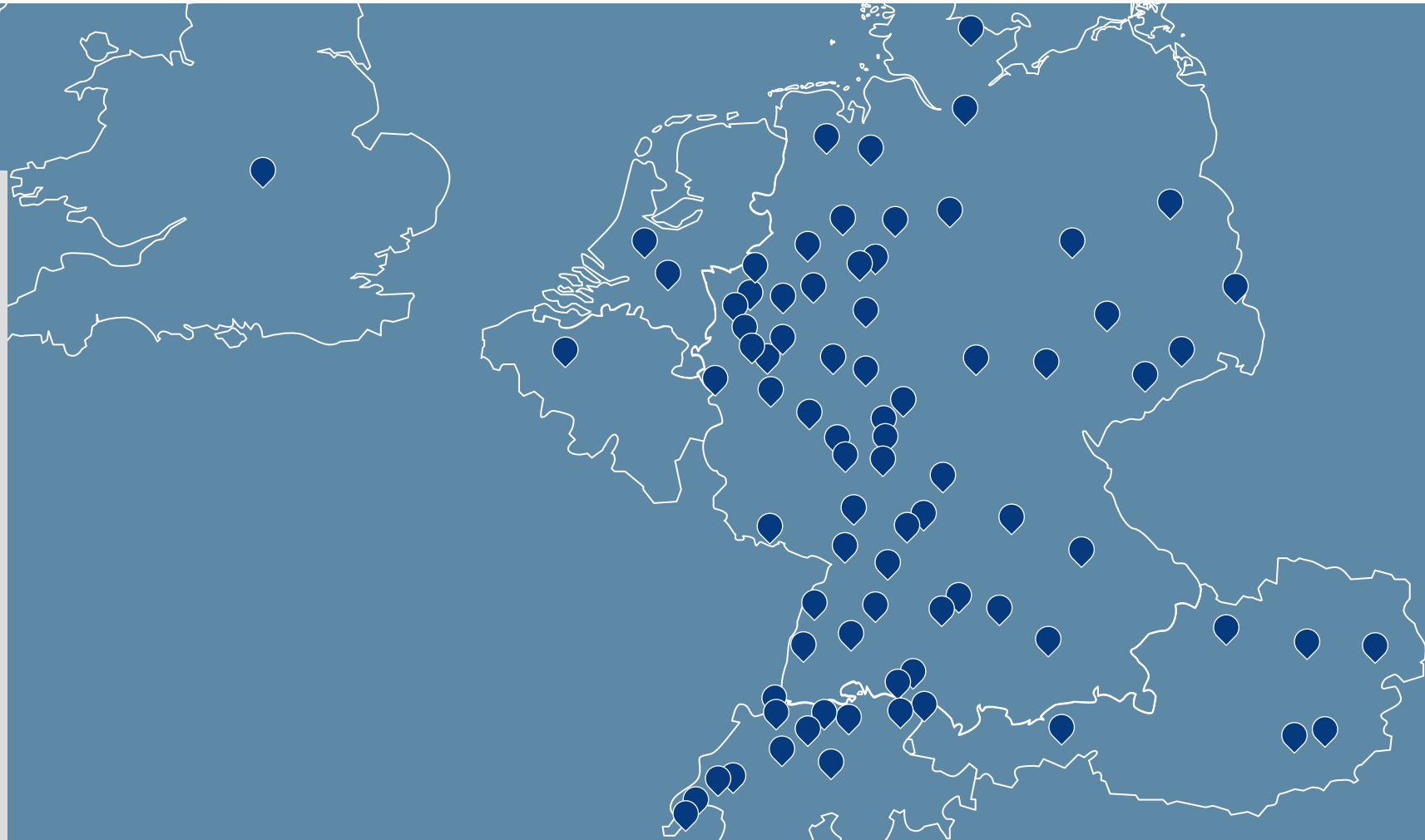
Our own brand

Securing global  
approach

## Logistics & Services

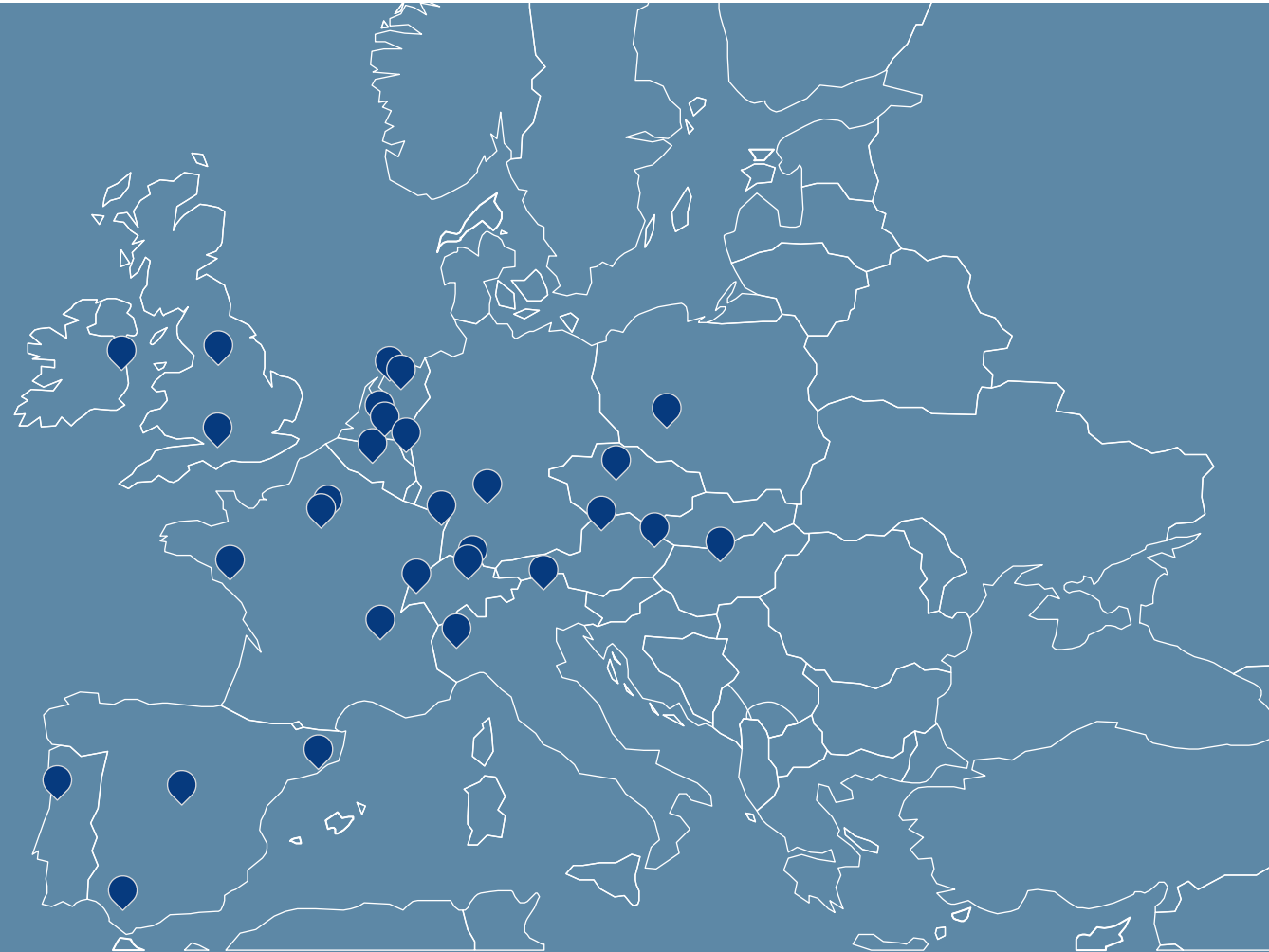
# Business Segment – IT System House & Managed Services.

- Wholesaler: Consulting, procurement and services
- Widespread, regional coverage, even outside DACH
- Close to our customers with more than 85 locations
- Decentralised structure with high responsibility of local MDs
- Employees in 2022: 11,110
  - Services: Approx. 6,291
- Revenue in 2022: €3.9bn



# 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 2022: 2,936
- Revenue in 2022: €2.2bn

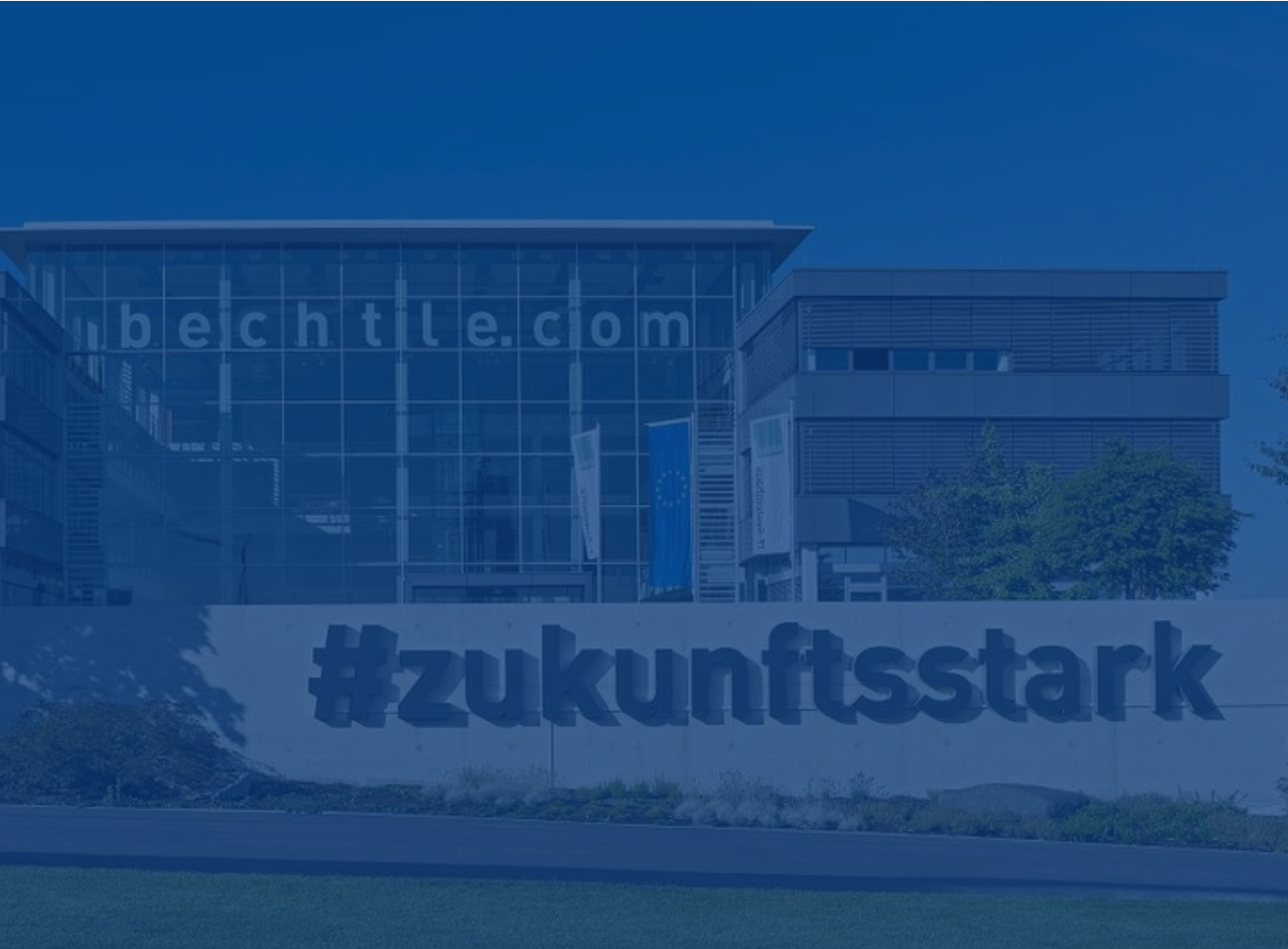


# Nr. 1 Ranked System House in Germany.

Revenue in Germany (in €m)

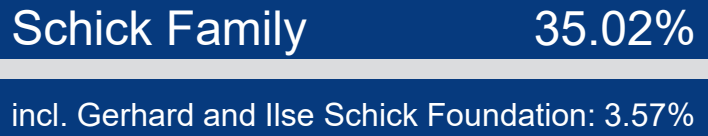
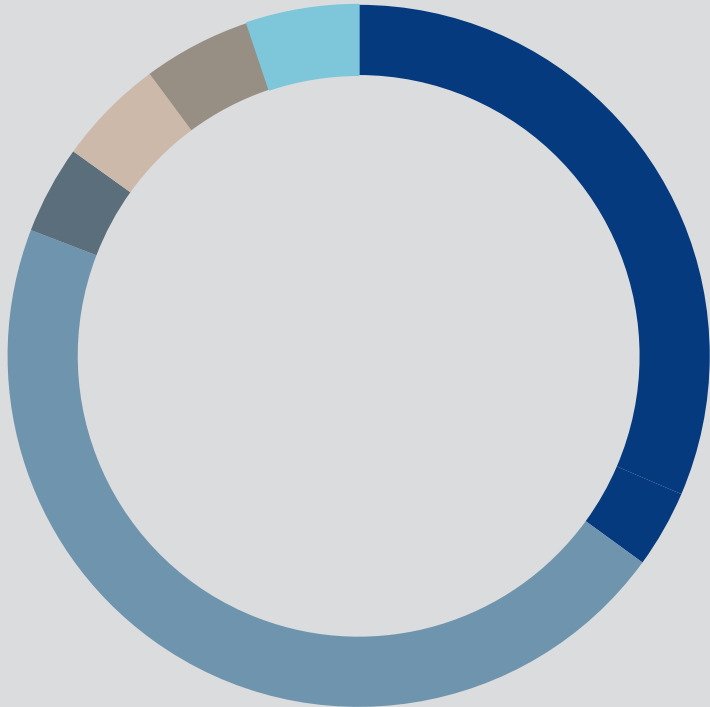
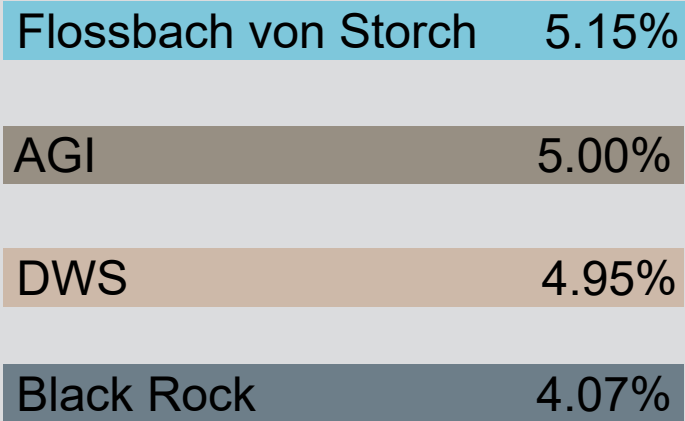
RANK	COMPANY	2021
1	Bechtle	3,355
2	Computacenter	2,352
3	Software One	1,760
4	SVA System Vertrieb Alexander	1,254
5	Cancom	1,201
6	T-Systems International	1,000
7	NTT Data	890
8	MSG Systems	878
9	ACP Gruppe	766
10	Infosys	630
...	...	...
31	Damovo Deutschland	103

Source: Channelpartner 08/2022



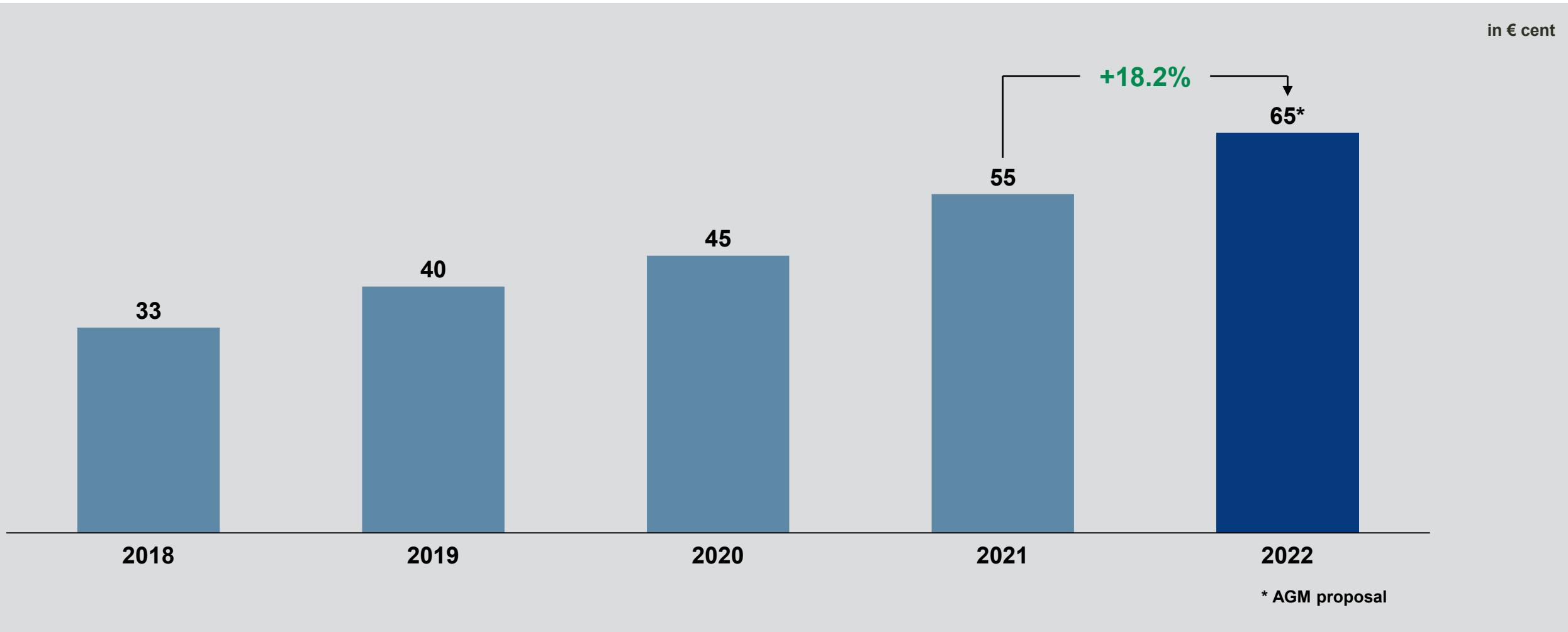


# Shareholder Structure – Long-term and independent anchor shareholder.



Current of: December 2022, 126 million shares

# Dividend – Above average rise a sign of confidence.



# Vision 2030 – 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.



# 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.

- 2022.**
- Enhanced supplier management and new auditing procedures.
  - Introduce compliance training for all employees.

- Targets.**
- Create a compliance handbook and reframe our incident procedure until 2023.
  - Promote employees' social commitments until 2030.

## ENVIRONMENT.

- 2022.**
- 35% share of alternative-fuel vehicles in our car fleet in Germany.
  - 100% green electricity at the headquarters and 72 other locations across Europe.

- Targets.**
- Gradually extend the company fleet with all-electric vehicles until 2030.
  - Carbon neutral in those business areas we have influence until 2030.

## PEOPLE.

- 2022.**
- Implementing the flexible Work@Bechtle concept.
  - Finalised the Gender Diversity Roadmap.

- Targets.**
- At least one woman within the Executive board until 2025.
  - Increasing the training quota in Germany to 10% until 2030.

## DIGITAL FUTURE.

- 2022.**
- Introduce a group-wide sustainability controlling software.

- Targets.**
- Sustainable in-house digitalisation – Plan 30% of IT projects taking sustainability criteria into account until 2023.

# 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)**.

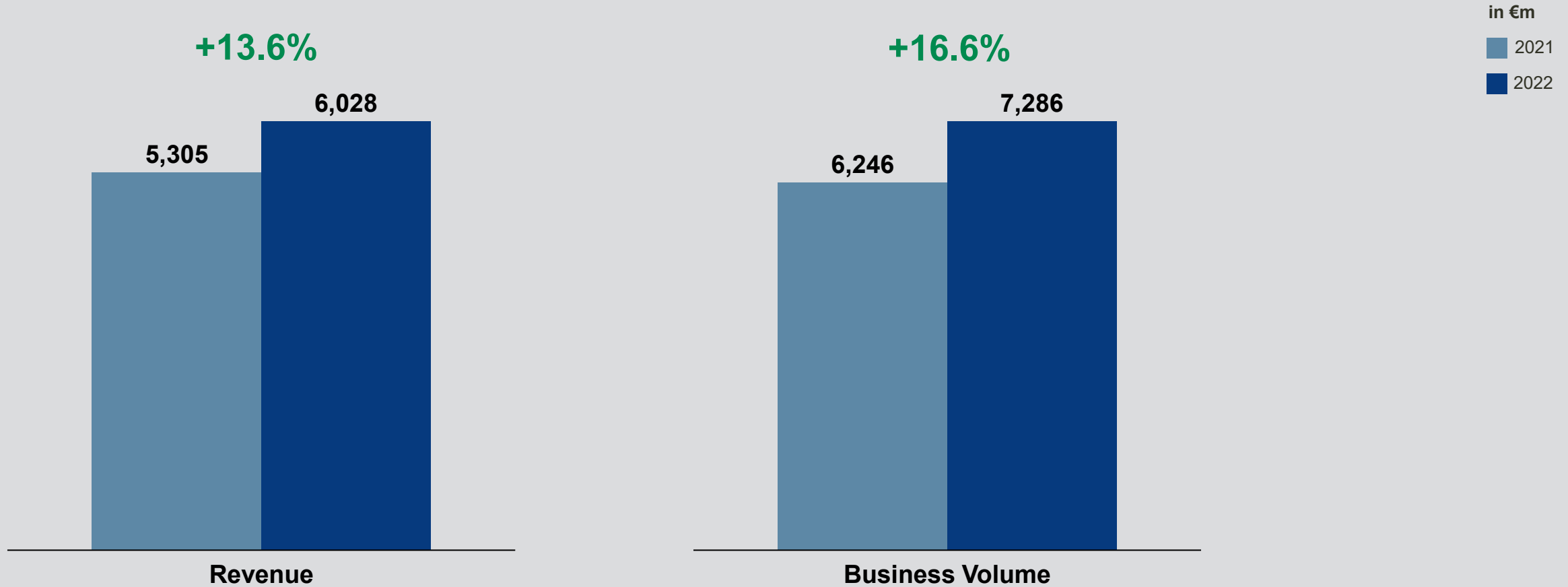
### Focal Points:

<p><b>Energy.</b></p> <ul style="list-style-type: none"> <li>• Increasing <b>energy efficiency</b> at our sites</li> <li>• Generating our own electricity, use of <b>geothermal energy</b></li> <li>• Purchase of <b>green electricity</b></li> </ul>	<p><b>Mobility.</b></p> <ul style="list-style-type: none"> <li>• <b>Sustainable</b> fleet strategy</li> <li>• Intensification of <b>alternative drives</b></li> <li>• <b>Environmentally friendly</b> travel and commuting</li> </ul>	<p><b>Procurement.</b></p> <ul style="list-style-type: none"> <li>• <b>Sustainable</b> purchasing strategy</li> <li>• <b>Close cooperation</b> with suppliers</li> </ul>	<p><b>Logistics.</b></p> <ul style="list-style-type: none"> <li>• <b>Climate-friendly</b> logistics (packaging and transport)</li> </ul>	<p><b>Awareness.</b></p> <ul style="list-style-type: none"> <li>• <b>Raising awareness</b> among internal and external stakeholders</li> </ul>
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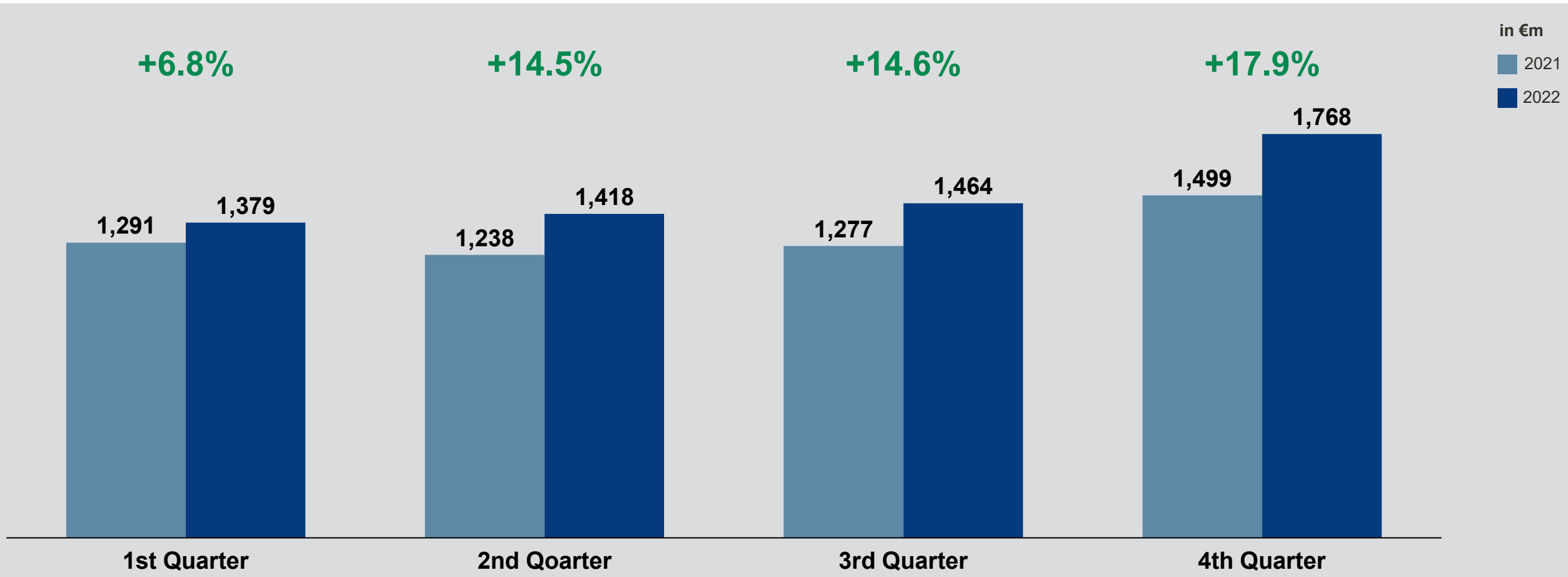
# 3 Business Development.



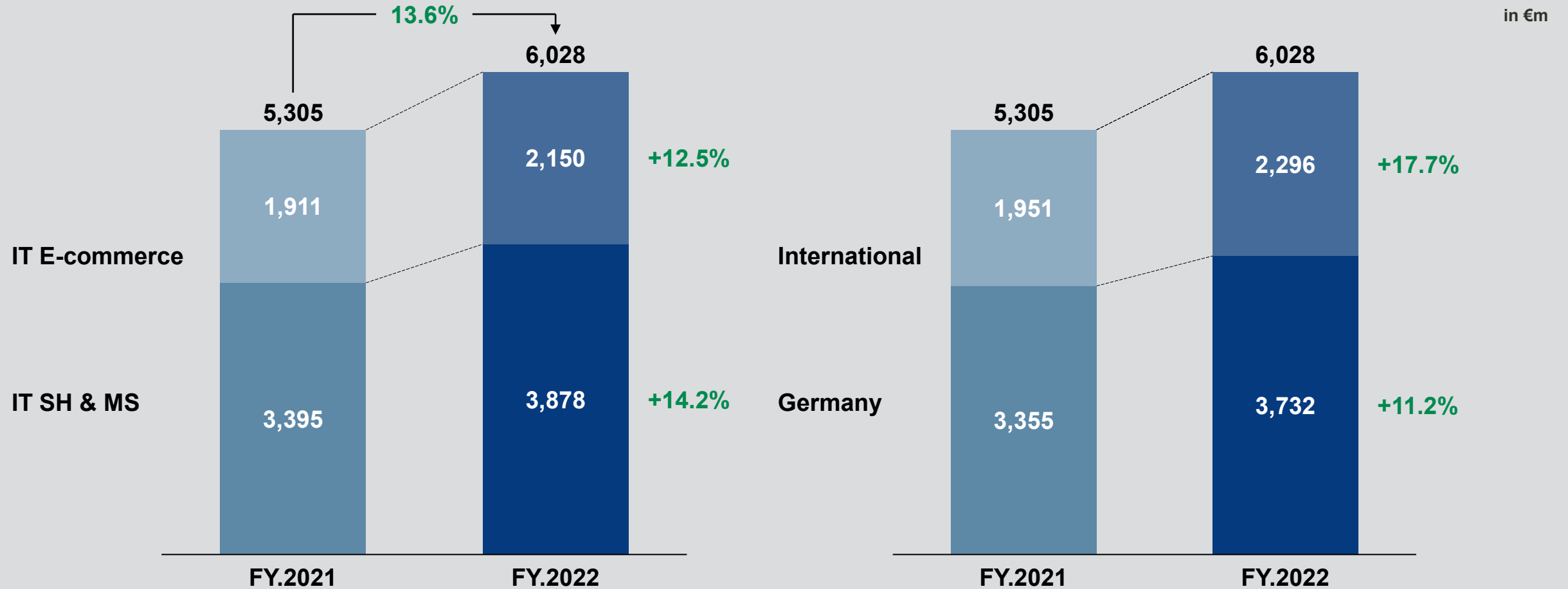
# Revenue and business volume – Another successful year.



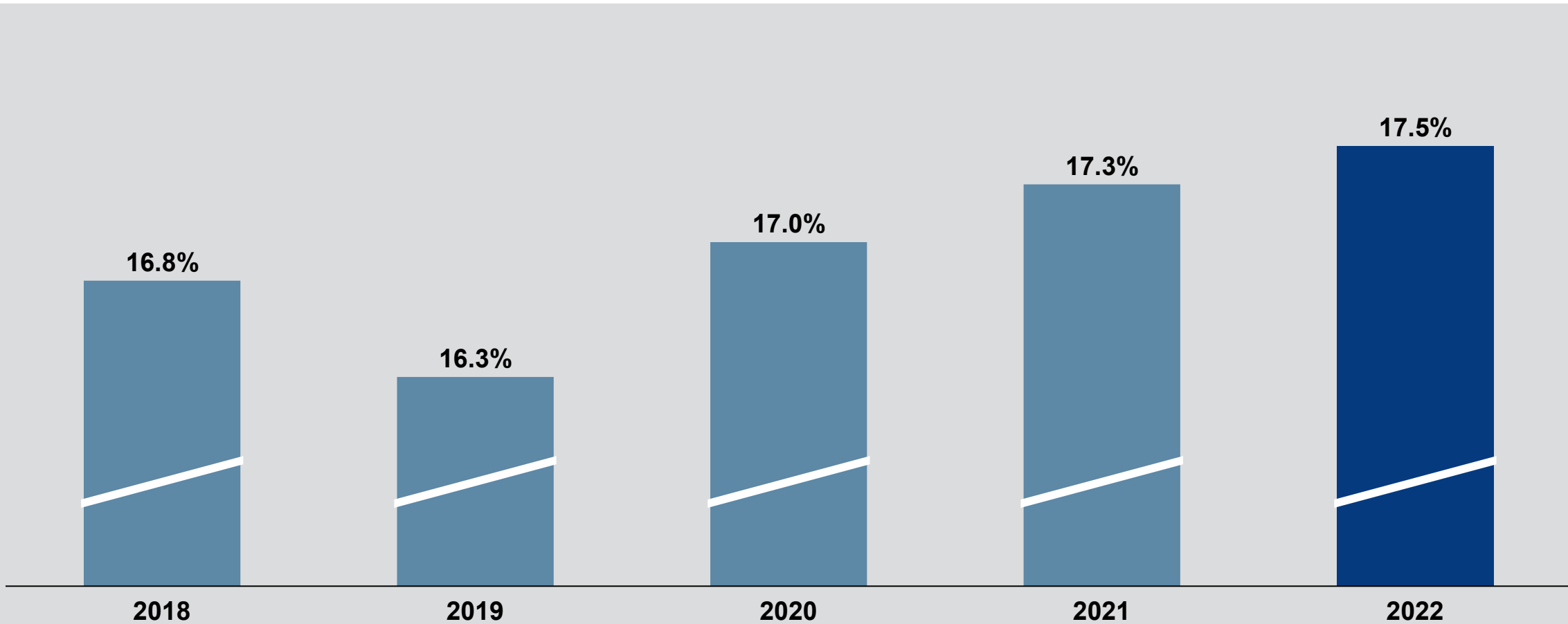
# Revenue – Very strong second half-year.



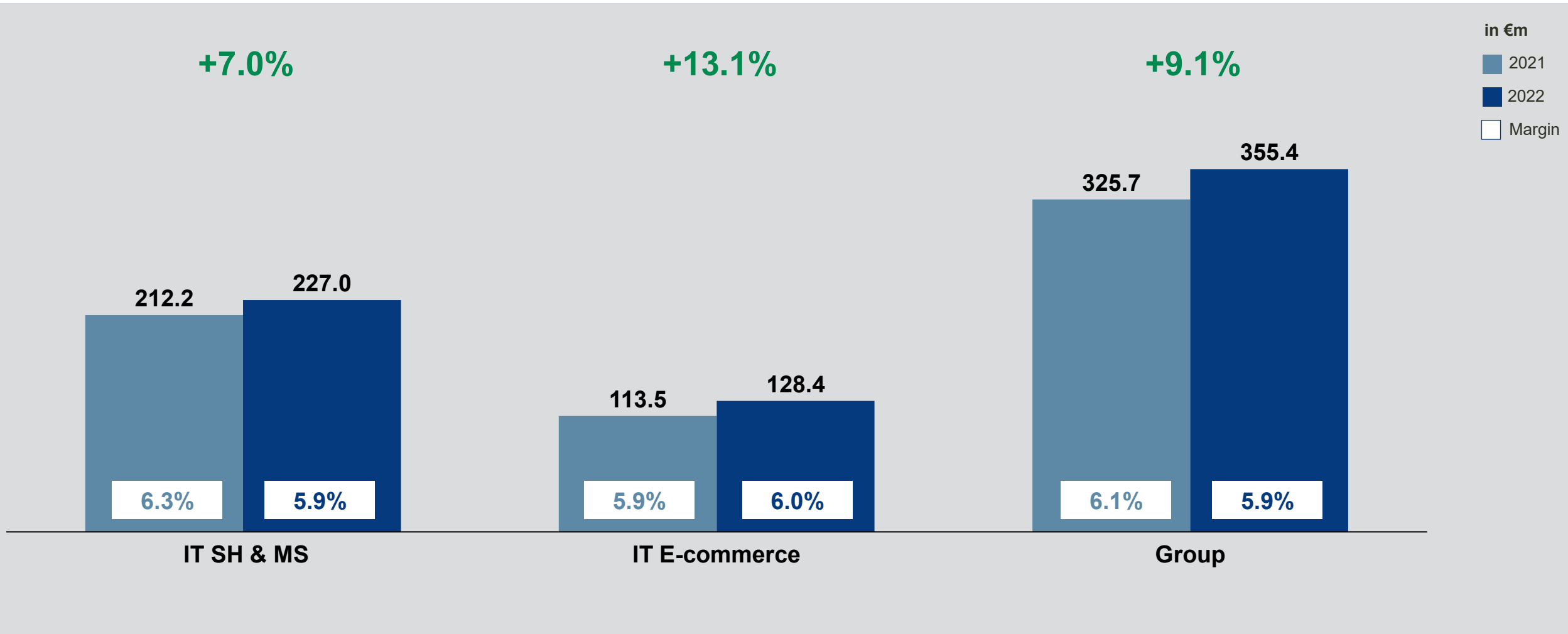
# Revenue – Balanced growth in both segments.



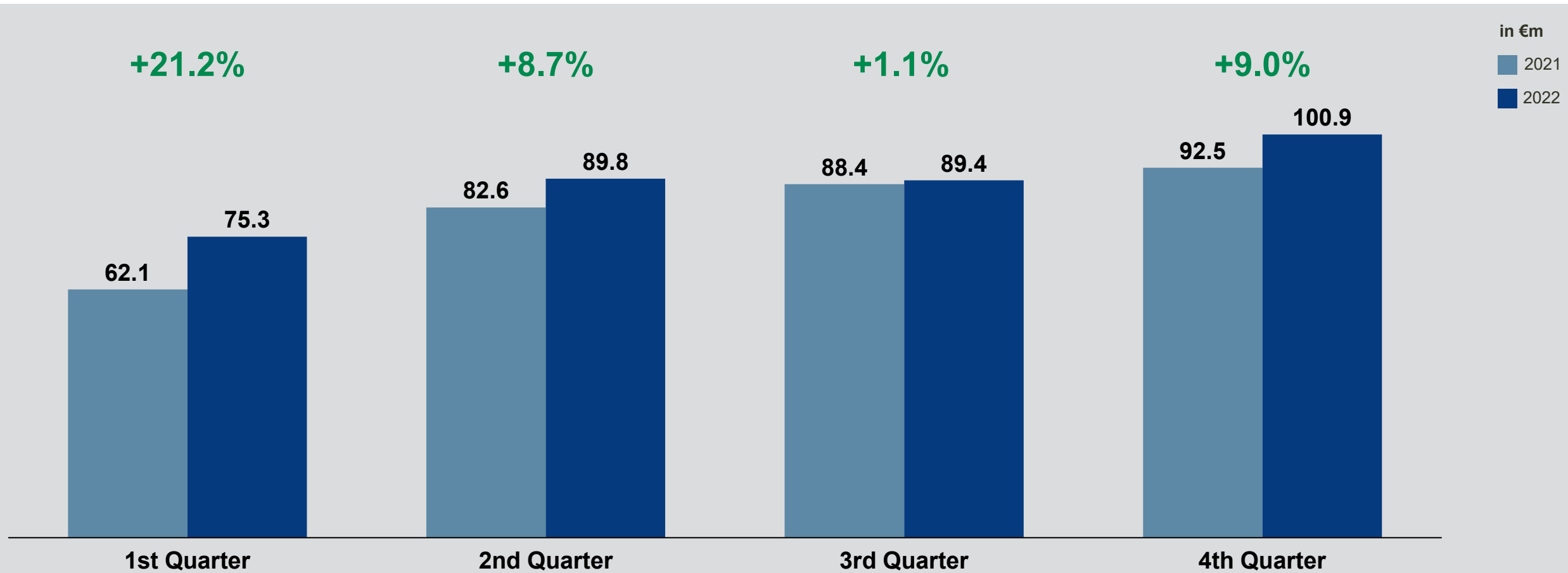
# Gross margin – Remains consistently high.



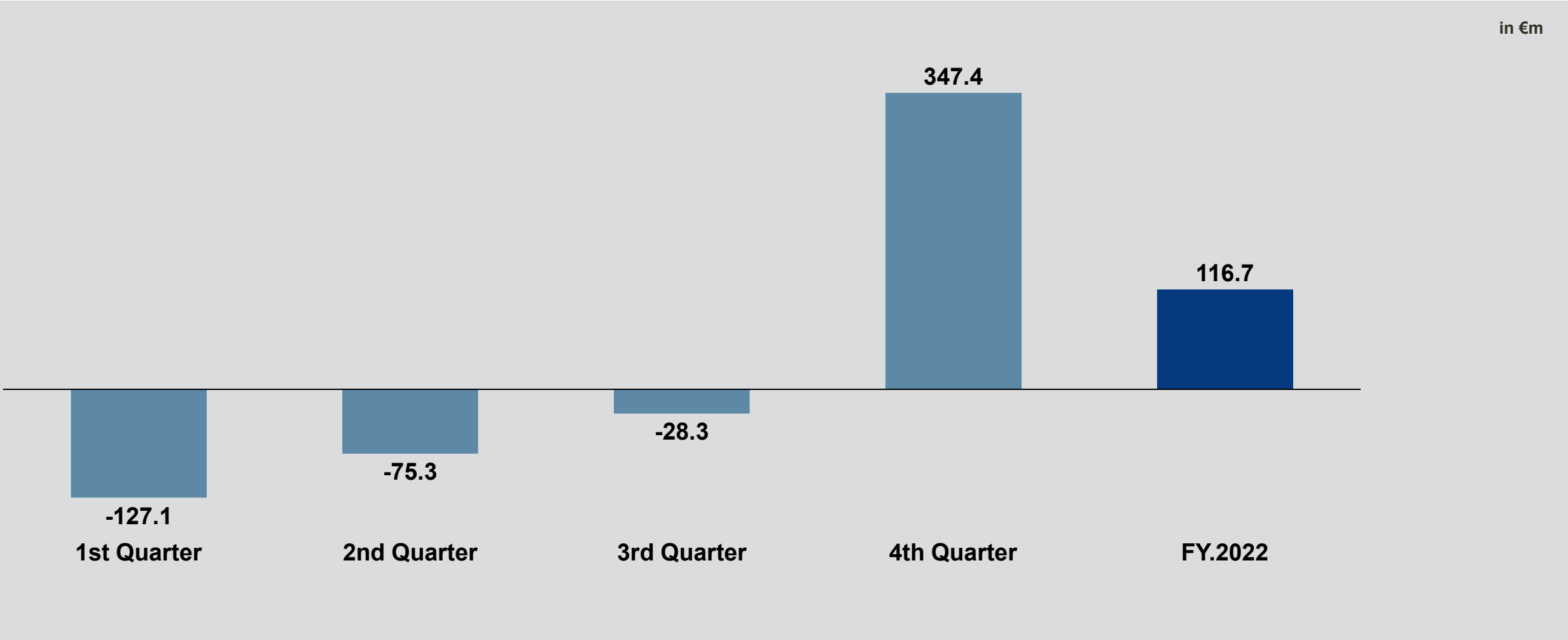
# EBIT – Significant increase over previous year.



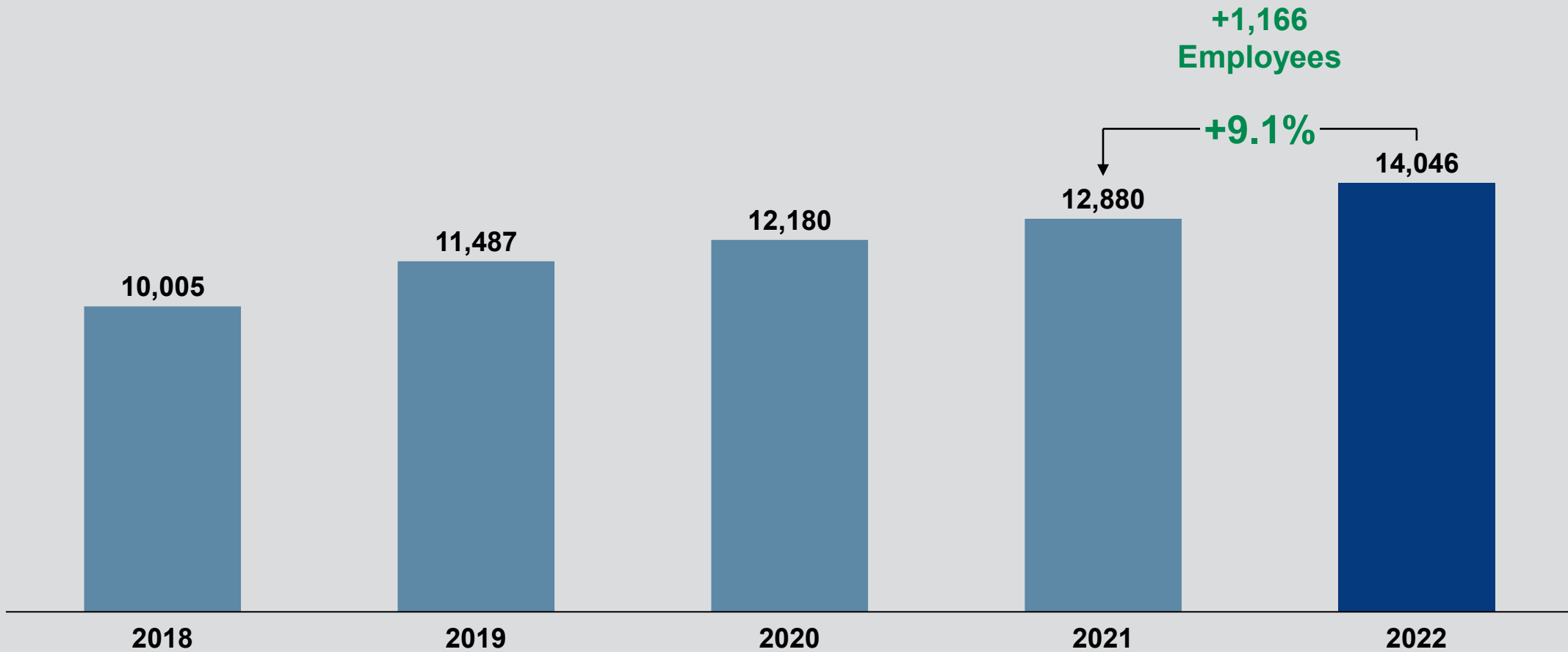
# EBIT – Strong end-of-year development.



# Operative cashflow – Noticeably positive upswing in the fourth quarter.



# Employees – Disproportionately increase.





# 4 Highlights.

## 1

**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.



# 2

## **Bechtle acquires systems integrators in the Netherlands and UK.**

Bechtle is further pursuing its growth strategy on the European market and has acquired its first companies outside DACH with PQR and AXEZ in the Netherlands, and ACS Systems and Tangible Benefit in the UK.

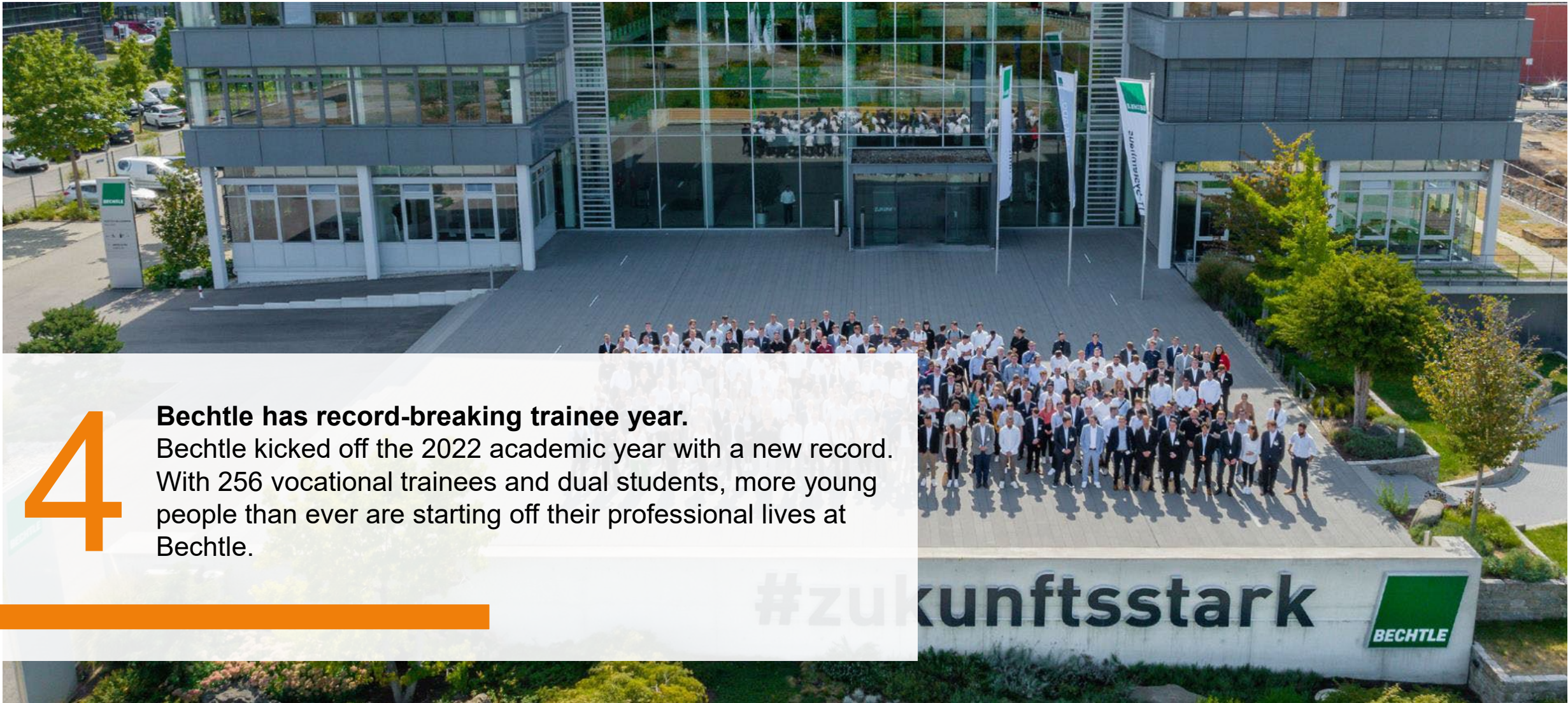


# 3

## Climate Protection Strategy 2030.

Bechtle published its Climate Protection Strategy 2030, setting out goals and measures towards achieving net-zero carbon emissions by 2030.





## 4 Bechtle has record-breaking trainee year.

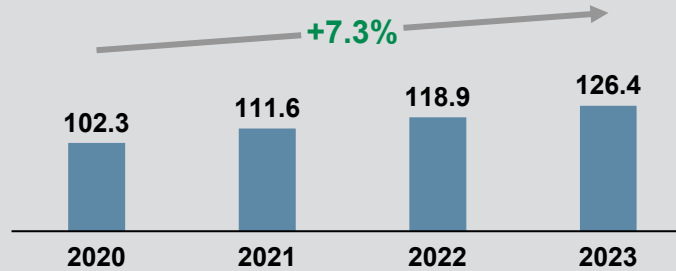
Bechtle kicked off the 2022 academic year with a new record. With 256 vocational trainees and dual students, more young people than ever are starting off their professional lives at Bechtle.

# 5 2023 outlook.

# Forecast – Digitalisation continues to drive growth.

## Average growth per year

IT market in Germany –  
Consistently high growth.

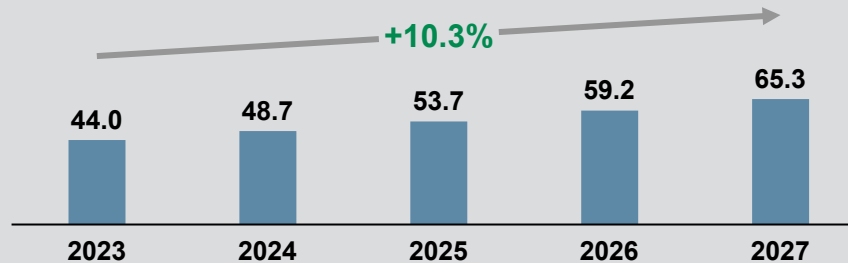


Revenue  
in €bn

Source: bitkom

## Average growth per year

IT security –  
High potential.

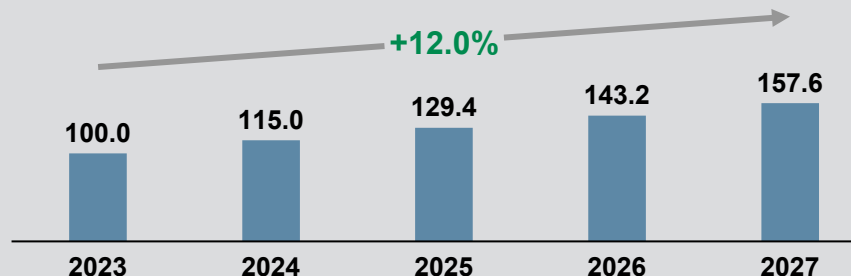


Revenue  
in \$bn

Source: statista, IT security market in Europe

## Average growth per year

Cloud services –  
Gaining ground in Europe.



Revenue  
in €bn

**Only 41% of EU businesses use  
cloud services in particular for  
e-mail and storage.**

Source: EU, as of Dec. 2021

Source: statista, Cloud market in Europe

# Outlook – 2023 will be challenging. Bechtle remains optimistic.

## Assumptions.

- The overall economic situation will develop better than expected just a few months ago, but growth rates will remain limited.
- Supply bottlenecks hampering our manufacturing partners will continue to ease.
- Project business backlog will dissipate.
- We will succeed in balancing out the inflation-related increase of the cost basis.

## Realistic objectives.

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



# Any questions?

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

