

Bechtle AG – Company Presentation

Welcome.

Baader Investment Conference | Munich | 19 September 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

INTERNATIONAL



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, France, Spain, UK

SEGMENT IT E-Commerce
COO: Jürgen Schäfer

Bechtle direct

Articona

GITA

In 14 countries

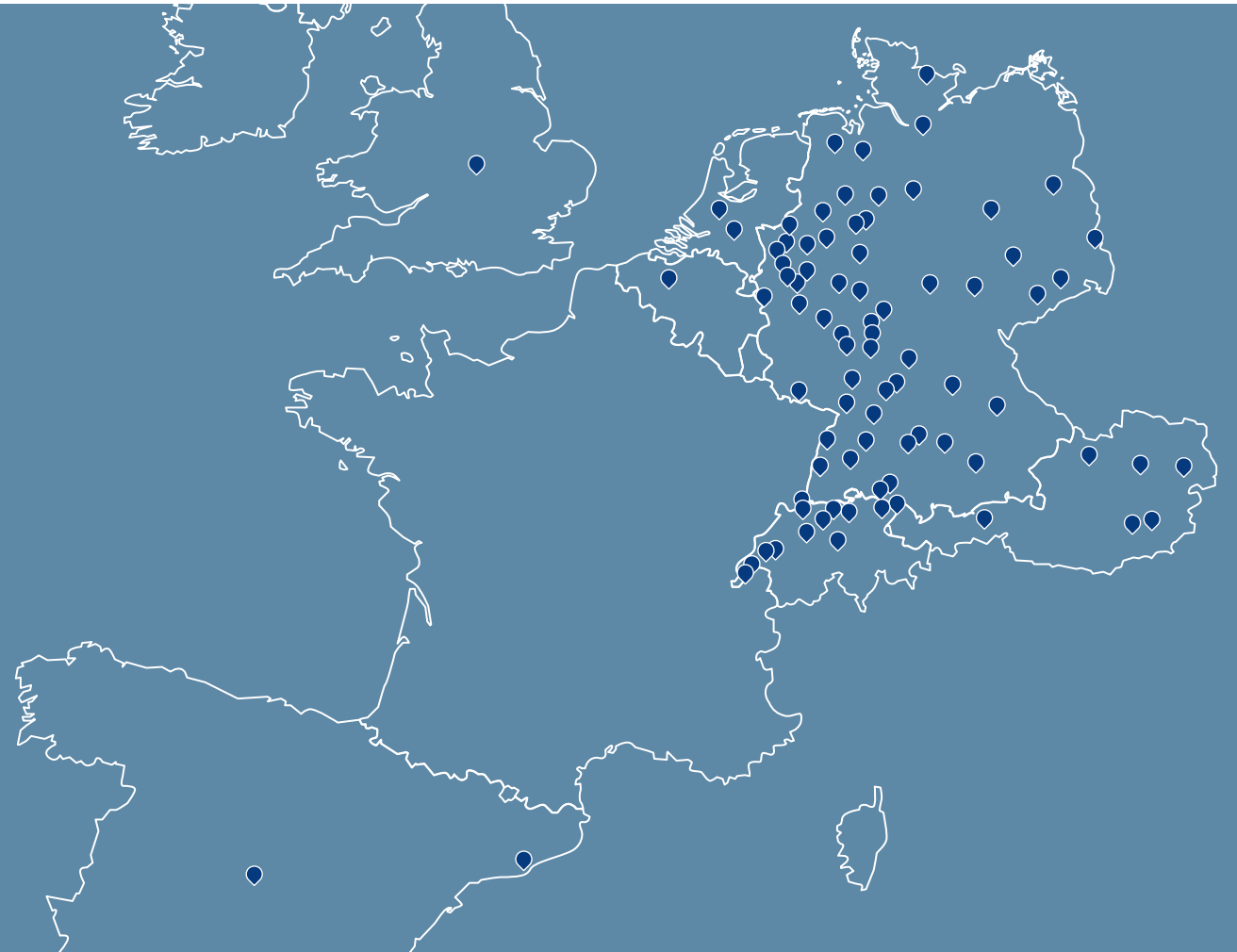
Our own brand

Securing global
approach

Logistics & Services

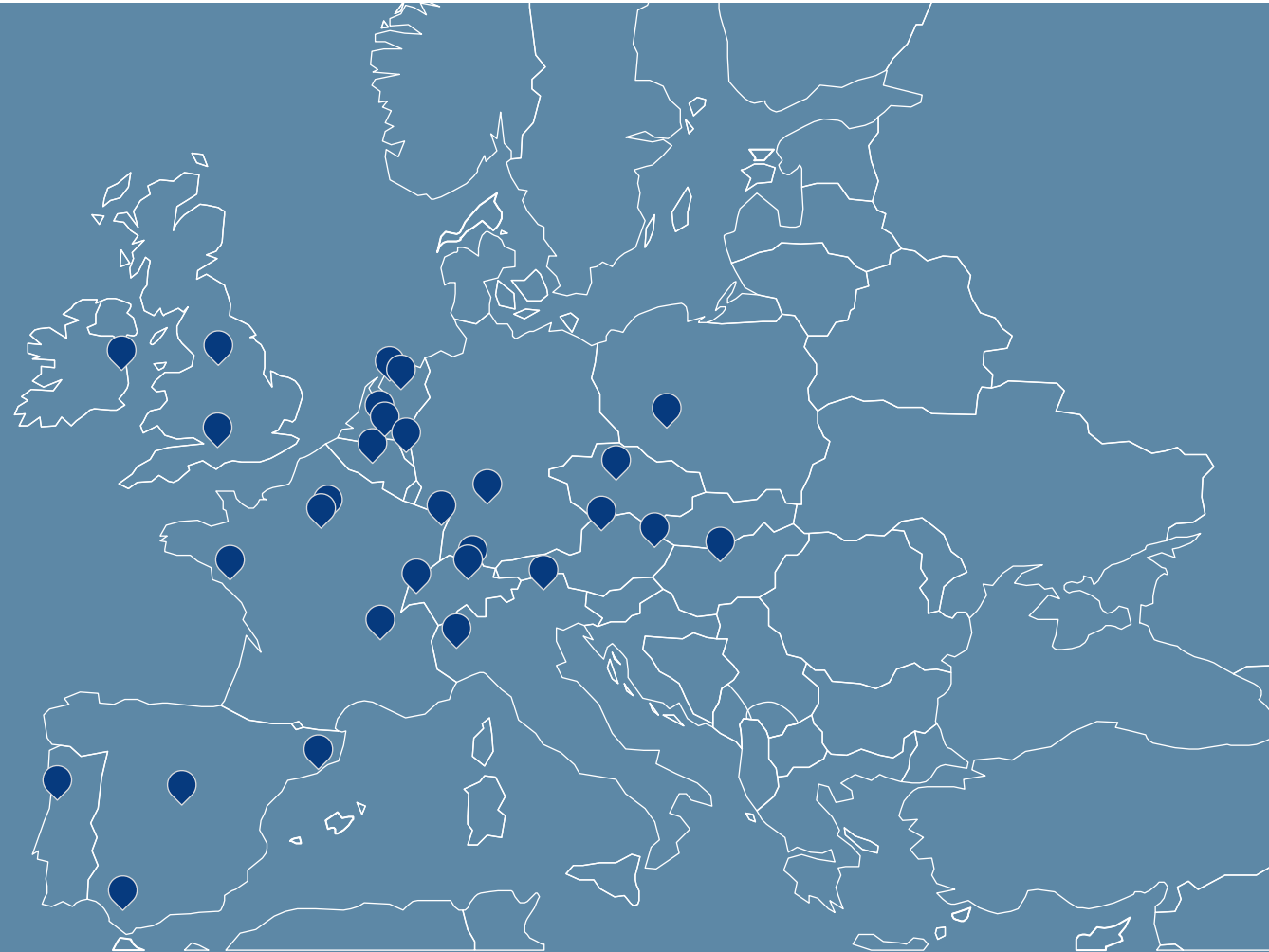
Business Segment – IT System House & Managed Services.

- 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

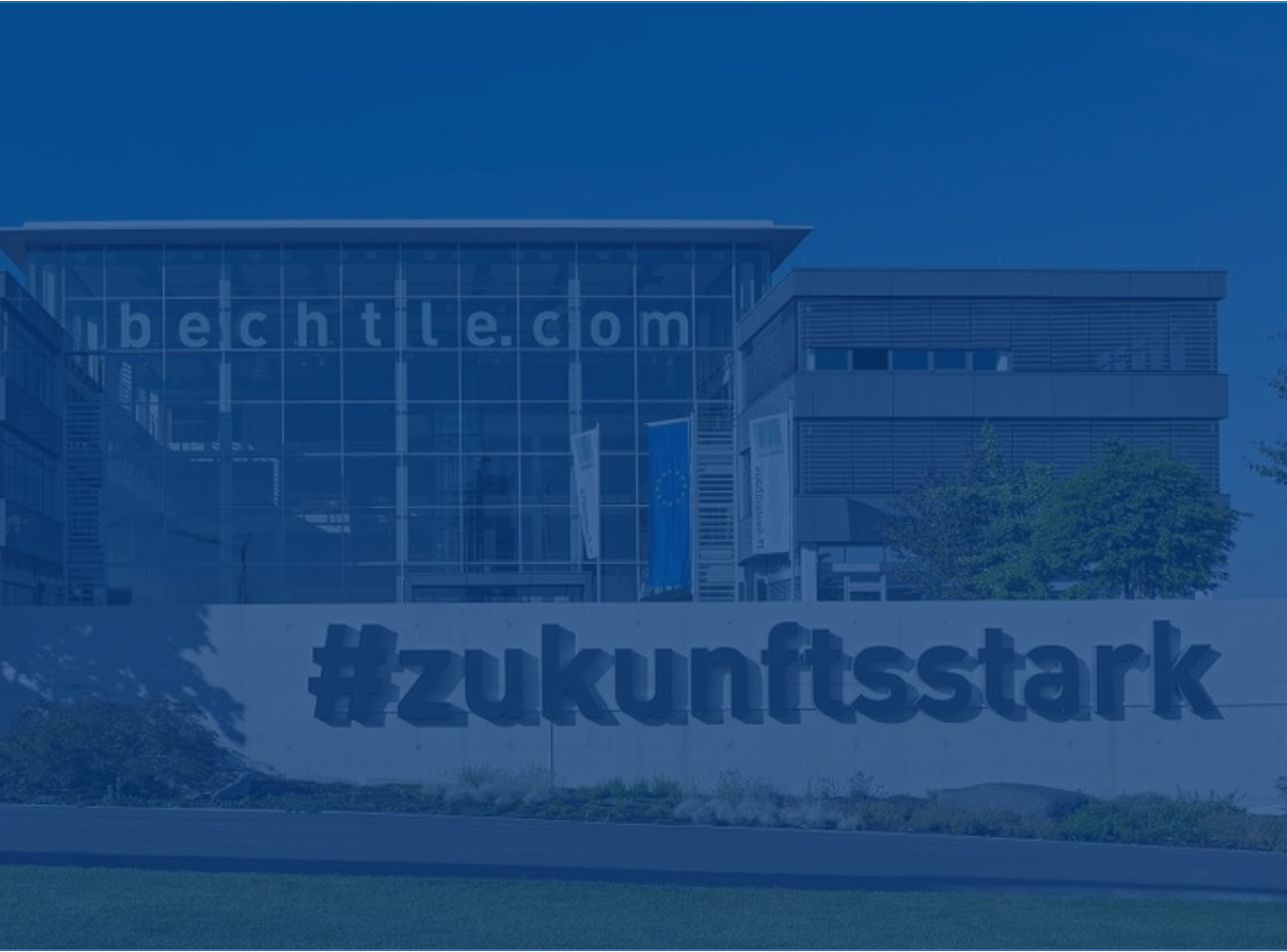


Nr. 1 Ranked System House in Germany.

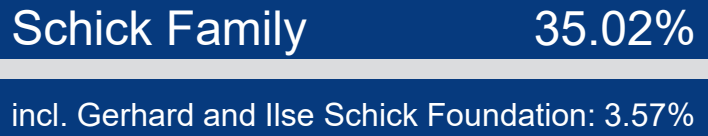
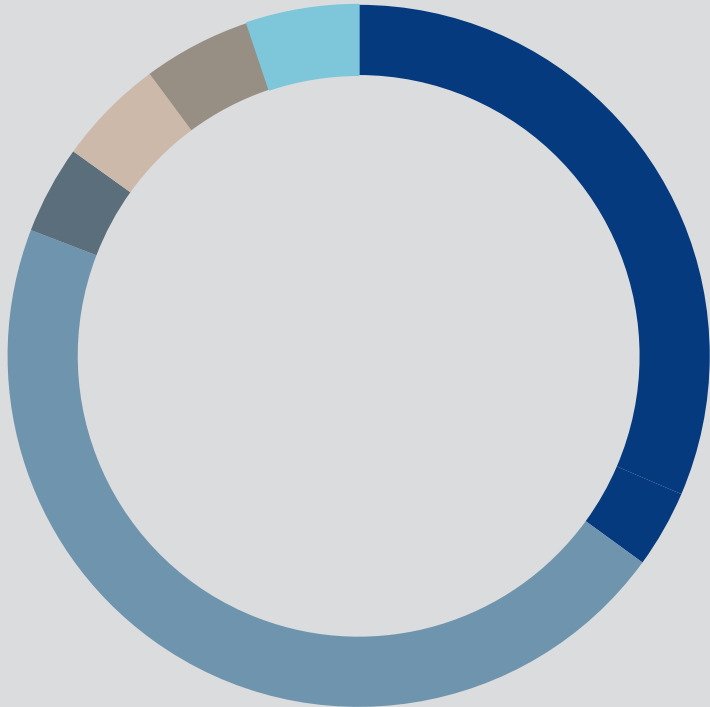
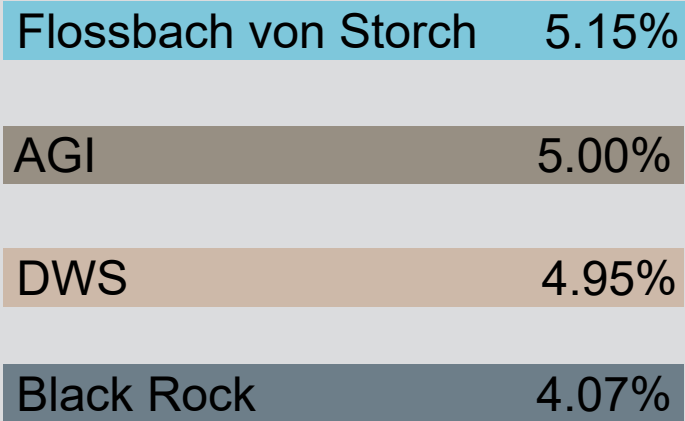
Revenue in Germany (in €m)

RANK	COMPANY	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

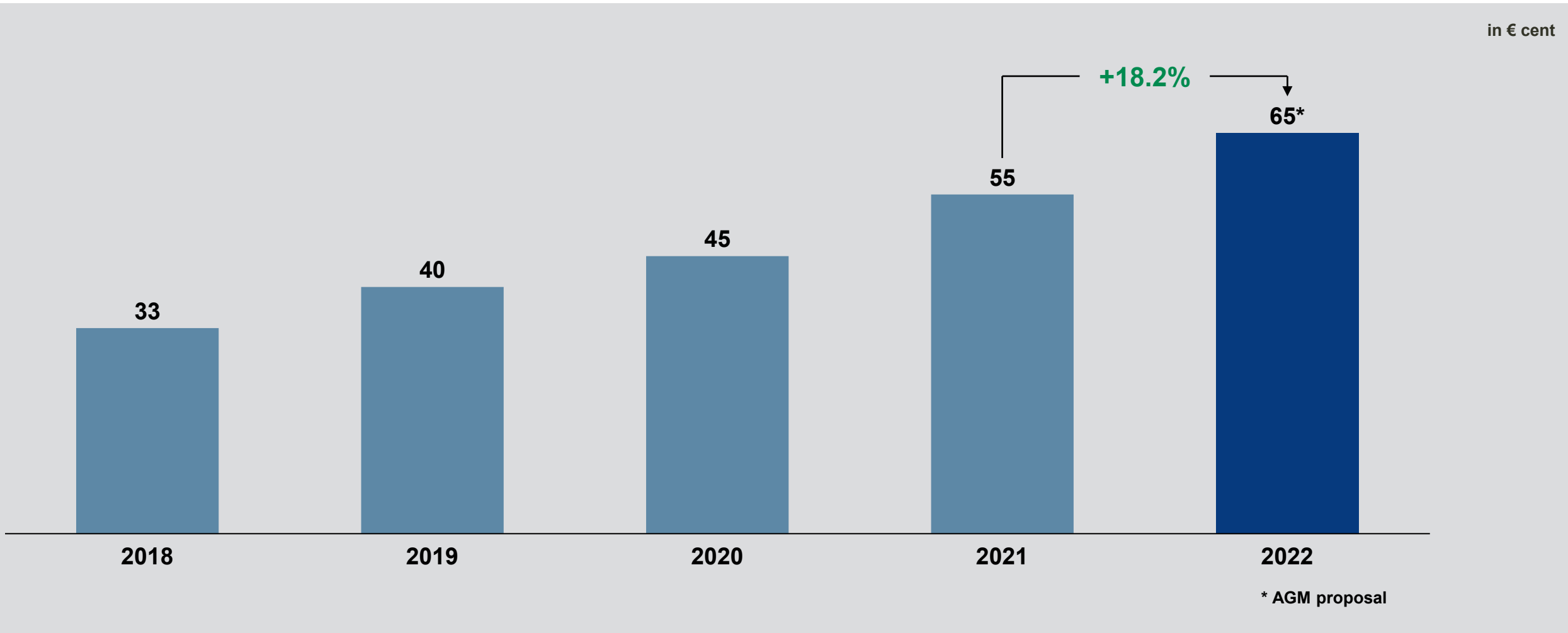


Shareholder Structure – Long-term and independent anchor shareholder.



Current of: 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:

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.

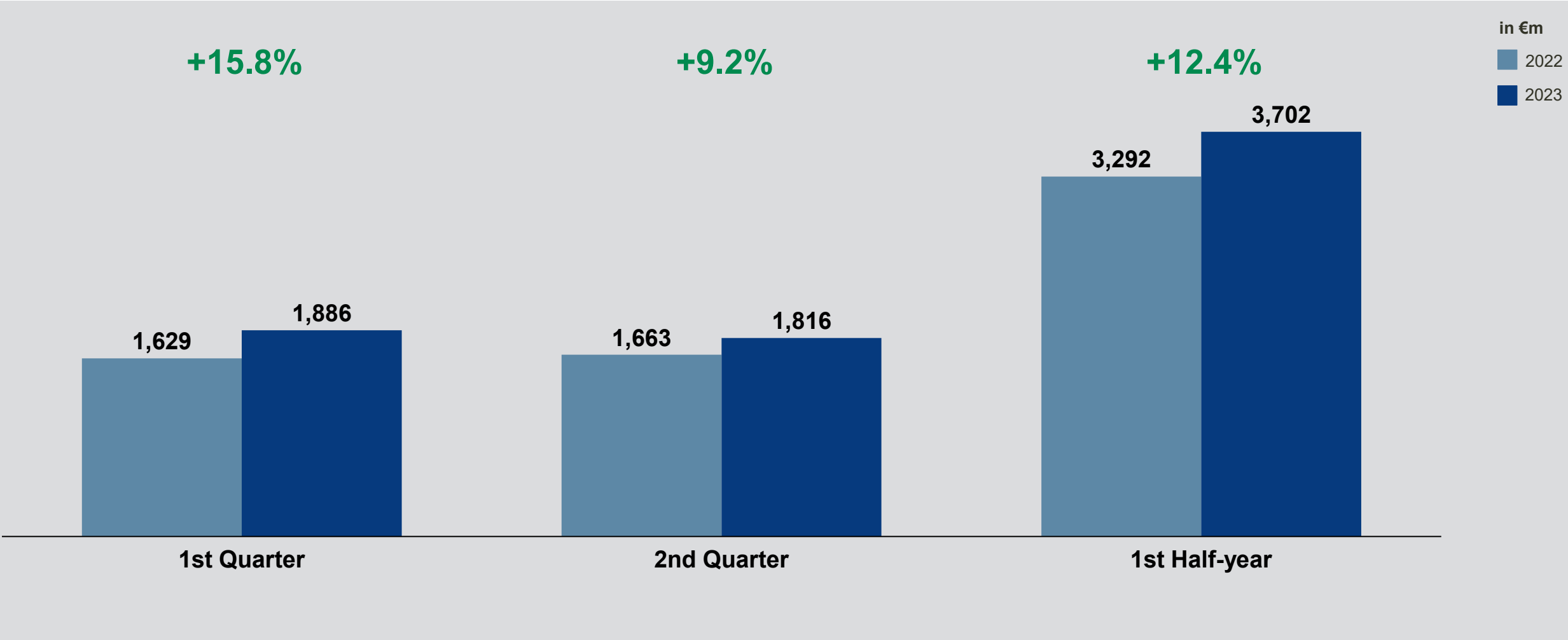
- **Climate-friendly** logistics (packaging and transport)

Awareness.

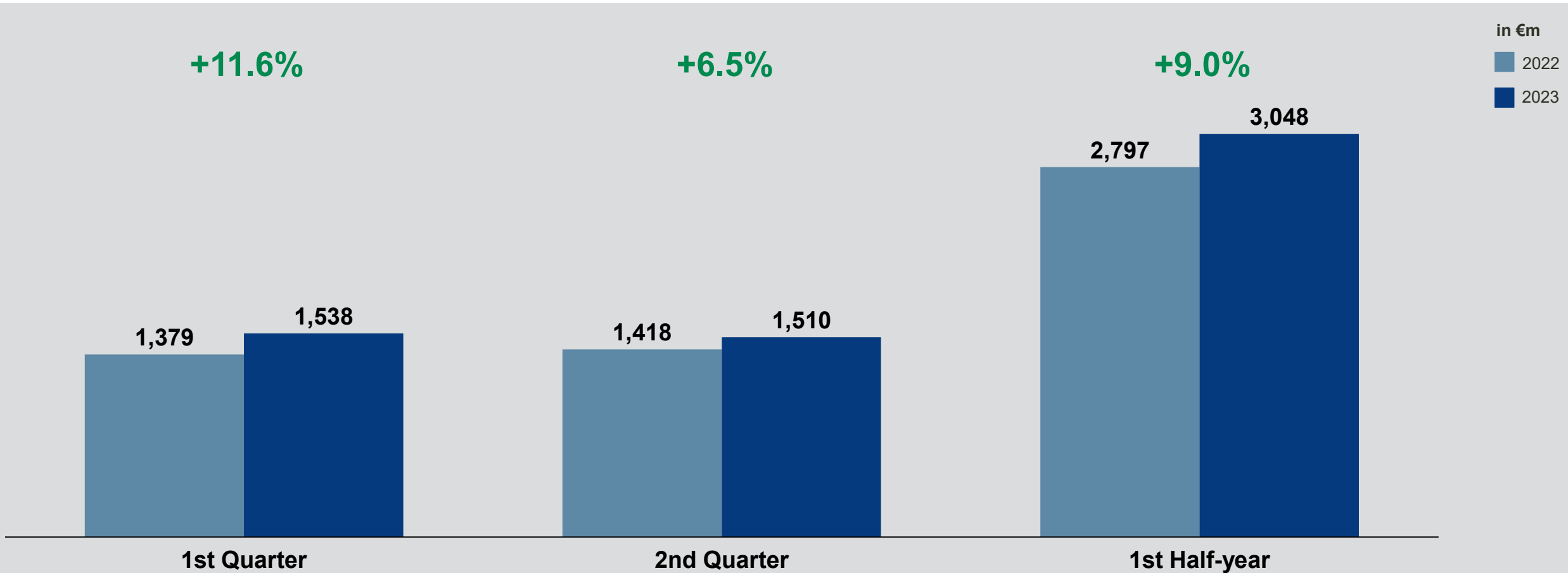
- **Raising awareness** among internal and external stakeholders

3 Business Development.

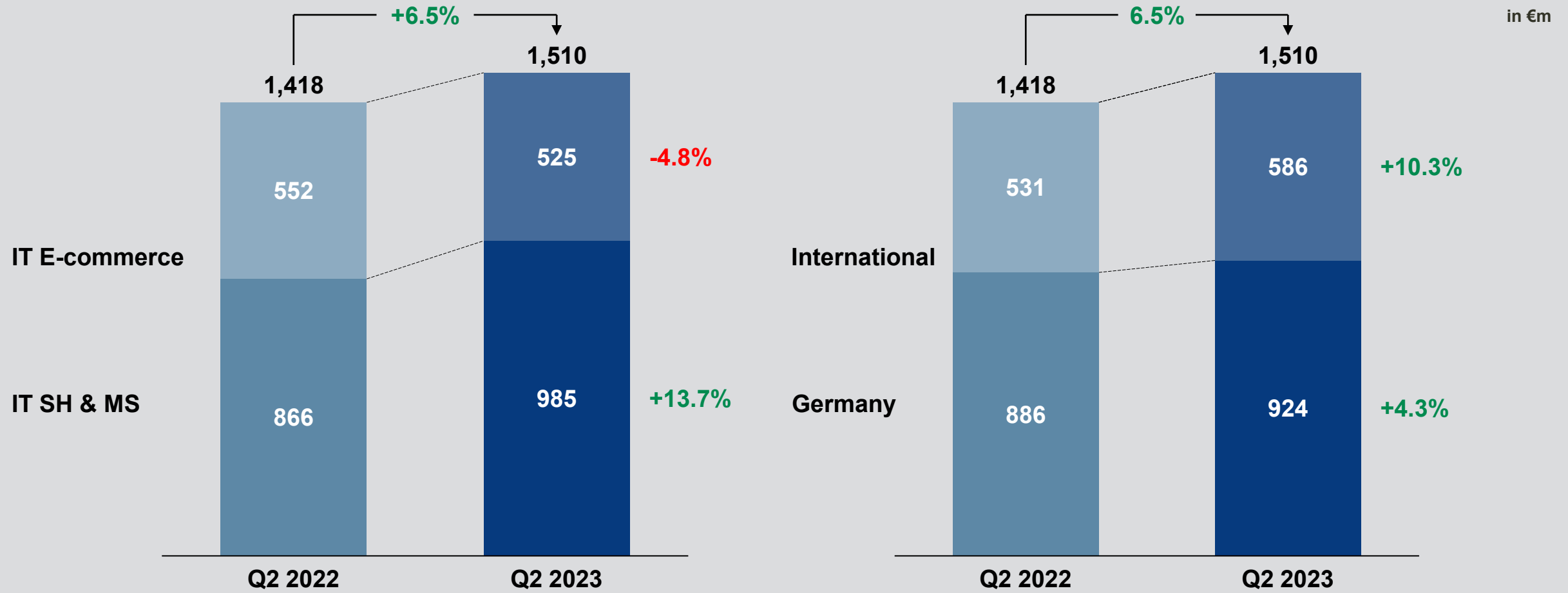
Business volume – Growth remains high.



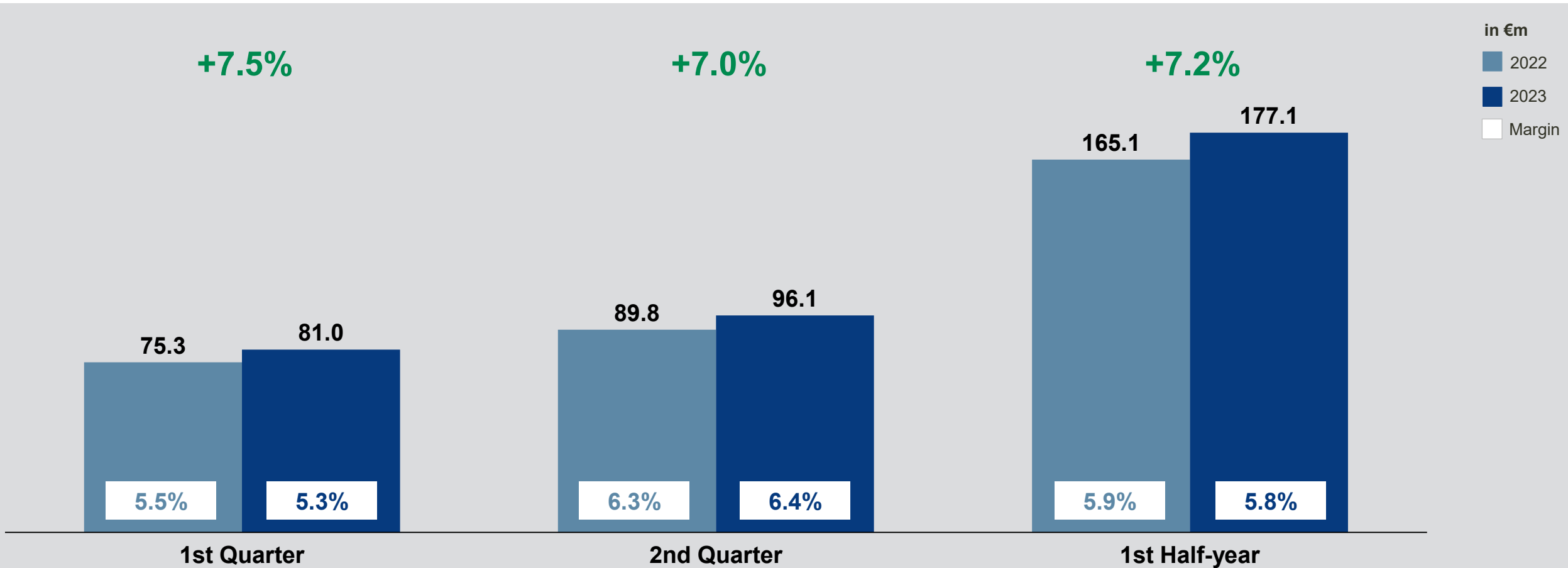
Revenue – 1st half-year up significantly yoy.



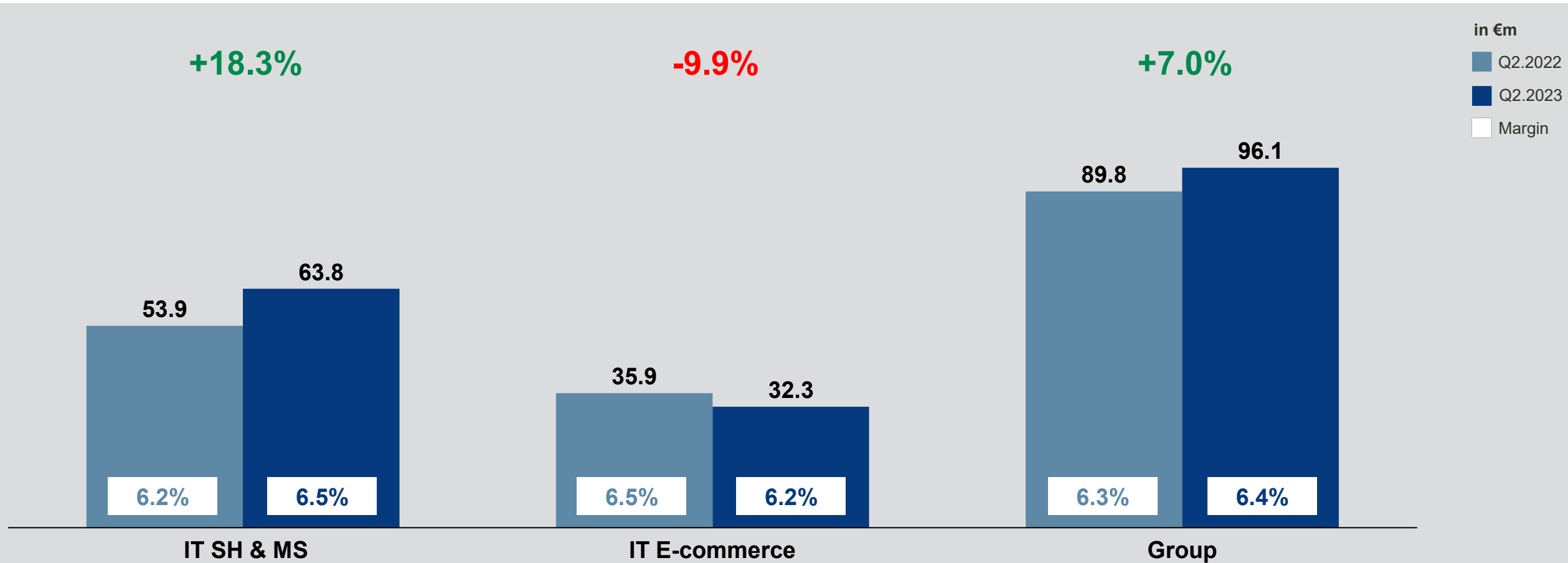
Revenue – System House and Managed Services drives growth.



EBIT – Half-year margin more or less at prior-year level.

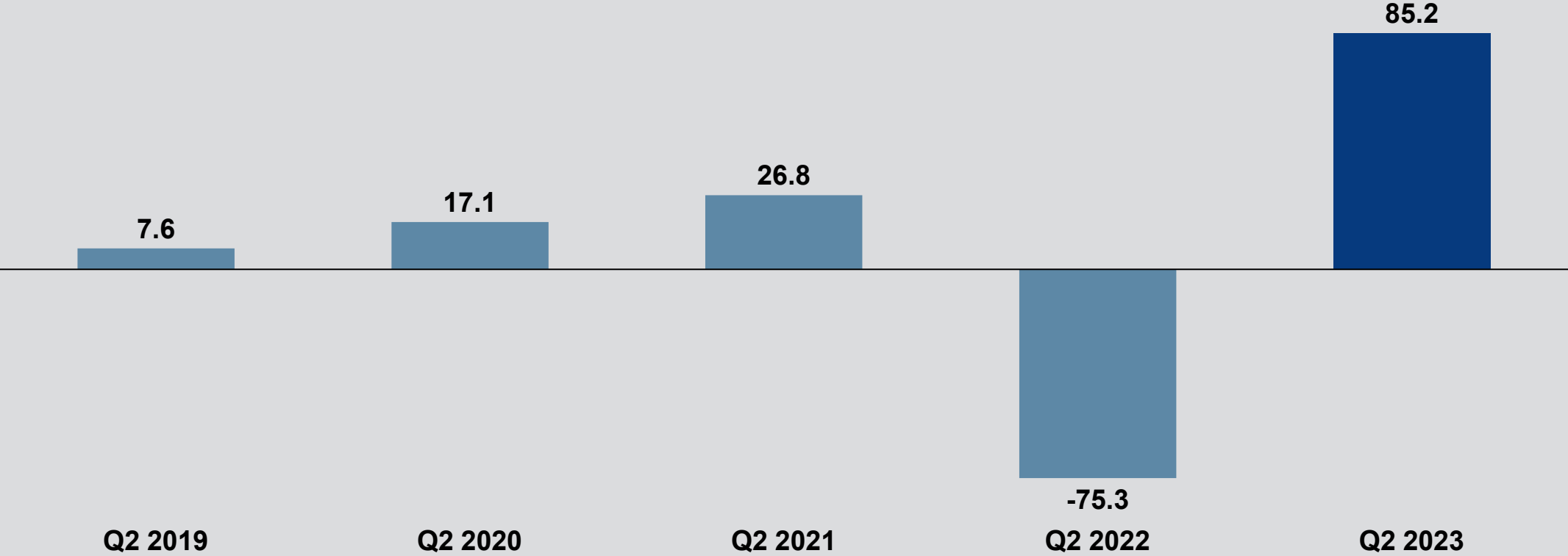


EBIT – System House and Managed Services lifts yoy margin.

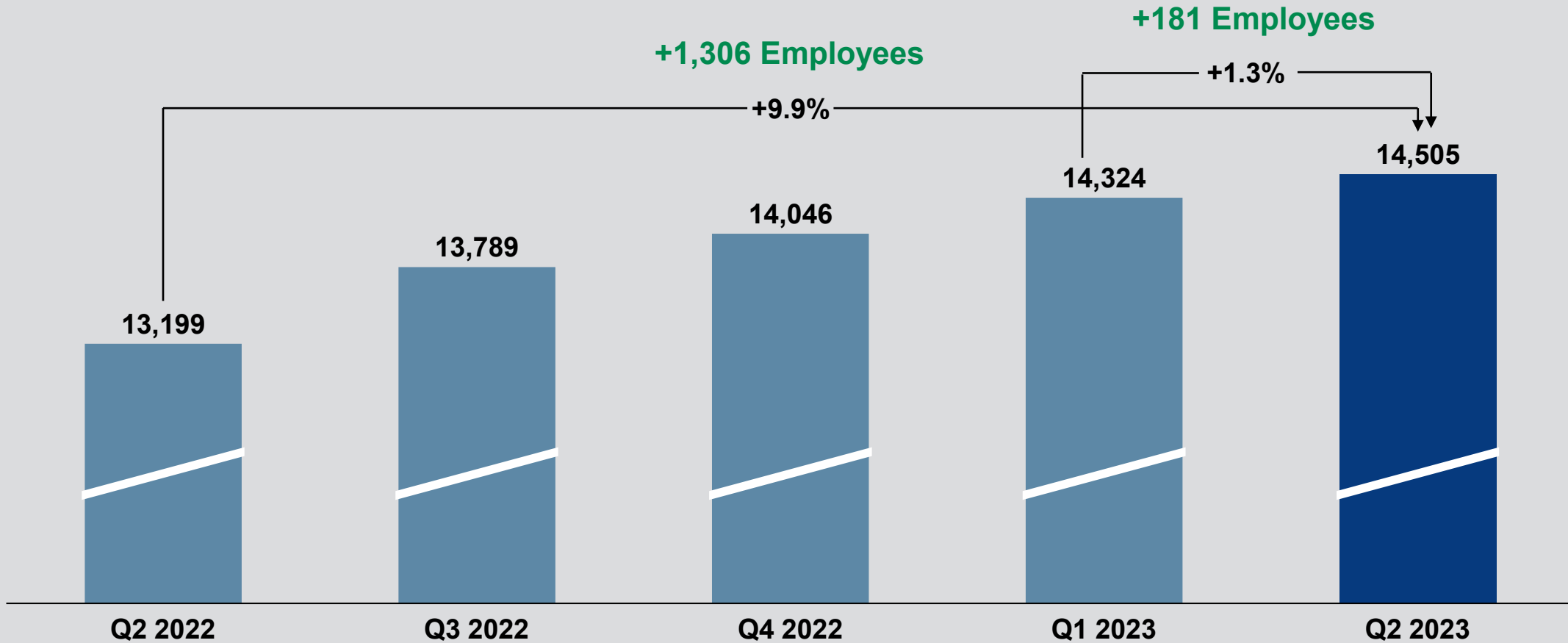


Operative cashflow – Significant improvement in inventories and trade receivables.

in €m

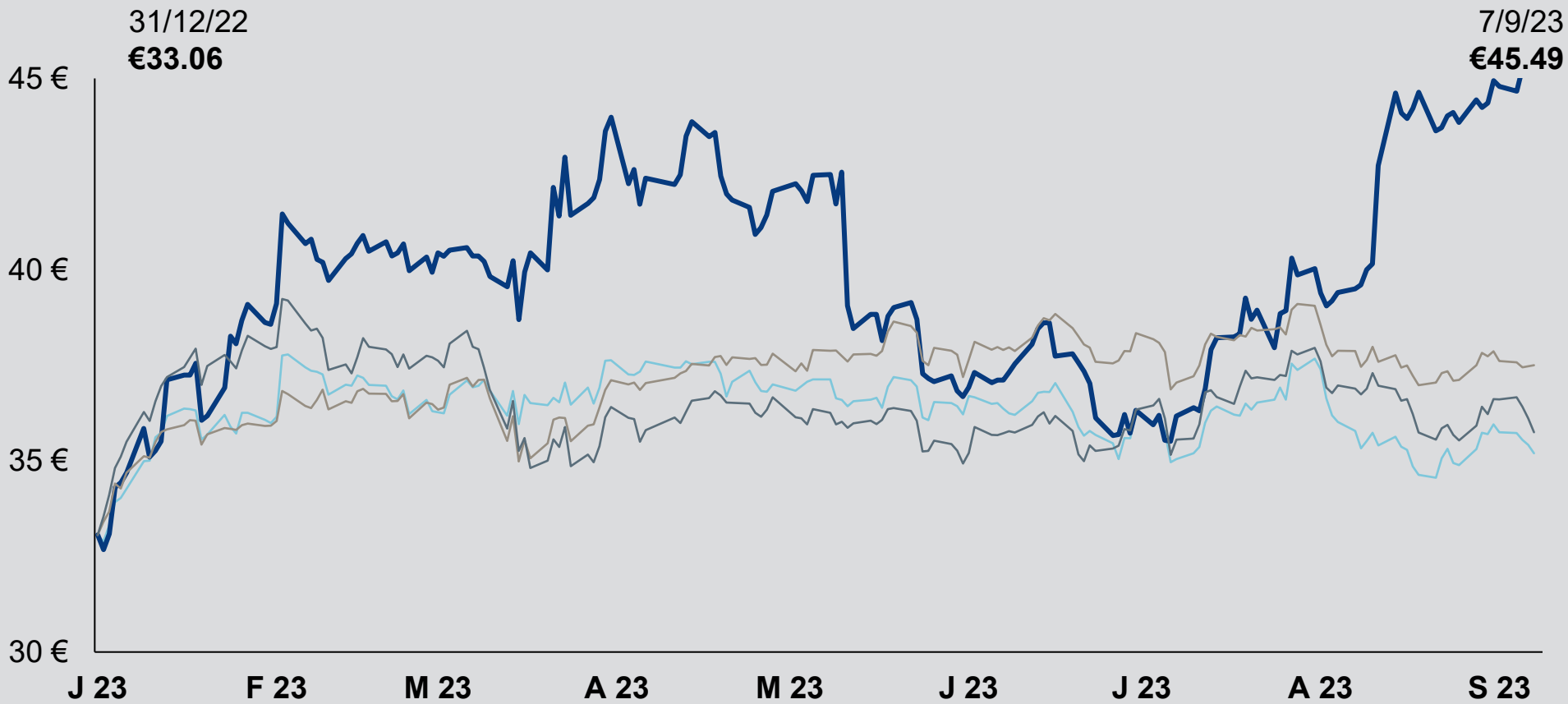


Employees – Organic growth rather muted at 6.5%.



4 The Bechtle share.

Bechtle share – Volatile performance, yet a positive development overall.



Performance (ytd)

Bechtle	+37.6%
DAX*	+13.4%
MDAX*	+8.1%
TecDAX*	+6.5%

* indexed

5 Current news.

1

Bechtle intends to purchase the French IT system house Apixit.

Apixit is a cybersecurity and IT infrastructure service provider headquartered in Les Ulis, near Paris.

2

Bechtle acquires IT system house in Spain.

Bechtle has acquired the Spanish system house, Prosol, to broaden its Spanish portfolio and include IT services for the first time.

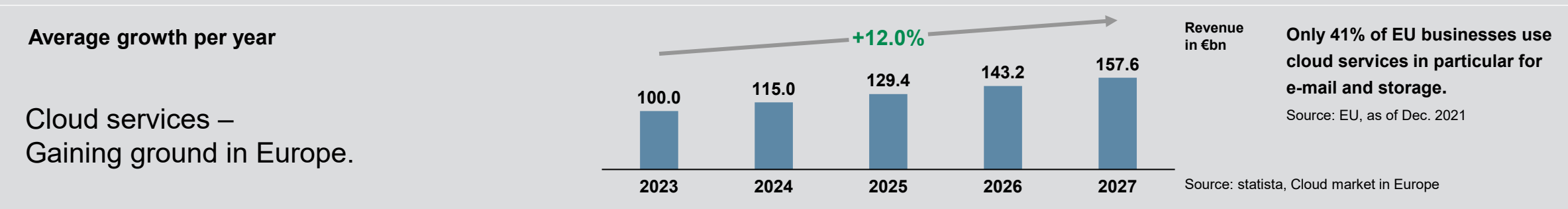
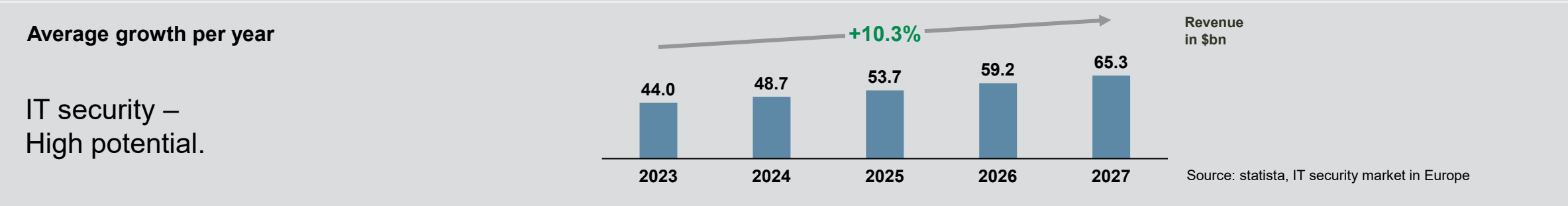
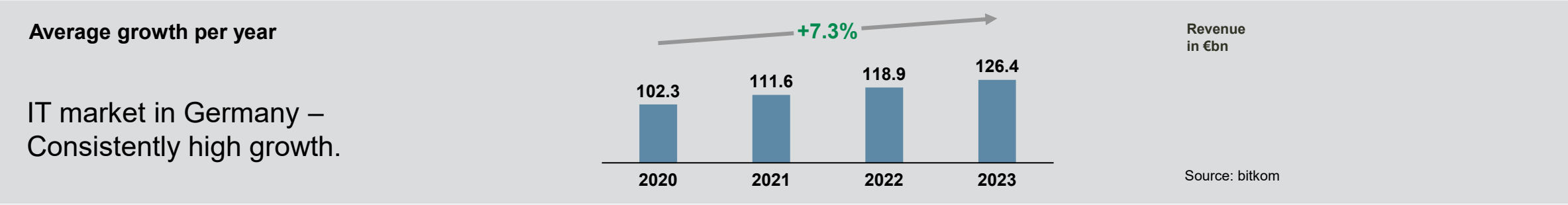


3

Bechtle acquires IT consulting company, sastema.
In sastema GmbH, Bechtle has acquired a specialist in Identity & Access Management (IAM), governance, risk and compliance management, and information security.

6 2023 outlook.

Forecast – Digitalisation continues to drive growth.



Outlook – Guidance confirmed.

Assumptions.

- No deterioration in overall economic situation in second half-year despite weak confidence indicators. Limited growth at worst.
- Positive investment impulses of industrial SMEs will increase over the course of the year.
- Supply bottlenecks for our manufacturing partners will continue to ease. Normalisation expected during Q3.
- Successful continuation of our European M&A strategy.

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 at prior-year level.

Any questions?

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

