

The background image shows a close-up of a hand wrapped in white medical bandages. The hand is positioned palm-up, with fingers slightly spread. A fine mist of white powder or dust is being blown across the hand from the right, creating a soft, ethereal atmosphere. The background is a blurred green, suggesting an outdoor or industrial setting.

Bechtle AG – Company Presentation

Fireside Chat with Berenberg | 17 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

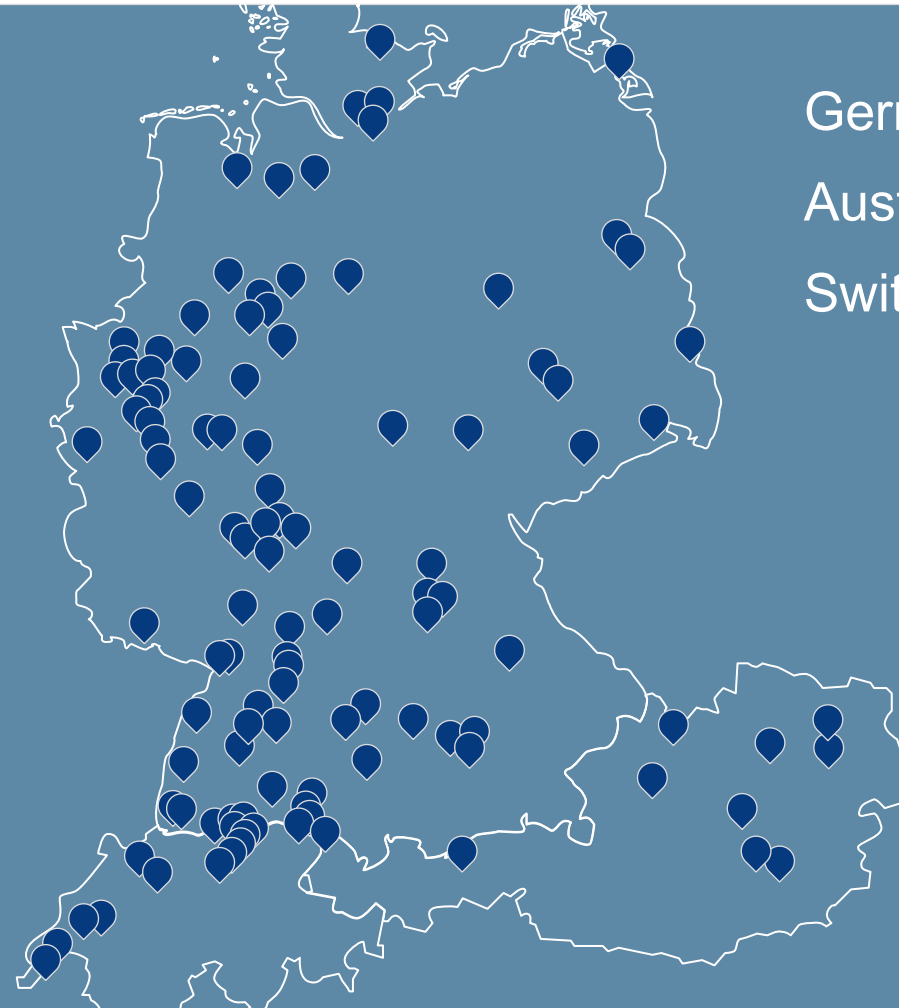
SEGMENT IT System Houses & Managed Services COO: Michael Guschlbauer		
IT System Houses	Bechtle Managed Services	Specialists
Germany, Austria, Switzerland		

SEGMENT IT E-Commerce COO: Jürgen Schäfer		
Bechtle direct	ARP	Inmac Wstore
In 14 countries	In 6 countries	In France

Logistics & Services

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

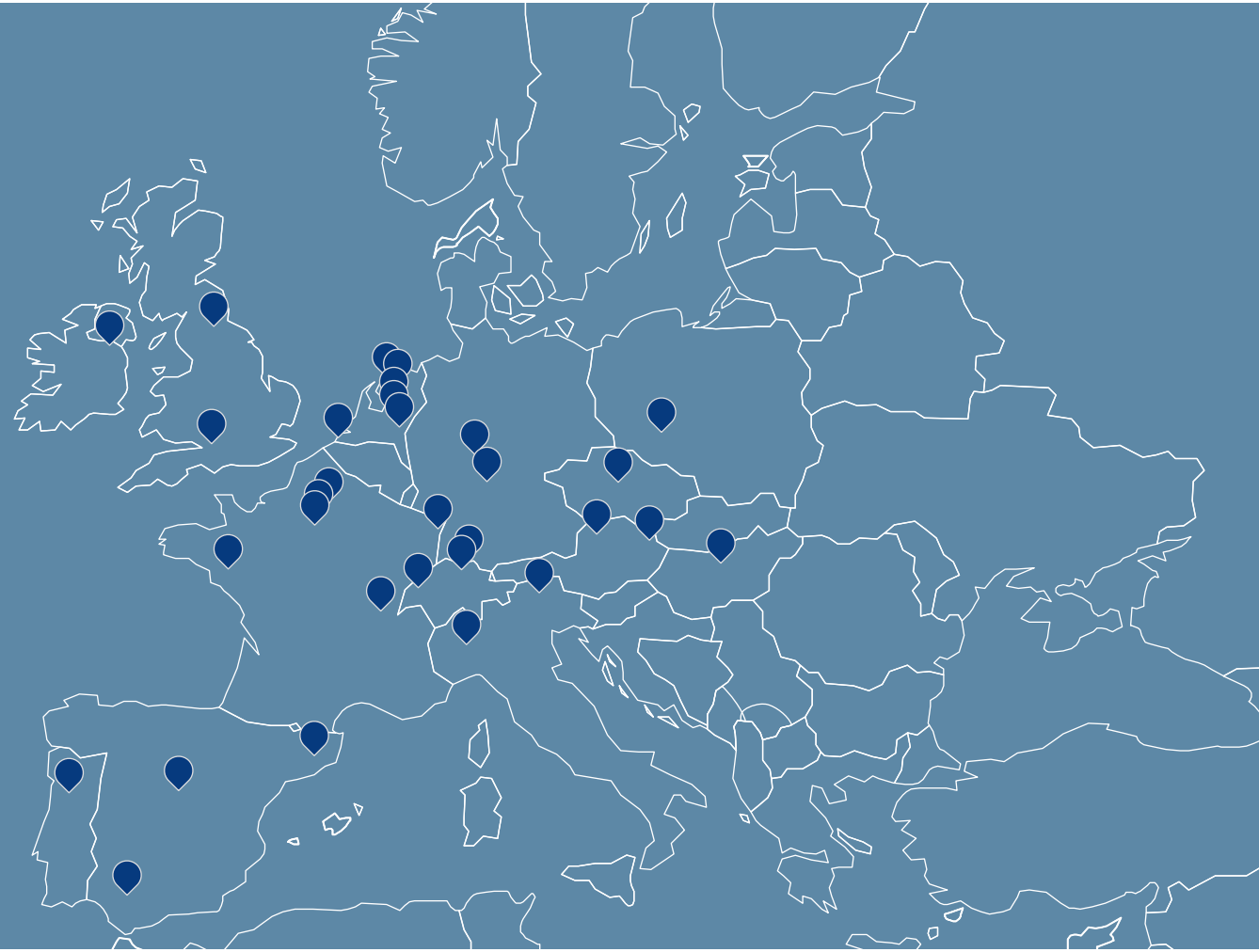
- Widespread, regional coverage
- Consulting, procurement and services
- Some 80 locations in Germany, Austria and Switzerland
- Individual e-procurement services at [bechtle.com](https://www.bechtle.com)
- Employees in 2020: 9,736
 - Services: Approx. 5,700
- Revenue in 2020: €3.9bn



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)

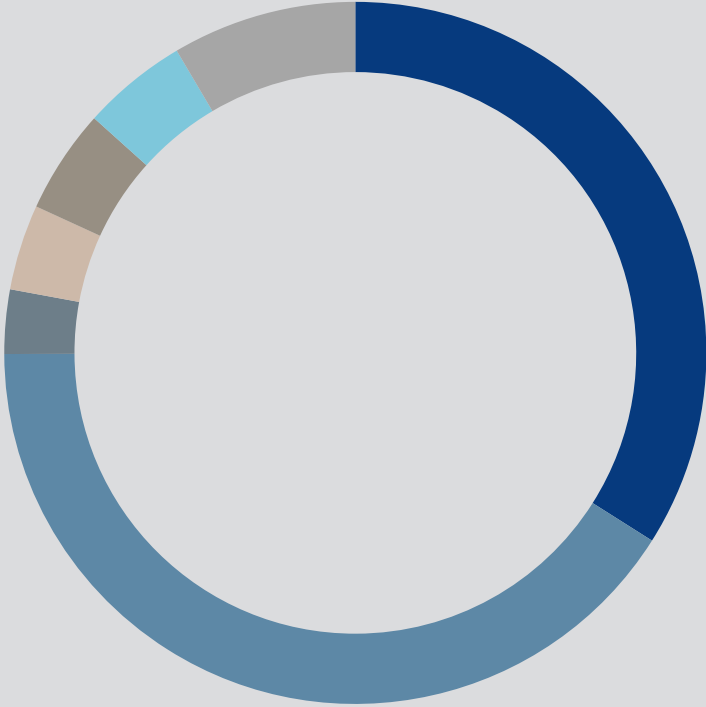
RANK	COMPANY	2020
1	Bechtle	3,661
2	Computacenter	2,108
3	Software One	1,800
4	Cancom	1,390
5	SVA System Vertrieb Alexander	1,036
6	T-Systems International	900
7	NTT Data	840
8	msg systems	779
9	Atos IT-Solutions and Services	760
10	ACP Gruppe	700

Source: Channelpartner 08/2021



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.

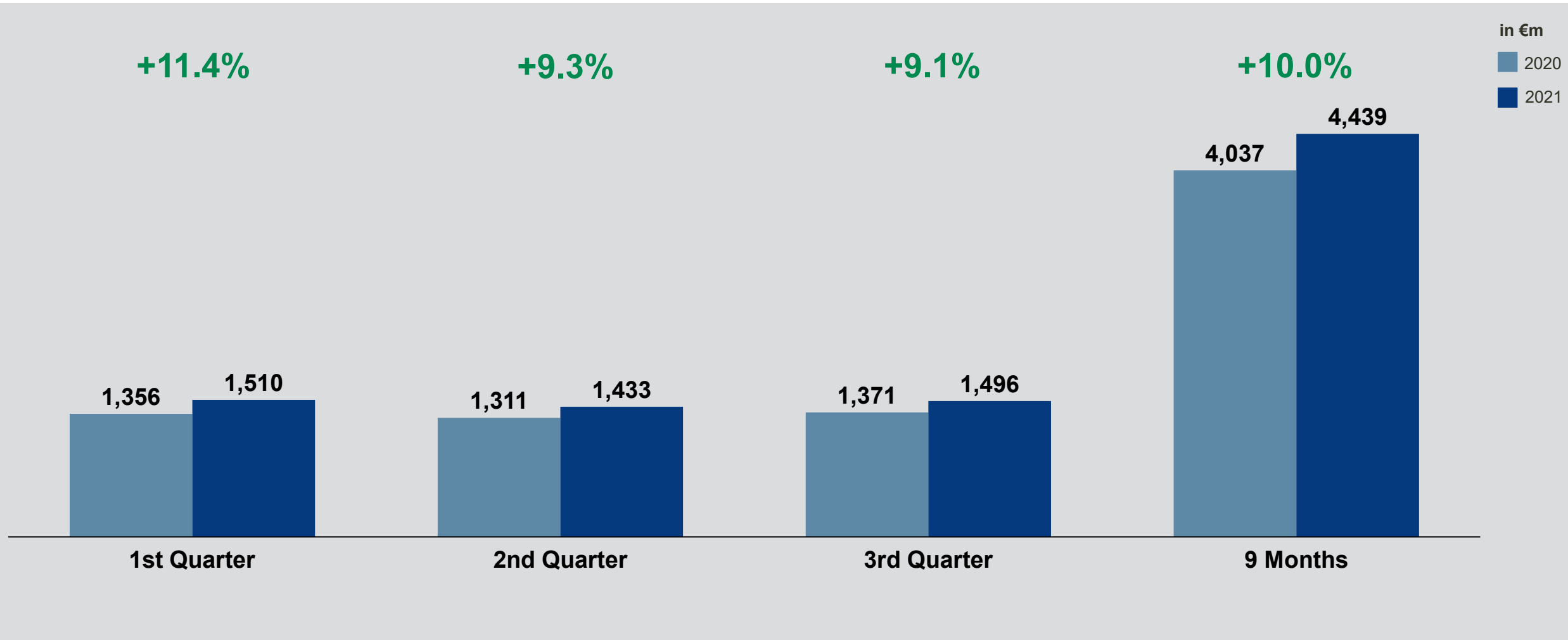
We shape a sustainable **DIGITAL FUTURE**.

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

2 Business Development Q3 2021.

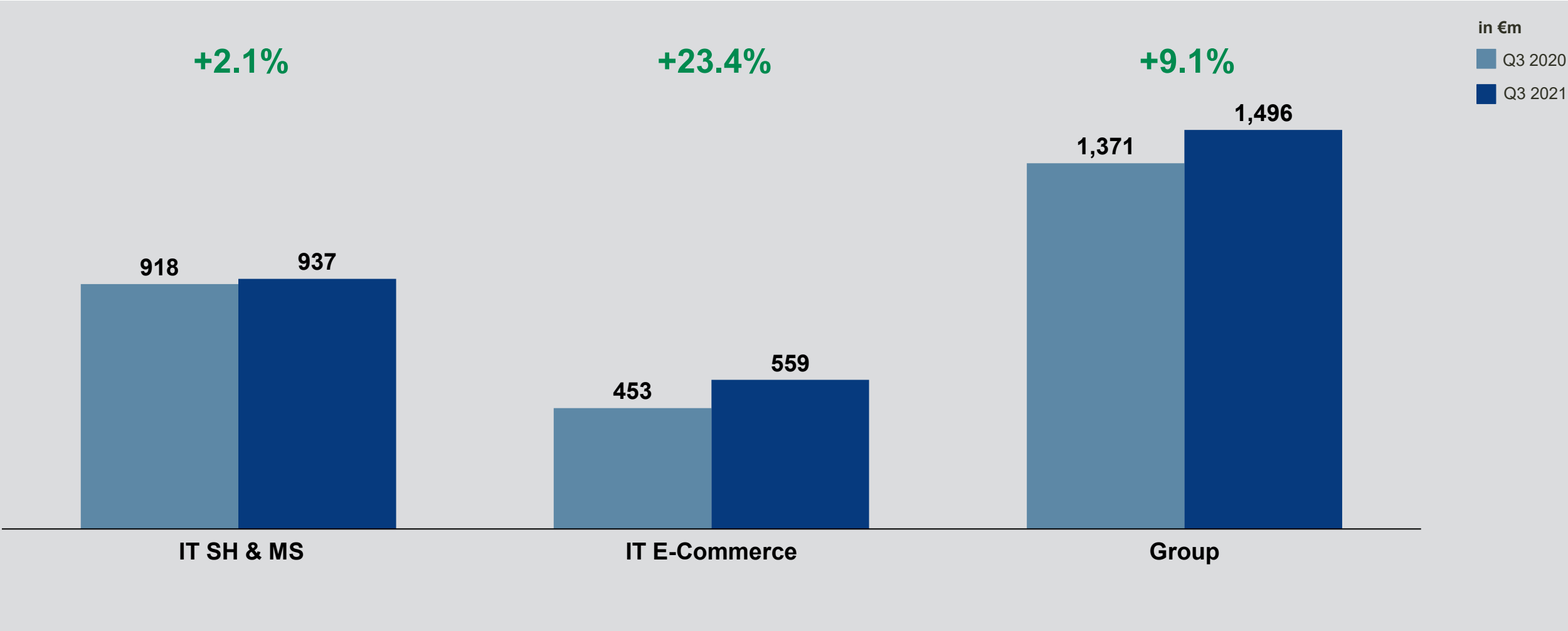
Revenue –

Q3 growth maintains high level of prior quarter.

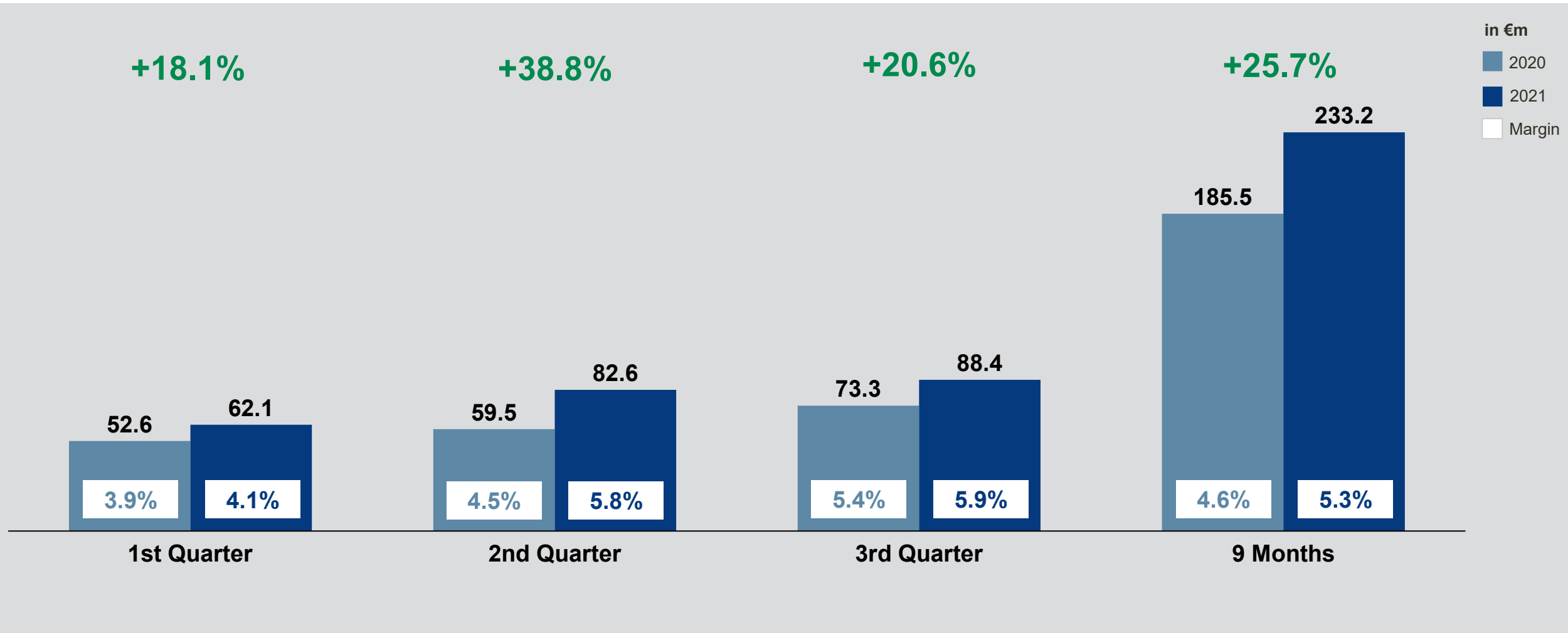


Revenue –

Prior year affects and impedes segment comparison.

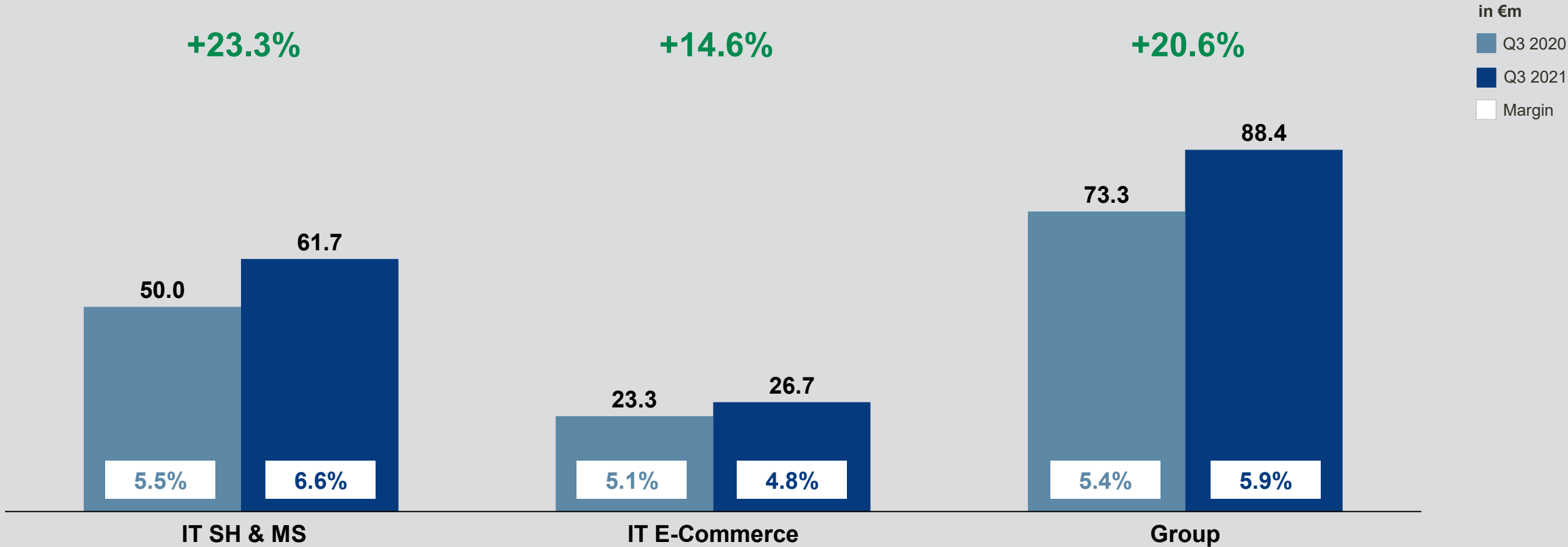


EBIT – Excellent profitability also in Q3.



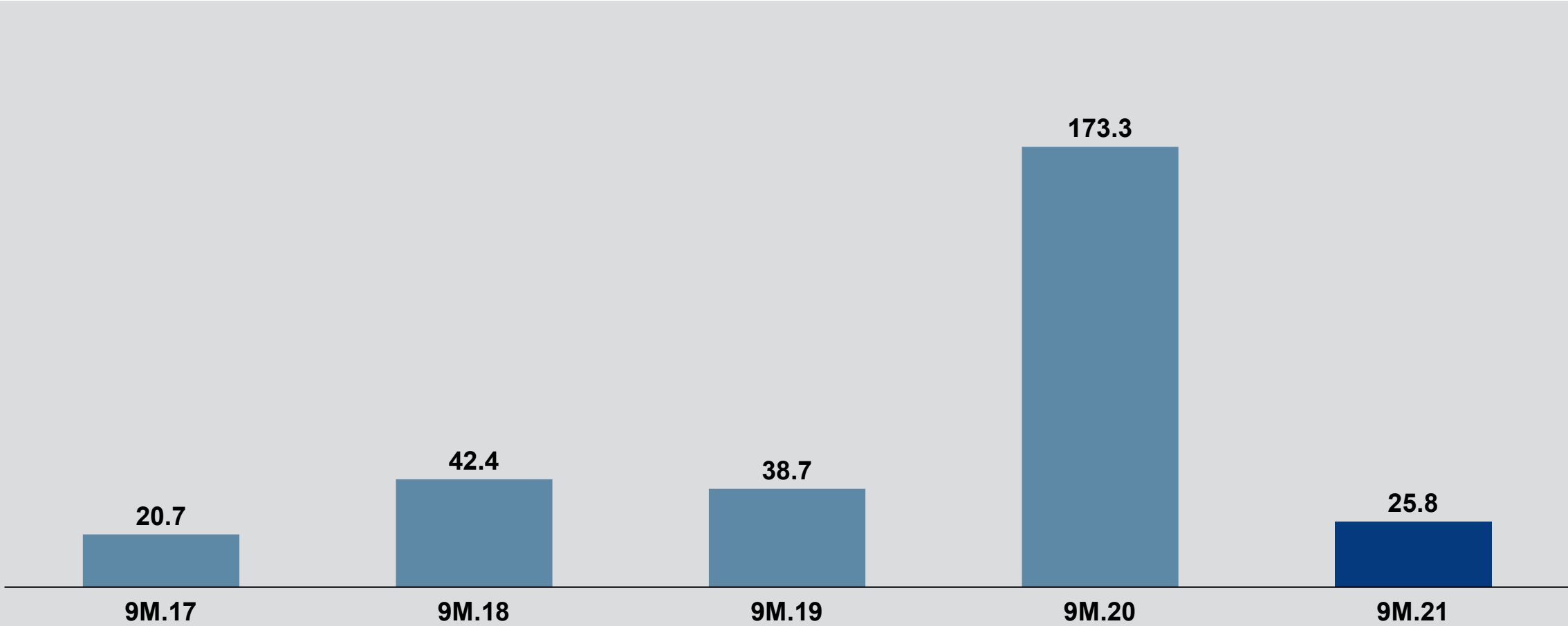
EBIT –

Very good earnings development in both segments.

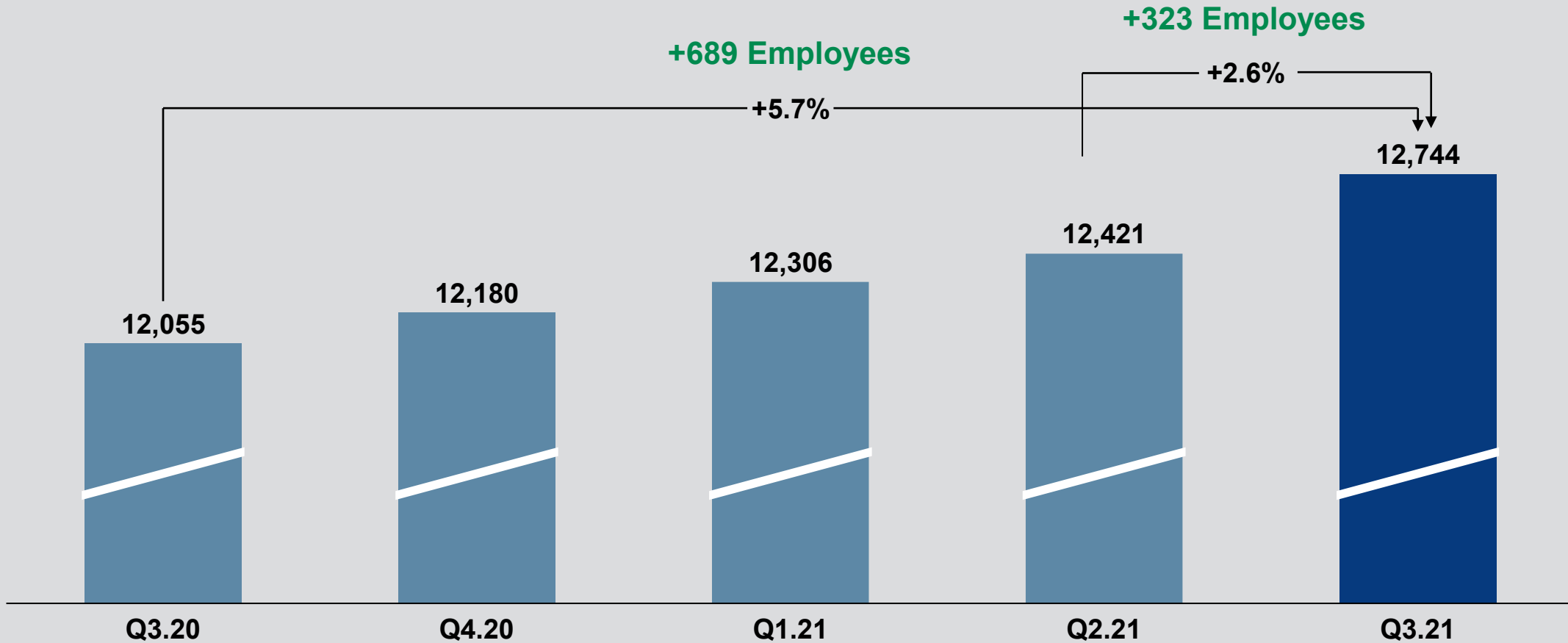


Operating cash flow – Securing delivery capabilities impacts cash flow.

in €m

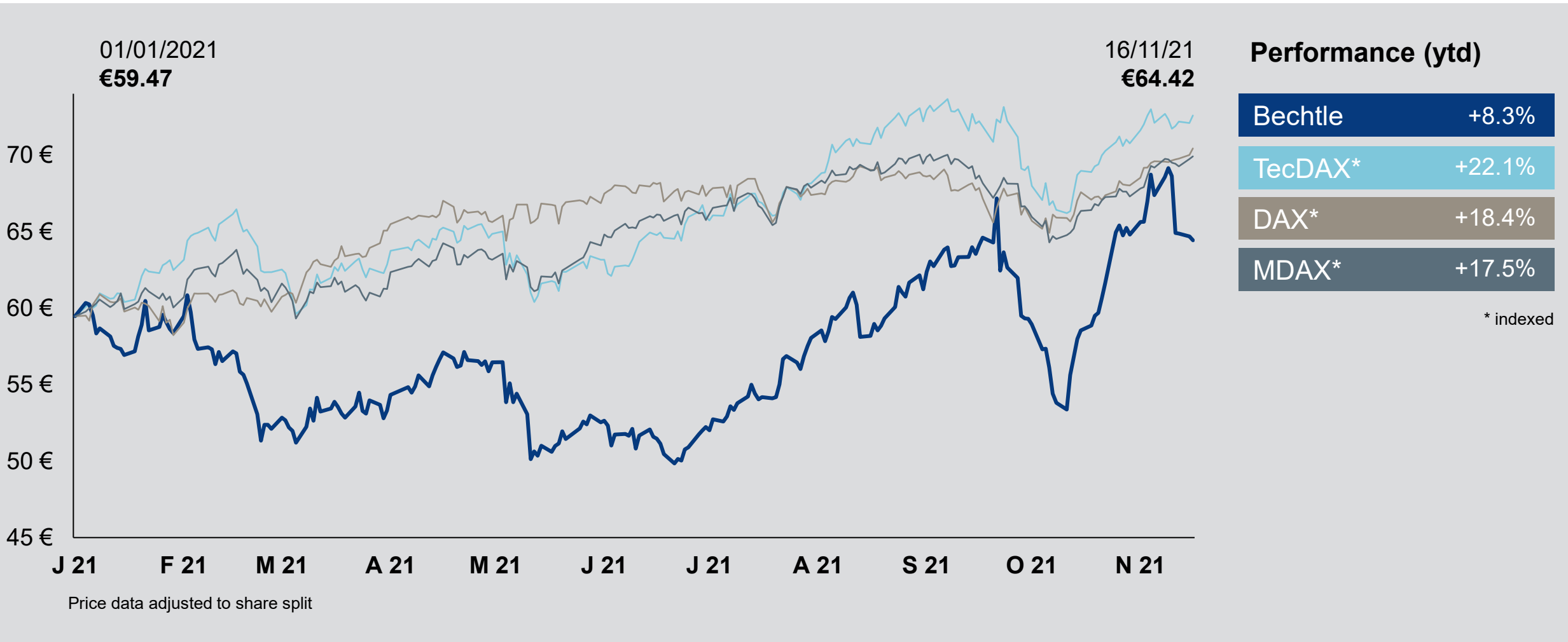


Employees – Growth dynamics again slightly up.

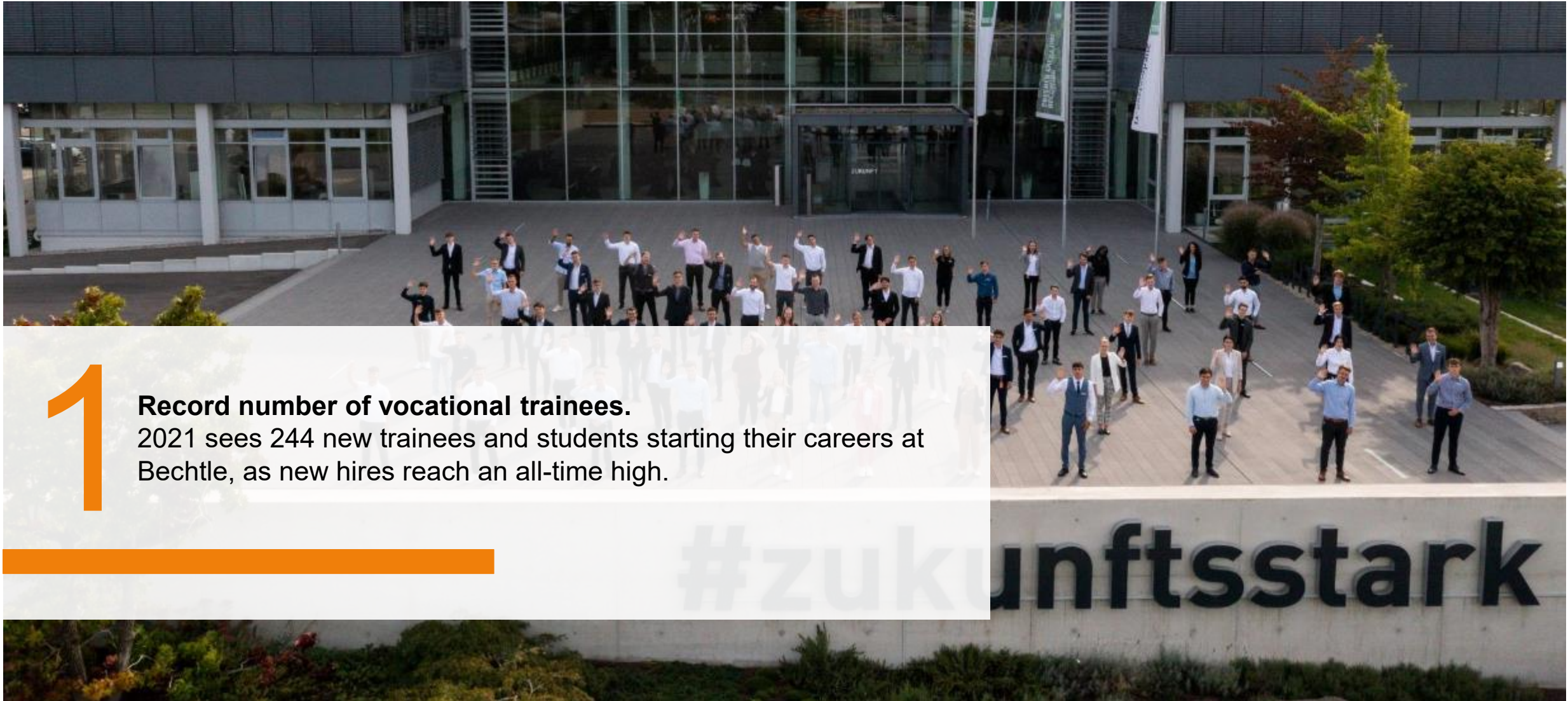


3 The Bechtle share.

The Bechtle share – Good performance after strong Q3.



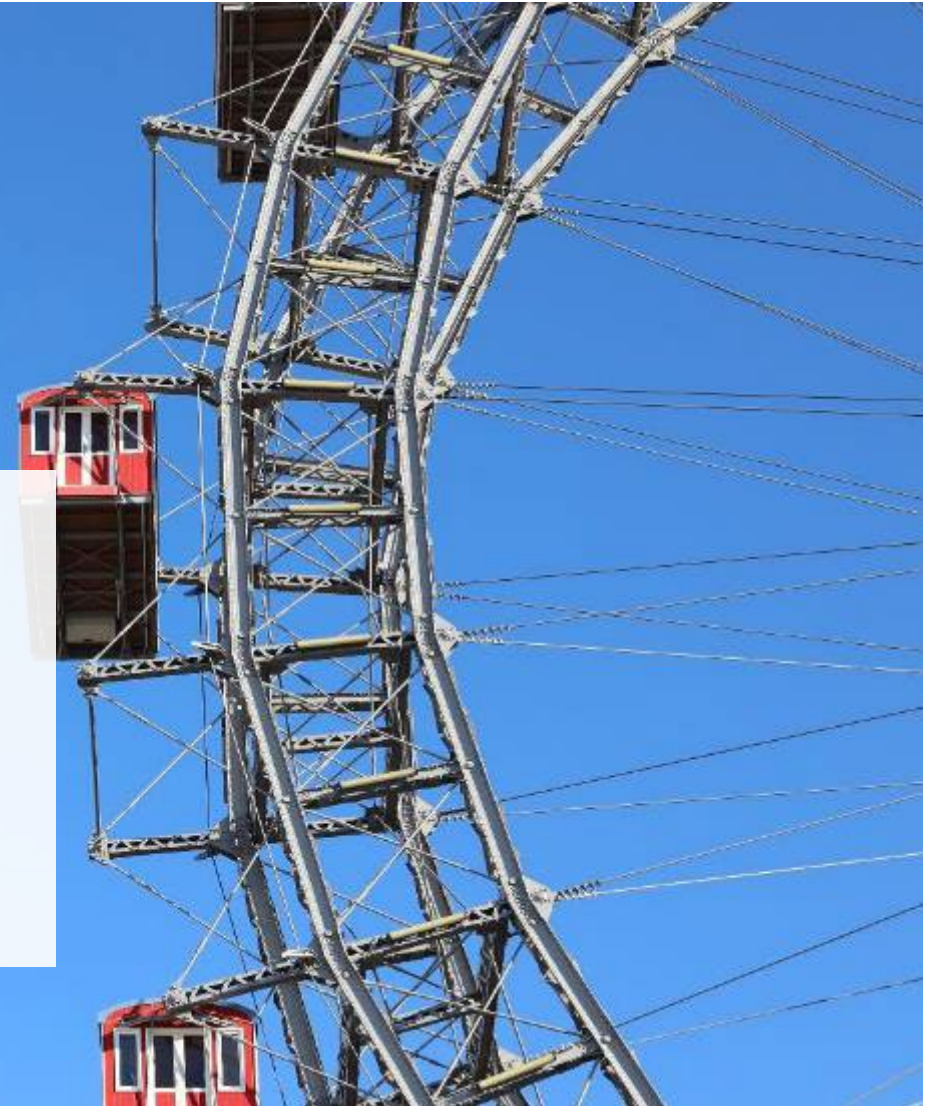
4 Highlights.



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)

