

Bechtle AG – Company Presentation

Genève | 1 December 2022

Contents.

- 1 Introduction to Bechtle AG.
- 2 Sustainability.
- 3 Business Development.
- 4 The Bechtle share.
- 5 2022 outlook.

1 Introduction to Bechtle AG.

Bechtle at a Glance.

>13,000
employees

**ONE STOP SHOP
APPROACH**

70,000
B2B and B2G CUSTOMERS

ENTREPRENEURIAL
THINKING AND
BEHAVIOUR

5.3 bn. €
revenue in 2021



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

SEGMENT IT E-Commerce
COO: Jürgen Schäfer

Bechtle direct

Articona

GITA

In 14 countries

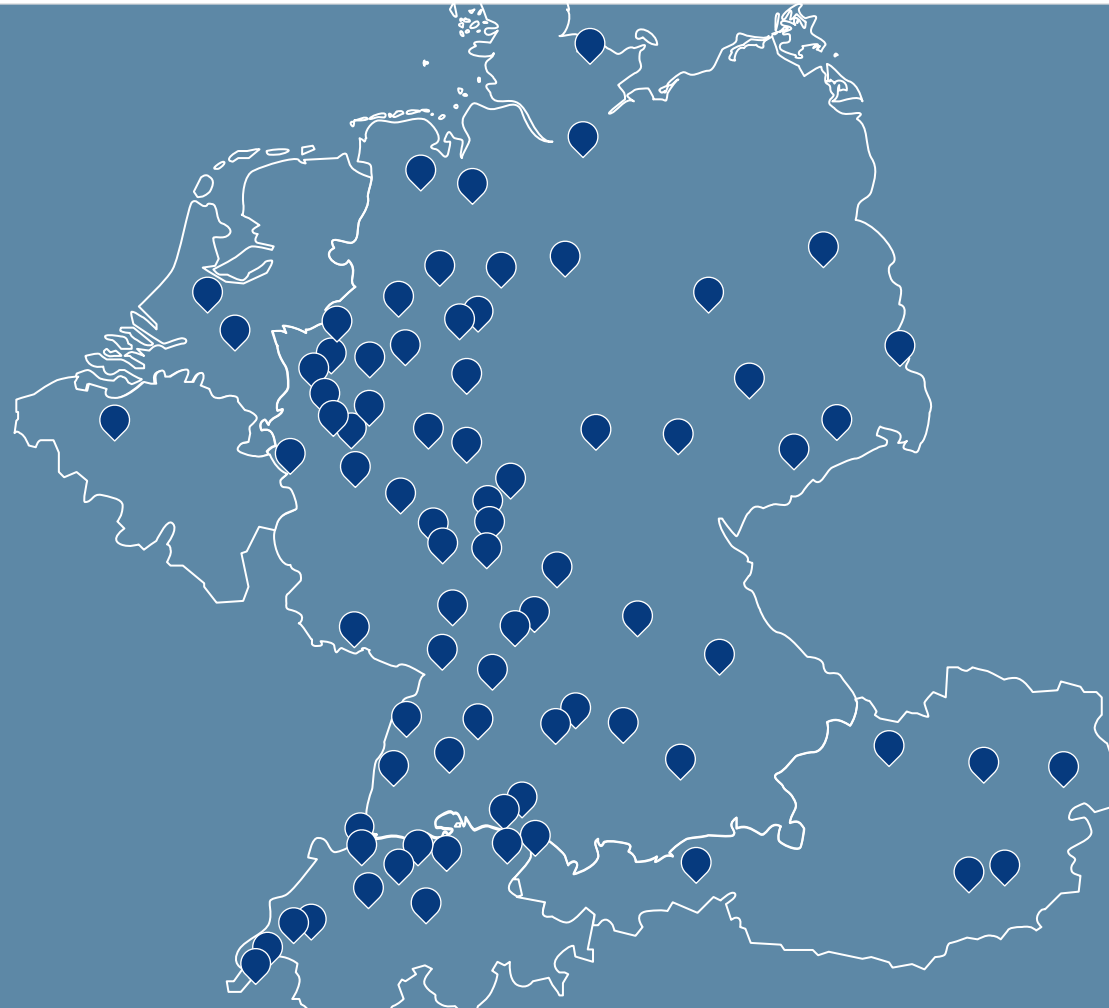
Our own brand

Securing global
approach

Logistics & Services

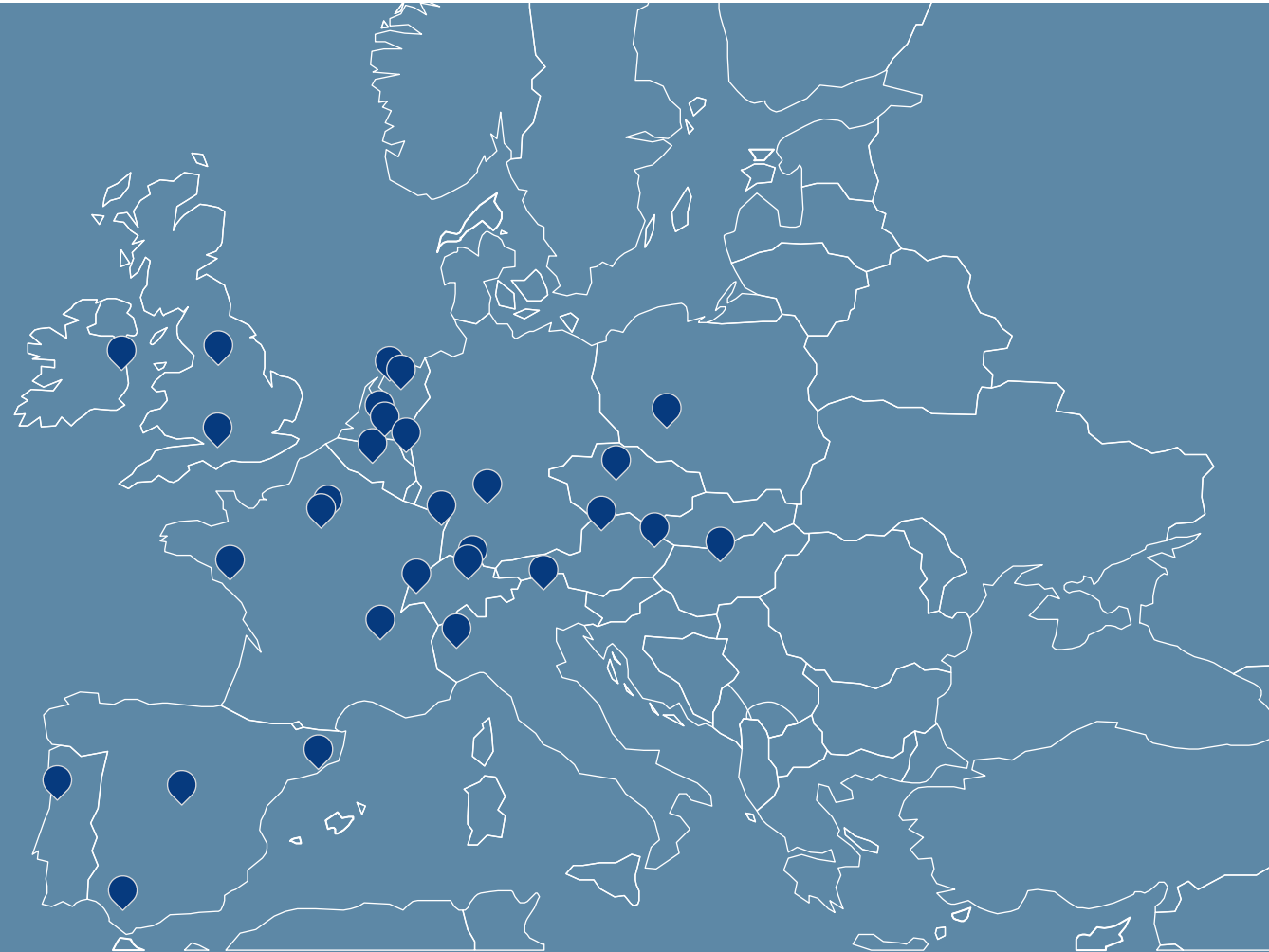
Business Segment – IT System House & Managed Services.

- Wholesaler: Consulting, procurement and services
- Widespread, regional coverage, even outside DACH
- Close to our customers with more than 80 locations
- Decentralised structure with high responsibility of local MDs
- Employees in 2021: 10,156
 - Services: Approx. 5,900
- Revenue in 2021: €3.3bn



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 2021: 2,724
- Revenue in 2021: €1.9bn

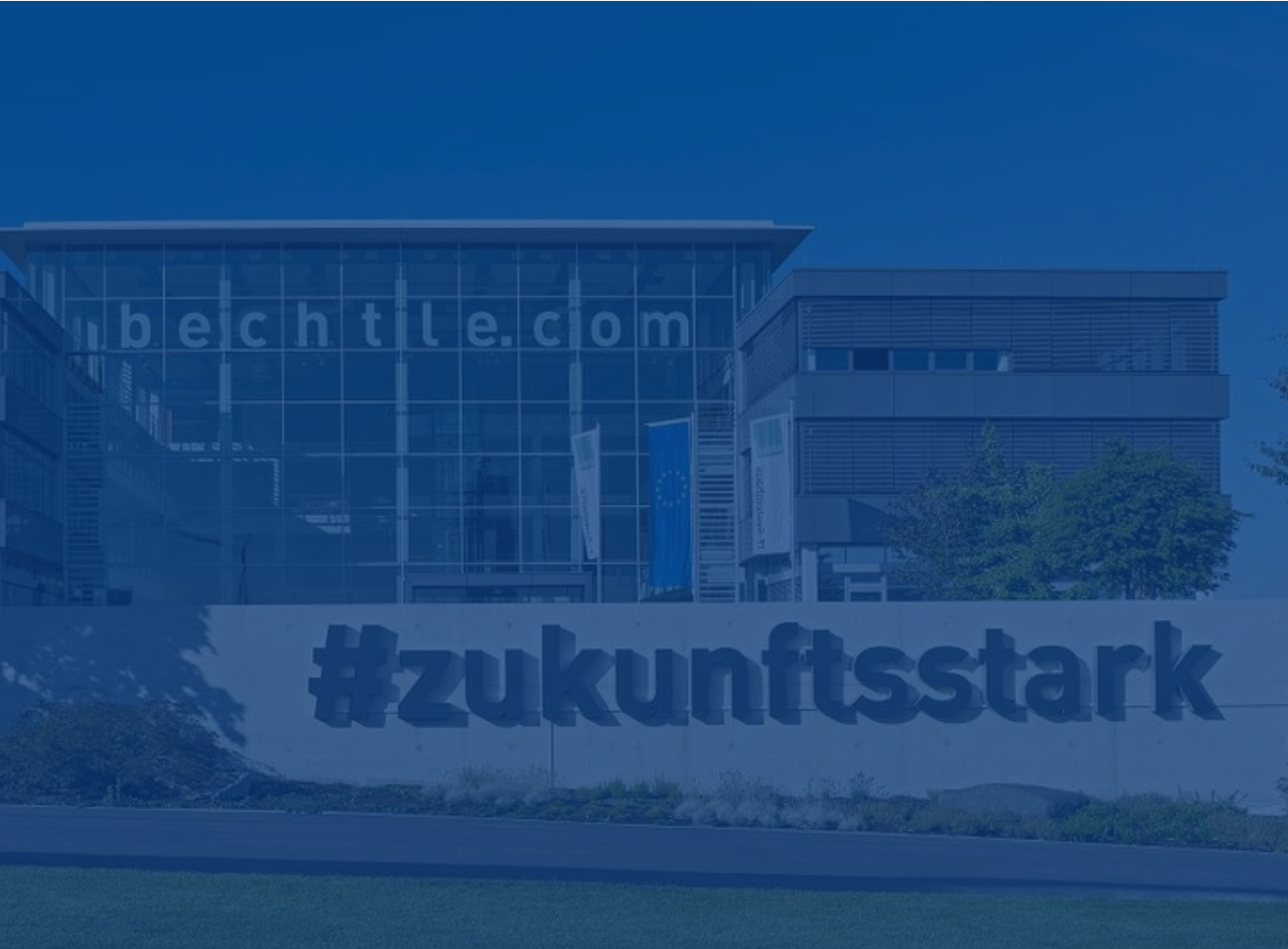


Nr. 1 Ranked System House in Germany.

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



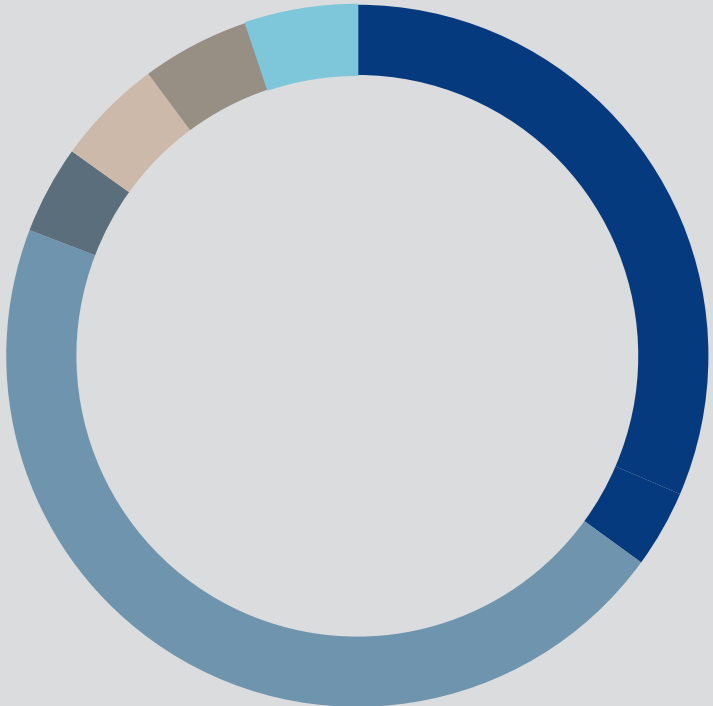
Shareholder Structure – Long-term and independent anchor shareholder.

Flossbach von Storch 5.15%

AGI 5.00%

DWS 4.95%

Black Rock 4.07%



Schick Family 35.02%

incl. Gerhard and Ilse Schick Foundation: 3.57%

Freefloat 45.81%

Current of: November 2022, 126 million shares

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.

2021. ■ MSCI ESG Rating: A
 ■ EcoVadis Score: 64/100 –
 Top 7% of rated companies within the branch.

Targets. ■ Compliance training for all employees in 2023.
 ■ Further improvement in ratings.

ENVIRONMENT.

2021. ■ 26.6% share of alternative-fuel vehicles in our car
 fleet in Germany.
 ■ 100% green electricity at the headquarters and 32
 other locations across Europe.

Targets. ■ Over 40% share of alternative-fuel vehicles in
 our car fleet in Germany in 2022.
 ■ Carbon neutral in those business areas we
 have influence until 2030.

PEOPLE.

2021. ■ Focus on diversity – Gender Diversity Roadmap.

Targets. ■ At least one woman within the Executive board
 until 2025.
 ■ 22% women in the first executive level under
 the Executive Board until 2025.

DIGITAL FUTURE.

2021. ■ More than 3,000 participants attended
 Bechtle events about sustainable IT.

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 per cent** each by 2030. (Base year 2019)
- **Scope 3 emissions** in the up- and downstream value chain are to be **reduced by 30 percent** 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.

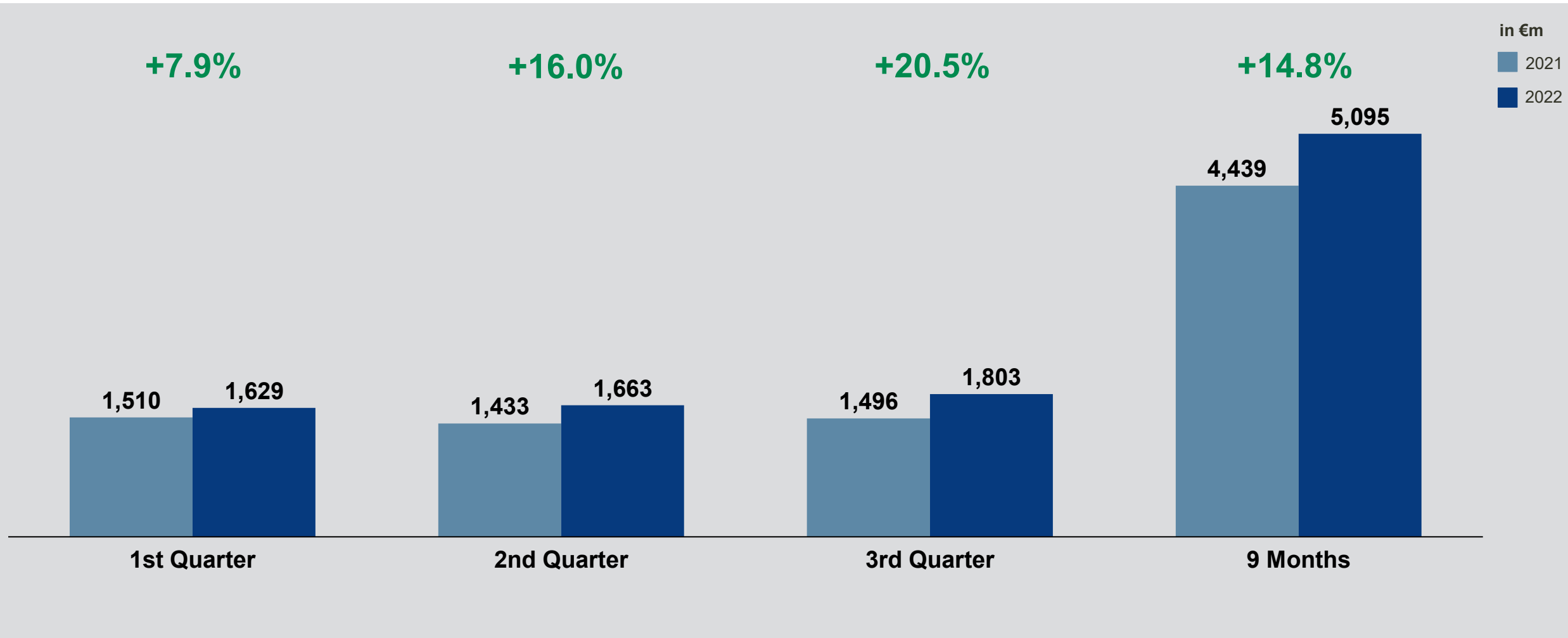
- Climate-friendly logistics (packaging and transport)

Awareness.

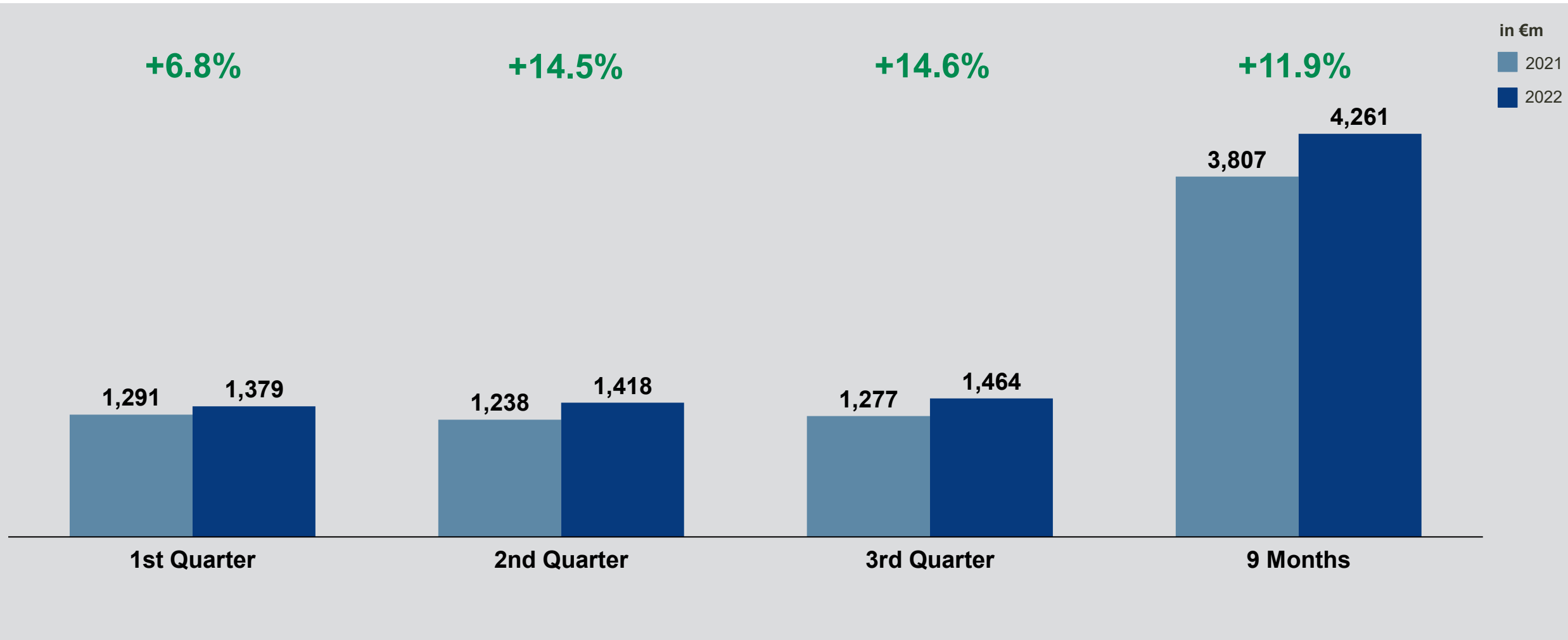
- Raising awareness among internal and external stakeholders

3 Business development.

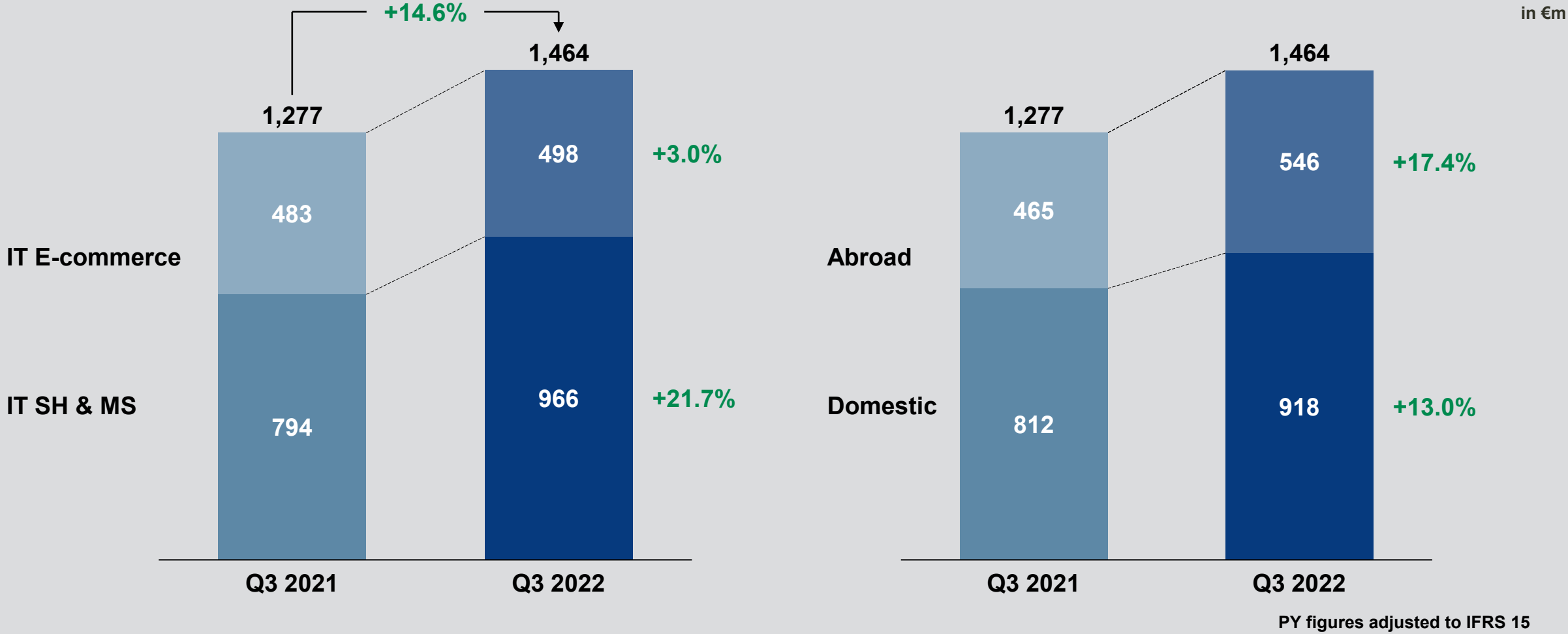
Business volume – Growth accelerates significantly in Q3.



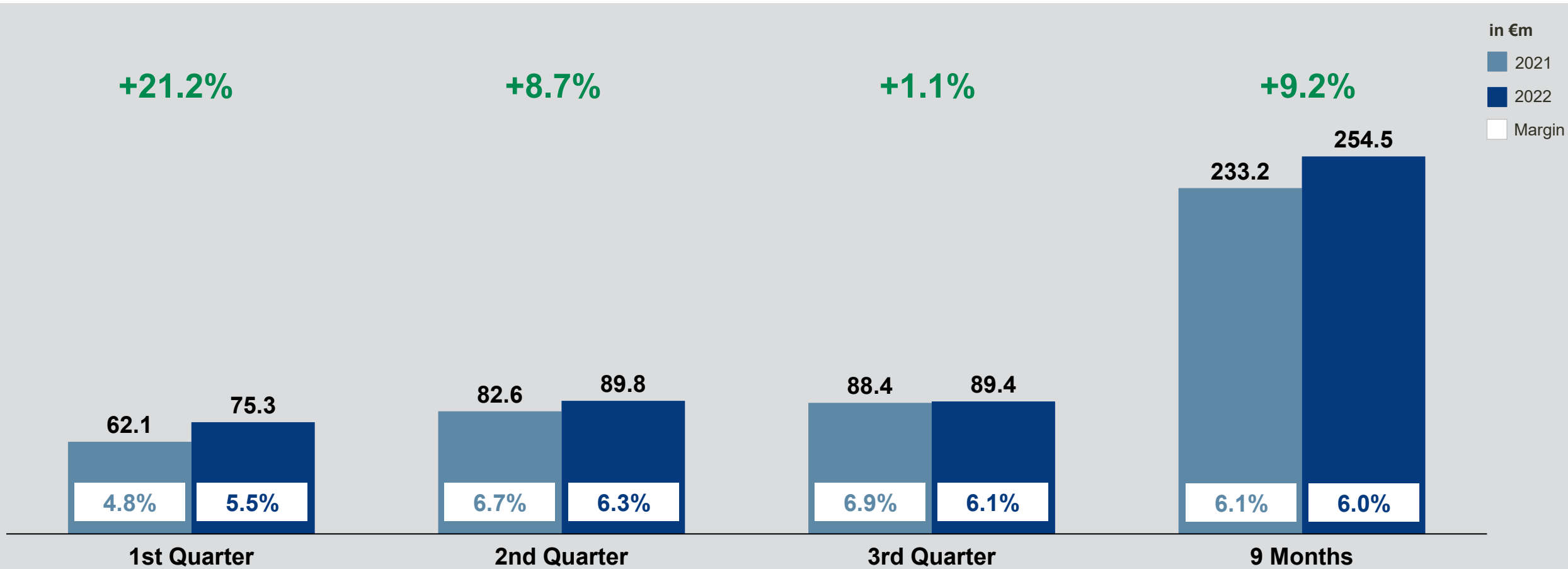
Revenue – Previous quarter’s high level of growth maintained.



Revenue – Strong System House business growth.

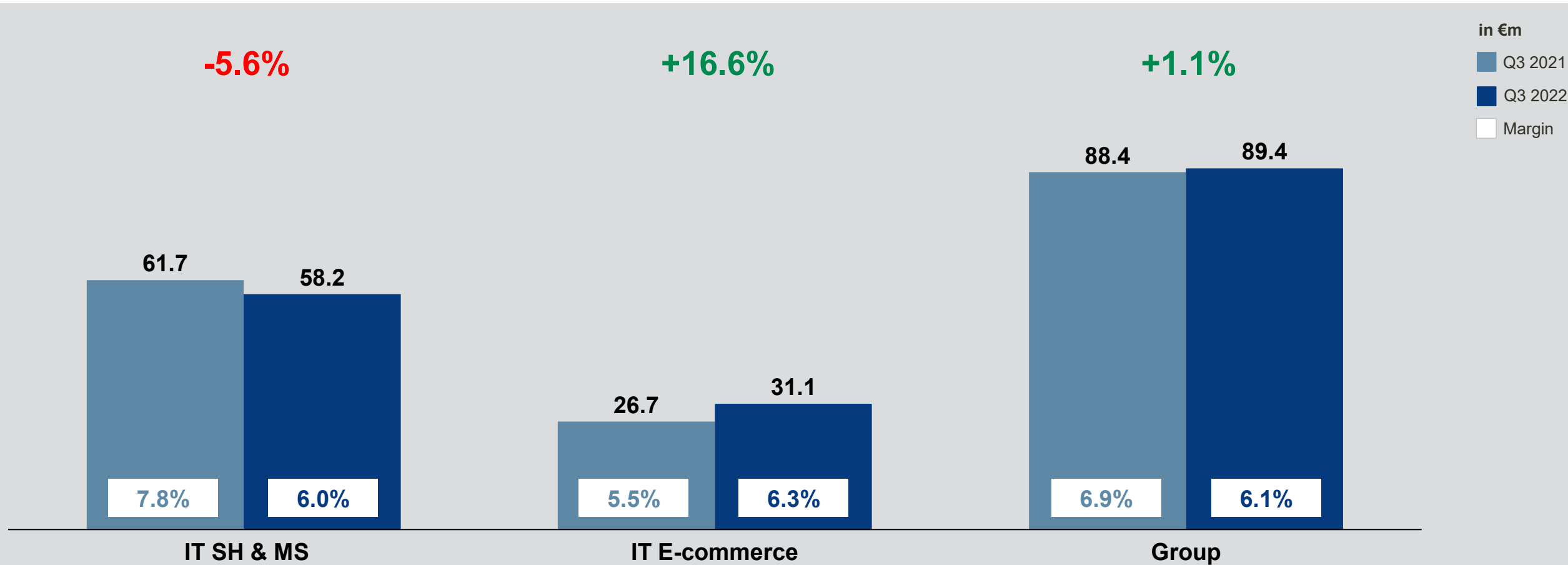


EBIT – YTD earnings +9.2%.

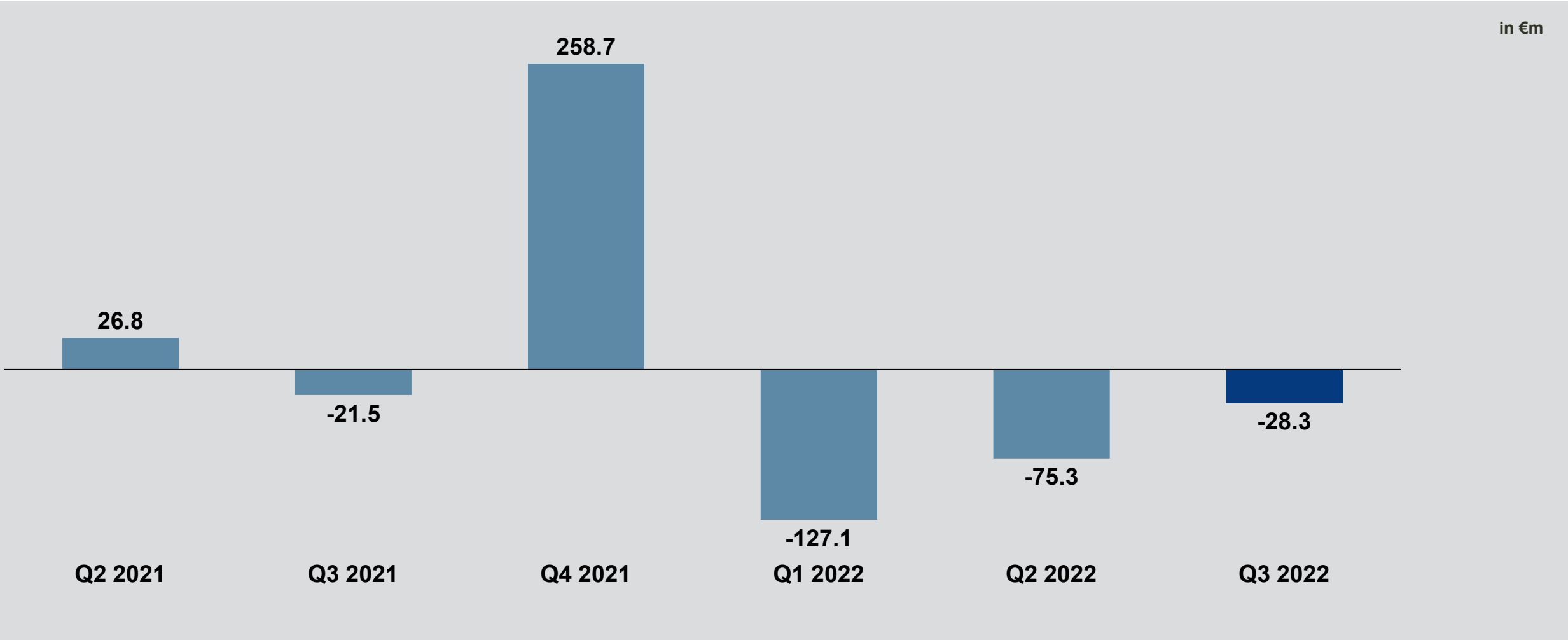


EBIT –

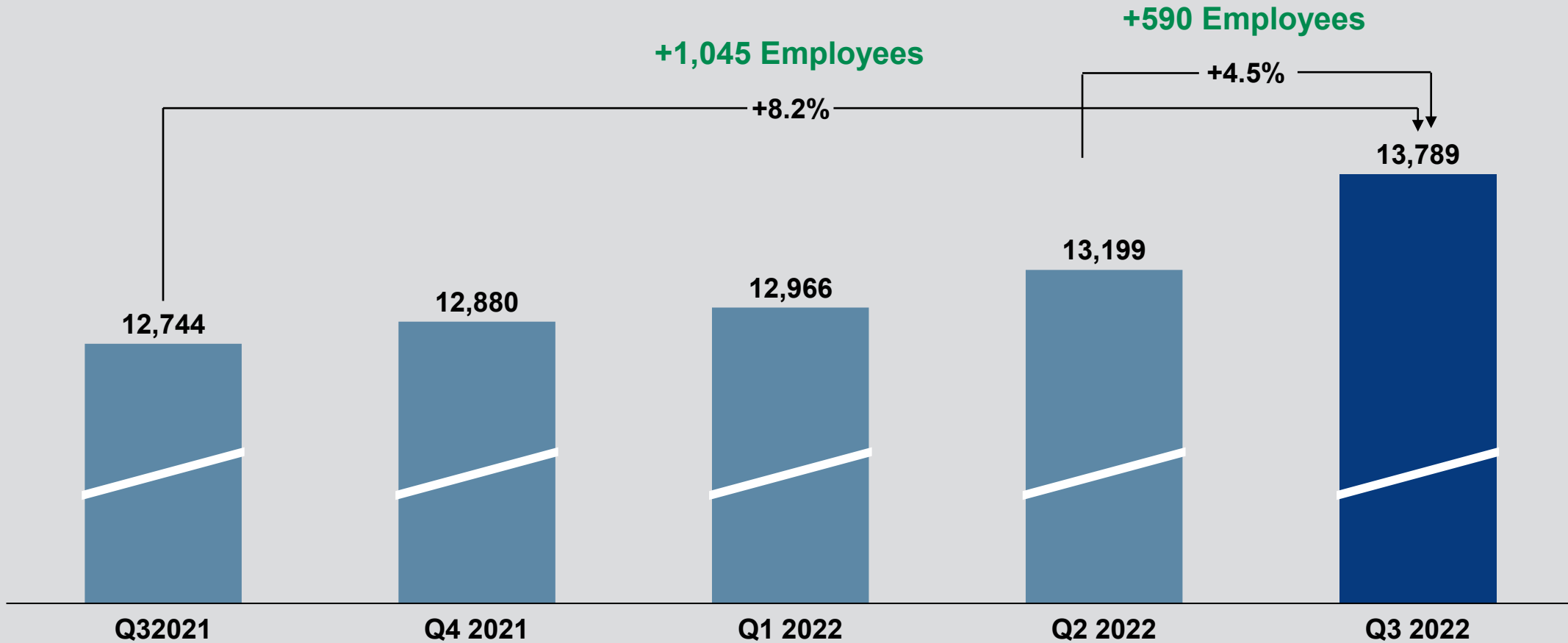
Higher costs and volume impact on System House segment.



Operative cashflow – Positive cashflow trend continues.

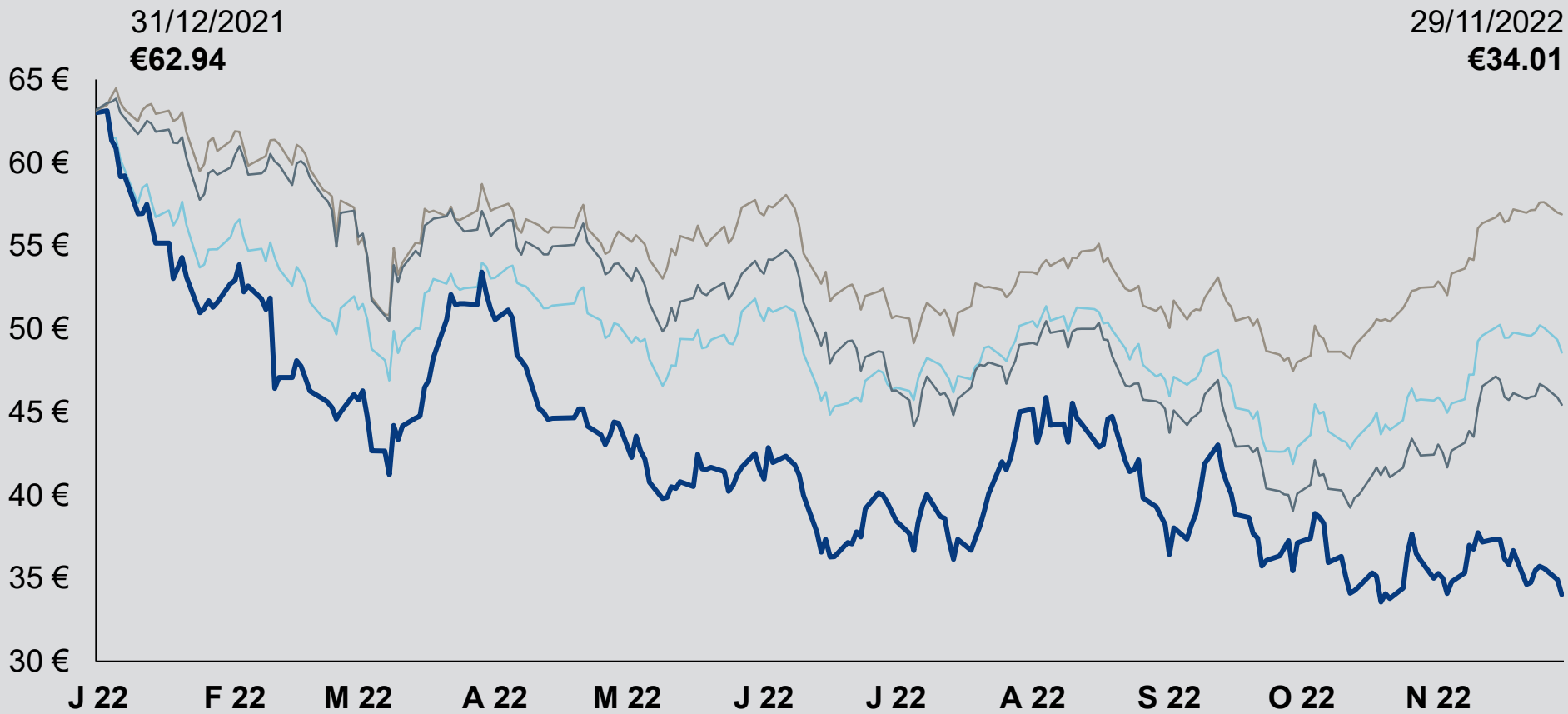


Employees –
Slightly greater dynamic also driven by acquisitions.



4 The Bechtle share.

The Bechtle share – Pressure on global markets also impacting Bechtle.

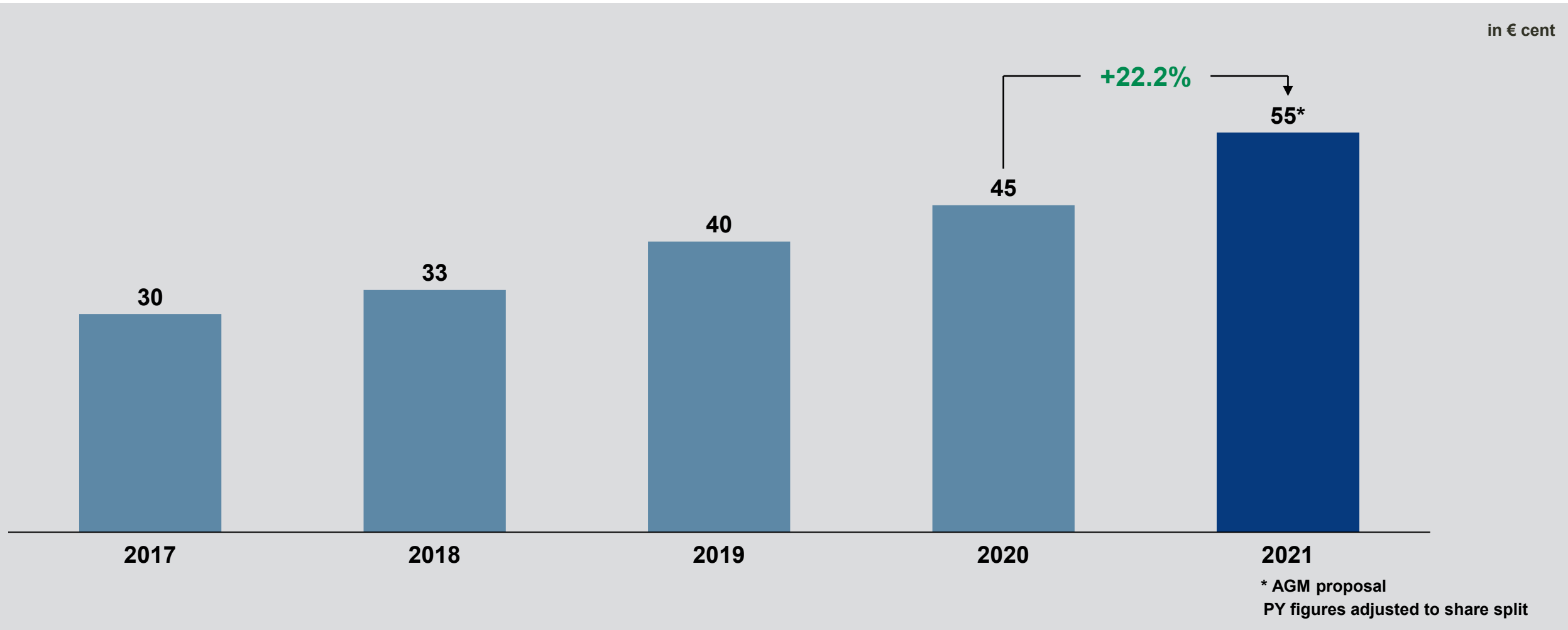


Performance (ytd)

Bechtle	-46.0%
DAX*	-9.6%
TecDAX*	-22.8%
MDAX*	-27.8%

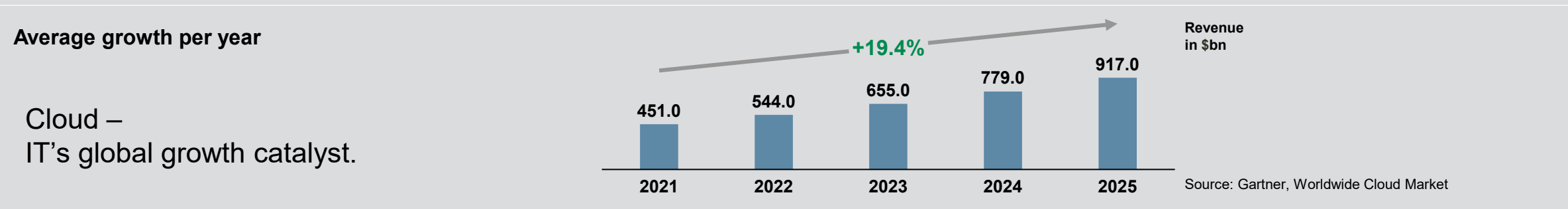
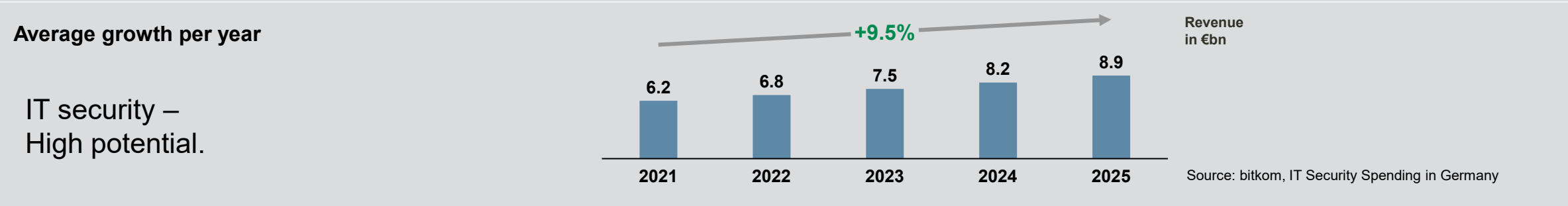
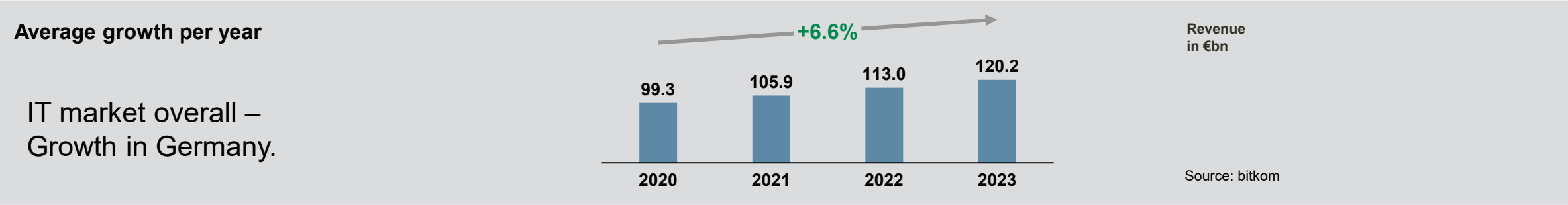
* indexed

Dividend – Disproportionate climb, 12th increase in a row.



5 2022 outlook.

Positive economic framework – The digital transformation drives sustainable growth.



2022 outlook – Forecast remains optimistic.

Projections confirmed.

- Bechtle is optimistic for the remaining fiscal year.
 - Significant growth in terms of revenue/business volume and earnings (5% – 10%)
 - EBT margin on par with previous year (6%)

Background.

- YTD Q3 2022:
 - Business volume: 14.8%
 - Revenue: +11.9%
 - EBT: +9.4%
 - EBT margin: 5.9%
- Chances are good that we will exceed some of our forecasts. However, due to continuing uncertainties related to overall economic development, we will not be changing our targets.
- We are approaching the end of the year full of confidence.

Any questions?

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

