

Bechtle AG – Company Presentation

Kepler Cheuvreux Digital IT VAR Day | 5 October 2022

Contents.

- 1 Introduction to Bechtle AG.
- 2 Sustainability.
- 3 Business Development.
- 4 The Bechtle share.
- 5 Highlights.
- 6 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

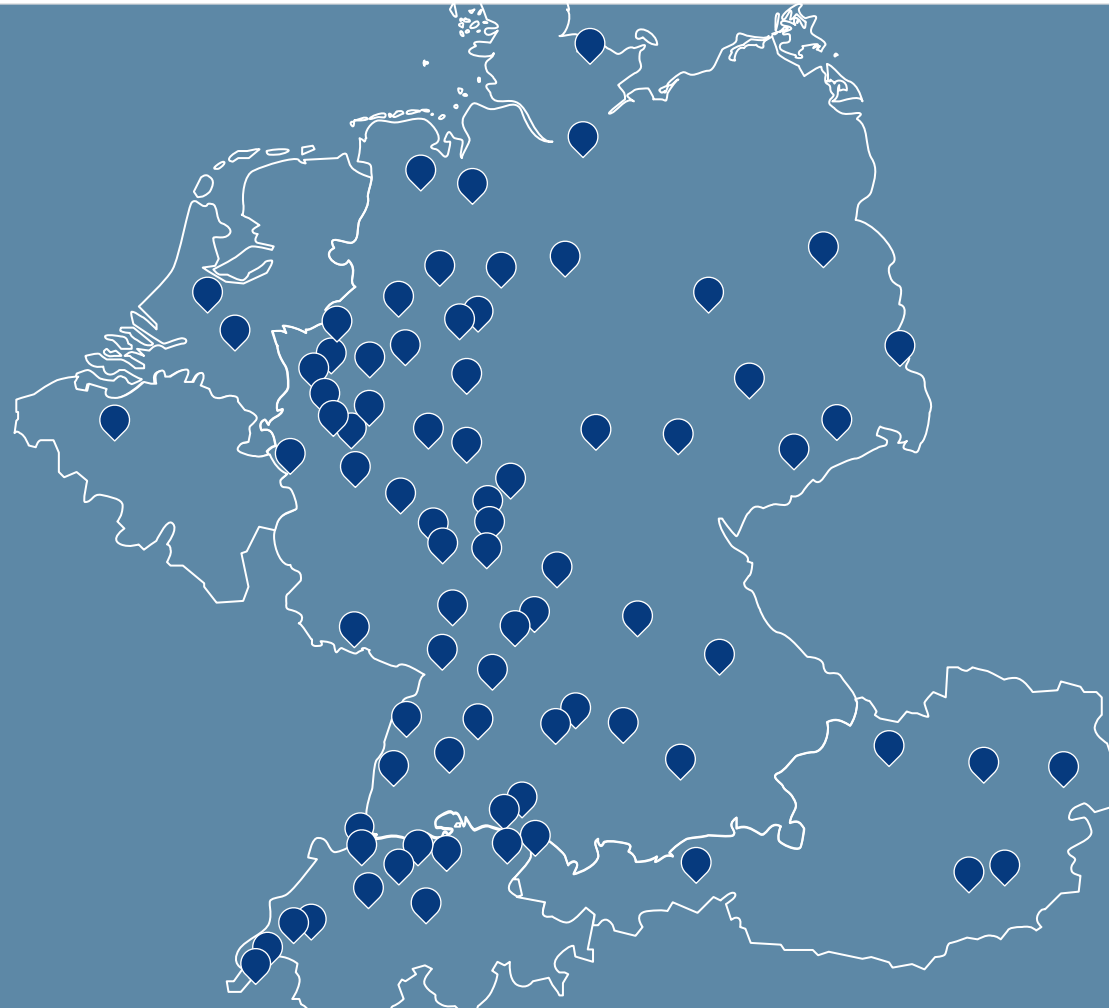
Our own brand

Securing global
approach

Logistics & Services

Business Segment – IT System House & Managed Services.

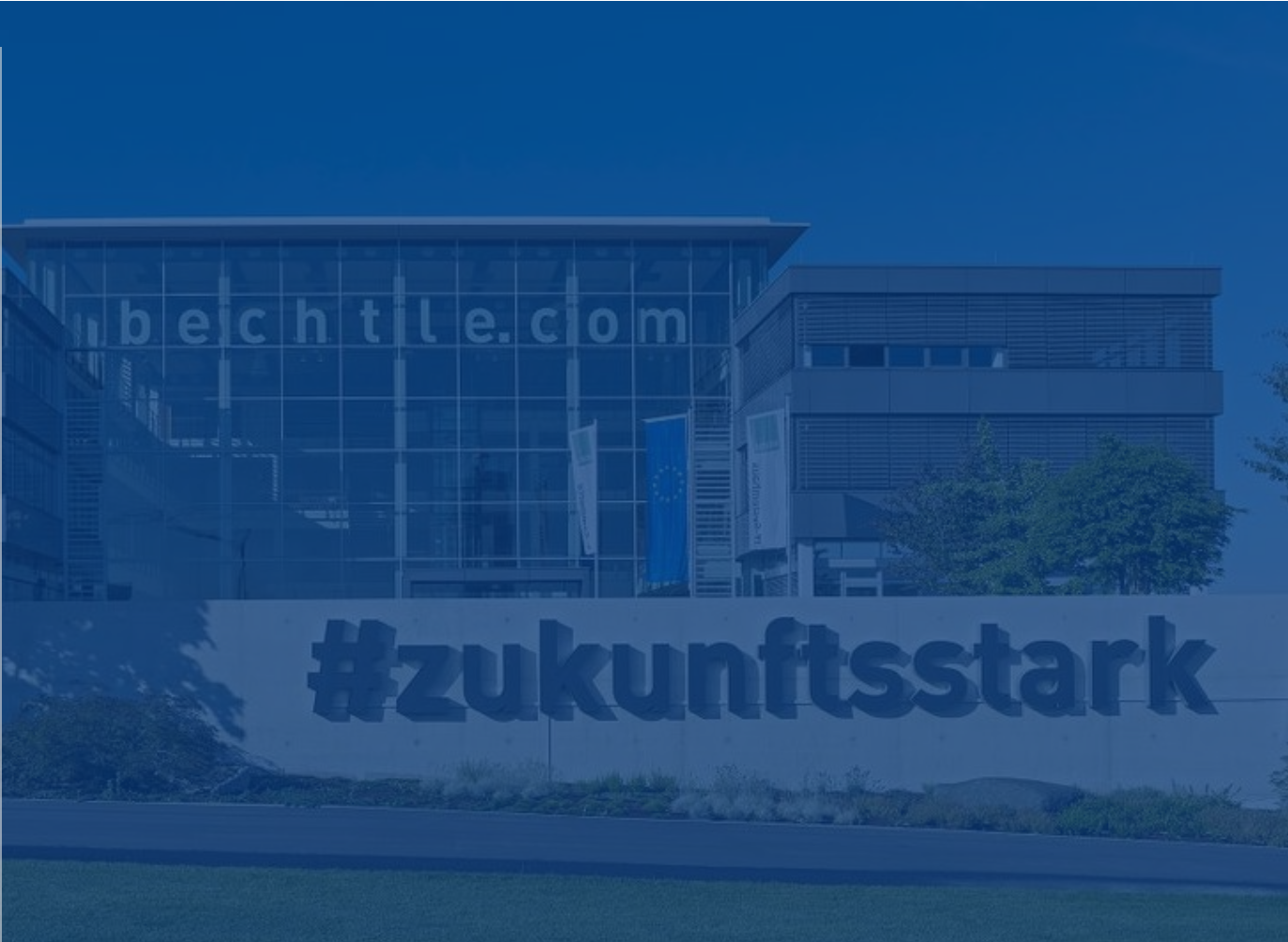
- Wholesaler: Consulting, procurement and services
- Widespread, regional coverage, even outside DACH
- Close to our customers with more than 80 locations
- Decentralised structure with high responsibility of local MDs
- Employees in 2021: 10,156
 - Services: Approx. 5,900
- Revenue in 2021: €3.3bn



Nr. 1 Ranked System House in Germany.

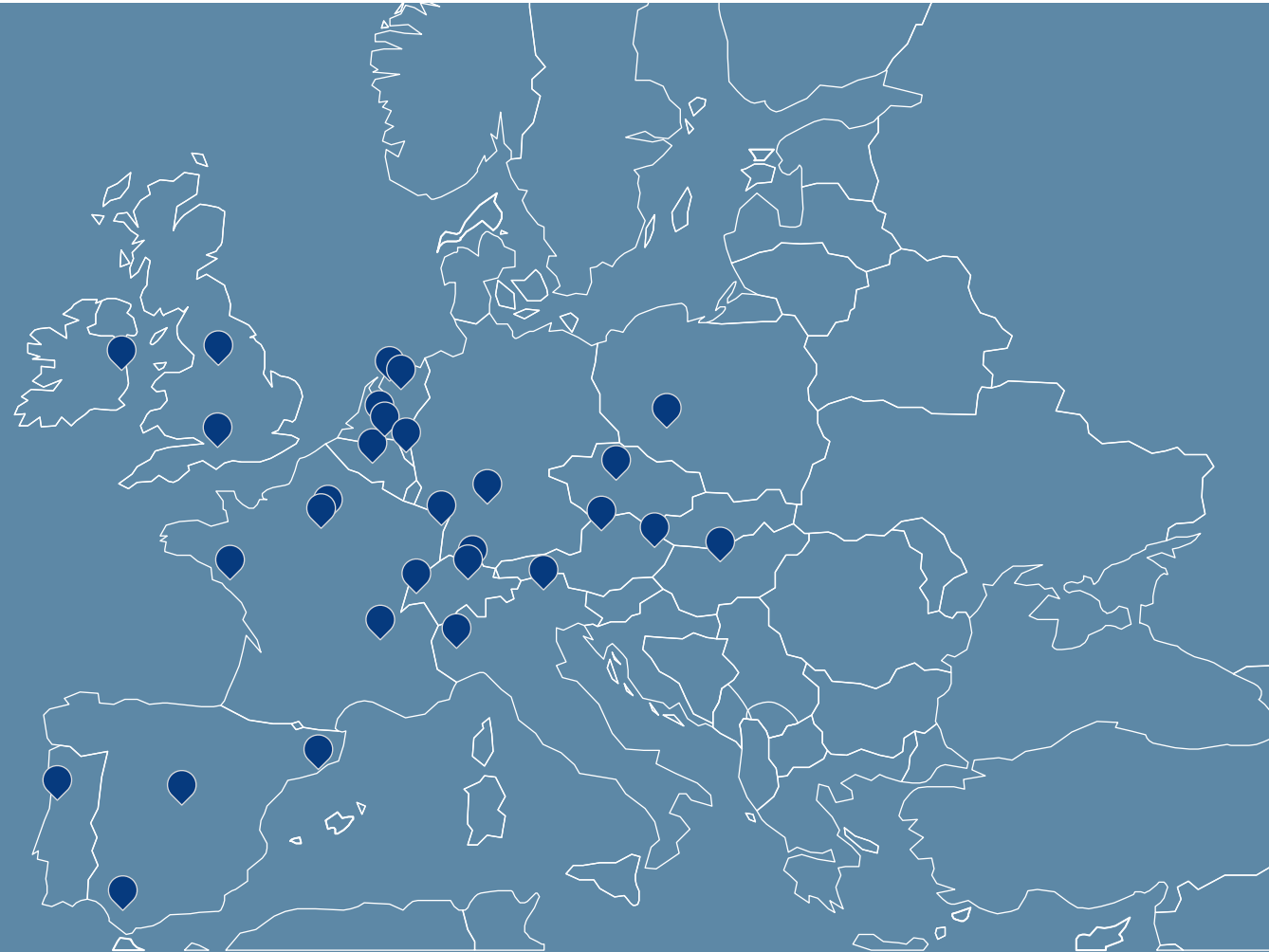
Revenue in Germany (in €m)		
RANK	COMPANY	2021
1	Bechtle	3,355
2	Computacenter	2,352
3	Software One	1,760
4	SVA System Vertrieb Alexander	1,254
5	Cancom	1,201
6	T-Systems International	1,000
7	NTT Data	890
8	MSG Systems	878
9	ACP Gruppe	766
10	Infosys	630
...
31	Damovo Deutschland	103

Source: Channelpartner 08/2022



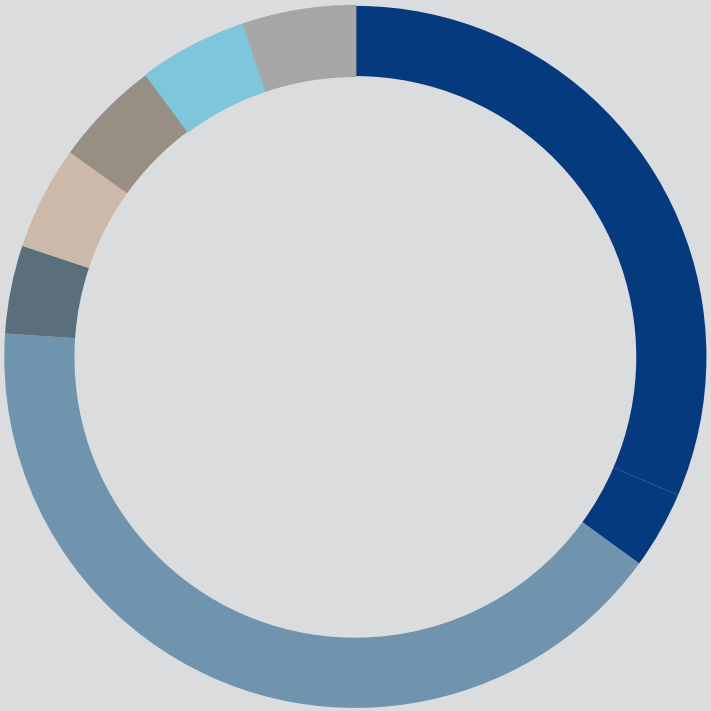
Business Segment – IT E-Commerce.

- 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



Shareholder Structure – Long-term and independent anchor shareholder.

Flossbach von Storch	5.15%
AGI	5.00%
DWS	4.95%
Baillie Gifford	4.77%
Black Rock	4.07%



Schick Family 35.02%

incl. Gerhard and Ilse Schick Foundation: 3.57%

Freefloat 41.04%

Current of: July 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.

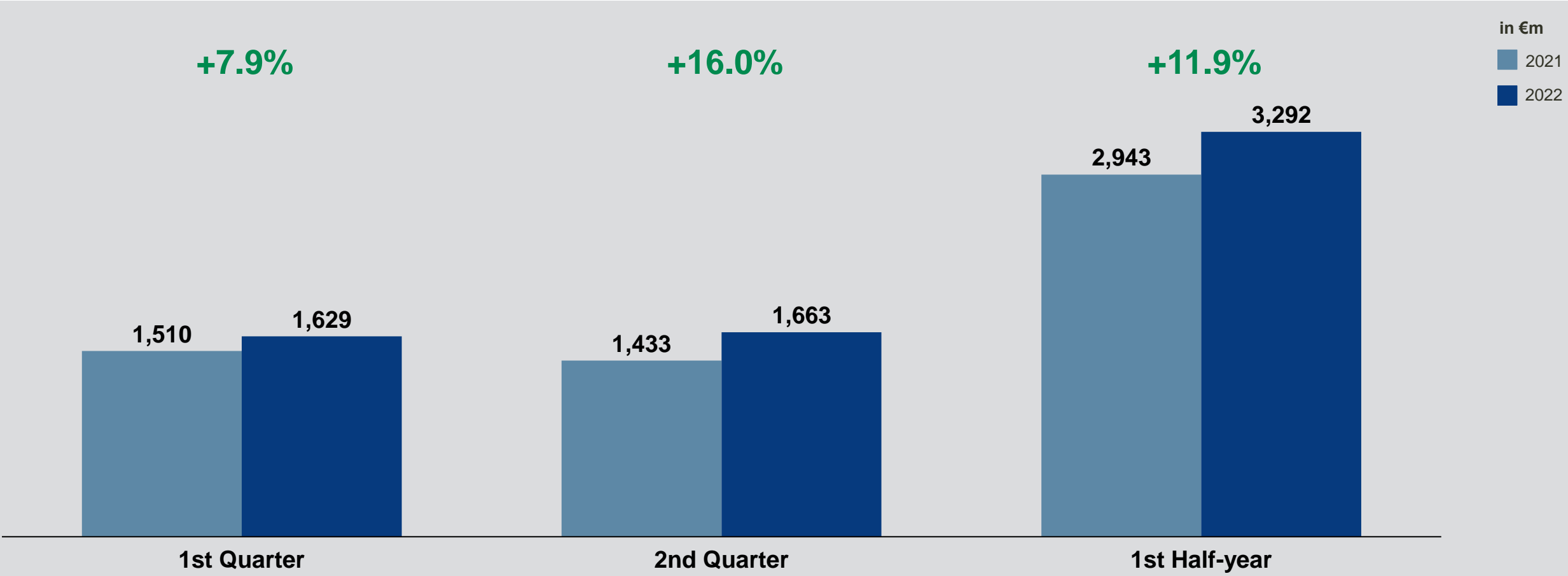
DIGITAL FUTURE.

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

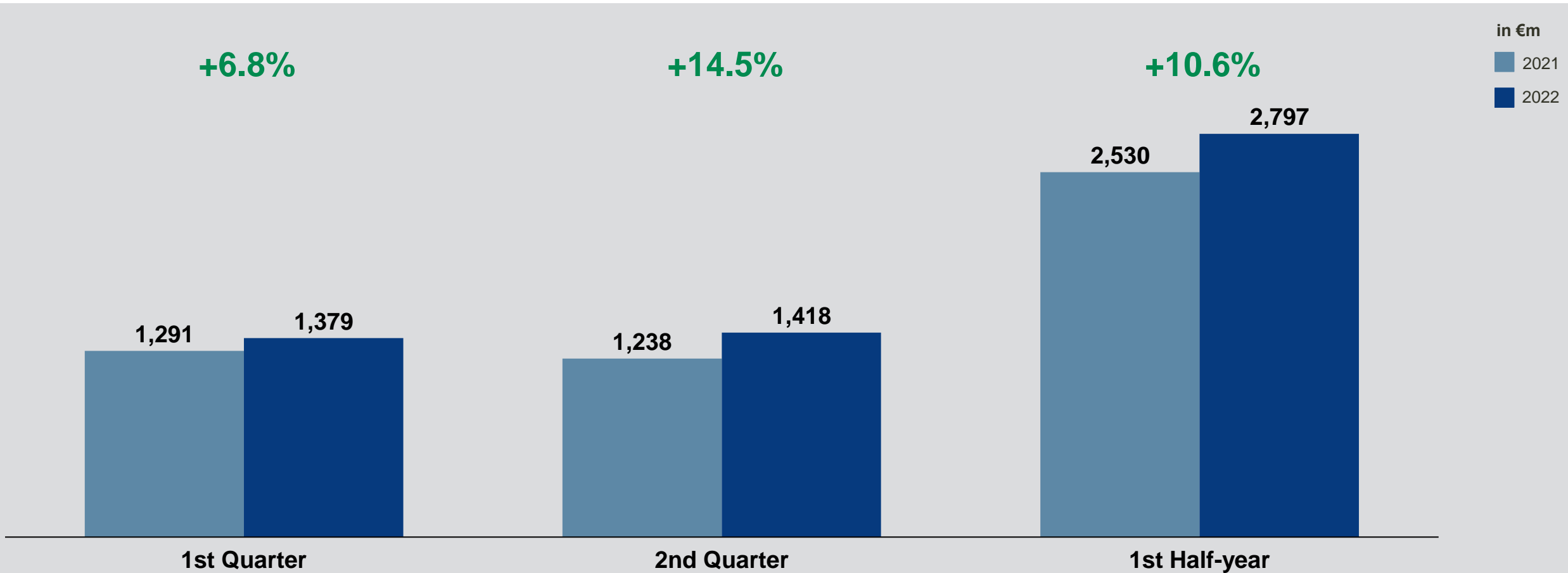
- Targets.**
- Sustainable in-house digitalisation – Plan 30% of IT projects taking sustainability criteria into account until 2023.

3 Business Development.

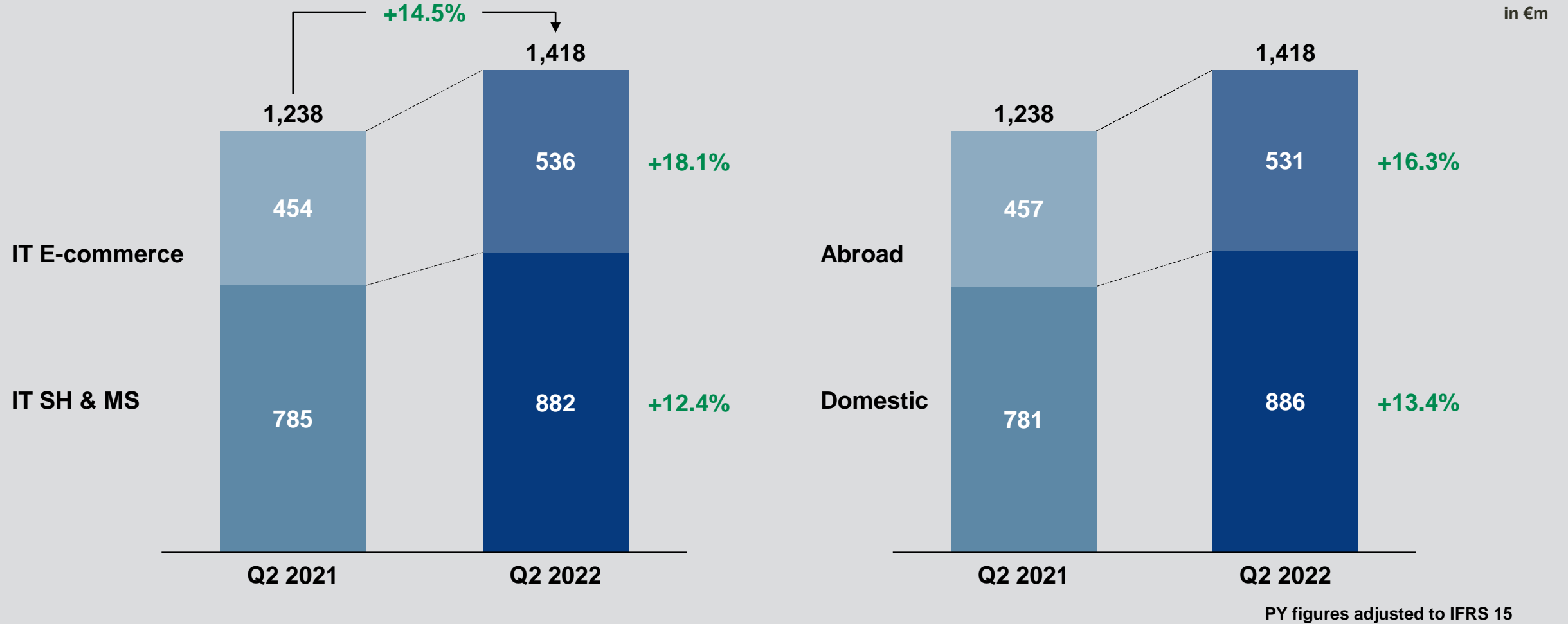
Business volume – Growth dynamic gathers rapid momentum in Q2 2022.



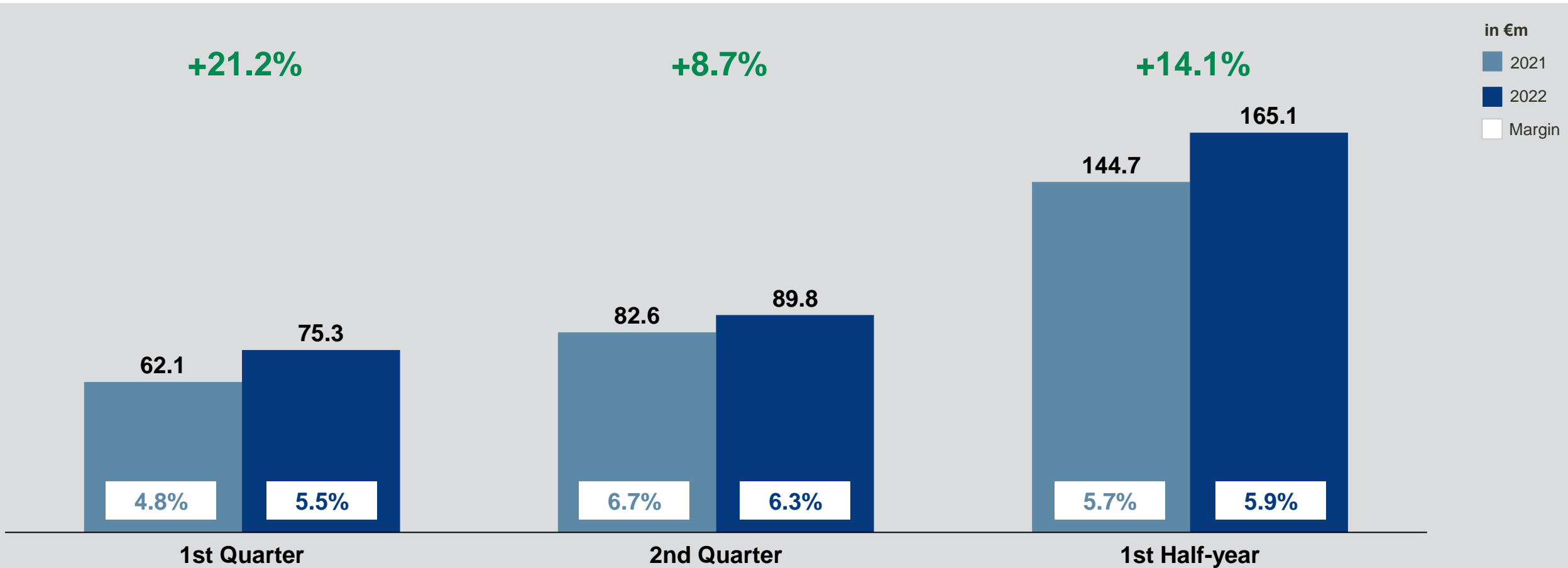
Revenue – Strong Q2 2022 leads to H1 2022 that exceeds forecast.



Revenue – Domestic sales far stronger than Q1 2022.

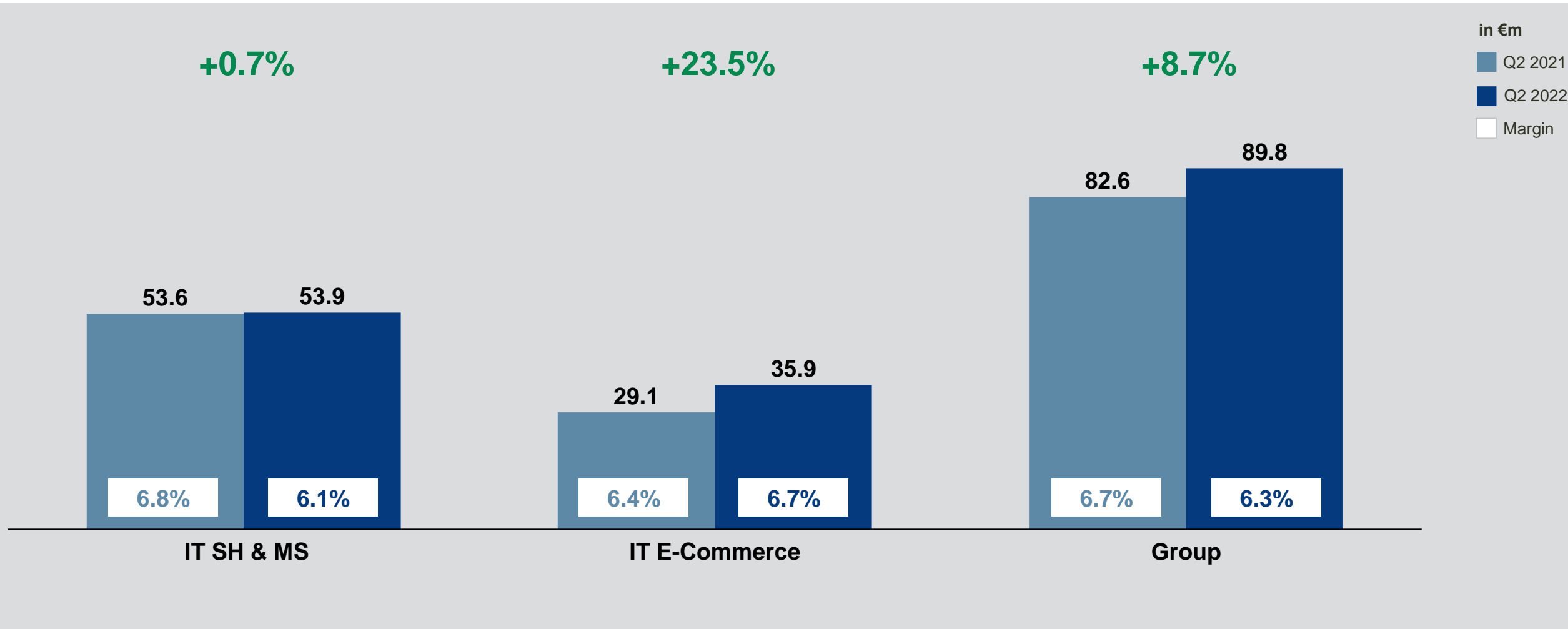


EBIT – Very strong operating earnings in Q2 2022.

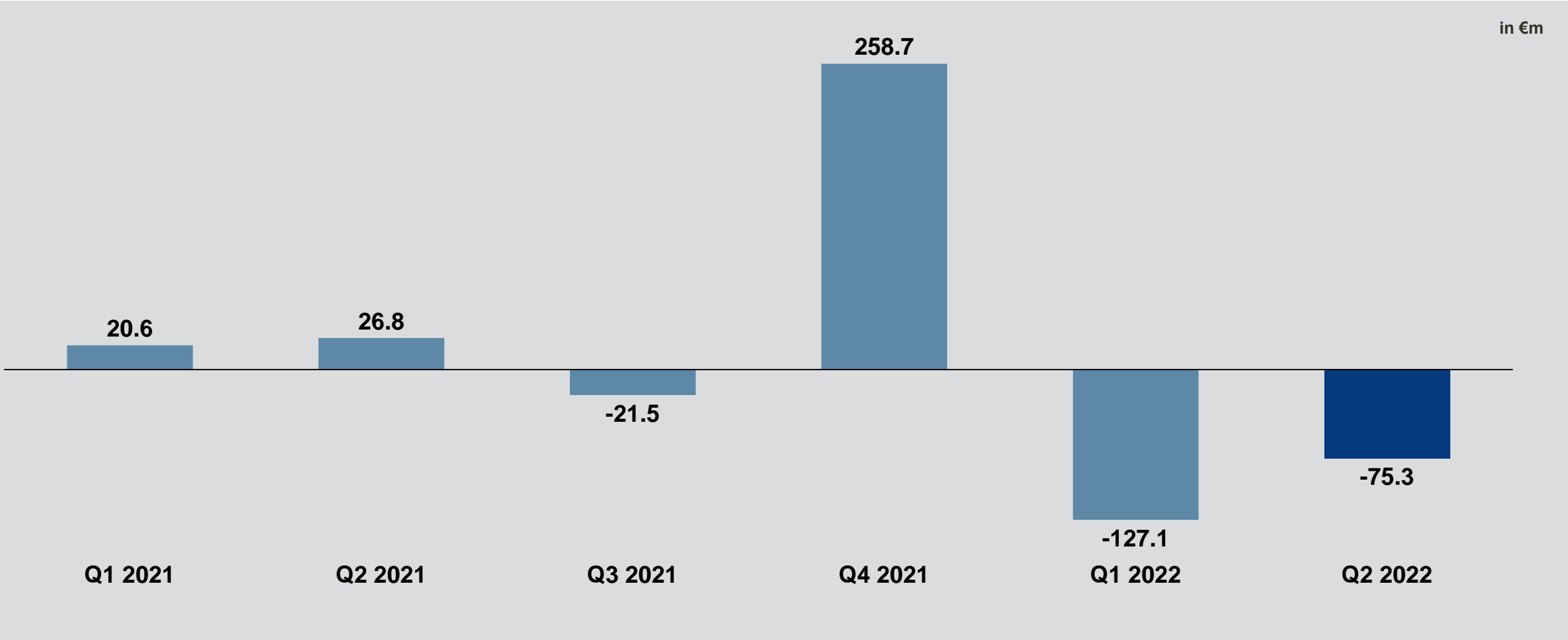


EBIT –

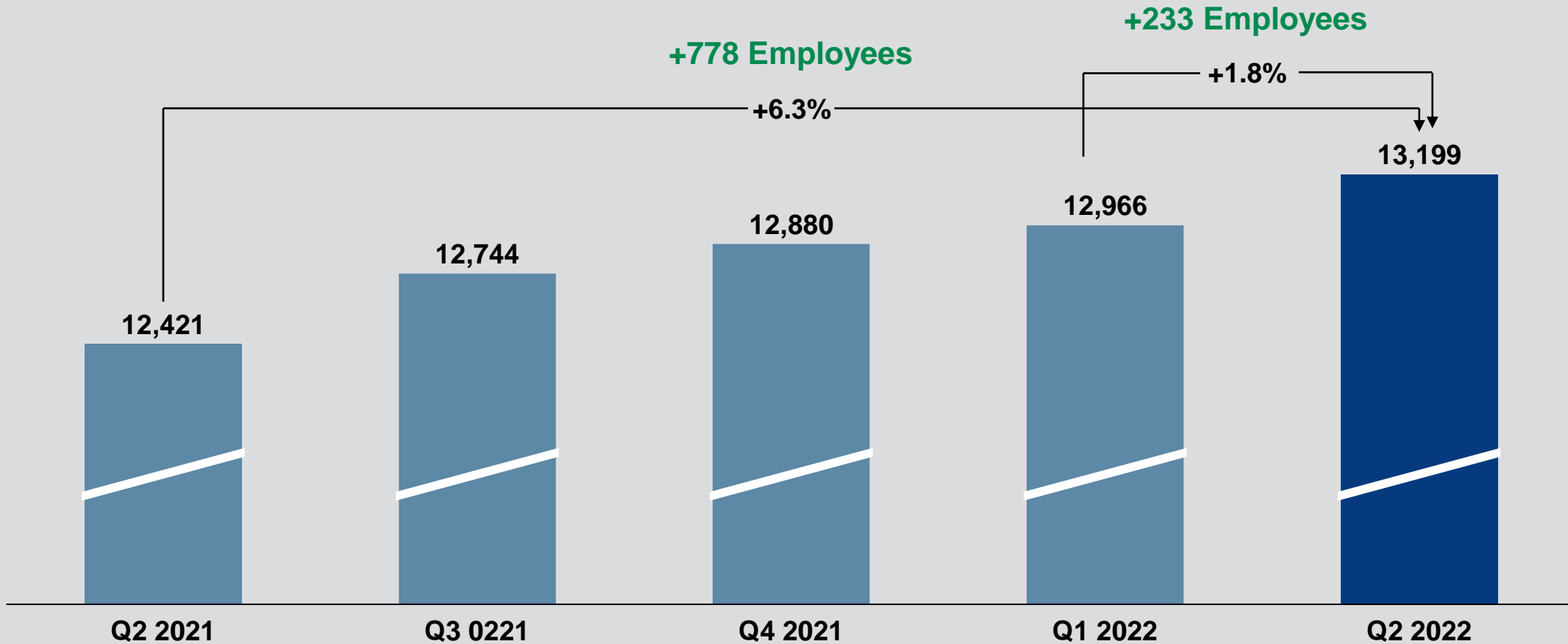
The previous year's special effects more than compensated for.



Operative cashflow – First tentative inventory easing.



Employees – Headcount continues to see only moderate growth.



4 The Bechtle share.

Bechtle share – Capital markets worldwide under pressure.



Performance (ytd)

Bechtle	-43,7%
DAX*	-24.6%
TecDAX*	-33.5%
MDAX*	-38.0%

* indexed

5 Highlights.

1

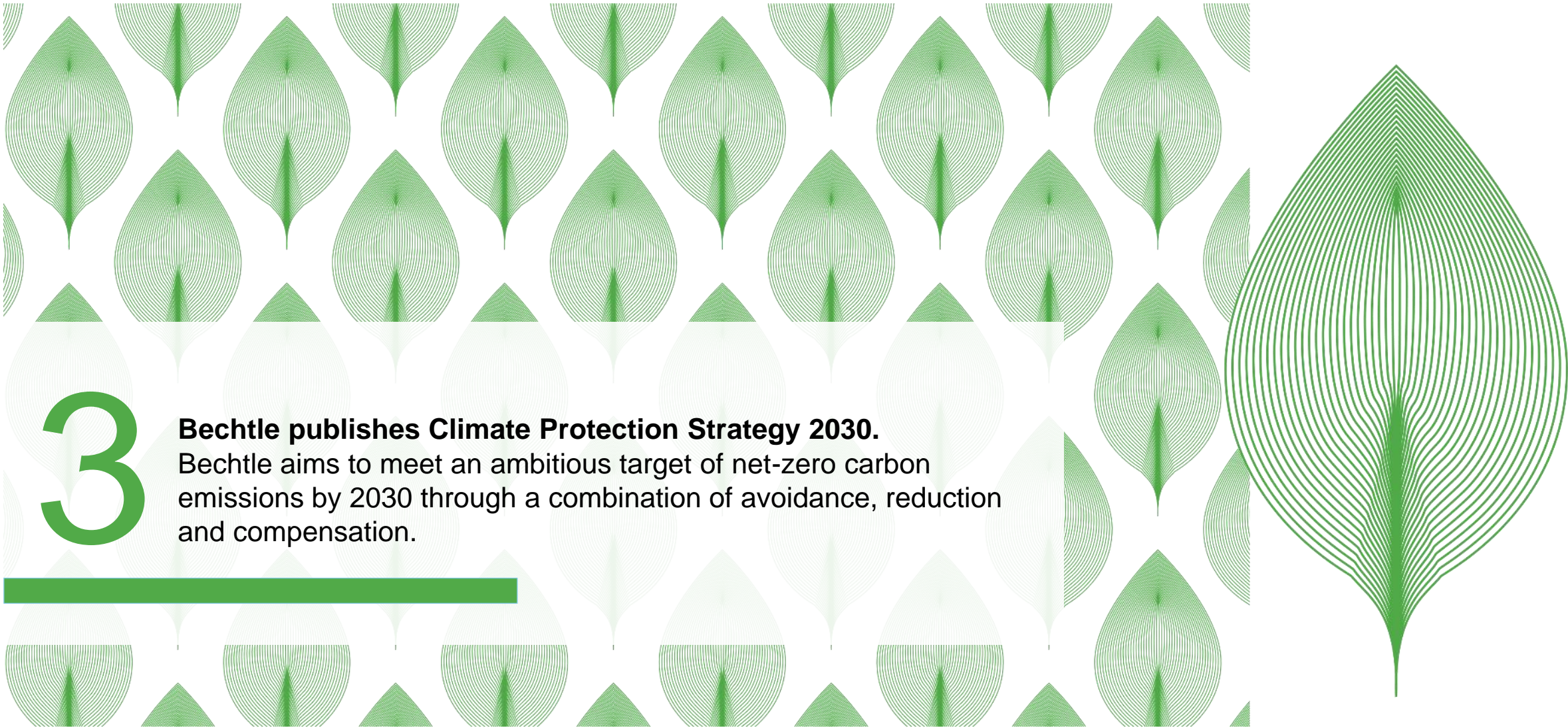
Bechtle doubles warehousing space in Germany.

Bechtle AG scales up its logistics capacity by opening a new warehousing site in Hamburg-Wilhelmsburg with 20,735 m² of the upper floor of Europe's very first two-storey logistics property, Mach2.

2

Bechtle Group expands footprint in the Netherlands.

Axez ICT Solutions B.V. is specialised in hybrid IT environments and cloud solutions, building up the competences of Dutch IT service provider PQR, which the Bechtle Group acquired in May. Axez employs 22 staff.



3 Bechtle publishes Climate Protection Strategy 2030.

Bechtle aims to meet an ambitious target of net-zero carbon emissions by 2030 through a combination of avoidance, reduction and compensation.

6 2022 outlook.

2022 outlook – Forecast remains optimistic.

Assumptions.

- Our vendor partners' supply issues are abating as the year progresses – ***but not in all product segments and not as quickly as hoped.***
- Record high order backlog will gradually manifest as revenue – ***expected to begin in H2.***
- Sustained pronounced customer interest in IT investment leads to new business momentum – ***economic outlook increasingly gloomy.***

Realistic objectives.

- Bechtle is optimistic about the business year – ***supported, above all, by the good development ytd.***
 - Significant growth in terms of revenue/business volume and earnings (5% – 10)
 - EBT margin on par with previous year

Any questions?

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

