

# Bechtle AG – Company Presentation

Lugano | 8 July 2022

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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
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Germany, Austria, Switzerland, Benelux

SEGMENT IT E-Commerce  
COO: Jürgen Schäfer

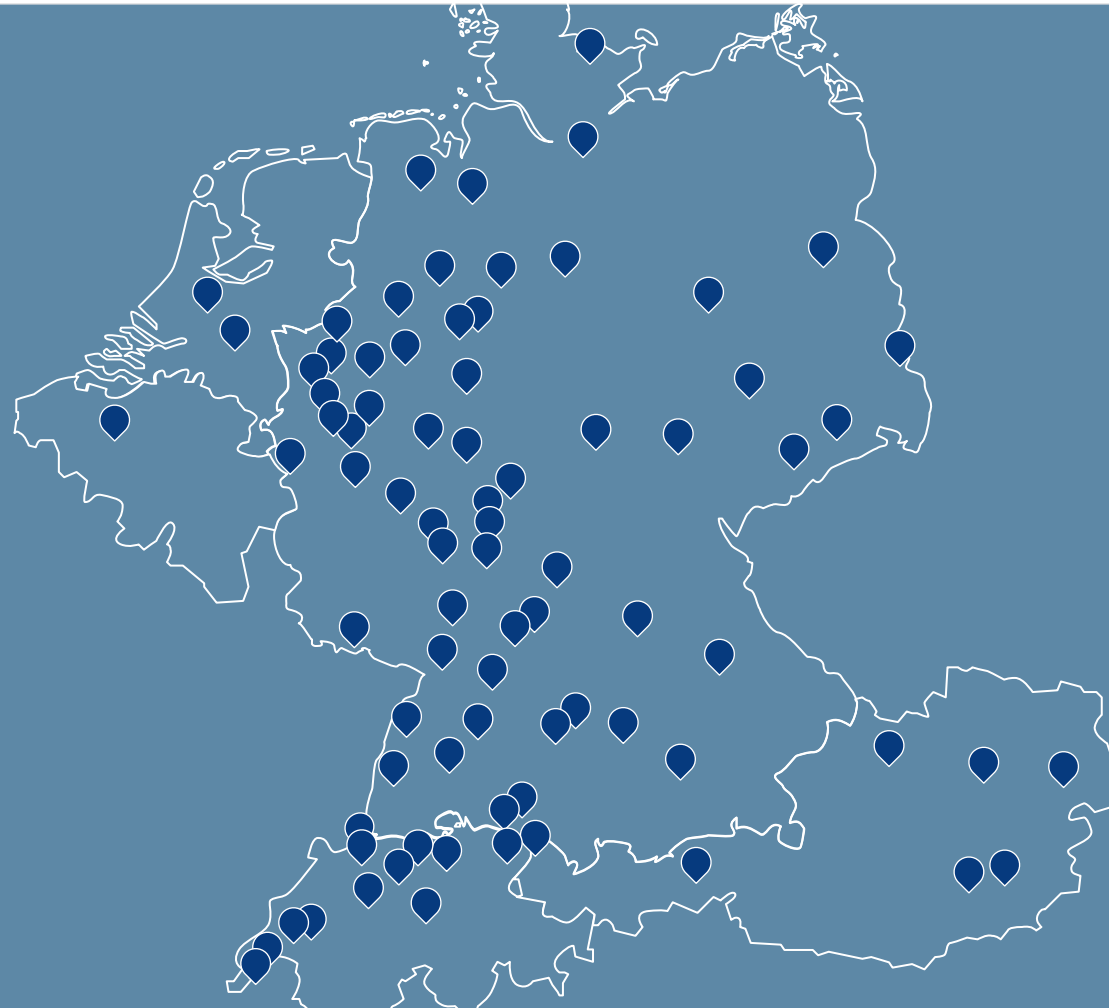
Bechtle direct	ARP	Inmac Wstore
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In 14 countries	In the Netherlands	In France
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### Logistics & Services

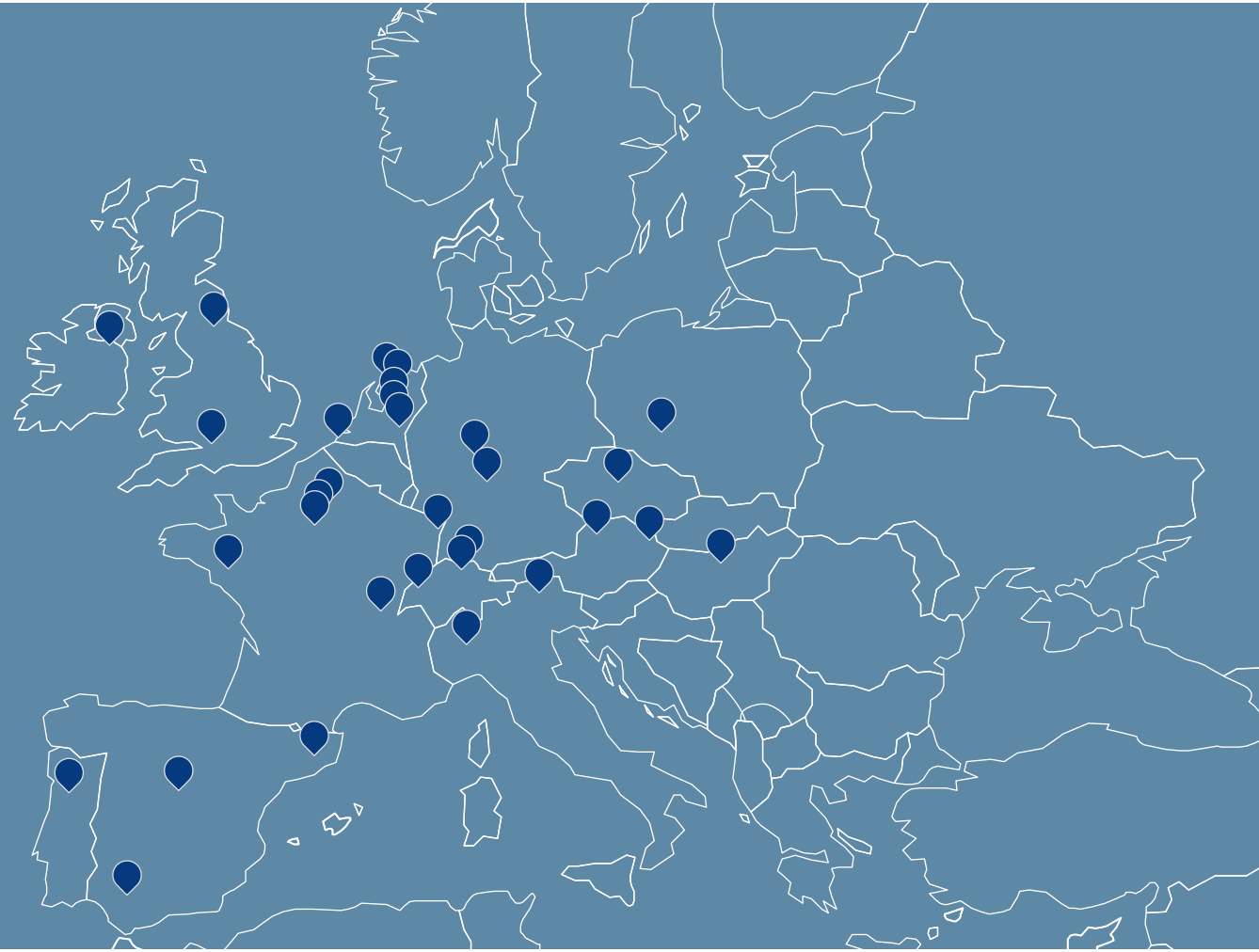
# Bechtle IT-Systemhaus & Managed Services.

- Widespread, regional coverage
- Consulting, procurement and services
- More than 80 IT Systems
- Individual e-procurement services at [bechtle.com](https://www.bechtle.com)
- Employees in 2021: 10,156
  - Services: Approx. 5,900
- Revenue in 2021: €3.3bn



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



# 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

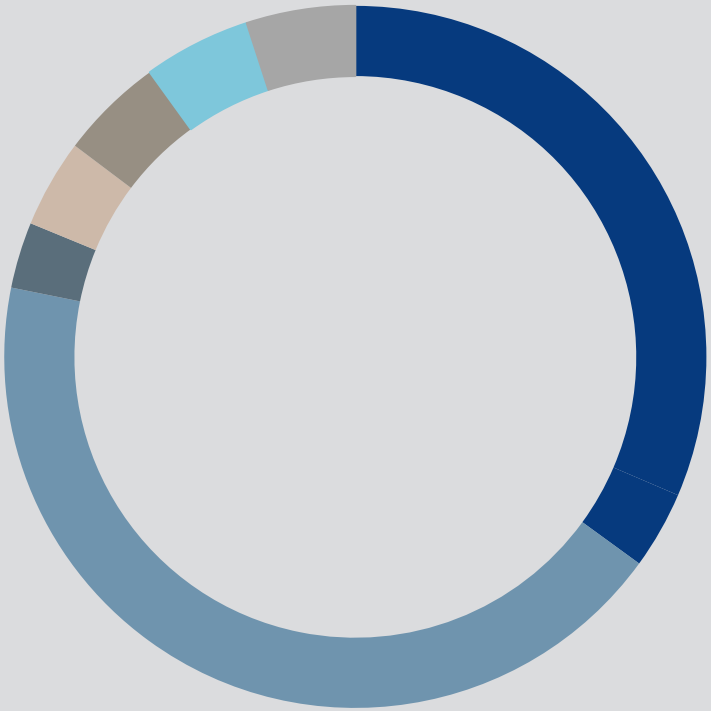


#zukunftsstark

# Shareholder Structure.

## Long-term and independent anchor shareholder.

AGI	5.00%
DWS	4.95%
Baillie Gifford	4.77%
BlackRock	4.07%
Flossbach von Storch	3.05%



**Schick Family** 35.02%

incl. Gerhard and Ilse Schick Foundation: 3.57%

**Freefloat** 43.15%

Current of: May 2022, 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.



**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.

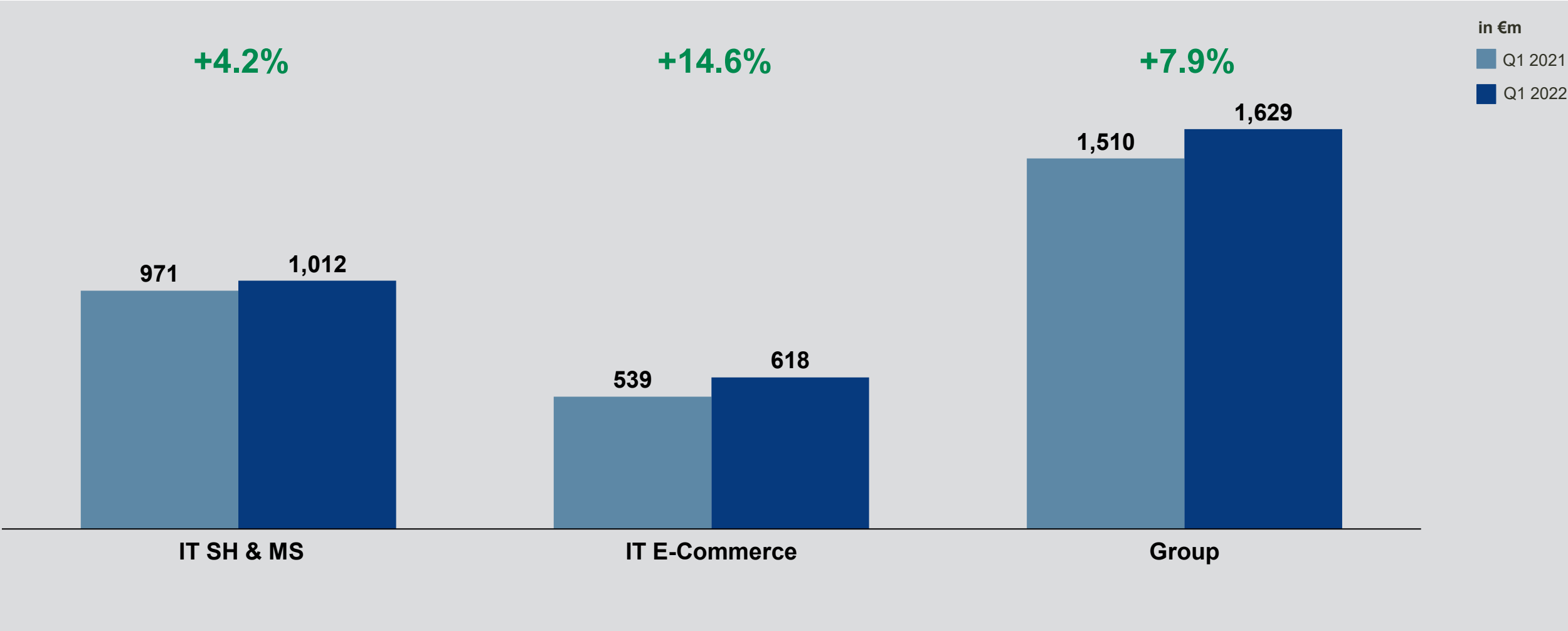


# Sustainability Strategy 2030 – Selected actions and concrete targets.

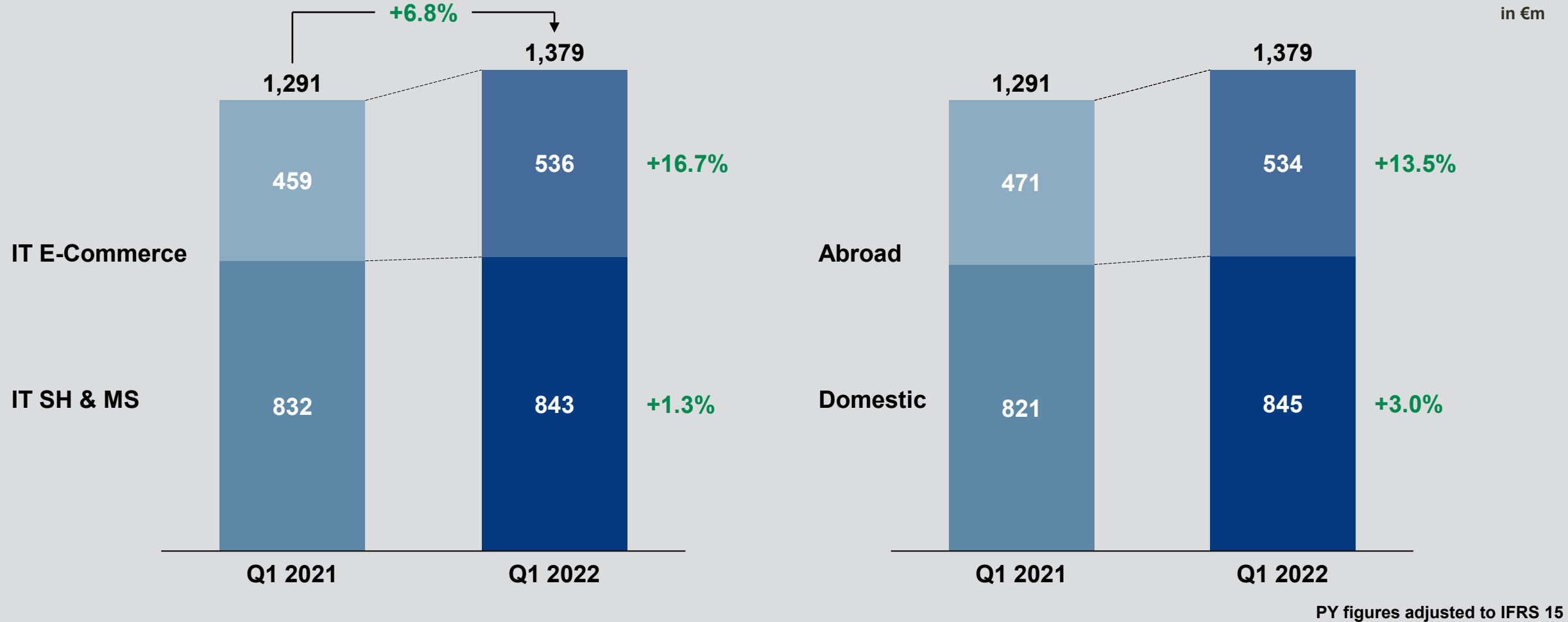
<p><b>ETHICAL BUSINESS PRACTICES.</b></p>	<p><b>2021.</b></p> <ul style="list-style-type: none"> <li>■ MSCI ESG Rating: A</li> <li>■ EcoVadis Score: 64/100 – Top 7% of rated companies within the branch.</li> </ul>	<p><b>Targets.</b></p> <ul style="list-style-type: none"> <li>■ Compliance training for all employees in 2023.</li> <li>■ Further improvement in ratings.</li> </ul>
<p><b>ENVIRONMENT.</b></p>	<p><b>2021.</b></p> <ul style="list-style-type: none"> <li>■ 26.6% share of alternative-fuel vehicles in our car fleet in Germany.</li> <li>■ 100% green electricity at the headquarters and 32 other locations across Europe.</li> </ul>	<p><b>Targets.</b></p> <ul style="list-style-type: none"> <li>■ Over 40% share of alternative-fuel vehicles in our car fleet in Germany in 2022.</li> <li>■ Carbon neutral in those business areas we have influence until 2030.</li> </ul>
<p><b>PEOPLE.</b></p>	<p><b>2021.</b></p> <ul style="list-style-type: none"> <li>■ Focus on diversity – Gender Diversity Roadmap.</li> </ul>	<p><b>Targets.</b></p> <ul style="list-style-type: none"> <li>■ At least one woman within the Executive board until 2025.</li> <li>■ 22% women in the first executive level under the Executive Board until 2025.</li> </ul>
<p><b>DIGITAL FUTURE.</b></p>	<p><b>2021.</b></p> <ul style="list-style-type: none"> <li>■ More than 3,000 participants attended Bechtle events about sustainable IT.</li> </ul>	<p><b>Targets.</b></p> <ul style="list-style-type: none"> <li>■ Sustainable in-house digitalisation – Plan 30% of IT projects taking sustainability criteria into account until 2023.</li> </ul>

# 2 Business Development Q1 2022.

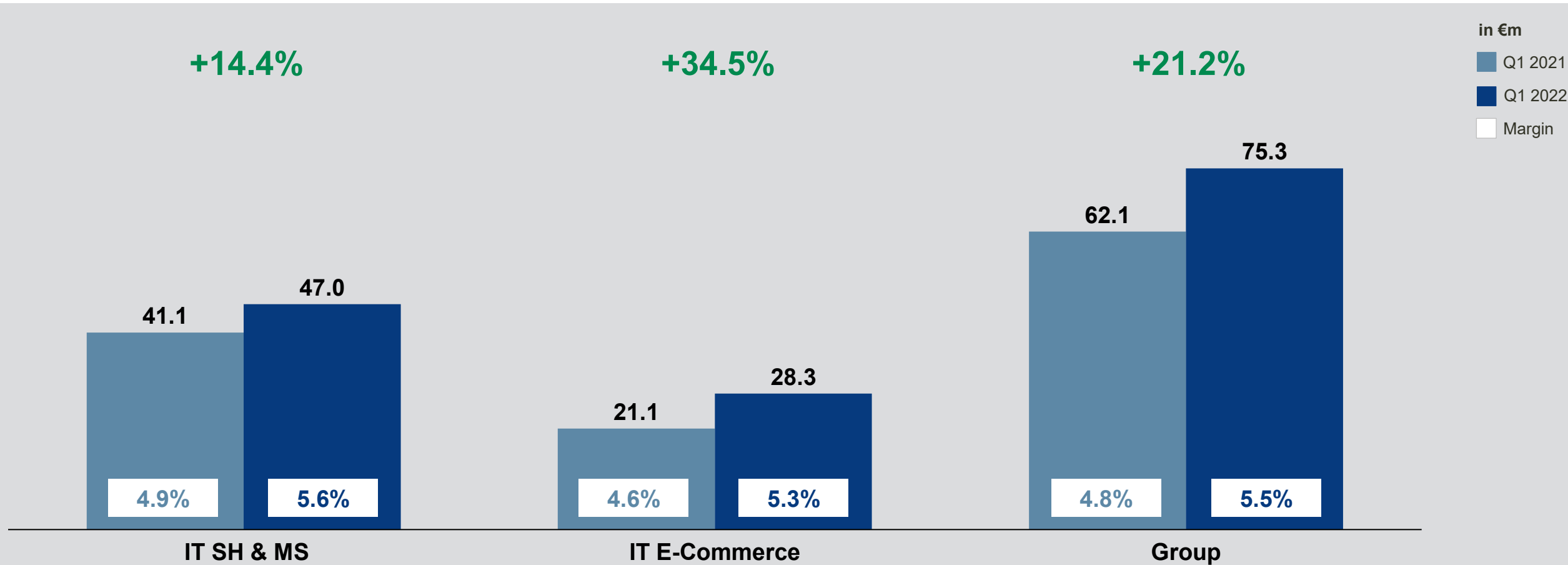
# Business volume – Significant growth despite continuing difficult conditions.



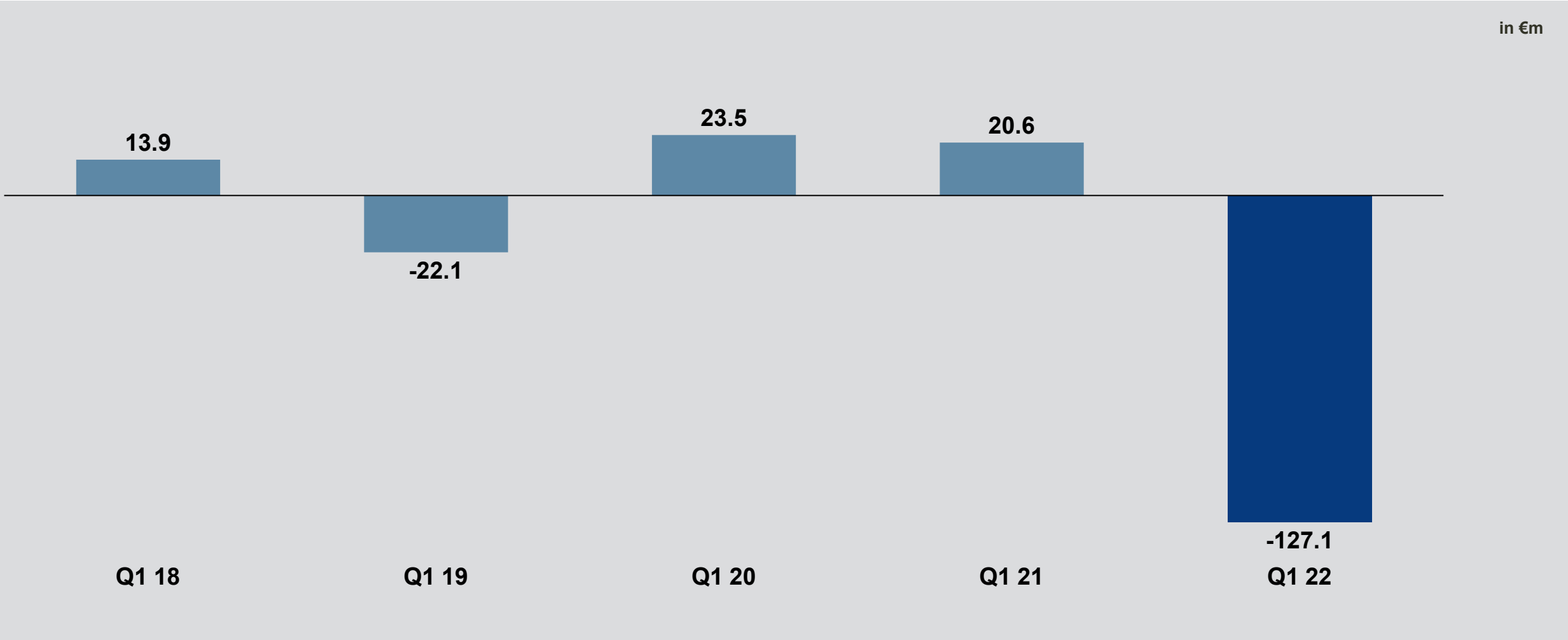
# Revenue – Uneven growth due to segments' varied nature.



# EBIT – Dynamic of earnings development mirrors revenue growth.

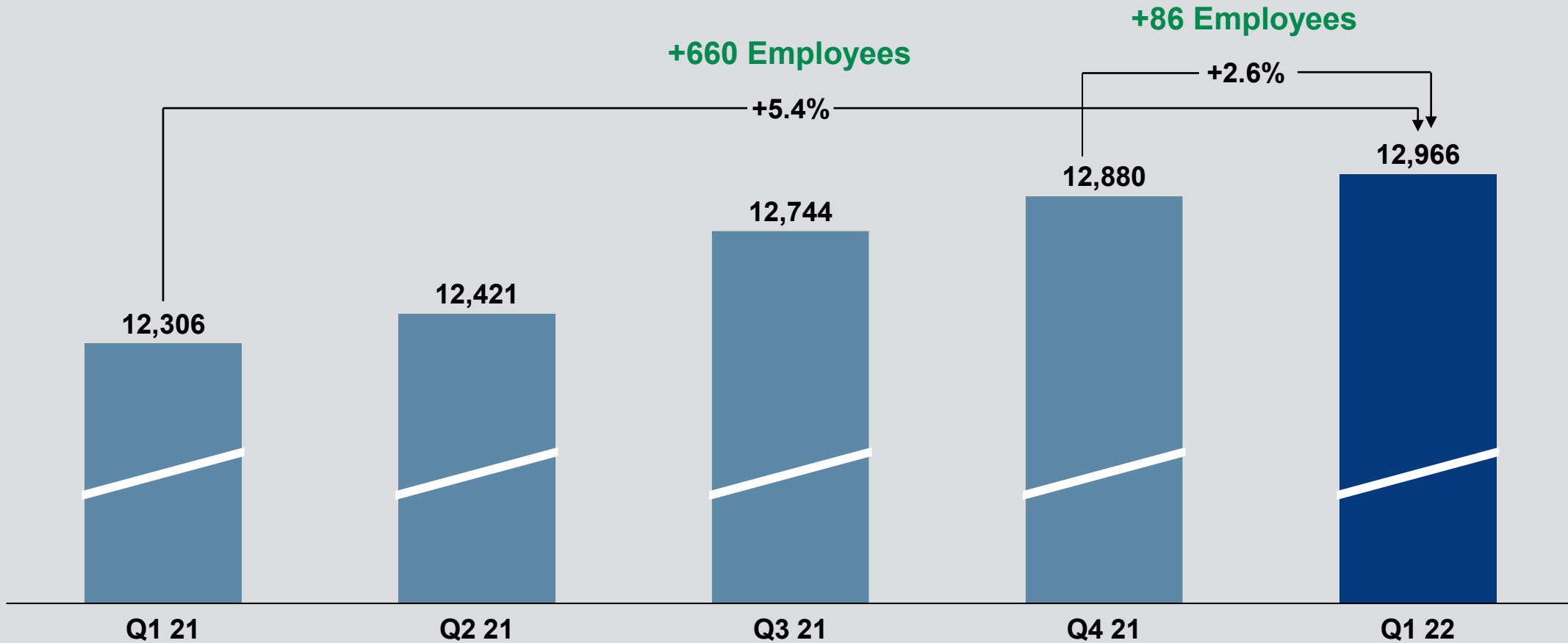


# Operative cashflow – Supply chain issues and high inventories impact cashflow.





# Employees – Headcount continues to see only moderate growth.

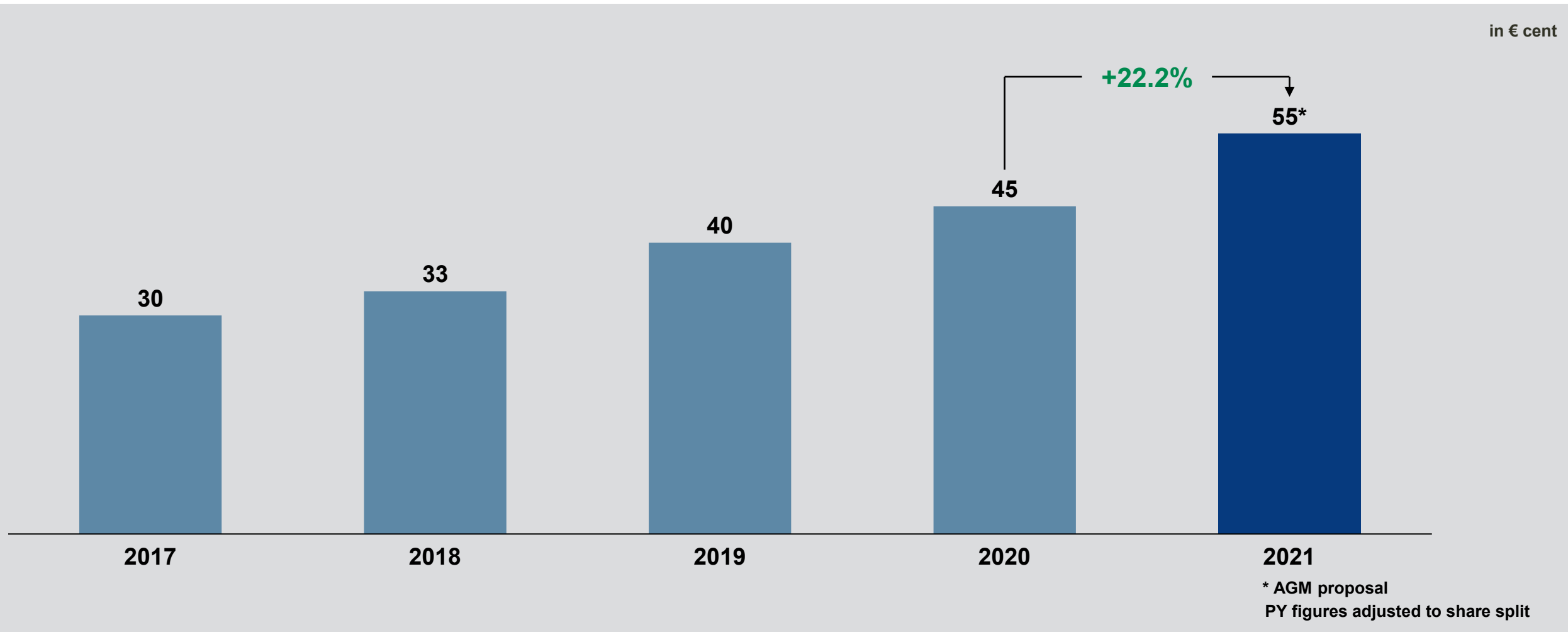


# 3 The Bechtle share.

# Bechtle share – Global markets under pressure. Tech sector particularly affected.



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



# 4 Highlights.

1

**John Malone joins ranks with Executive Vice Presidents.**

The 48-year old Irishman has been Managing Director of Bechtle direct in Dublin since 2010 and IT E-Commerce Executive Vice President for Czech Republic, Hungary, Ireland, Italy, Poland and Portugal since March 2022.

A large, stylized red number '2' is positioned on the left side of the text box.

**Founding member, Connection, rejoins the GITA ranks.**

The Global IT Alliance (GITA) has expanded its footprint in the USA with the IT service provider, Connection. The global network has thus grown to ten partners.

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# 3

## **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.



# 4

## **Bechtle offers hyperscaler clouds as a managed service.**

Bechtle is expanding its established multi-cloud portfolio with unified cloud operation services for hyperscale cloud platforms Amazon Web Services (AWS), Microsoft Azure and Google Cloud.

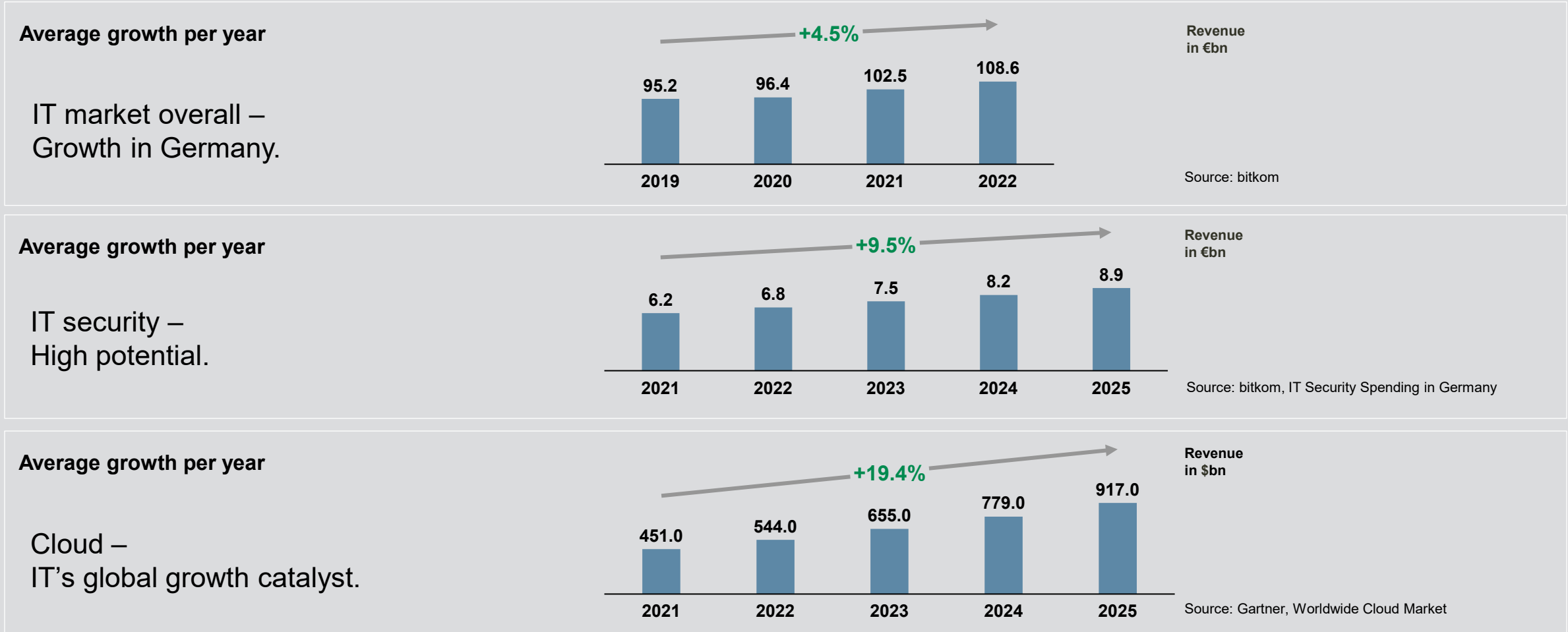
## 5

**Bechtle acquires Dutch IT system house, PQR.**

Bechtle further pursues its growth strategy on the European market and acquires the first IT system house outside DACH. Utrecht-based PQR was founded in 1990 and employs 170 staff.

# 5 2022 outlook.

# Positive economic framework – The digital transformation drives sustainable growth.



# Outlook – 2022 forecast remains optimistic.

## Assumptions.

- Supply bottlenecks hampering our manufacturing partners will relax over the year.
- Our record business backlog will gradually translate to revenue.
- Customers persistently keen to invest in IT, producing new business leads.

## Realistic objectives.

- Bechtle is optimistic for the current fiscal year.
  - 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](https://bechtle.com/reports)

