

# Bechtle AG – Company Presentation

Welcome.

London | 5 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



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

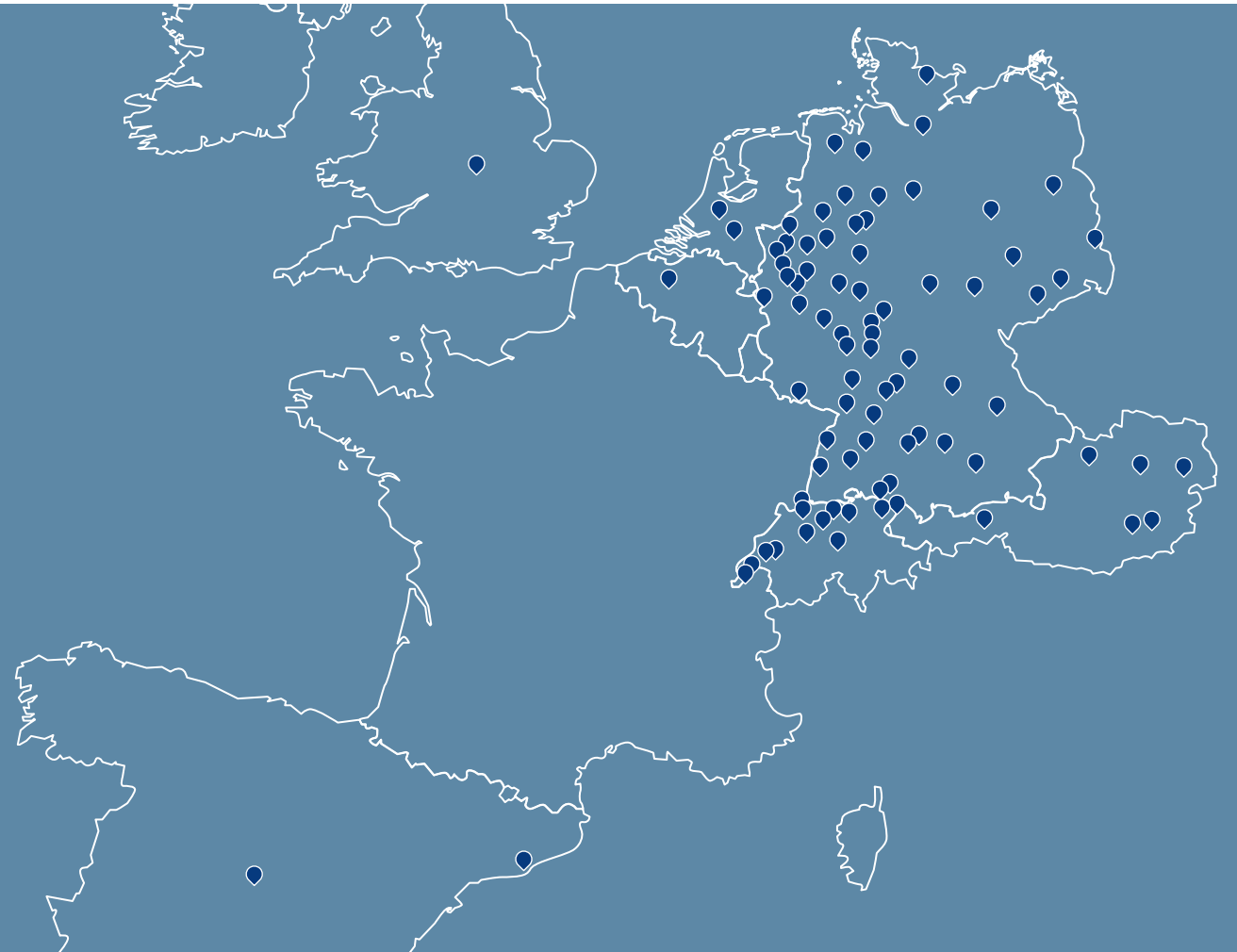
Our own brand

Securing global  
approach

## Logistics & Services

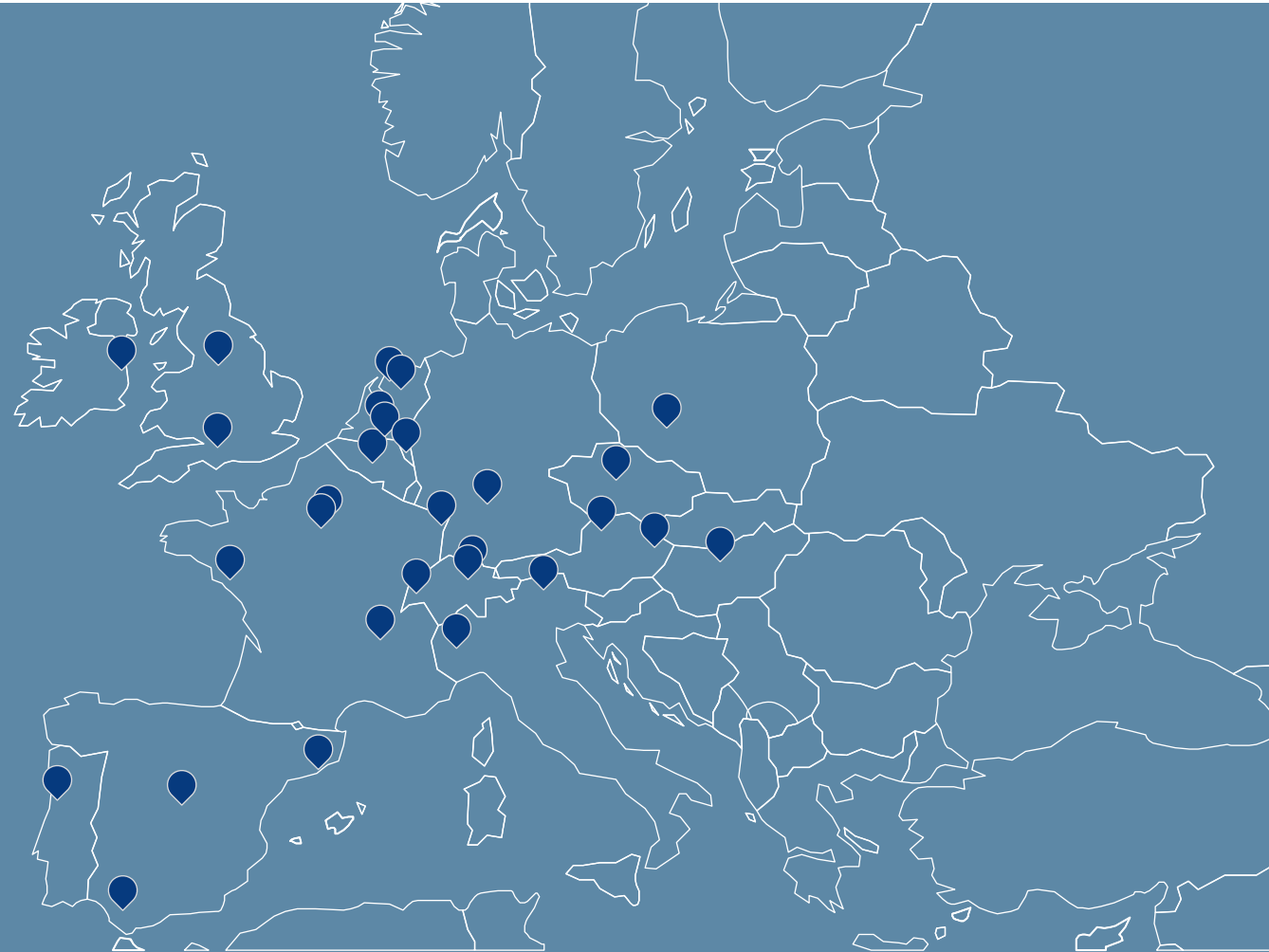
# Business Segment – IT System House & Managed Services.

- 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

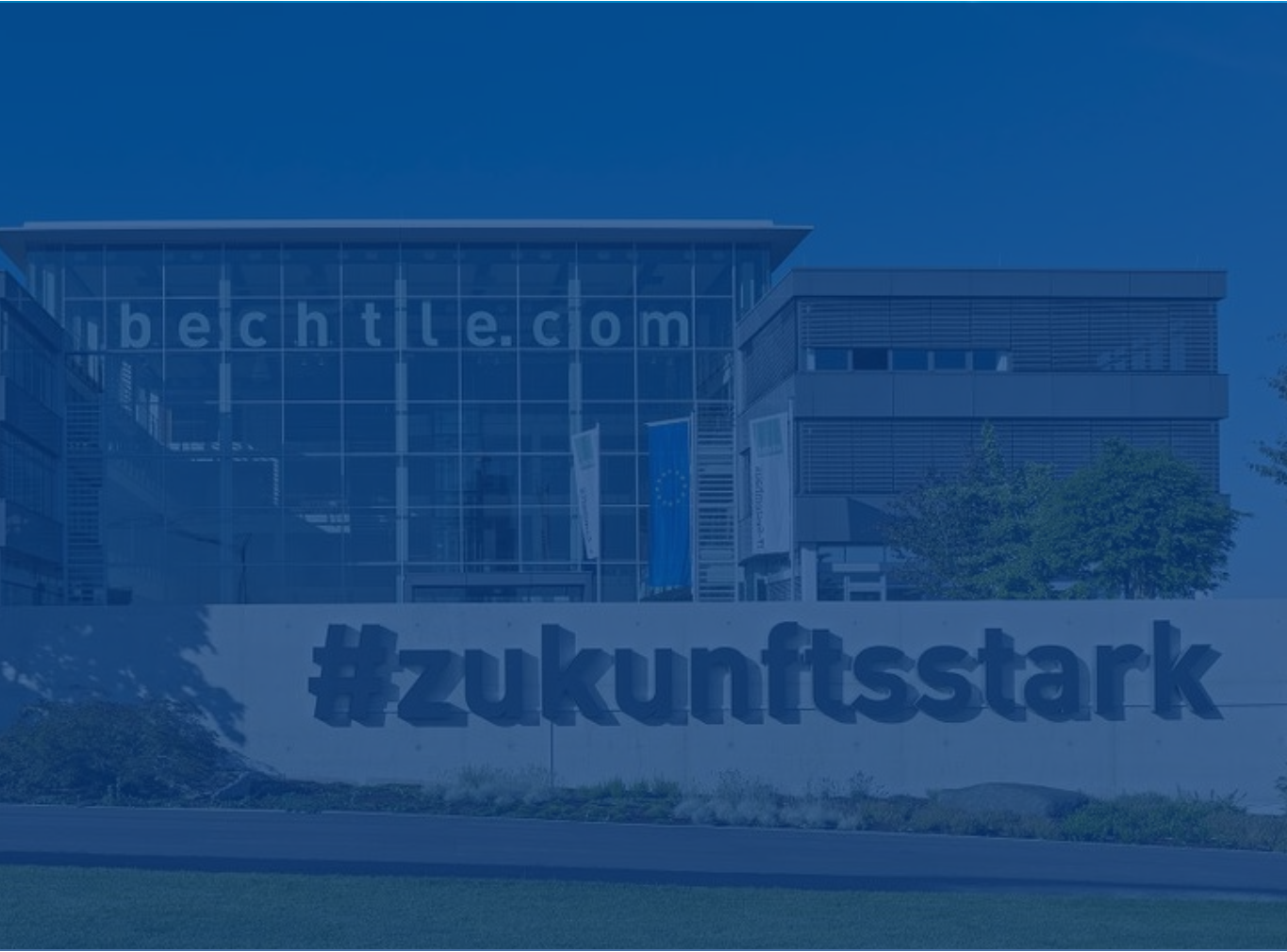


# Nr. 1 Ranked System House in Germany.

Revenue in Germany (in €m)

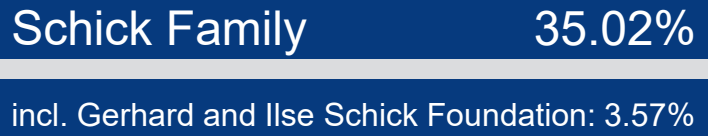
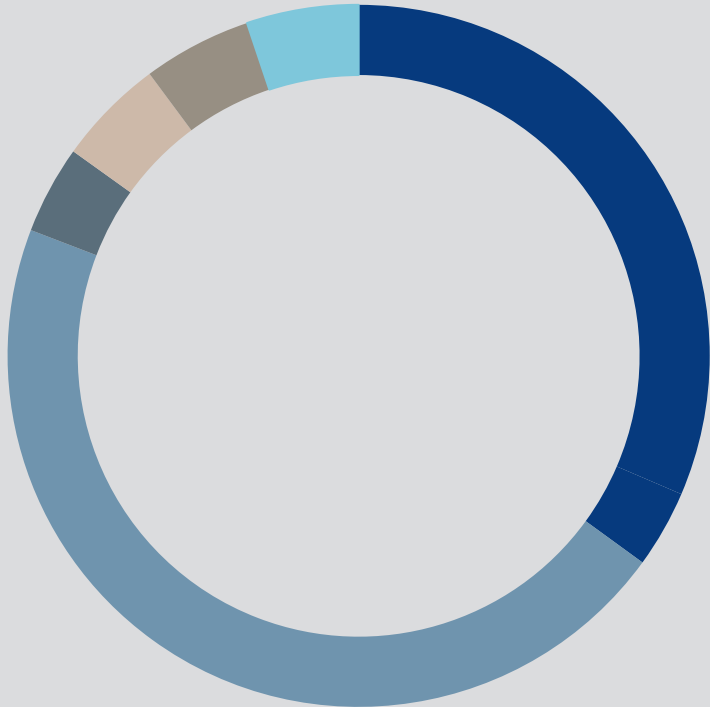
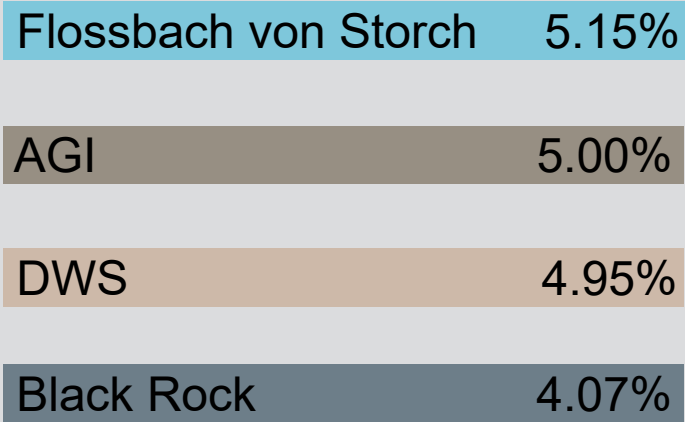
RANK	COMPANY	2022
1	Bechtle	3,731
2	T-Systems International	2,900
3	NTT Data	2,200
4	Computacenter	2,159
5	SVA System Vertrieb Alexander	1,557
6	Cancom	1,172
7	Software One	1,004
8	MSG Systems	903
9	ACP Gruppe	900
10	Adesso	729
...	...	...
34	Damovo Deutschland	101

Source: Channelpartner 06/2023



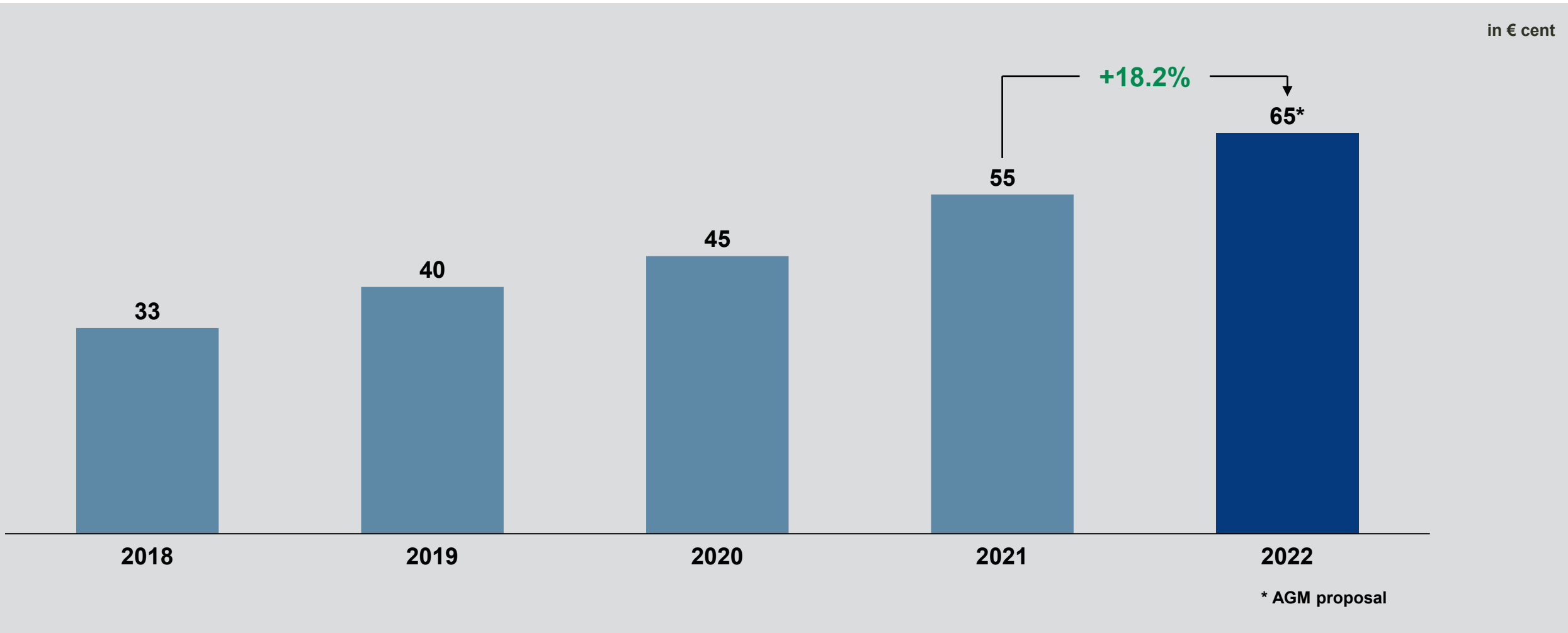


# Shareholder Structure – Long-term and independent anchor shareholder.



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)**.

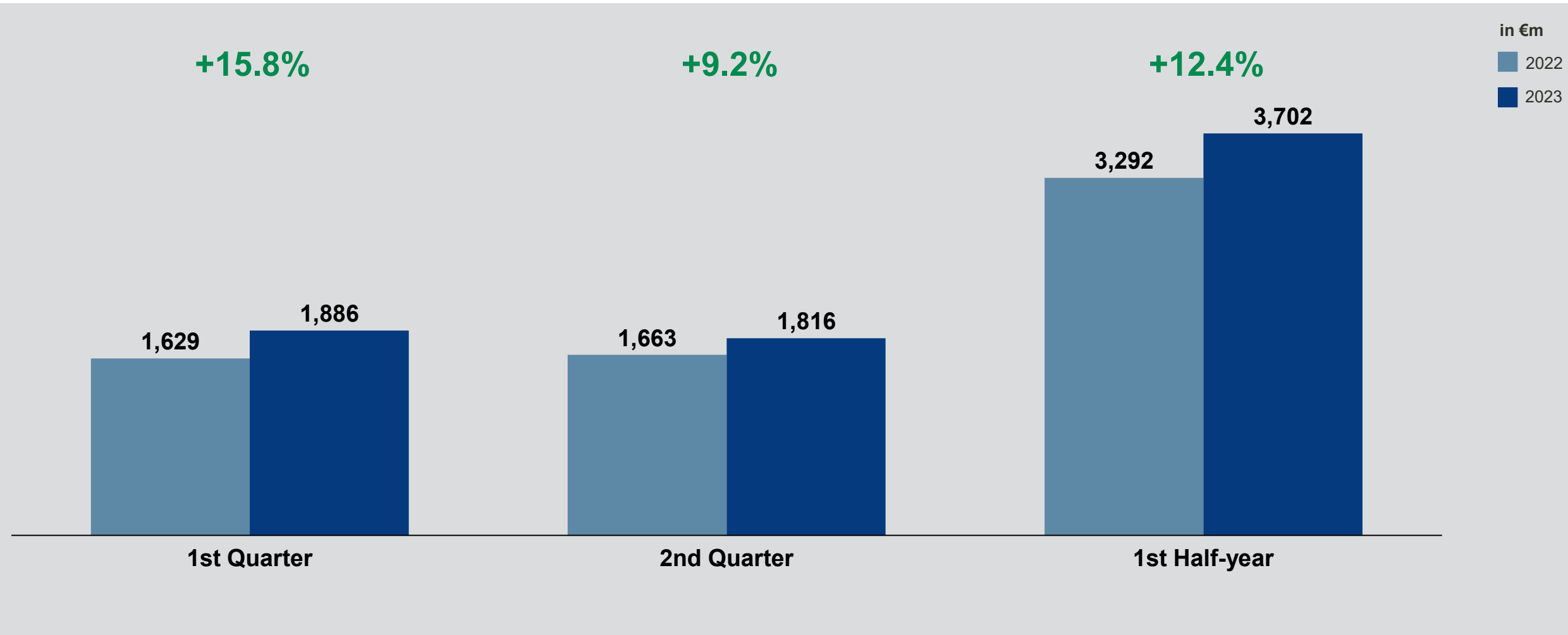
### Focal Points:

<p><b>Energy.</b></p> <ul style="list-style-type: none"> <li>• Increasing <b>energy efficiency</b> at our sites</li> <li>• Generating our own electricity, use of <b>geothermal energy</b></li> <li>• Purchase of <b>green electricity</b></li> </ul>	<p><b>Mobility.</b></p> <ul style="list-style-type: none"> <li>• <b>Sustainable</b> fleet strategy</li> <li>• Intensification of <b>alternative drives</b></li> <li>• <b>Environmentally friendly</b> travel and commuting</li> </ul>	<p><b>Procurement.</b></p> <ul style="list-style-type: none"> <li>• <b>Sustainable</b> purchasing strategy</li> <li>• <b>Close cooperation</b> with suppliers</li> </ul>	<p><b>Logistics.</b></p> <ul style="list-style-type: none"> <li>• <b>Climate-friendly</b> logistics (packaging and transport)</li> </ul>	<p><b>Awareness.</b></p> <ul style="list-style-type: none"> <li>• <b>Raising awareness</b> among internal and external stakeholders</li> </ul>
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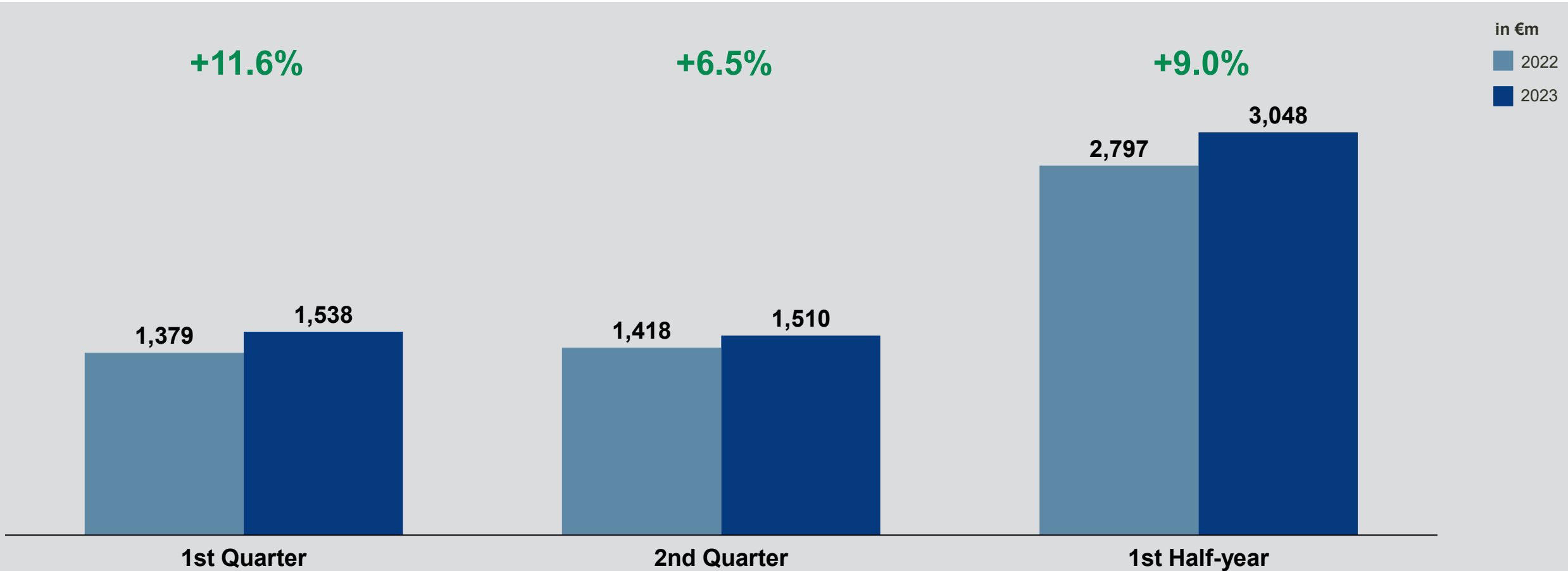
# 3 Business Development.



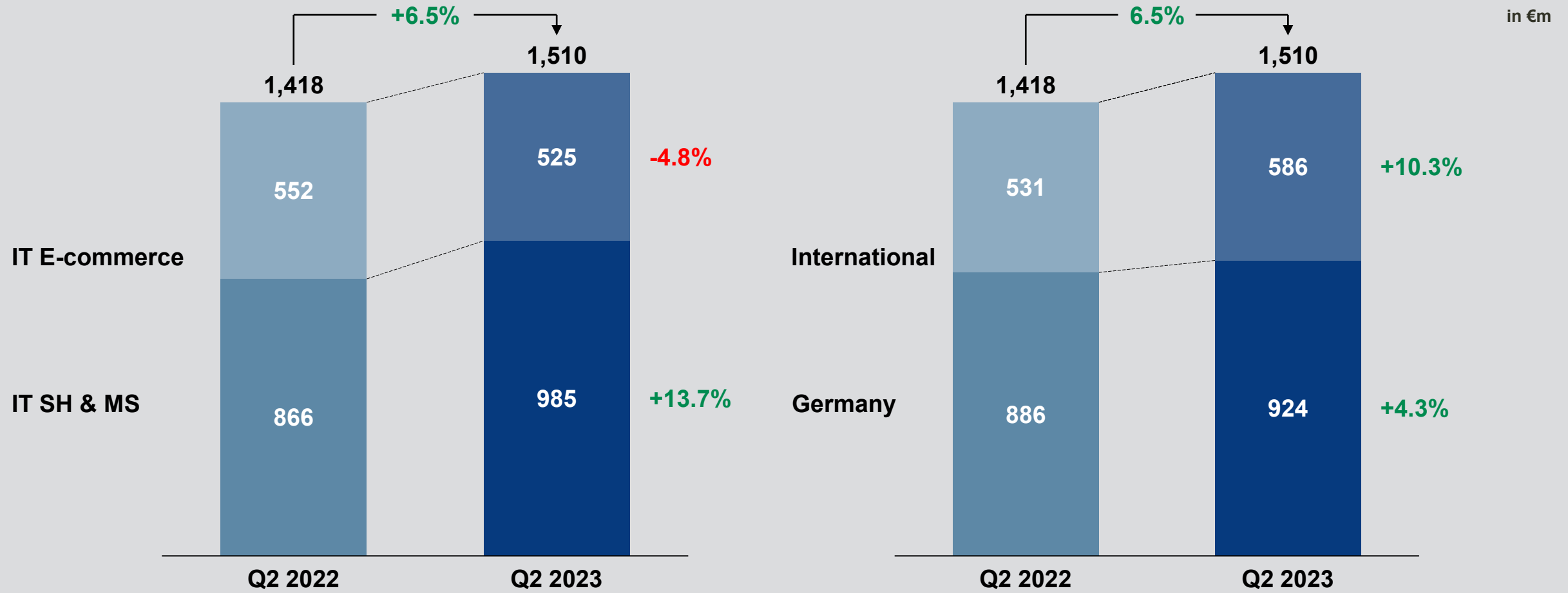
# Business volume – Growth remains high.



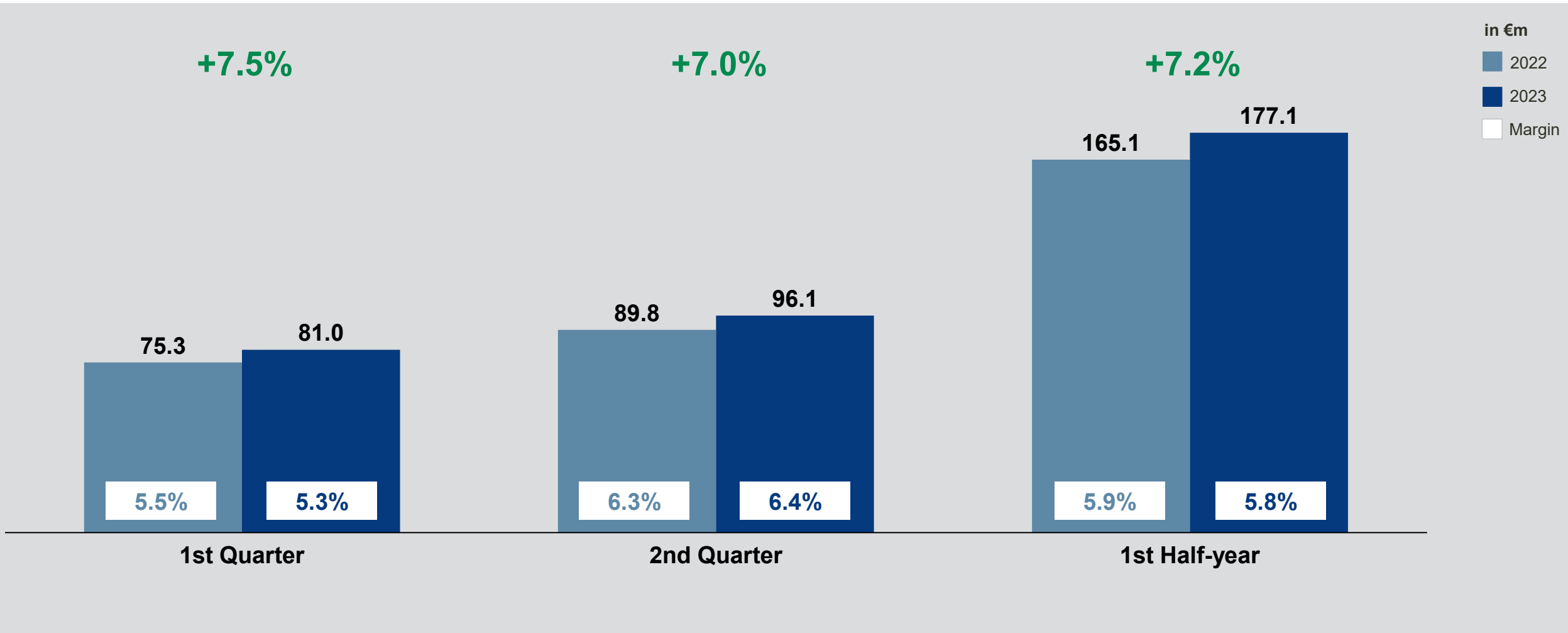
# Revenue – 1st half-year up significantly yoy.



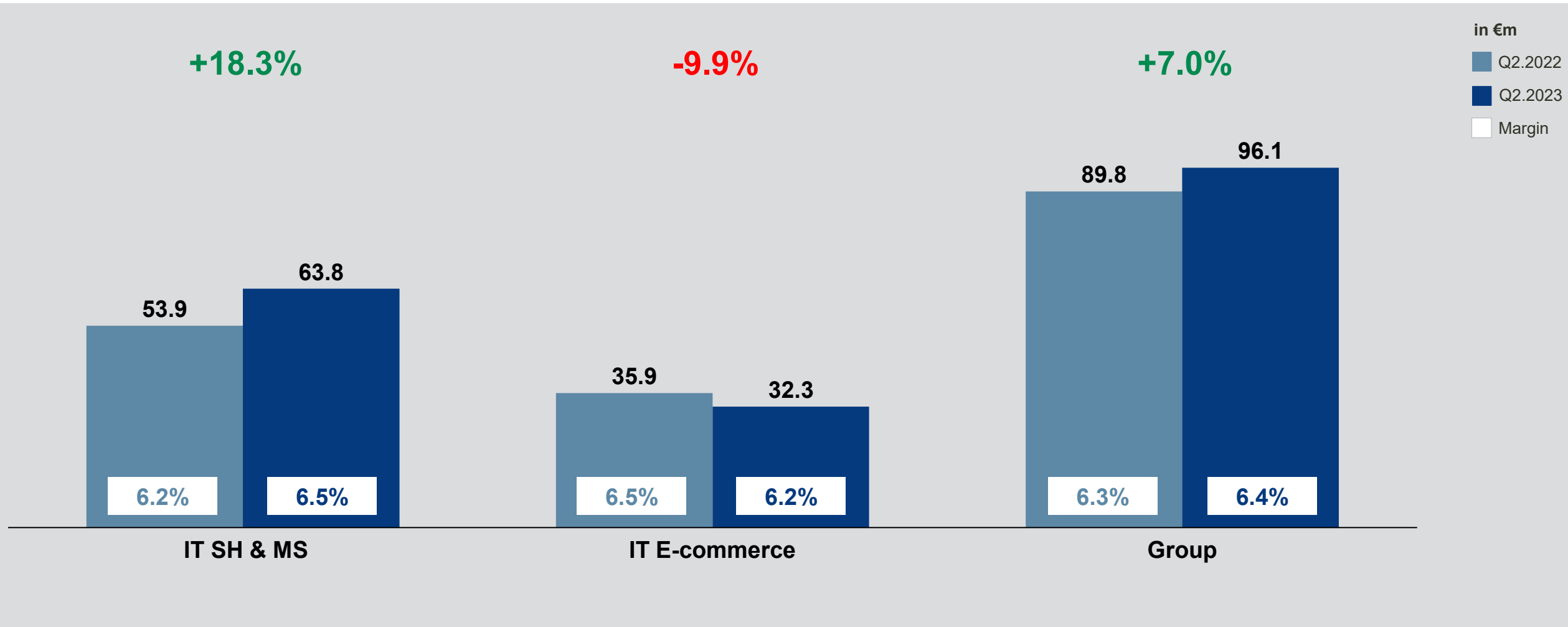
# Revenue – System House and Managed Services drives growth.



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

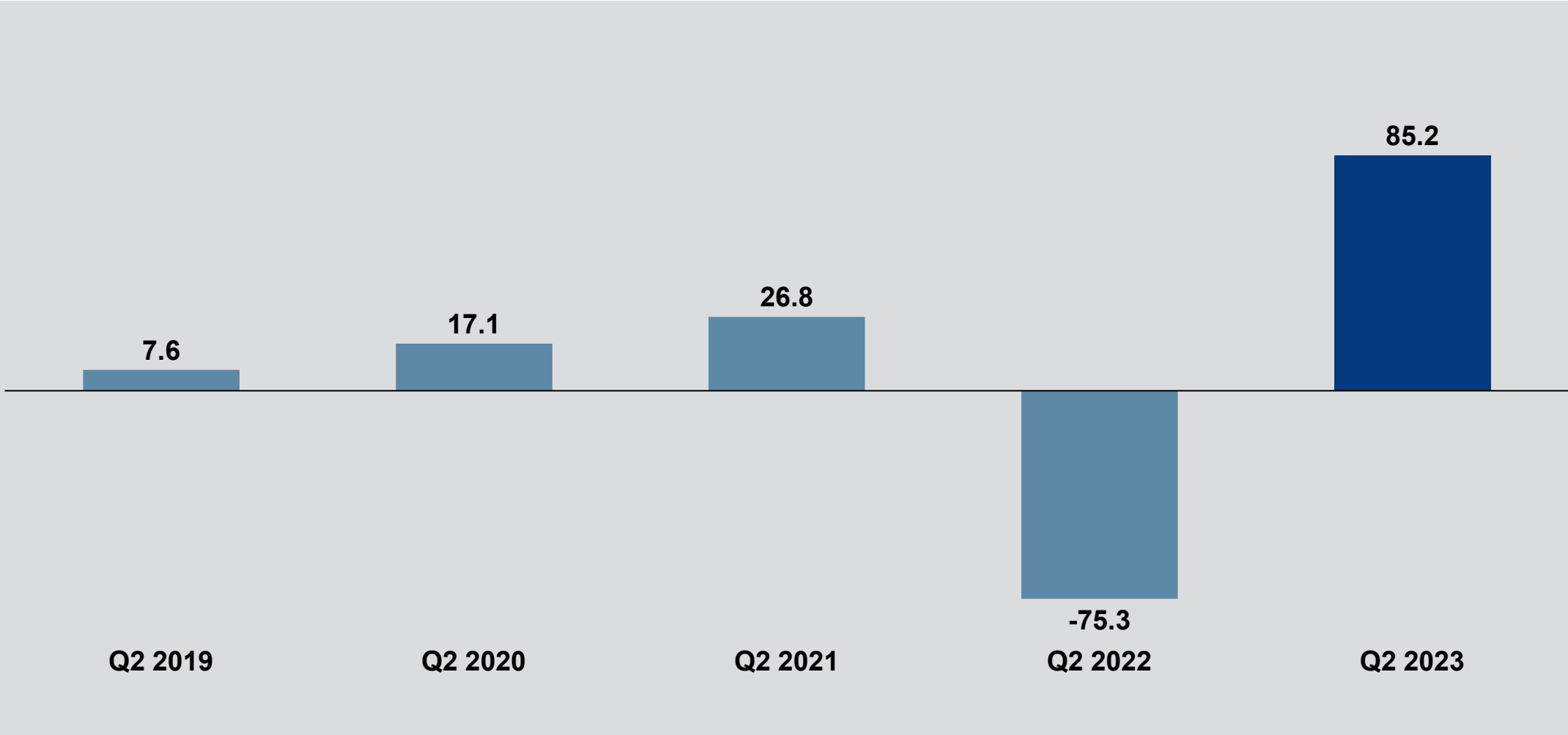


# EBIT – System House and Managed Services lifts yoy margin.

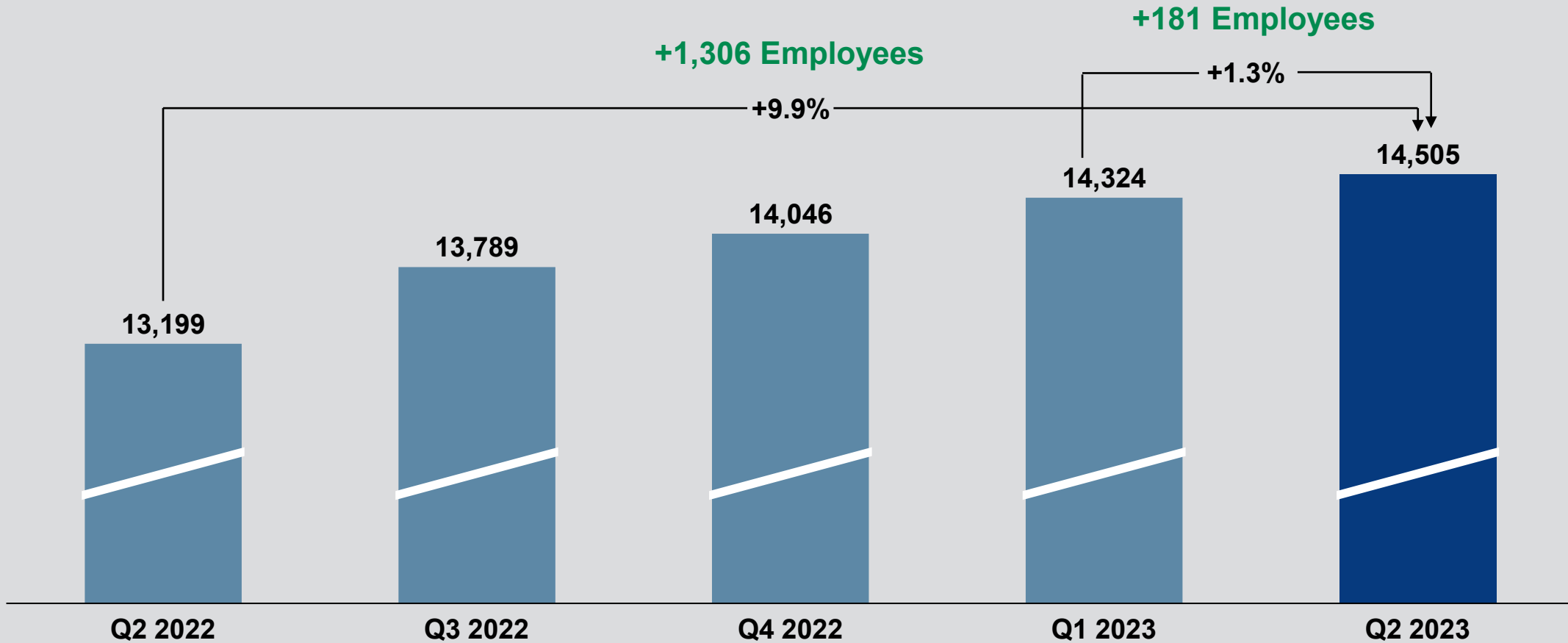


# Operative cashflow – Significant improvement in inventories and trade receivables.

in €m



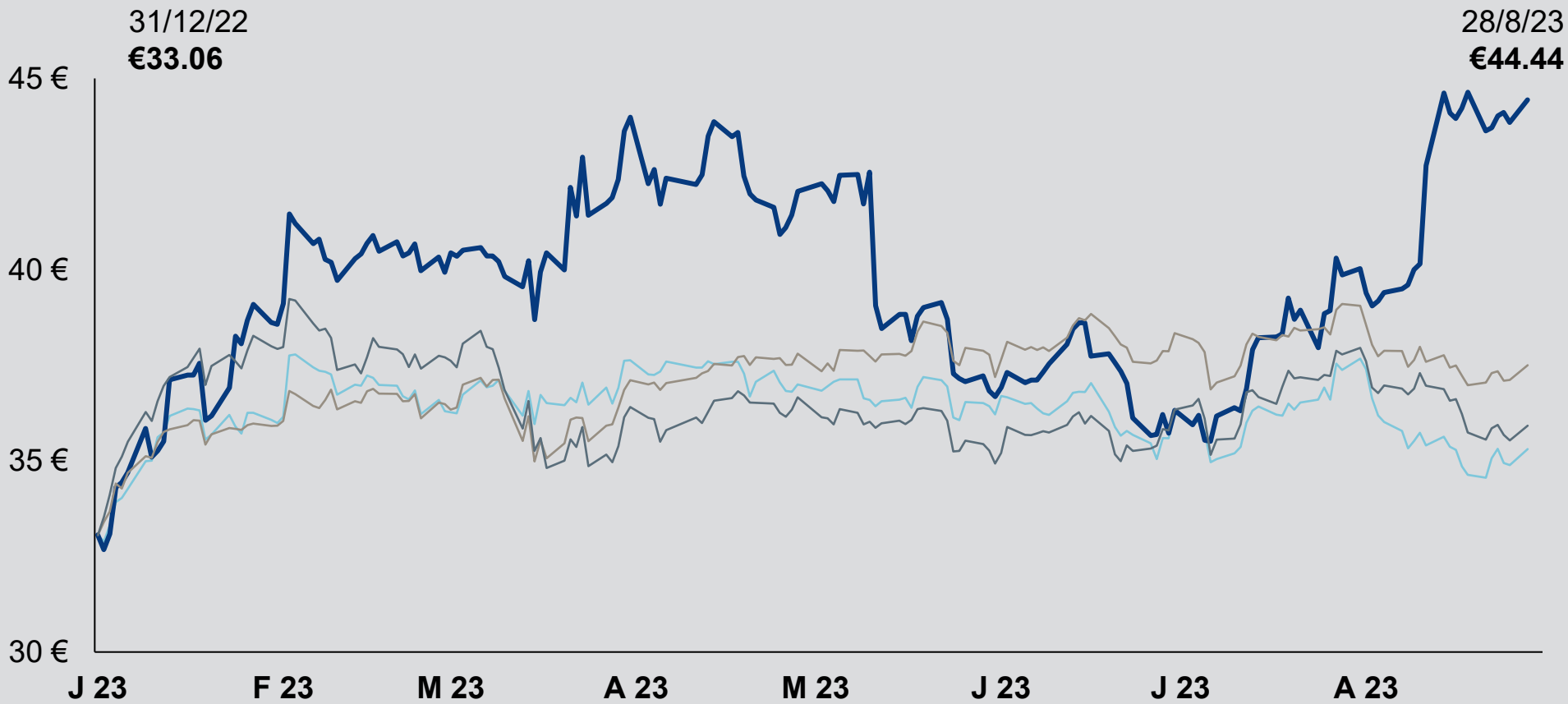
# Employees – Organic growth rather muted at 6.5%.



# 4 The Bechtle share.



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



### Performance (ytd)

Bechtle	+34.4%
DAX*	+13.4%
MDAX*	+8.6%
TecDAX*	+6.8%

\* 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

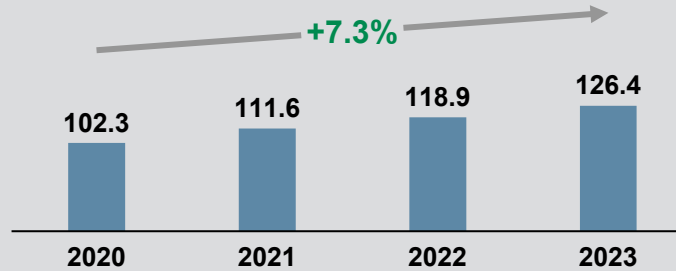
**Bechtle acquires IT consulting company, sastema.**  
In sastema GmbH, Bechtle has acquired a specialist in Identity & Access Management (IAM), governance, risk and compliance management, and information security.

# 6 2023 outlook.

# Forecast – Digitalisation continues to drive growth.

## Average growth per year

IT market in Germany –  
Consistently high growth.

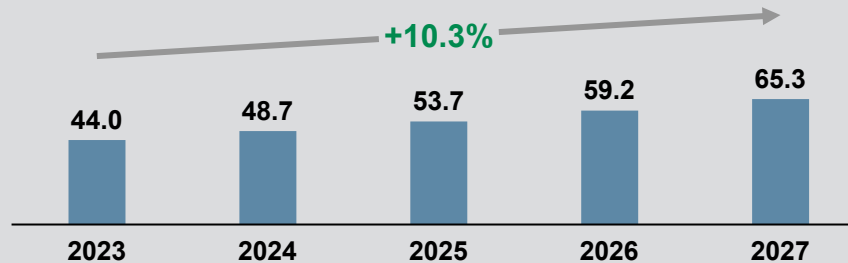


Revenue  
in €bn

Source: bitkom

## Average growth per year

IT security –  
High potential.

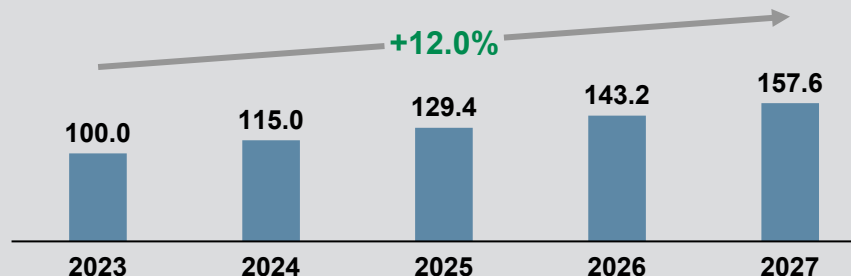


Revenue  
in \$bn

Source: statista, IT security market in Europe

## Average growth per year

Cloud services –  
Gaining ground in Europe.



Revenue  
in €bn

**Only 41% of EU businesses use  
cloud services in particular for  
e-mail and storage.**

Source: EU, as of Dec. 2021

Source: statista, Cloud market in Europe

# 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](https://bechtle.com/reports)

