

# Bechtle AG – Company Presentation

Welcome.  
Hamburg | 15 June 2023

# Contents.

- 1 Introduction to Bechtle AG.
- 2 Sustainability.
- 3 Business Development.
- 4 The Bechtle Share.
- 5 Highlights.
- 6 2023 outlook.

# 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, UK

**SEGMENT IT E-Commerce**  
COO: Jürgen Schäfer

Bechtle direct

Articona

GITA

In 14 countries

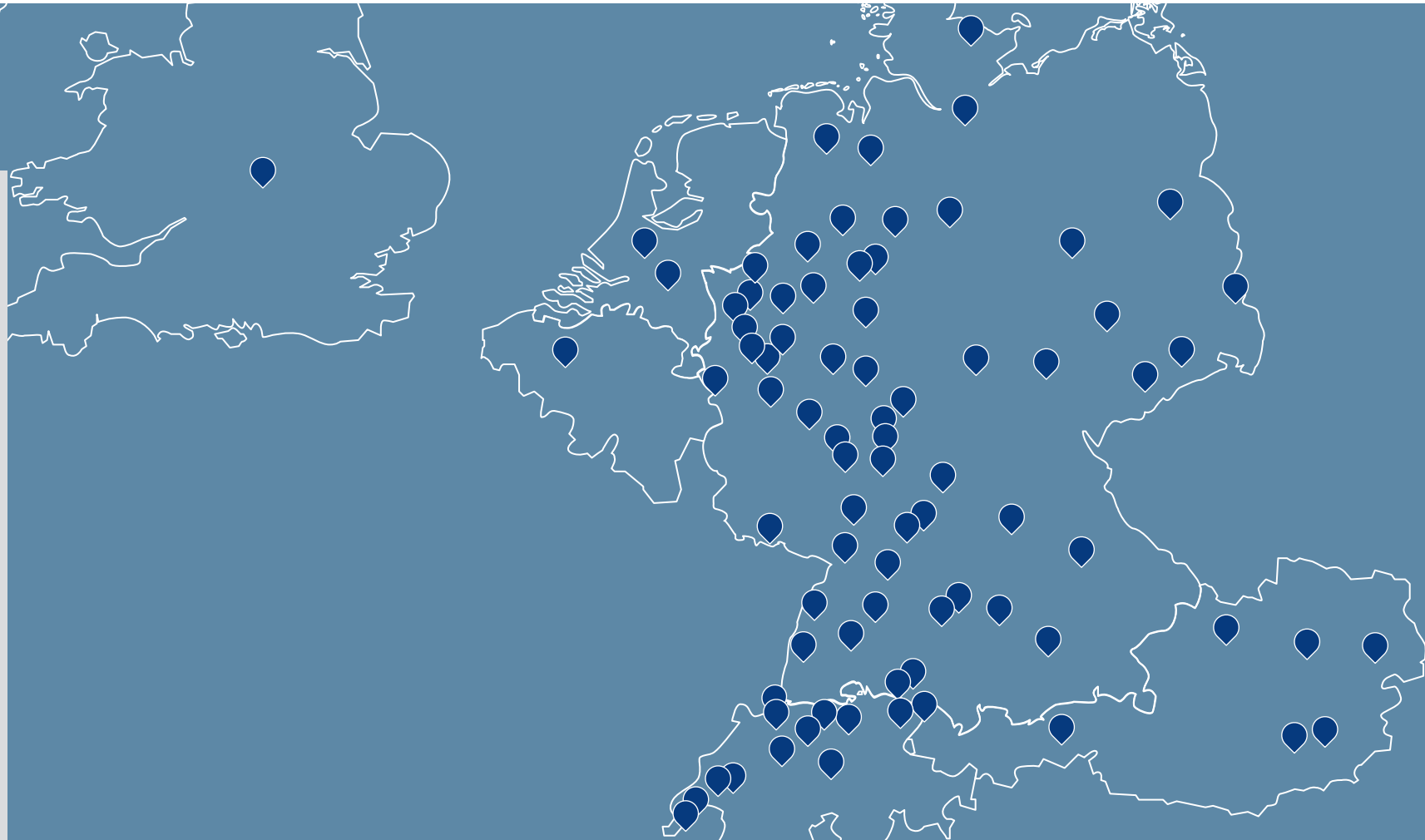
Our own brand

Securing global  
approach

## Logistics & Services

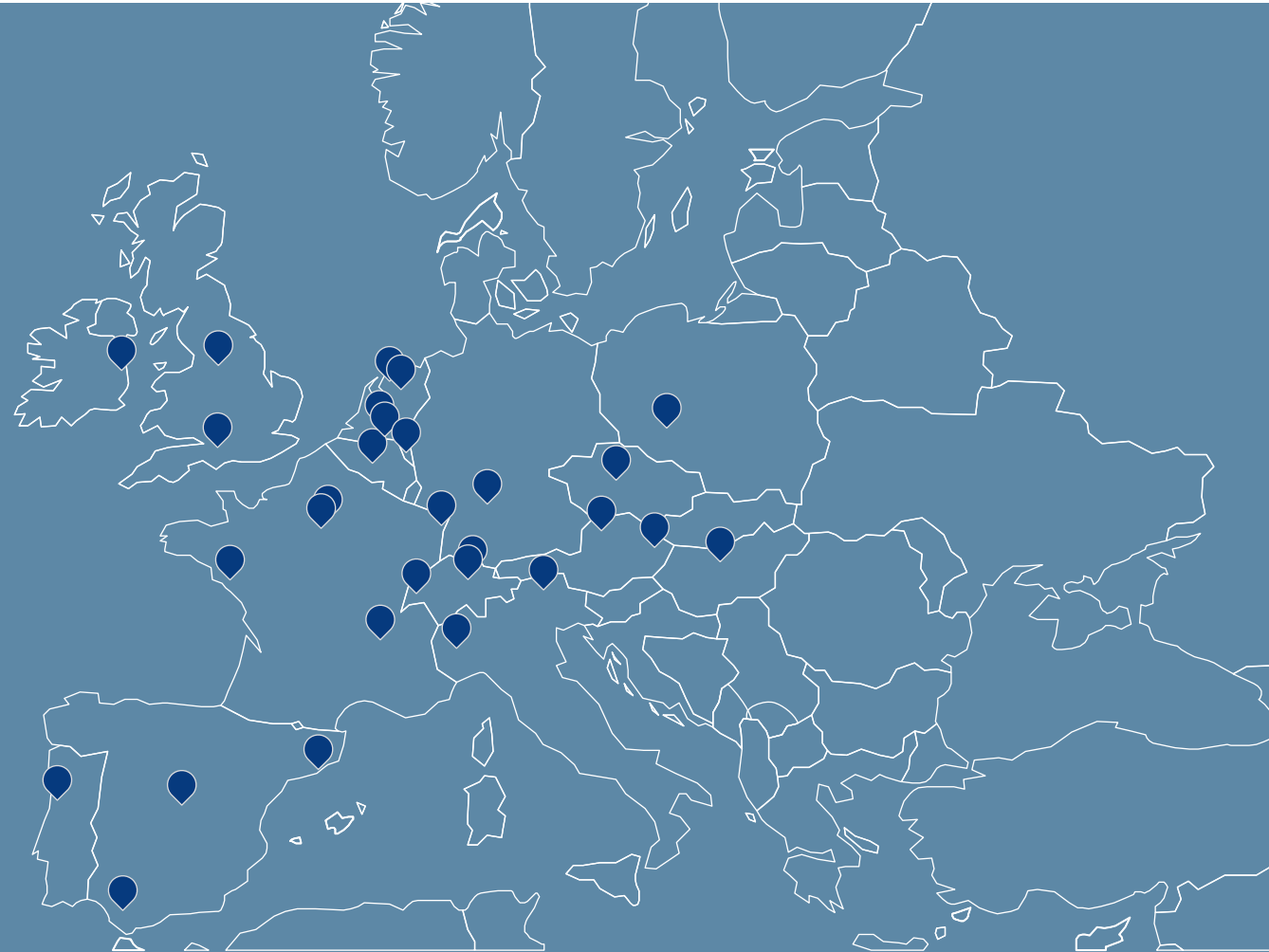
# Business Segment – IT System House & Managed Services.

- 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.

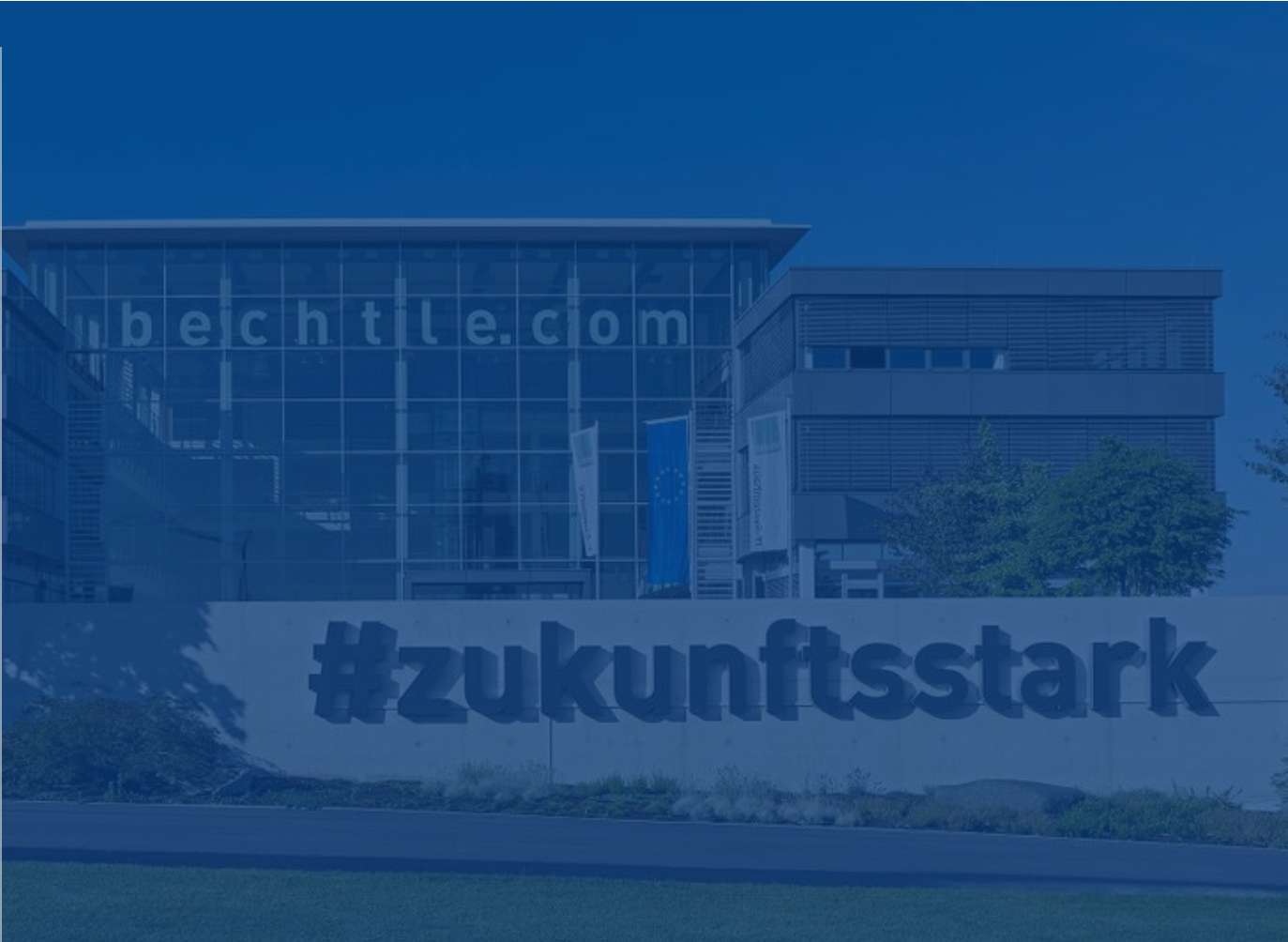
- Pure trading business
- Presence in 14 European countries with our brand Bechtle direct
- Cross-channel strategy: Digital reach with personal account management. Outbound oriented sales force
- Individual e-procurement services at bechtle.com
- Peripherals under our own brand Articon
- Employees in 2022: 2,936
- Revenue in 2022: €2.2bn



# Nr. 1 Ranked System House in Germany.

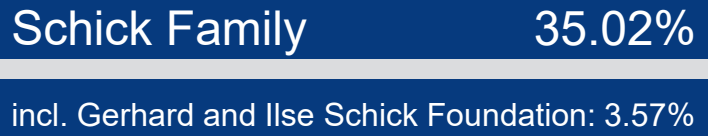
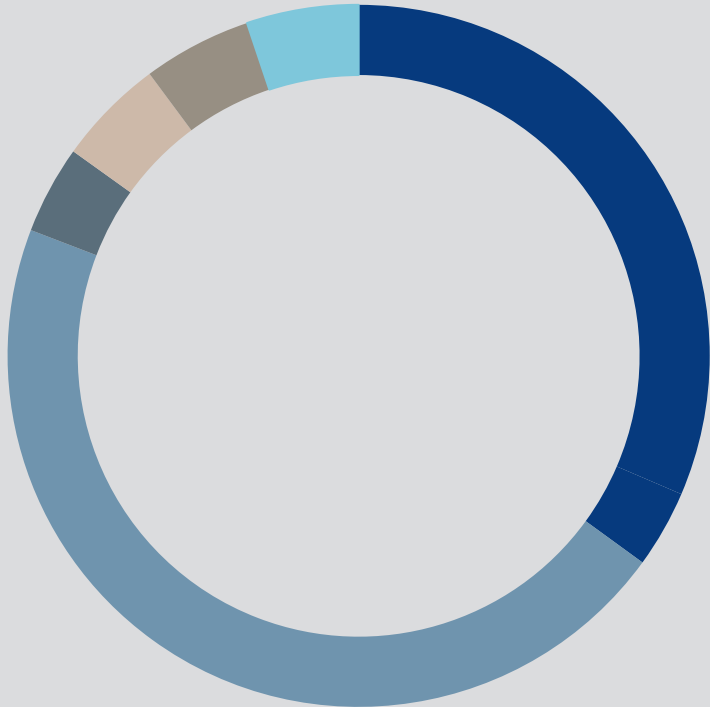
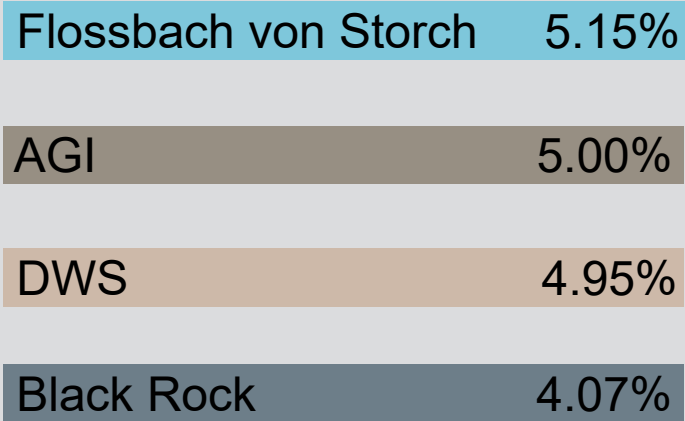
| Revenue in Germany (in €m) |                               |       |
|----------------------------|-------------------------------|-------|
| RANK                       | COMPANY                       | 2021  |
| 1                          | Bechtle                       | 3,355 |
| 2                          | 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



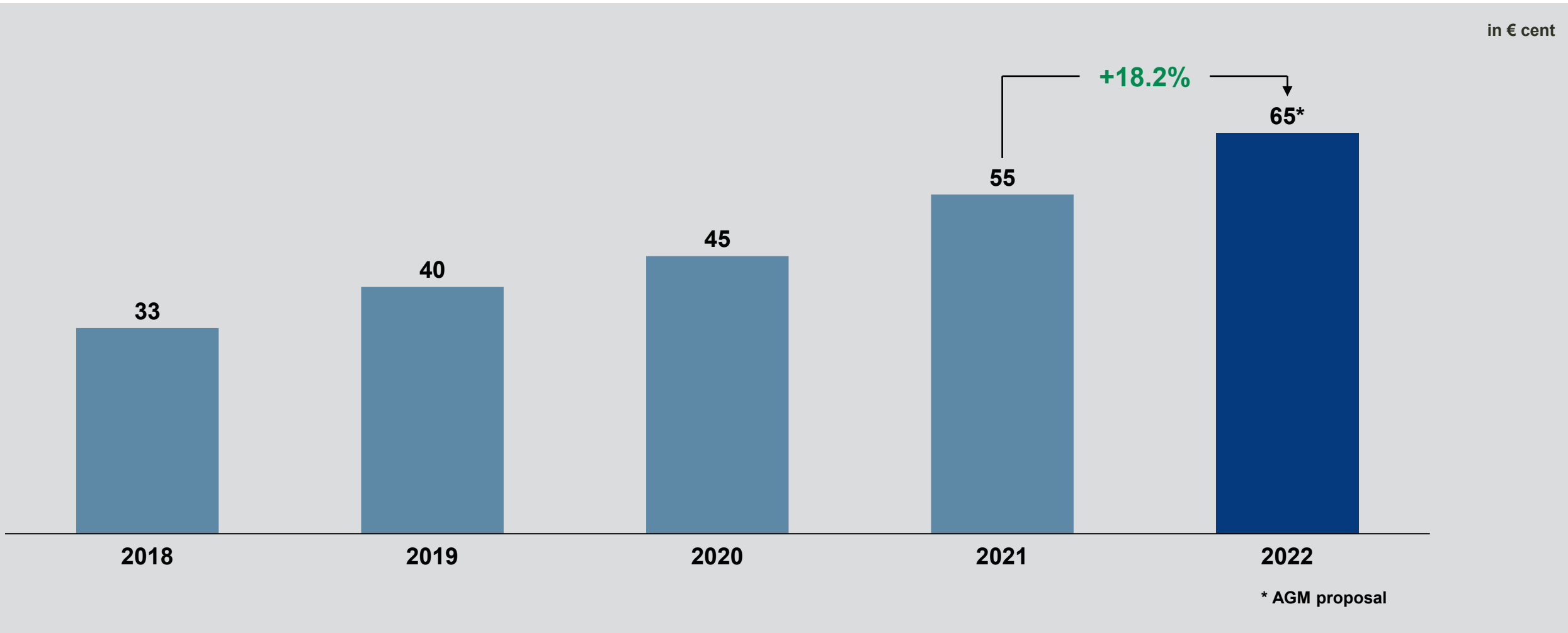


# Shareholder Structure – Long-term and independent anchor shareholder.



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:

#### 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)

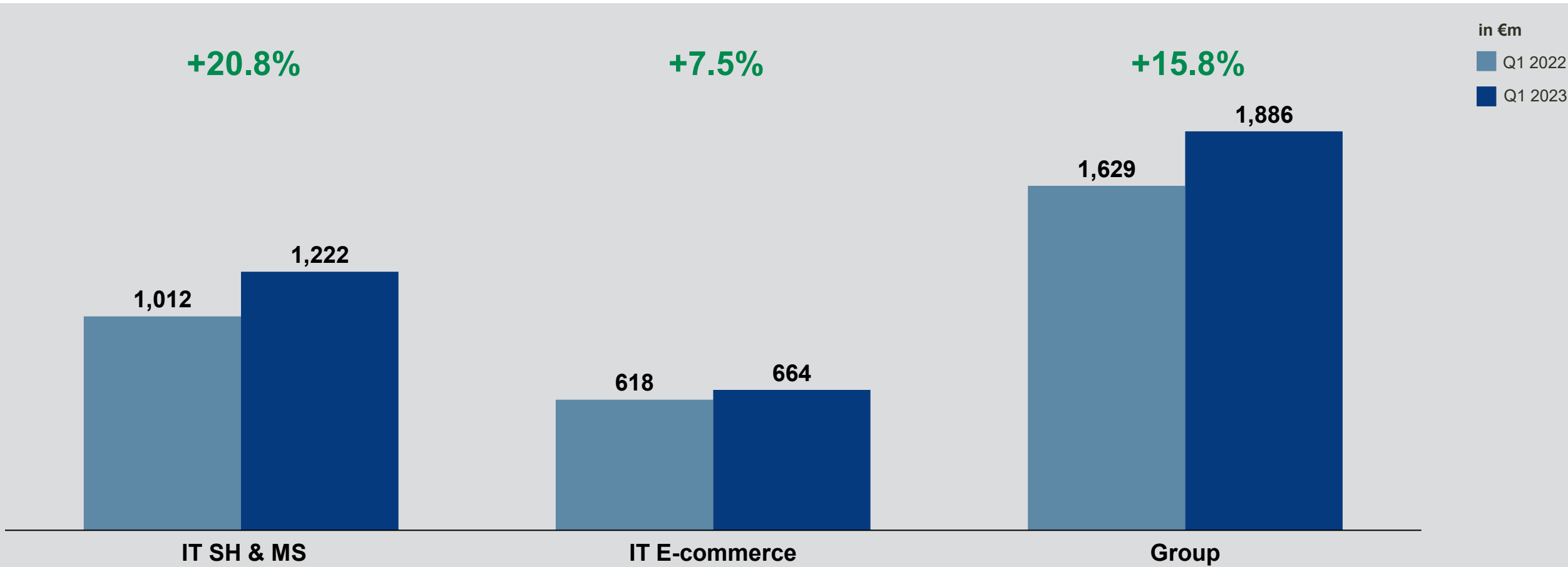
#### Awareness.

- **Raising awareness** among internal and external stakeholders

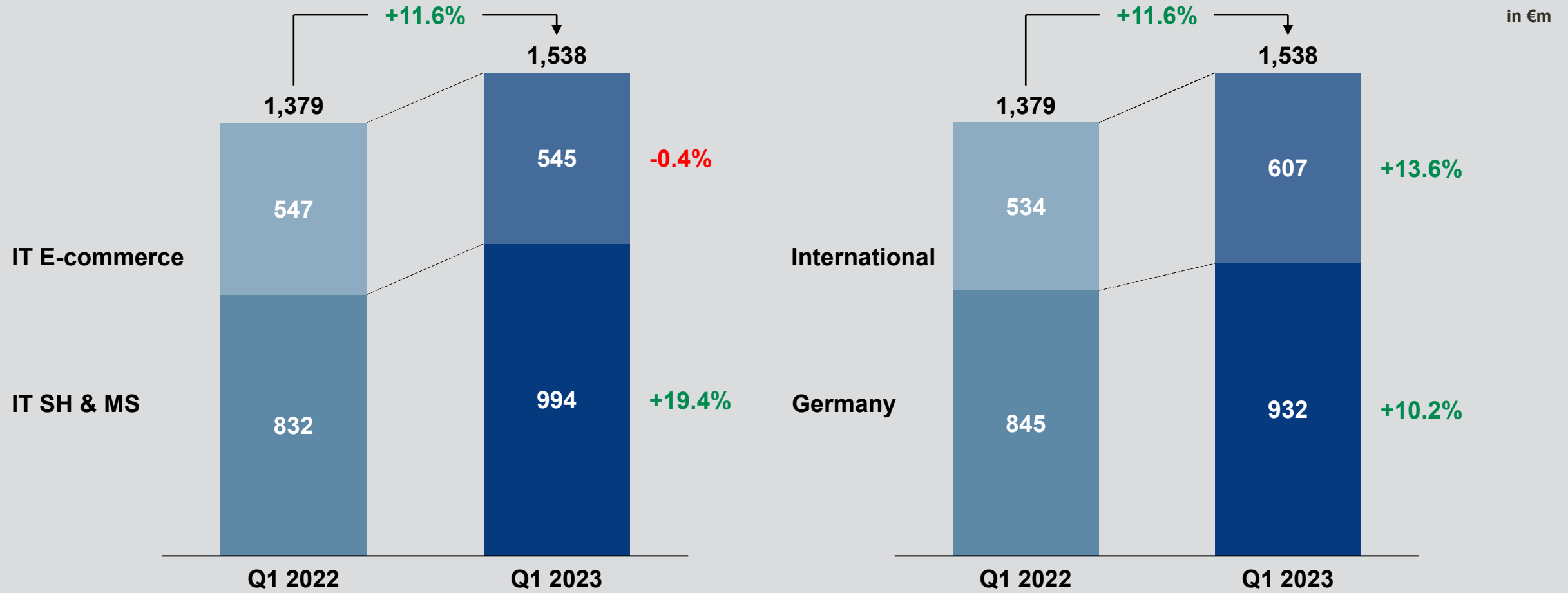
# 3 Business Development.



# Business volume – Impressive start into the year.

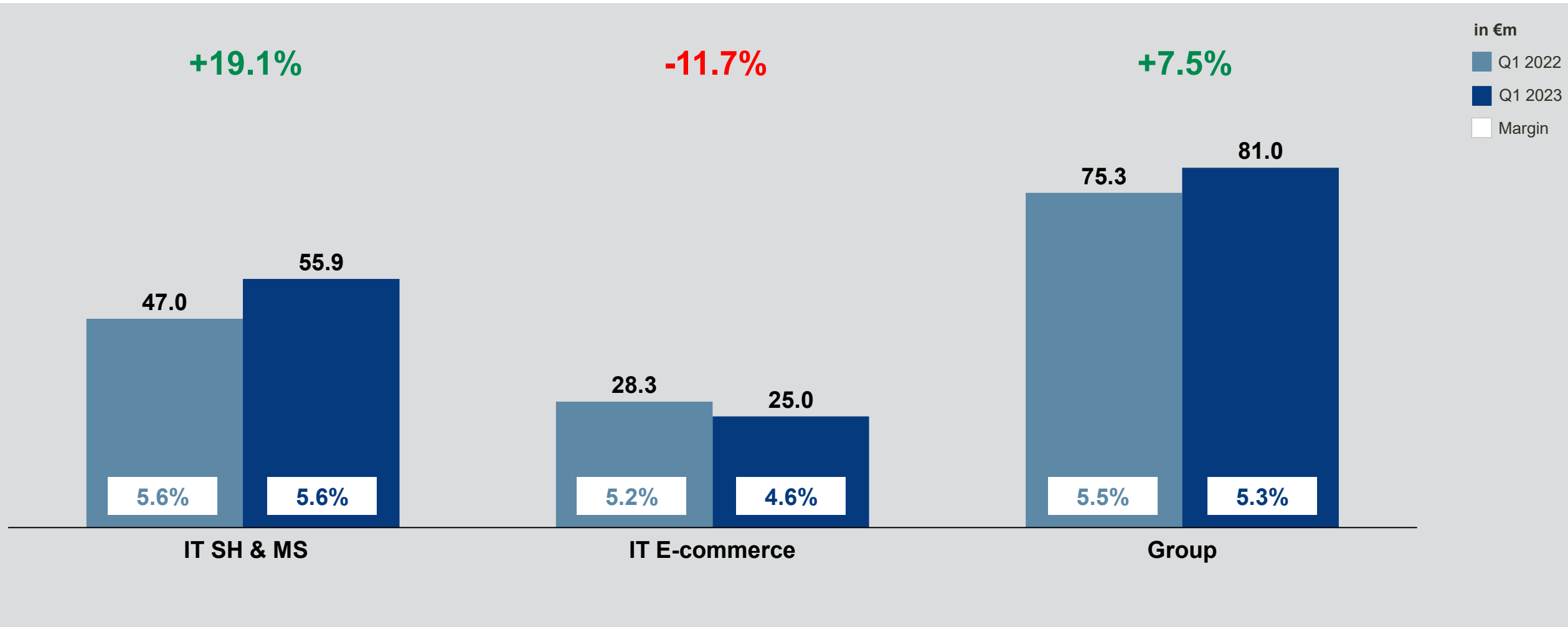


# Revenue – System house business is growth driver.



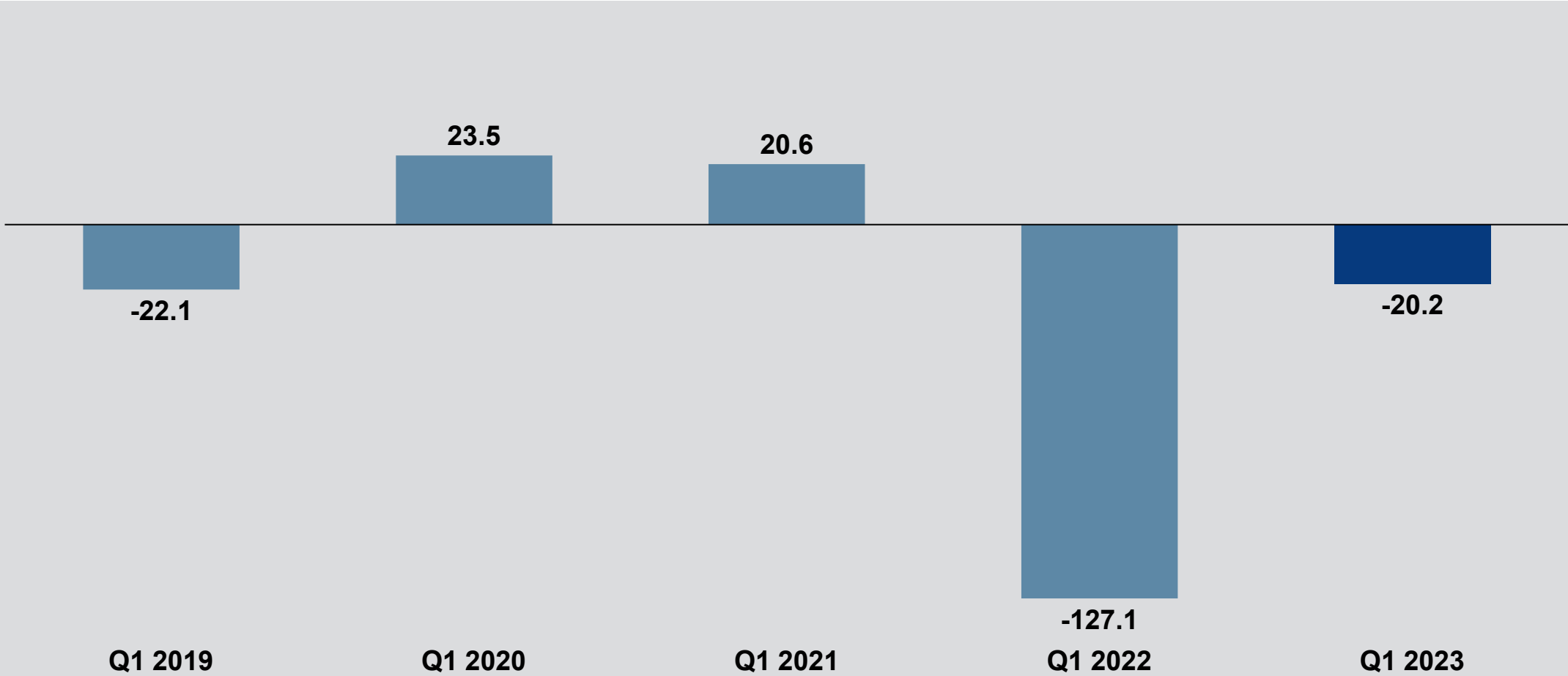
# EBIT –

Good group-wide development – Differing profitability in segments.

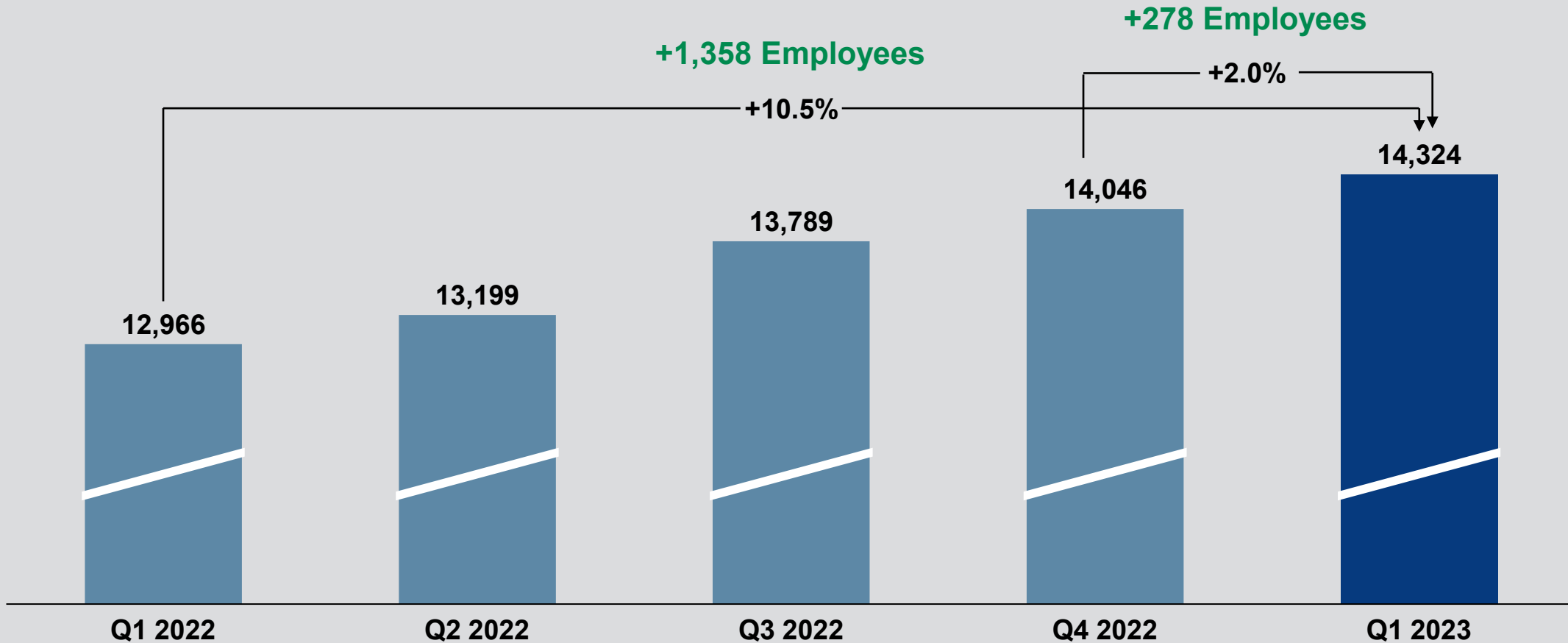


# Operative cashflow – Considerable improvement yoy.

in €m

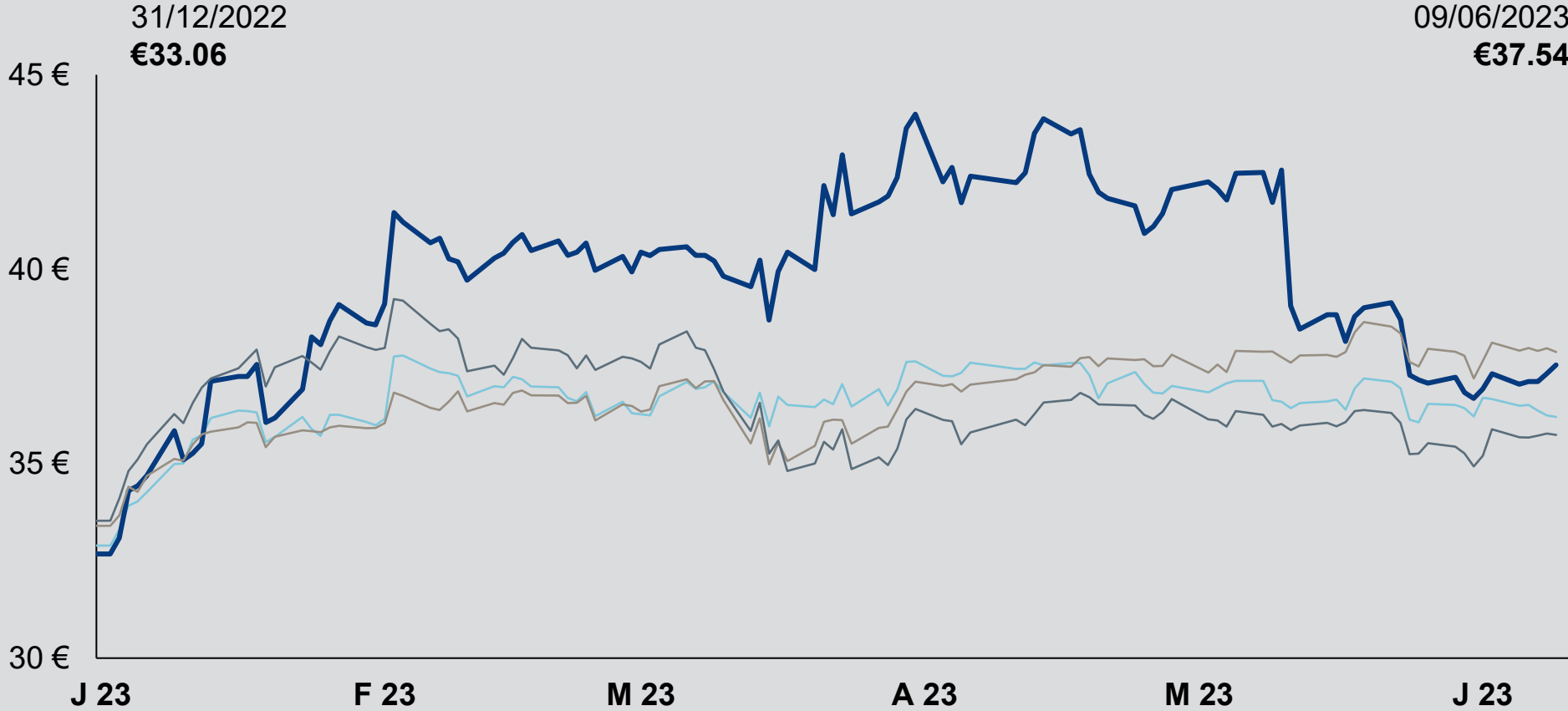


# Employees – Moderate yoy increase of 7.4% without acquisitions.



# 4 The Bechtle share.

# Bechtle share – Positive trend despite high volatility.



### Performance (ytd)

|         |        |
|---------|--------|
| Bechtle | +13.6% |
| DAX*    | +14.6% |
| TecDAX* | +9.5%  |
| MDAX*   | +8.1%  |

\* indexed

# 5 Highlights.



## 1

**Bechtle E-commerce segment targets new customer group.** With a successful pilot phase completed, the IT company is extending its offerings to companies with as few as 50 employees, which were previously not on its radar.



# 2

## Bechtle expands European foothold.

Bechtle acquires value-added reseller, Tangible Benefit, in the UK and software specialist, Fondo ICT Professionals, in the Netherlands. In Switzerland, a 3D printing specialist joins us.



3

**Bechtle receives HP Global Business Excellence Award.**

Two of HP Inc.'s inaugural Amplify Impact awards go to the Bechtle Group. The awards are recognition of the sustainability achievements of HP's partners across six categories.







## 4 Bechtle moves into new location in Munich and plans an IT Future Hub in Neu-Ulm.

Bechtle is the first tenant in the Koryfeum Campus in Unterschleißheim with workplaces for some 150 employees. The new office in Neu-Ulm will provide space for some 300 IT seats.

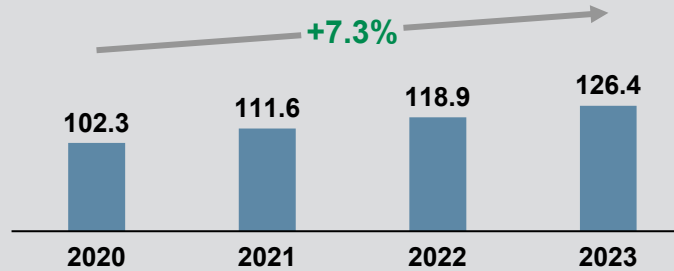


# 6 2023 outlook.

# Forecast – Digitalisation continues to drive growth.

## Average growth per year

IT market in Germany –  
Consistently high growth.

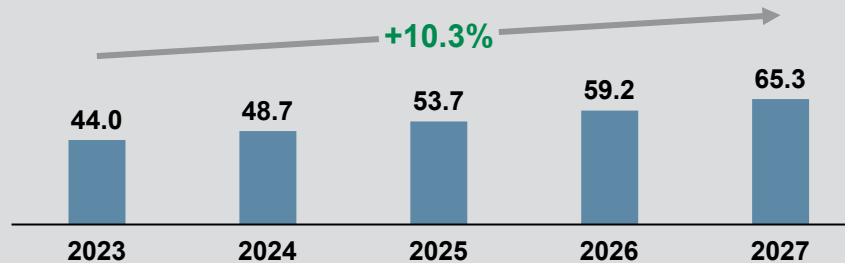


Revenue  
in €bn

Source: bitkom

## Average growth per year

IT security –  
High potential.

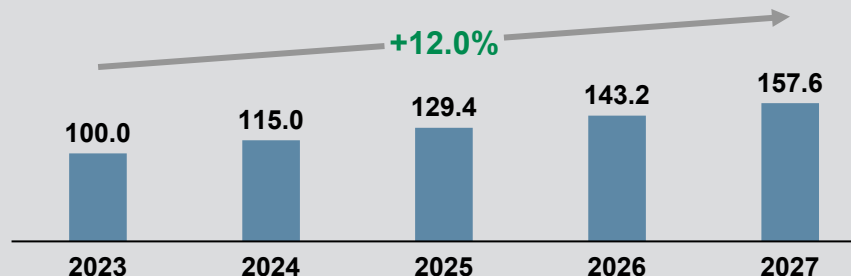


Revenue  
in \$bn

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 – Forecast confirmed. Bechtle remains optimistic.

## Assumptions.

- The overall economic situation will develop better than expected just a few months ago, but growth rates will remain limited.
- Supply bottlenecks hampering our manufacturing partners will continue to ease.
- Project business backlog will dissipate.
- Targeted continuation of our European M&A strategy.
- Positive investments of industrial SMEs will increase over the course of the year.

## Objectives.

- Bechtle is optimistic for the current fiscal year.
  - Significant growth in terms of revenue/business volume and earnings (5% – 10%).
  - EBT margin around the previous year's level.

# Any questions?

All key figures and information can also be found at:  
[bechtle.com/reports](https://bechtle.com/reports)

