



# Bechtle AG – Company Presentation

Welcome.

DZ BANK Equity Conference 2023 | 21 November 2023

# Contents.

- 1 Introduction to Bechtle AG.
- 2 Sustainability.
- 3 Business Development.
- 4 The Bechtle Share.
- 5 Latest news.
- 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

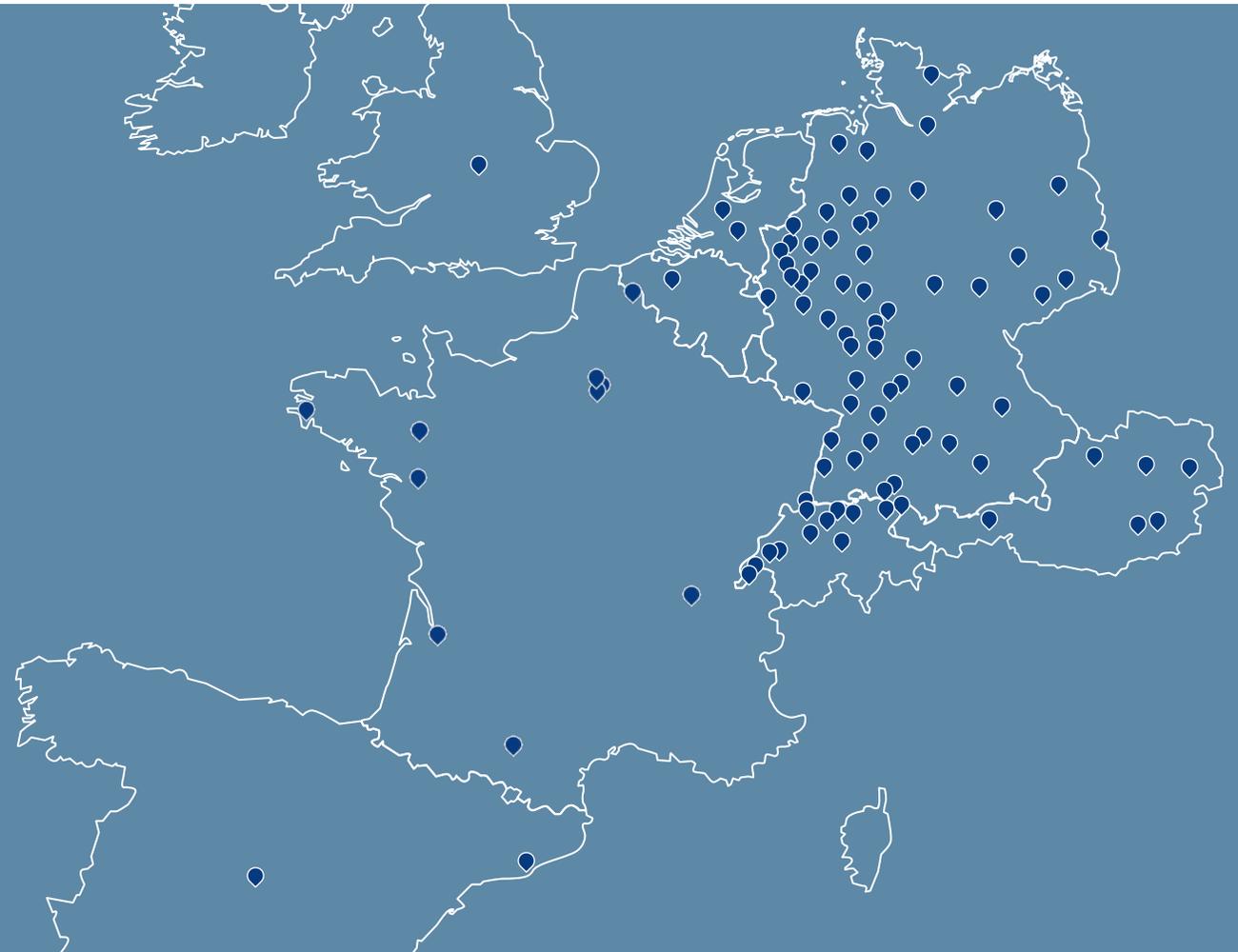


DECENTRALISED STRUCTURE  
WITH MORE THAN

**100**  
SUBSIDIARIES

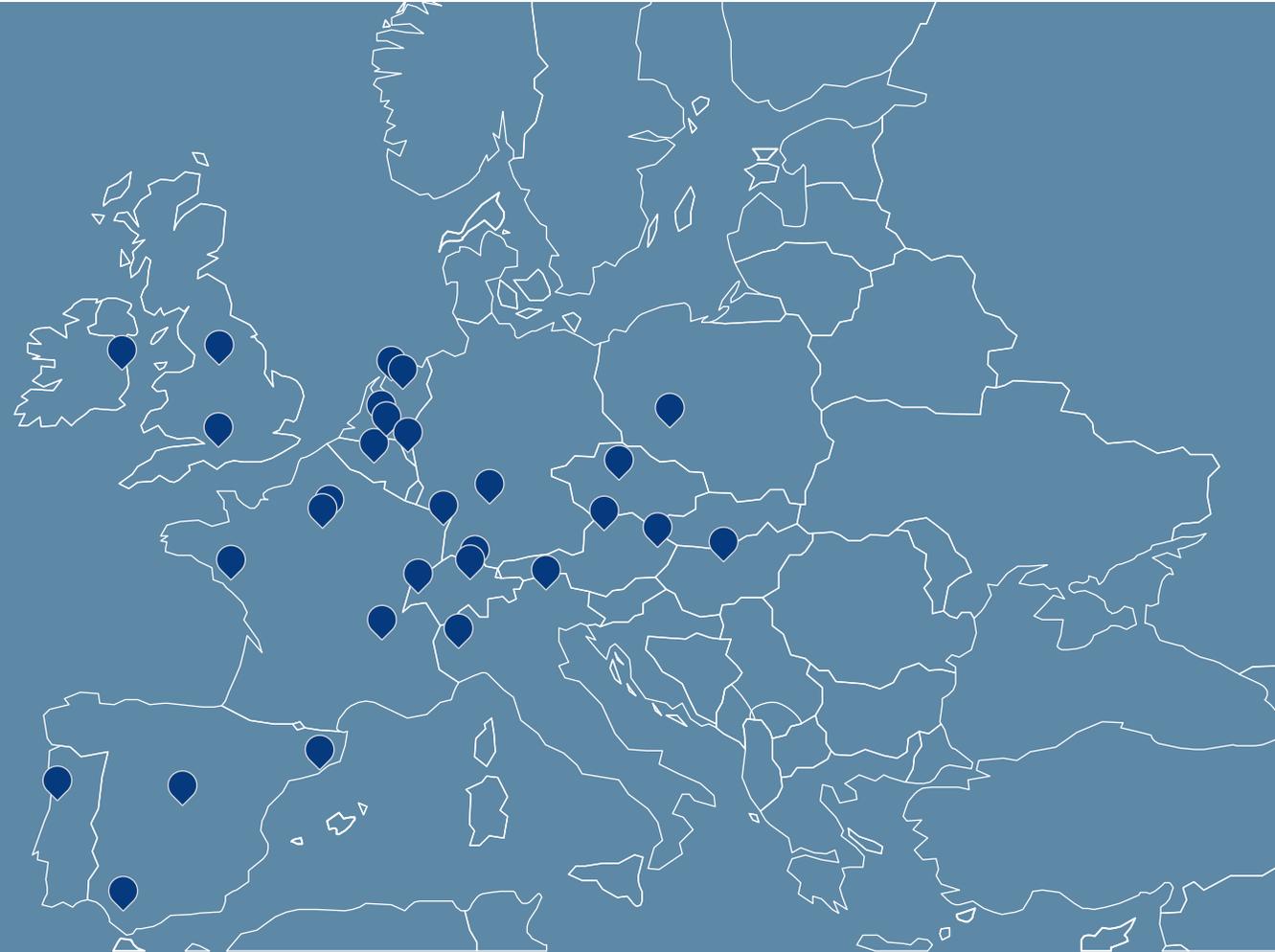
# Business Segment – IT System House & Managed Services.

- 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

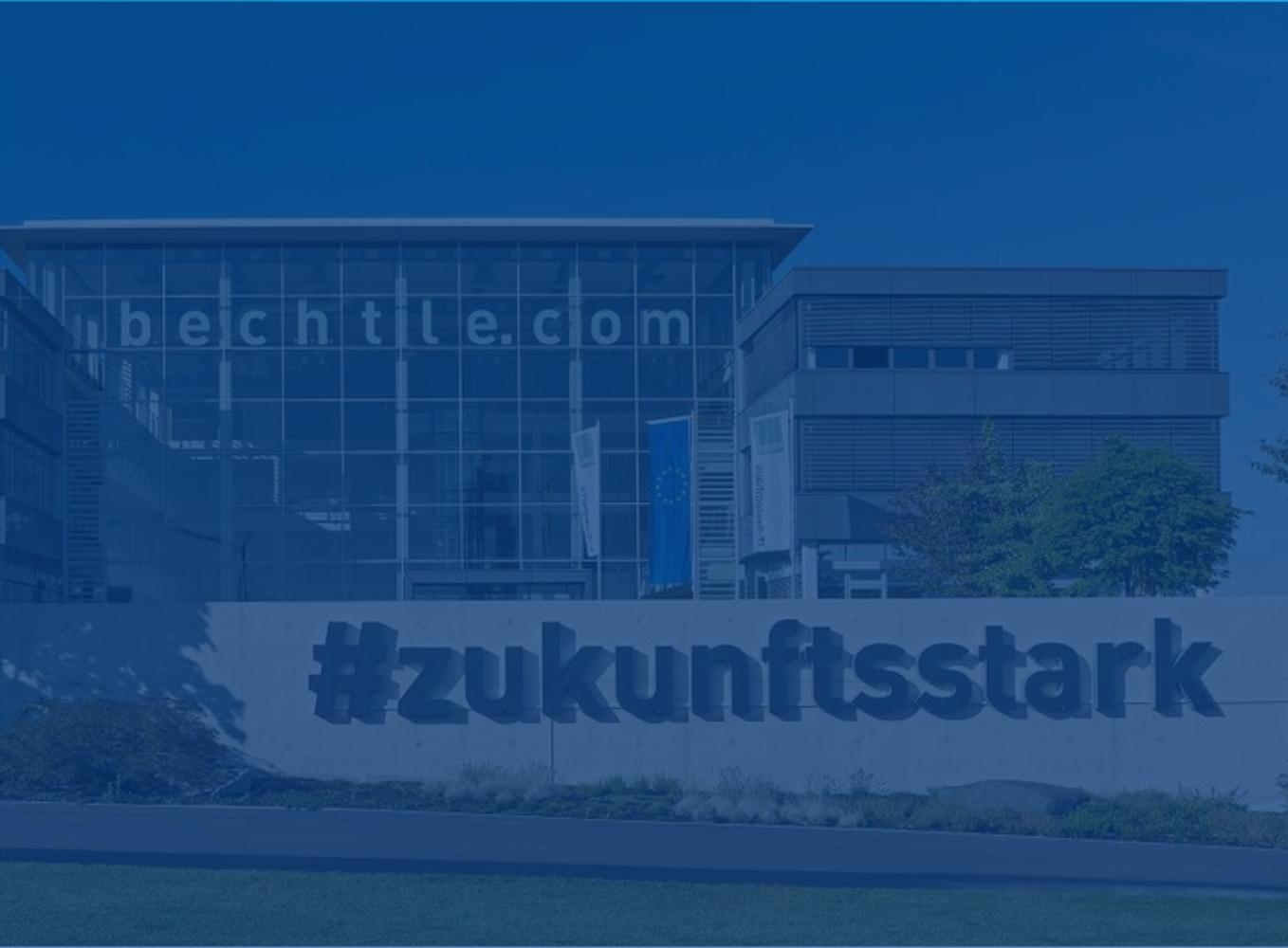


# Nr. 1 Ranked System House in Germany.

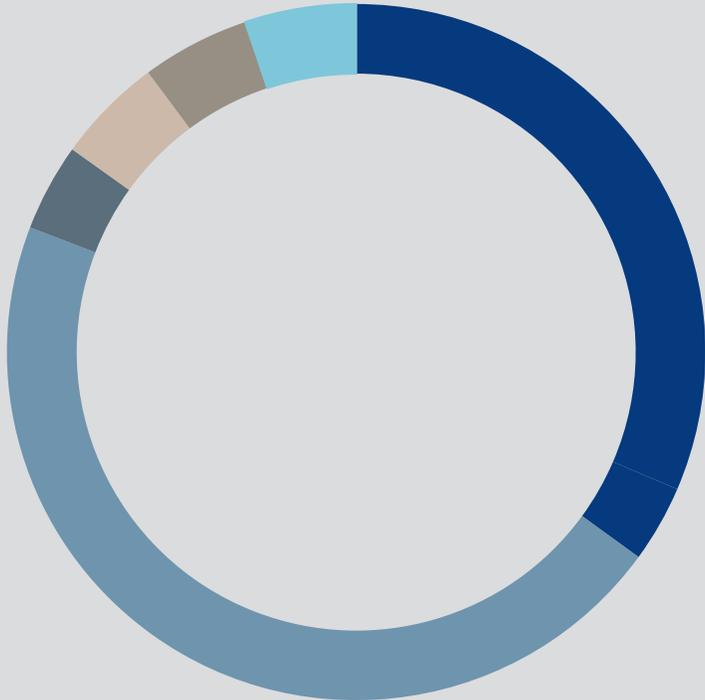
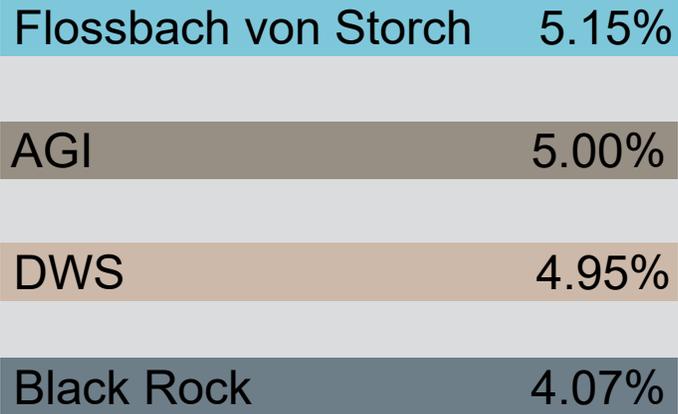
Revenue in Germany (in €m)

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

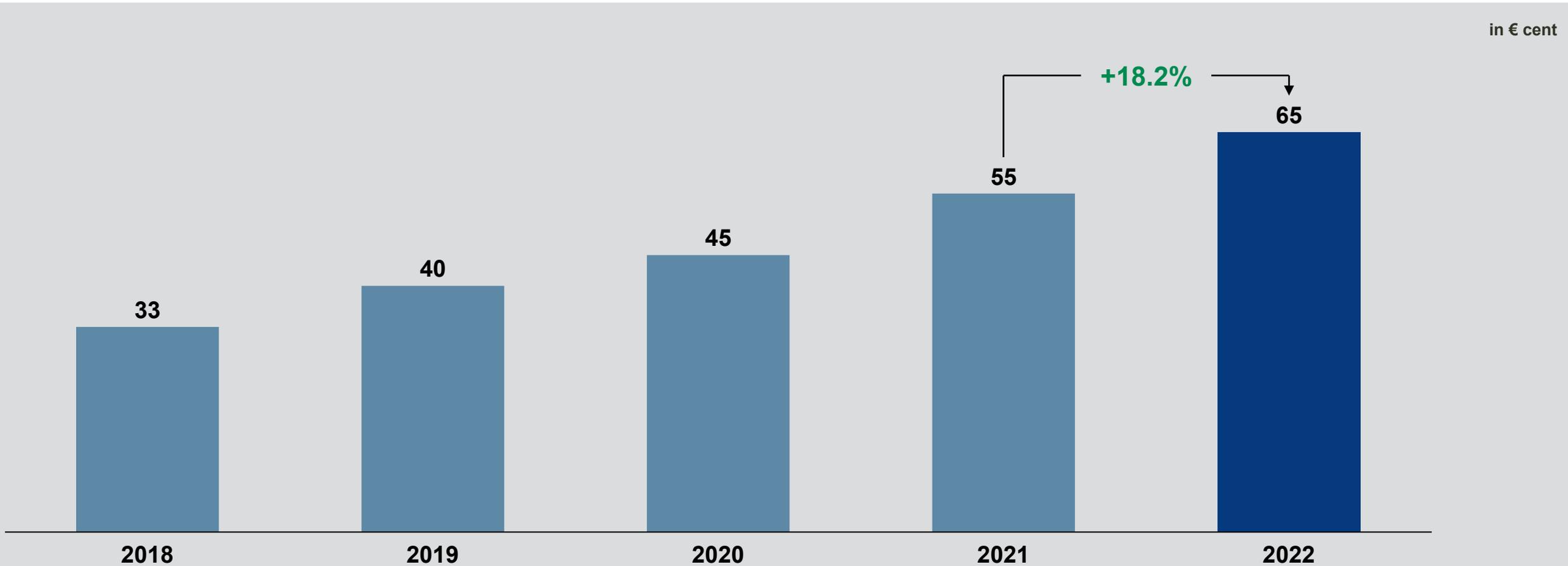


# Shareholder Structure – Long-term and independent anchor shareholder.



Current of: October 2023, 126 million shares

# Dividend – Above average rise a sign of confidence.



# 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.

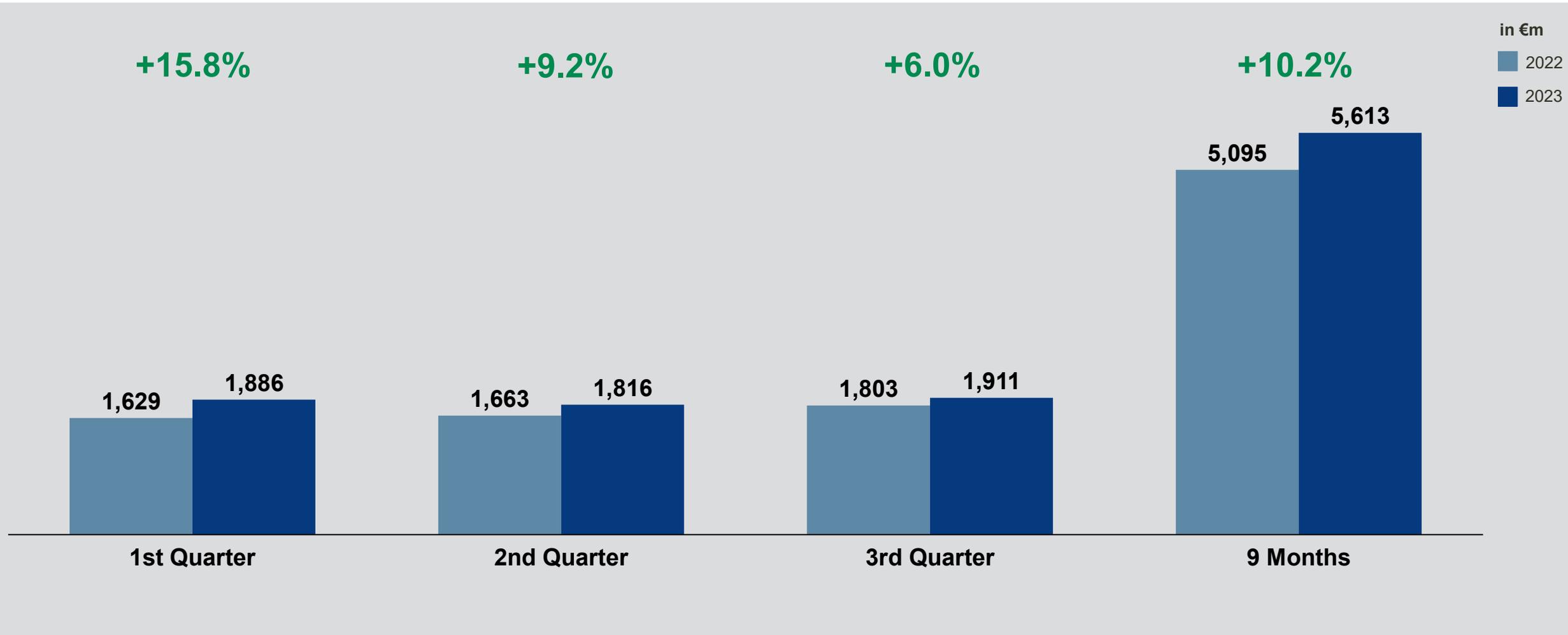
- **Climate-friendly** logistics (packaging and transport)

#### Awareness.

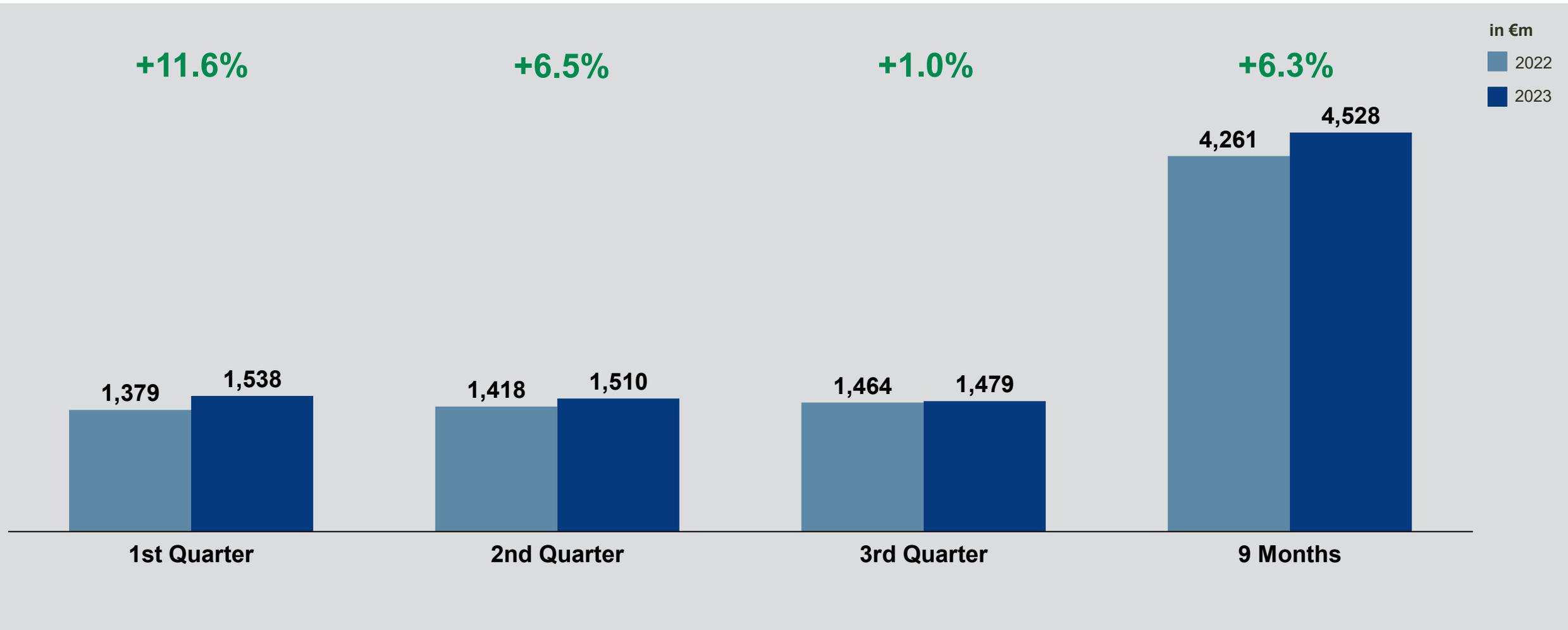
- **Raising awareness** among internal and external stakeholders

# 3 Business development.

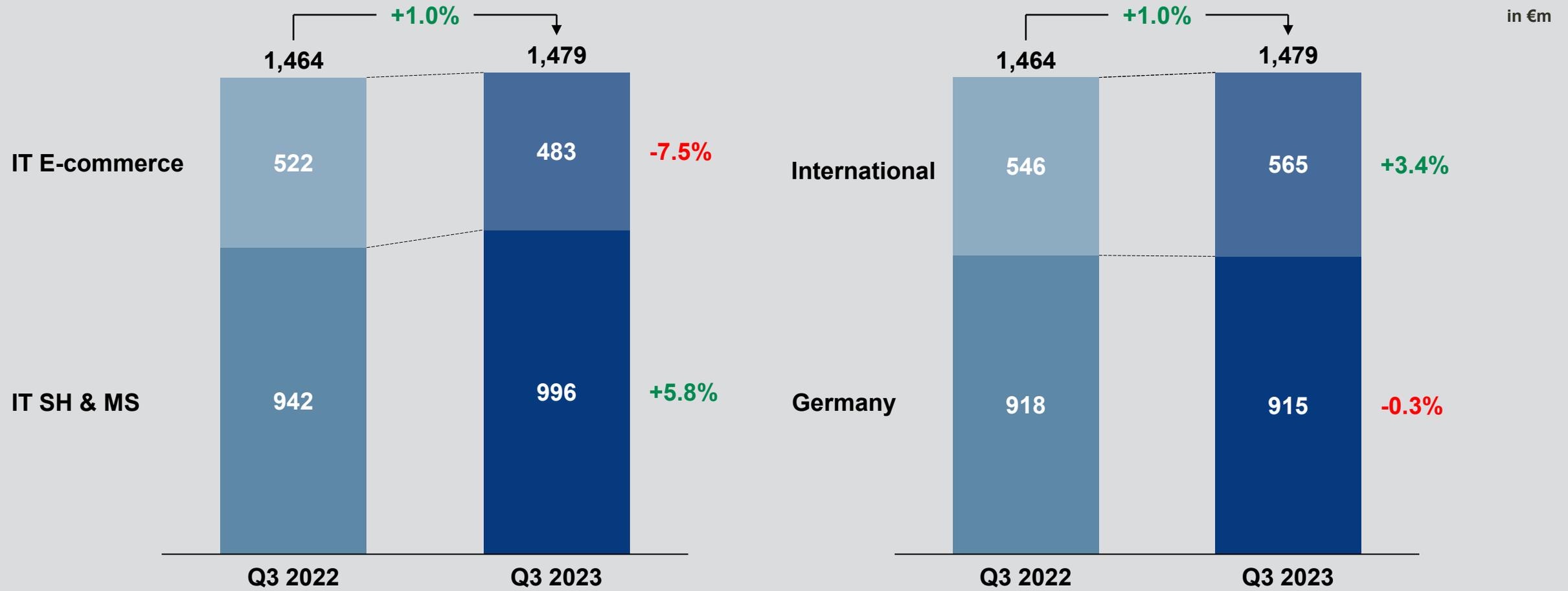
# Business volume – Growth rate normalises after clearing the order backlog.



# Revenue – Disproportionately successful software business in Q3.

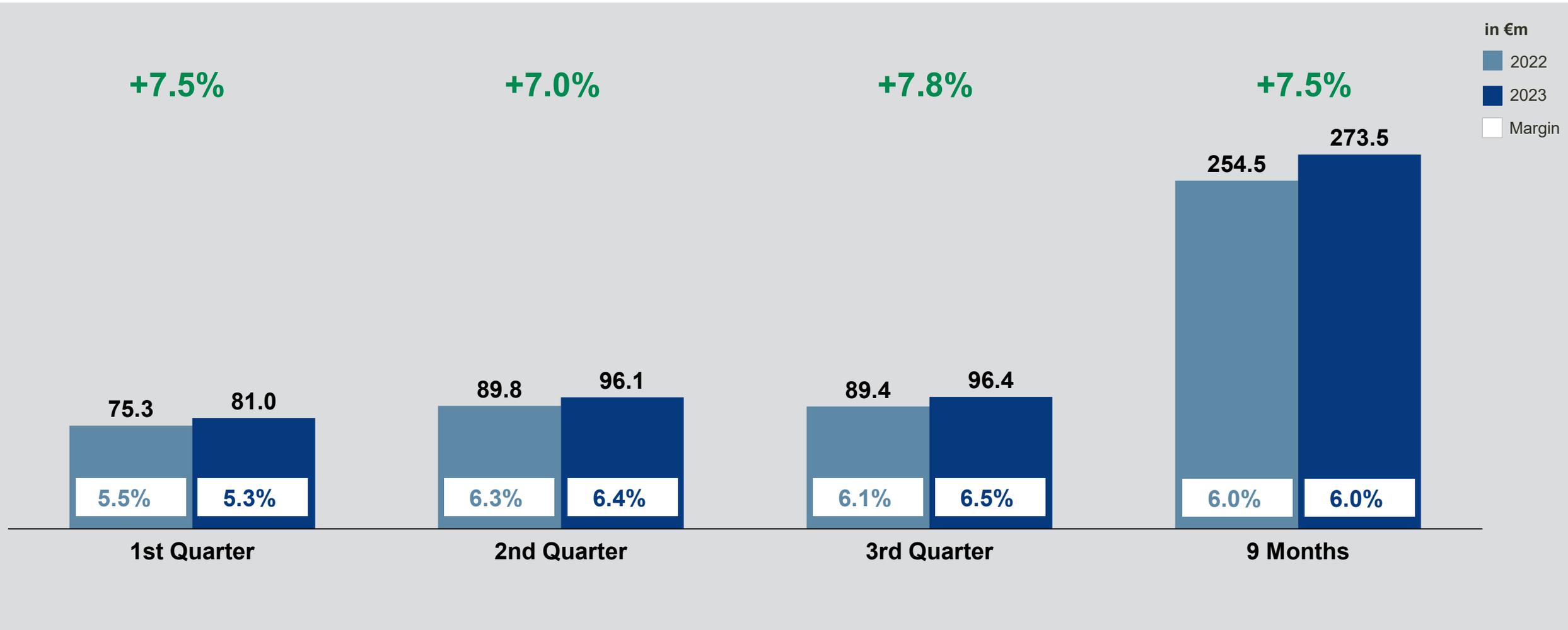


# Revenue – System House segment continues to drive growth.



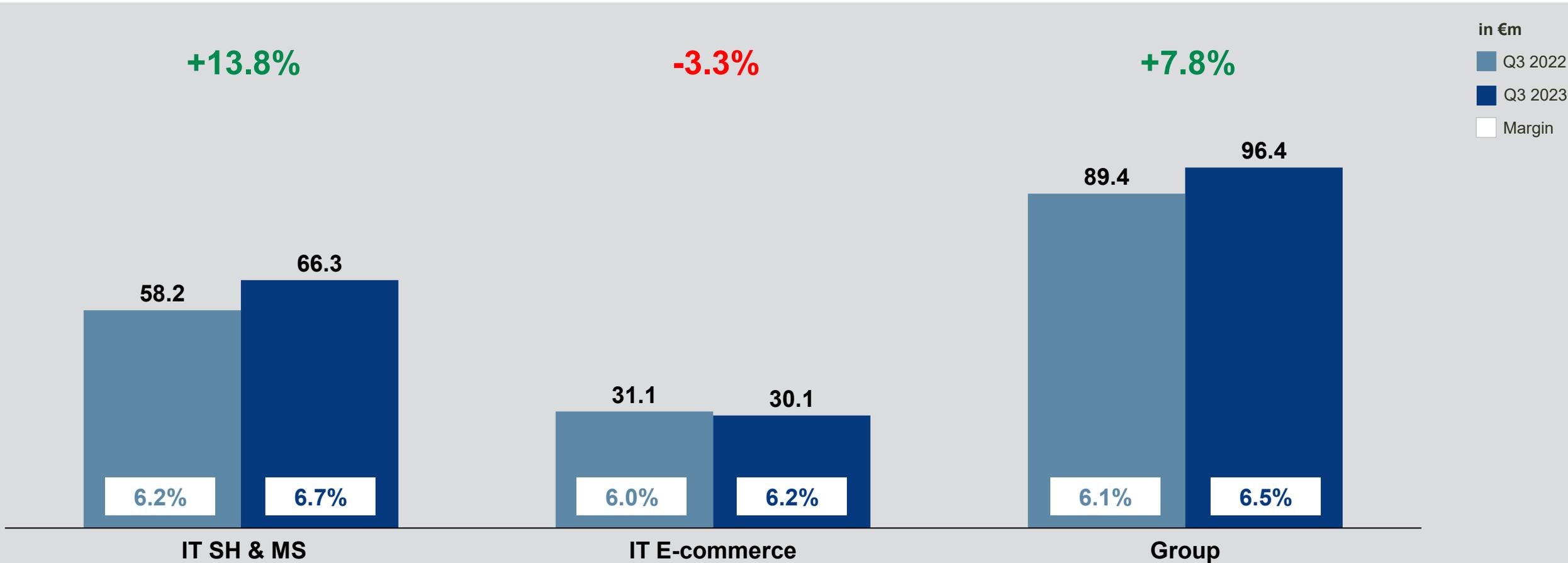
# EBIT –

## Consistent positive earnings and margin development.

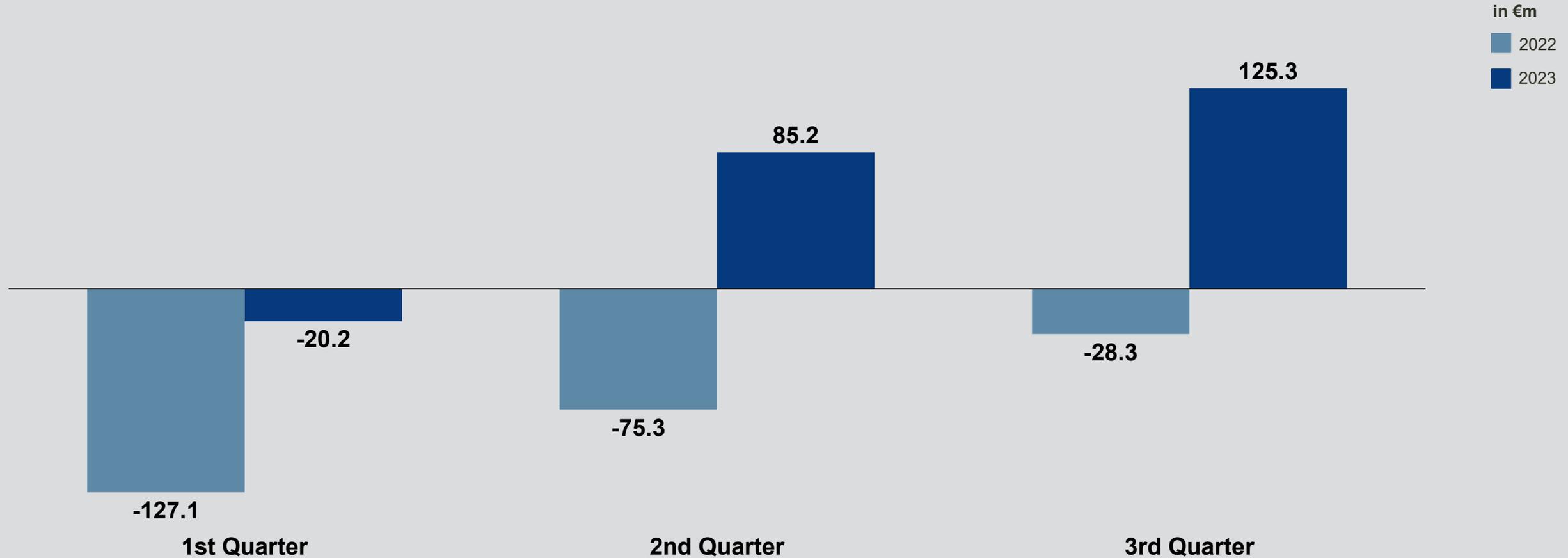


# EBIT –

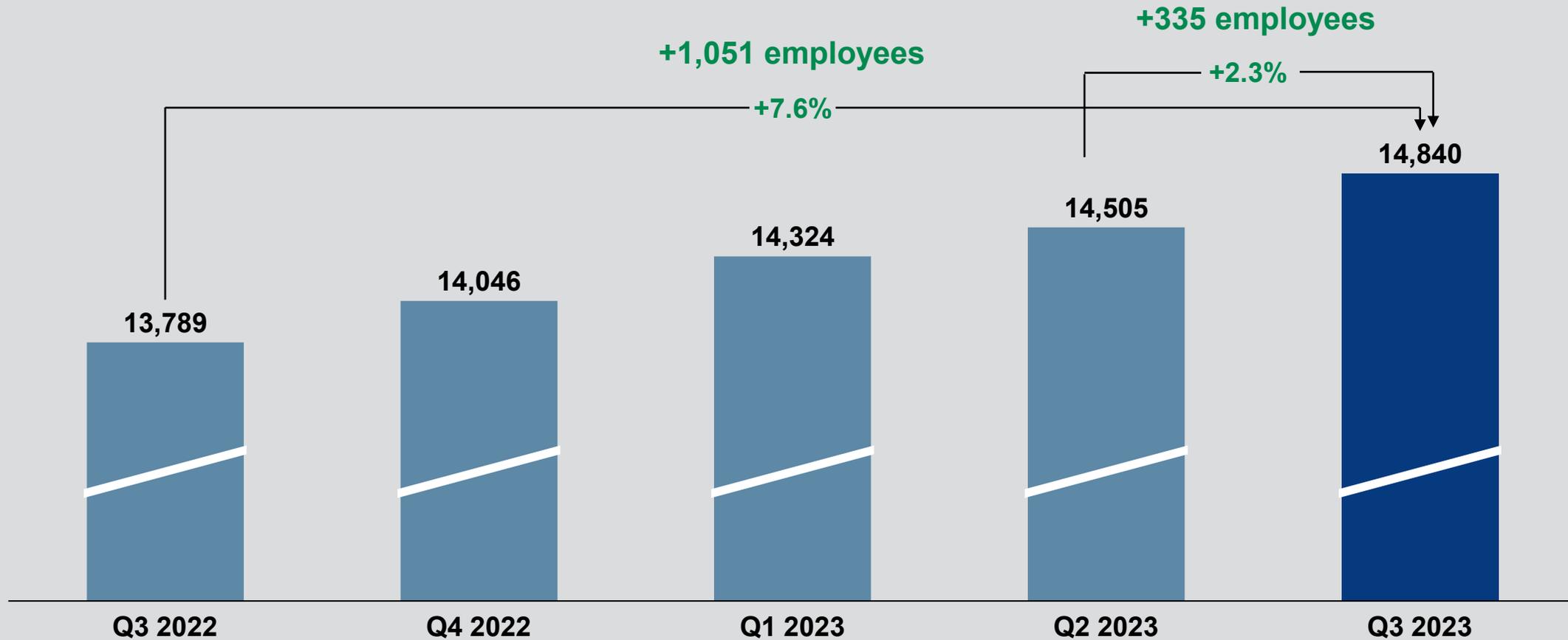
## Significant imbalance in segments' earnings development.



# Operative cashflow – Considerable improvement yoy.



# Employees – Organic workforce expansion of 3.9%.



# 4 The Bechtle Share.

# Bechtle share – High volatility, yet a positive development overall.



### Performance (ytd)

Bechtle	+42.6%
DAX*	+14.3%
TecDAX*	+6.4%
MDAX*	+4.6%

\* indexed

# 5 Latest news.



# 1

**Safeguarding the future –  
Unprecedented trainee numbers in 2023.**  
299 vocational trainees and university students  
joined Bechtle for their practical education, for a total  
of 865 young people in training group-wide.



# 2

## Successful M&A strategy – Bechtle completes acquisition of IT service provider Apixit and acquires a stake in Planet AI.

With the takeover of Apixit, Bechtle is bolstering its position in the French market while the 51 per cent stake in Planet AI adds patented AI developments to the Bechtle portfolio.

# 3

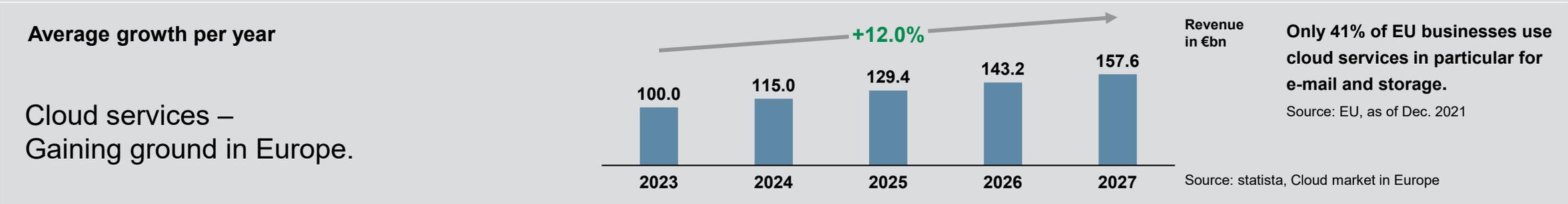
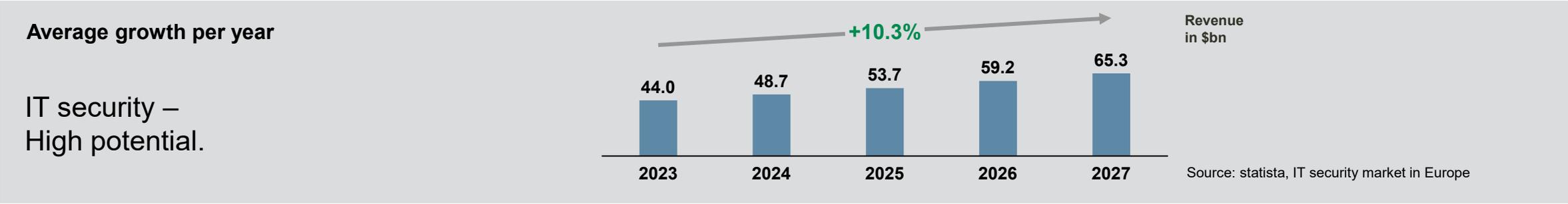
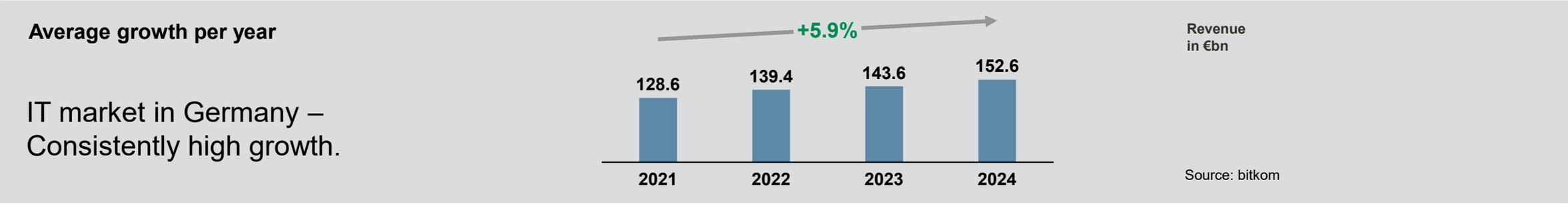
## **Succession guaranteed – Bechtle Supervisory Board appoints Konstantin Ebert, 52, to Executive Board.**

On 1 January 2024, he will succeed Jürgen Schäfer, 65, who has been overseeing the IT E-commerce segment as COO since 2009.



# 6 2023 outlook.

# Forecast – Digitalisation continues to drive growth.



# Outlook – Guidance confirmed.

## Context.

- Overall economic conditions remain challenging in the 2023 fiscal year.
- However, noticeable upswing in incoming orders.
- Supply chain difficulties largely overcome.
- Focus remains on the successful continuation of our European M&A strategy.

## Objectives.

- Bechtle is and remains optimistic about the fiscal year based, above all, on the good development ytd.
  - Significant growth in terms of revenue/business volume and earnings (5% – 10%).
  - EBT margin more or less at the previous year's level.

# Any questions?

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

