



Company Presentation.

Welcome!
London, 5 September 2024

Agenda

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

Introduction to Bechtle AG.

1

Bechtle at a Glance

>15,000

Employees

**Broad portfolio
of future-oriented IT products
and services**

**Close to our customers –
strong footprint in SMB
and public sector**

INTERNATIONAL



Present in 14 European countries
supporting our customers
worldwide

7.8 bn €

Business Volume in 2023

ENTREPRENEURIAL
THINKING AND
BEHAVIOUR

**DECENTRALISED
STRUCTURE**
WITH MORE THAN
120 SUBSIDIARIES

International Presence – in 14 European Countries

IT System House & Managed Services

- Consulting, services and procurement—everything related to IT out of one hand
- Widespread, regional coverage in eight European countries
- Close to our customers with more than 100 locations
- Decentralised structure with high responsibility of local MDs
- Employees in 2023: 11,818; Revenue in 2023: €4.3bn

IT E-Commerce

- Pure trading business
- Presence in 14 European countries
- Cross-channel strategy: Digital reach with personal account management. Outbound oriented sales force
- Individual e-procurement services at [bechtle.com](https://www.bechtle.com)
- Employees in 2023: 3,341; Revenue in 2023: €2.1bn



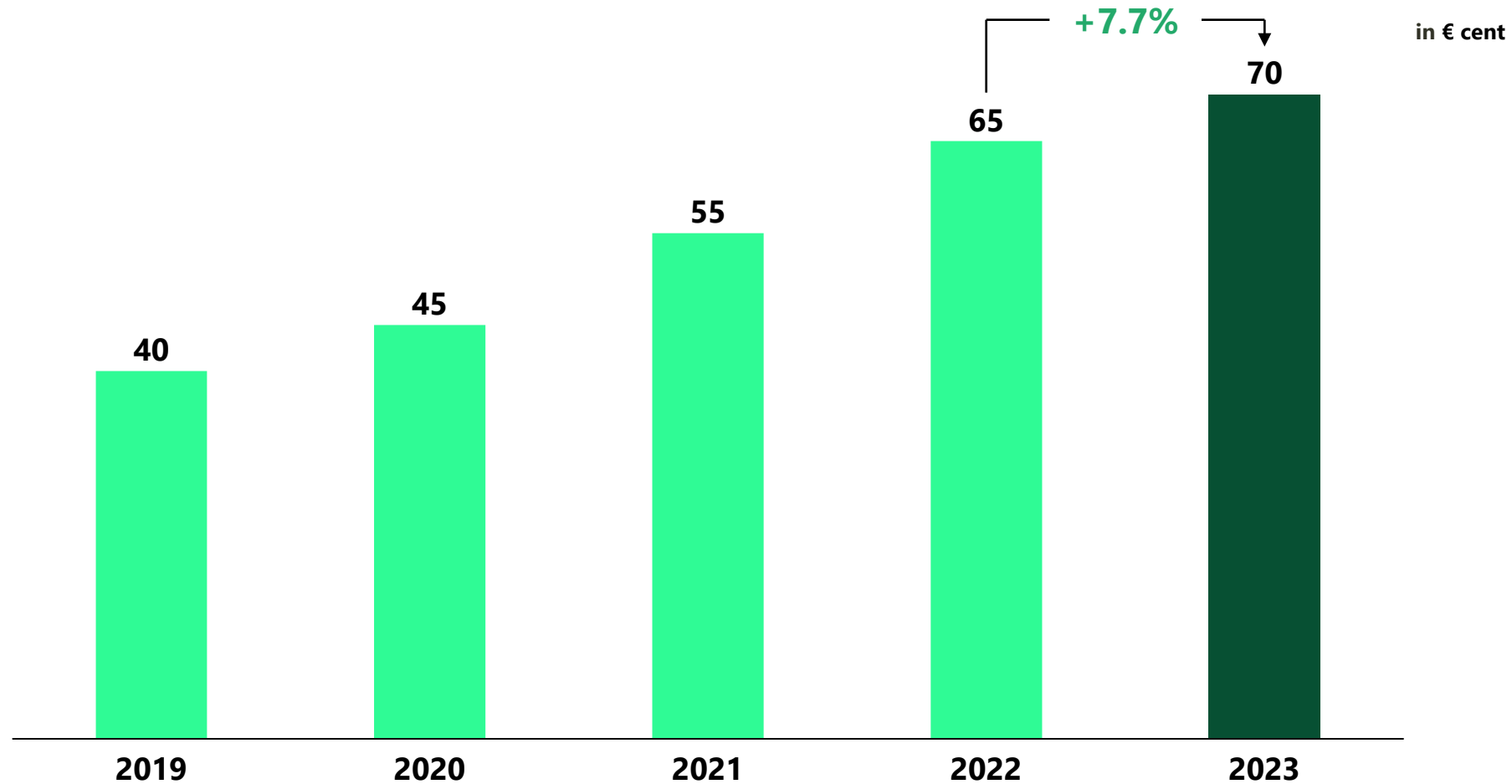
Nr. 1 Ranked System House in Germany

Revenue in Germany (in €m)

Rank	Company	2022
1	Bechtle	3,731
2	T-Systems	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

Dividend – Sustainable, shareholder-friendly dividend policy



Shareholder Structure – Long-term and independent anchor shareholder



Current of: July 2024, 126 million shares

Sustainability.

2

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



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 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



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

ETHICAL BUSINESS PRACTICES are a matter of course.

We embrace a sustainable **ENVIRONMENTAL** approach in everything we do.

The **PEOPLE** we work with drive our success.

We shape a sustainable **DIGITAL FUTURE.**

Scan for more information on our Sustainability Strategy 2030.



Sustainability Strategy 2030 – Selected actions and concrete targets



Bechtle Climate Protection Strategy 2030 – Avoidance. Reduction. Compensation.

OUR TARGETS:

- Our **climate objectives** are in line with the **1.5 °C** Paris Agreement goal set in 2015.
- 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.

- Boost **energy efficiency** at our locations
- Generate our own power, use of **geothermal energy**
- PSourcing of **green energy**

Mobility.

- **Sustainable** vehicle fleet strategy
- Intensification of **alternative drives**
- **Environmentally friendly** travel and commuting

Procurement.

- **Sustainable** procurement strategy
- **Close collaboration** with suppliers

Logistics.

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

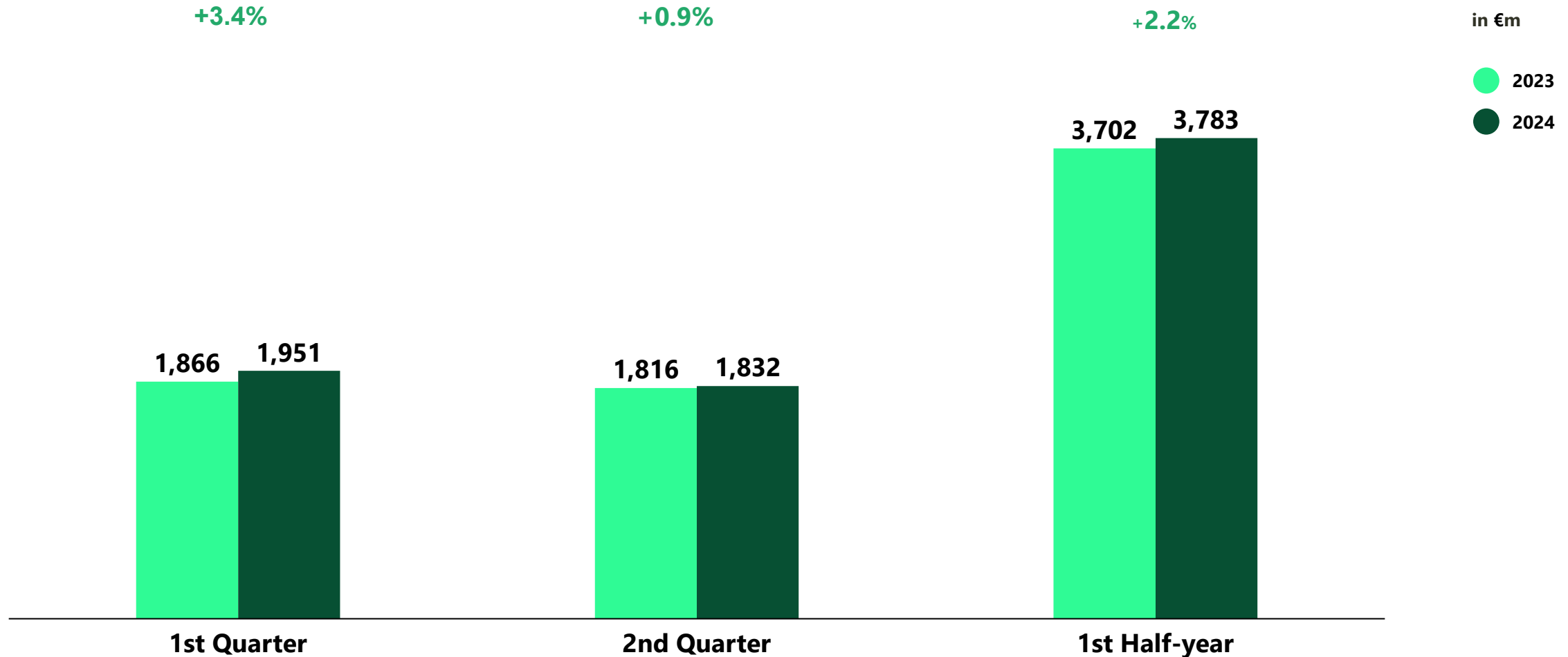
Awareness.

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

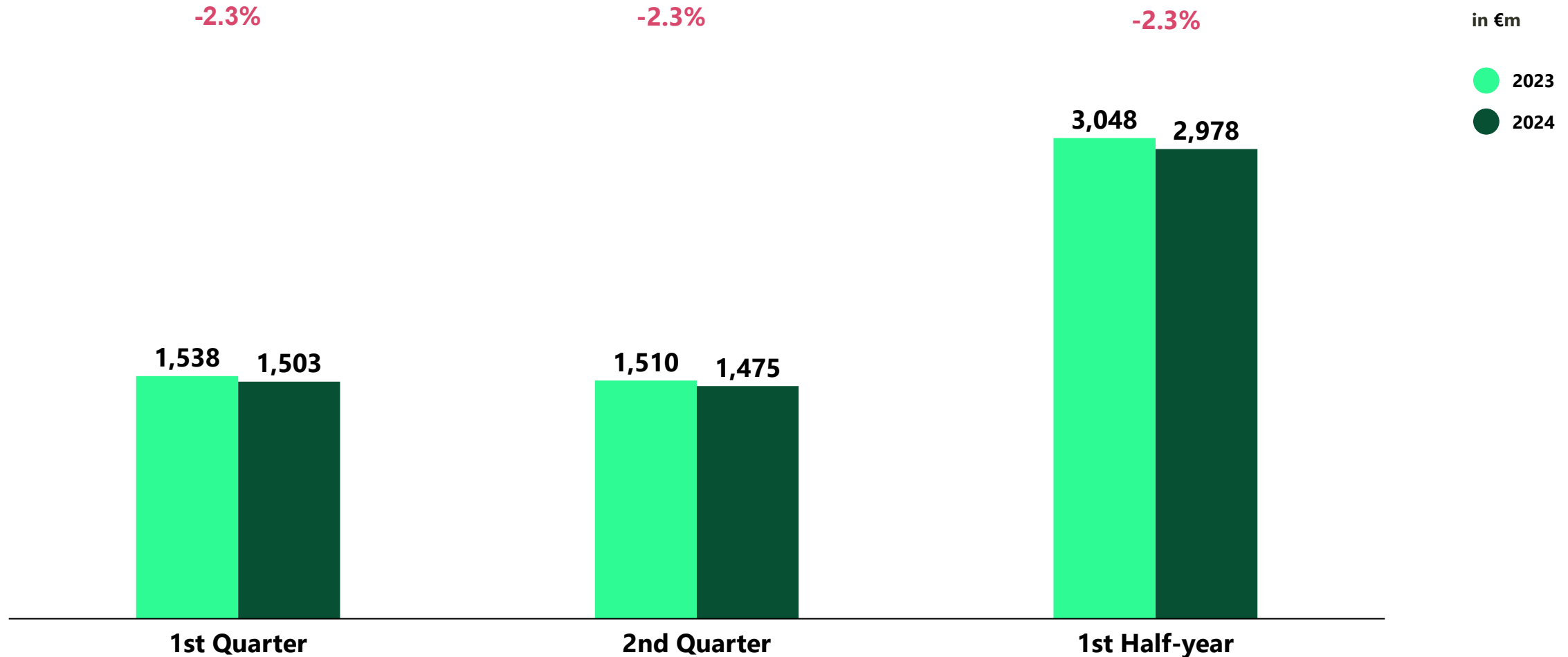
**Business
Development.**

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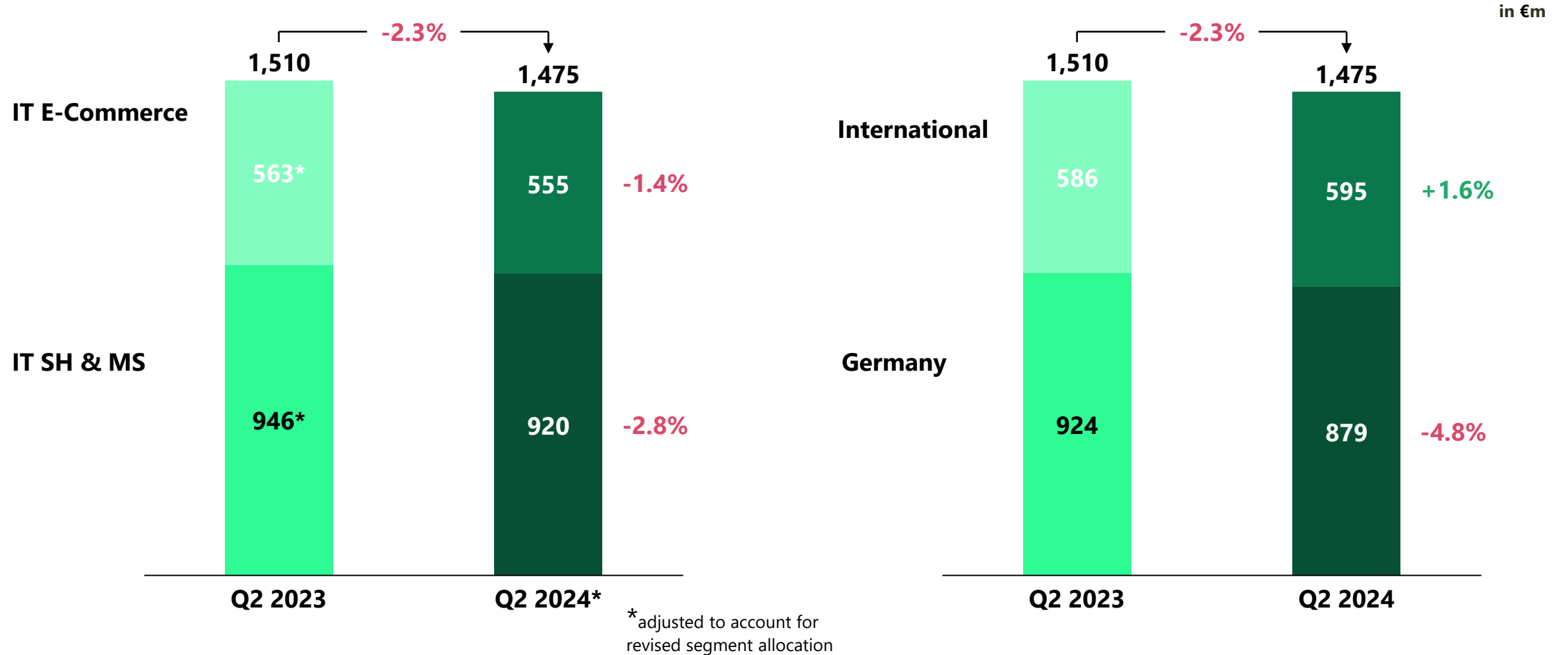
Business volume – Weak Q2 as June surprisingly well below expectations



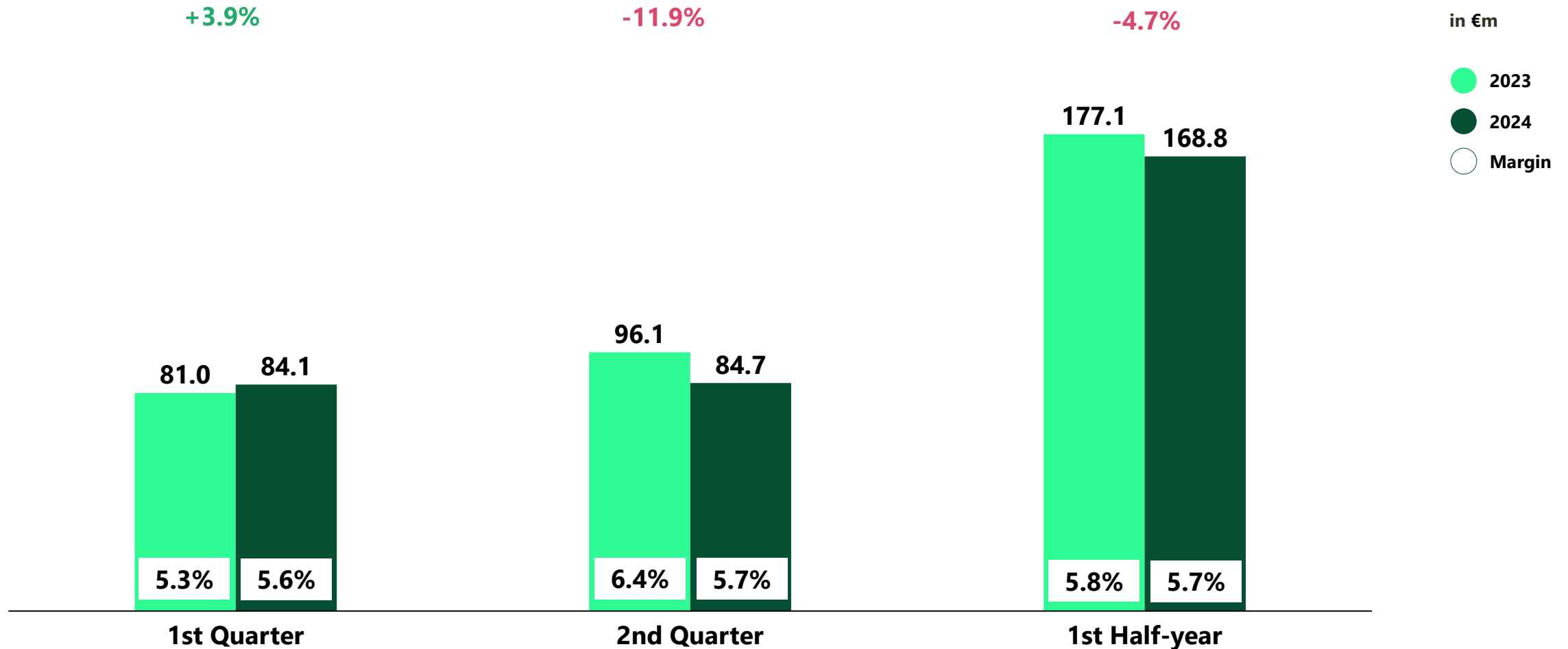
Revenue – IFRS 15 leads to negative growth



Revenue – Acquisitions support positive growth abroad

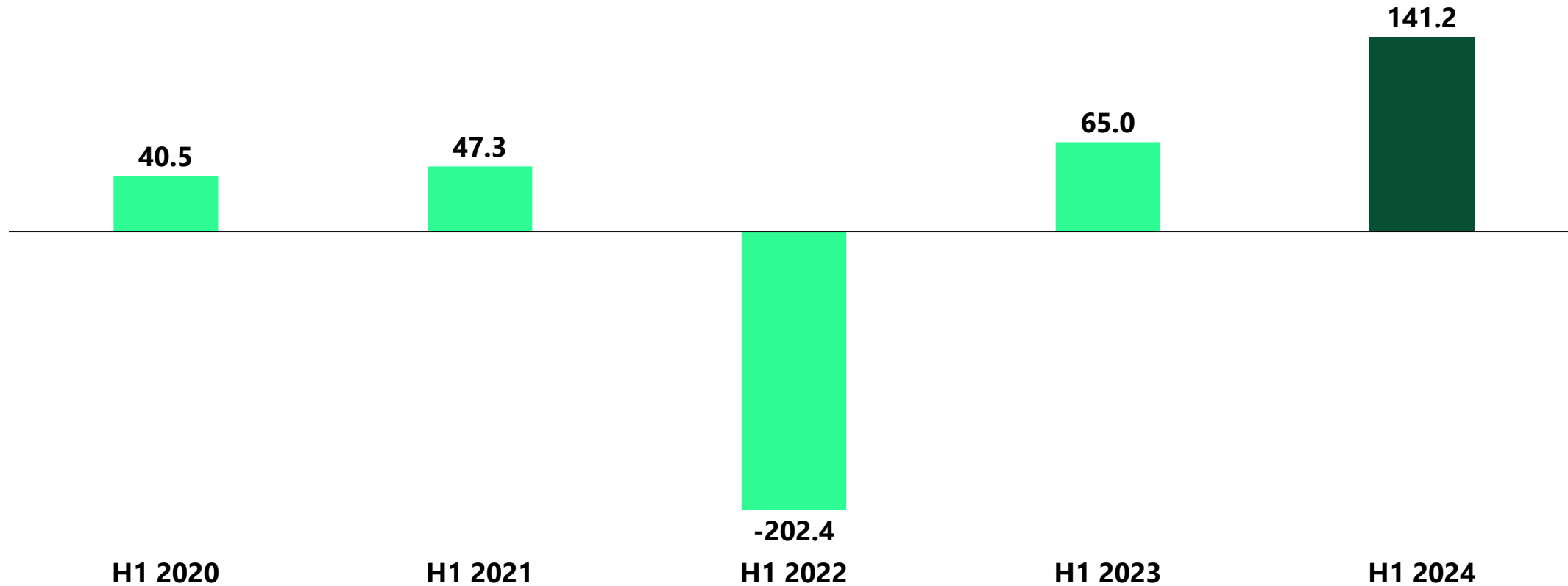


EBIT – Weak topline and backend decline increased margin pressure in Q2

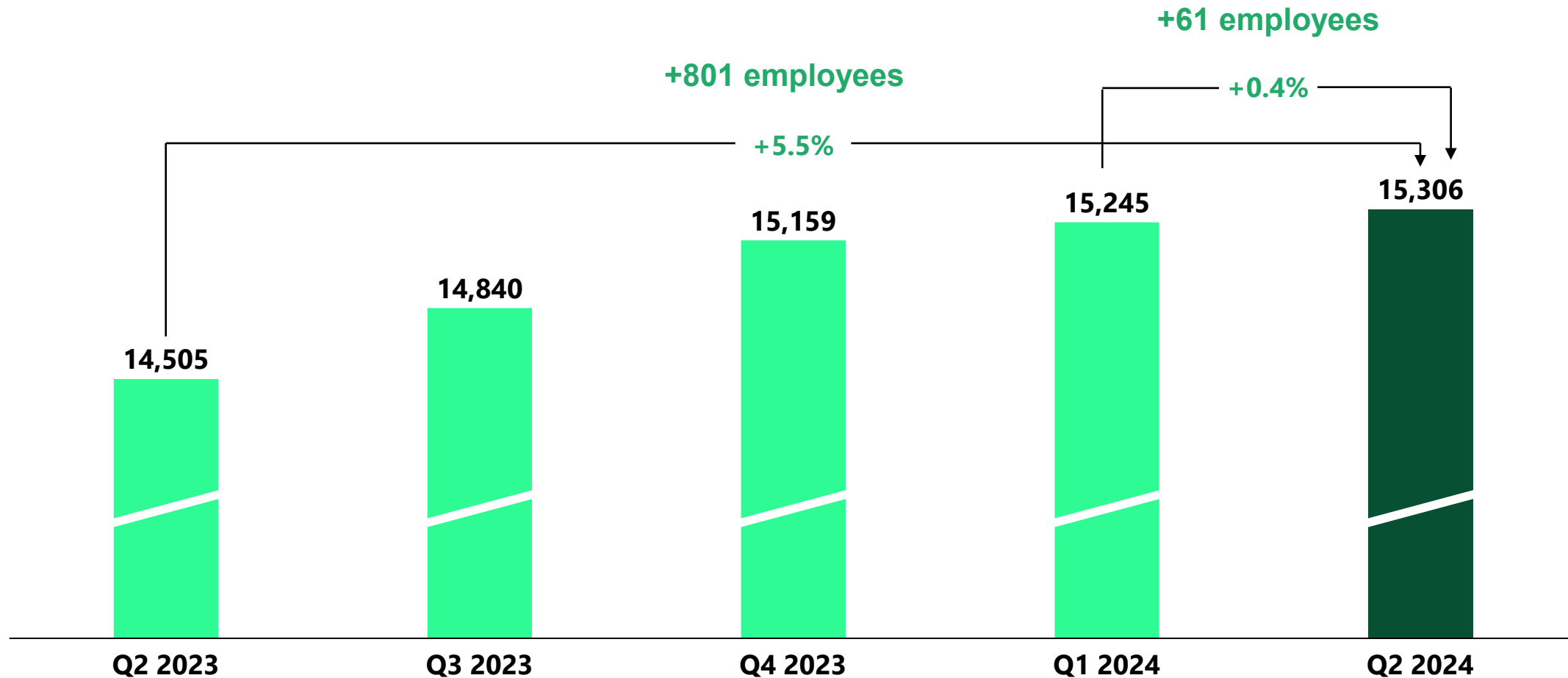


Operative cashflow – Strong development in first half-year

in €m



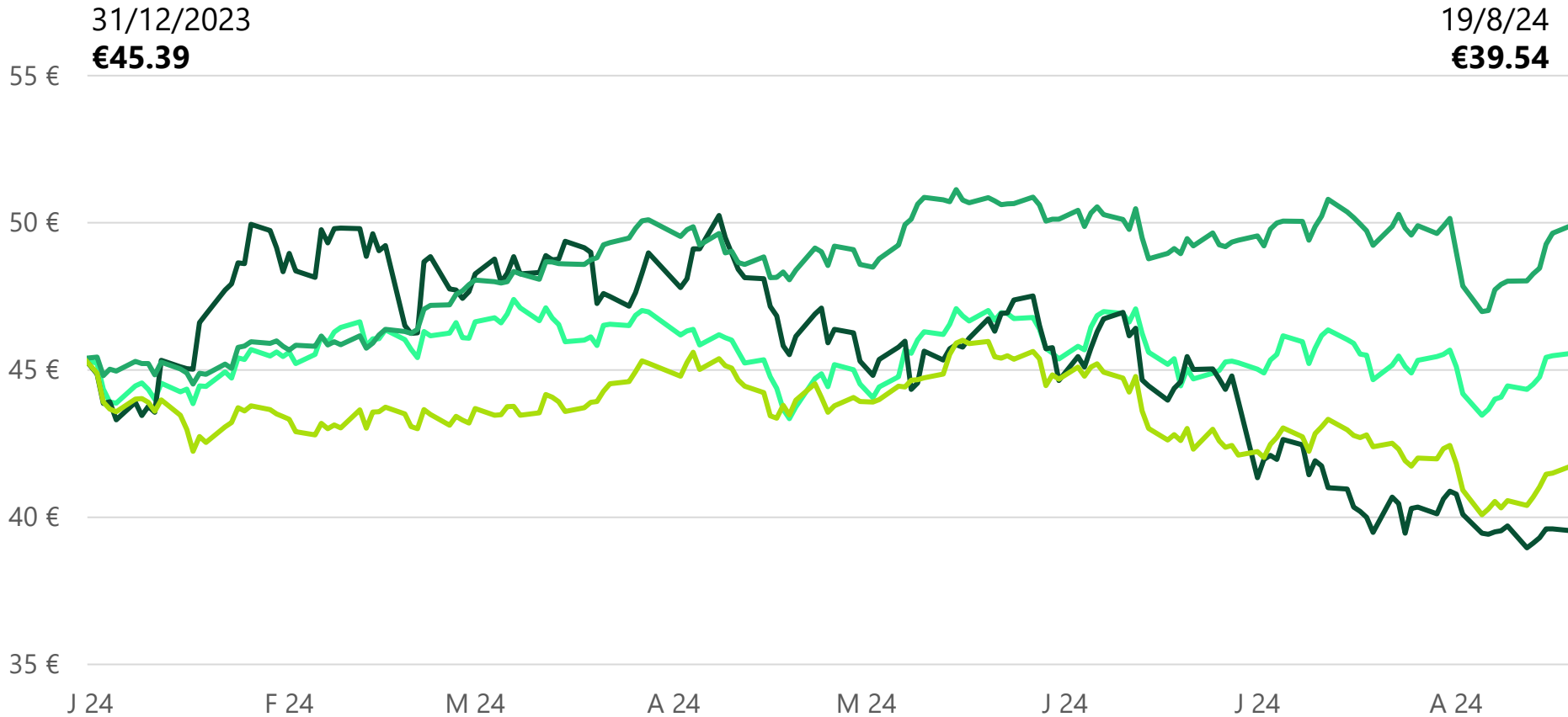
Employees – Increase without acquisitions of only 1.6%



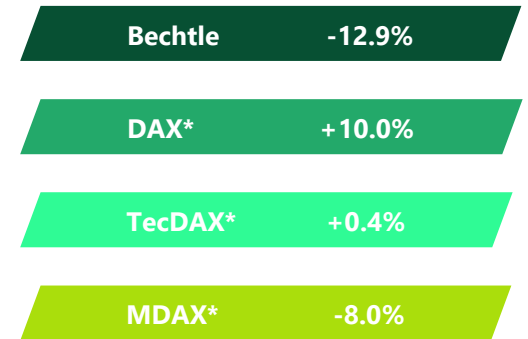
The Bechtle Share.

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The Bechtle share – High volatility



Performance (ytd)



*indexed

Latest news.

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1

Bechtle considerably bolsters market position in Italy.

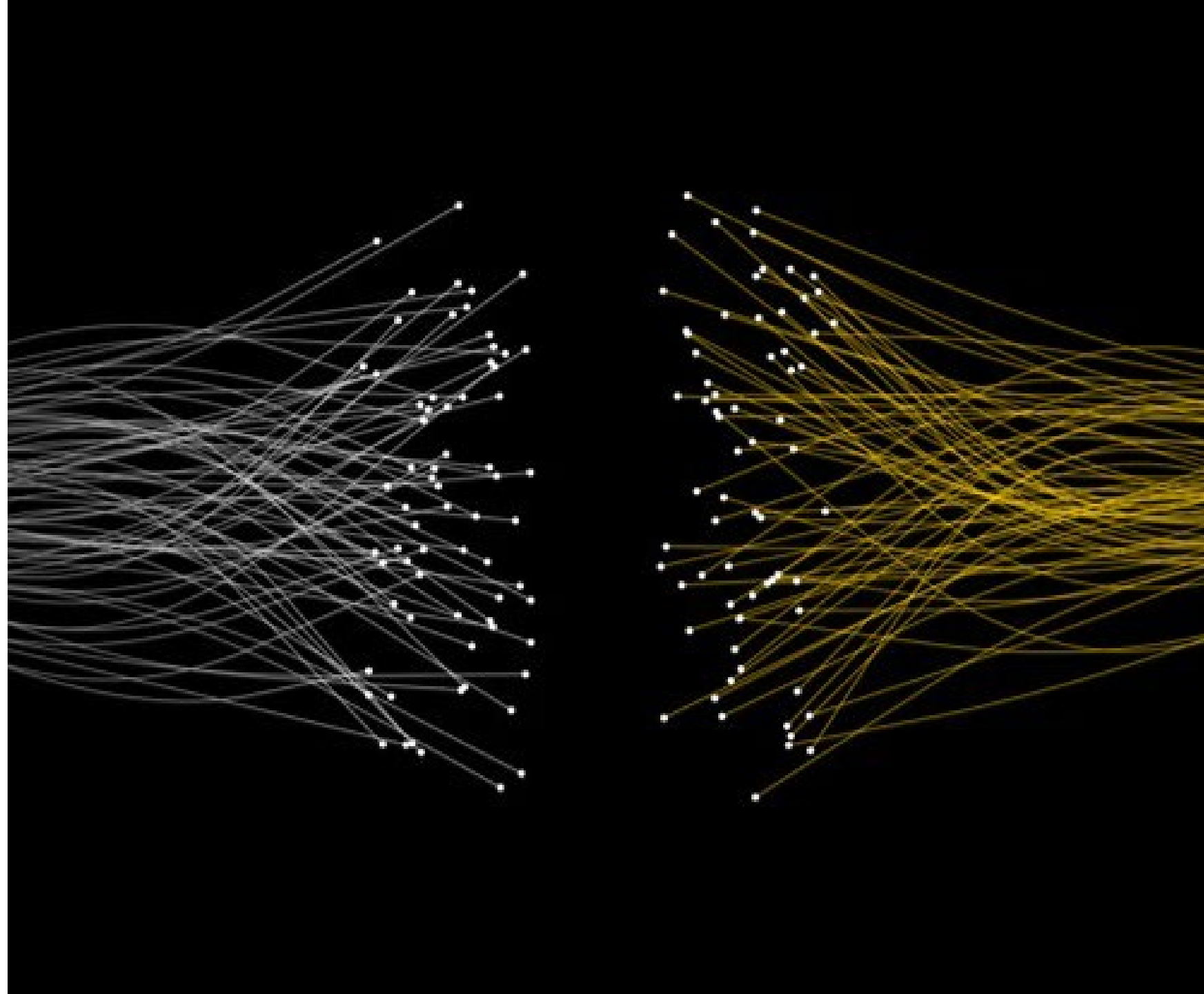
Bechtle AG acquires Magnetic Media Network S.p.A. (MMN)—a leading IT solutions provider in Italy. MMN is headquartered near Milan and has a second site close to Venice.



2

Baden-Württemberg to source data analytics and AI services from Bechtle.

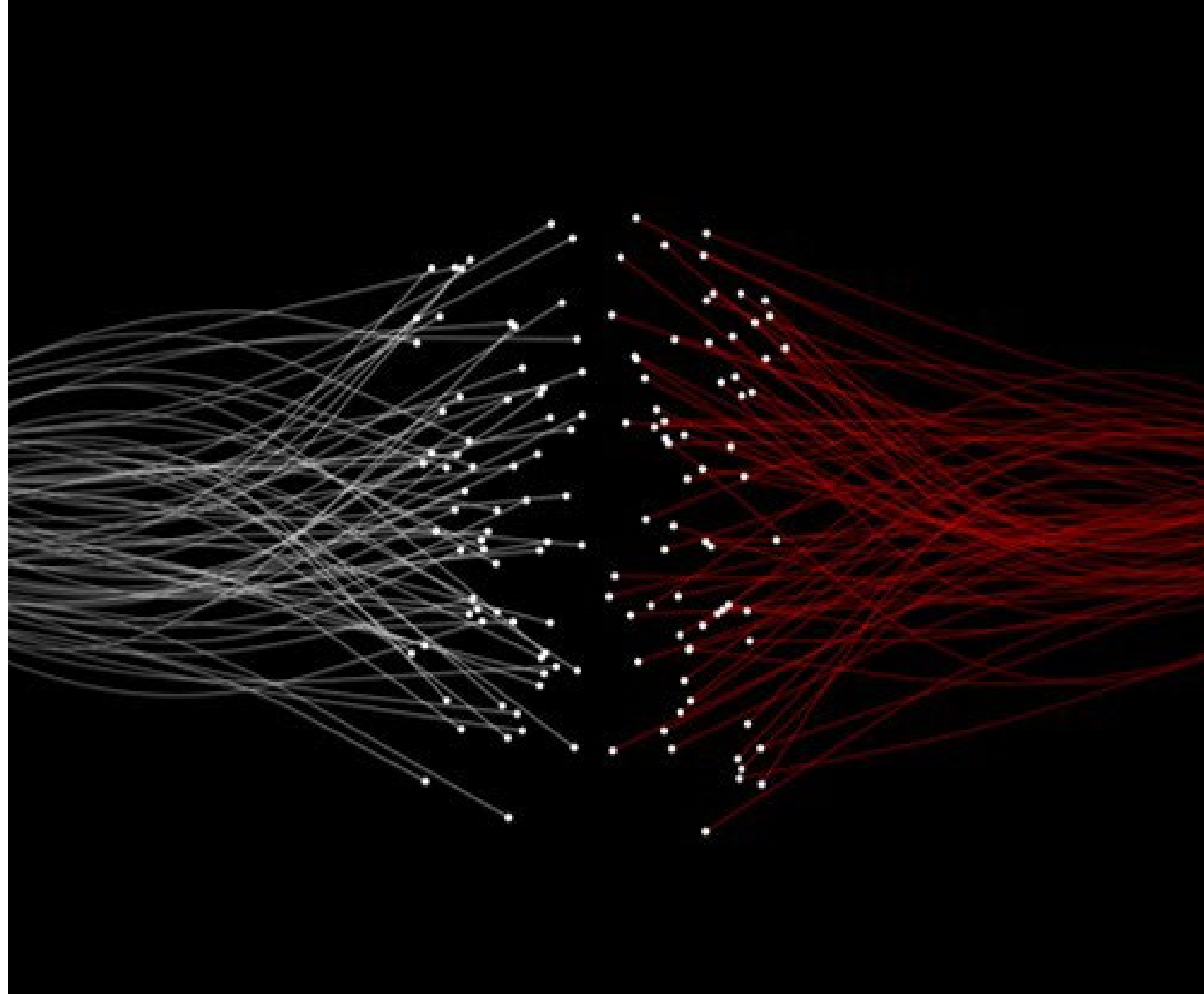
The bespoke service offering for e-government projects aims to drive the ongoing digital transformation of public services. The contract volume totals up to six million euros.





Bechtle supports digitalisation in the state of Lower Saxony.

Bechtle has once again been awarded the framework agreement for project management and independent IT consultation to provide the state's administration and local authorities with a wide-range of services.



4

Bechtle awarded federal contract for Apple products.

Bechtle will supply up to 300,000 Apple devices across the entire federal administration. The contract is worth up to €770 million and has been concluded until the end of 2027.



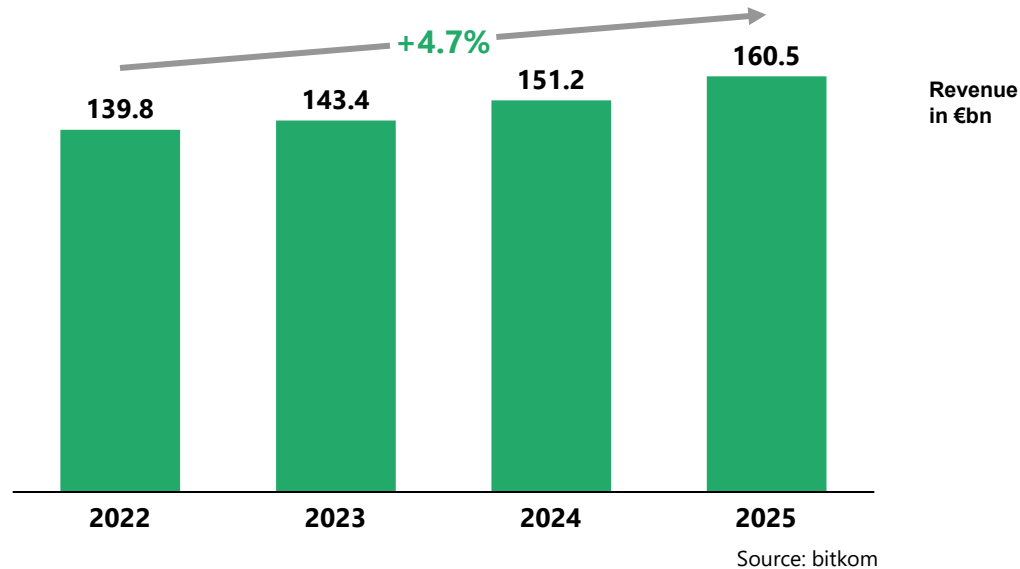
Outlook.

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Forecast (1/2) – Digitalisation continues to drive growth

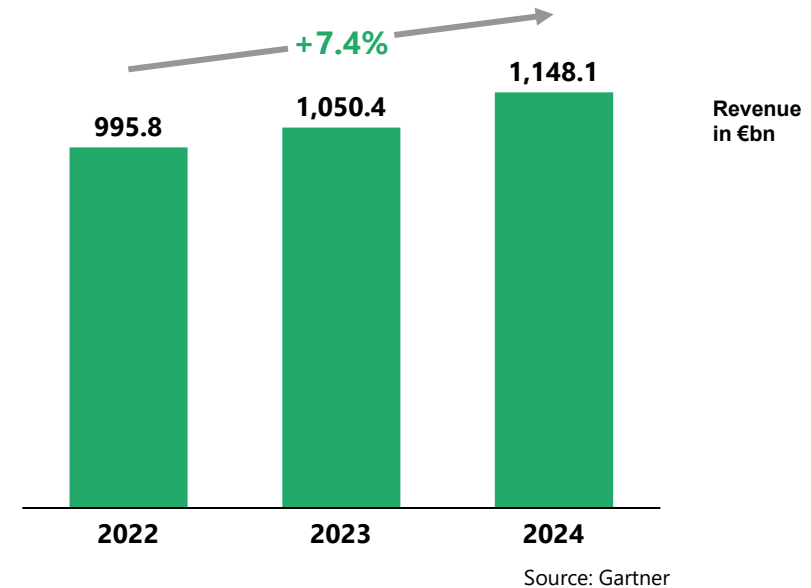
Average growth per year

IT market in Germany – Consistently high growth.



Average growth per year

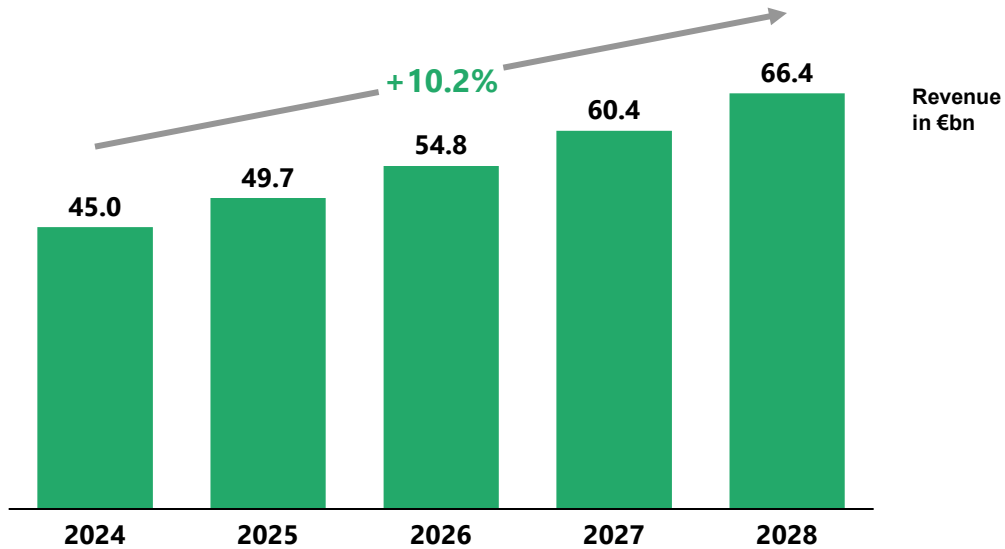
European IT market – Consistently high growth.



Forecast (2/2) – Digitalisation continues to drive growth

Average growth per year

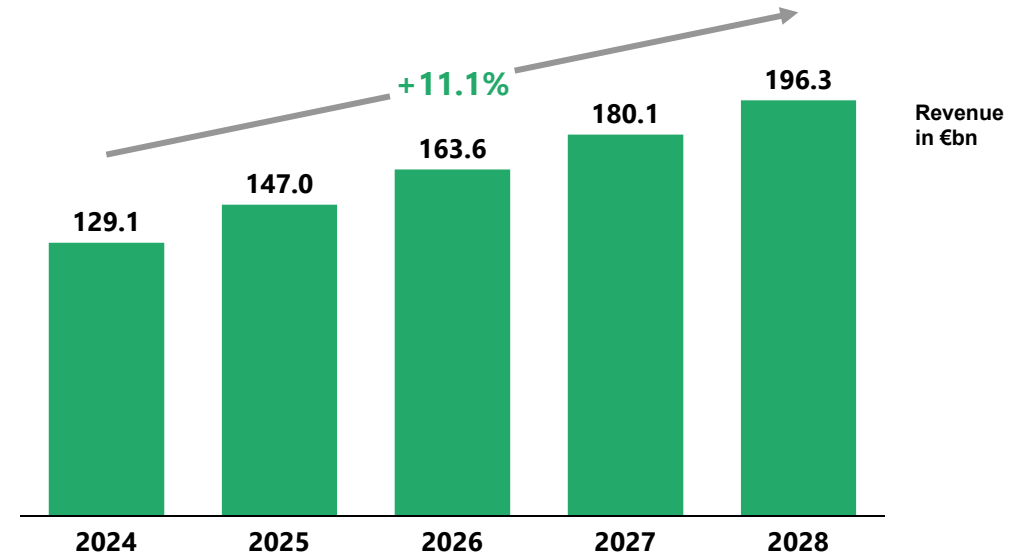
IT security – High potential.



Source: statista, IT security market in Europe

Average growth per year

Cloud services – Gaining ground in Europe.



Source: statista, Cloud market in Europe

Only 45.2% of EU businesses bought cloud services in 2023, mostly for e-mail and storage and office software.

Source: EU, as of Dec. 2023

Bechtle adjusts forecast

Context.

- Overall economic conditions remain challenging in the 2024 fiscal year. No substantial uptick expected in second half-year. ifo Index and German GDP development in Q2/2024 back up this assessment.
- Need to invest in IT remains high amid the digital transformation and various technological developments. Watchwords: Windows 10, NIS2/Cybersecurity, AI.
- Public-sector business should normalise/stabilise over the course of the year.
- Unchanged continuation of our European M&A strategy.

Objectives.

- Bechtle scales down fiscal year objectives.
- Business volume, revenue, earnings and EBT margin on par with previous year.

(Previously: Significant growth in terms of business volume/revenue and earnings (5% – 10%) and EBT margin around the previous year's level).



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

