

# We shape the *future with IT.*

**Bechtle.** The IT partner for the future.

20 November 2024

# Agenda.

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

# **Introduction to *Bechtle AG.***

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# Bechtle at a Glance.

Broad portfolio  
of future-oriented

***IT products  
and services***

***Decentralised  
structure***

with more than 120 subsidiaries

***7.8 bn €***

Business Volume in 2023

More than

***15,000***

Employees

***International***

Present in 14 European  
countries supporting our  
customers worldwide

***Close to our  
customers***

strong footprint in SMB  
and public sector

***Entrepreneurial***

thinking and behaviour

# 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.

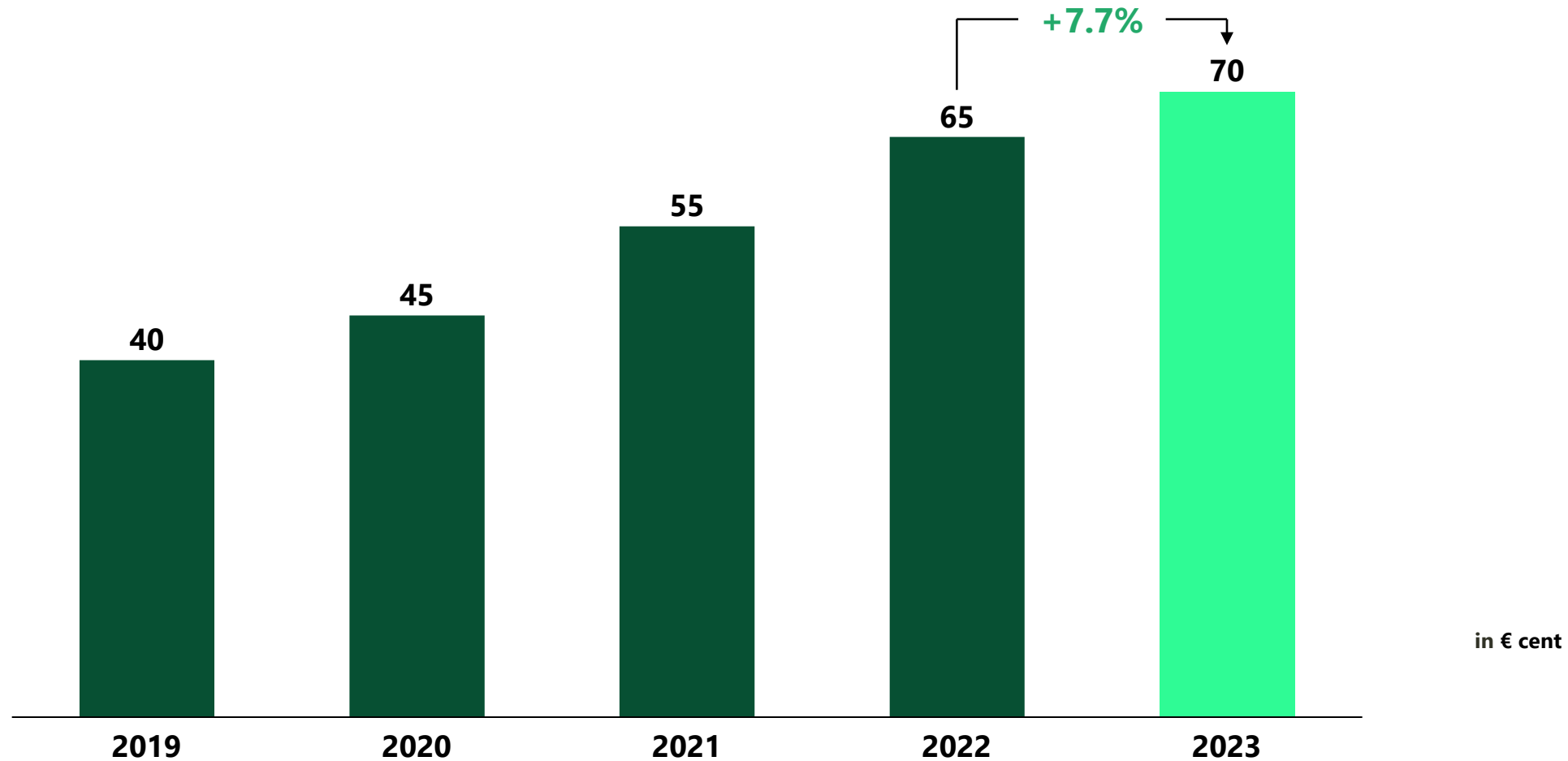
Revenue in Germany (in €m)

<b>Rank</b>	<b>Company</b>	<b>2023</b>
1	Bechtle	3,996
2	T-Systems	2,950
3	NTT Data	2,380
4	Computacenter	2,334
5	SVA System Vertrieb Alexander	1,800
6	Cancom	1,136
7	MSG Systems	970
8	ACP Gruppe	935
9	Adesso	931
10	Infosys	770
...		...
40	Damovo Deutschland	100

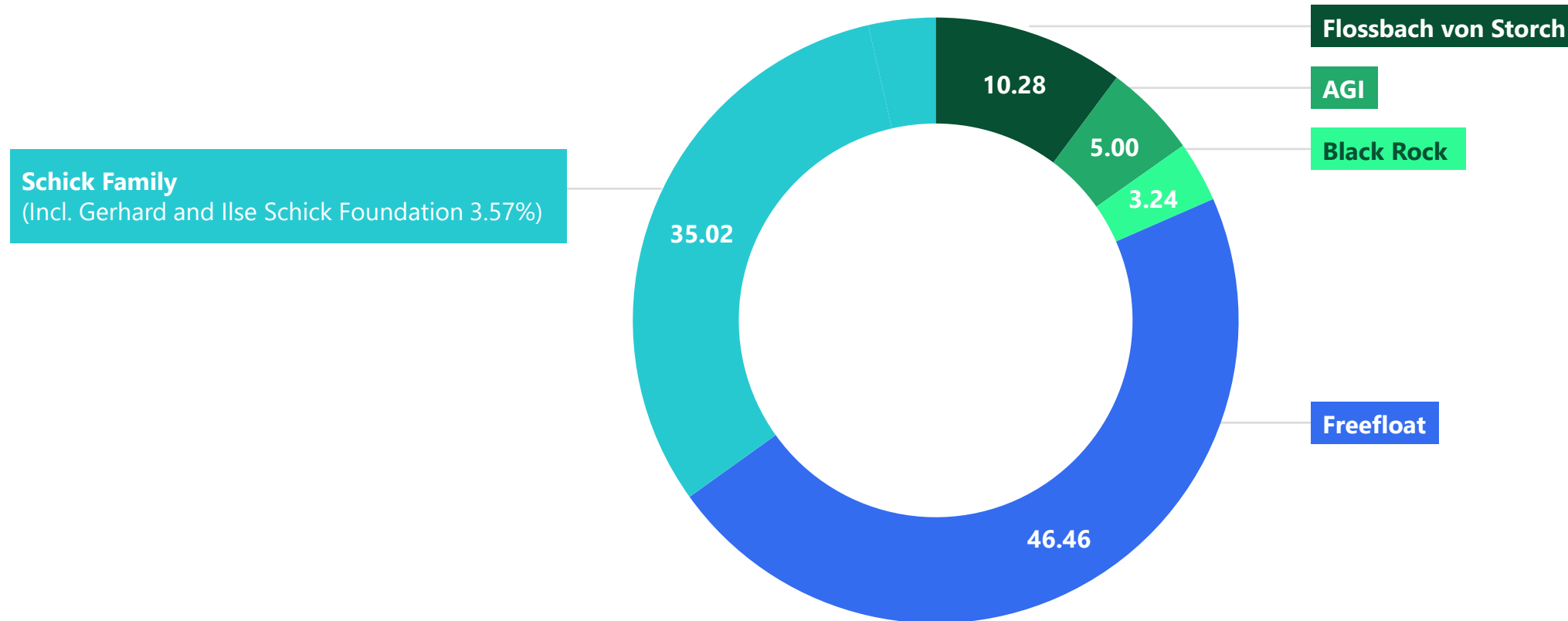
Source: ChannelPartner 09/2024

# Dividend –

Sustainable, shareholder-friendly dividend policy.



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





**Sustainability.**

**2**

# Bechtle Sustainability Strategy 2030 - Our four strategic fields of action.



## Doing business ethically is in our DNA

We take responsibility all along our value chain and ensure that human rights are respected.



## Environmental sustainability is a cornerstone of everything we do.

We operate in harmony with our environment for a future in which the climate and resources are treated responsibly.



## The people we work with are committed to our success.

We embrace fairness and recognition in dealings with our business partners and employees. Our team is motivated, highly trained and diverse.



## We are shaping the digital future responsibly.

We are driving digitisation to be future-proof and contributing to the success of our customers with sustainable innovations.

# 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).

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

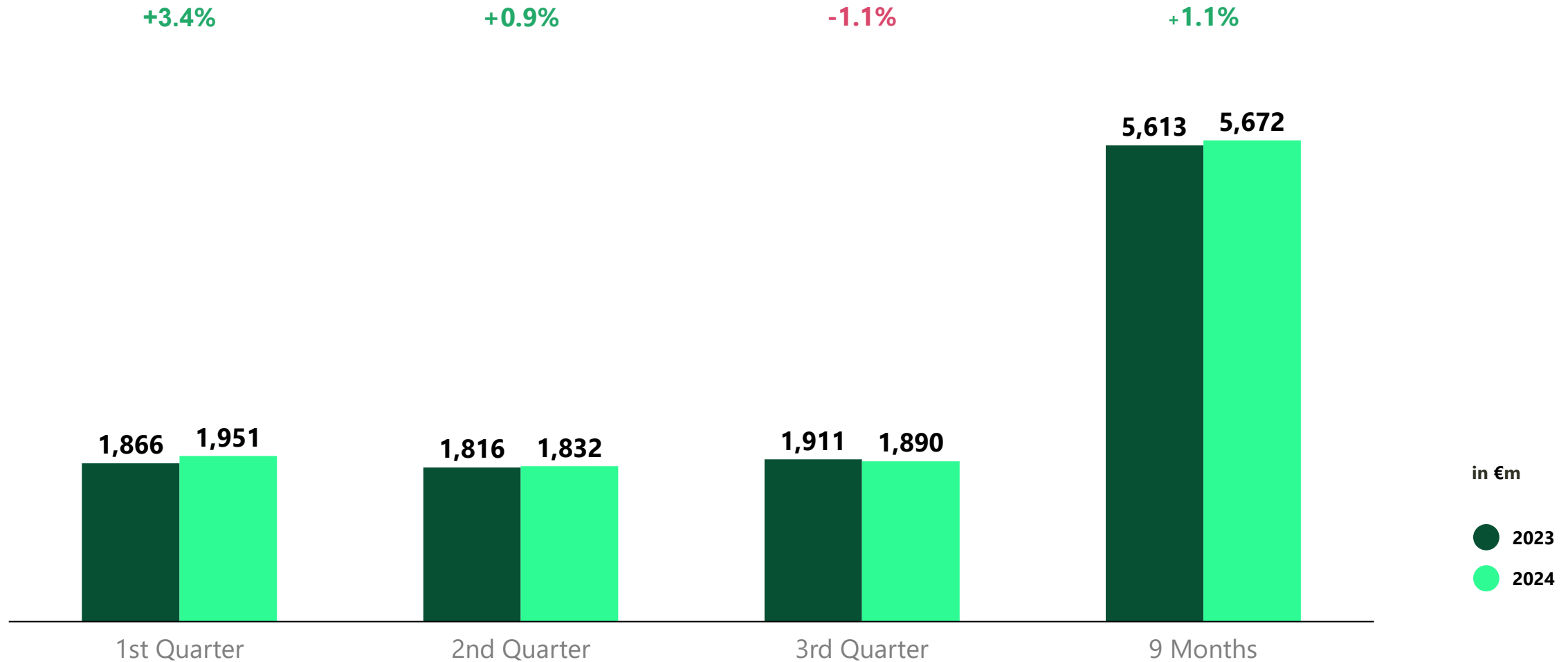
## FOCAL POINTS:

- **Energy.**  
Boost energy efficiency at our locations.  
Generate our own power, use of geothermal energy.  
Sourcing 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

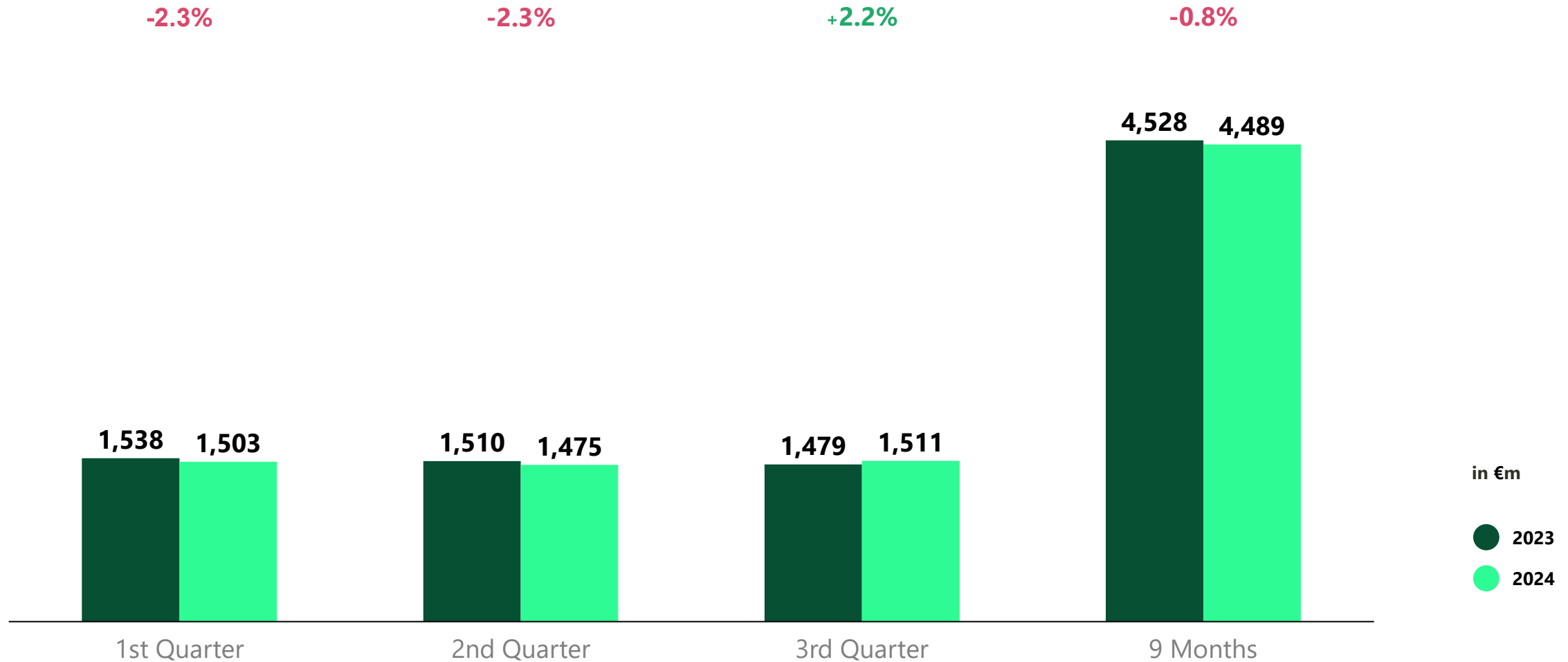
**Business  
Development.**

**3**

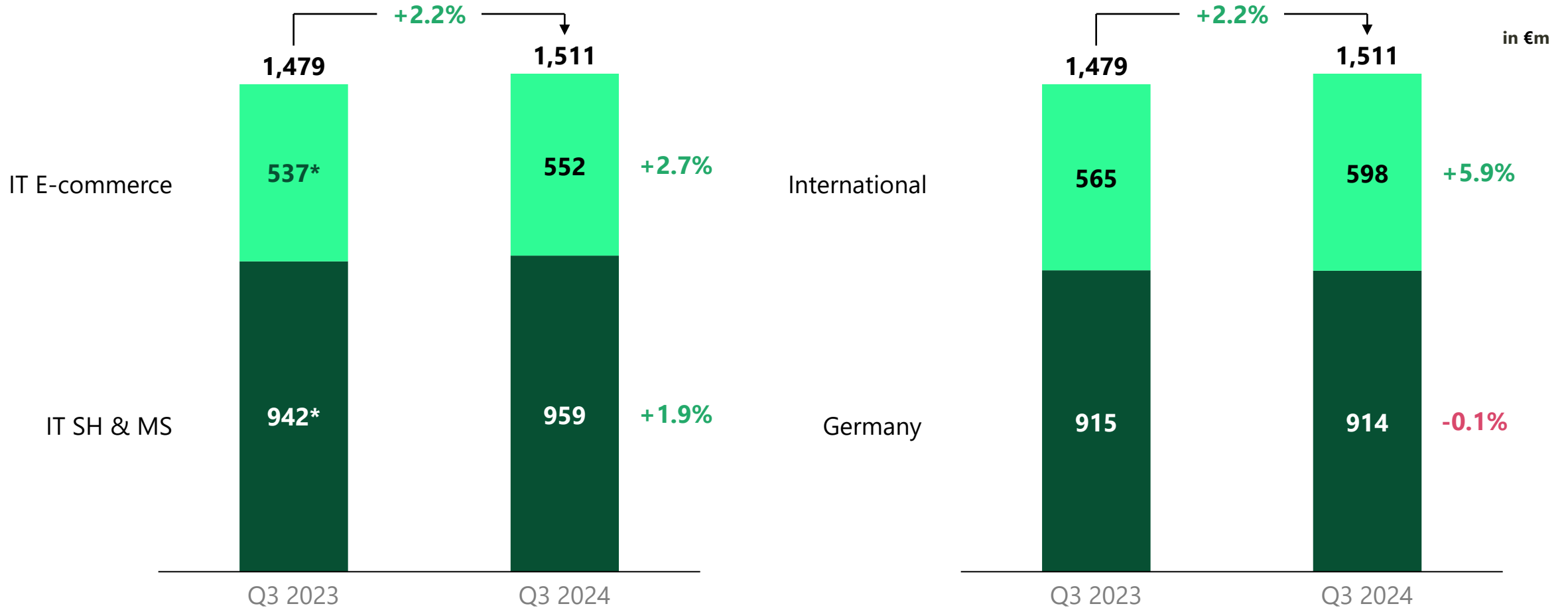
# Business volume – High base effect and weak September afflict Q3.



# Revenue – YTD slightly below previous year.



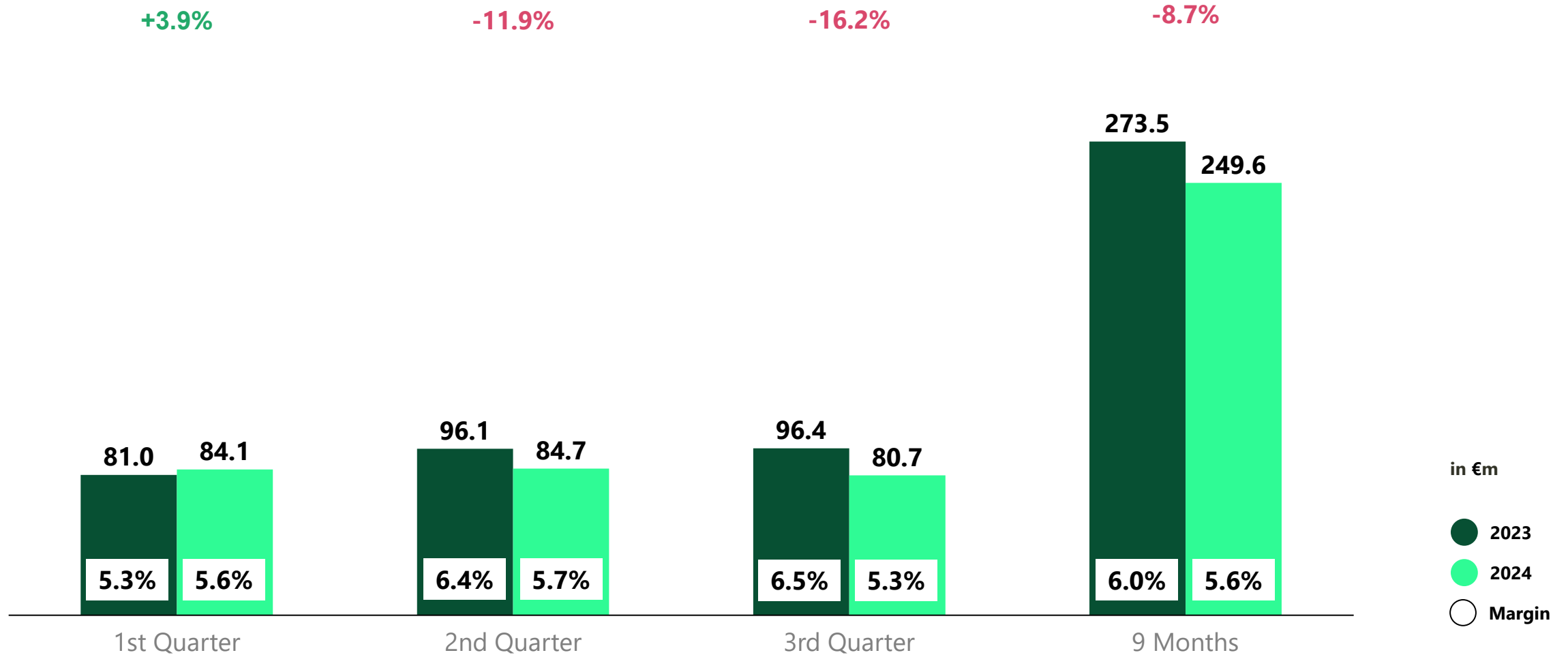
# Revenue – Positive international development.



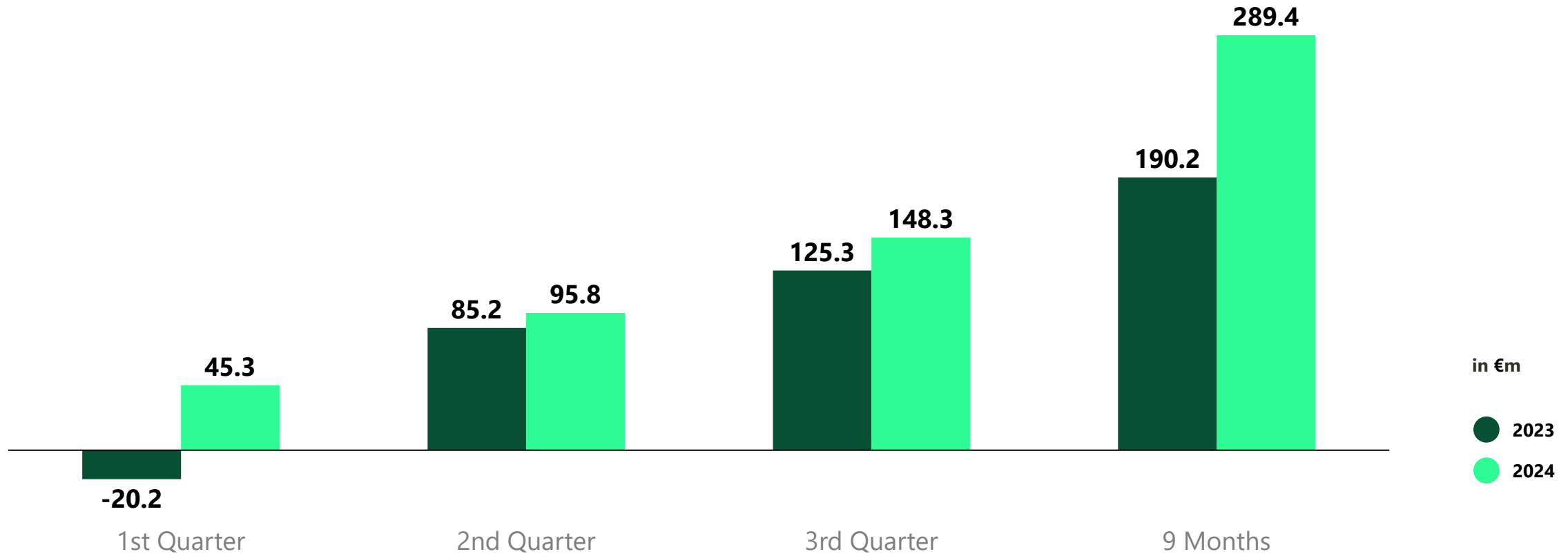
\*Adjusted to account for revised segment allocation



# EBIT – Unexpectedly weak Q3.

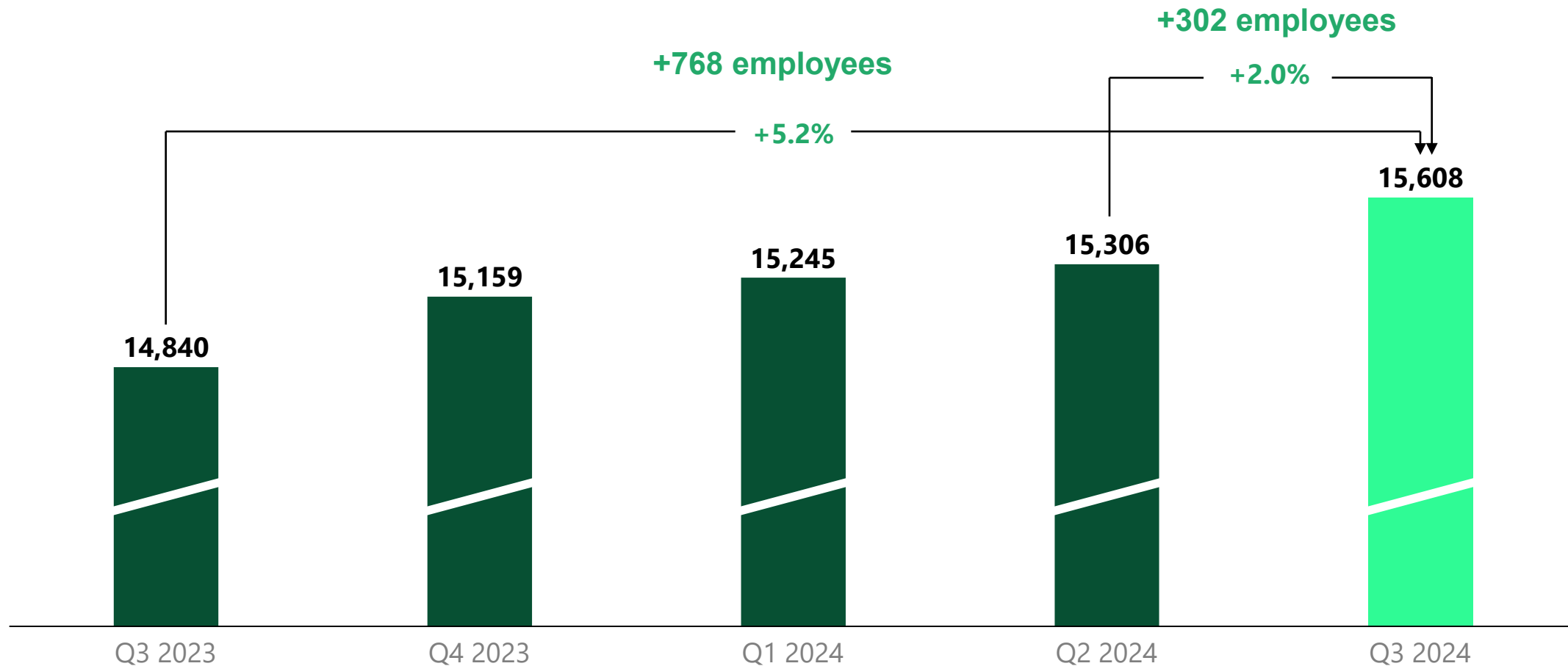


# Operating cash flow – Positive development maintained.



# Employees –

Increase without acquisitions of only 1.6%.



**Latest news.**

**4**



New academic year

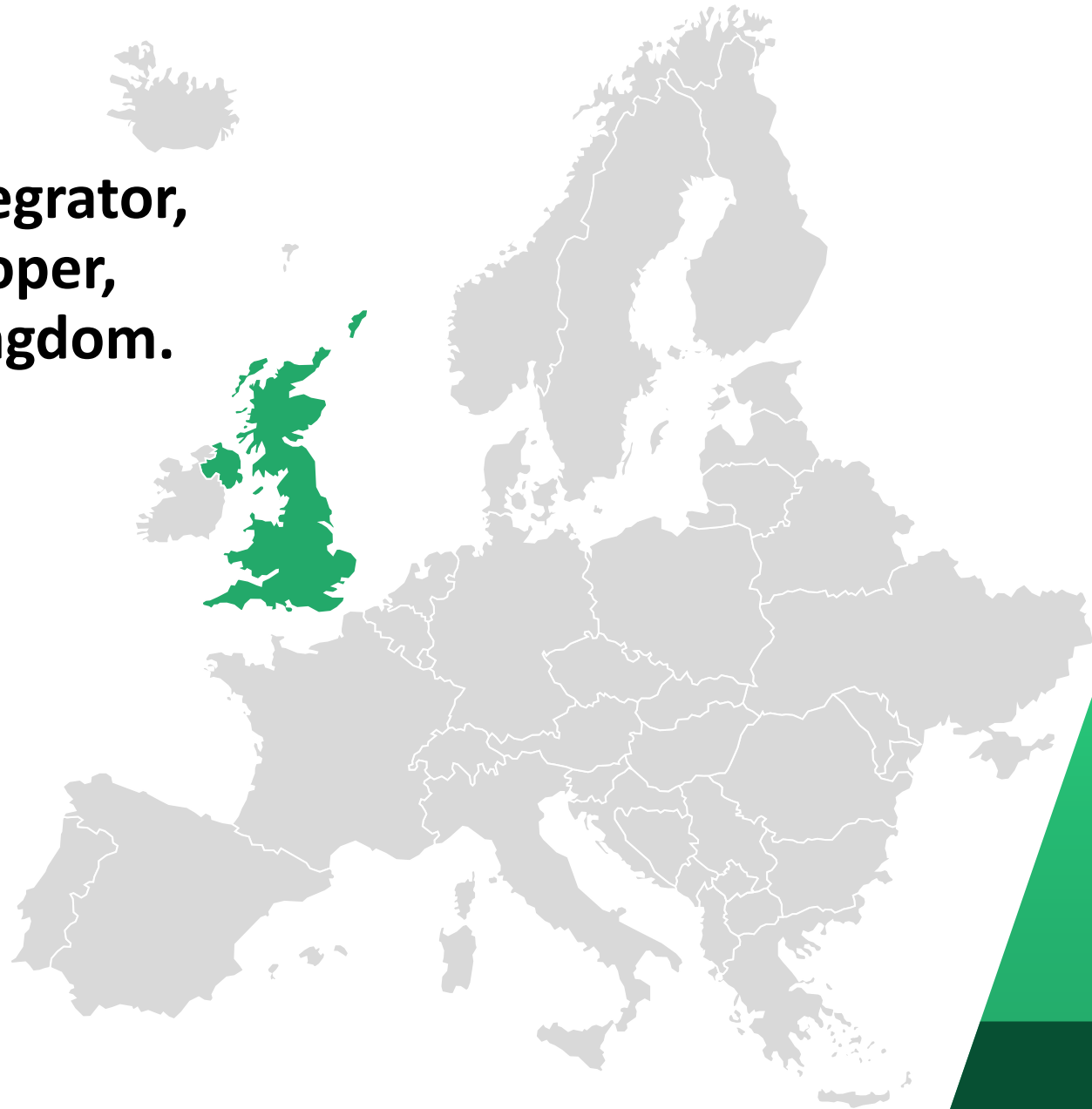
Bechtle sets new vocational training milestone – 286 young people join Bechtle.





International acquisitions

**Bechtle acquires systems integrator, Qolcom, and software developer, DriveWorks in the United Kingdom.**



National acquisitions

**Bechtle bolsters its ranks with  
IT system house s.i.g. in Neu-Ulm and  
Kubernetes specialist, KubeOps.**

**Outlook.**

**5**



# Outlook – Bechtle revises forecast.

## Context.

- Overall economic conditions remain challenging in the 2024 fiscal year.

HOWEVER:

- The need to invest in IT to support the digital transformation and various technological developments (Windows 11, NIS2/Cybersecurity, AI, etc.) remains high.
- Public-sector business expected to continue to normalise/stabilise in Q4.
- Unchanged continuation of our European M&A strategy.

## Objectives.

- Bechtle no longer expects to achieve its 2024 annual forecast, which foresaw business volume, revenue, EBT and EBT margin to be around the same level as the previous year.
- While Bechtle anticipates an improvement in business development in the fourth quarter, the extent cannot be forecast with any accuracy, which is why no new forecast for the remaining weeks of the 2024 fiscal year will be published.

# Any questions?