

# Bechtle AG – Company Presentation

Welcome!  
London | 13 June 2024

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- 3 Business Development.
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# 1 Introduction to Bechtle AG.

# 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

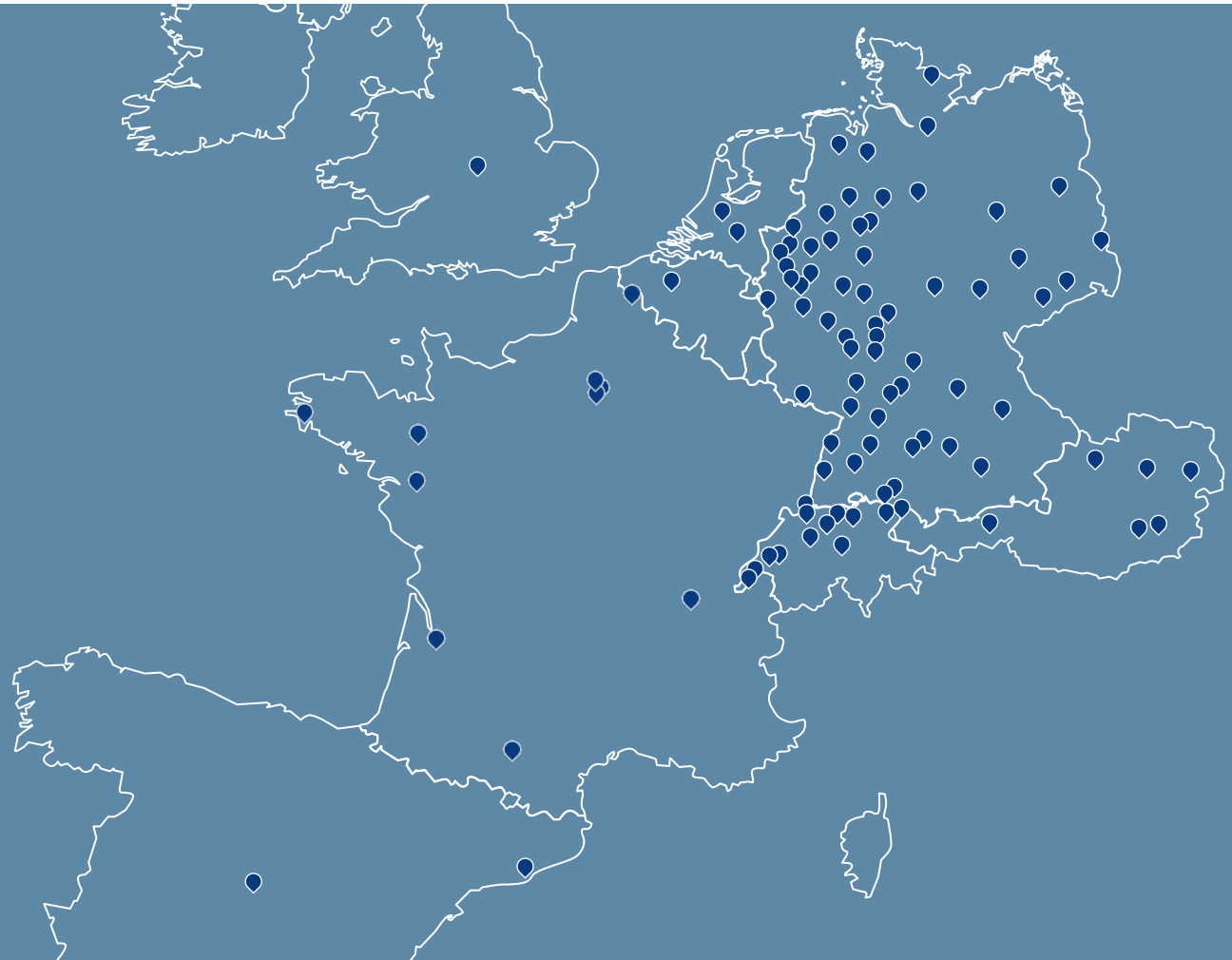
**ENTREPRENEURIAL  
THINKING AND  
BEHAVIOUR**

**DECENTRALISED  
STRUCTURE**

WITH MORE THAN  
100 SUBSIDIARIES

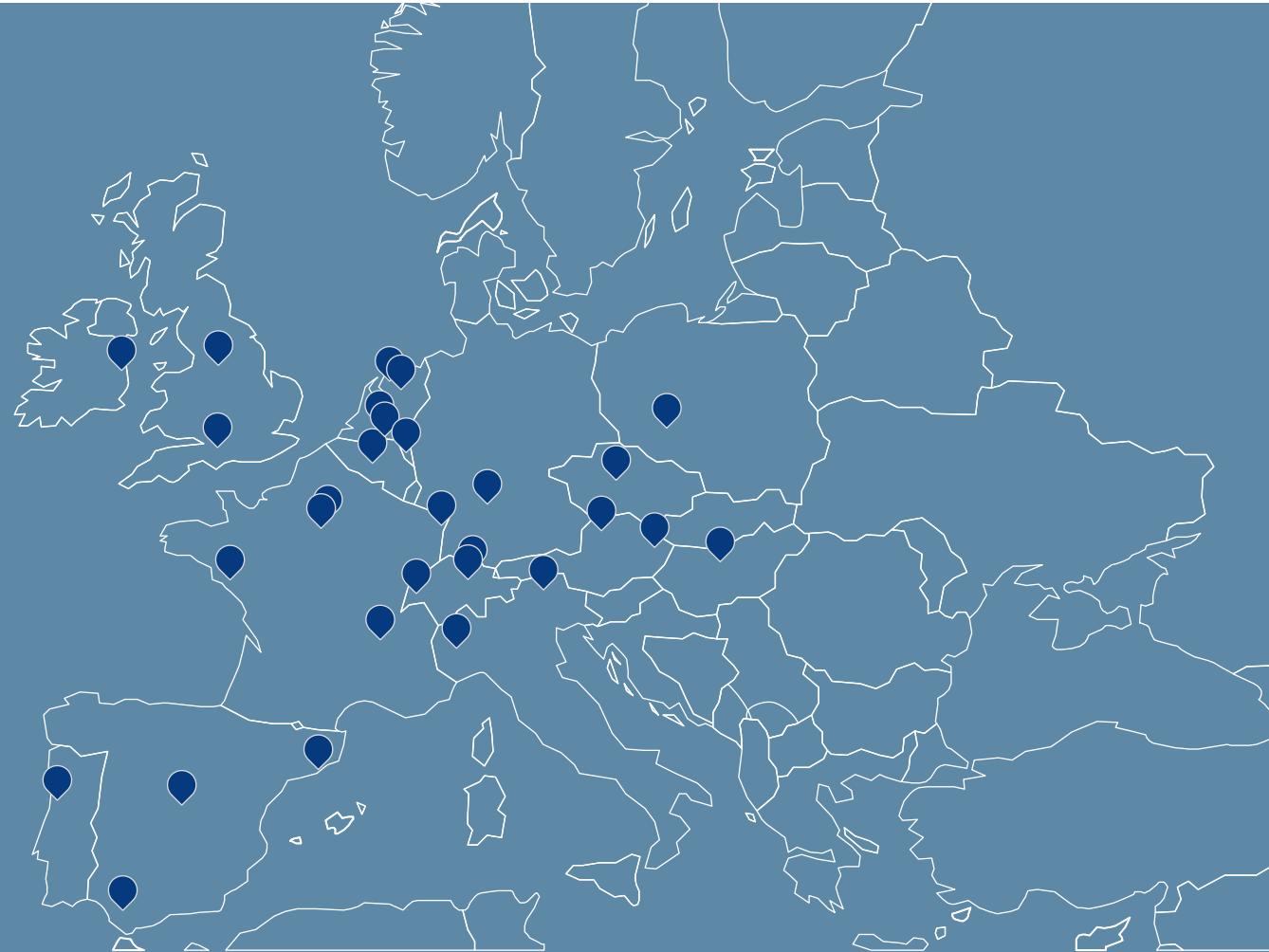
# Business Segment – IT System House & Managed Services.

- Wholesaler: Consulting, procurement and services
- Widespread, regional coverage, even outside DACH
- Close to our customers with more than 100 locations
- Decentralised structure with high responsibility of local MDs
- Employees in 2023: 11,818
- Revenue in 2023: €4.3bn



# 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 2023: 3,341
- Revenue in 2023: €2.1bn

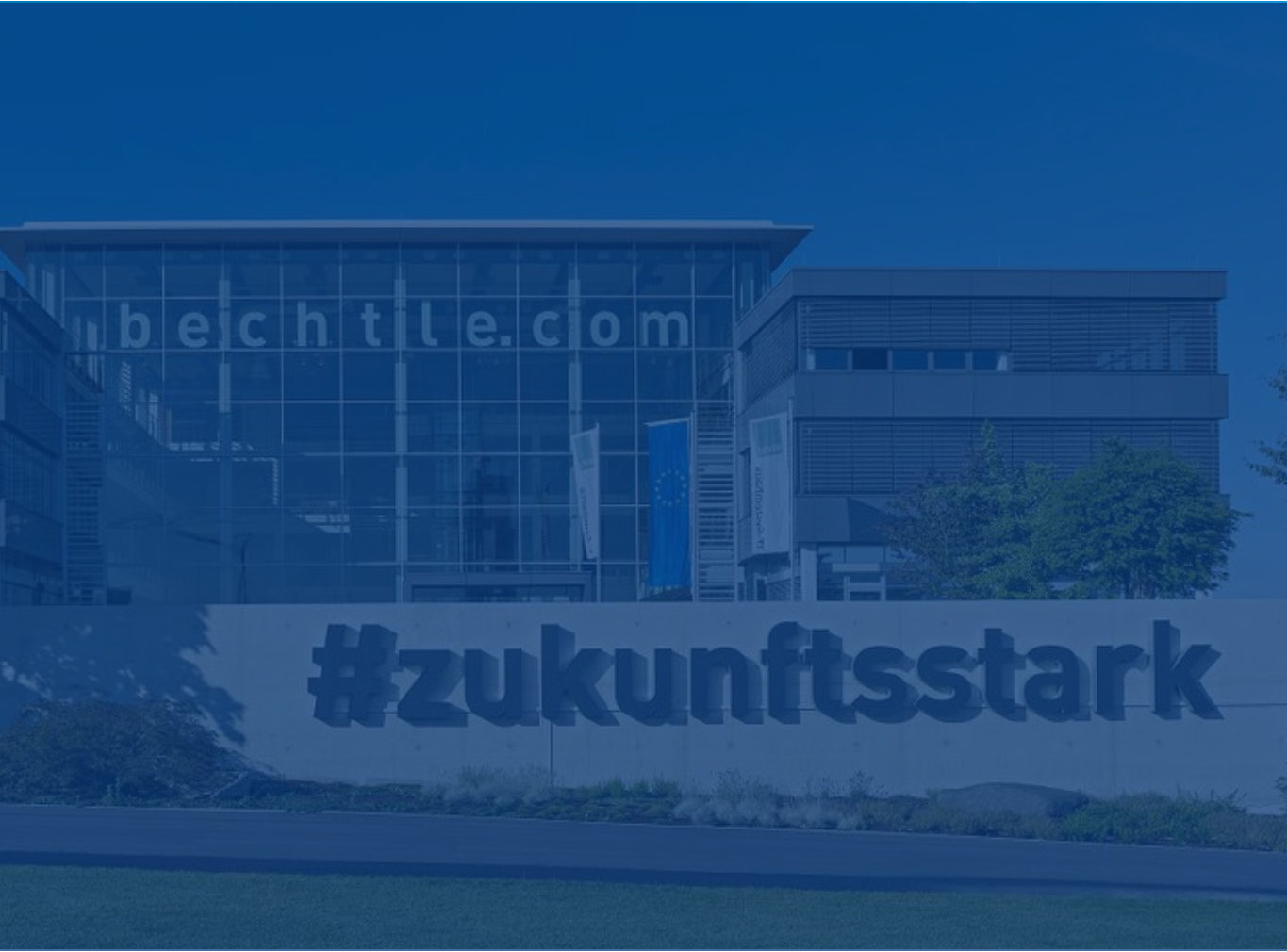


# Nr. 1 Ranked System House in Germany.

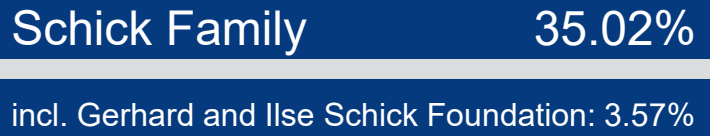
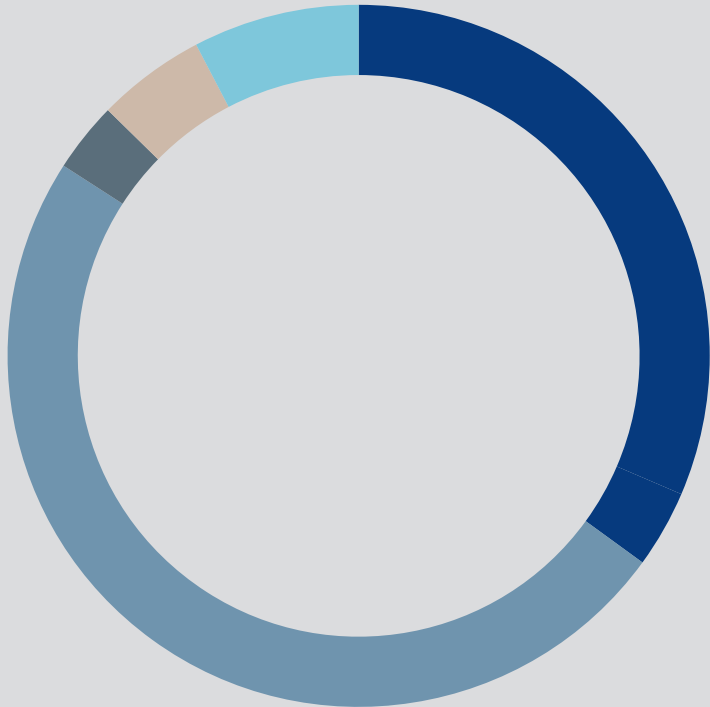
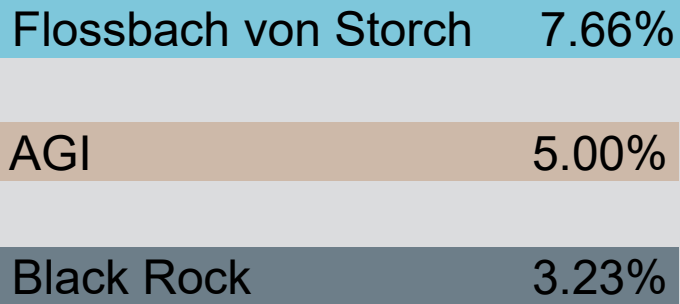
Revenue in Germany (in €m)

RANK	COMPANY	2022
1	Bechtle	3,731
2	T-Systems 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



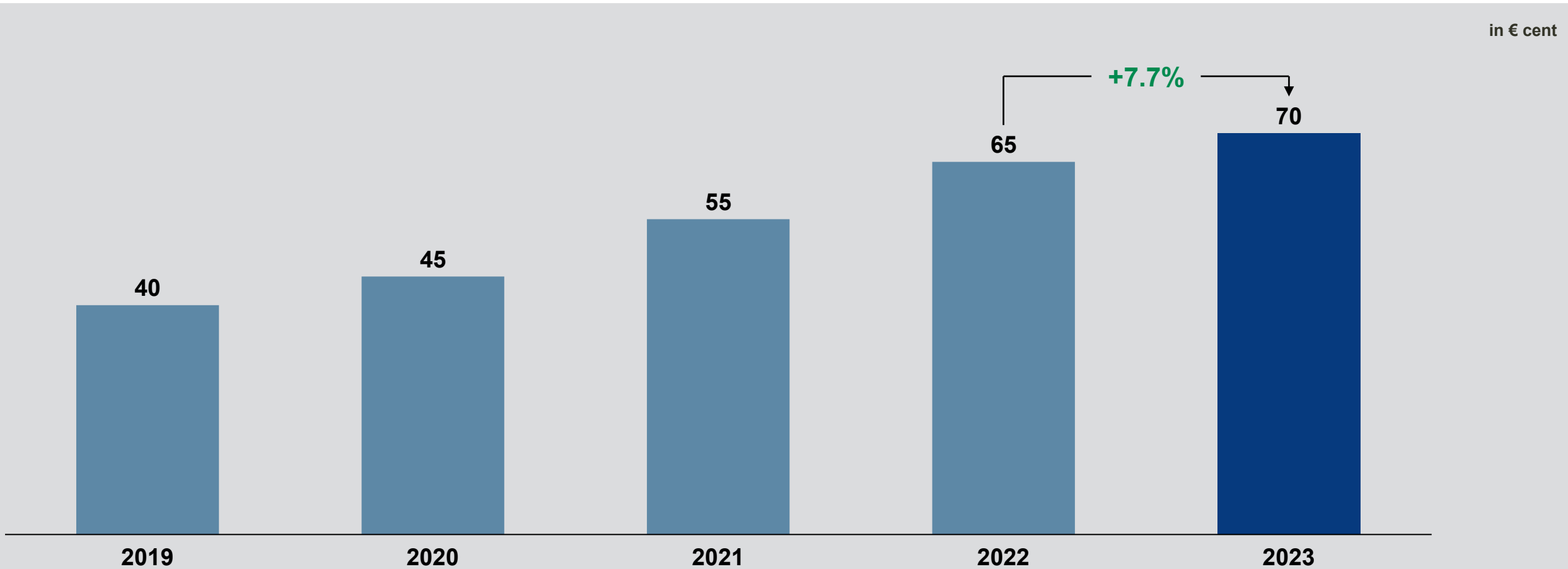
# Shareholder Structure – Long-term and independent anchor shareholder.



Current of: May 2024, 126 million shares



# Dividend – Fourteenth increase in a row.



# 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.

- 2023.**
- Review of suppliers with the CSR audit provider EcoVadis.
  - Introduction of dialogue with selected suppliers.

- Targets.**
- Professionalisation of CSR risk management in accordance with the Supply Chain Act.
  - Conduct supplier development meetings.

## ENVIRONMENT.

- 2023.**
- 40,1% share of alternative-fuel vehicles in our car fleet.
  - 100% green electricity at 35% of all locations across Europe, including the Group headquarters.

- Targets.**
- Gradually extend the company fleet with alternative-fuel vehicles until 2030.
  - Switch further locations of the Bechtle Group to 100% green electricity until 2030.

## PEOPLE.

- 2024.**
- Since 1 March 2024, one woman on the four-member Executive Board.
  - A Diversity Manager has been in place since 1 March 2024.

- Targets.**
- At least one woman within the Executive board until 2025.
  - Develop a comprehensive DE&I strategy until 2024.

## DIGITAL FUTURE.

- 2023.**
- Conversion of further data centres to green electricity in Frankfurt.

- Targets.**
- Use 100% renewable energy in our data centres until 2030.

# 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.

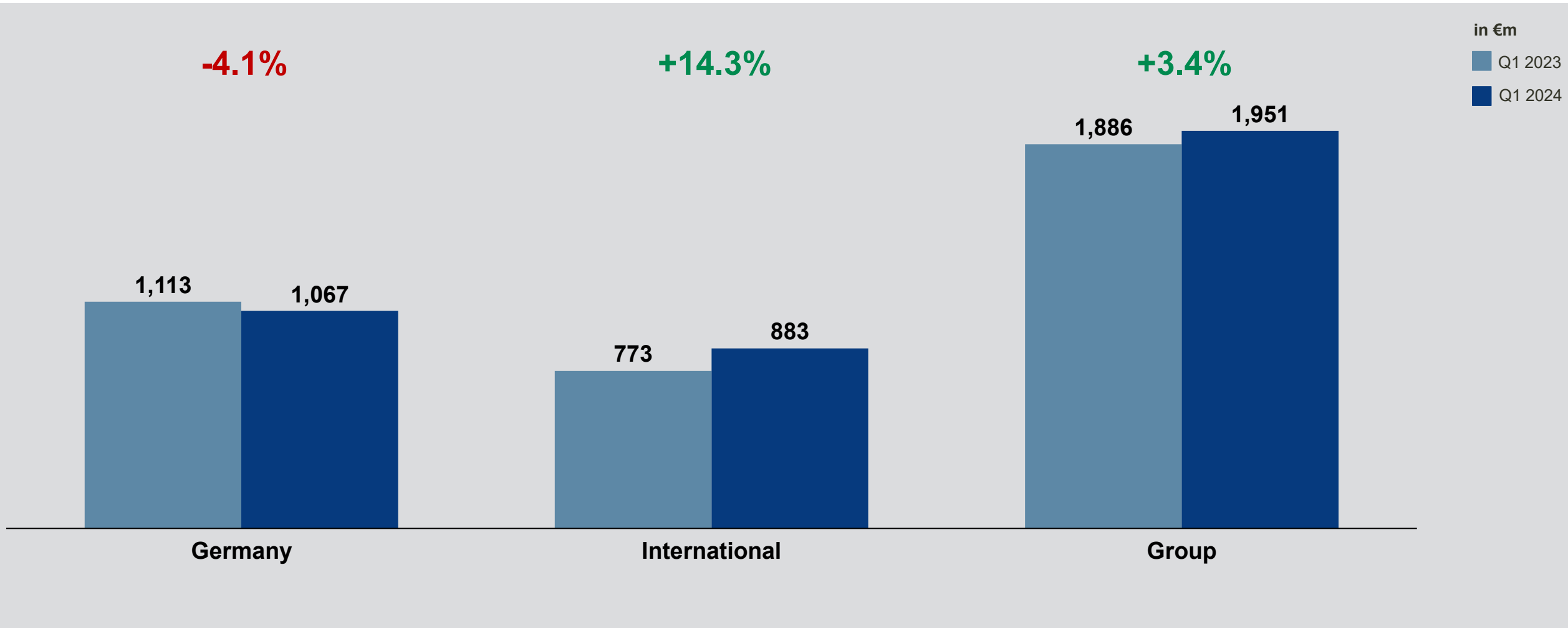
- **Climate-friendly** logistics (packaging and transport)

#### Awareness.

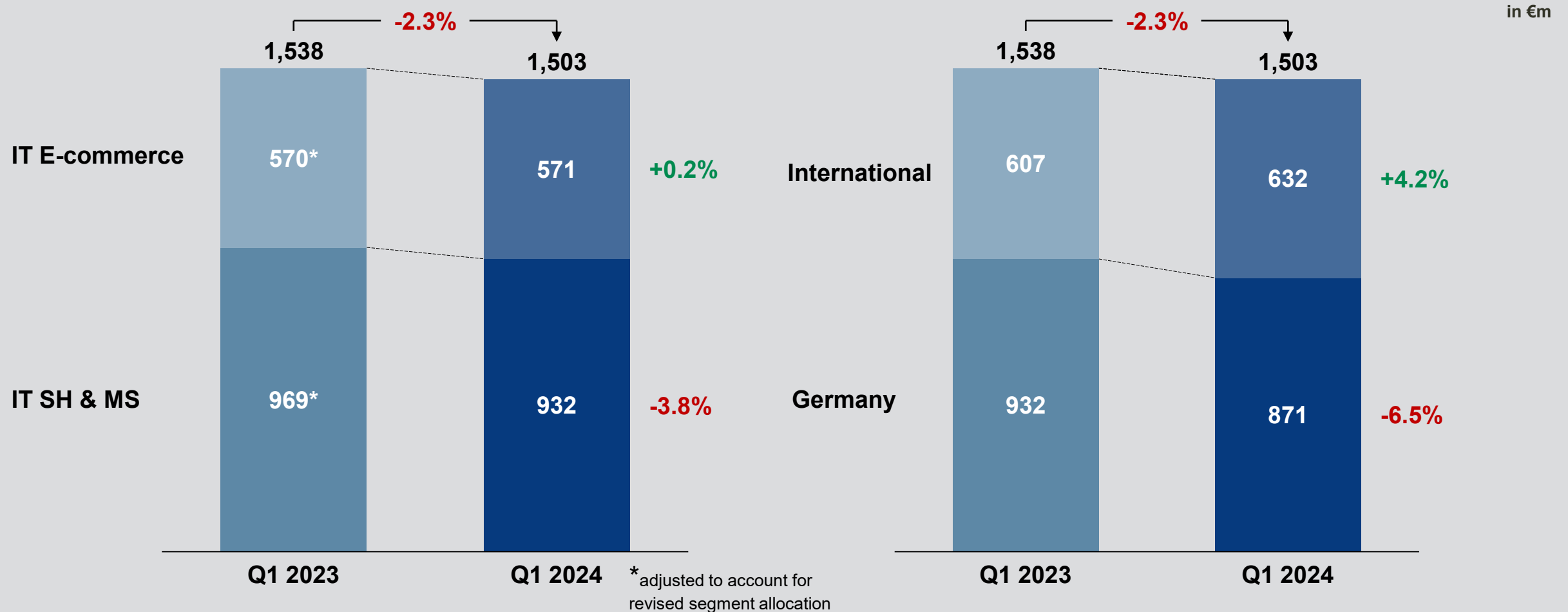
- **Raising awareness** among internal and external stakeholders

# 3 Business development.

# Business volume – A solid start to the year.



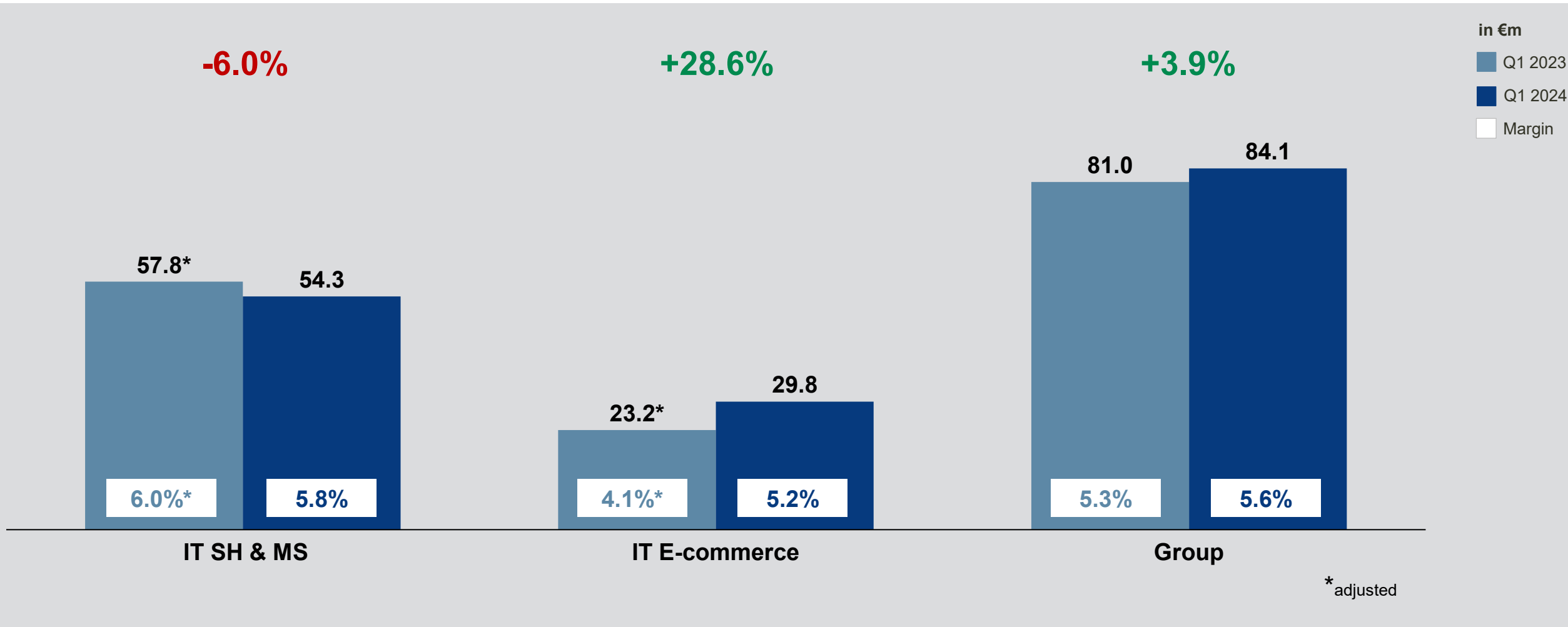
# Revenue – IFRS 15 obscures “real” business development.



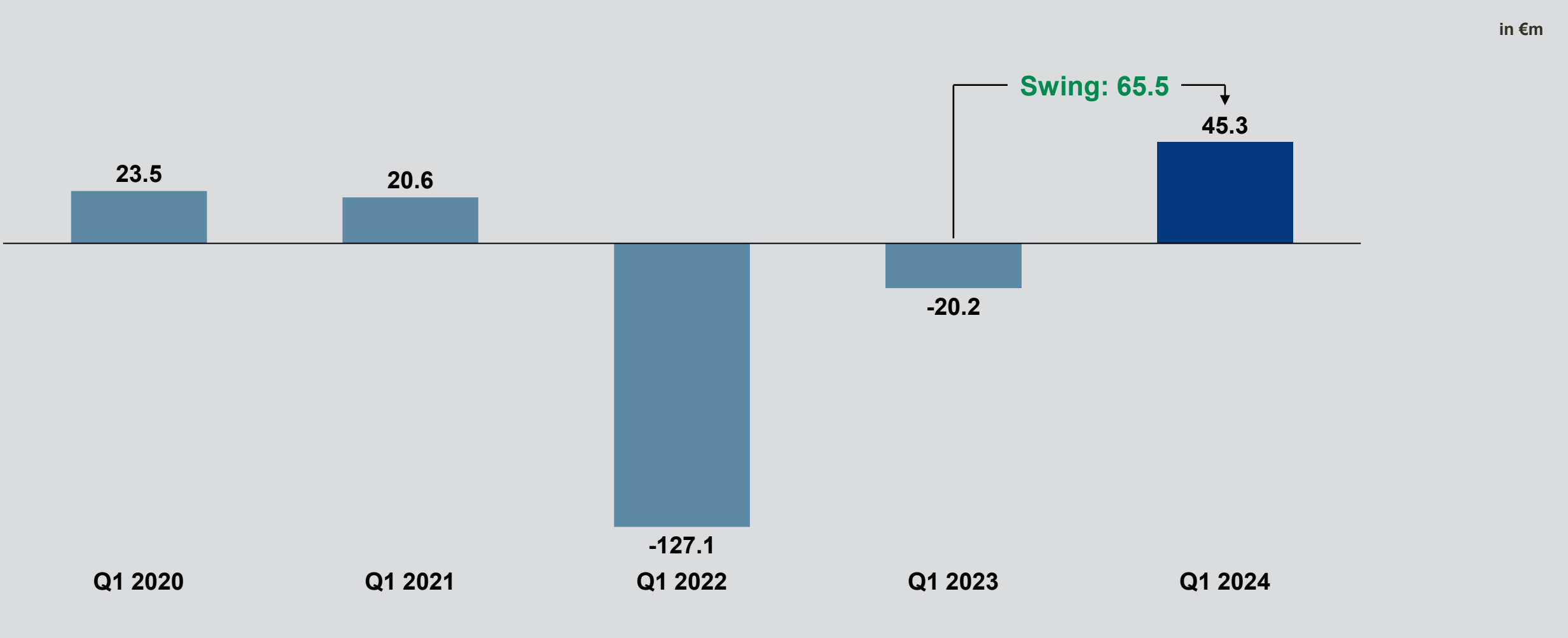


# EBIT –

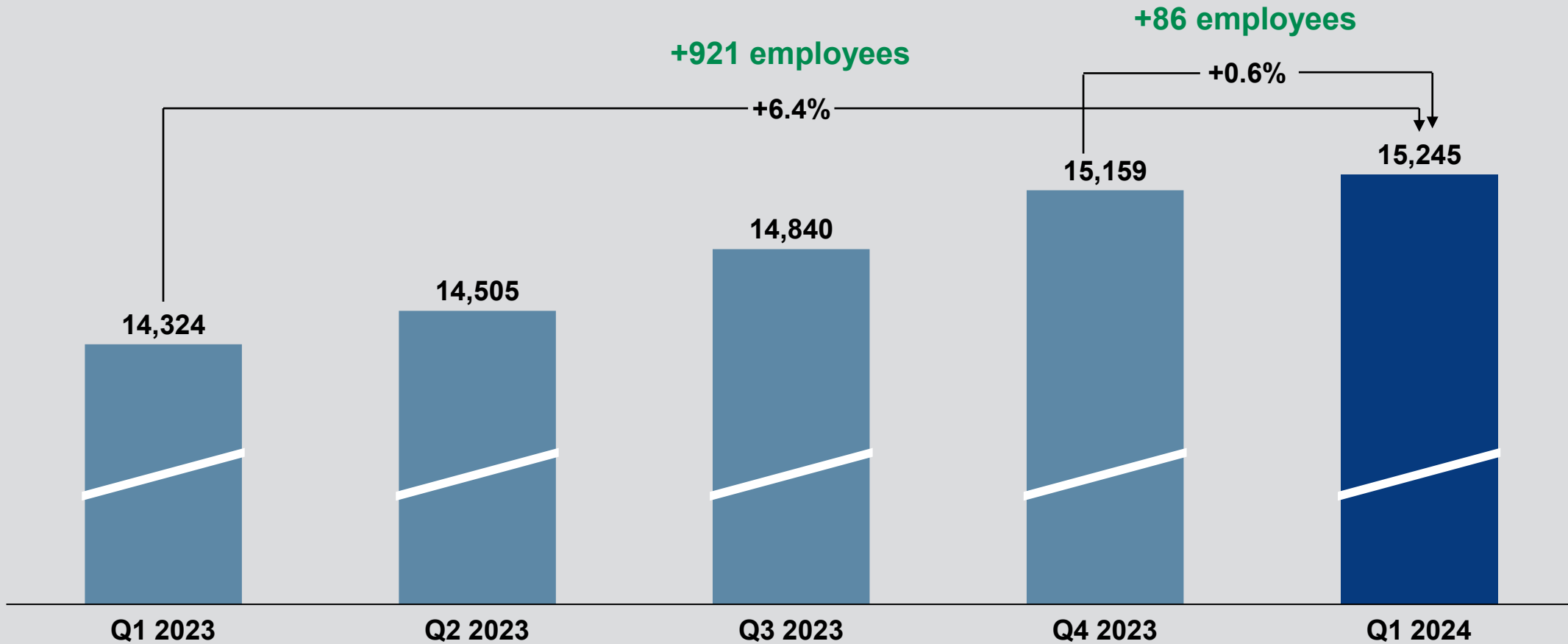
Good group-wide development – Significant imbalance in segment profitability.



# Operative cashflow – Considerable improvement yoy.

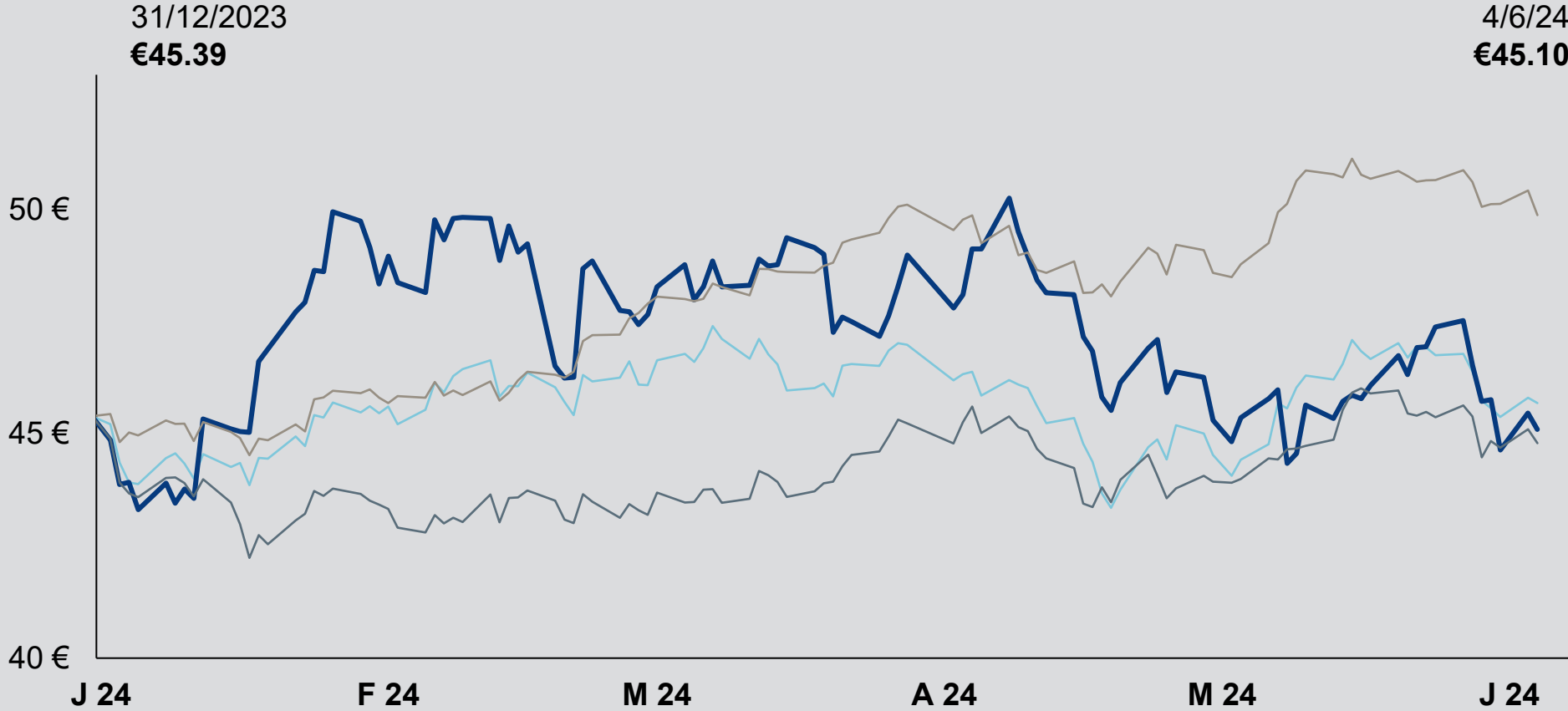


# Employees – Moderate increase of 2.6% without acquisitions.



# 4 The Bechtle Share.

# The Bechtle share – High volatility.



### Performance (ytd)

Bechtle	-0.6%
DAX*	+9.9%
TecDAX*	+0.6%
MDAX*	-1.3%

\* indexed

# 5 News and Highlights.

## 1

**Stepping up international management –  
Bechtle appoints Marijke Kasius and Mathilde Bluteau  
as Vice Presidents.**

Since 1 January 2024, Marijke Kasius has been leading Bechtle's activities in the Netherlands. In France, Mathilde Bluteau joined Bechtle as Vice President on 1 April 2024.





# 2

**Robust and trusted partnerships –  
Bechtle is HP Global Power Elite Partner.**  
HP Inc. has awarded Bechtle its new highest partnership status. As an HP Global Power Elite Partner, Bechtle ranks among the six world’s most capable HP partners.





# 3

## The future in sight – Bechtle and Planet AI expand AI footprint in Rostock.

Bechtle expands its AI network with Planet AI, collaborating closely with the Centre for Artificial Intelligence in Mecklenburg-West Pomerania, the University of Rostock, and the state government.



**GERMANY BEST  
MANAGED  
COMPANIES**

4

**Bechtle recognised with prize –  
Best Managed Companies Award 2024**

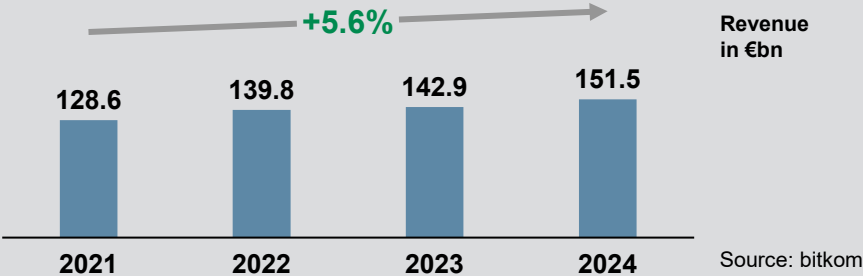
The prize is awarded by Deloitte Private, UBS, the Frankfurter Allgemeine Zeitung (FAZ) and the Federation of German Industries (BDI) to businesses that display outstanding leadership and serve as a role model for other organisations.

# 6 Outlook.

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

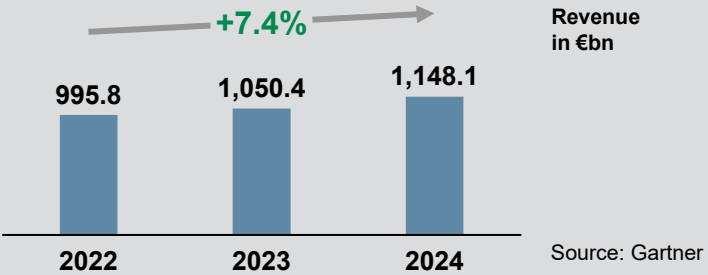
Average growth per year

IT market in Germany –  
Consistently high growth.

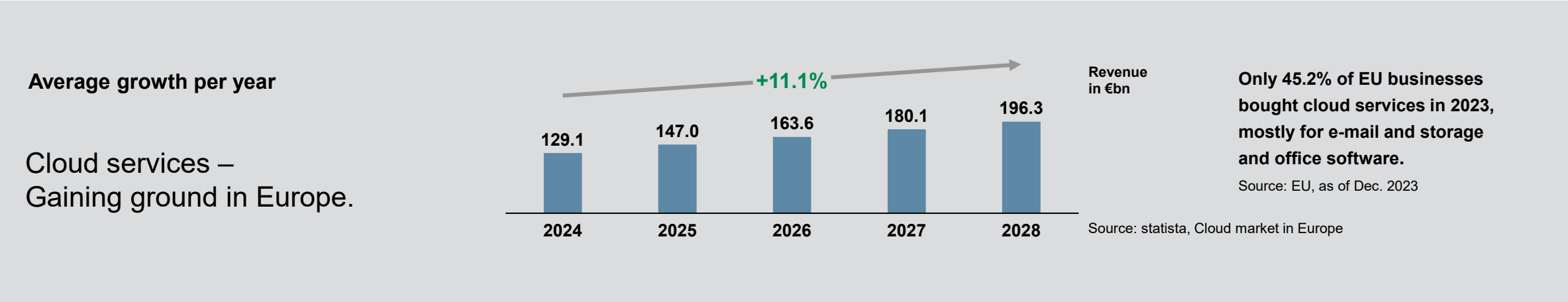
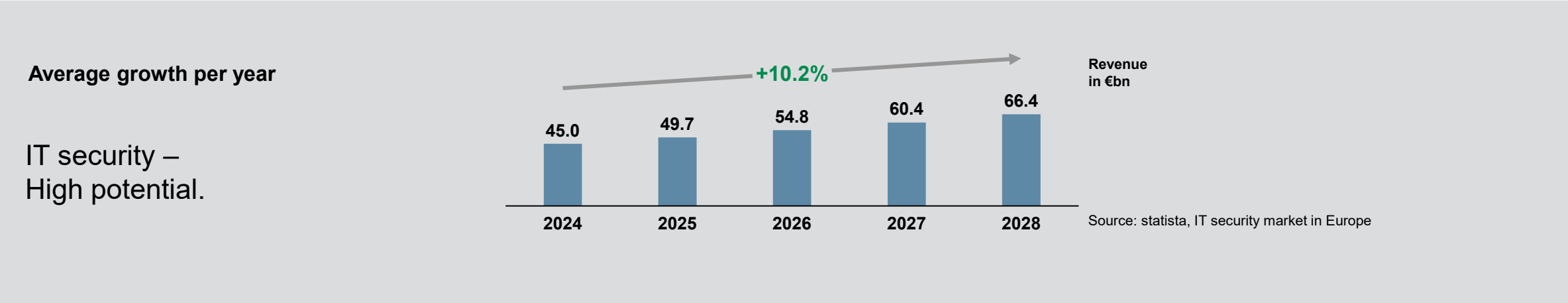


Average growth per year

European IT market –  
Consistently high growth.



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



# Outlook – Bechtle affirms forecast.

## Context.

- Overall economic conditions remain challenging in the 2024 fiscal year.
- Above-average growth expected in the IT market. Individual markets and technologies (security, cloud, edge computing, AI) driving growth.
- Gradual uptick of demand across the board not likely until the 2nd half of the year.
- Need to invest in IT remains high amid the digital transformation and various technological developments.
- Unchanged continuation of our European M&A strategy.

## Objectives.

- Bechtle is optimistic for the current fiscal year.
  - Significant growth in terms of business volume/revenue 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)

