

Bechtle AG – Company Presentation

Welcome!
Frankfurt am Main | 28 May 2024

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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

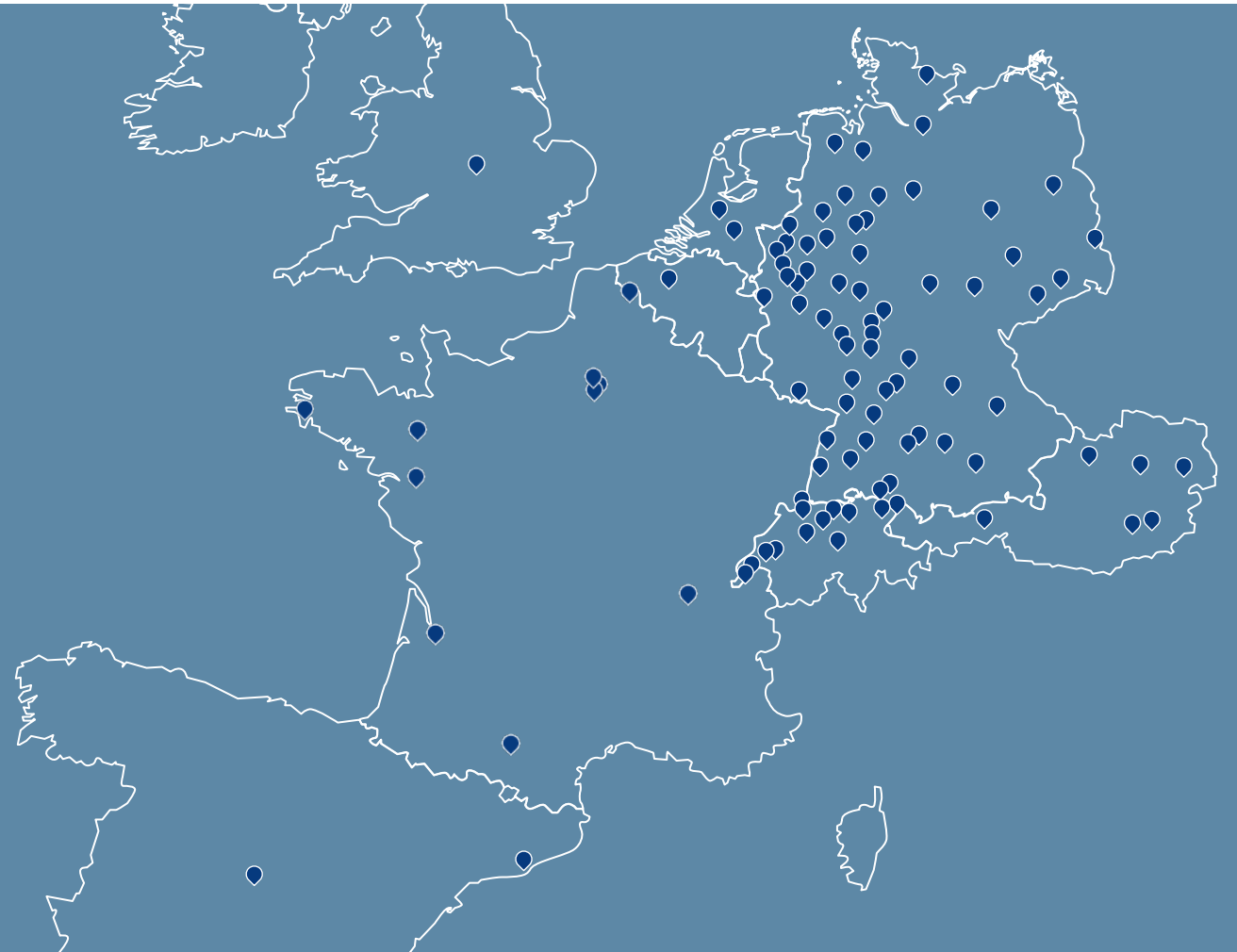
**ENTREPRENEURIAL
THINKING AND
BEHAVIOUR**

**DECENTRALISED
STRUCTURE**

WITH MORE THAN
100 SUBSIDIARIES

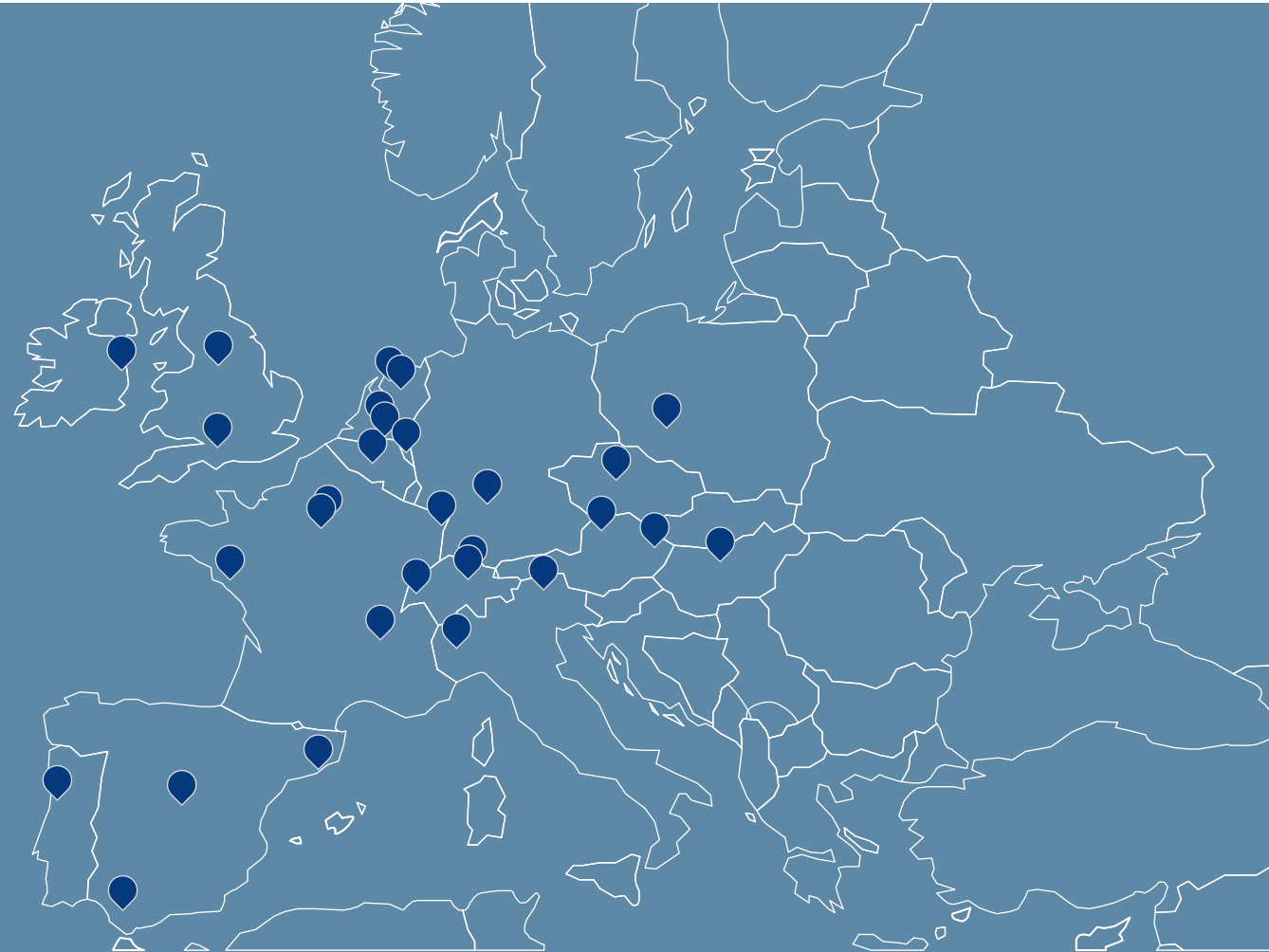
Business Segment – IT System House & Managed Services.

- 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

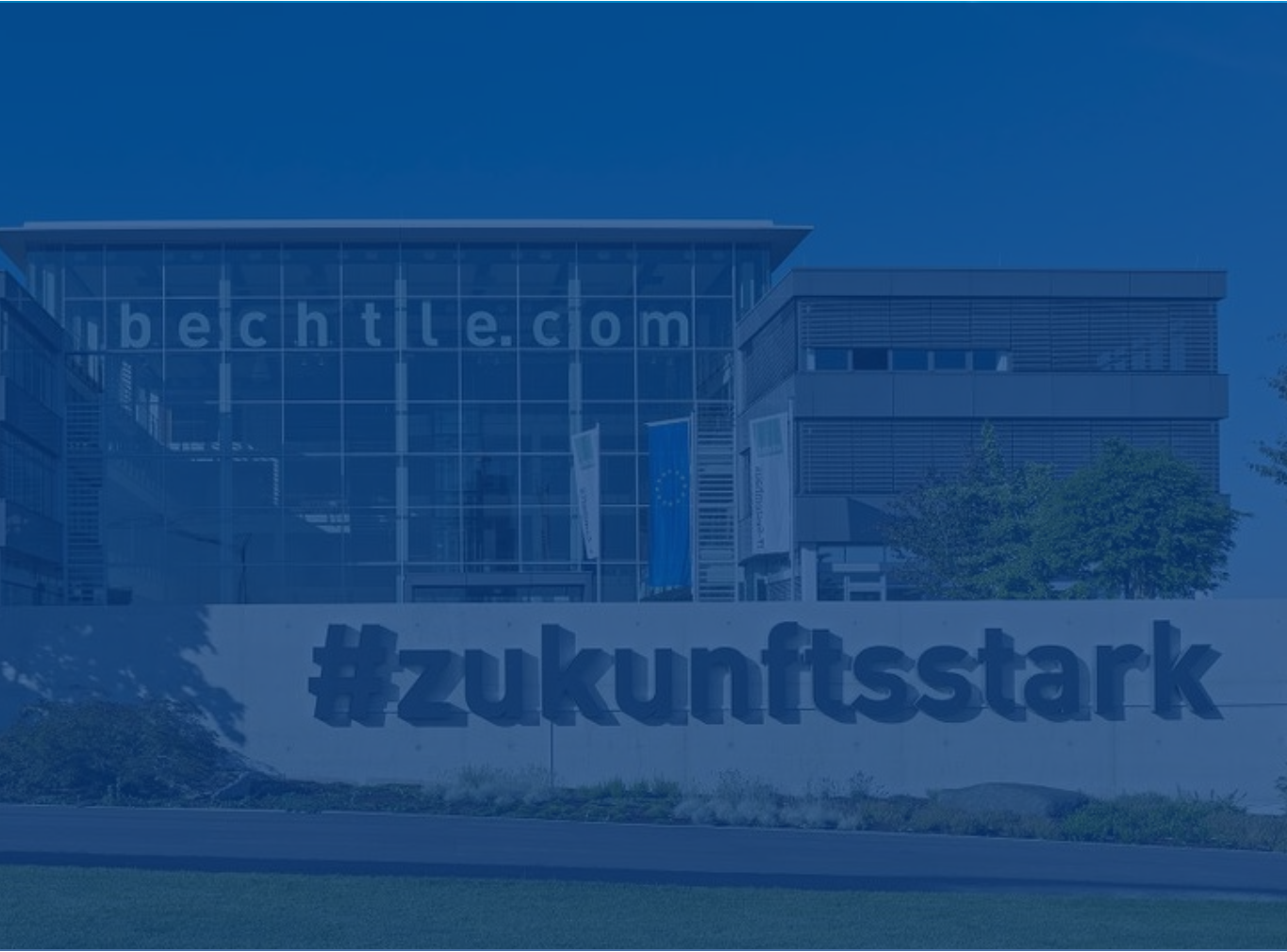


Nr. 1 Ranked System House in Germany.

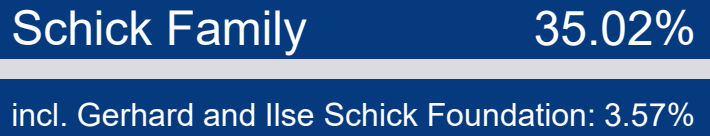
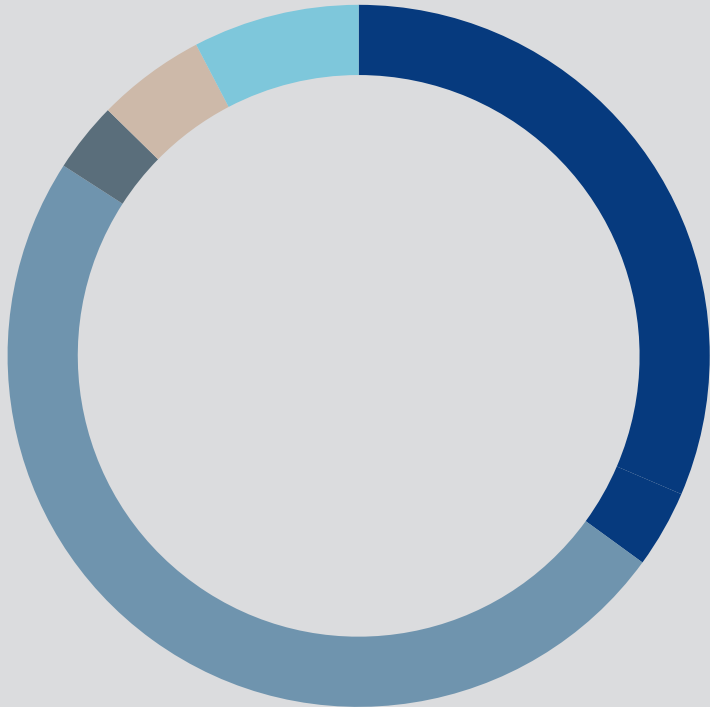
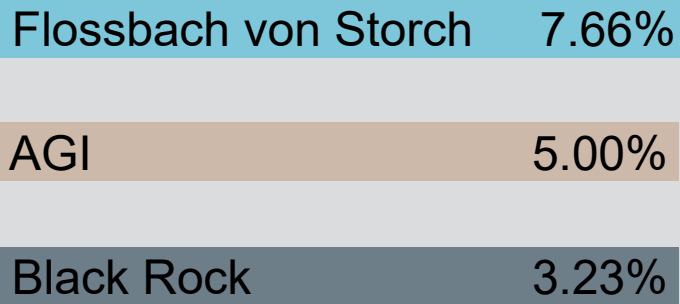
Revenue in Germany (in €m)

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

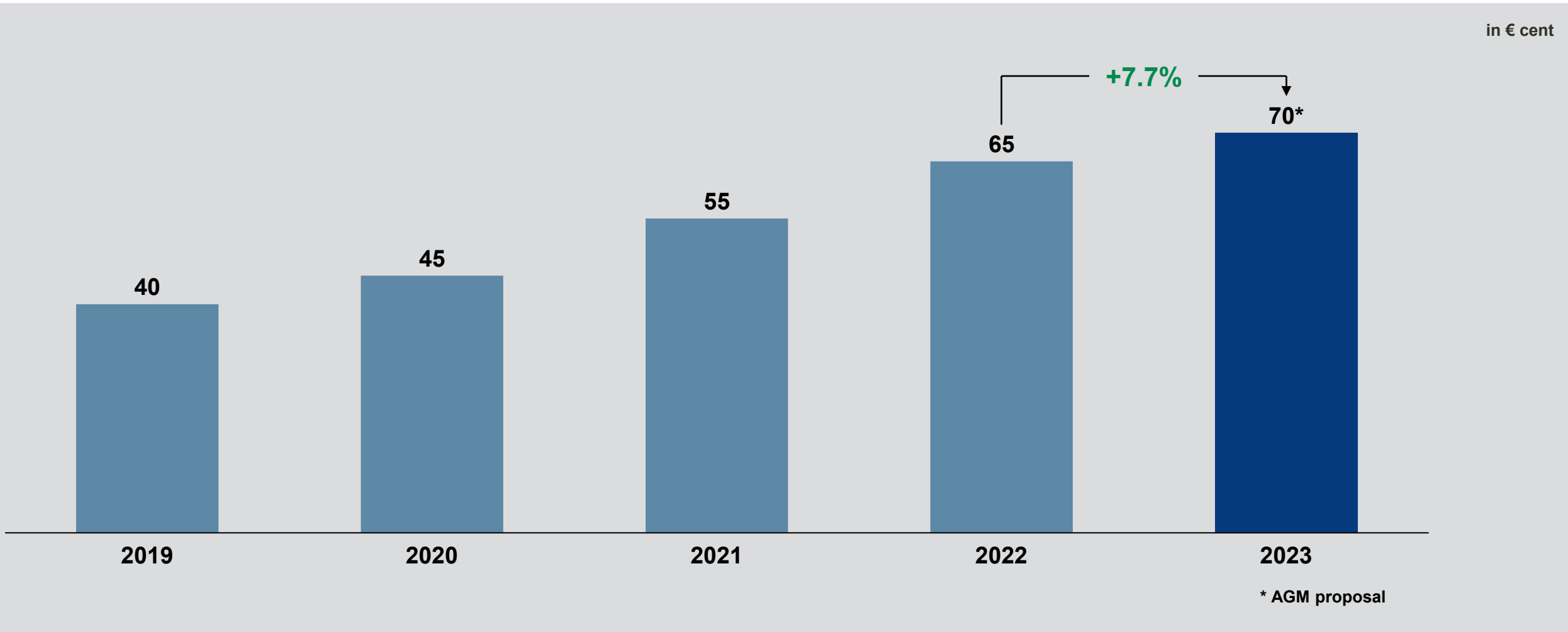


Shareholder Structure – Long-term and independent anchor shareholder.



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.

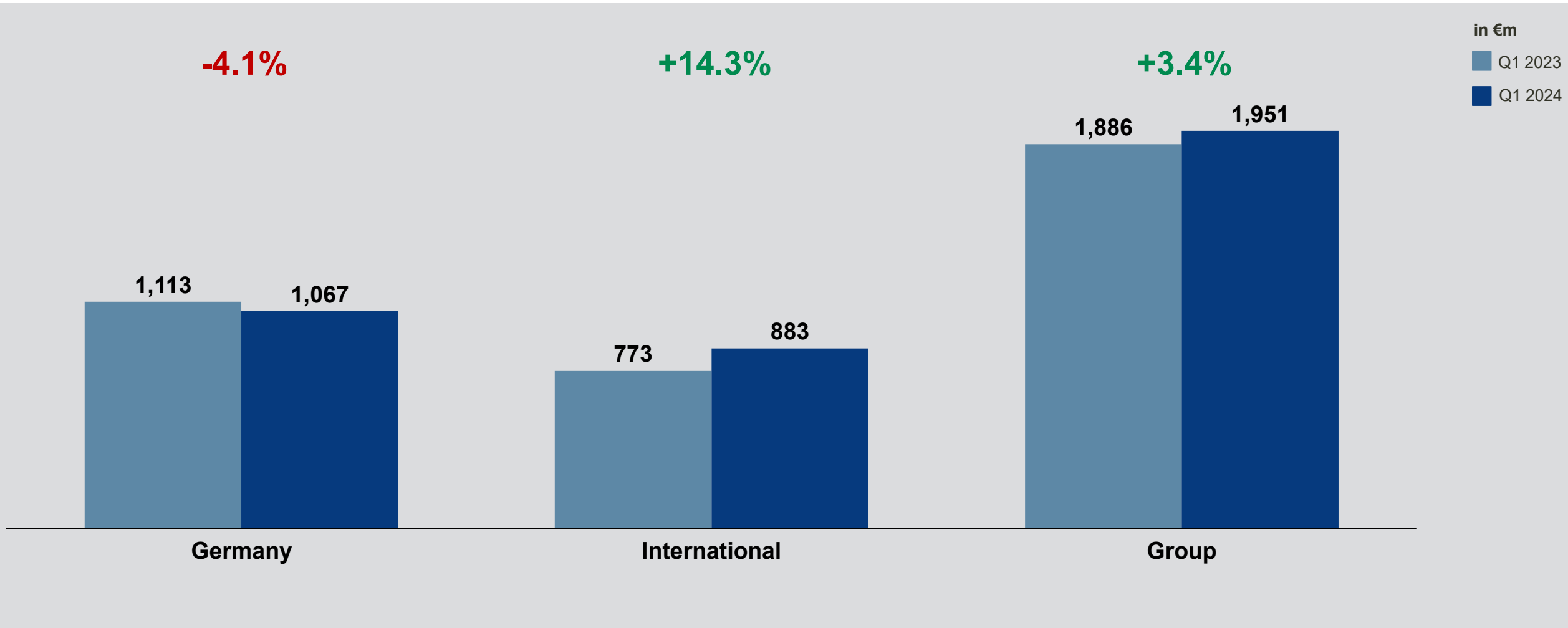
- **Climate-friendly** logistics (packaging and transport)

Awareness.

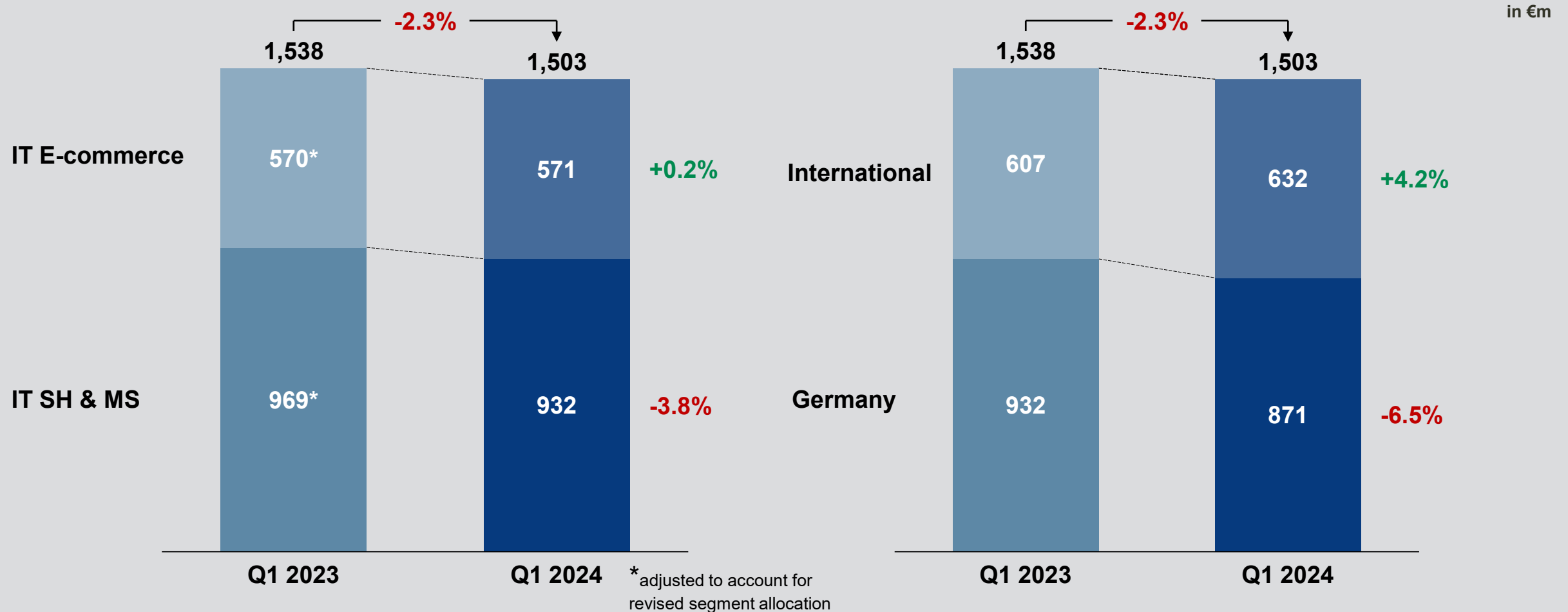
- **Raising awareness** among internal and external stakeholders

3 Business development.

Business volume – A solid start to the year.

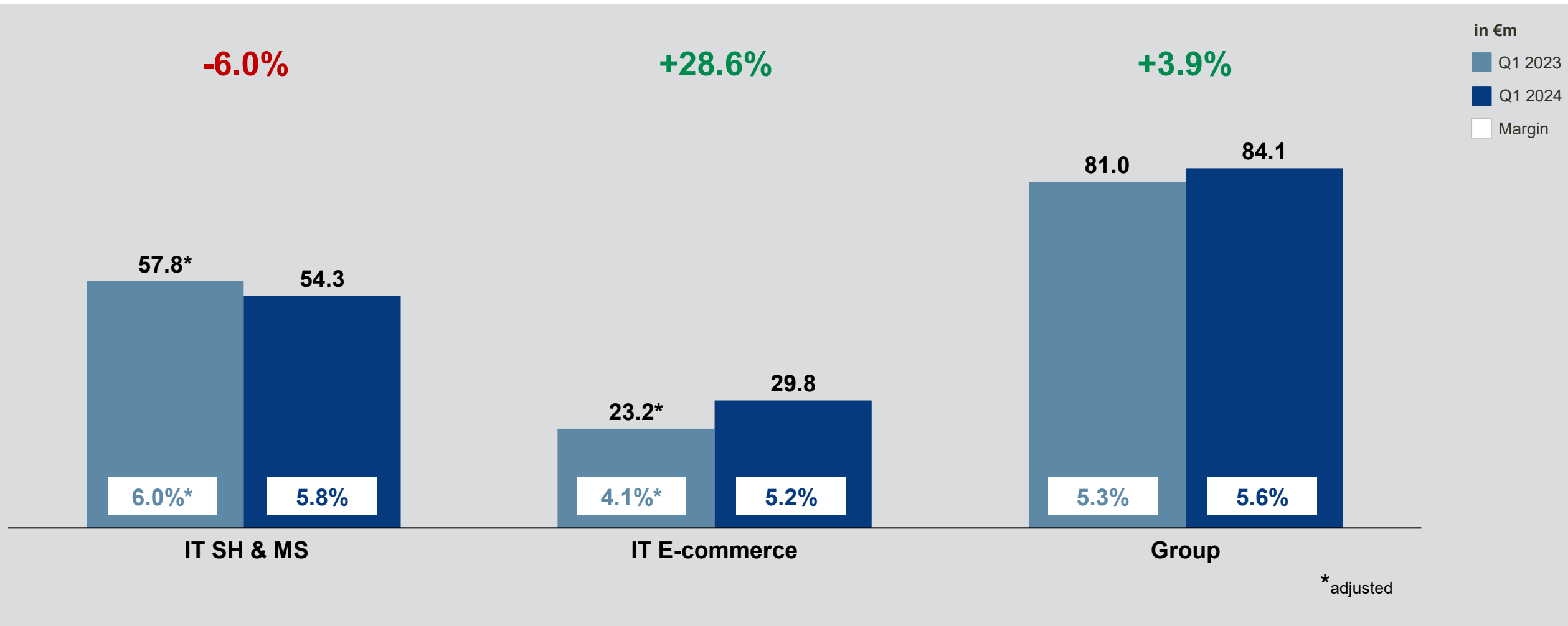


Revenue – IFRS 15 obscures “real” business development.

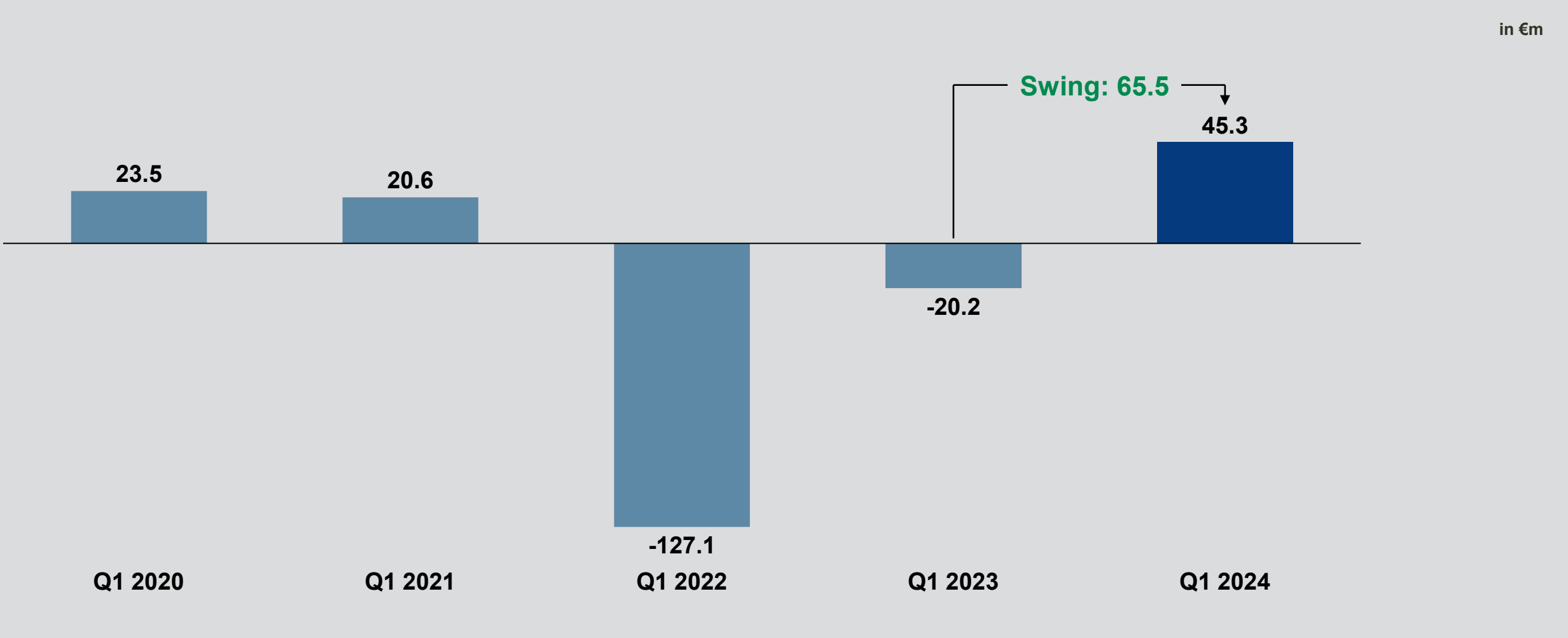


EBIT –

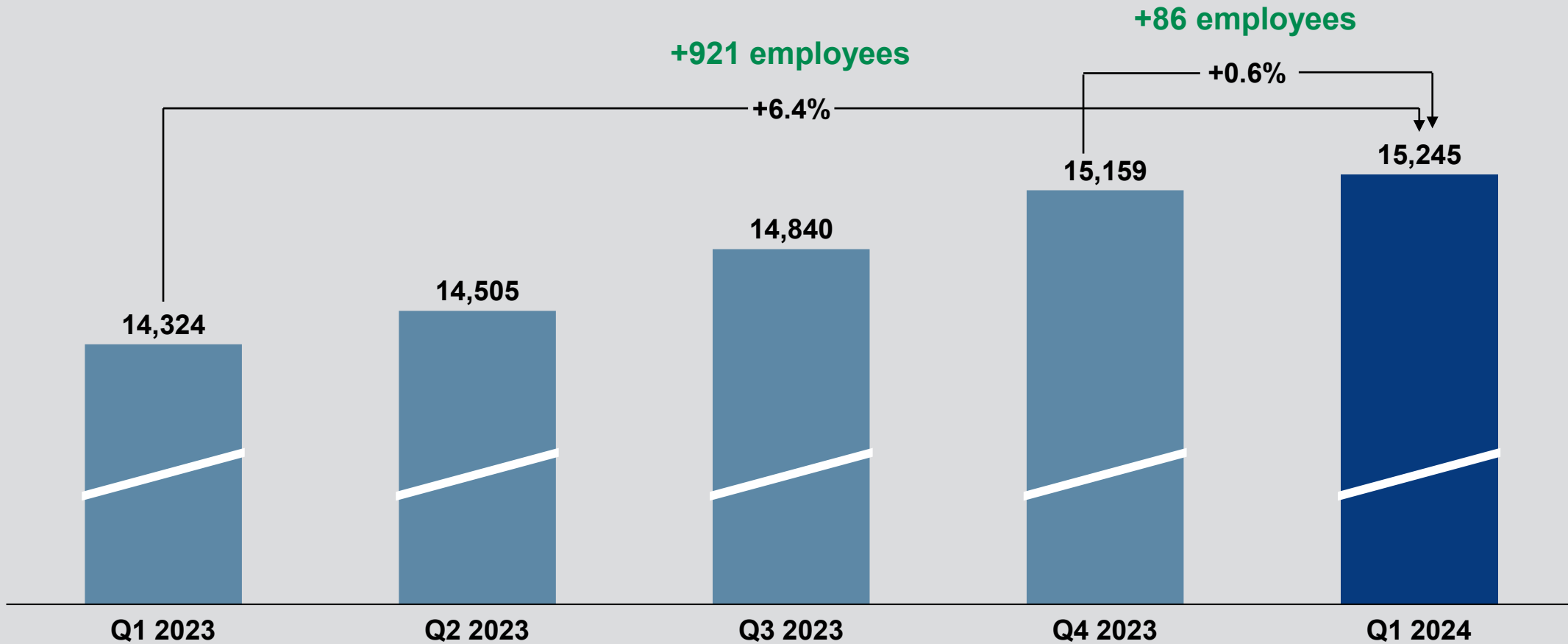
Good group-wide development – Significant imbalance in segment profitability.



Operative cashflow – Considerable improvement yoy.

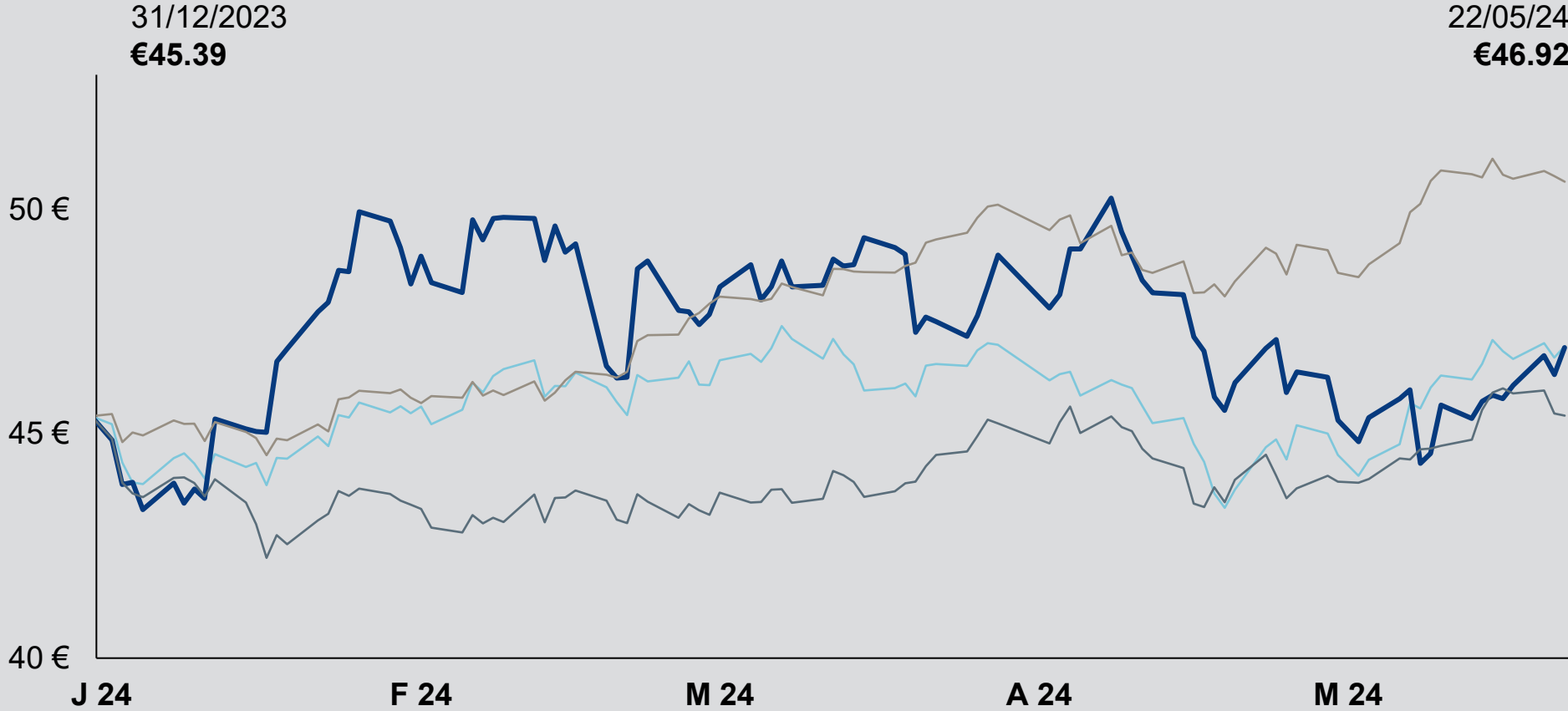


Employees – Moderate increase of 2.6% without acquisitions.



4 The Bechtle Share.

The Bechtle share – High volatility.



Performance (ytd)

Bechtle	+3.4%
DAX*	11.5%
TecDAX*	+3.4%
MDAX*	0.0%

* 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**

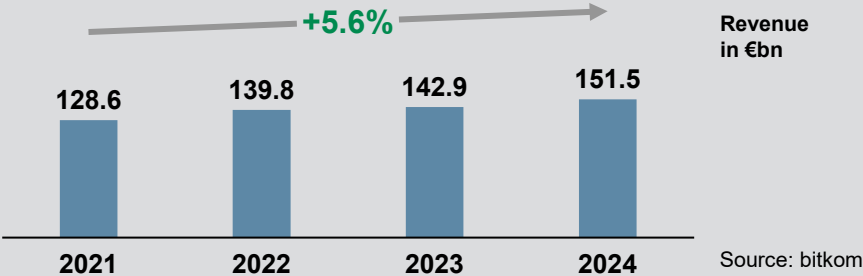
The prize is awarded by Deloitte Private, UBS, the Frankfurter Allgemeine Zeitung (FAZ) and the Federation of German Industries (BDI) to businesses that display outstanding leadership and serve as a role model for other organisations.

6 Outlook.

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

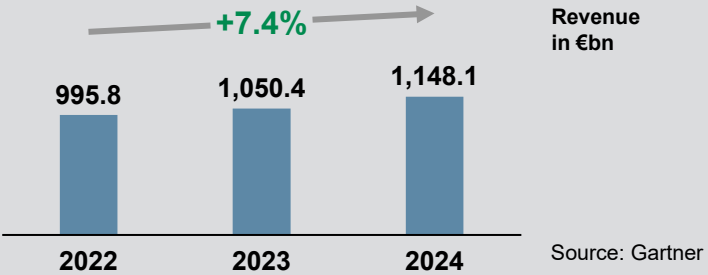
Average growth per year

IT market in Germany –
Consistently high growth.

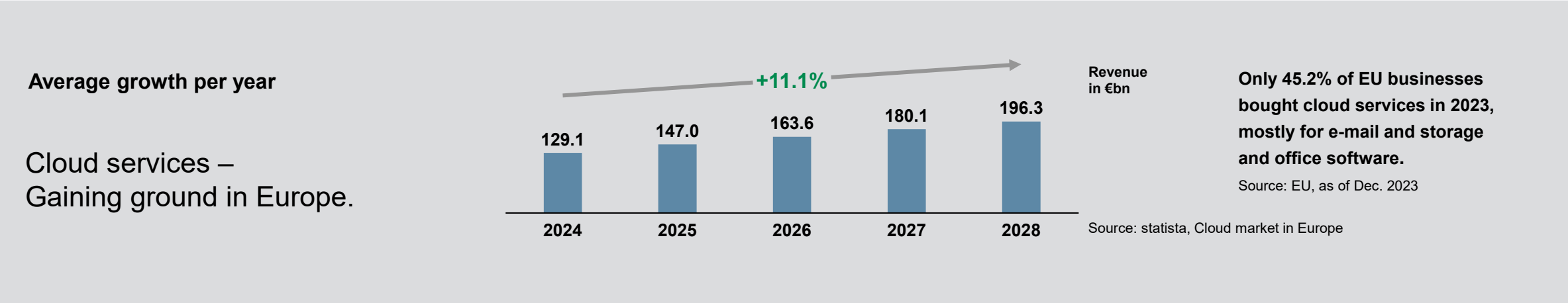
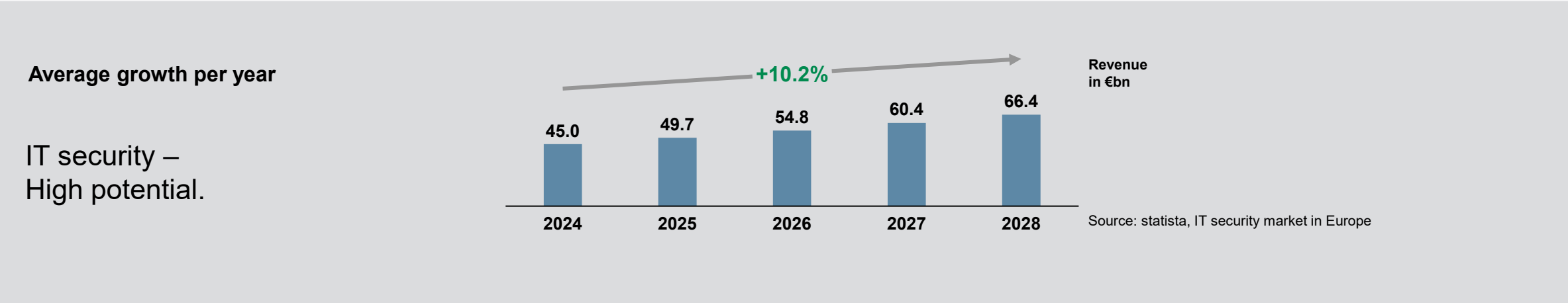


Average growth per year

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

