Bechtle AG – Company Presentation

Welcome!
Kopenhagen | 21 March 2024

Contents.

1 Introduction to Bechtle AG.

2 Sustainability.

3 Business Development.

4 The Bechtle Share.

5 News and Highlights.

6 Outlook.

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

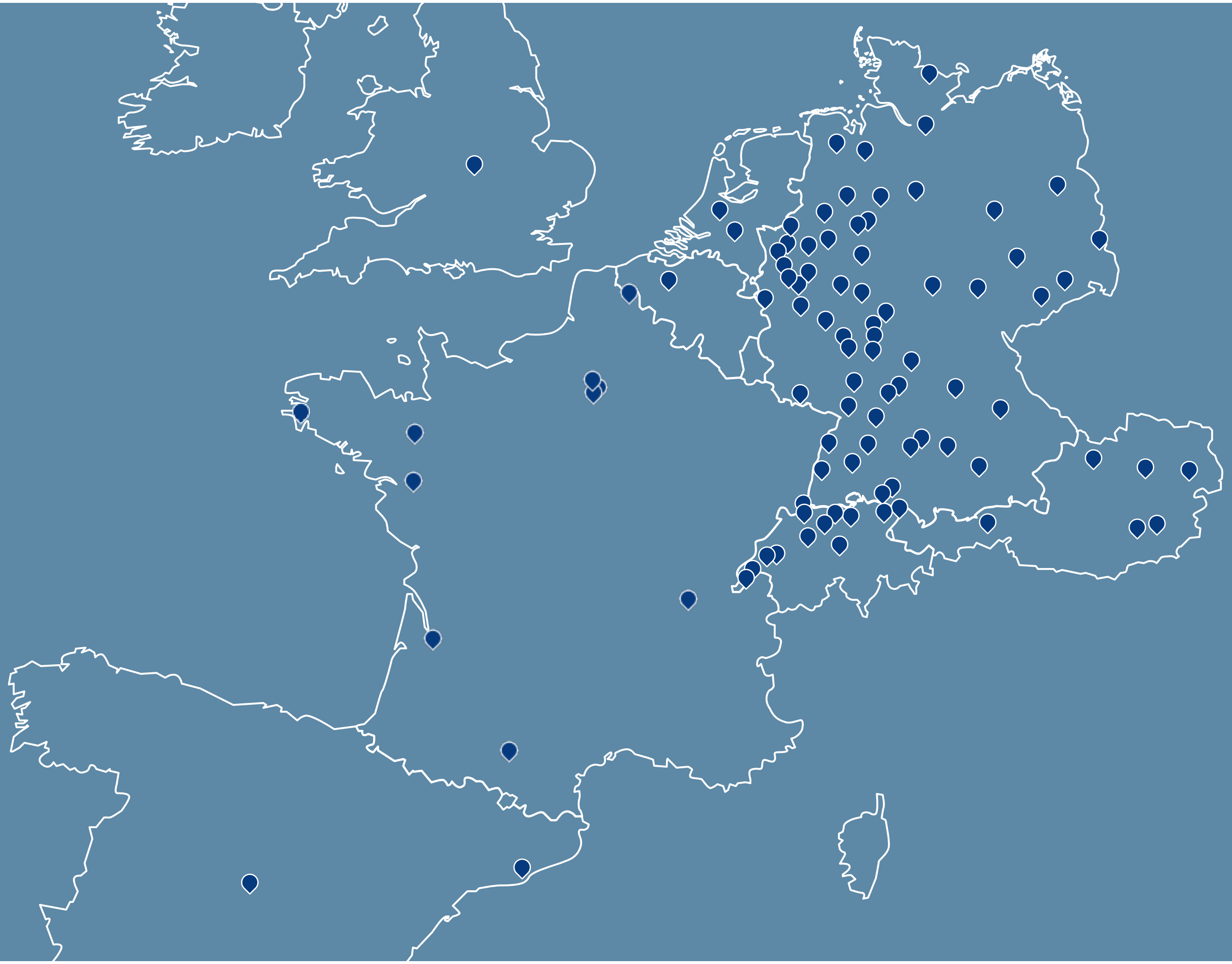
Present in 14 European countries supporting our customers worldwide

7.8 bn €
Business Volume in 2023

ENTREPRENEURIAL THINKING AND BEHAVIOUR

DECENTRALISED STRUCTURE
WITH MORE THAN 100 SUBSIDIARIES

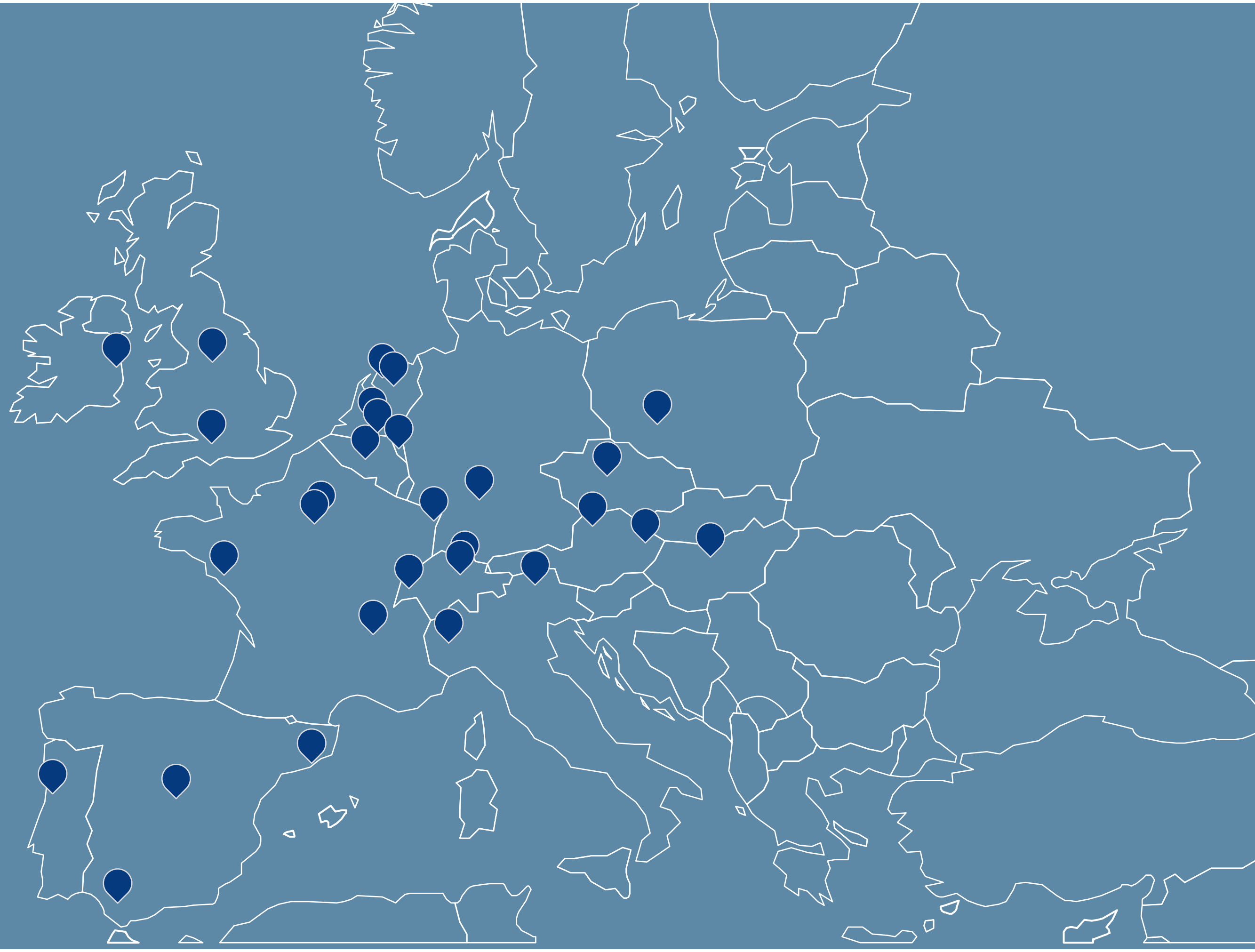
Business Segment –
IT System House & Managed Services.



- 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.

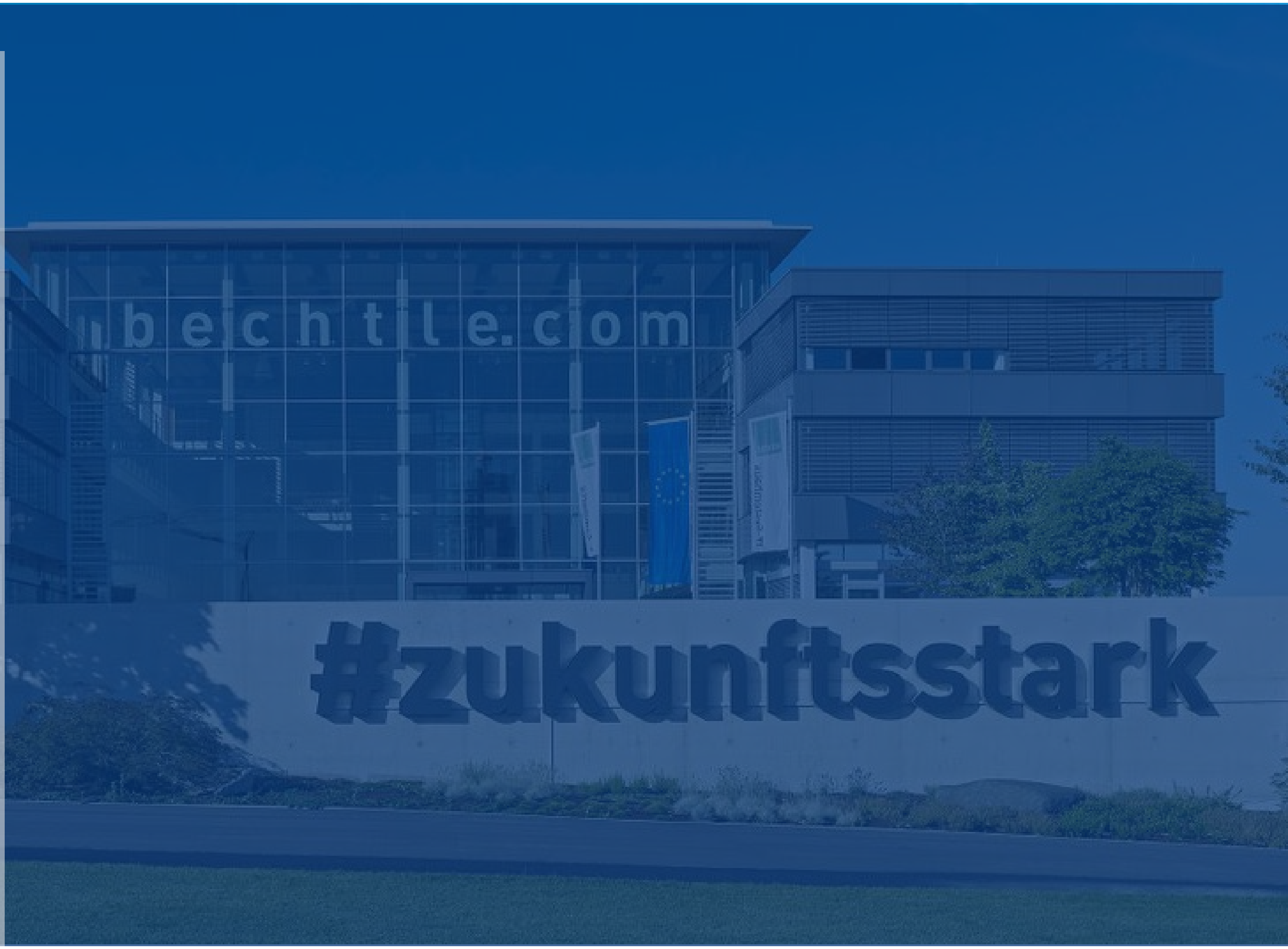
- Pure trading business
- Presence in 14 European countries with our brand Bechtle direct
- Cross-channel strategy: Digital reach with personal account management. Outbound oriented sales force
- Individual e-procurement services at bechtle.com
- Peripherals under our own brand Articona
- Employees in 2023: 3,341
- Revenue in 2023: €2.1bn



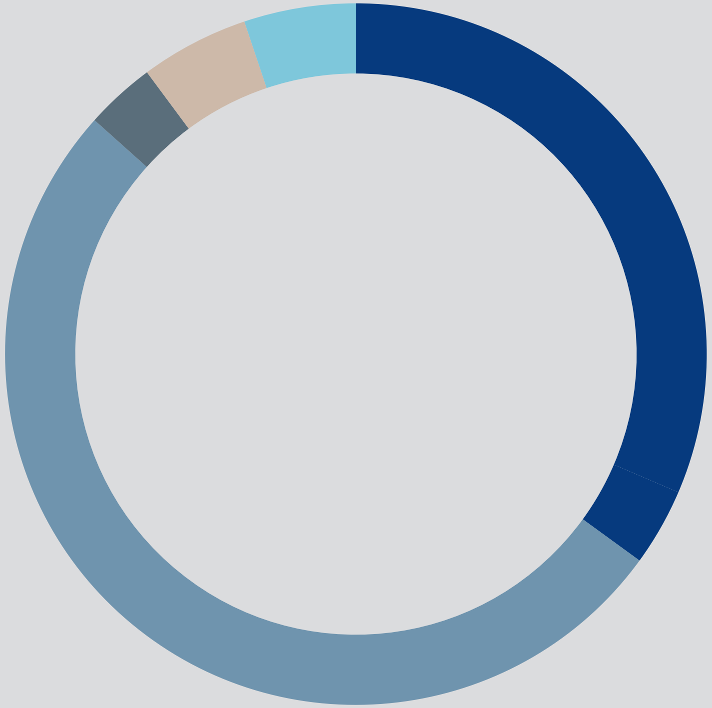
Nr. 1 Ranked System House in Germany.

RANK	COMPANY	Revenue in Germany (in €m) 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.



Flossbach von Storch 5.15%

AGI 5.00%

Black Rock 3.23%

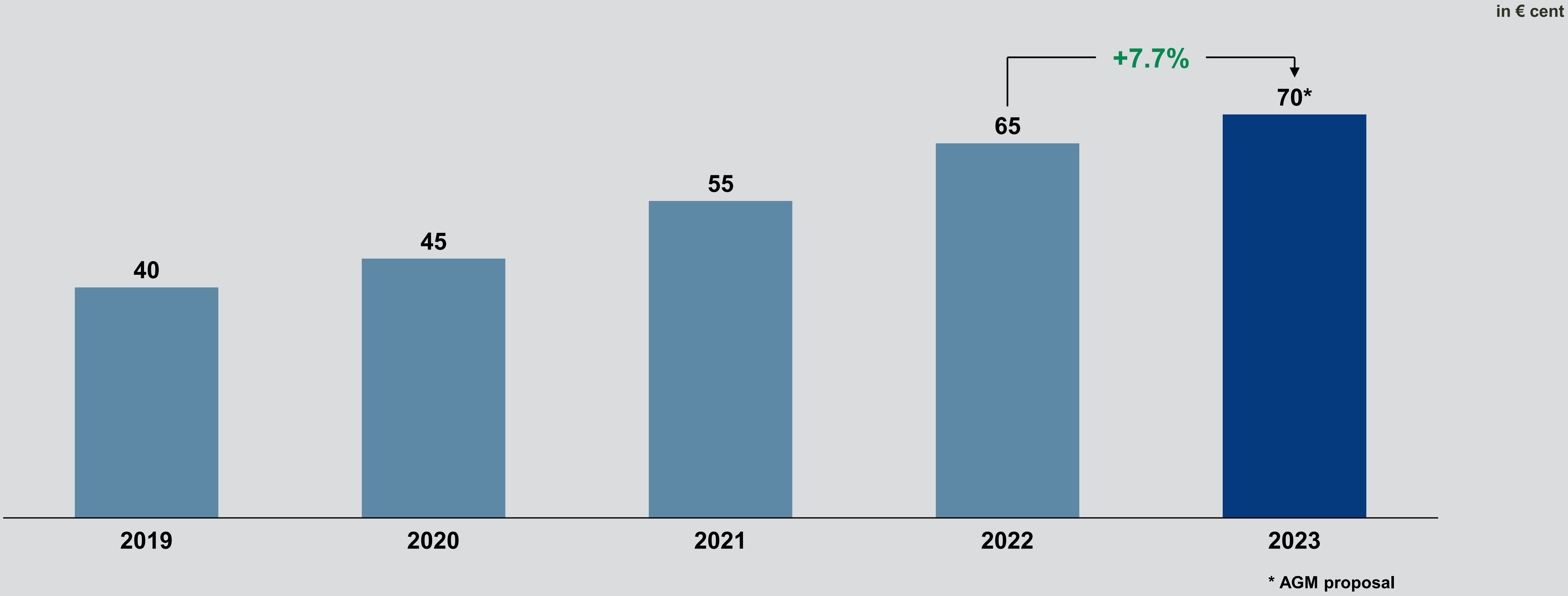
Schick Family 35.02%

incl. Gerhard and Ilse Schick Foundation: 3.57%

Freefloat 51.60%

Current of: March 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

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.

ETHICAL BUSINESS PRATICES.

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.

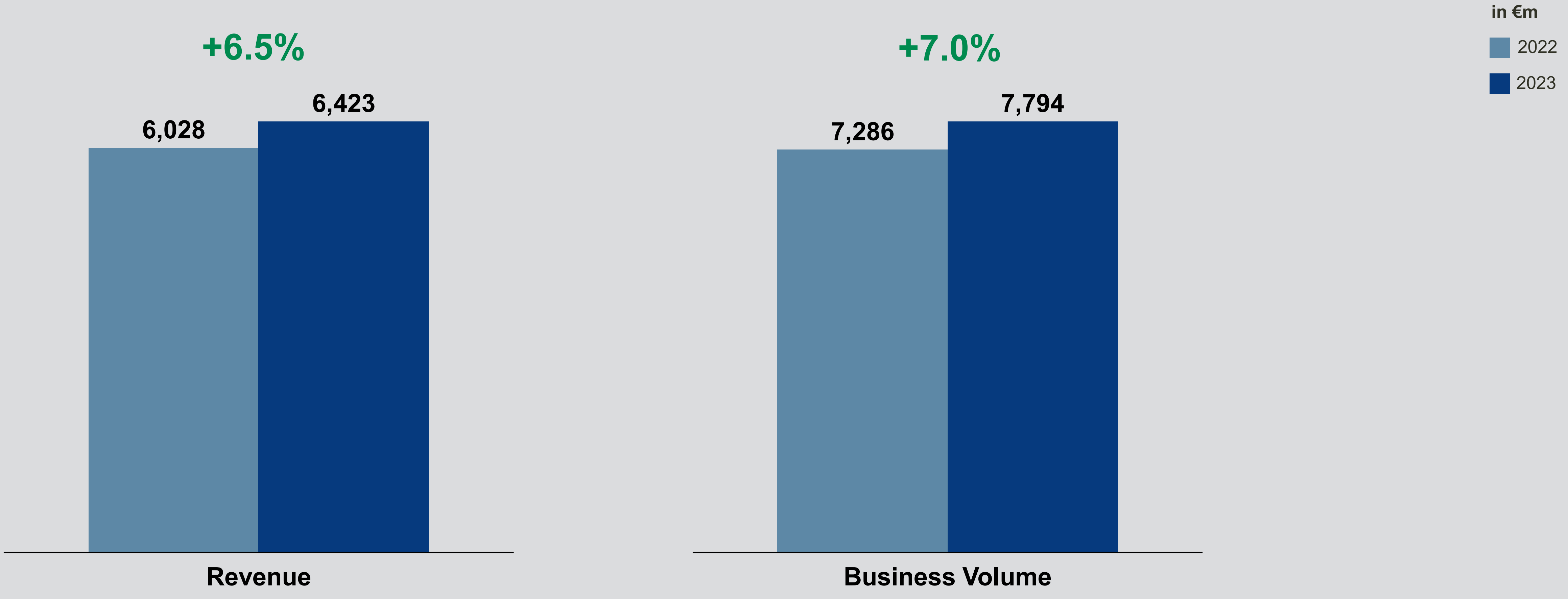
- **Climate-friendly** logistics (packaging and transport)

Awareness.

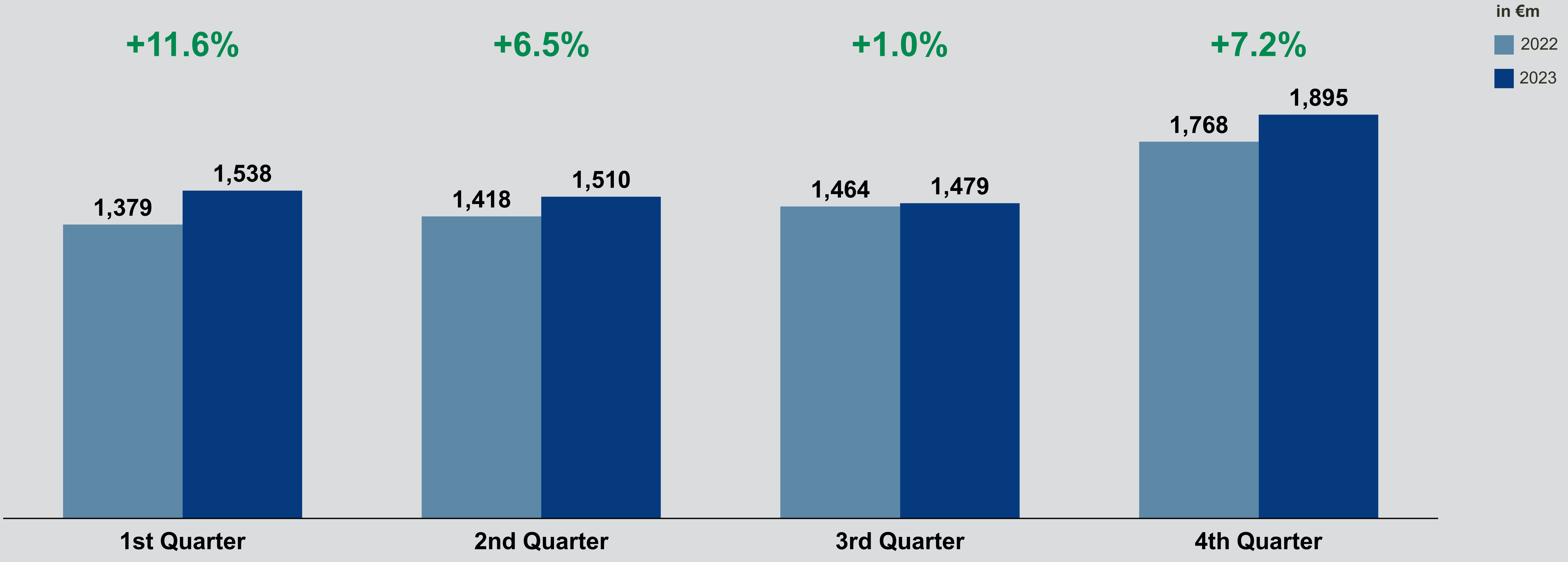
- **Raising awareness** among internal and external stakeholders

3 Business development.

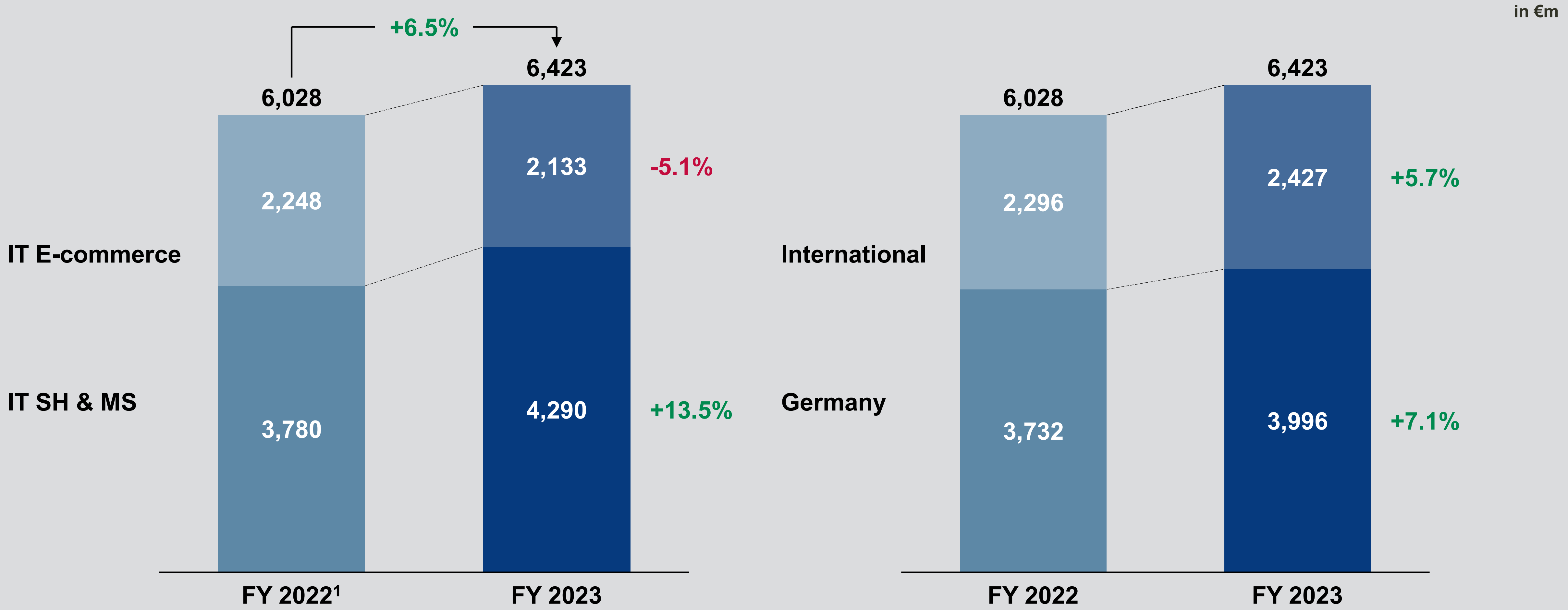
Revenue and business volume –
Bechtle strong in the face of difficult framework conditions.



Revenue –
Strong first half of the year.

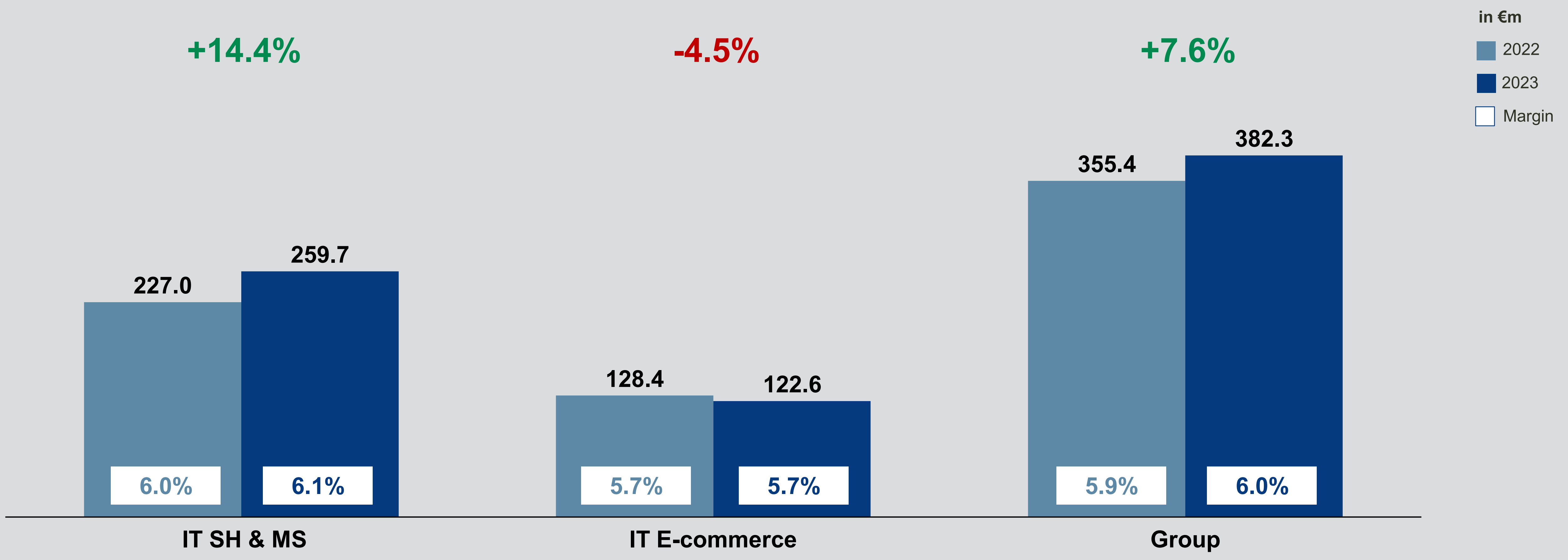


Revenue –
IT System House & Managed Services segment drives growth.

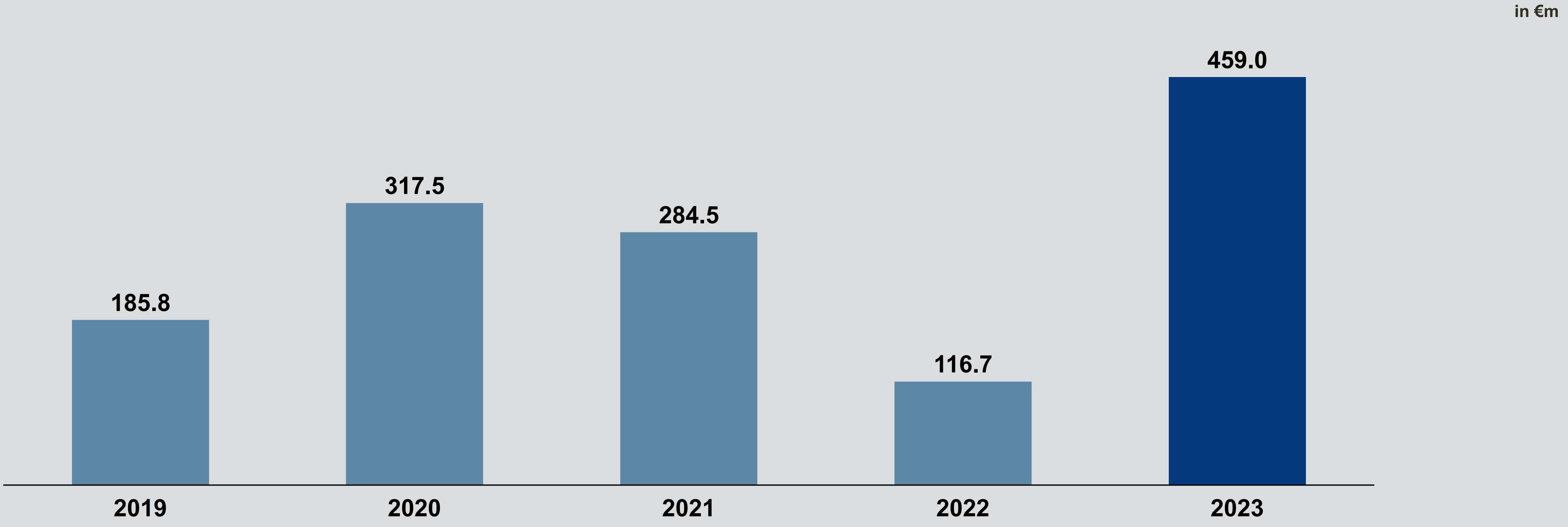


[1] Previous year's figures adjusted

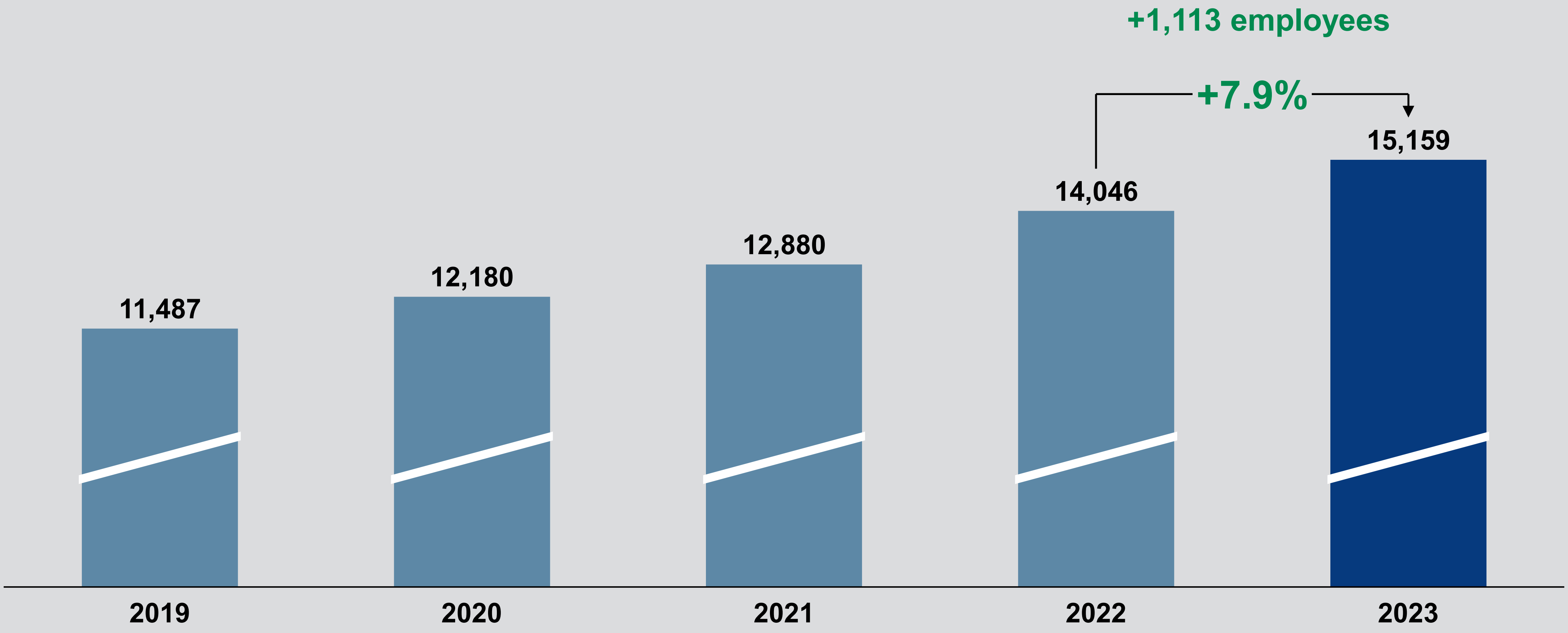
EBIT –
Development mirrored revenue despite cost pressures.



Operative cashflow –
At record level in 2023.

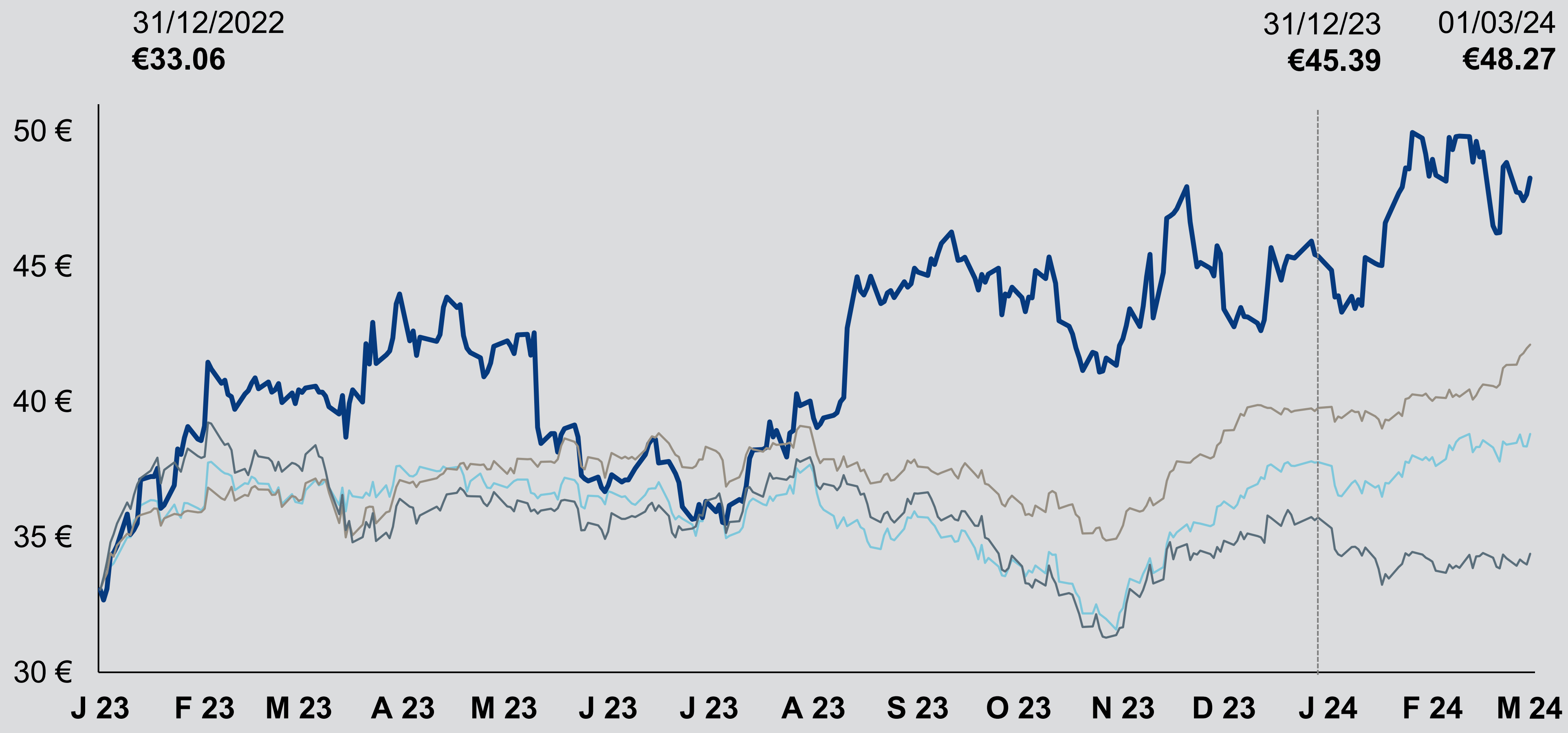


Employees –
Organic workforce expansion of 4.0%.



4 The Bechtle Share.

Bechtle share –
Clear outperformer.



Performance

Bechtle	+46.0%
DAX*	+27.4%
TecDAX*	+17.4%
MDAX*	+4.0%

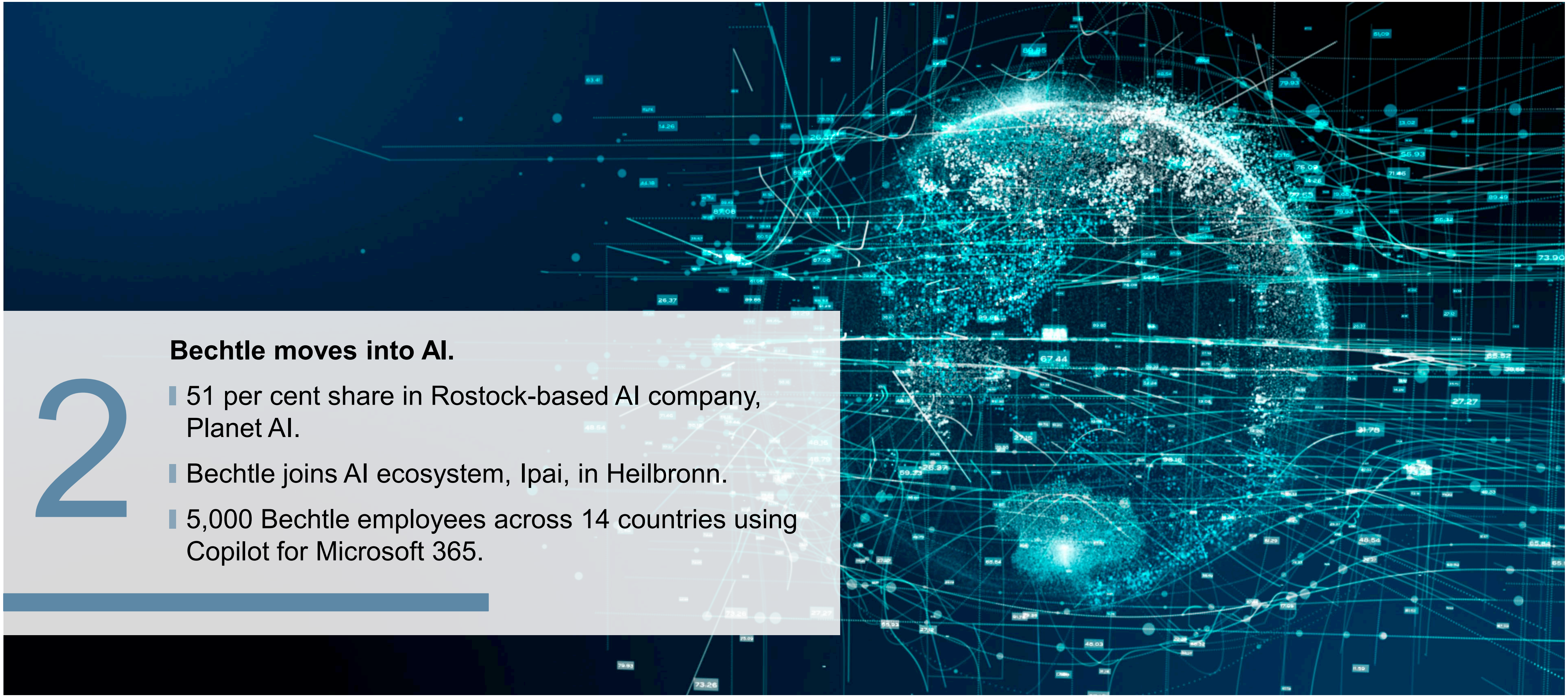
* indexed

5 News and Highlights.

1

Bechtle Supervisory Board appoints Konstantin Ebert and Antje Leminsky to Executive Board.

Konstantin Ebert became COO IT E-commerce on 01 January 2024 while Antje Leminsky took up her post as COO for Logistics, Supply Chain & Partner Management, as well as Financial Services and Sustainability Management on 01 February.



2

Bechtle moves into AI.

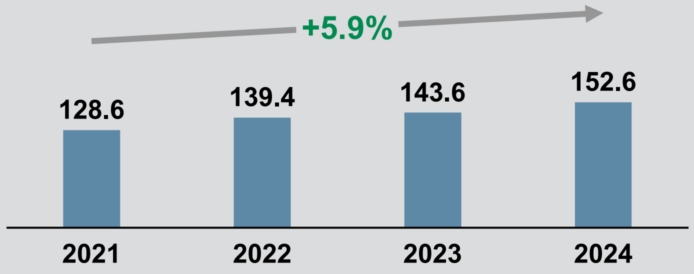
- 51 per cent share in Rostock-based AI company, Planet AI.
- Bechtle joins AI ecosystem, Ipai, in Heilbronn.
- 5,000 Bechtle employees across 14 countries using Copilot for Microsoft 365.

6 Outlook.

Forecast –
Digitalisation continues to drive growth.

Average growth per year

IT market in Germany –
Consistently high growth.

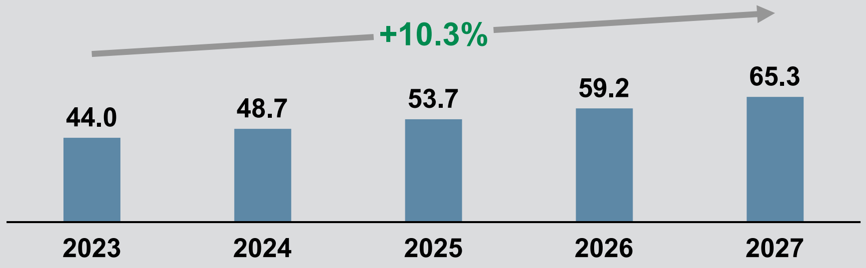


Revenue in €bn

Source: bitkom

Average growth per year

IT security –
High potential.

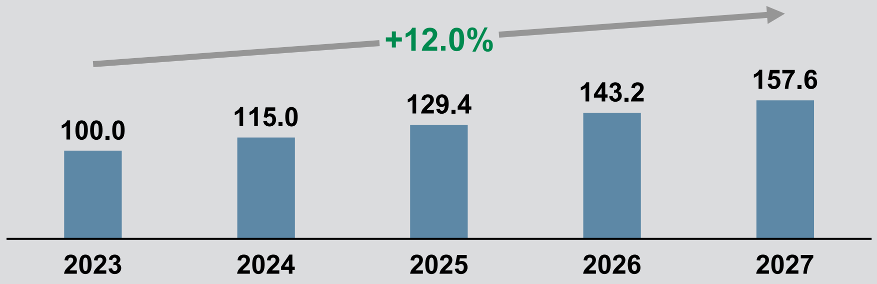


Revenue in $bn

Source: statista, IT security market in Europe

Average growth per year

Cloud services –
Gaining ground in Europe.



Revenue in €bn

Only 41% of EU businesses use cloud services in particular for e-mail and storage.

Source: EU, as of Dec. 2021

Source: statista, Cloud market in Europe

Outlook –
Optimistic despite challenging times.

Context.

- Overall economic conditions remain challenging in the 2024 fiscal year.
- Gradual improvement only expected in second half-year.
- Above-average growth expected in the IT market. Individual markets and technologies (security, cloud, edge computing, AI) driving growth.
- Public Sector and Large Accounts at a consistently high level.
- Need for IT investment in the digital transformation remains high.
- 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