

Bechtle AG – Company Presentation

Welcome.

Kepler Cheuvreux VAR Day | 5 October 2023

1 Introduction to Bechtle AG.

Bechtle at a Glance.

>14,000
employees

**ONE STOP SHOP
APPROACH**

70,000
B2B and B2G CUSTOMERS

ENTREPRENEURIAL
THINKING AND
BEHAVIOUR

6.0 bn. €
revenue in 2022

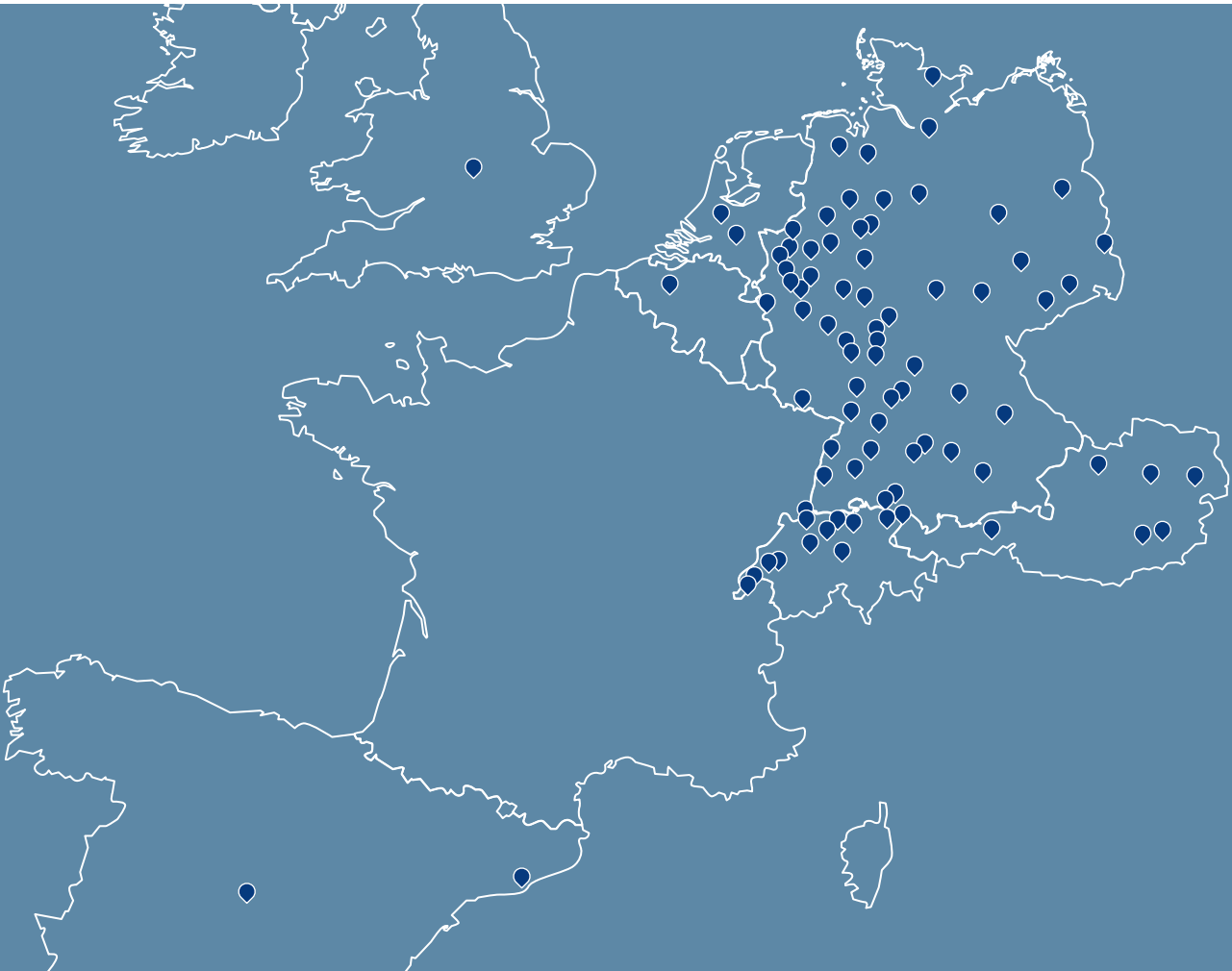


DECENTRALISED STRUCTURE
WITH MORE THAN

100
SUBSIDIARIES

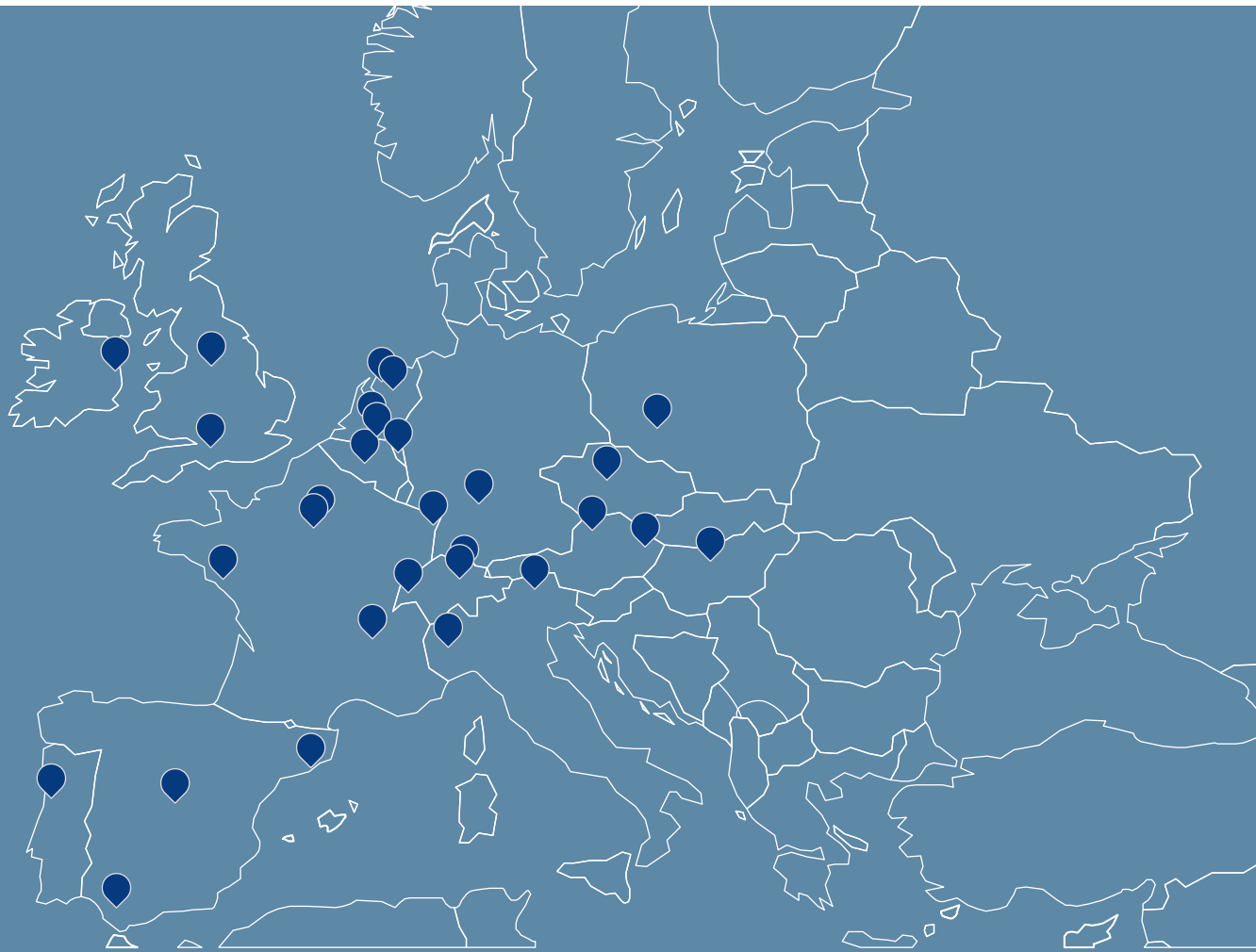
Business Segment – IT System House & Managed Services.

- Wholesaler: Consulting, procurement and services
- Widespread, regional coverage, even outside DACH
- Close to our customers with more than 85 locations
- Decentralised structure with high responsibility of local MDs
- Employees in 2022: 11,110
 - Services: Approx. 6,291
- Revenue in 2022: €3.9bn



Business Segment – IT E-Commerce.

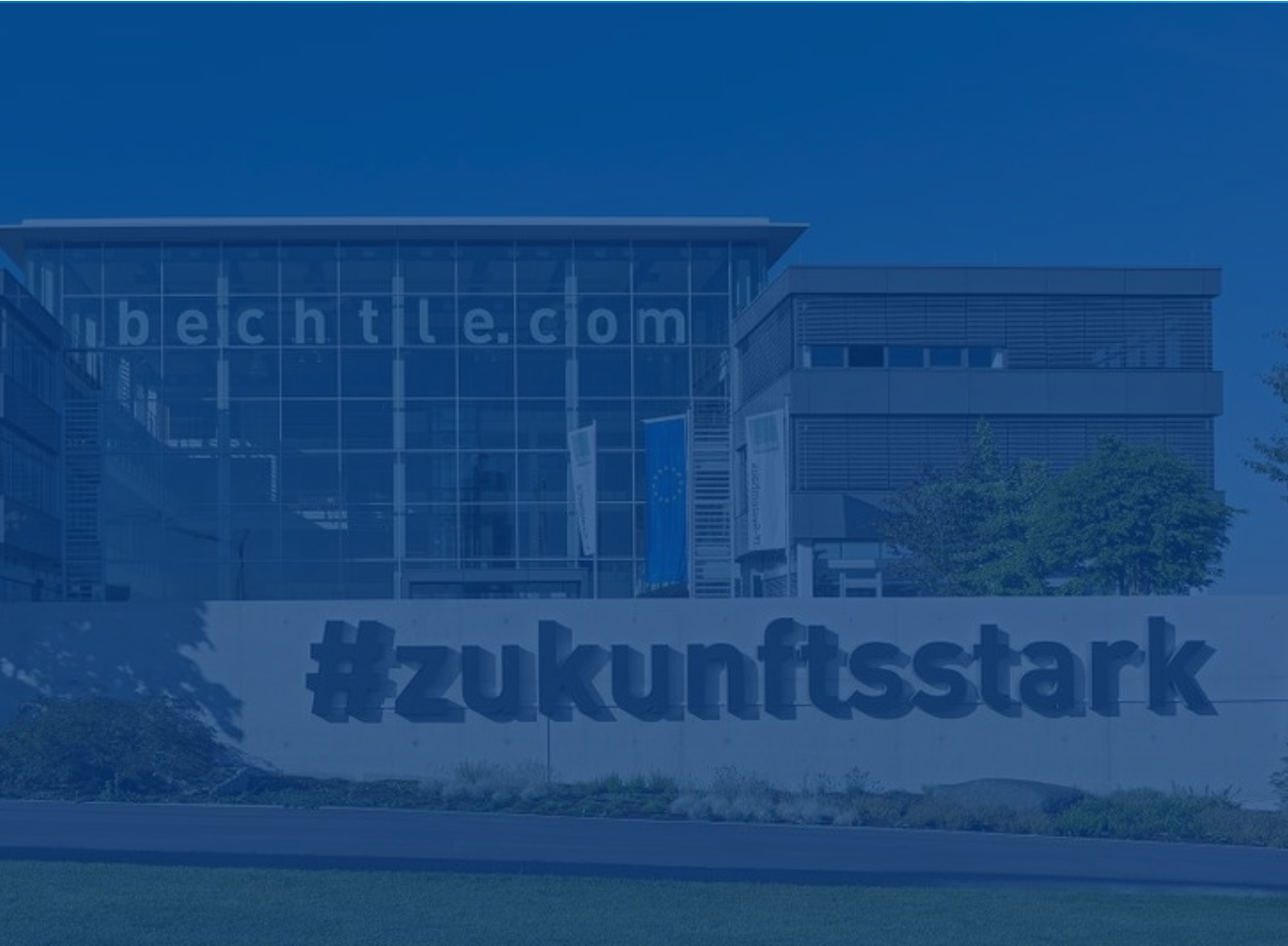
- Pure trading business
- Presence in 14 European countries with our brand Bechtle direct
- Cross-channel strategy: Digital reach with personal account management. Outbound oriented sales force
- Individual e-procurement services at bechtle.com
- Peripherals under our own brand Articon
- Employees in 2022: 2,936
- Revenue in 2022: €2.2bn



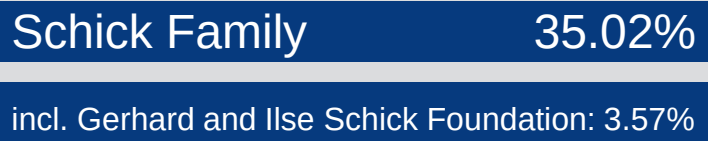
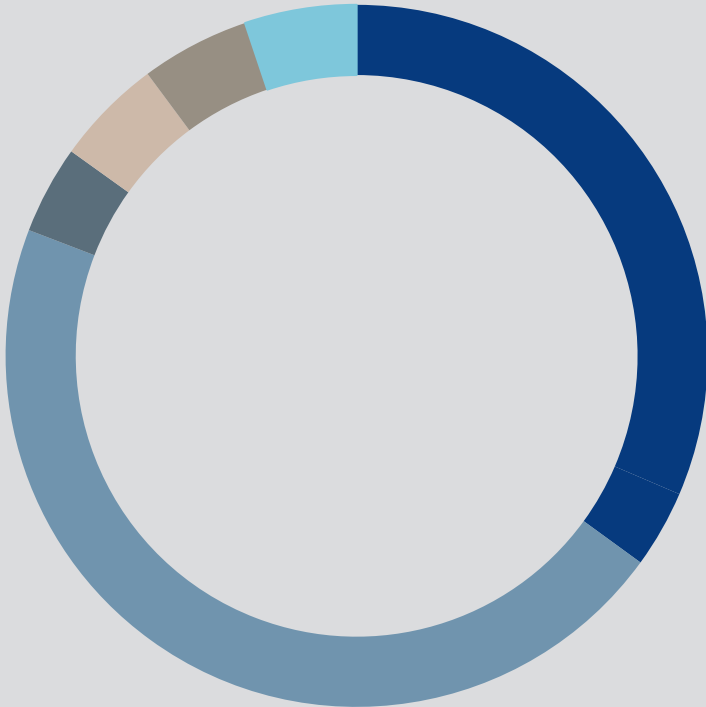
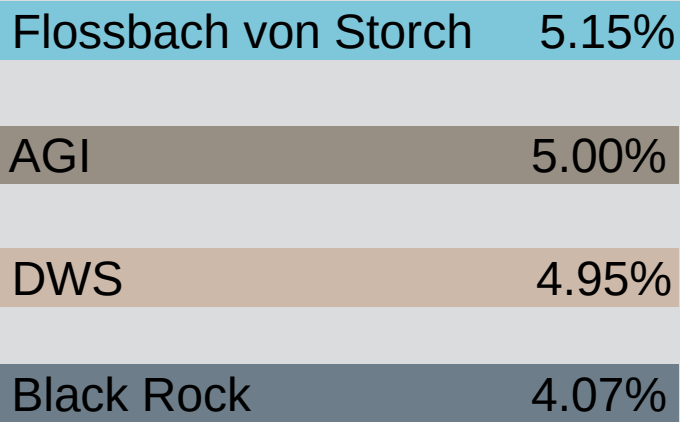
Nr. 1 Ranked System House in Germany.

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

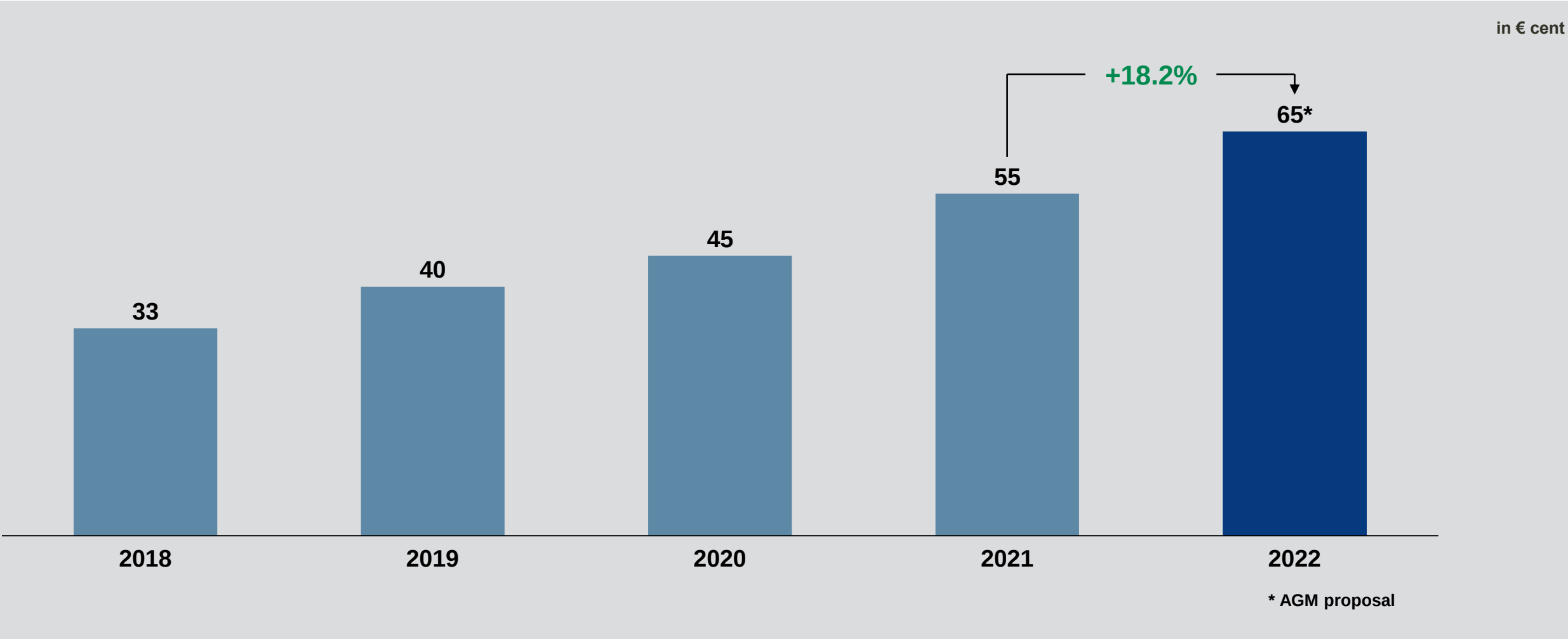


Shareholder Structure – Long-term and independent anchor shareholder.

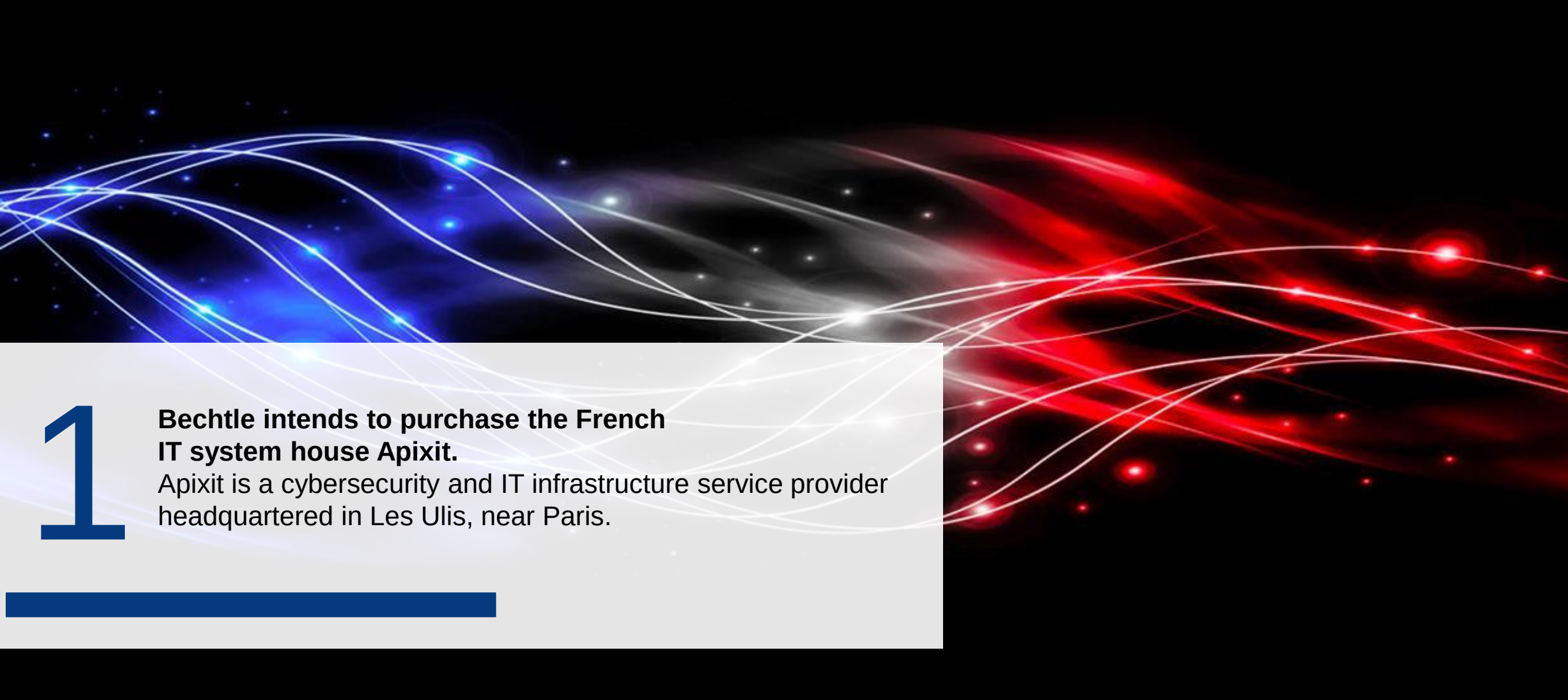


Current of: December 2022, 126 million shares

Dividend – Above average rise a sign of confidence.



2 Current news.

The background of the slide features a dark space filled with flowing, wavy lines of blue and red light, interspersed with small, bright white and blue dots, creating a sense of dynamic energy and technology.

1

Bechtle intends to purchase the French IT system house Apixit.

Apixit is a cybersecurity and IT infrastructure service provider headquartered in Les Ulis, near Paris.

2

Bechtle acquires IT system house in Spain.

Bechtle has acquired the Spanish system house, Prosol, to broaden its Spanish portfolio and include IT services for the first time.

3

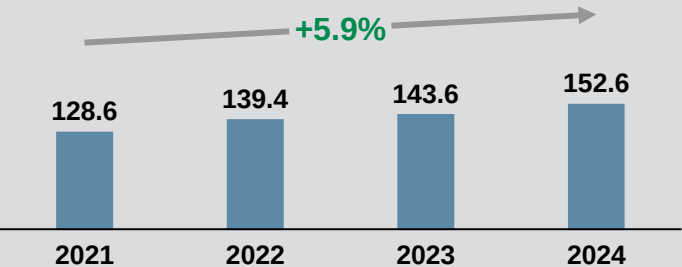
Bechtle acquires IT consulting company, sastema.
In sastema GmbH, Bechtle has acquired a specialist in Identity & Access Management (IAM), governance, risk and compliance management, and information security.

3 2023 outlook.

Forecast – Digitalisation continues to drive growth.

Average growth per year

IT market in Germany –
Consistently high growth.

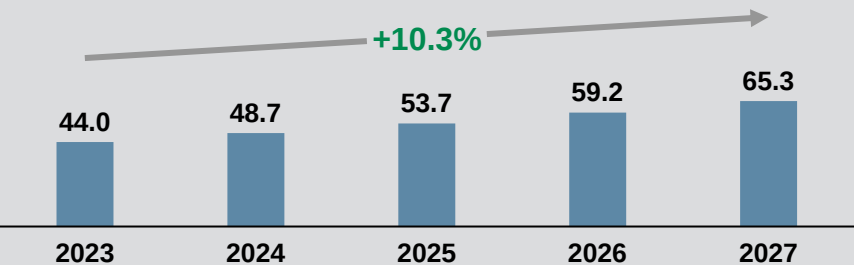


Revenue
in €bn

Source: bitkom

Average growth per year

IT security –
High potential.

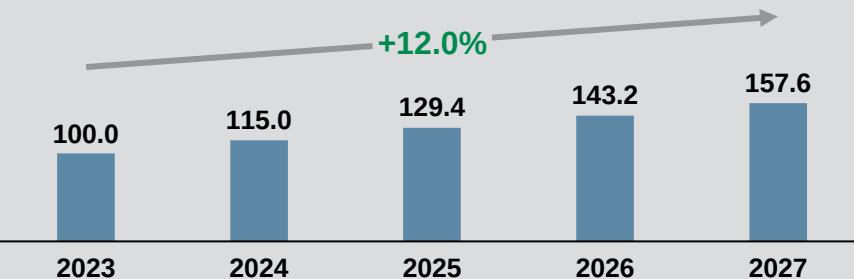


Revenue
in \$bn

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 – Guidance confirmed.

Assumptions.

- No deterioration in overall economic situation in second half-year despite weak confidence indicators. Limited growth at worst.
- Positive investment impulses of industrial SMEs will increase over the course of the year.
- Supply bottlenecks for our manufacturing partners will continue to ease. Normalisation expected during Q3.
- Successful continuation of our European M&A strategy.

Objectives.

- Bechtle is optimistic for the current fiscal year.
 - Significant growth in terms of revenue/business volume and earnings (5% – 10%).
 - EBT margin more or less at prior-year level.

Any questions?

All key figures and information can also be found at:
bechtle.com/reports

