Bechtle AG – Company Presentation

Roadshow Paris | 1 April 2022

Contents.

1 Introduction to Bechtle AG.

Bechtle AG Organisation.

BECHTLE AG
Chairman of the Executive Board: Dr Thomas Olemotz

Central Divisions

SEGMENT IT System Houses & Managed Services COO: Michael Guschlbauer			SEGMENT IT E-Commerce COO: Jürgen Schäfer		
IT System Houses	Bechtle Managed Services	Specialists	Bechtle direct	ARP	Inmac Wstore
Germany, Austria, Switzerland			In 14 countries	In 6 countries	In France

Logistics & Services

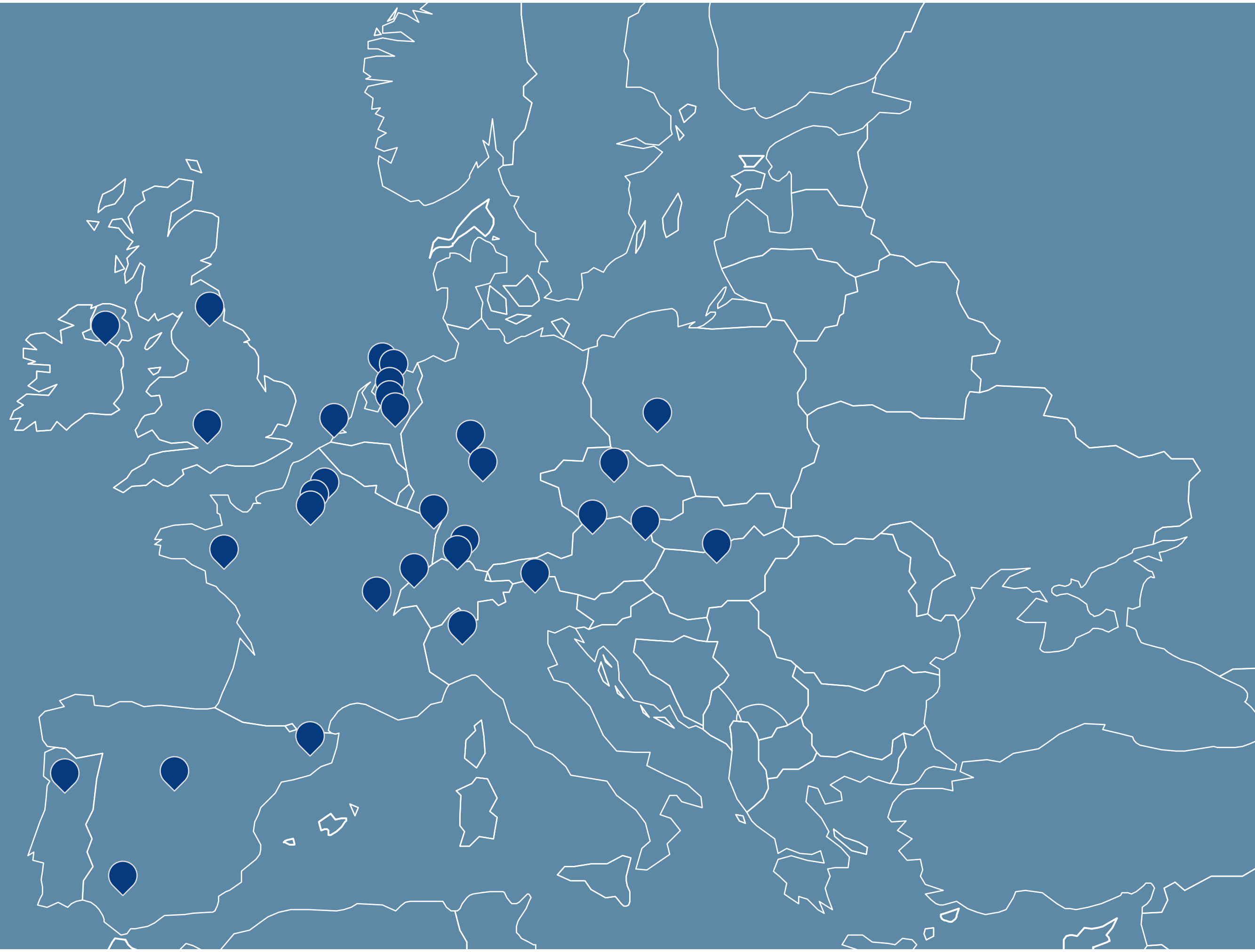
Bechtle IT Systems Houses.
In Germany, Austria and Switzerland.

- Widespread, regional coverage
- Consulting, procurement and services
- Over 80 IT Systems Houses in Germany, Austria and Switzerland
- Individual e-procurement services at bechtle.com
- Employees in 2020: 9,736
  - Services: Approx. 5,700
- Revenue in 2020: €3.9bn

Germany	61
Austria	11
Switzerland	13

Bechtle IT E-Commerce.
The European powerhouse.

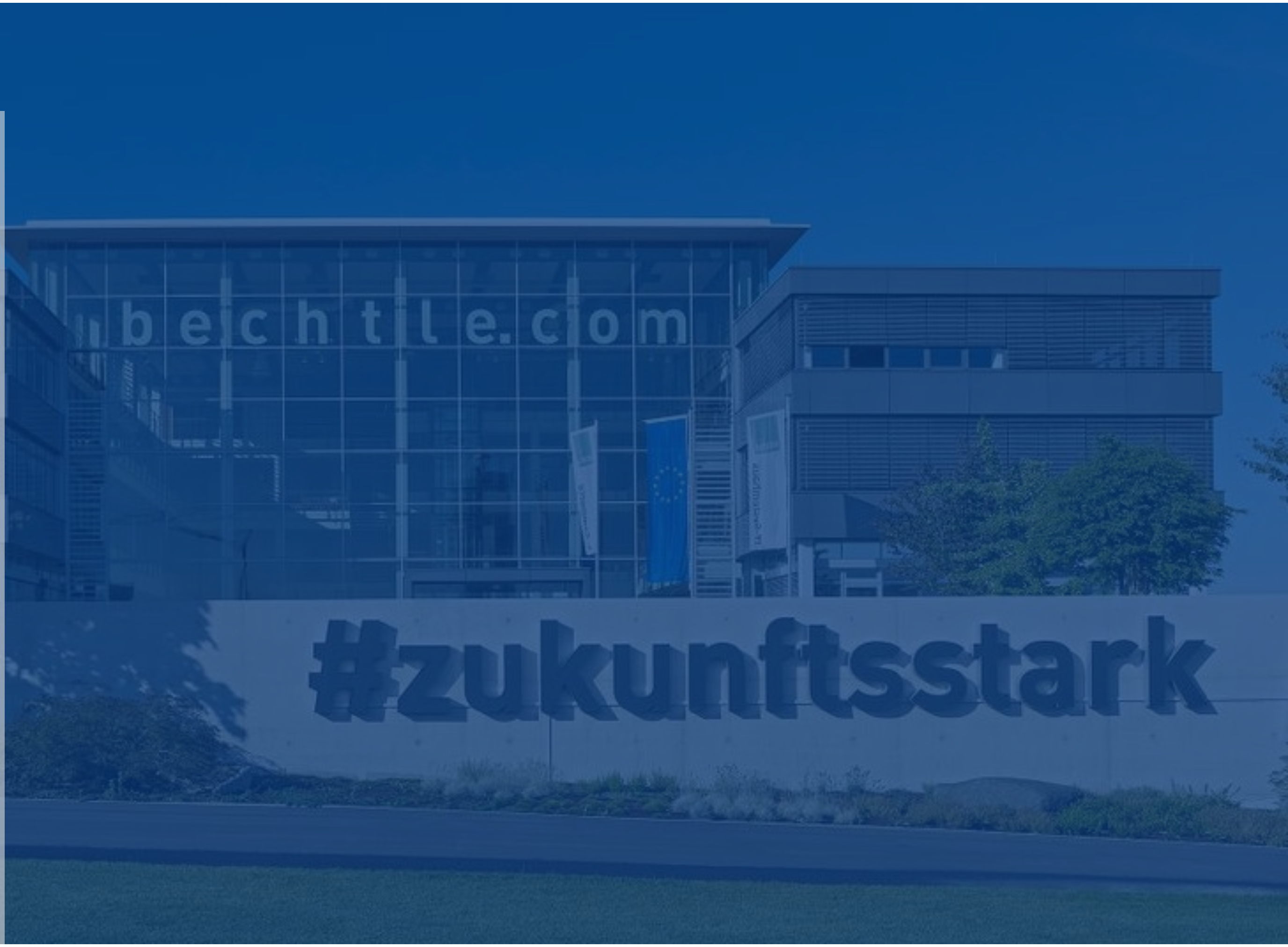
- Brands: Bechtle direct, ARP, Inmac Wstore (FR), BuyIT (NL), Bechtle Comsoft (FR)
- Home brand: Articona
- In 14 European countries
- Cross-channel strategy: Digital reach with personal account management
- Individual e-procurement services at bechtle.com
- Employees in 2020: 2,444
- Revenue in 2020: €2.0bn



Nr. 1 Ranked System House in Germany.

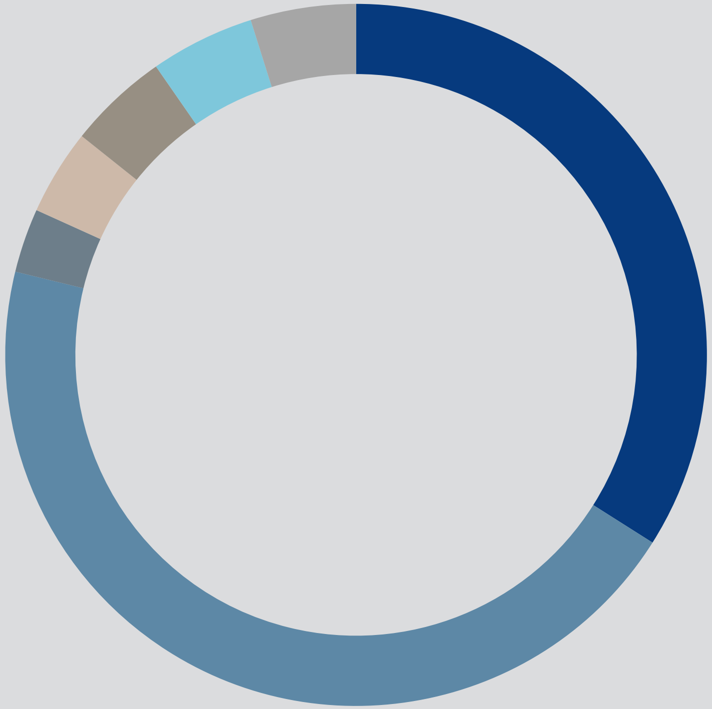
		Revenue in Germany (in €m)
RANK	COMPANY	2020
1	Bechtle	3,661
2	Computacenter	2,108
3	Software One	1,800
4	Cancom	1,390
5	SVA System Vertrieb Alexander	1,036
6	T-Systems International	900
7	NTT Data	840
8	msg systems	779
9	Atos IT-Solutions and Services	760
10	ACP Gruppe	700

Source: Channelpartner 08/2021



Shareholder Structure.

AGI	5.00%
DWS	4.95%
Baillie Gifford	4.77%
BlackRock	4.07%
Flossbach von Storch	3.05%
Schick Family	35.02%
Other Freefloat	43.14%



Current of: March 2022, 126 million shares

Vision 2030.
Bechtle: Integrate IT. Architect the future.

We aspire to lead the market.

We focus on IT markets where we can carve out a leading position. Our growth is above market with our sights set on a revenue mark of 10 billion euros.

Growth and foresight underpin our success.

We are able to build a sound future for Bechtle by pursuing sustained profitability. An EBT margin of 5 per cent or more gives us the freedom to invest while safeguarding our security and independence.

We empower business.

We understand our customers and deliver future-oriented IT to drive their success.

IT is our passion.

We are professionals. We strive to excel and we have what it takes. Bechtle is a place where great people accomplish great things.

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 digitalization
2. Sustainable technologies, solutions and services
3. Information security and data protection

ETHICAL BUSINESS PRACTICES are a matter of course.

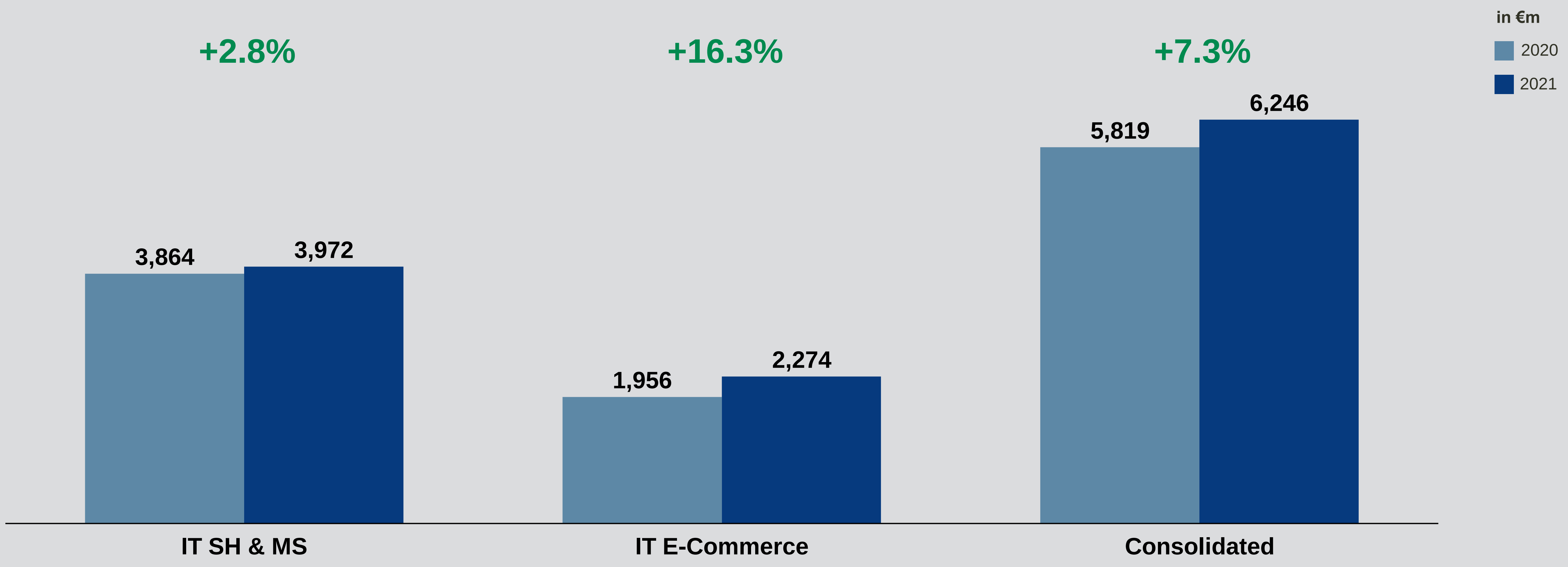
We embrace a sustainable ENVIRONMENTAL approach in everything we do.

The PEOPLE we work with drive our success.

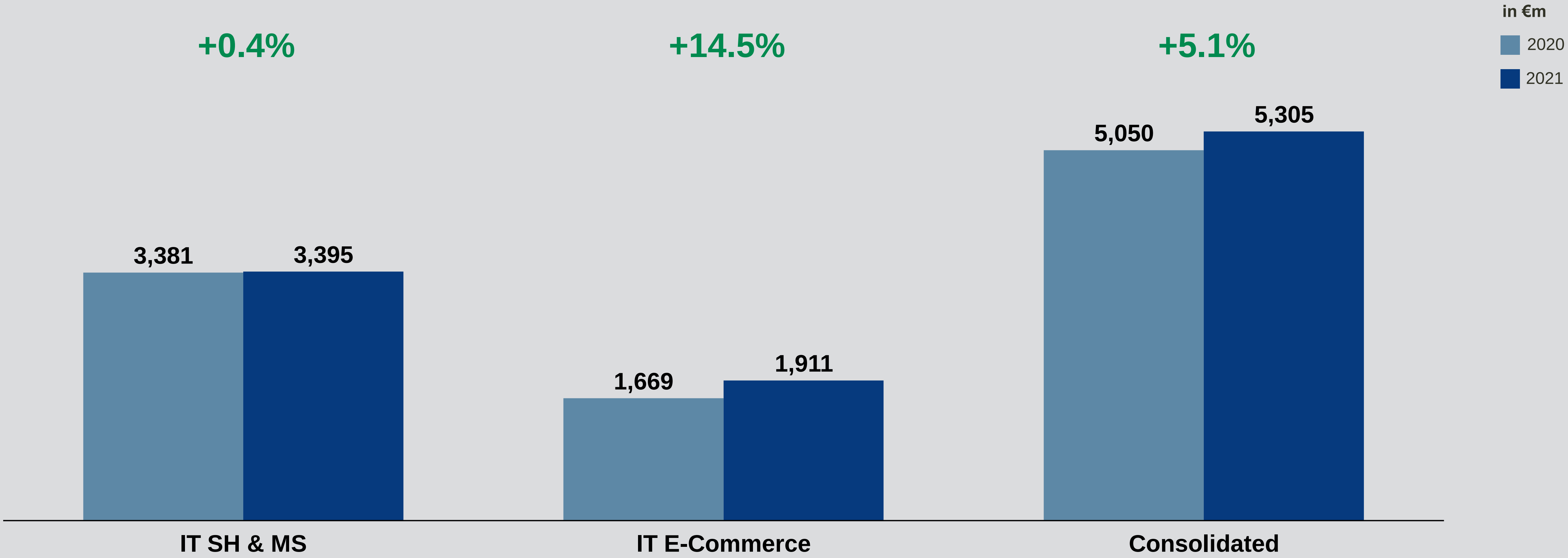
We shape a sustainable DIGITAL FUTURE.

2 Business Development FY 2021.

Business volume –
Significant growth despite difficult conditions.

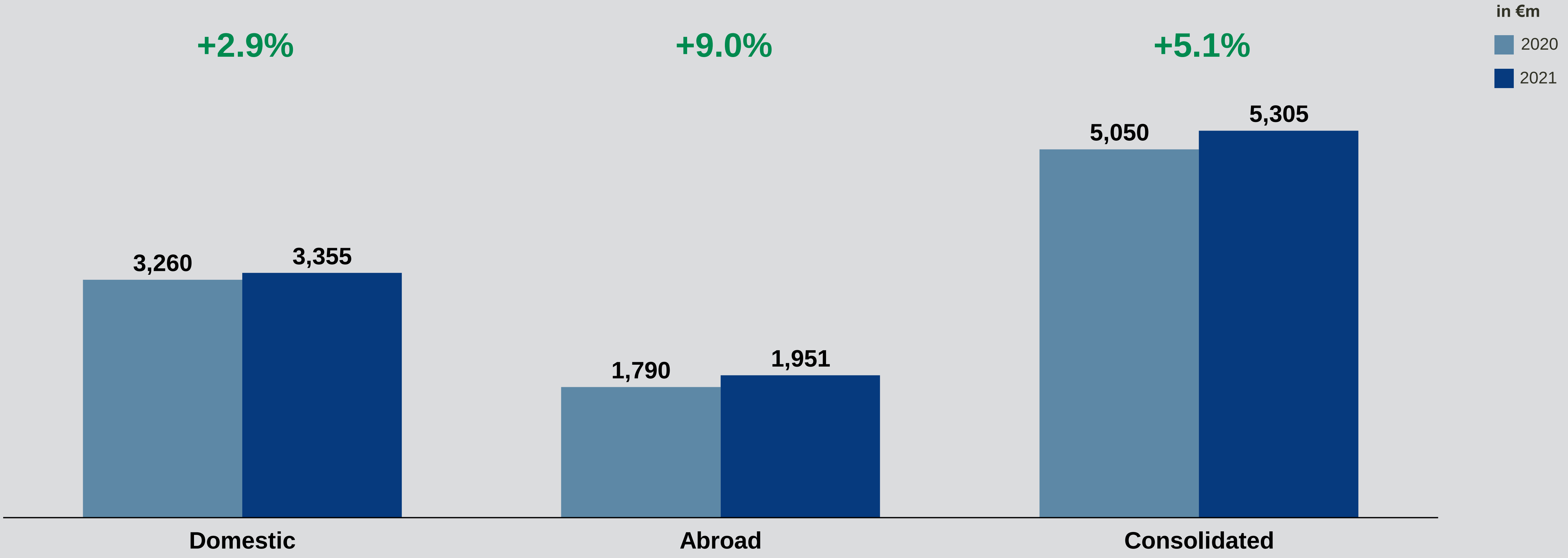


Revenue – Supply shortages strain large-scale projects and framework agreements.



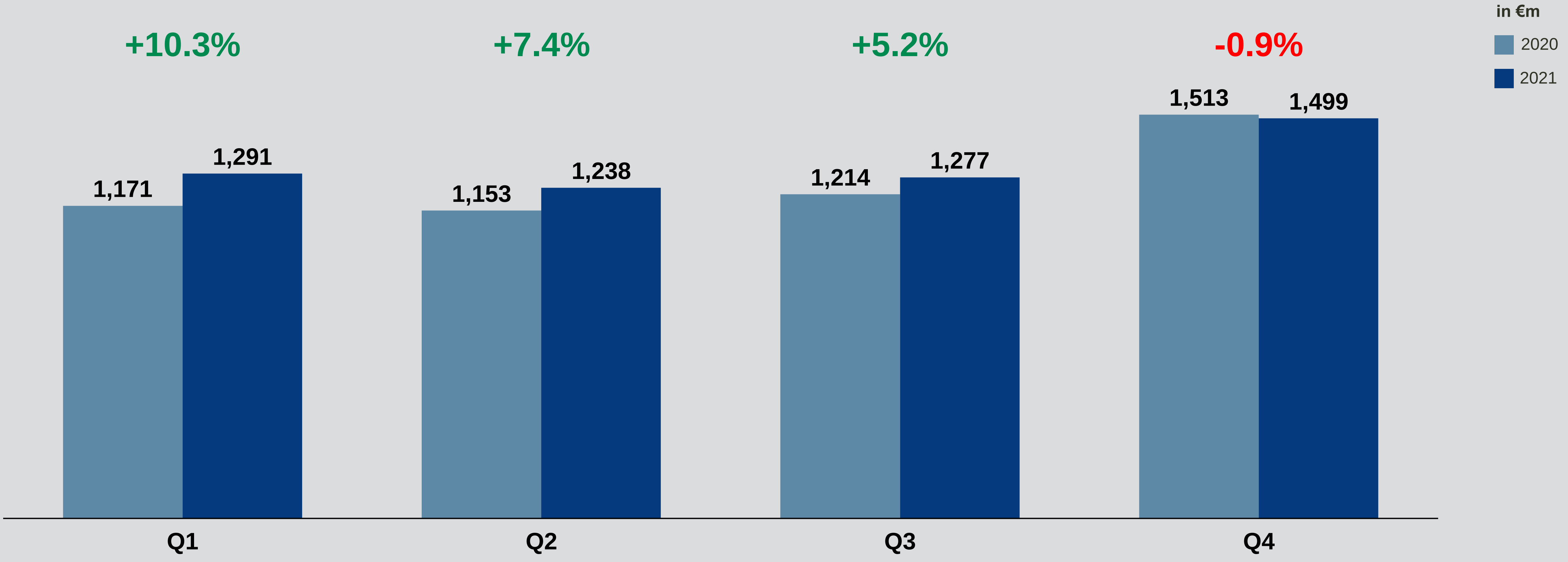
PY figures adjusted to IFRS 15

Revenue –
Very positive climb in our international business.



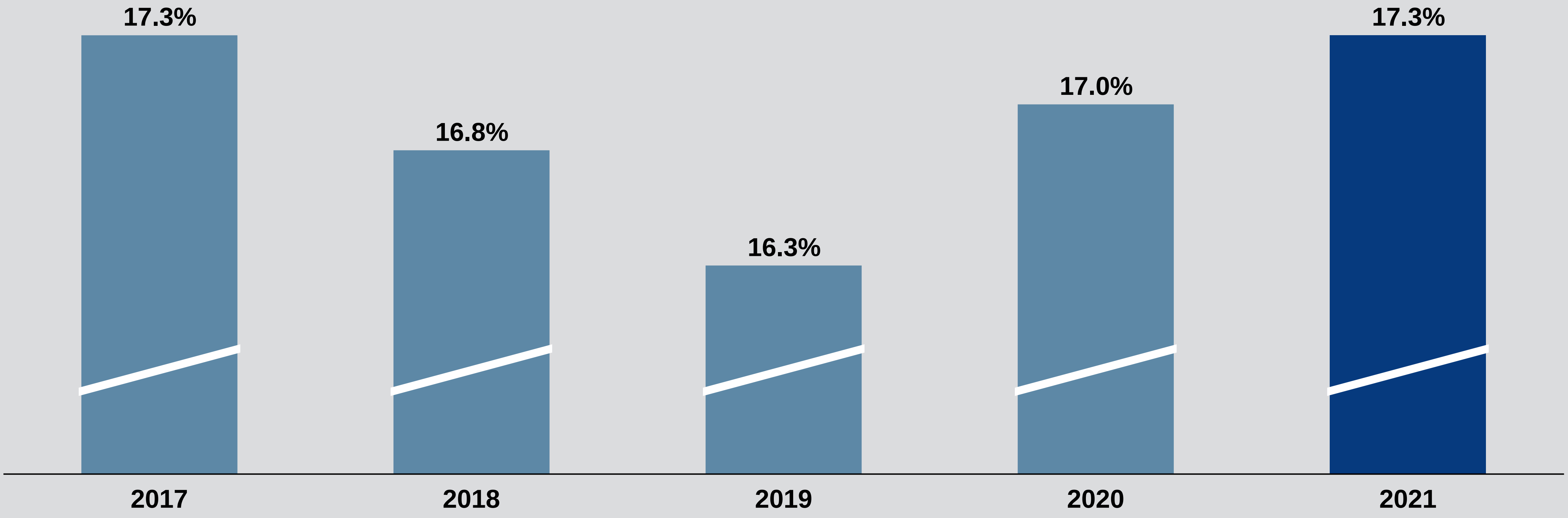
PY figures adjusted to IFRS 15

Revenue – Supply shortages stymie momentum over the year.



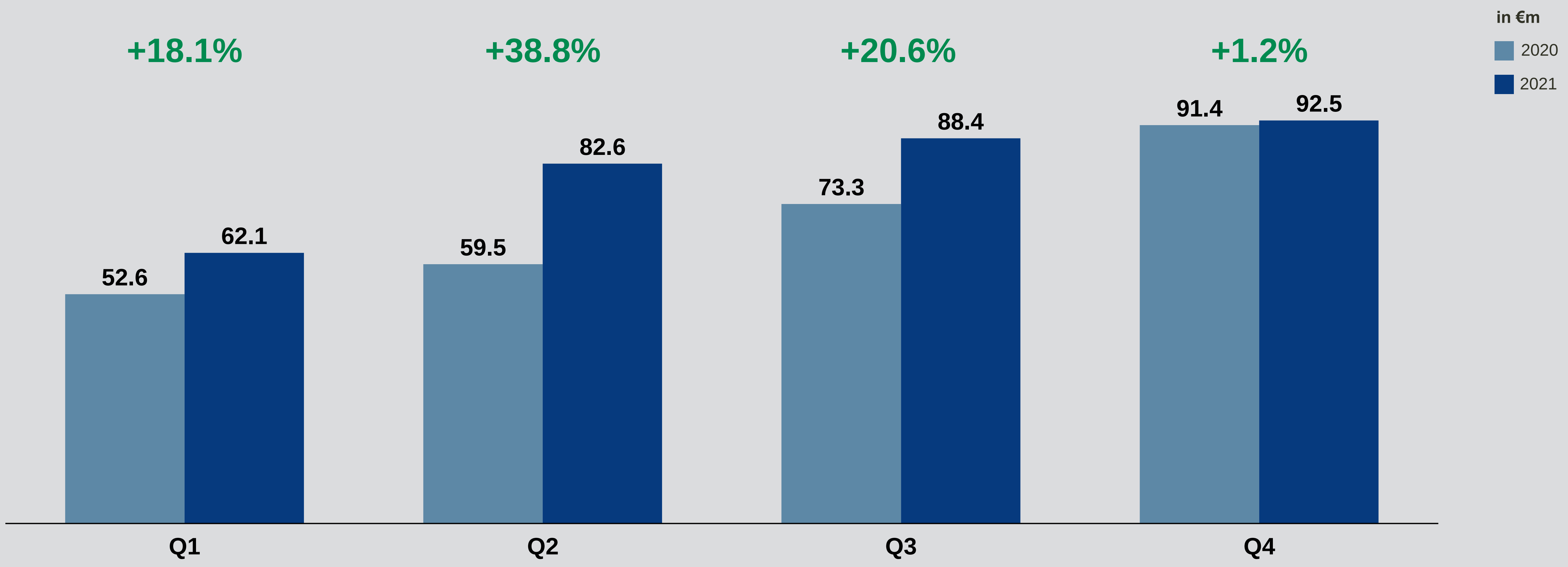
PY figures adjusted to IFRS 15

Gross margin –
Disproportionately small increase in material costs yields positive growth.

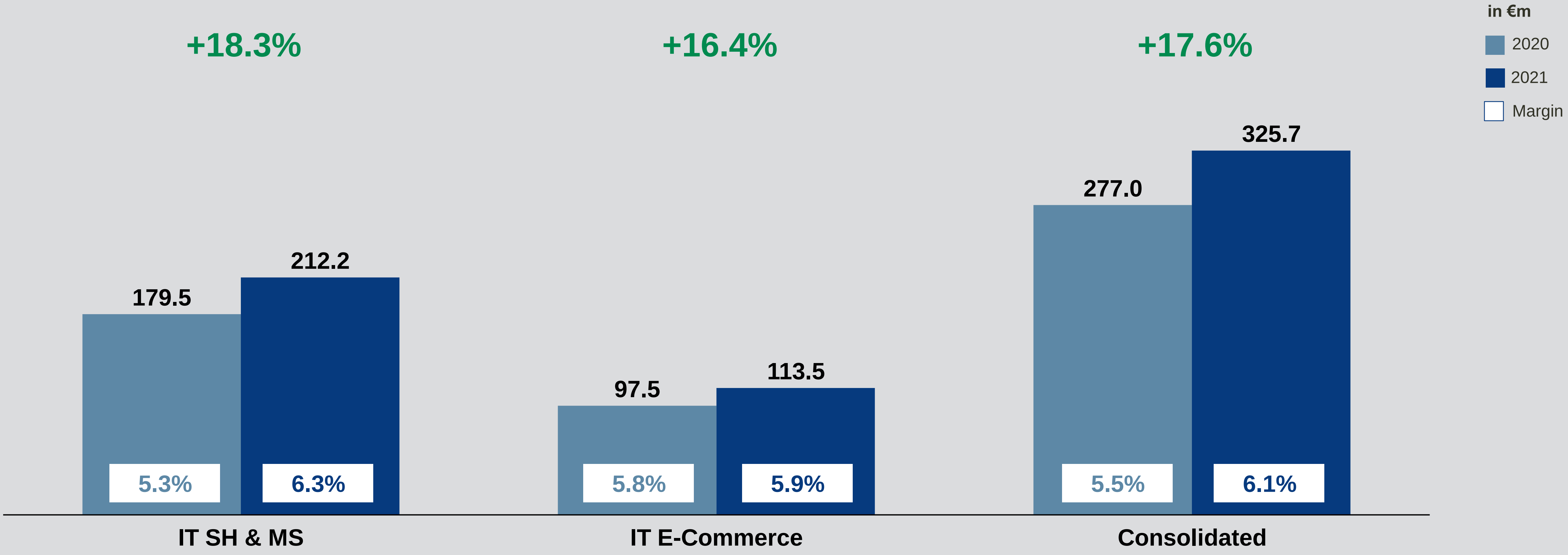


PY figures adjusted to IFRS 15

EBIT –
Exceptional earnings development in the first three quarters.

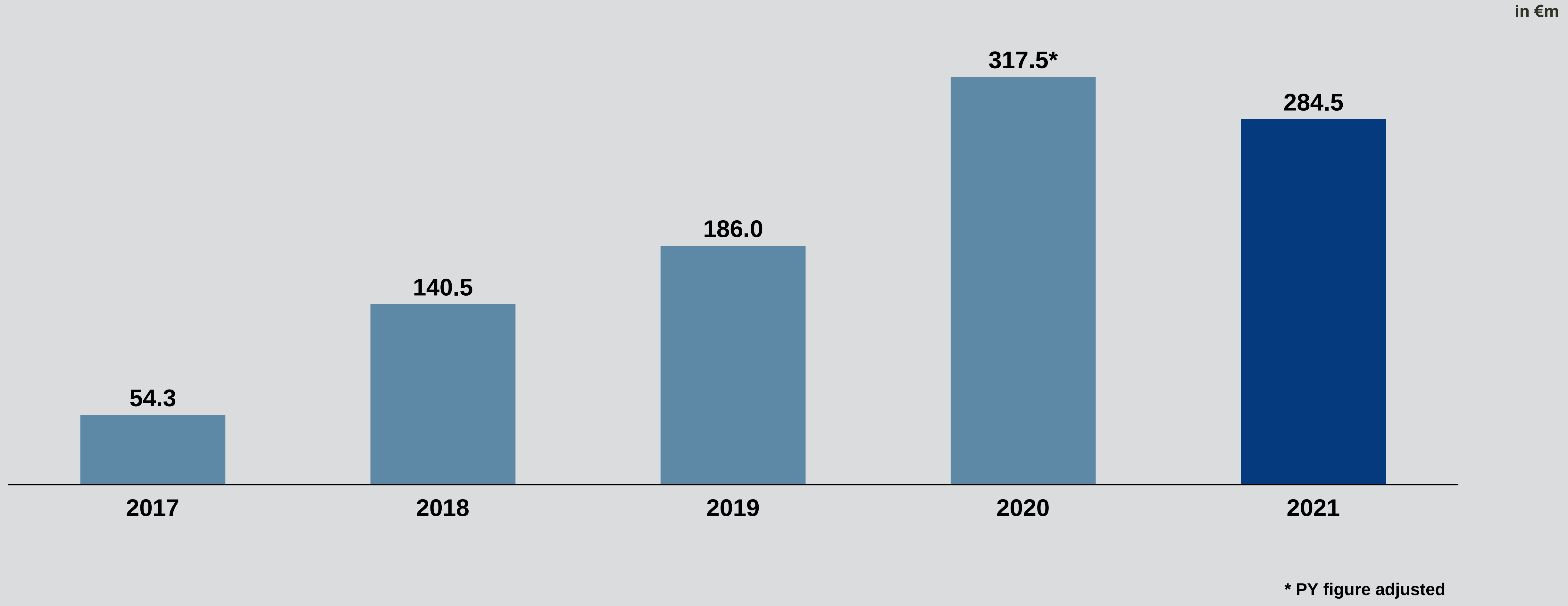


EBIT –
Balanced earnings performance in both business segments.

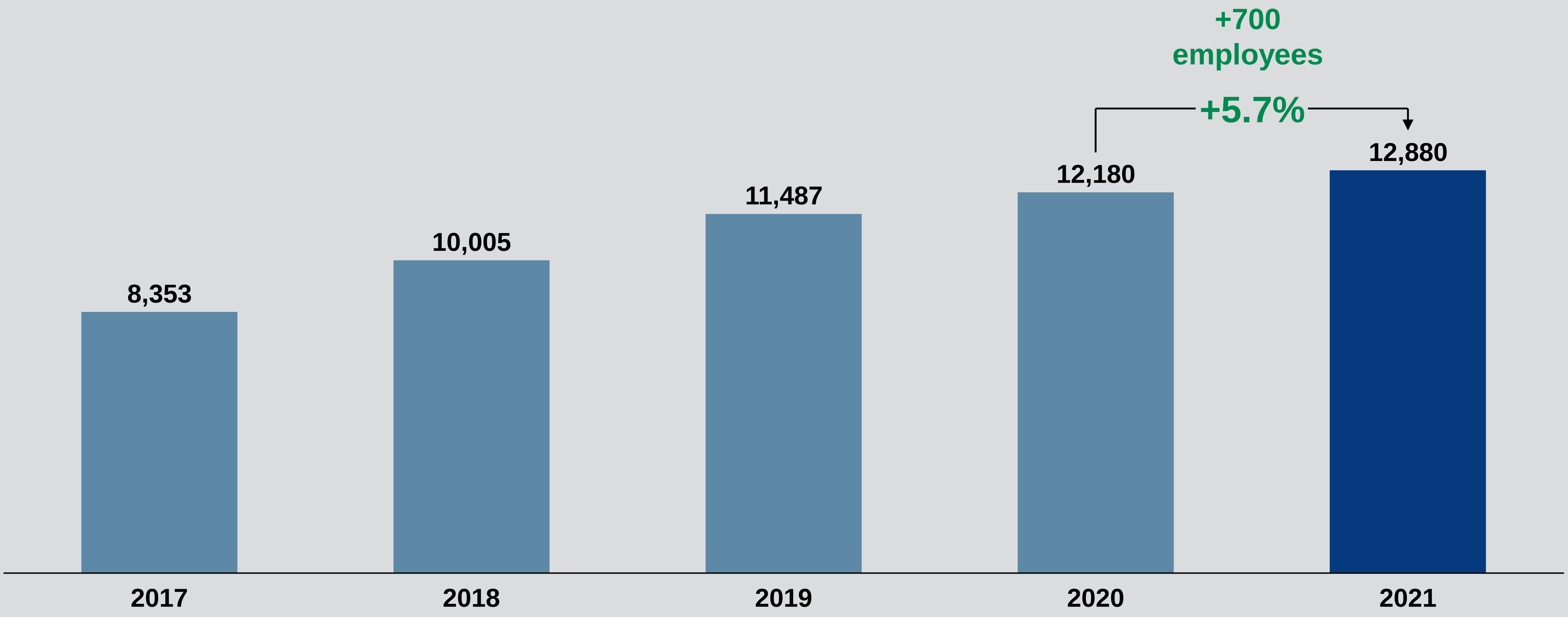


PY margins adjusted to IFRS 15

Operating cash flow –
Successful WoC management averts significant capital lockup.

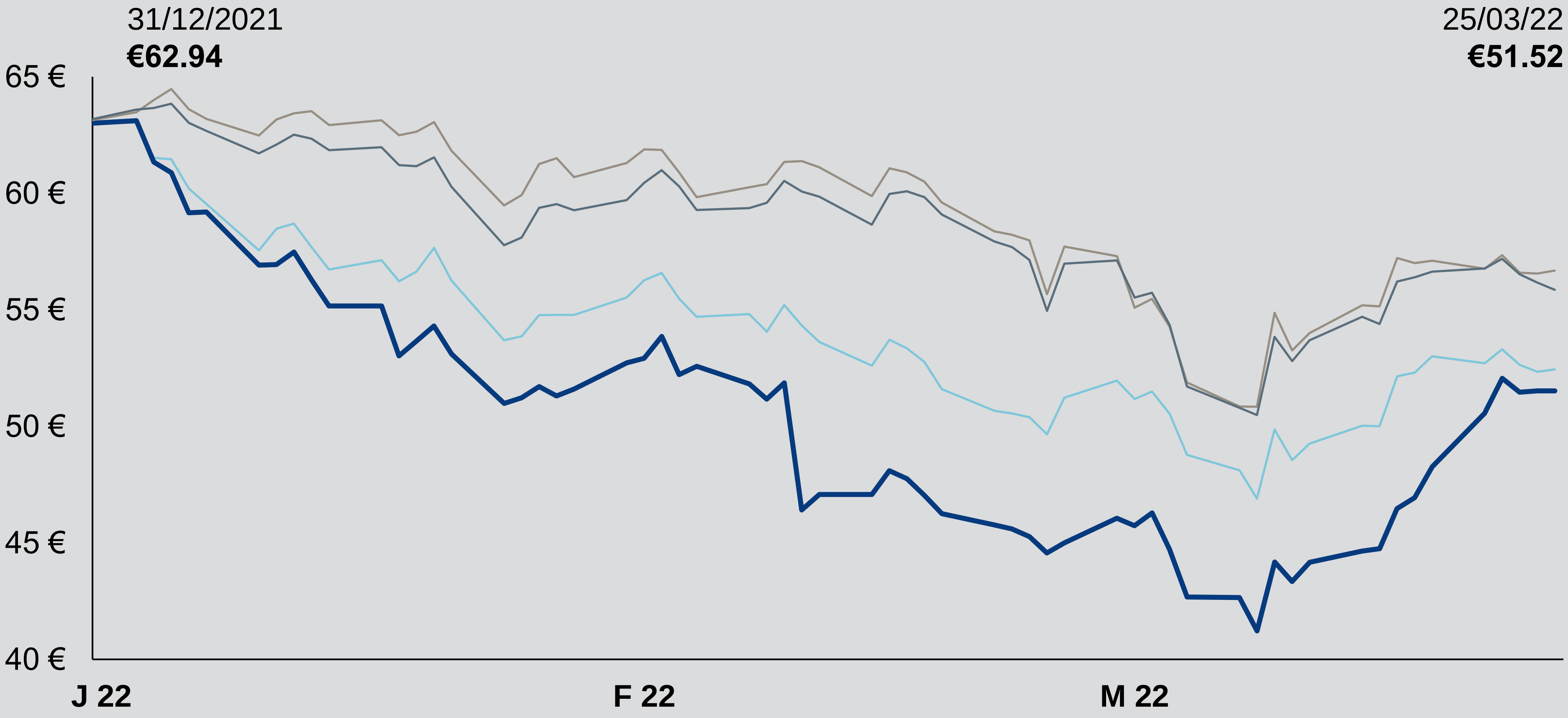


Employees –
Strong employer brand secures growth.



3 The Bechtle share.

The Bechtle share –
Challenging circumstances lead to high volatility.



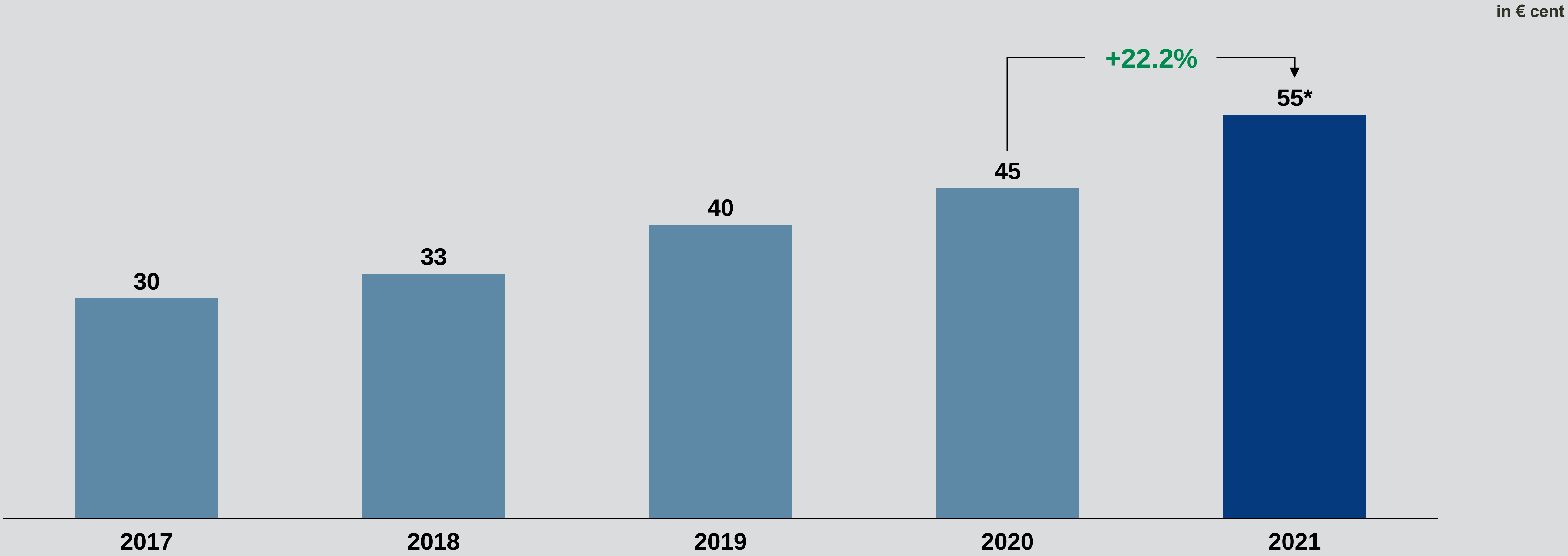
Performance (yoy)

Bechtle	-18.1%
TecDAX*	-16.7%
MDAX*	-11.3%
DAX*	-9.9%

* indexed

Performance adjusted to share split

Dividend –
Disproportionate climb, 12th increase in a row.



* AGM proposal
PY figures adjusted to share split

4 Highlights.

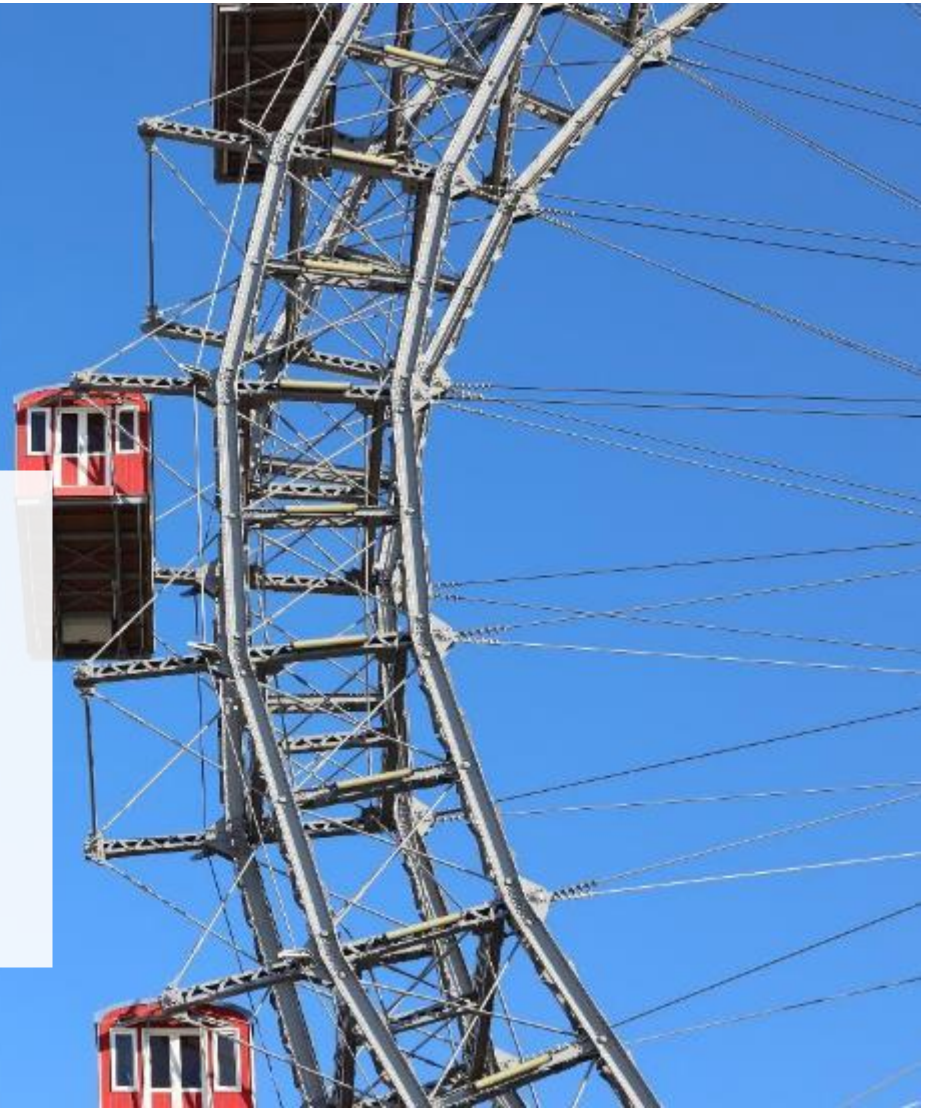
1

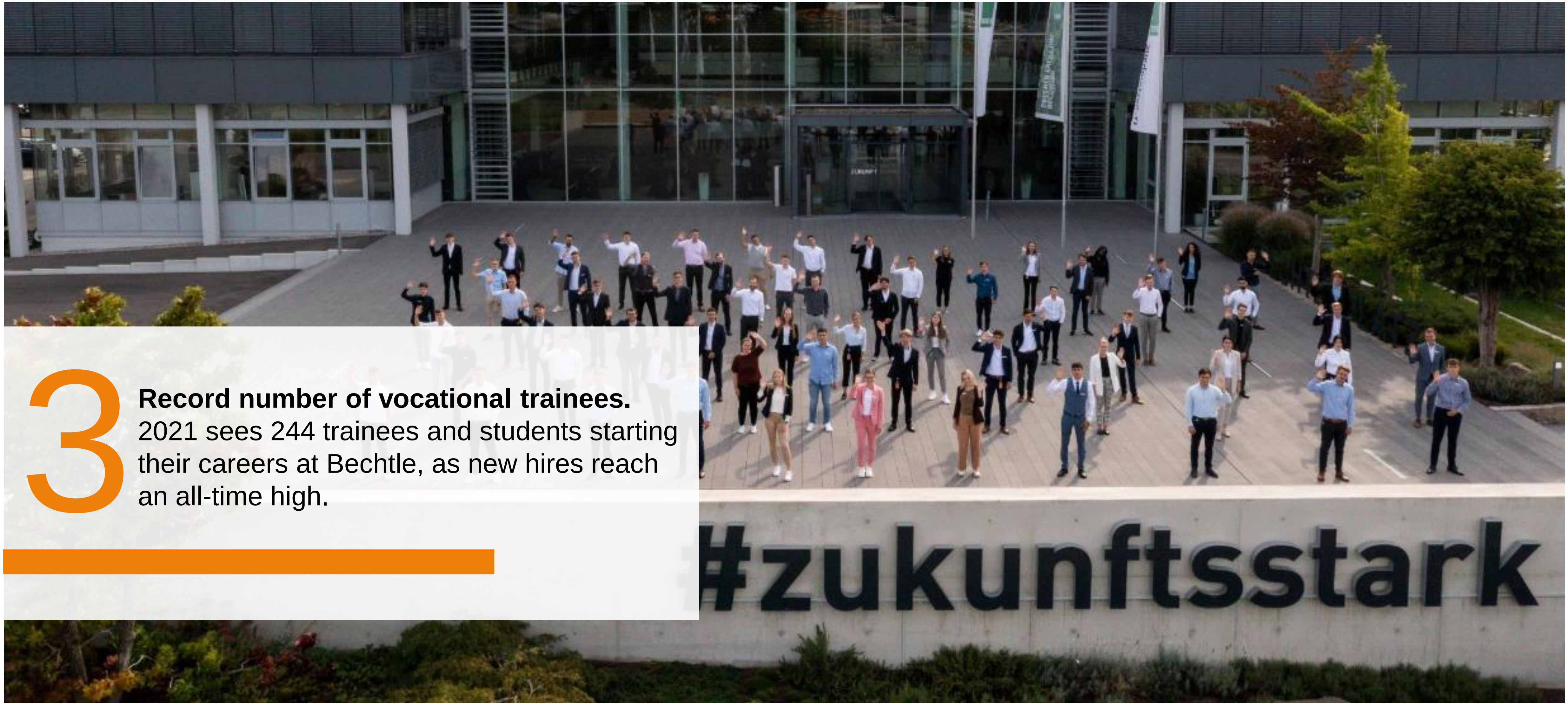
Bechtle acquires CAD/CAM/PLM specialist Cadmes.
Founded in 1991 with a focus on Dassault Systèmes SOLIDWORKS 3D CAD software, the specialist reseller employs around 100 staff.

2

Acquisition of Open Networks in Austria.

Bechtle’s Austria IT system house has acquired Vienna-based IT service provider, Open Networks GmbH, adding to the fold an organisation specialised in delivering IT infrastructure solutions and application, data centre, security and network services.





3

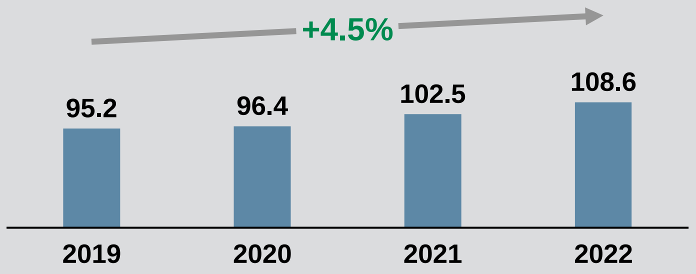
Record number of vocational trainees.
2021 sees 244 trainees and students starting their careers at Bechtle, as new hires reach an all-time high.

5 2021 outlook.

Positive economic framework – The digital transformation drives sustainable growth.

Average growth per year

IT market overall – Growth in Germany.

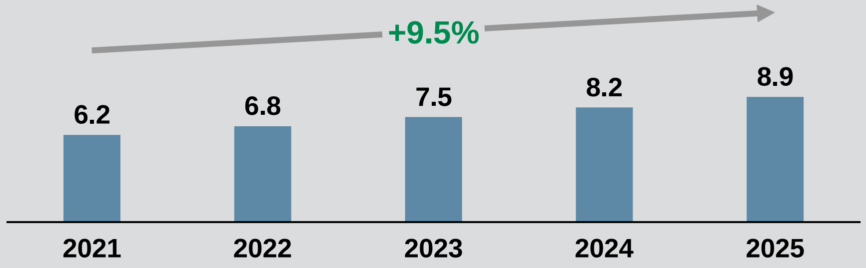


Revenue in €bn

Source: bitkom

Average growth per year

IT security – High potential.

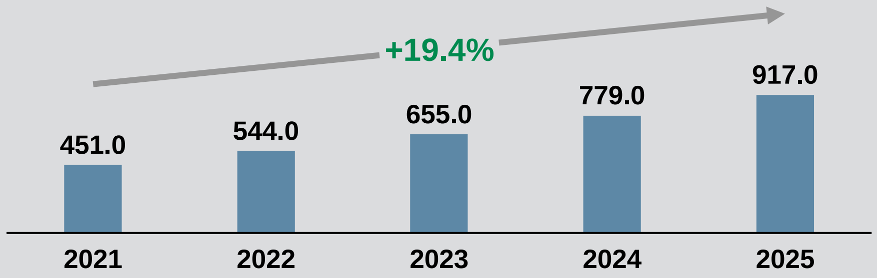


Revenue in €bn

Source: bitkom, IT Security Spending in Germany

Average growth per year

Cloud – IT's global growth catalyst.



Revenue in $bn

Source: Gartner, Worldwide Cloud Market

Encumbering framework conditions – A multitude of challenges feed uncertainties.

- Unknown implications of the war against Ukraine.
- Continued shortage of supply from manufacturers.
- More restrictive monetary policies of central banks (USA vs. EU).

… diminished expectations of overall economic growth.

Outlook –
Optimistic forecast for 2022.

Assumptions.

- Supply bottlenecks hampering our manufacturing partners will relax over the year.
- Our record business backlog will gradually translate to revenue.
- Customers persistently keen to invest in IT, producing new business leads.

Realistic objectives.

- Bechtle is optimistic for the current fiscal year.
  - Significant growth in terms of revenue/business volume and earnings (5% – 10%)
  - EBT margin on par with previous year

Any questions?

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