Bechtle AG – Company Presentation

Welcome!
Frankfurt am Main | 28 May 2024

Contents.

1 Introduction to Bechtle AG.

Bechtle at a Glance.

>15,000

Employees

7.8 bn €

Business Volume in 2023

Broad portfolio of future-oriented IT products and services

INTERNATIONAL

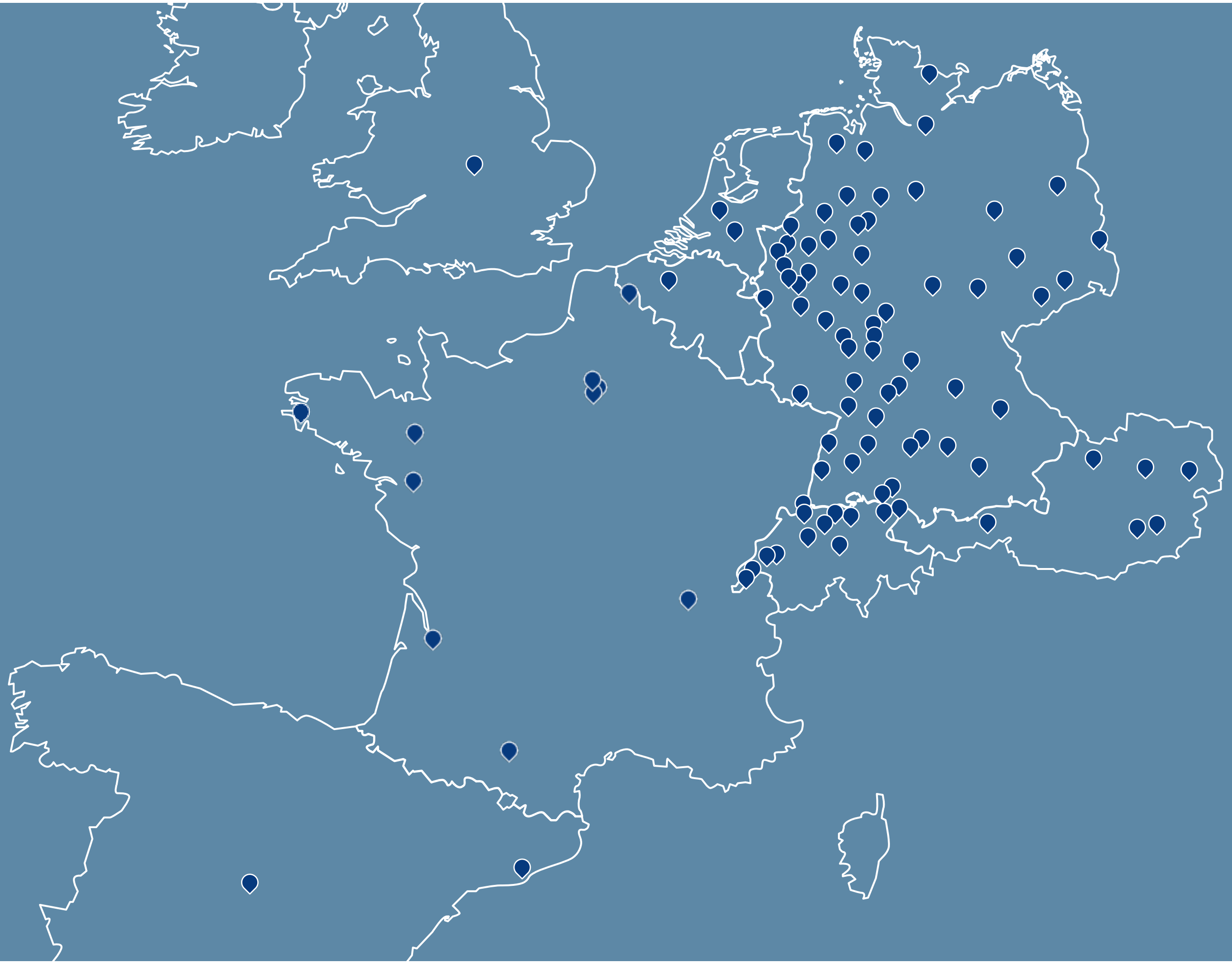
Present in 14 European countries supporting our customers worldwide

ENTREPRENEURIAL THINKING AND BEHAVIOUR

Close to our customers – strong footprint in SMB and public sector

DECENTRALISED STRUCTURE WITH MORE THAN 100 SUBSIDIARIES

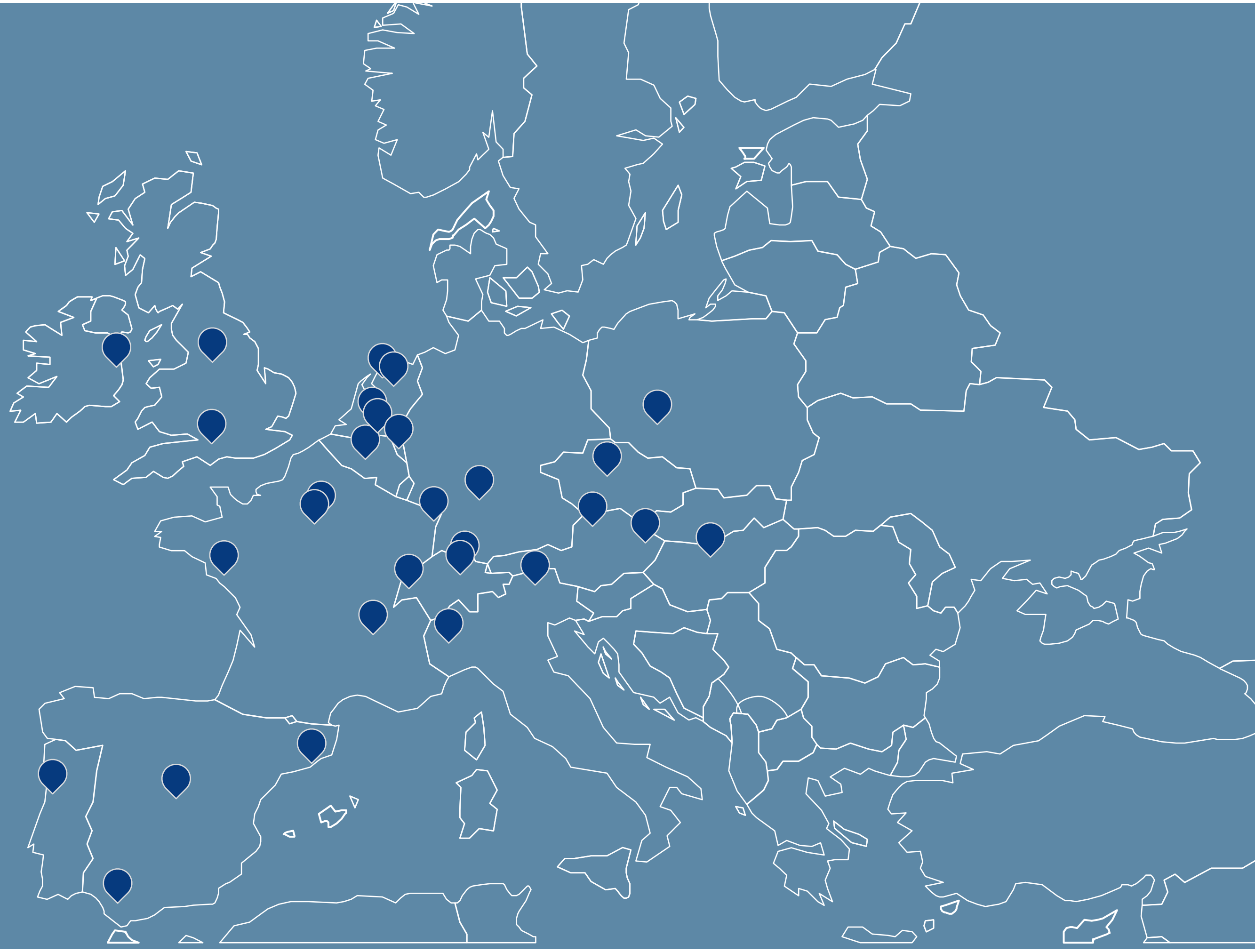
Business Segment –
IT System House & Managed Services.



- 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

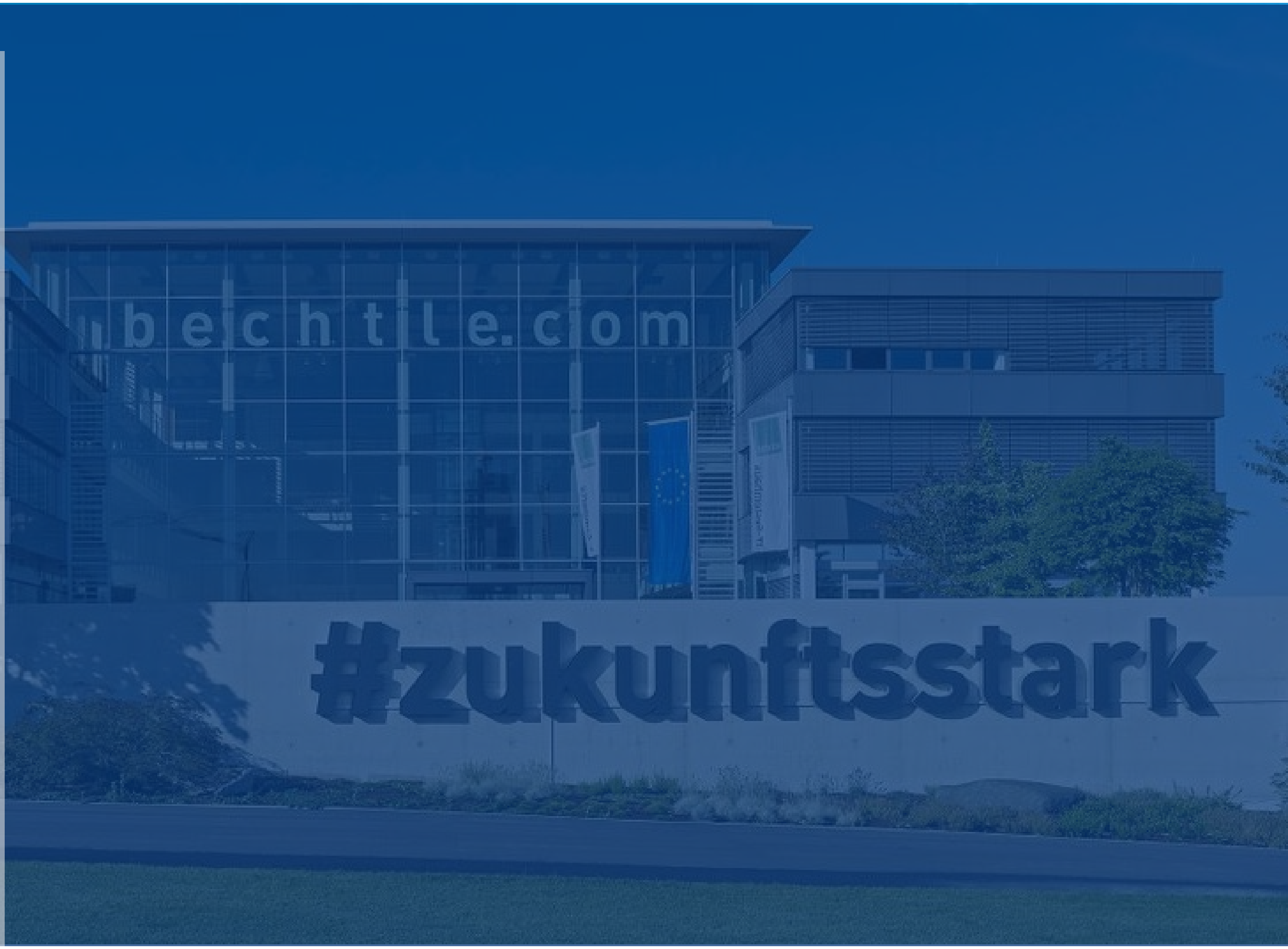


Nr. 1 Ranked System House in Germany.

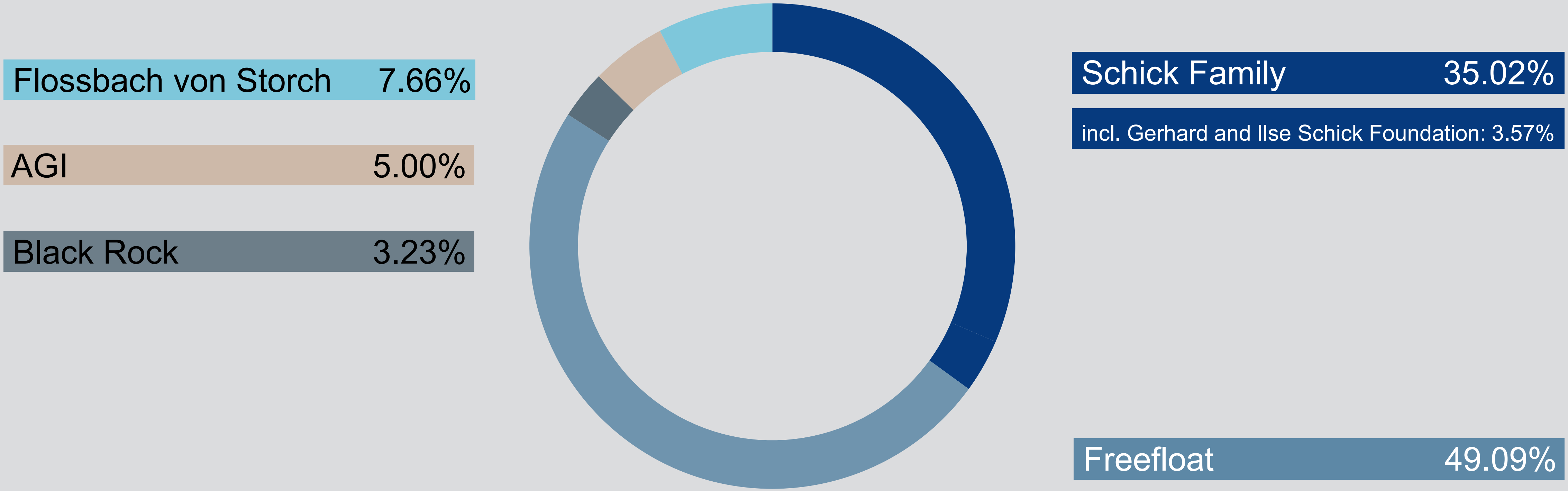
Revenue in Germany (in €m)

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

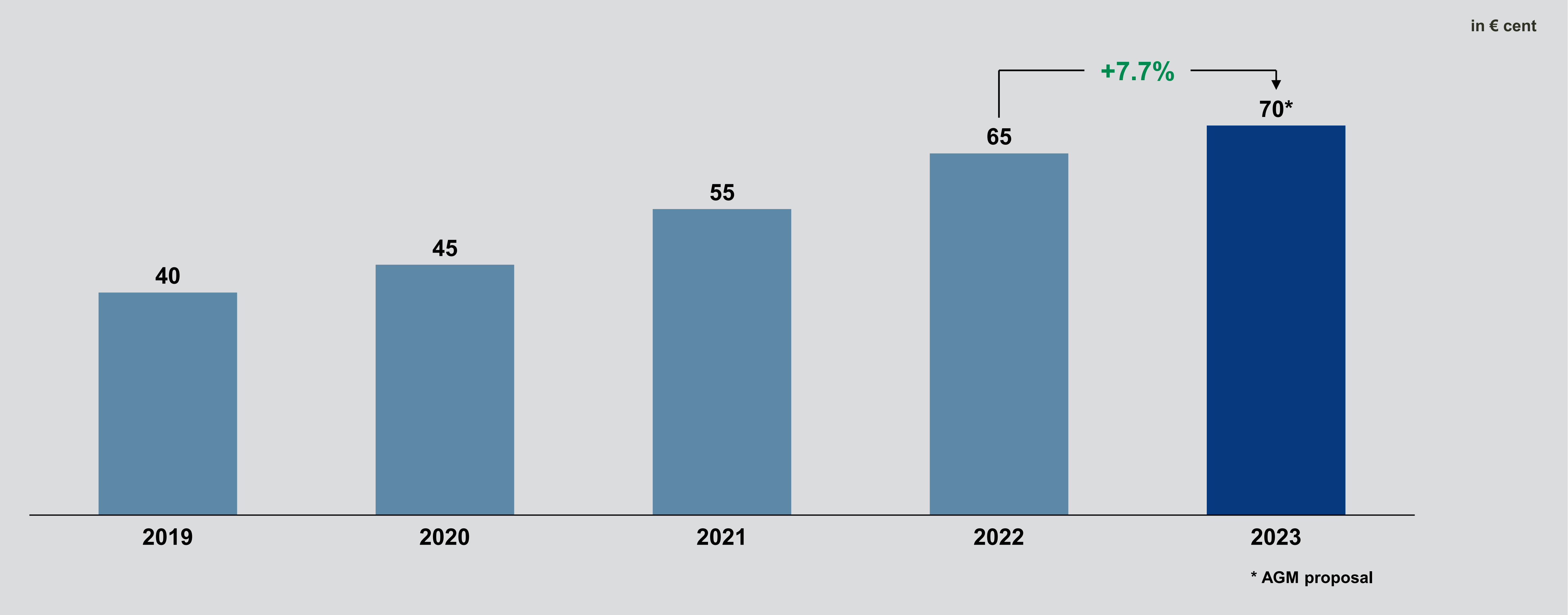


Shareholder Structure –
Long-term and independent anchor shareholder.



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

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.

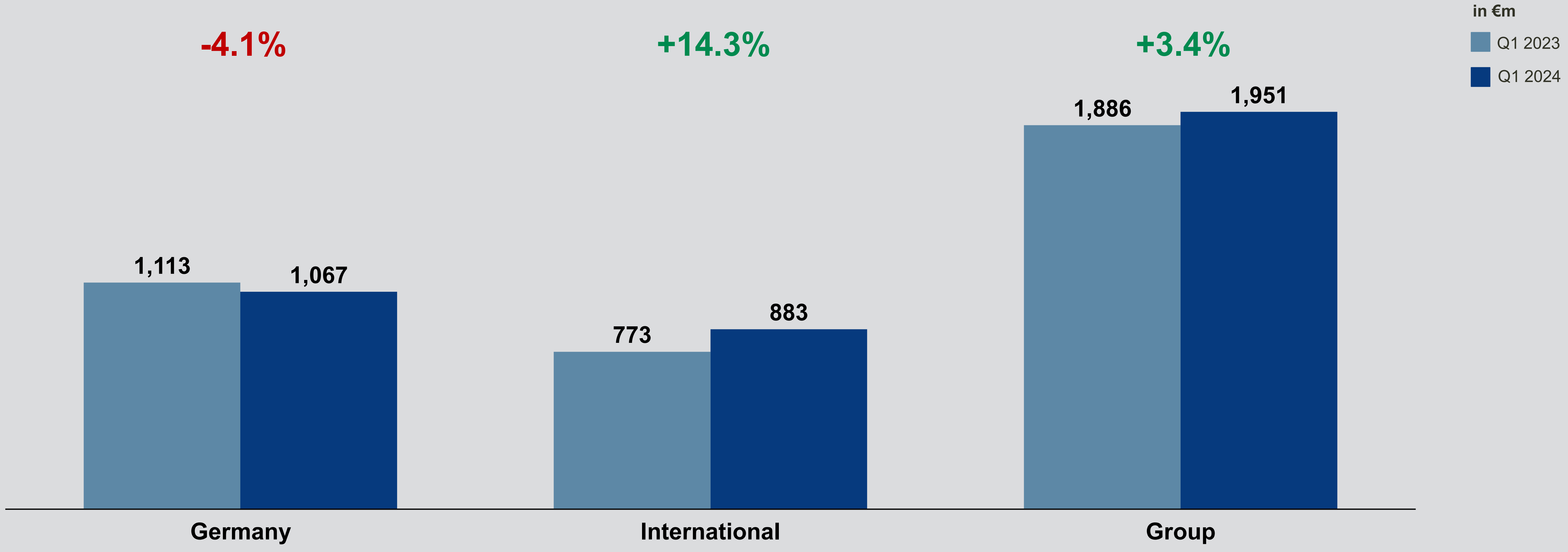
- **Climate-friendly** logistics (packaging and transport)

Awareness.

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

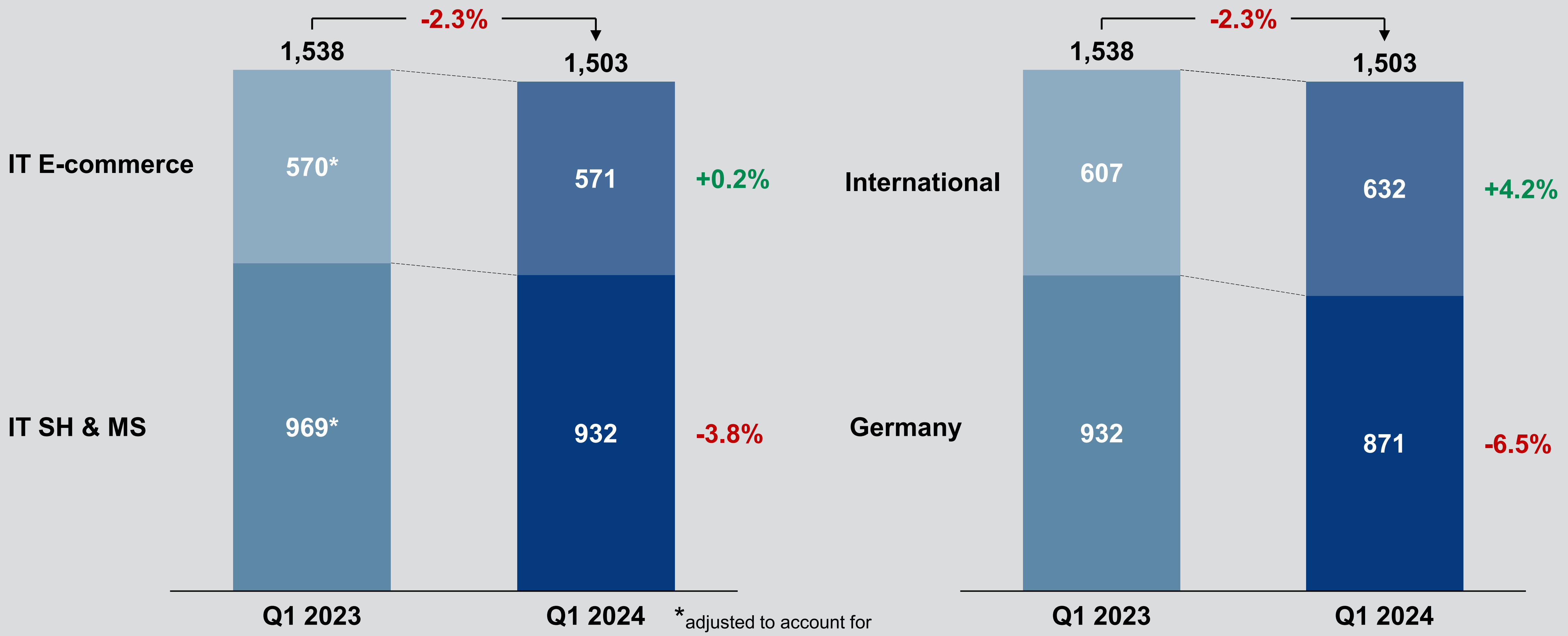
3 Business development.

Business volume –
A solid start to the year.



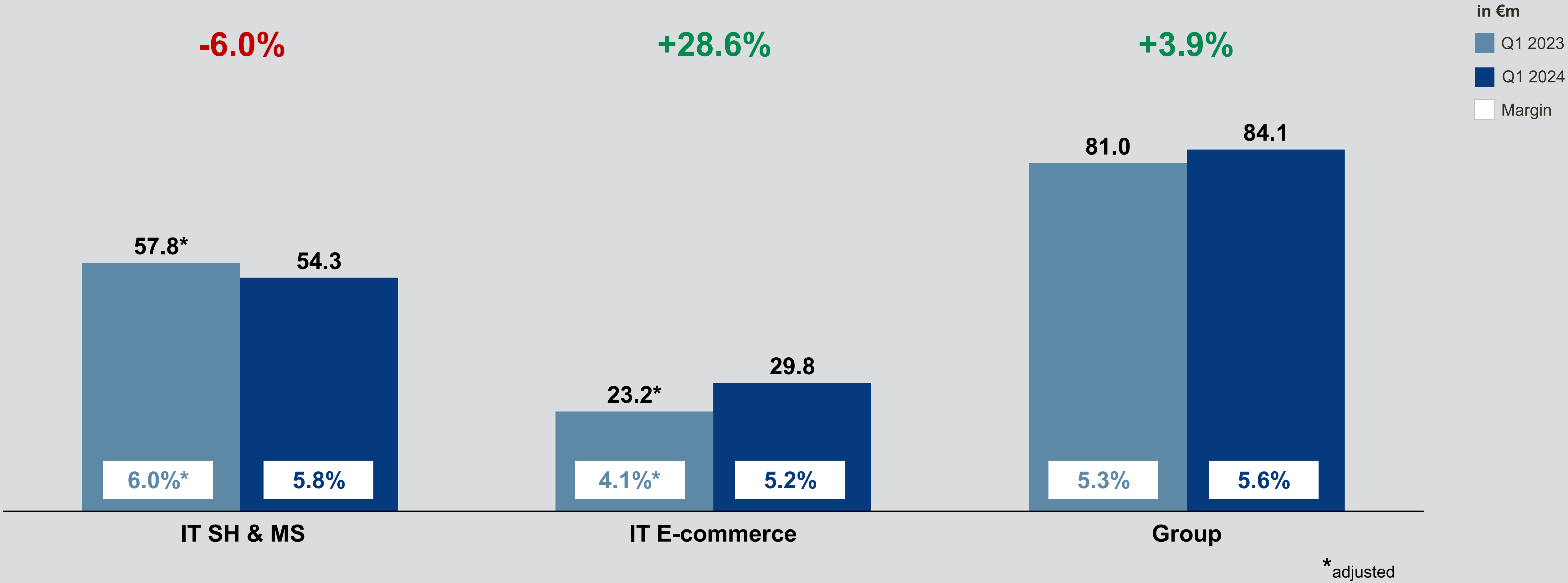
Revenue –
IFRS 15 obscures “real” business development.

in €m

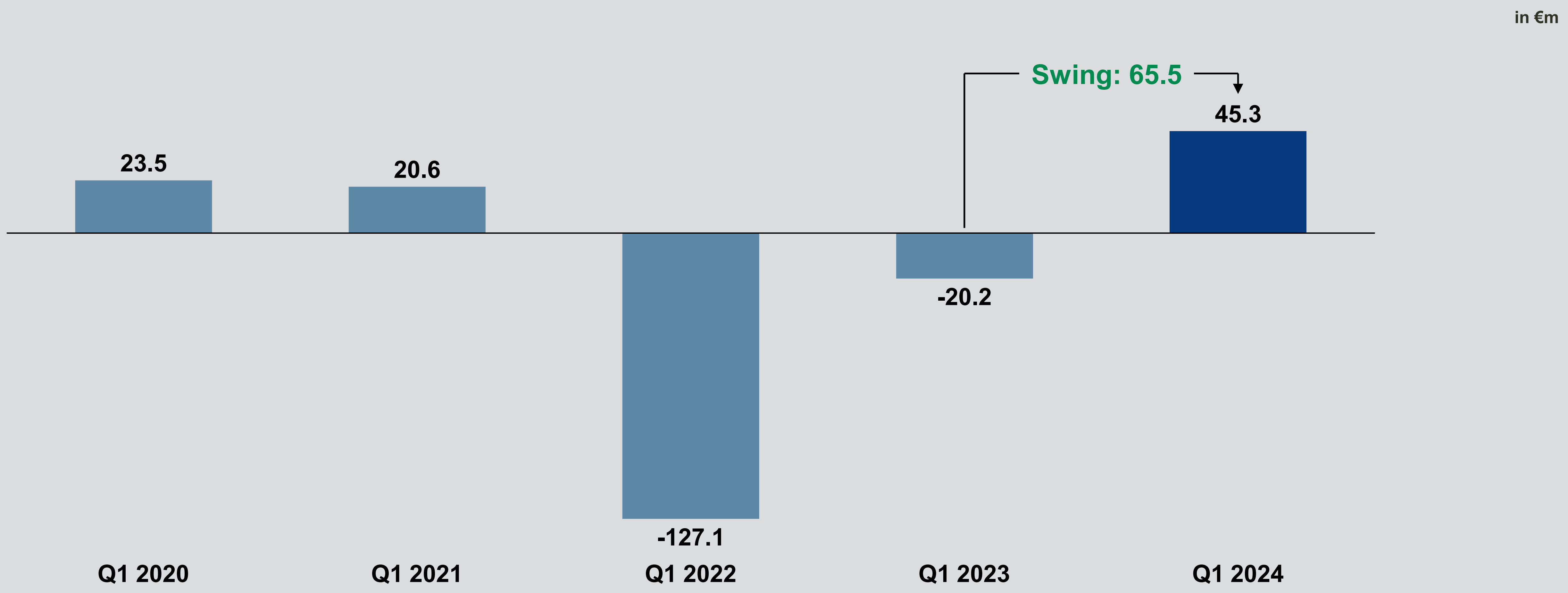


*adjusted to account for revised segment allocation

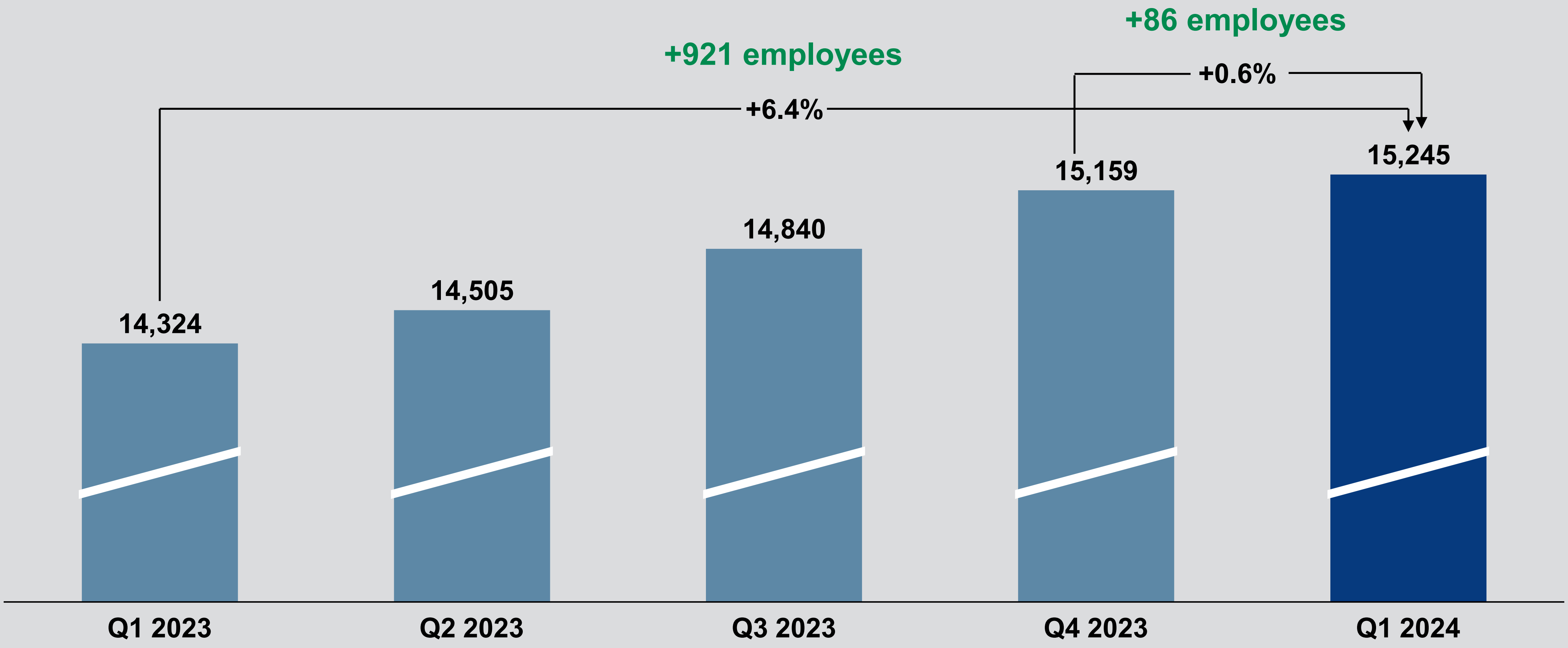
EBIT –
Good group-wide development – Significant imbalance in segment profitability.



Operative cashflow –
Considerable improvement yoy.

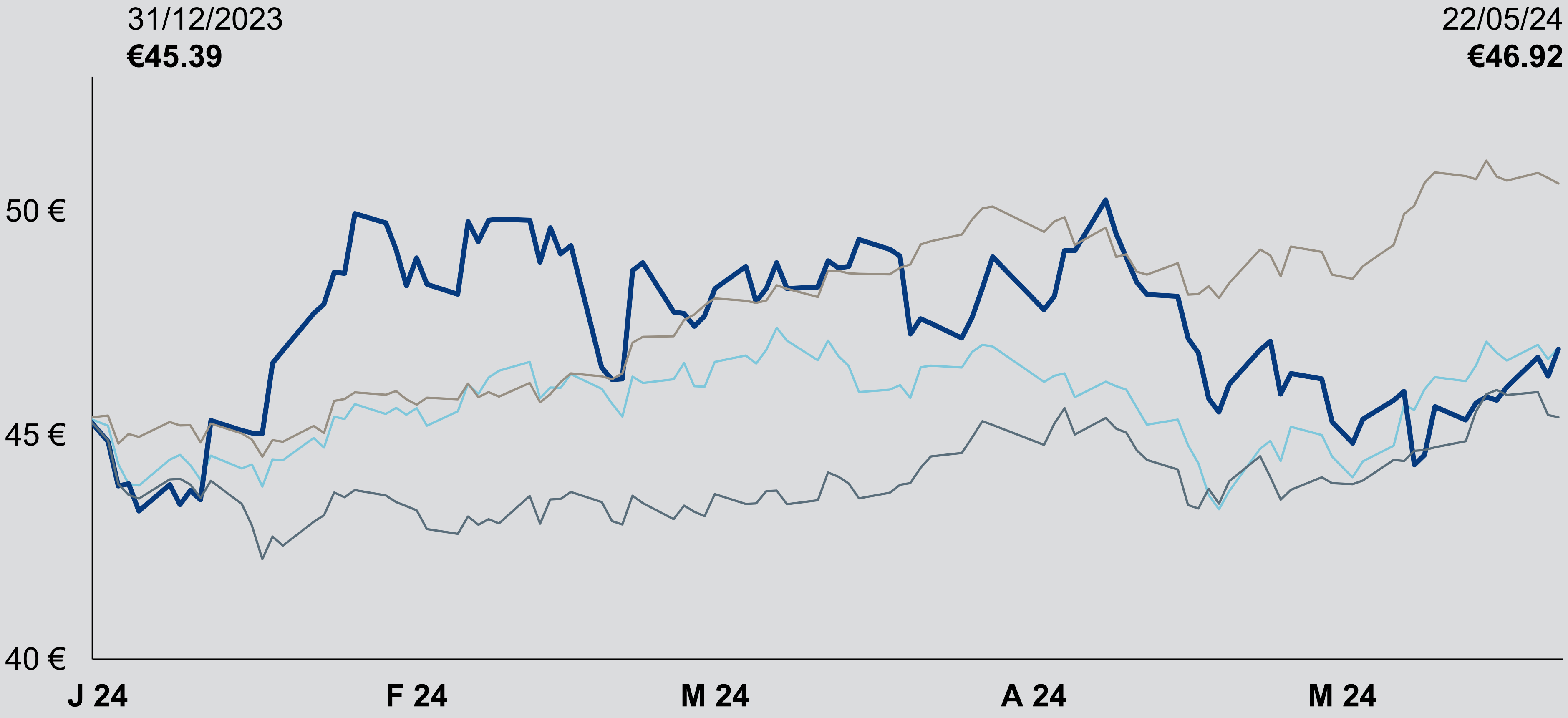


Employees –
Moderate increase of 2.6% without acquisitions.



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.

4

Bechtle recognised with prize –
Best Managed Companies Award 2024

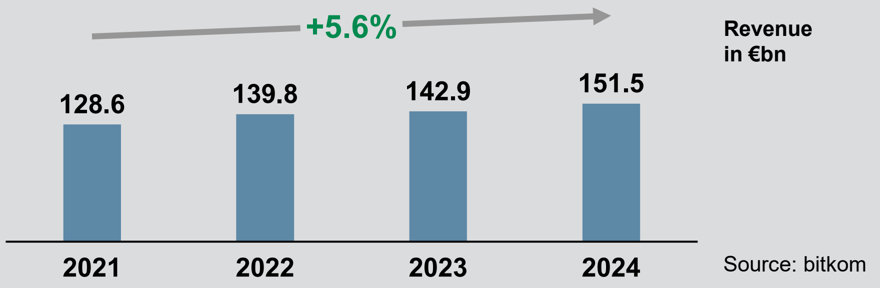
The prize is awarded by Deloitte Private, UBS, the Frankfurter Allgemeine Zeitung (FAZ) and the Federation of German Industries (BDI) to businesses that display outstanding leadership and serve as a role model for other organisations.

6 Outlook.

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

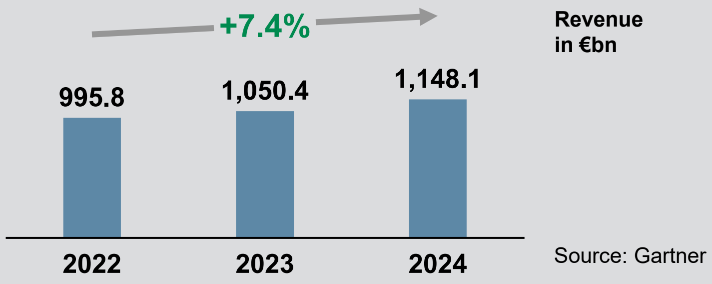
Average growth per year

IT market in Germany –
Consistently high growth.



Average growth per year

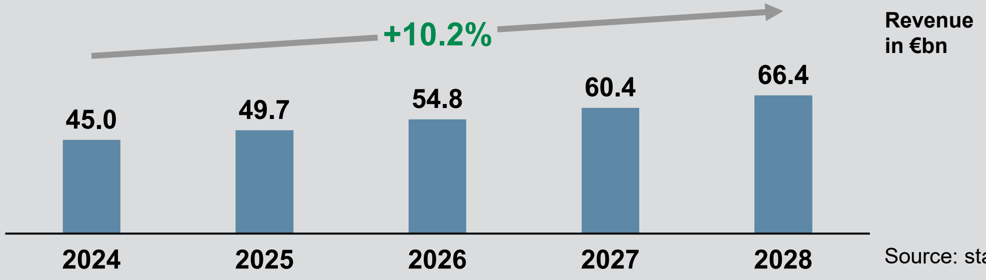
European IT market –
Consistently high growth.



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

Average growth per year

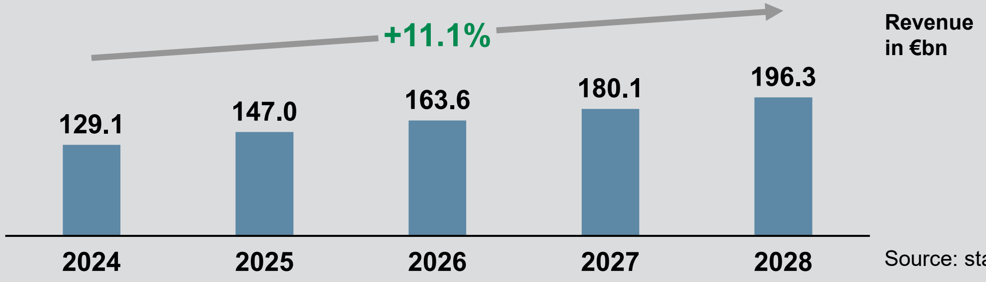
IT security –
High potential.



Source: statista, IT security market in Europe

Average growth per year

Cloud services –
Gaining ground in Europe.



Only 45.2% of EU businesses bought cloud services in 2023, mostly for e-mail and storage and office software.

Source: EU, as of Dec. 2023

Source: statista, Cloud market in Europe

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