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1 Business development.
Revenue –
Q3 growth maintains high level of prior quarter.

+11.4%  +9.3%  +9.1%  +10.0%
Revenue –
Prior year affects and impedes segment comparison.

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q3 2020</th>
<th>Q3 2021</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT SH &amp; MS</td>
<td>918</td>
<td>937</td>
<td>+2.1%</td>
</tr>
<tr>
<td>IT E-Commerce</td>
<td>453</td>
<td>559</td>
<td>+23.4%</td>
</tr>
<tr>
<td>Group</td>
<td>1,371</td>
<td>1,496</td>
<td>+9.1%</td>
</tr>
</tbody>
</table>
EBIT – Excellent profitability also in Q3.

+18.1%  
+38.8%  
+20.6%  
+25.7%

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2020</th>
<th>2021</th>
<th>Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st Quarter</td>
<td>52.6</td>
<td>62.1</td>
<td>4.1%</td>
</tr>
<tr>
<td>2nd Quarter</td>
<td>59.5</td>
<td>82.6</td>
<td>5.8%</td>
</tr>
<tr>
<td>3rd Quarter</td>
<td>73.3</td>
<td>88.4</td>
<td>5.9%</td>
</tr>
<tr>
<td>9 Months</td>
<td>185.5</td>
<td>233.2</td>
<td>5.3%</td>
</tr>
</tbody>
</table>
EBIT –
Very good earnings development in both segments.

Q3 2020 | Q3 2021
--- | ---
IT SH & MS | Group

+23.3% | +14.6% | +20.6%

Margin

5.5% | 5.4% | 5.9%
6.6% | 4.8% | 5.9%
50.0 | 23.3 | 73.3
61.7 | 26.7 | 88.4
Operating cash flow –
Securing delivery capabilities impacts cash flow.

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Value (€m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>9M.17</td>
<td>20.7</td>
</tr>
<tr>
<td>9M.18</td>
<td>42.4</td>
</tr>
<tr>
<td>9M.19</td>
<td>38.7</td>
</tr>
<tr>
<td>9M.20</td>
<td>173.3</td>
</tr>
<tr>
<td>9M.21</td>
<td>25.8</td>
</tr>
</tbody>
</table>
Employees –
Growth dynamics again slightly up.

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3.20</td>
<td>12,055</td>
</tr>
<tr>
<td>Q4.20</td>
<td>12,180</td>
</tr>
<tr>
<td>Q1.21</td>
<td>12,306</td>
</tr>
<tr>
<td>Q2.21</td>
<td>12,421</td>
</tr>
<tr>
<td>Q3.21</td>
<td>12,744</td>
</tr>
</tbody>
</table>

+689 Employees  
+5.7%  
+323 Employees  
+2.6%
2 The Bechtle share.
The Bechtle share – Good performance after strong Q3.

Performance (ytd)

- Bechtle: +13.3%
- TecDAX*: +21.3%
- DAX*: +17.0%
- MDAX*: +16.3%

* indexed
3 Highlights.
1 Record number of vocational trainees.
2021 sees 244 new trainees and students starting their careers at Bechtle, as new hires reach an all-time high.
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.
Bechtle introduces Sustainability Strategy 2030.
The Sustainability Strategy is a benchmark for corporate responsibility within the Bechtle Group, combining ecological, environmental and social aspects, and defining strategic objectives and concrete measures.
4 2021 outlook.
Outlook –
Supply chain issues restrict growth.

Economic conditions and assumptions.
- Demand for IT remains high in Bechtle markets.
- Supply chain issues not only affecting the IT industry.
- Delivery bottlenecks expected to remain until well into 2022.

2021 forecast.
- Bechtle remains optimistic for the fiscal year.
  - Revenue forecast expects significant growth (5 - 10%)
  - Very significant EBT growth (>10%)
  - EBT margin above prior year’s level.
Any questions?

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