

Bechtle AG

Fiscal Year 2025

Frankfurt am Main, 20 March 2026

Agenda

- 1. Business development 2025**
- 2. Dividend**
- 3. Latest news**
- 4. Outlook and Vision**

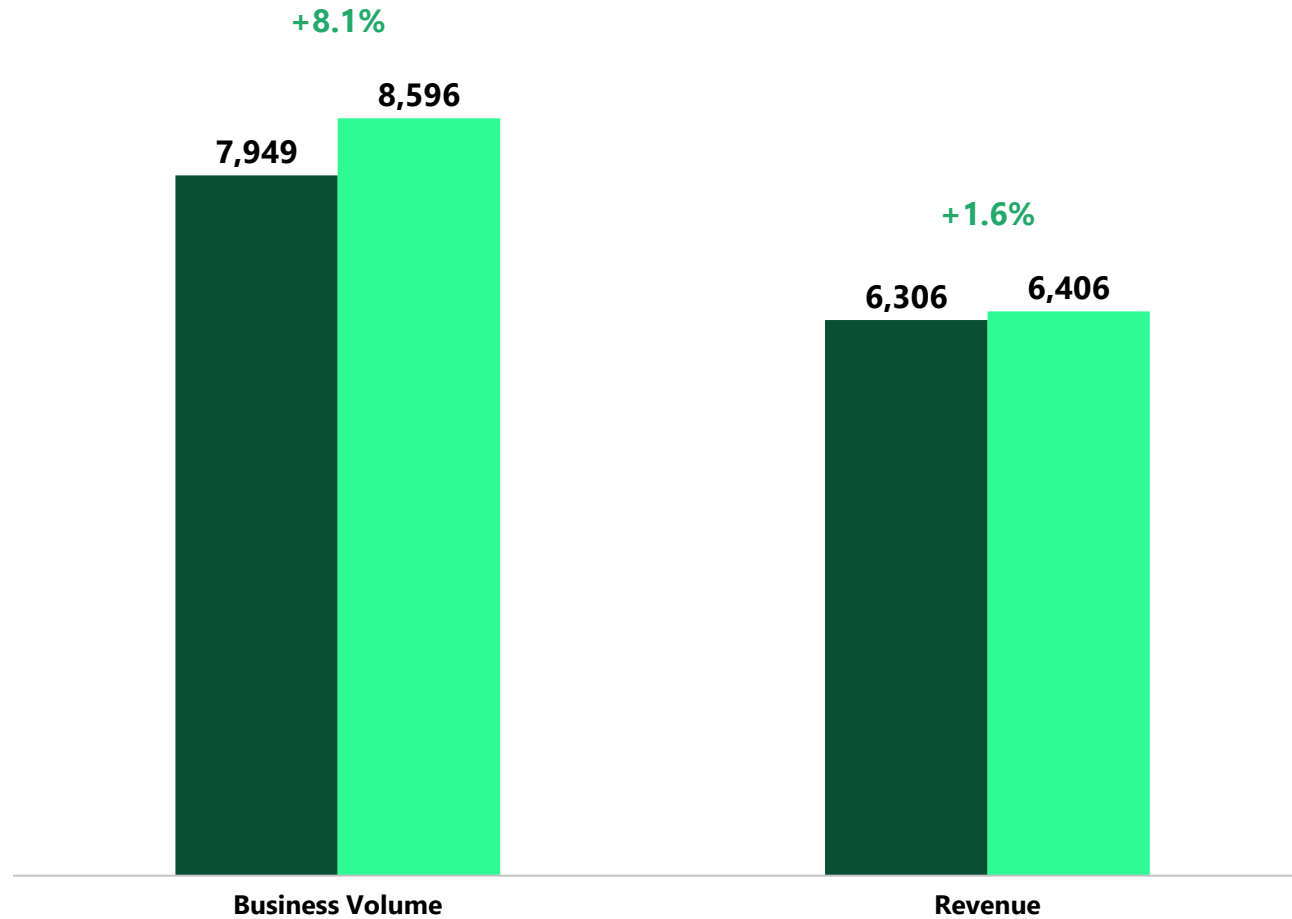
***Business development
2025***

1

Business volume and revenue

Business volume up significantly on previous year.

Higher software share dampens revenue growth (IFRS 15).



2024

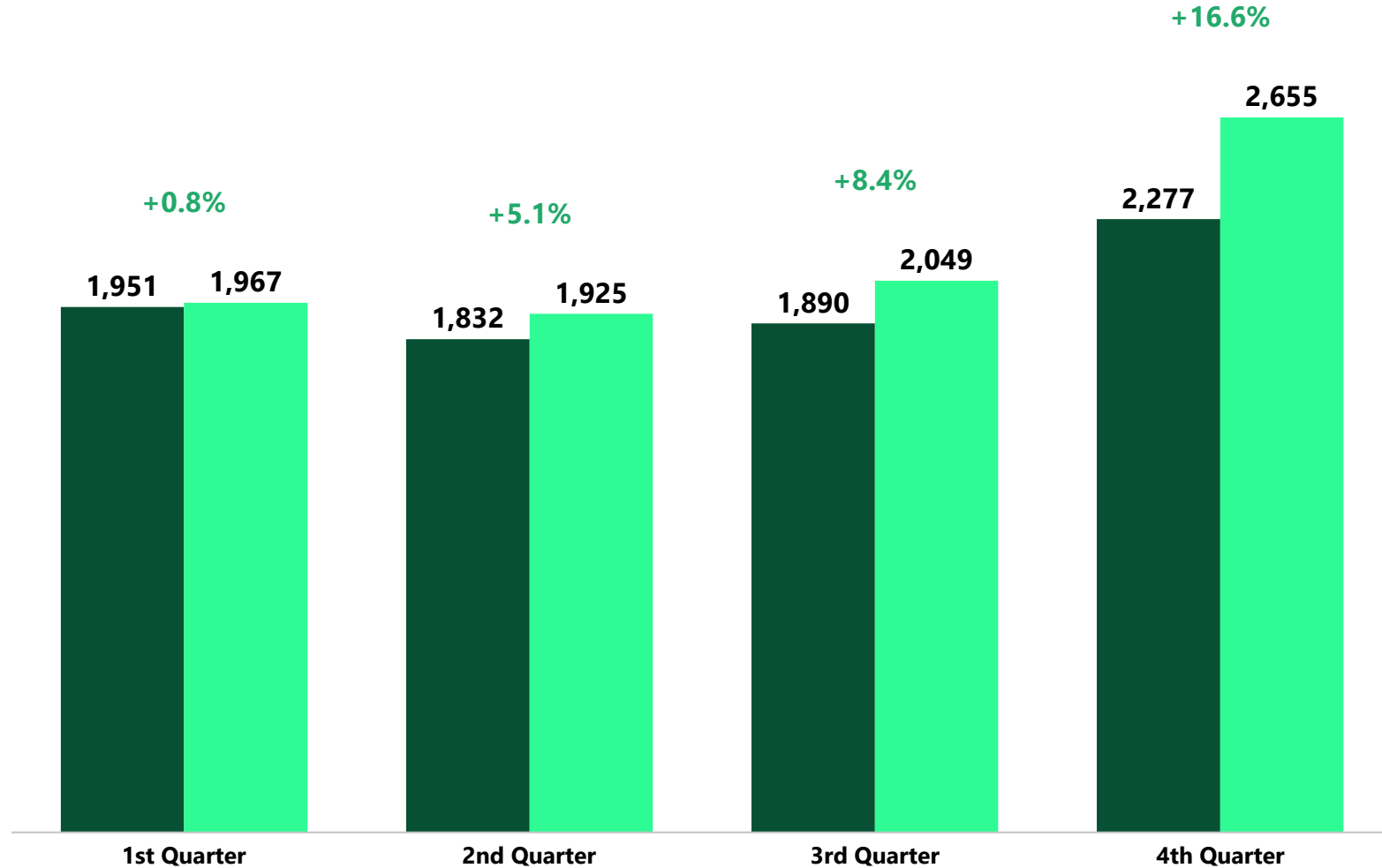
2025

in €m

Business volume over the year

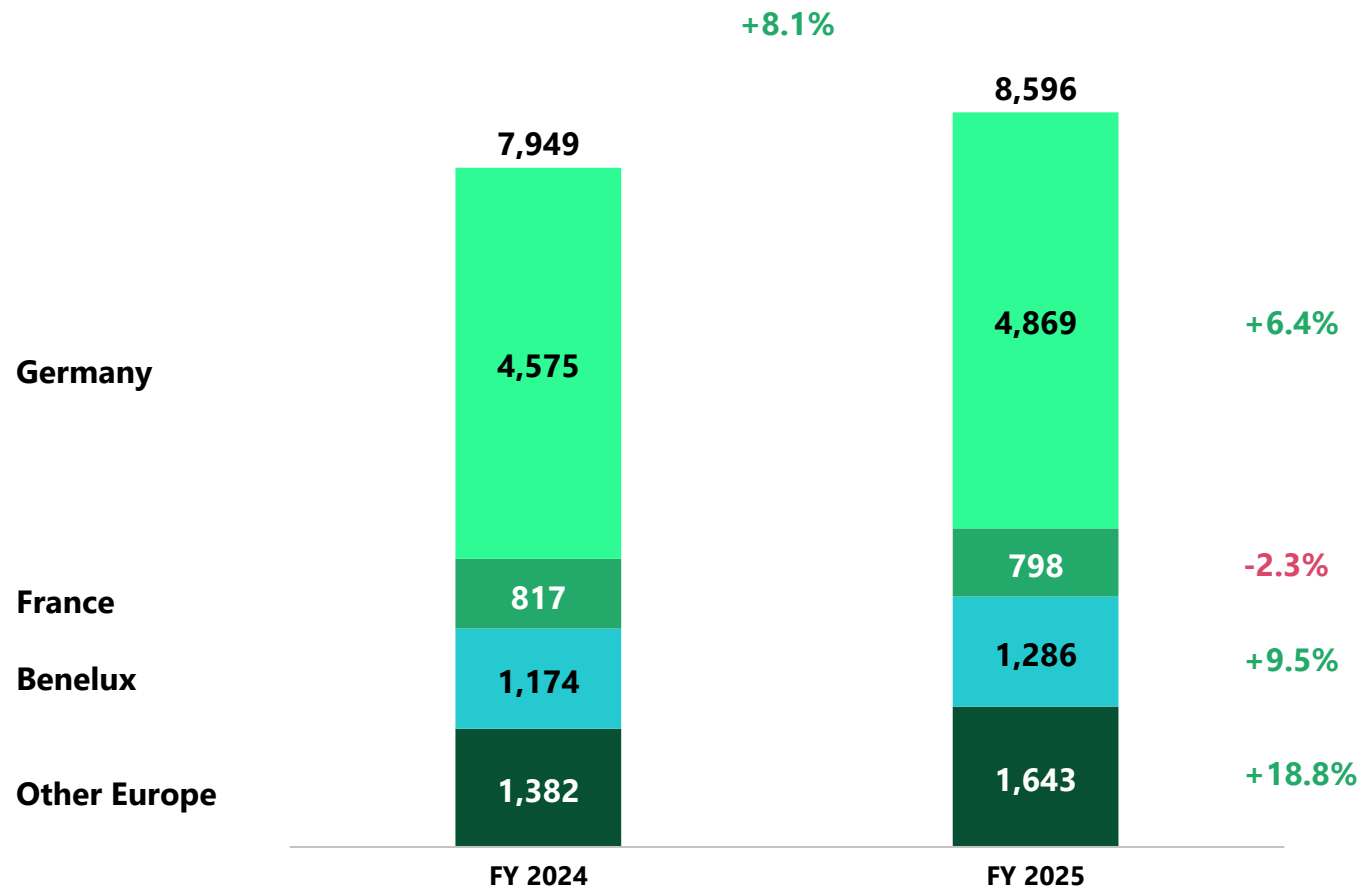
Marked acceleration in growth momentum over the course of the year.

■ 2024
■ 2025
in €m



Business volume by segment

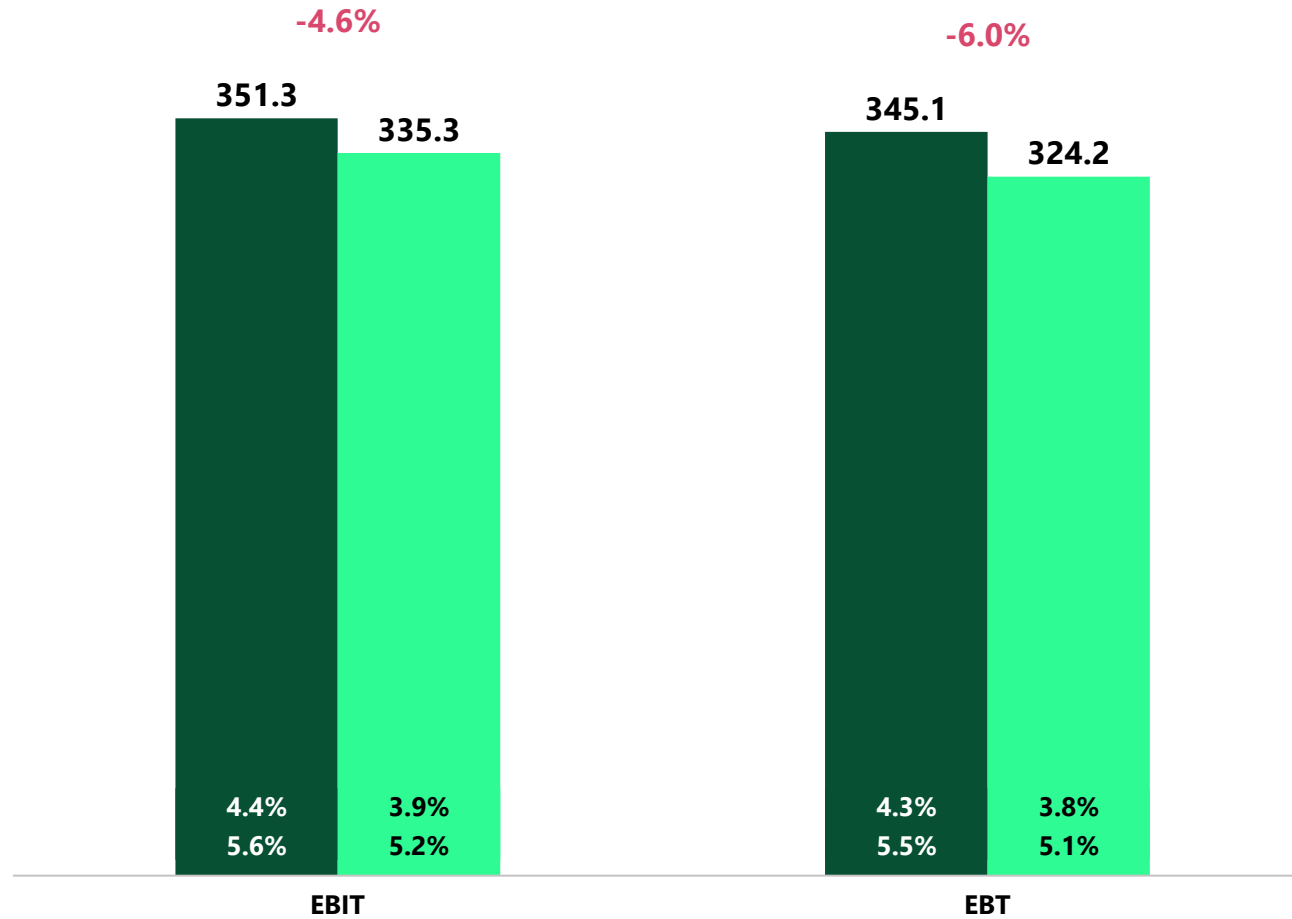
Almost all **national markets contribute to growth.**



in €m

EBIT and EBT

Earnings in line with expectations **thanks to excellent Q4.**

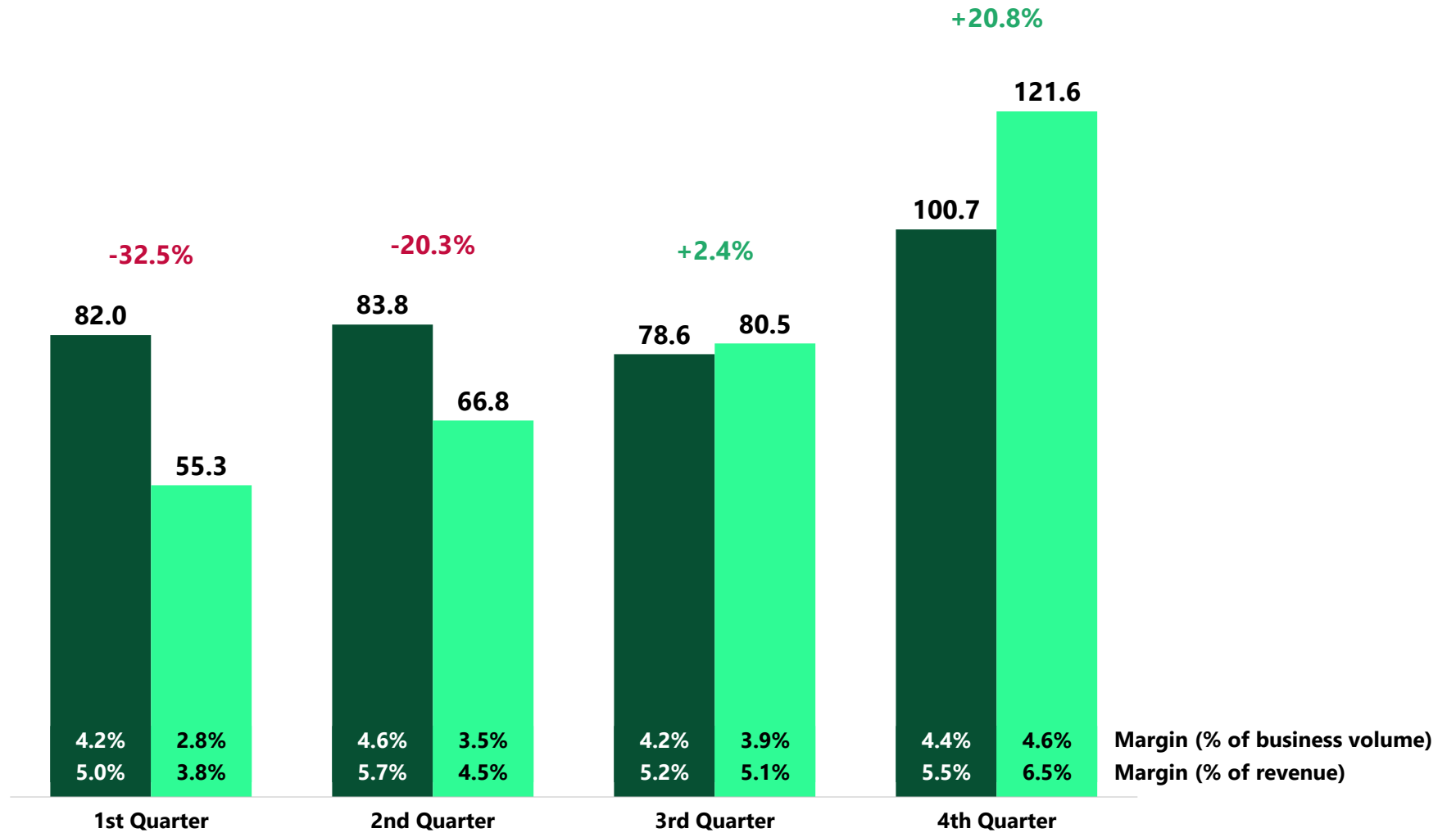


■ 2024
■ 2025
 in €m

Margin (% of business volume)
 Margin (% of revenue)

EBT over the year

Despite strong growth momentum, **the Q4 margin exceeded the prior year.**



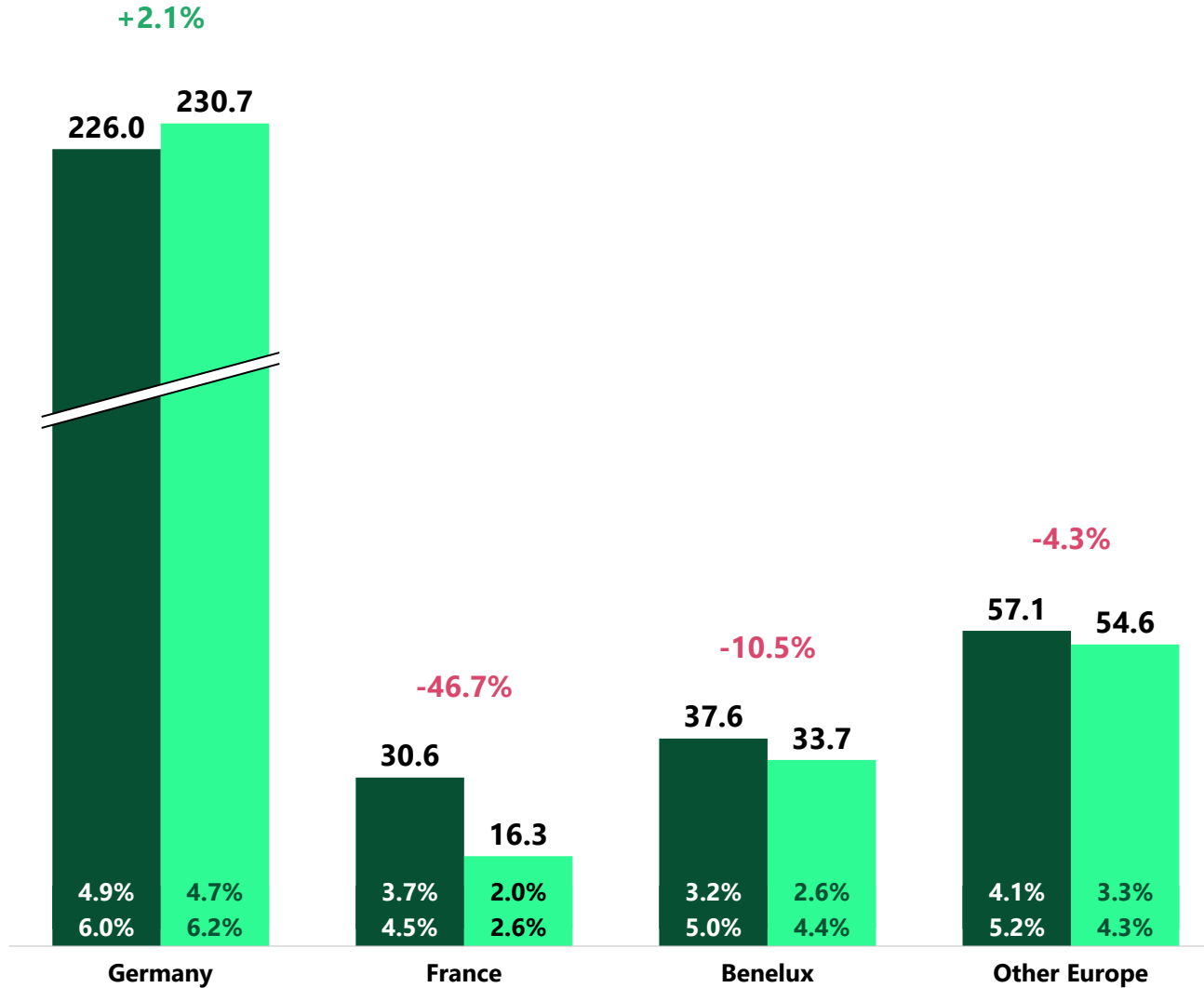
■ 2024
■ 2025
 in €m

EBIT by segment

Positive development in Germany, continued challenges in France.

M&A and portfolio effects most visible in the **international** regions.

in €m

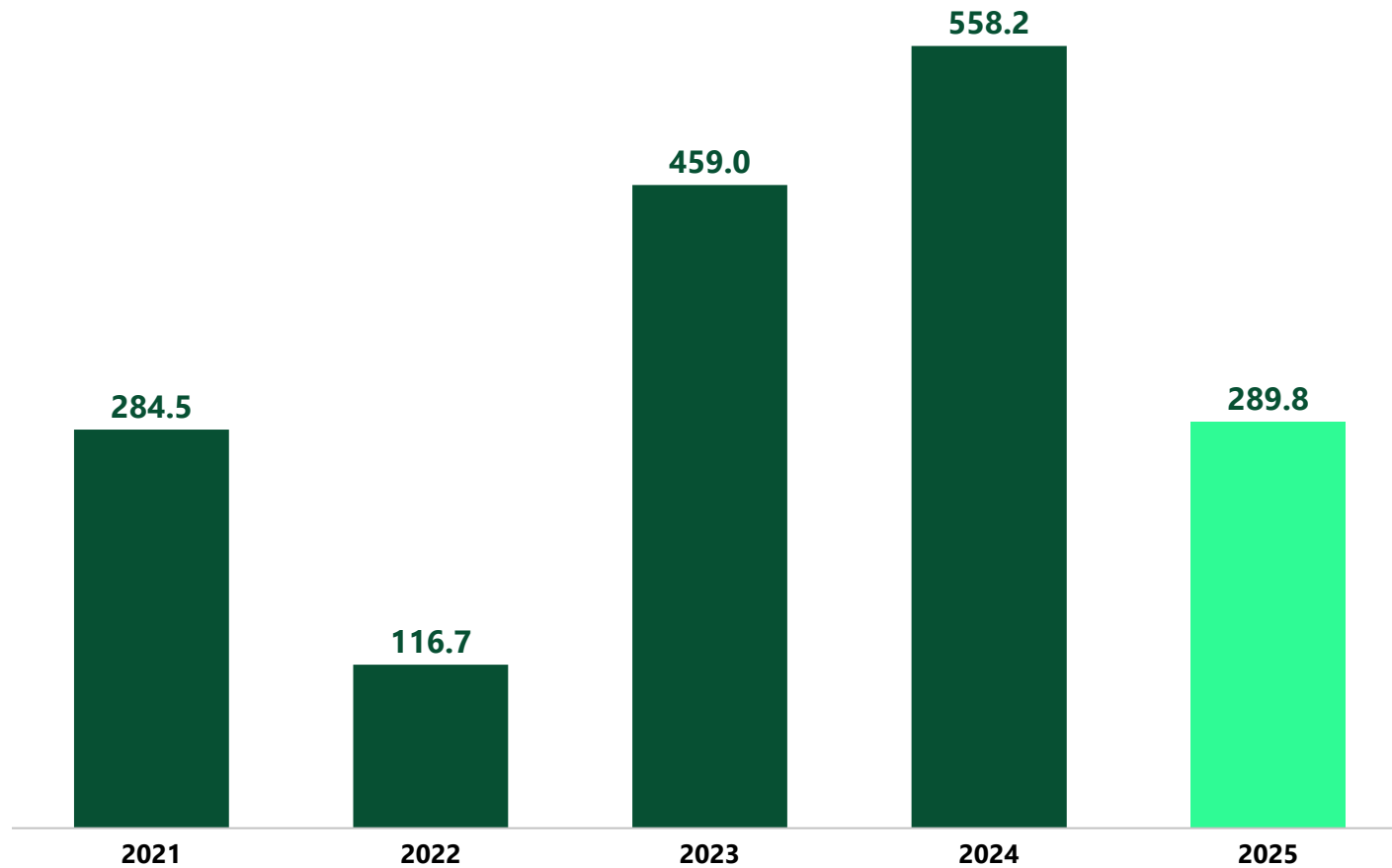


Margin (% of business volume)
Margin (% of revenue)

Operating cash flow

Very strong development even with significant year-end growth.

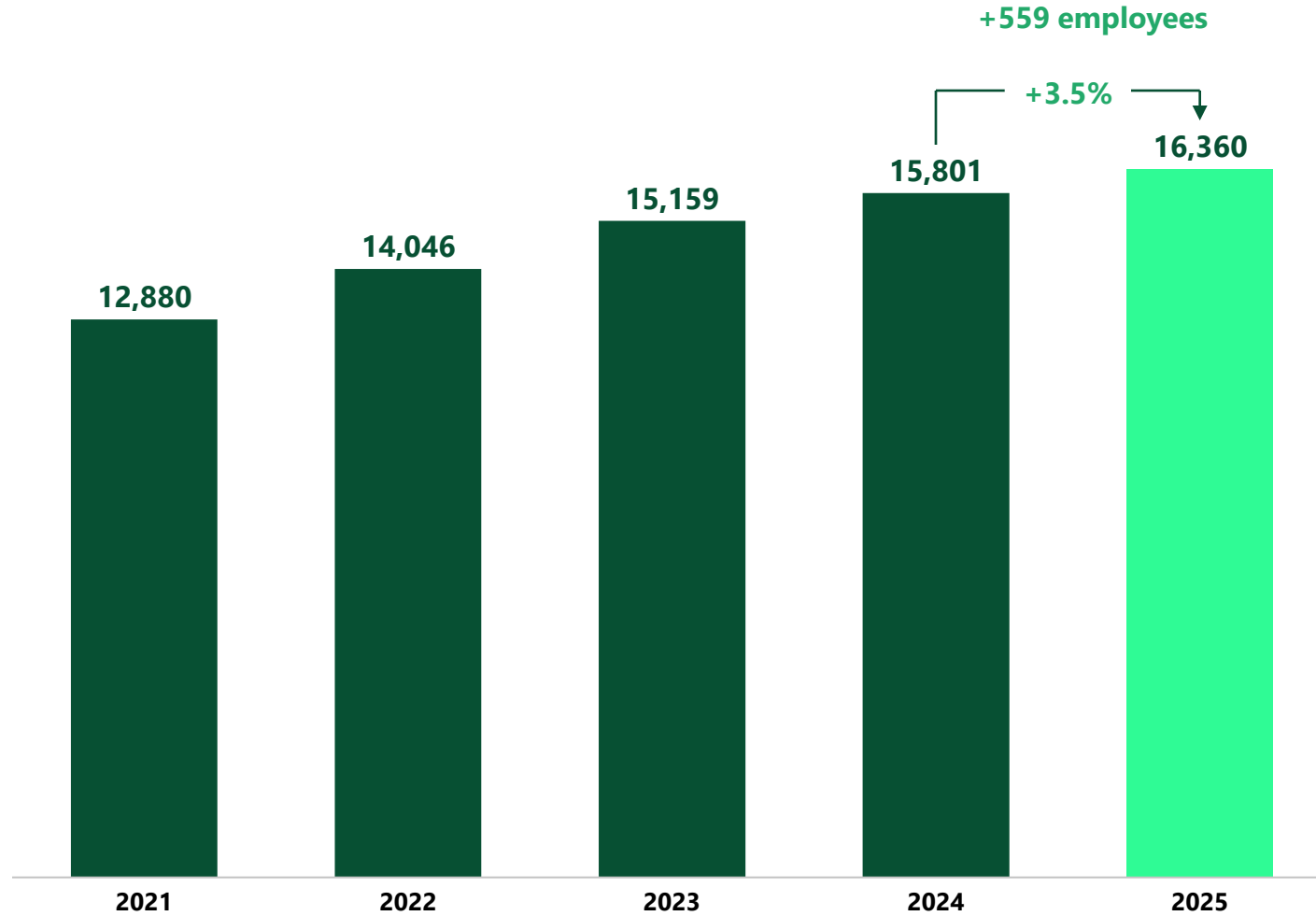
Effective working-capital management.



in €m

Employees

Headcount declined organically by 2.0%.

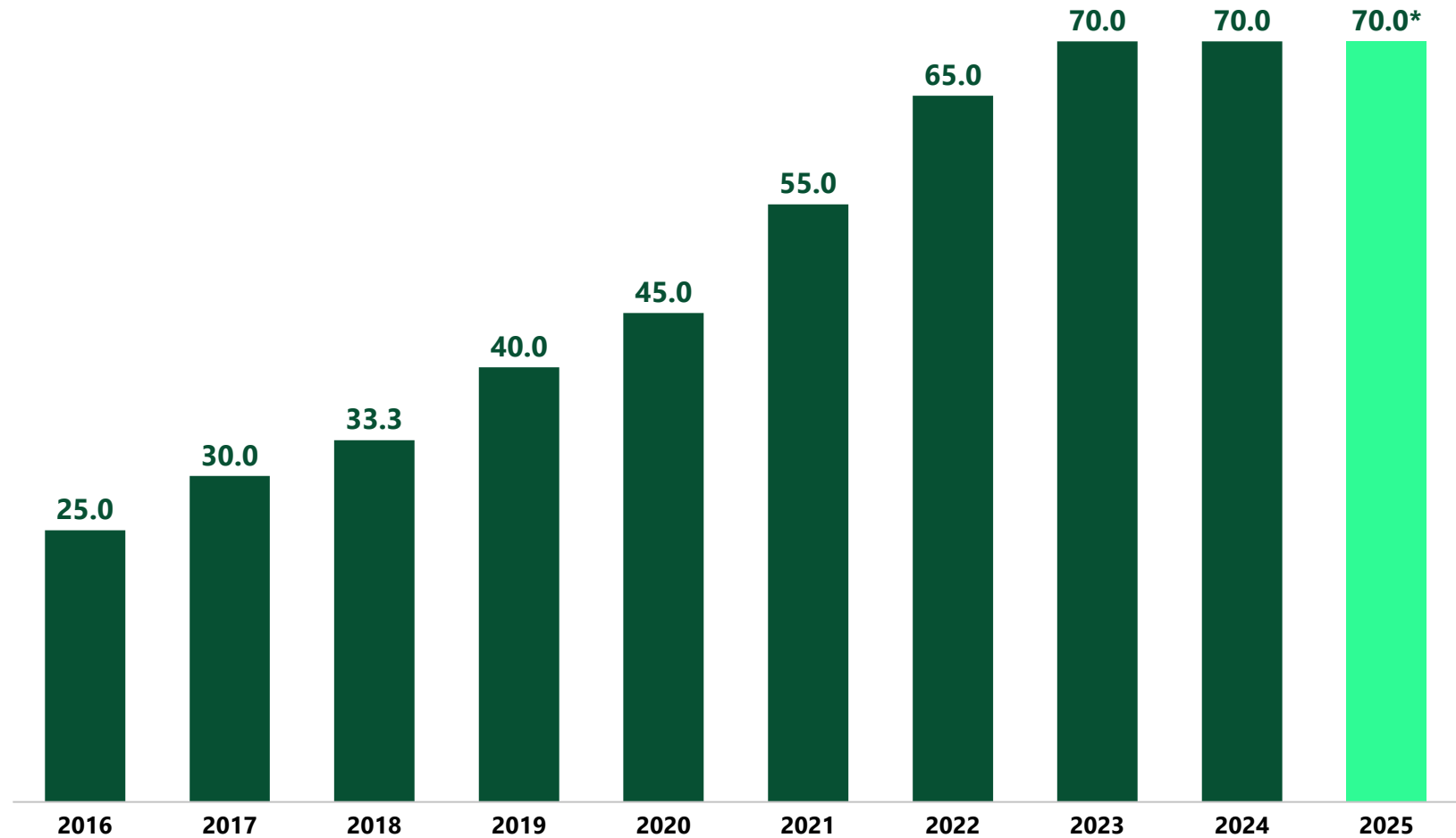


Dividend

2

Dividend

Stable dividend signals financial strength, dependability and confidence.



in € Cent

*AGM proposal

Latest news

3

Cloud



New partnerships with Deutsche Telekom and Arvato Systems.

Bechtle expands its **multi-cloud offering**.

Customers benefit from greater choice and **flexibility in their digitalisation**.

The Open Telekom Cloud provides GDPR-compliant infrastructure from German and Dutch data centres. Arvato Systems Private Cloud adds a Germany-hosted solution that meets data-protection requirements.

Strengthening of our **customers' digital sovereignty** through technological self-determination, transparency and resilience.

The logo for the Bechtle Index of Sovereignty (BILDS). The letters 'BILDS' are rendered in a bold, white, sans-serif font. The letter 'I' is replaced by a green square with a white diagonal line, creating a stylized 'L' shape. The background of the slide is a dark green with a pattern of small, lighter green dots and wavy lines.

Bechtle
Index
of
Sovereignty

Latest news

Digital sovereignty

Bechtle Index of Sovereignty (BloS).

Assessment, that helps **companies** and **public-sector organisations** assess their **digital sovereignty**.

Using the **BloS** customers can use proprietary Bechtle software to determine their **level of digital sovereignty** and monitor how it evolves over time.

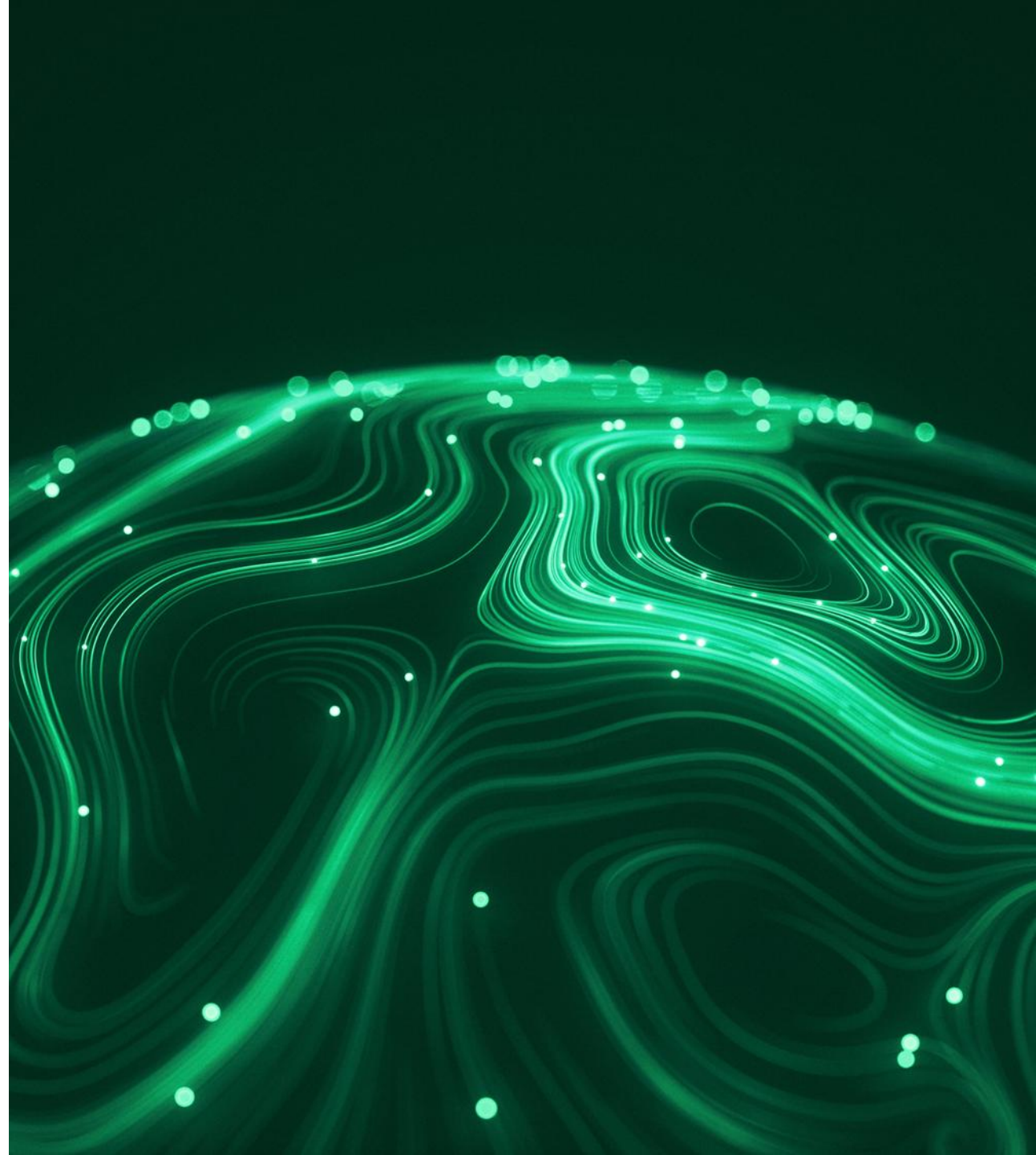
The tool will initially be deployed in **Germany, Austria and Switzerland** with further European markets to follow.

Public Sector

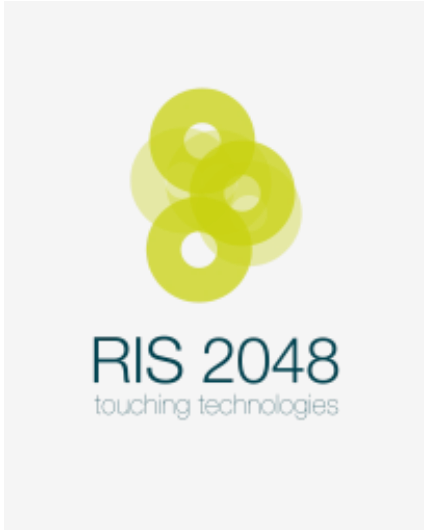
Bechtle wins ProVitako tender.

Bechtle has signed two **framework agreements** with ProVitako, Germany's **central procurement agency** for municipal IT service providers, securing **nationwide delivery** of HPE **network and server products** and related services.

The **contract volume totals up to €501 million.**



Acquisitions



Bechtle strengthens its position in Portugal.

Bechtle acquires Portuguese **systems integrator RIS 2048** (including **evoware**) with sites in Aveiro, Lisbon and Porto, enhancing our portfolio in Portugal with **IT consulting and services**. RIS employs 165 staff and achieved over €50 million in business volume in 2025.

Bechtle acquires Hungarian PLM specialist.

Bechtle acquires Budapest-based **PLM specialist, EuroSolid—Hungary’s leading Dassault Systèmes SOLIDWORKS partner**. EuroSolid employs 31 highly skilled professionals and reported a business volume of €3.5 million. Following this acquisition, **Bechtle now operates in the PLM market in nine countries**.

Executive Board



The Supervisory Board of Bechtle AG extends Konstantin Ebert's **term on the Executive Board** ahead of schedule by a further three years through to 31 December 2029.

Konstantin Ebert will succeed **CEO Dr Thomas Olemotz** on 1 January 2027.

The **Executive Board** will then once again consist of **three members**.

Outlook and Vision

4

2026 Outlook

Context

Higher GDP growth expected for 2026 in both the EU and Germany. German public-sector institutions can invest more in 2026 due to the approved budget.

HOWEVER:

- Significant geopolitical and geo-economic uncertainty.
- Customer investment behaviour is currently not predictable.
- Impact of the memory crisis (rising prices and declining availability) remains unclear.

Objectives

- Despite the difficult environment, we remain optimistic for 2026. Q4 2025 demonstrated Bechtle’s capabilities even in tough conditions.
- We expect significant growth in business volume. Revenue growth will be lower due to continued strong development in the software business.
- Earnings will continue to be impacted by challenging market conditions, internal IT investments and M&A activity, and may therefore grow less dynamically..

Business Volume:	+5% to +10%
Revenue:	0% to +5%
EBT:	0% to +5%

In a world of accelerated change, we activate the potential of IT. Always prepared for success.

bechtel.com/vision

Performance

We pursue **profitable growth** to secure our ability to thrive in the future.

By 2030, we will achieve a business volume of at least **€10 billion** and an **EBT margin** of **5%**.

Customers

With a customer-centric **go-to-market strategy** and a **strong international presence**, we empower our customers to succeed—strengthening our competitive position in the process.

Technology and Services

We anticipate shifts in the IT industry and tap into **future-driven areas of business**.

People

We are committed to developing the **skills and capabilities** of our colleagues. At Bechtel, people who want to make a real impact can realise their full potential.

Business Excellence

We continuously strengthen our operational excellence—within **our organisation**, together with our **partners**, and for our **customers**.

Sustainability

We stand for sustainability across the dimensions of ethical business, **the environment, people** and **the digital future**.

Any
questions?