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1 Introduction to Bechtle AG.
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.

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.

We empower business.
We understand our customers and deliver future-oriented IT to drive their success.
Bechtle AG Organisation.

BECHTLE AG
Chairman of the Executive Board: Dr Thomas Olemotz

Central Divisions

SEGMENT IT System Houses & Managed Services
COO: Michael Guschlbauer

IT System Houses  Bechtle Managed Services  Specialists

Germany, Austria, Switzerland

SEGMENT IT E-Commerce
COO: Jürgen Schäfer

Bechtle direct  ARP  Inmac Wstore

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
- Some 80 locations 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 54
Austria 10
Switzerland 14
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
<table>
<thead>
<tr>
<th>RANK</th>
<th>COMPANY</th>
<th>Revenue in Germany (in €m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Bechtle</td>
<td>3,661</td>
</tr>
<tr>
<td>2</td>
<td>Computacenter</td>
<td>2,108</td>
</tr>
<tr>
<td>3</td>
<td>Software One</td>
<td>1,800</td>
</tr>
<tr>
<td>4</td>
<td>Cancom</td>
<td>1,390</td>
</tr>
<tr>
<td>5</td>
<td>SVA System Vertrieb Alexander</td>
<td>1,036</td>
</tr>
<tr>
<td>6</td>
<td>T-Systems International</td>
<td>900</td>
</tr>
<tr>
<td>7</td>
<td>NTT Data</td>
<td>840</td>
</tr>
<tr>
<td>8</td>
<td>msg systems</td>
<td>779</td>
</tr>
<tr>
<td>9</td>
<td>Atos IT-Solutions and Services</td>
<td>760</td>
</tr>
<tr>
<td>10</td>
<td>ACP Gruppe</td>
<td>700</td>
</tr>
</tbody>
</table>

Source: Channelpartner 08/2021
Shareholder Structure.

- Schick Family: 35.02%
- Other Freefloat: 39.16%
- Baillie Gifford: 8.75%
- AGI: 5.00%
- DWS: 4.95%
- BlackRock: 4.07%
- Flossbach von Storch: 3.05%
Revenue –
Growth maintains high level.

+11.4%  
1st Quarter
1,356
1,510

+9.3%  
2nd Quarter
1,311
1,433

+10.4%  
1st Half-year
2,666
2,943

in €m
2020
2021
Revenue –
Effects of prior year impede segment comparison.

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q2/2020</th>
<th>Q2/2021</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT-SH &amp; MS</td>
<td>894</td>
<td>904</td>
<td>+1.2%</td>
</tr>
<tr>
<td>IT E-Commerce</td>
<td>417</td>
<td>528</td>
<td>+26.9%</td>
</tr>
<tr>
<td>Group</td>
<td>1,311</td>
<td>1,433</td>
<td>+9.3%</td>
</tr>
</tbody>
</table>
EBIT –
Half-year results show operative strength – One-off effects balancing out.

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2020 (€m)</th>
<th>2021 (€m)</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>1st Half-year</td>
<td>112.2</td>
<td>144.7</td>
<td>4.9%</td>
</tr>
</tbody>
</table>
EBIT –
Operative strength and one-off effect lead to outstanding increase in earnings.

<table>
<thead>
<tr>
<th></th>
<th>IT-SH &amp; MS</th>
<th>IT E-Commerce</th>
<th>Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020 (Q2)</td>
<td>40.2</td>
<td>19.4</td>
<td>59.5</td>
</tr>
<tr>
<td>2021 (Q2)</td>
<td>53.6</td>
<td>29.1</td>
<td>82.6</td>
</tr>
<tr>
<td>Margin</td>
<td>4.5%</td>
<td>4.6%</td>
<td>4.5%</td>
</tr>
<tr>
<td></td>
<td>5.9%</td>
<td>5.5%</td>
<td>5.8%</td>
</tr>
</tbody>
</table>

+33.3% +50.1% +38.8%
Operating cashflow –
Positive development continues.

<table>
<thead>
<tr>
<th>Period</th>
<th>Operating Cashflow (€m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>H1.17</td>
<td>-23.3</td>
</tr>
<tr>
<td>H1.18</td>
<td>7.4</td>
</tr>
<tr>
<td>H1.19</td>
<td>-22.1</td>
</tr>
<tr>
<td>H1.20</td>
<td>40.5</td>
</tr>
<tr>
<td>H1.21</td>
<td>47.3</td>
</tr>
</tbody>
</table>
Employees –
Increase in headcount predominantly down to new hires.

Q2.20  Q3.20  Q4.20  Q1.21  Q2.21
11,955  12,055  12,180  12,306  12,421
+466 Employees
+3.9%
+115 Employees
+0.9%
3 The Bechtle share.
Bechtle share –
New all-time high after share split.

Performance (ytd)

- **Bechtle**: +6.5%
- **TecDAX***: +22.7%
- **MDAX***: +17.2%
- **DAX***: +13.8%

* indexed

Share price adapted to split
4 Highlights.
Bechtle to market Fairphone. Bechtle has agreed to a partnership with Fairphone to market the company’s products in several European countries.
AGM approves dividend increase.
The Bechtle AG AGM signed off on a dividend payout of €1.35 for the 2020 fiscal year—an increase of 12.5% and the eleventh in a row.
Stock split was implemented from 13 - 16 August 2021. The AGM also signed off on an increase in share capital from company funds. It’s effect is similar to a 3-for-1 forward stock split. Since 16 August 2021, the Bechtle share capital has tripled and the stock price was divided by three.
Global IT Alliance welcomes Dynacons in India.
Dynacons Systems & Solutions Ltd has been an active player in the Indian market for 25 years and now represents the latest pin on GITA’s global map. The alliance is thus able to cater to customers in this fast-growing market through a very experienced partner.
Bechtle acquires CAD/CAM/PLM specialist Cadmes.
Founded in 1991 with a focus on Dassault Systèmes SOLIDWORKS 3D CAD software, the specialist reseller currently employs around 100 staff. In the 2020 fiscal year, Cadmes generated revenue of some 17 million euros.
Bechtle donates to flood victims and sets up relief fund.
Bechtle has set up its own relief fund, contributing an initial €500,000. The company has also donated an additional €500,000 to the charity *Aktion Deutschland Hilft*. 
5 2021 outlook.
2021 outlook –
Earnings forecast increased.

Economic conditions and assumptions.
- Economy continues to improve over the course of the year.
- Demand for IT remains high in Bechtle core markets.
- Delivery bottlenecks expected to remain until well into 2022.

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

For more information:
bechtle.com