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1 Introduction to Bechtle AG.
Vision 2030.
Bechtle: Integrate IT. Architect the future.

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

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.
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
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.

<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>3,337</td>
</tr>
<tr>
<td>2</td>
<td>Computacenter</td>
<td>2,227</td>
</tr>
<tr>
<td>3</td>
<td>Software One</td>
<td>1,720</td>
</tr>
<tr>
<td>4</td>
<td>T-Systems International</td>
<td>1,600</td>
</tr>
<tr>
<td>5</td>
<td>Cancom</td>
<td>1,295</td>
</tr>
<tr>
<td>6</td>
<td>SVA System Vertrieb Alexander</td>
<td>887</td>
</tr>
<tr>
<td>7</td>
<td>Axians Deutschland</td>
<td>825</td>
</tr>
<tr>
<td>8</td>
<td>Atos IT-Solutions and Services</td>
<td>710</td>
</tr>
<tr>
<td>9</td>
<td>ACP Gruppe</td>
<td>680</td>
</tr>
<tr>
<td>10</td>
<td>Infosys Ltd.</td>
<td>550</td>
</tr>
</tbody>
</table>

Source: Channelpartner 07/2020
Shareholder Structure.

Baillie Gifford 8.75%
AGI 5.00%
DWS 4.95%
BlackRock 4.07%
Schick Family 35.02%
Other Freefloat 42.21%
Revenue – growth in both business segments.

- **IT SH & MS**
  - Q1 2020: €859
  - Q1 2021: €971
  - Growth: +13.1%

- **IT E-Commerce**
  - Q1 2020: €497
  - Q1 2021: €539
  - Growth: +8.5%

- **Group**
  - Q1 2020: €1,356
  - Q1 2021: €1,510
  - Growth: +11.4%
Revenue – strong developments domestically, recovery in markets abroad.
EBIT – above average increase in earnings, group margin up YOY.

<table>
<thead>
<tr>
<th></th>
<th>Q1 2020</th>
<th>Q1 2021</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT SH &amp; MS</td>
<td>32.5€m</td>
<td>41.1€m</td>
<td>+26.4%</td>
</tr>
<tr>
<td>IT E-Commerce</td>
<td>20.1€m</td>
<td>21.1€m</td>
<td>+4.6%</td>
</tr>
<tr>
<td>Group</td>
<td>52.6€m</td>
<td>62.1€m</td>
<td>+18.1%</td>
</tr>
</tbody>
</table>
Operative cash flow – remains at a high level.
Employees – moderate increase in headcount.

- **Q1.20**: 11,768
- **Q2.20**: 11,955
- **Q3.20**: 12,055
- **Q4.20**: 12,180
- **Q1.21**: 12,306

+538 employees (+4.6%)

+126 employees (+1.0%)
3 Shares and Dividend.
The Bechtle share – tech shares under pressure.

Performance (ytd)

- **Bechtle**: -8.5%
- **DAX***: +12.3%
- **TecDAX***: +6.7%
- **MDAX***: +6.1%

* indexed
Dividend –
11th increase in a row is testament to a dependable dividend policy.

<table>
<thead>
<tr>
<th>Year</th>
<th>Dividend (in € cent)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>75</td>
</tr>
<tr>
<td>2017</td>
<td>90</td>
</tr>
<tr>
<td>2018</td>
<td>100</td>
</tr>
<tr>
<td>2019</td>
<td>120</td>
</tr>
<tr>
<td>2020</td>
<td>135*</td>
</tr>
</tbody>
</table>

* AGM proposal
4 Highlights.
Bechtle deepens collaboration with Amazon Web Services.
Bechtle announces a strategic alliance with Amazon Web Services (AWS) to support their mutual customers in realising individual cloud strategies and developing highly agile IT solutions.
Bechtle named qualified APT Response service provider. Bechtle supports critical infrastructure operators to defend against and tackle advanced persistent threat (APT) attacks and is added to the BSI (Federal Office for Information Security) list of certified security service providers.
Bechtle wins nine lots for European OCRE Cloud tender.
As a framework agreement partner, Bechtle offers highly scalable Infrastructure as a Service by IONOS cloud and Microsoft Azure as well as related cloud services.
Bechtle named as one of the 50 most valuable German brands. With an estimated value of approx. $1.6 billion, Bechtle has not only made its début in the BrandZ ranking of international marketing consultants Kantar, but also takes the place of best newcomer coming in at number 37.
5 2021 outlook.
Outlook –
2021 forecast remains optimistic.

Economic conditions and assumptions.
- Economy picking up over the course of the year.
- Demand for IT remains high in Bechtle core markets.
- Marked supply chain problems in the IT market will remain.
- Uncertainties remain rife within the industry.

Goals unchanged.
- Bechtle is optimistic for the fiscal year.
  - Significant growth in terms of revenue and earnings (over 5%)
  - EBT margin on par with previous year
Any questions?

For more information:
bechtle.com