Sustainable Growth.

![Graph showing Sustainable Growth](image-url)
Bechtle AG Organisation.

**SEGMENT IT Systems Integration & Managed Services**
COO: Michael Guschlbauer

- IT Systems Integrators
- 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**

Chairman of the Executive Board: Dr Thomas Olemotz

Central Divisions
Bechtle IT Systems Integrators. In Germany, Austria and Switzerland

- Widespread, regional coverage
- Consulting, procurement and services
- Some 75 locations in Germany, Austria and Switzerland
- Costumized online shops (bios®)
- Employees in 2019: 9,097
  - Services: approx. 5,400
- Revenue in 2019: €3.5bn
Bechtle IT-E-Commerce.
The European powerhouse

- Brands: Bechtle direct, ARP, Inmac Wstore (FR), BuyIT (NL), Bechtle Comsoft (FR)
- Private label: Articona
- In 14 European countries
- Cross-channel strategy: Digital reach with personal account management
- Customised online shops (bios®)
- Employees in 2019: 2,390
- Revenue in 2019: €1.9bn
**Revenue in Germany (in €m)**

<table>
<thead>
<tr>
<th>RANK</th>
<th>COMPANY</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Bechtle</td>
<td>2,855</td>
<td>2,513</td>
</tr>
<tr>
<td>2</td>
<td>Computacenter</td>
<td>2,115</td>
<td>1,965</td>
</tr>
<tr>
<td>3</td>
<td>T-Systems International</td>
<td>1,500</td>
<td>1,400</td>
</tr>
<tr>
<td>4</td>
<td>Cancom</td>
<td>1,201</td>
<td>1,048</td>
</tr>
<tr>
<td>5</td>
<td>Software One *</td>
<td>1,100</td>
<td>854</td>
</tr>
<tr>
<td>6</td>
<td>NTT Data</td>
<td>755</td>
<td>702</td>
</tr>
<tr>
<td>7</td>
<td>SVA System Vertrieb Alexander</td>
<td>713</td>
<td>550</td>
</tr>
<tr>
<td>8</td>
<td>msg systems</td>
<td>694</td>
<td>621</td>
</tr>
<tr>
<td>9</td>
<td>Atos IT Solutions and Services</td>
<td>645</td>
<td>640</td>
</tr>
<tr>
<td>10</td>
<td>Axians Deutschland **</td>
<td>553</td>
<td>518</td>
</tr>
</tbody>
</table>

Source: ChannelPartner 08/2019

* Including Comparex AG
** Including Fritz & Macziol and Crocodial IT
The Bechtle share – Continues to outperform after “corona dip”.

Performance ytd

<table>
<thead>
<tr>
<th>Stock</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bechtle</td>
<td>+20.0%</td>
</tr>
<tr>
<td>TecDAX*</td>
<td>+4.9%</td>
</tr>
<tr>
<td>DAX*</td>
<td>-4.8%</td>
</tr>
<tr>
<td>MDAX*</td>
<td>-6.3%</td>
</tr>
</tbody>
</table>

*indexed
Shareholder Structure – Stability and independence.

Schick family: 35.02%
Baillie Gifford: 7.59%
DWS: 5.07%
AGI: 4.97%
Flossbach von Storch: 3.95%
BlackRock: 2.05%
Other Freefloat: 41.35%

Current of: 31 May 2020, 42 million shares
Revenue –
Strong growth despite COVID-19.

+9.8%
+8.1%*

+8.5%
+8.5%*

+9.3%
+8.2%*

* organic growth

Q1.2019
Q1.2020

IT-SH & MS
IT E-Commerce
Group

782 859
458 497
1,240 1,356

in €m
Revenue –
Stronger growth dynamic in our domestic market.

<table>
<thead>
<tr>
<th></th>
<th>Q1.2019</th>
<th>Q1.2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Domestic</td>
<td>749</td>
<td>829</td>
</tr>
<tr>
<td>Abroad</td>
<td>491</td>
<td>527</td>
</tr>
<tr>
<td>Group</td>
<td>1,240</td>
<td>1,356</td>
</tr>
</tbody>
</table>

+10.6%  +7.3%  +9.3%
+10.2%* +5.2%* +8.2%*
Gross margin – Much improved.
EBIT – Service business bolsters profitability.

<table>
<thead>
<tr>
<th></th>
<th>IT-SH &amp; MS</th>
<th>IT E-Commerce</th>
<th>Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>Margin in €m</td>
<td>25.6</td>
<td>19.9</td>
<td>46.3</td>
</tr>
<tr>
<td>Margin in %</td>
<td>3.4%</td>
<td>4.3%</td>
<td>3.7%</td>
</tr>
<tr>
<td>Q1.2019</td>
<td>32.5</td>
<td>20.1</td>
<td>52.6</td>
</tr>
<tr>
<td>Q1.2020</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>€m increase</td>
<td>+23.2%</td>
<td>+1.2%</td>
<td>+13.7%</td>
</tr>
<tr>
<td>Margin in % increase</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Employees – Moderate increase in headcount in Q1.

- Q1.19: 10,334 employees
- Q2.19: 10,915 employees (+1,581 employees, +14.9%)
- Q3.19: 11,246 employees (+331 employees, +3.0%)
- Q4.19: 11,487 employees (+241 employees, +2.1%)
- Q1.20: 11,768 employees (+281 employees, +2.4%)
Working capital – Capital lockup decreased.

Working capital development (YoY)

- Inventories: €m +90.4
- Trade receivables: €m -79.9
- Accrued income: €m +12.4
- Trade payables: €m +13.6
- Deferred income: €m +20.1
- Total: €m -10.9
Operating cash flow –
Positive development underpins robust liquidity.

Q1.16: -17.9
Q1.17: -17.0
Q1.18: 13.9
Q1.19: -22.1
Q1.20: 22.8

All in €m
Collaboration 1

Bechtle rolls out a collaboration platform for Saarland's state government in record time. Just seven hours pass between the state's initial RFI and the first video conference in its own Webex environment.
Collaboration II
Key vendor partners acknowledge outstanding partnerships:
Dell renews Bechtle’s Titanium Black Partner status
while VMware recertifies every one of its Master Services
Competencies.
Growth I
Bechtle acquires Wide Technology Partners in Baar, Switzerland. The company makes network, data centre, voice and security solutions.
Growth II
Bechtle acquires DPS Software GmbH, based in Leinfelden-Echterdingen, Germany, with 14 sales offices throughout Germany, three locations in Austria, and two in Switzerland. The 3D CAD software specialist currently has 213 employees.
Sustainability
Bechtle publishes its first Sustainability Report to comply with global GRI standards for comparability in an international field.
Outlook 2020 –
No change in targets despite big uncertainties.

Economic conditions.
- Impact of the COVID-19 pandemic is unpredictable in terms of time and intensity; consequences on the economy can therefore not be put in reliable figures.
- Not all sectors are equally hit; the public sector, too, is expected to go on spending.

Objectives.
- Q2 will progress at a measured pace; we expect a gradual normalisation beginning in H2.
- Our targets for FY 2020 as a whole remain as yet unchanged:
  - Considerable growth in terms of revenue and earnings (over 5%).
  - EBT margin at least on par with 2019.
  - All medium to long-term prospects for Bechtle remain intact.
Any questions?

For more information:
bechtle.com