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1 Introduction to Bechtle AG.
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 the Netherlands  In France

Logistics & Services
Bechtle IT Systems Houses –
In Germany, Austria and Switzerland.

- Widespread, regional coverage
- Consulting, procurement and services
- Over 80 IT Systems Houses in Germany, Austria and Switzerland
- Individual e-procurement services at bechtle.com
- Employees in 2020: 10,156
  - Services: Approx. 5,900
  - Revenue in 2021: €3.3bn

Germany 61
Austria 11
Switzerland 13
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 2021: 2,724
- Revenue in 2021: €1.9bn
<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.
Long-term and independent anchor shareholder.

- AGI: 5.00%
- DWS: 4.95%
- Baillie Gifford: 4.77%
- BlackRock: 4.07%
- Flossbach von Storch: 3.05%
- Schick Family: 35.02%
  incl. Gerhard and Ilse Schick Foundation: 3.57%
- Freefloat: 43.15%

Current of: May 2022, 126 million shares
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.

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

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.
### Sustainability Strategy 2030 – Four strategic areas of action.

<table>
<thead>
<tr>
<th>FOCAL POINTS</th>
<th>ETHICAL BUSINESS PRACTICES</th>
<th>FOCAL POINTS</th>
<th>FOCAL POINTS</th>
<th>FOCAL POINTS</th>
</tr>
</thead>
</table>
| 1. Supply chain sustainability  
2. Compliance and anti-corruption  
3. Social commitment | We fulfill our duty to ensure human rights are respected along our supply chain. | 1. Climate and energy  
2. Sustainable logistics  
3. Circular economy | We embody fairness and value our business partners and employees. Our team is motivated, highly qualified and diverse. | We drive future-facing digitalisation and contribute to our customers’ success through sustainable innovation. |
| | | | 1. Employer attractiveness  
2. Diversity and equal opportunity  
3. Health and Safety | |
| | | | 1. Sustainable in-house digitalisation  
2. Sustainable technologies, solutions and services  
3. Information security and data protection | |
| | | | | |
| | We operate in harmony with our environment to conserve our climate and resources into the future. | We embrace a sustainable ENVIRONMENTAL approach in everything we do. | The PEOPLE we work with drive our success. | We shape a sustainable DIGITAL FUTURE. |

Scan for more information on our Sustainability Strategy 2030.
## Sustainability Strategy 2030 –
Selected actions and concrete targets.

### ETHICAL BUSINESS PRACTICES.

| 2021. | MSCI ESG Rating: A  
|       | EcoVadis Score: 64/100 – Top 7% of rated companies within the branch. |

### ENVIRONMENT.

| 2021. | 26.6% share of alternative-fuel vehicles in our car fleet in Germany.  
|       | 100% green electricity at the headquarters and 32 other locations across Europe. |

### PEOPLE.

| 2021. | Focus on diversity – Gender Diversity Roadmap. |

### DIGITAL FUTURE.

| 2021. | More than 3,000 participants attended Bechtle events about sustainable IT. |

### Targets.

- Compliance training for all employees in 2023.
- Further improvement in ratings.
- Over 40% share of alternative-fuel vehicles in our car fleet in Germany in 2022.
- Carbon neutral in those business areas we have influence until 2030.
- At least one woman within the Executive board until 2025.
- 22% women in the first executive level under the Executive Board until 2025.
- Sustainable in-house digitalisation – Plan 30% of IT projects taking sustainability criteria into account until 2023.
2 Business Development Q1 2022.
Business volume –
Significant growth despite continuing difficult conditions.

<table>
<thead>
<tr>
<th></th>
<th>Q1 2021</th>
<th>Q1 2022</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT SH &amp; MS</td>
<td>971</td>
<td>1,012</td>
<td>+4.2%</td>
</tr>
<tr>
<td>IT E-Commerce</td>
<td>539</td>
<td>618</td>
<td>+14.6%</td>
</tr>
<tr>
<td>Group</td>
<td>1,510</td>
<td>1,629</td>
<td>+7.9%</td>
</tr>
</tbody>
</table>
Revenue – Tracking the same positive trajectory as business volume.

+3.0%  
Domestic: Q1 2021 = 821, Q1 2022 = 845

+13.5% 
Abroad: Q1 2021 = 471, Q1 2022 = 534

+6.8% 
Group: Q1 2021 = 1,291, Q1 2022 = 1,379

PY figures adjusted to IFRS 15
Revenue – Uneven growth due to segments’ varied nature.

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q1 2021</th>
<th>Q1 2022</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT SH &amp; MS</td>
<td>832</td>
<td>843</td>
<td>+1.3%</td>
</tr>
<tr>
<td>IT E-Commerce</td>
<td>459</td>
<td>536</td>
<td>+16.7%</td>
</tr>
<tr>
<td>Group</td>
<td>1,291</td>
<td>1,379</td>
<td>+6.8%</td>
</tr>
</tbody>
</table>

PY figures adjusted to IFRS 15
EBIT –
Dynamic of earnings development mirrors revenue growth.

+14.4%  
41.1    47.0  
4.9%    5.6%
IT SH & MS

+34.5%  
21.1    28.3  
4.6%    5.3%
IT E-Commerce

+21.2%  
62.1    75.3  
4.8%    5.5%
Group

Q1 2021  Q1 2022
Operative cashflow –
Supply chain issues and high inventories impact cashflow.
Employees –
Headcount continues to see only moderate growth.

Q1 21 12,306
Q2 21 12,421
Q3 21 12,744
Q4 21 12,880
Q1 22 12,966

+660 Employees
+86 Employees

+5.4%
+2.6%
The Bechtle share.
Bechtle share –
Global markets under pressure. Tech sector particularly affected.

Performance (ytd)

<table>
<thead>
<tr>
<th>Index</th>
<th>Performance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bechtle</td>
<td>-32.2%</td>
</tr>
<tr>
<td>TecDAX*</td>
<td>-21.8%</td>
</tr>
<tr>
<td>MDAX*</td>
<td>-15.5%</td>
</tr>
<tr>
<td>DAX*</td>
<td>-12.0%</td>
</tr>
</tbody>
</table>

* indexed
Dividend – Disproportionate climb, 12th increase in a row.


+22.2%
4 Highlights.
John Malone joins ranks with Executive Vice Presidents. The 48-year old Irishman has been Managing Director of Bechtle direct in Dublin since 2010 and IT E-Commerce Executive Vice President for Czech Republic, Hungary, Ireland, Italy, Poland and Portugal since March 2022.
Founding member, Connection, rejoins the GITA ranks. The Global IT Alliance (GITA) has expanded its footprint in the USA with the IT service provider, Connection. The global network has thus grown to ten partners.
Bechtle anchor shareholder launches foundation.
Karin Schick announced the inception of a foundation named after her parents, Gerhard and Ilse Schick. The foundation secures a Bechtle AG anchor shareholder for the long term and is a tribute to the life’s work of Bechtle co-founder Gerhard Schick.
Bechtle offers hyperscaler clouds as a managed service. Bechtle is expanding its established multi-cloud portfolio with unified cloud operation services for hyperscale cloud platforms Amazon Web Services (AWS), Microsoft Azure and Google Cloud.
Bechtle acquires Dutch IT system house, PQR.
Bechtle further pursues its growth strategy on the European market and acquires the first IT system house outside DACH. Utrecht-based PQR was founded in 1990 and employs 170 staff.
5  2022 outlook.
Positive economic framework – The digital transformation drives sustainable growth.

Average growth per year

**IT market overall – Growth in Germany.**

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue in €bn</th>
<th>Average growth per year</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>95.2</td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td>96.4</td>
<td>+4.5%</td>
</tr>
<tr>
<td>2021</td>
<td>102.5</td>
<td></td>
</tr>
<tr>
<td>2022</td>
<td>108.6</td>
<td></td>
</tr>
</tbody>
</table>

Source: bitkom

Average growth per year

**IT security – High potential.**

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue in €bn</th>
<th>Average growth per year</th>
</tr>
</thead>
<tbody>
<tr>
<td>2021</td>
<td>6.2</td>
<td></td>
</tr>
<tr>
<td>2022</td>
<td>6.8</td>
<td>+9.5%</td>
</tr>
<tr>
<td>2023</td>
<td>7.5</td>
<td></td>
</tr>
<tr>
<td>2024</td>
<td>8.2</td>
<td></td>
</tr>
<tr>
<td>2025</td>
<td>8.9</td>
<td></td>
</tr>
</tbody>
</table>

Source: bitkom, IT Security Spending in Germany

Average growth per year

**Cloud – IT’s global growth catalyst.**

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue in $bn</th>
<th>Average growth per year</th>
</tr>
</thead>
<tbody>
<tr>
<td>2021</td>
<td>451.0</td>
<td></td>
</tr>
<tr>
<td>2022</td>
<td>544.0</td>
<td>+19.4%</td>
</tr>
<tr>
<td>2023</td>
<td>655.0</td>
<td></td>
</tr>
<tr>
<td>2024</td>
<td>779.0</td>
<td></td>
</tr>
<tr>
<td>2025</td>
<td>917.0</td>
<td></td>
</tr>
</tbody>
</table>

Source: Gartner, Worldwide Cloud Market
Outlook – 2022 forecast remains optimistic.

Assumptions.
- Supply bottlenecks hampering our manufacturing partners will relax over the year.
- Our record business backlog will gradually translate to revenue.
- Customers persistently keen to invest in IT, producing new business leads.

Realistic objectives.
- Bechtle is optimistic for the current fiscal year.
  - Significant growth in terms of revenue/business volume and earnings (5% – 10%)
  - EBT margin on par with previous year
Any questions?

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