Bechtle IT Systems Integrators.
In Germany, Austria and Switzerland

- Widespread, regional coverage
- Consulting, procurement and services
- Some 75 locations in Germany, Austria and Switzerland
- Customized 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
Shareholder Structure – Stability and independence.

- Schick family: 35.02%
- Baillie Gifford: 7.59%
- DWS: 5.07%
- AGI: 4.97%
- Flossbach von Storch: 2.98%
- BlackRock: 2.12%
- Other Freefloat: 42.25%

Current of: 31 July 2020, 42 million shares
Revenue –
Growth predictably slow in Q2.

<table>
<thead>
<tr>
<th></th>
<th>1st Quarter</th>
<th>2nd Quarter</th>
<th>1st Half-year</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>1,240</td>
<td>1,261</td>
<td>2,501</td>
</tr>
<tr>
<td>2020</td>
<td>1,356</td>
<td>1,311</td>
<td>2,666</td>
</tr>
</tbody>
</table>

+9.3%  
+8.2%*  
+3.9%  
+2.4%*  
+6.6%  
+5.3%*  

* organic growth
Revenue – Diverging development in business segments.

<table>
<thead>
<tr>
<th>Business Segment</th>
<th>Q2.2019 (€m)</th>
<th>Q2.2020 (€m)</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT SH &amp; MS</td>
<td>815</td>
<td>894</td>
<td>+9.7%</td>
</tr>
<tr>
<td></td>
<td>+7.3%*</td>
<td>+6.6%*</td>
<td></td>
</tr>
<tr>
<td>IT E-Commerce</td>
<td>446</td>
<td>417</td>
<td>-6.6%</td>
</tr>
<tr>
<td></td>
<td>-6.6%*</td>
<td>+3.9%*</td>
<td></td>
</tr>
<tr>
<td>Group</td>
<td>1,261</td>
<td>1,311</td>
<td>+2.4%*</td>
</tr>
</tbody>
</table>

* organic growth
EBIT –
Earnings grow disproportionately.

+13.7%  
+4.3%  
+8.5%

1st Quarter 2nd Quarter 1st Half-year

46.3 52.6  
57.1 59.5  
103.3 112.2

2019 2020

in €m
Employees –
Moderate increase driven by acquisitions.

+1,040 employees  
=9.5%

+187 employees  
=1.6%

Q2.19  Q3.19  Q4.19  Q1.20  Q2.20

10,915  11,246  11,487  11,768  11,955
2020 outlook –
Q2 in line with expectations, guidance for FY unchanged.

Economic conditions.
- Mood and economic situation still in the doldrums but first signs of recovery in Q2.
- 2020 will continue to be a challenging year in the IT industry.
- Bechtle has so far shown itself to be resistant to crisis.

Forecast.
- Our targets for FY 2020 as a whole remain unchanged:
  - Significant 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 positive.
Any questions?

For more information:
bechtle.com