Contents.

1. Introduction to Bechtle AG.
3. The Bechtle share.
4. Highlights.
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 6 countries
- In France
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

<table>
<thead>
<tr>
<th>Country</th>
<th>Locations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Germany</td>
<td>54</td>
</tr>
<tr>
<td>Austria</td>
<td>10</td>
</tr>
<tr>
<td>Switzerland</td>
<td>14</td>
</tr>
</tbody>
</table>

11/01/2022 | Bechtle AG | Company Presentation
Bechtle IT E-Commerce.
The European powerhouse.

- Brands: Bechtle direct, ARP (NL), 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>3,661</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.

Baillie Gifford 8.75%
AGI 5.00%
DWS 4.95%
BlackRock 4.07%
Flossbach von Storch 3.05%
Schip Family 35.02%
Other Freefloat 39.16%

Current of: September 2021, 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.

**ETHICAL BUSINESS PRACTICES** are a matter of course.
We fulfil our duty to ensure human rights are respected along our supply chain.

**We embrace a sustainable ENVIRONMENTAL approach in everything we do.**
We operate in harmony with our environment to conserve our climate and resources into the future.

**The PEOPLE we work with drive our success.**
We embody fairness and value our business partners and employees. Our team is diverse, motivated and highly qualified.

**We shape a sustainable DIGITAL FUTURE.**
We drive future-facing digitalisation and contribute to our customers’ success through sustainable innovation.
Revenue – 
Q3 growth maintains high level of prior quarter.

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2020</th>
<th>2021</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st Quarter</td>
<td>1,356</td>
<td>1,510</td>
<td>+11.4%</td>
</tr>
<tr>
<td>2nd Quarter</td>
<td>1,311</td>
<td>1,433</td>
<td>+9.3%</td>
</tr>
<tr>
<td>3rd Quarter</td>
<td>1,371</td>
<td>1,496</td>
<td>+9.1%</td>
</tr>
<tr>
<td>9 Months</td>
<td>4,037</td>
<td>4,439</td>
<td>+10.0%</td>
</tr>
</tbody>
</table>
Revenue –
Prior year affects and impedes segment comparison.

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q3 2020</th>
<th>Q3 2021</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT SH &amp; MS</td>
<td>918</td>
<td>937</td>
<td>+2.1%</td>
</tr>
<tr>
<td>IT E-Commerce</td>
<td>453</td>
<td>559</td>
<td>+23.4%</td>
</tr>
<tr>
<td>Group</td>
<td>1,371</td>
<td>1,496</td>
<td>+9.1%</td>
</tr>
</tbody>
</table>
EBIT – Excellent profitability also in Q3.

1st Quarter: €52.6 million (增长18.1%)
2nd Quarter: €62.1 million (增长38.8%)
3rd Quarter: €82.6 million (增长20.6%)
9 Months: €185.5 million (增长25.7%)

Bechtle AG | Company Presentation

11/01/2022
EBIT –
Very good earnings development in both segments.

+23.3%  
IT SH & MS
50.0
61.7
5.5%
6.6%

+14.6%  
IT E-Commerce
23.3
26.7
5.1%
4.8%

+20.6%  
Group
73.3
88.4
5.4%
5.9%

in €m
Q3 2020
Q3 2021
Operating cash flow –
Securing delivery capabilities impacts cash flow.

<table>
<thead>
<tr>
<th>Period</th>
<th>Cash Flow in €m</th>
</tr>
</thead>
<tbody>
<tr>
<td>9M.17</td>
<td>20.7</td>
</tr>
<tr>
<td>9M.18</td>
<td>42.4</td>
</tr>
<tr>
<td>9M.19</td>
<td>38.7</td>
</tr>
<tr>
<td>9M.20</td>
<td>173.3</td>
</tr>
<tr>
<td>9M.21</td>
<td>25.8</td>
</tr>
</tbody>
</table>
Employees – Growth dynamics again slightly up.

- Q3.20: 12,055 employees
- Q4.20: 12,180 employees (+5.7%)
- Q1.21: 12,306 employees
- Q2.21: 12,421 employees (+2.6%)
- Q3.21: 12,744 employees (+689 employees)

+323 employees from Q4.20 to Q1.21
3 The Bechtle share.
The Bechtle share – Good performance after strong Q3.

Performance (ytd)

- Bechtle: +5.8%
- TecDAX*: +17.0%
- DAX*: +10.6%
- MDAX*: +9.5%

* indexed

Price data adjusted to share split
4 Highlights.
Record number of vocational trainees.
2021 sees 244 new trainees and students starting their careers at Bechtle, as new hires reach an all-time high.
Acquisition of Open Networks in Austria.
Bechtle’s Austria IT system house has acquired Vienna-based IT service provider, Open Networks GmbH, adding to the fold an organisation specialised in delivering IT infrastructure solutions and application, data centre, security and network services.
Bechtle introduces Sustainability Strategy 2030. The Sustainability Strategy is a benchmark for corporate responsibility within the Bechtle Group, combining ecological, environmental and social aspects, and defining strategic objectives and concrete measures.
Any questions?

For more information:
bechtle.com