Sustainable Growth.

EBT in €m

Employees

Revenue in €m
Bechtle AG Organisation.

BECHTLE AG
Chairman of the Executive Board: Dr Thomas Olemotz

Central Divisions

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
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>

* Including Comparex AG
** Including Fritz & Macziol and Crocodial IT

Source: ChannelPartner 08/2019

Performance 2019

Bechtle: +84.5%
MDAX*: +31.2%
DAX*: +25.5%
TecDAX*: +23.0%

*indexed

Financial data:

31/12/2018: €67.85
30/12/2019: €125.20
2/4/2020: €113.00
Shareholder Structure – Stability and independence.

<table>
<thead>
<tr>
<th>Shareholder</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Schick family</td>
<td>35.02%</td>
</tr>
<tr>
<td>Baillie Gifford</td>
<td>7.59%</td>
</tr>
<tr>
<td>Capital World Investors</td>
<td>2.54%</td>
</tr>
<tr>
<td>AGI</td>
<td>5.02%</td>
</tr>
<tr>
<td>Flossbach von Storch</td>
<td>4.95%</td>
</tr>
<tr>
<td>Other Freefloat</td>
<td>39.94%</td>
</tr>
</tbody>
</table>

Current of: 2 April 2020, 42 million shares
Revenue –
Very strong growth.

<table>
<thead>
<tr>
<th></th>
<th>1st Quarter</th>
<th>2nd Quarter</th>
<th>3rd Quarter</th>
<th>4th Quarter</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>955</td>
<td>965</td>
<td>1,050</td>
<td>1,353</td>
<td>5,374</td>
</tr>
<tr>
<td>2019</td>
<td>1,240</td>
<td>1,261</td>
<td>1,276</td>
<td>1,597</td>
<td>4,323</td>
</tr>
<tr>
<td>+29.8%</td>
<td>+30.7%</td>
<td>+21.6%</td>
<td>+18.0%</td>
<td>+24.3%</td>
<td></td>
</tr>
<tr>
<td>+15.3%*</td>
<td>+16.9%*</td>
<td>+12.3%*</td>
<td>+16.2%*</td>
<td>+15.2%*</td>
<td></td>
</tr>
</tbody>
</table>

* organic growth
Revenue –
Well balanced growth.

+19.9%
+16.8%*

+33.3%
+11.8%*

+16.9%
+14.3%*

+38.8%
+17.1%*

* organic growth
Gross margin – Influenced by exceptional growth and investments in workforce.

Cost of sales development (YoY)

- Material costs: +24.7%
- Personnel expenses: +31.6%
- Depreciation/amortisation (incl. IFRS 16): +113.7%
- Other operating expenses: -2.3%
- Total: +25.2%
EBIT –
Margin on par with 2018 despite PPA effect.

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT SH &amp; MS</td>
<td>126.1</td>
<td>149.8</td>
</tr>
<tr>
<td>IT E-commerce</td>
<td>69.0</td>
<td>91.5</td>
</tr>
<tr>
<td>Group</td>
<td>195.1</td>
<td>241.4</td>
</tr>
</tbody>
</table>

Margin %

- IT SH & MS: 4.3% (2018), 4.3% (2019)
- IT E-commerce: 4.9% (2018), 4.8% (2019)
- Group: 4.5% (2018), 4.5% (2019)

Change %

- IT SH & MS: +18.8%
- IT E-commerce: +32.7%
- Group: +23.7%
Employees –
Our most valuable asset.

+1,482 employees
=14.8%
Working capital – Implemented measures bearing fruit.

<table>
<thead>
<tr>
<th>Year</th>
<th>Working Capital (in €m)</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>492.9</td>
<td>17.8%</td>
</tr>
<tr>
<td>2018</td>
<td>580.8</td>
<td>+11.5%</td>
</tr>
<tr>
<td>2019</td>
<td>647.7</td>
<td></td>
</tr>
</tbody>
</table>

**Working capital development (YoY)**

- Inventories: +1.9%
- Trade receivables: +31.6%
- Accrued income: +15.2%
- Trade payables: +9.3%
- Deferred income: +20.9%
- **Total**: +11.5%
Free cash flow – Significant climb gives us leeway.

2015: €78.6m
2016: -€7.0m
2017: -€24.1m
2018: -€147.2m
2019: €109.5m

All values in €m.
New academic year: 229 trainees and students join Bechtle following 7 career paths and 8 degree programmes.
Construction of a new 8,700 m² office building.
Room for an additional 600 desks at Bechtle Platz 1.
To be ready in October 2020.
35,300 m² total office space at the group headquarters.
In 2019, Bechtle wrapped up no less than nine acquisitions—more than in any other year. Acquisitions remain integral to our growth strategy.
System house and service units in Switzerland fuse to become Schweiz AG/Bechtle Suisse SA, creating one of the biggest integrated IT service provider in Switzerland with some 560 employees.
Bechtle adds Google products to its multi-cloud offering. Customers can source these services via the Bechtle Cloud platform.
More international awards than ever, including Global Microsoft 365+ Surface Partner of the Year, HPE Global Solution Provider 2019 and Cisco Security Partner 2019.
Acquisitions 2020

- DPS Software GmbH: Expertise in SOLIDWORKS
- Wide Technology Partners: Cisco specialists in CH
- Ivizi: Apple Centre of Excellence in NL.
Outlook 2020 –
Framework conditions defy reliable forecasts.

Framework conditions.
- Original GDP projections were cautiously optimistic.
- Impact of the corona pandemic is unpredictable in terms of time and intensity; consequences on the economy can therefore not be put in reliable figures.

Objectives.
- Significant growth in terms of revenue and earnings.
- EBT margin at least on par with 2018.
- Current developments make dependable projections impossible.

- All facts and figures for your perusal
- Available on bechtle.com/reports

Any questions?