Contents.

1. Introduction to Bechtle AG.
2. Sustainability.
4. The Bechtle share.
5. 2022 outlook.
1 Introduction to Bechtle AG.
Bechtle at a Glance.

- **>13,000** employees
- **70,000** B2B and B2G CUSTOMERS
- **ONE STOP SHOP APPROACH**
- **ENTREPRENEURIAL THINKING AND BEHAVIOUR**
- **5.3 bn. €** revenue in 2021
- **INTERNATIONAL**
- **DECENTRALISED STRUCTURE** with more than **100** SUBSIDIARIES
Bechtle AG –
Business and responsibilities.
Business Segment –
IT System House & Managed Services.

- Wholesaler: Consulting, procurement and services
- Widespread, regional coverage, even outside DACH
- Close to our customers with more than 80 locations
- Decentralised structure with high responsibility of local MDs
- Employees in 2021: 10,156
  - Services: Approx. 5,900
  - Revenue in 2021: €3.3bn
Business Segment – IT E-Commerce.

- Pure trading business
- Presence in 14 European countries with our brand Bechtle direct
- Cross-channel strategy: Digital reach with personal account management. Outbound oriented sales force
- Individual e-procurement services at bechtle.com
- Peripherals under our own brand Articona
- Employees in 2021: 2,724
- Revenue in 2021: €1.9bn
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>3,355</td>
</tr>
<tr>
<td>2</td>
<td>Computacenter</td>
<td>2,352</td>
</tr>
<tr>
<td>3</td>
<td>Software One</td>
<td>1,760</td>
</tr>
<tr>
<td>4</td>
<td>SVA System Vertrieb Alexander</td>
<td>1,254</td>
</tr>
<tr>
<td>5</td>
<td>Cancom</td>
<td>1,201</td>
</tr>
<tr>
<td>6</td>
<td>T-Systems International</td>
<td>1,000</td>
</tr>
<tr>
<td>7</td>
<td>NTT Data</td>
<td>890</td>
</tr>
<tr>
<td>8</td>
<td>MSG Systems</td>
<td>878</td>
</tr>
<tr>
<td>9</td>
<td>ACP Gruppe</td>
<td>766</td>
</tr>
<tr>
<td>10</td>
<td>Infosys</td>
<td>630</td>
</tr>
<tr>
<td></td>
<td>…</td>
<td>...</td>
</tr>
<tr>
<td>31</td>
<td>Damovo Deutschland</td>
<td>103</td>
</tr>
</tbody>
</table>

Source: Channelpartner 08/2022
Shareholder Structure –
Long-term and independent anchor shareholder.

Flossbach von Storch 5.15%
AGI 5.00%
DWS 4.95%
Black Rock 4.07%
Schick Family 35.02%
   incl. Gerhard and Ilse Schick Foundation: 3.57%
Freefloat 45.81%

Current of: November 2022, 126 million shares
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.

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.

We empower business.

We understand our customers and deliver future-oriented IT to drive their success.
2 Sustainability.
Sustainability Strategy 2030 – Four strategic areas of action.

**ETHICAL BUSINESS PRACTICES** are a matter of course.

We fulfill our duty to ensure human rights are respected along our supply chain.

**FOCAL POINTS**
1. Supply chain sustainability
2. Compliance and anti-corruption
3. Social commitment

We operate in harmony with our environment to conserve our climate and resources into the future.

**FOCAL POINTS**
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.

**FOCAL POINTS**
1. Employer attractiveness
2. Diversity and equal opportunity
3. Health and Safety

We drive future-facing digitalisation and contribute to our customers’ success through sustainable innovation.

**FOCAL POINTS**
1. Sustainable in-house digitalisation
2. Sustainable technologies, solutions and services
3. Information security and data protection

We embrace a sustainable ENVIRONMENTAL approach in everything we do.

The PEOPLE we work with drive our success.

We shape a sustainable DIGITAL FUTURE.
# Sustainability Strategy 2030 – Selected actions and concrete targets.

<table>
<thead>
<tr>
<th>ETHICAL BUSINESS PRACTICES</th>
<th>2021</th>
<th>Targets</th>
</tr>
</thead>
<tbody>
<tr>
<td>EcoVadis Score: 64/100 – Top 7% of rated companies within the branch.</td>
<td></td>
<td>Further improvement in ratings.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>ENVIRONMENT</th>
<th>2021</th>
<th>Targets</th>
</tr>
</thead>
<tbody>
<tr>
<td>26.6% share of alternative-fuel vehicles in our car fleet in Germany.</td>
<td></td>
<td>Over 40% share of alternative-fuel vehicles in our car fleet in Germany in 2022.</td>
</tr>
<tr>
<td>100% green electricity at the headquarters and 32 other locations across Europe.</td>
<td></td>
<td>Carbon neutral in those business areas we have influence until 2030.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>PEOPLE</th>
<th>2021</th>
<th>Targets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Focus on diversity – Gender Diversity Roadmap.</td>
<td></td>
<td>At least one woman within the Executive board until 2025.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>22% women in the first executive level under the Executive Board until 2025.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>DIGITAL FUTURE</th>
<th>2021</th>
<th>Targets</th>
</tr>
</thead>
<tbody>
<tr>
<td>More than 3,000 participants attended Bechtle events about sustainable IT.</td>
<td></td>
<td>Sustainable in-house digitalisation – Plan 30% of IT projects taking sustainability criteria into account until 2023.</td>
</tr>
</tbody>
</table>

Our Targets:

- We achieve climate neutrality i.e. net-zero carbon emissions, largely through reductive measures by 2030.
- We choose a three-pronged approach of avoidance, reduction and compensation with certified climate protection projects.
- The objective is to reduce scope 1 (company buildings and vehicle fleet) and scope 2 (energy procured for use in-house) emissions by 60 per cent each by 2030. (Base year 2019)
- Scope 3 emissions in the up- and downstream value chain are to be reduced by 30 percent by 2030. (Base year 2019)
- This ambitious roadmap aligns with the reduction targets of the Science Based Target Initiative (SBTI).

Focal Points:

Energy.
- Increasing energy efficiency at our sites
- Generating our own electricity, use of geothermal energy
- Purchase of green electricity

Mobility.
- Sustainable fleet strategy
- Intensification of alternative drives
- Environmentally friendly travel and commuting

Procurement.
- Sustainable purchasing strategy
- Close cooperation with suppliers

Logistics.
- Climate-friendly logistics (packaging and transport)

Awareness.
- Raising awareness among internal and external stakeholders
3 Business development.
Business volume –
Growth accelerates significantly in Q3.

+7.9%  
+16.0%  
+20.5%  
+14.8%

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2021 (in €m)</th>
<th>2022 (in €m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st Quarter</td>
<td>1,510</td>
<td>1,629</td>
</tr>
<tr>
<td>2nd Quarter</td>
<td>1,433</td>
<td>1,663</td>
</tr>
<tr>
<td>3rd Quarter</td>
<td>1,496</td>
<td>1,803</td>
</tr>
<tr>
<td>9 Months</td>
<td>4,439</td>
<td>5,095</td>
</tr>
</tbody>
</table>
Revenue –
Previous quarter’s high level of growth maintained.

<table>
<thead>
<tr>
<th>Quarter</th>
<th>1st Quarter</th>
<th>2nd Quarter</th>
<th>3rd Quarter</th>
<th>9 Months</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue (€m)</td>
<td>1,291</td>
<td>1,379</td>
<td>1,418</td>
<td>1,464</td>
</tr>
<tr>
<td>Growth (%)</td>
<td>+6.8%</td>
<td>+14.5%</td>
<td>+14.6%</td>
<td>+11.9%</td>
</tr>
</tbody>
</table>

2021: 3,807
2022: 4,261
Revenue –
Strong System House business growth.

- IT E-commerce
  - Q3 2021: 483
  - Q3 2022: 498
  - Growth: +3.0%

- IT SH & MS
  - Q3 2021: 794
  - Q3 2022: 966
  - Growth: +21.7%

- Abroad
  - Q3 2021: 465
  - Q3 2022: 546
  - Growth: +17.4%

- Domestic
  - Q3 2021: 812
  - Q3 2022: 918
  - Growth: +13.0%

PY figures adjusted to IFRS 15
EBIT – YTD earnings +9.2%.

1st Quarter: 62.1 (+4.8%) to 75.3 (+5.5%)
2nd Quarter: 82.6 (+6.7%) to 89.8 (+6.3%)
3rd Quarter: 88.4 (+6.9%) to 89.4 (+6.1%)
9 Months: 233.2 (+6.1%) to 254.5 (+6.0%)
EBIT –
Higher costs and volume impact on System House segment.

-5.6%

+16.6%

+1.1%

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q3 2021</th>
<th>Q3 2022</th>
<th>Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT SH &amp; MS</td>
<td>61.7</td>
<td>58.2</td>
<td>6.0%</td>
</tr>
<tr>
<td>IT E-commerce</td>
<td>26.7</td>
<td>31.1</td>
<td>6.3%</td>
</tr>
<tr>
<td>Group</td>
<td>88.4</td>
<td>89.4</td>
<td>6.9%</td>
</tr>
</tbody>
</table>
Operative cashflow – Positive cashflow trend continues.

Q2 2021: 26.8 €m
Q3 2021: -21.5 €m
Q4 2021: 258.7 €m
Q1 2022: -127.1 €m
Q2 2022: -75.3 €m
Q3 2022: -28.3 €m
Employees –
Slightly greater dynamic also driven by acquisitions.

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3 2021</td>
<td>12,744</td>
</tr>
<tr>
<td>Q4 2021</td>
<td>12,880</td>
</tr>
<tr>
<td>Q1 2022</td>
<td>12,966</td>
</tr>
<tr>
<td>Q2 2022</td>
<td>13,199</td>
</tr>
<tr>
<td>Q3 2022</td>
<td>13,789</td>
</tr>
</tbody>
</table>

+1,045 Employees
+590 Employees
+8.2%
+4.5%
4 The Bechtle share.
The Bechtle share – Pressure on global markets also impacting Bechtle.

Performance (ytd)

- Bechtle: -46.0%
- DAX*: -9.6%
- TecDAX*: -22.8%
- MDAX*: -27.8%

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

* AGM proposal
PY figures adjusted to share split

30 33 40 45 55*

2017 2018 2019 2020 2021

+22.2%
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>Growth Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>99.3</td>
<td></td>
</tr>
<tr>
<td>2021</td>
<td>105.9</td>
<td>+6.6%</td>
</tr>
<tr>
<td>2022</td>
<td>113.0</td>
<td></td>
</tr>
<tr>
<td>2023</td>
<td>120.2</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>Growth Rate</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>Growth Rate</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
2022 outlook –
Forecast remains optimistic.

Projections confirmed.
- Bechtle is optimistic for the remaining fiscal year.
- Significant growth in terms of revenue/business volume and earnings (5% – 10%)
- EBT margin on par with previous year (6%)

Background.
- YTD Q3 2022:
  - Business volume: 14.8%
  - Revenue: +11.9%
  - EBT: +9.4%
  - EBT margin: 5.9%
- Chances are good that we will exceed some of our forecasts. However, due to continuing uncertainties related to overall economic development, we will not be changing our targets.
- We are approaching the end of the year full of confidence.
Any questions?

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