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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 6 countries  In France

Logistics & Services
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
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 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.

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

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.

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 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.

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>1st Quarter</th>
<th>2nd Quarter</th>
<th>3rd Quarter</th>
<th>9 Months</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>1,356</td>
<td>1,311</td>
<td>1,371</td>
<td>4,037</td>
</tr>
<tr>
<td>Revenue</td>
<td>1,510</td>
<td>1,433</td>
<td>1,496</td>
<td>4,439</td>
</tr>
<tr>
<td>Change</td>
<td>+11.4%</td>
<td>+9.3%</td>
<td>+9.1%</td>
<td>+10.0%</td>
</tr>
</tbody>
</table>

in €m

23/11/2021  | Bechtle AG  | Company Presentation
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 €m</td>
<td>937 €m</td>
<td>+2.1%</td>
</tr>
<tr>
<td>IT E-Commerce</td>
<td>453 €m</td>
<td>559 €m</td>
<td>+23.4%</td>
</tr>
<tr>
<td>Group</td>
<td>1,371 €m</td>
<td>1,496 €m</td>
<td>+9.1%</td>
</tr>
</tbody>
</table>
EBIT – Excellent profitability also in Q3.

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2020 (€m)</th>
<th>2021 (€m)</th>
<th>Margin (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st Quarter</td>
<td>52.6</td>
<td>62.1</td>
<td>4.1%</td>
</tr>
<tr>
<td>2nd Quarter</td>
<td>59.5</td>
<td>82.6</td>
<td>5.8%</td>
</tr>
<tr>
<td>3rd Quarter</td>
<td>73.3</td>
<td>88.4</td>
<td>5.9%</td>
</tr>
<tr>
<td>9 Months</td>
<td>185.5</td>
<td>233.2</td>
<td>5.3%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year</th>
<th>Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020-2021</td>
<td>+18.1%</td>
</tr>
<tr>
<td>2021-2020</td>
<td>+38.8%</td>
</tr>
<tr>
<td>2020-2021</td>
<td>+20.6%</td>
</tr>
<tr>
<td>2020-2021</td>
<td>+25.7%</td>
</tr>
</tbody>
</table>
EBIT –
Very good earnings development in both segments.

+23.3%  
+14.6%  
+20.6%
Operating cash flow –
Securing delivery capabilities impacts cash flow.

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Cash Flow (€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
- Q4.20: 12,180
- Q1.21: 12,306
- Q2.21: 12,421
- Q3.21: 12,744

+689 Employees (+5.7%)

+323 Employees (+2.6%)
3 The Bechtle share.
The Bechtle share – Good performance after strong Q3.

Performance (ytd)

- Bechtle: +9.8%
- TecDAX*: +22.9%
- DAX*: +18.5%
- MDAX*: +17.3%

* 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.
5 2021 outlook.
Outlook –
Supply chain issues restrict growth.

Economic conditions and assumptions.
- Demand for IT remains high in Bechtle markets.
- Supply chain issues not only affecting the IT industry.
- Delivery bottlenecks expected to remain until well into 2022.

2021 forecast.
- Bechtle remains optimistic for the fiscal year.
  - Revenue forecast expects significant growth (5 - 10%)
  - Very significant EBT growth (>10%)
  - EBT margin above prior year’s level.
Any questions?

For more information:
bechtle.com