Contents.

1. Introduction to Bechtle AG.
2. Sustainability.
4. The Bechtle share.
5. Highlights.
6. 2022 outlook.
1 Introduction to Bechtle AG.
Bechtle AG – Business and responsibilities.

BECHTLE AG
Chairman of the Executive Board: Dr Thomas Olemotz

Central Divisions

SEGMENT IT System House & Managed Services
COO: Michael Guschlbauer

IT System Houses
Bechtle Managed Services
Specialists
Germany, Austria, Switzerland, Benelux

SEGMENT IT E-Commerce
COO: Jürgen Schäfer

Bechtle direct
Articona
GITA
In 14 countries
Our own brand
Securing global approach

Logistics & Services
Business Segment –
IT System House & Managed Services.

- Widespread, regional coverage, even outside DACH
- Close to the customer with more than 80 locations
- Wholesaler: Consulting, procurement and services
- Individual e-procurement services at bechtle.com
- Employees in 2021: 10,156
  - Services: Approx. 5,900
<table>
<thead>
<tr>
<th>RANK</th>
<th>COMPANY</th>
<th>2021</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>
</tbody>
</table>

Source: Channelpartner 08/2022
Business Segment – IT E-Commerce.

- International presence in 14 European countries with our brand Bechtle direct
- Cross-channel strategy: Digital reach with personal account management. Very outbound oriented sales force
- Individual e-procurement services at bechtle.com
- Peripherals under our own brand Articona
- GiTA: Worldwide partnership secures global approach
- Employees in 2021: 2,724
Shareholder Structure –
Long-term and independent anchor shareholder.

- Flossbach von Storch: 5.15%
- AGI: 5.00%
- DWS: 4.95%
- Baillie Gifford: 4.77%
- Black Rock: 4.07%
- Schick Family: 35.02%
  incl. Gerhard and Ilse Schick Foundation: 3.57%
- Freefloat: 41.04%

Current of: July 2022, 126 million shares
Vision 2030 – 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.

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 embrace a sustainable ENVIRONMENTAL approach in everything we do.**

**The PEOPLE we work with drive our success.**

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

### Ethical Business Practices.

**2021.**
- MSCI ESG Rating: A
- EcoVadis Score: 64/100 – Top 7% of rated companies within the branch.

**Targets.**
- Compliance training for all employees in 2023.
- Further improvement in ratings.

### Environment.

**2021.**
- 26.6% share of alternative-fuel vehicles in our car fleet in Germany.
- 100% green electricity at the headquarters and 32 other locations across Europe.

**Targets.**
- Over 40% share of alternative-fuel vehicles in our car fleet in Germany in 2022.
- Carbon neutral in those business areas we have influence until 2030.

### People.

**2021.**
- Focus on diversity – Gender Diversity Roadmap.

**Targets.**
- At least one woman within the Executive board until 2025.
- 22% women in the first executive level under the Executive Board until 2025.

### Digital Future.

**2021.**
- More than 3,000 participants attended Bechtle events about sustainable IT.

**Targets.**
- Sustainable in-house digitalisation – Plan 30% of IT projects taking sustainability criteria into account until 2023.
3 Business Development.
Business volume –
Growth dynamic gathers rapid momentum in Q2 2022.

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2021</th>
<th>2022</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st Quarter</td>
<td>1,510</td>
<td>1,629</td>
<td>+7.9%</td>
</tr>
<tr>
<td>2nd Quarter</td>
<td>1,433</td>
<td>1,663</td>
<td>+16.0%</td>
</tr>
<tr>
<td>1st Half-year</td>
<td>2,943</td>
<td>3,292</td>
<td>+11.9%</td>
</tr>
</tbody>
</table>
Revenue –
Strong Q2 2022 leads to H1 2022 that exceeds forecast.

<table>
<thead>
<tr>
<th></th>
<th>1st Quarter</th>
<th>2nd Quarter</th>
<th>1st Half-year</th>
</tr>
</thead>
<tbody>
<tr>
<td>2021 (€m)</td>
<td>1,291</td>
<td>1,238</td>
<td>2,530</td>
</tr>
<tr>
<td>2022 (€m)</td>
<td>1,379</td>
<td>1,418</td>
<td>2,797</td>
</tr>
</tbody>
</table>

+6.8%          | +14.5%      | +10.6%      |

25/08/2022 | Bechtle AG | Company Presentation
Revenue –
Domestic sales far stronger than Q1 2022.

PY figures adjusted to IFRS 15
EBIT –
Very strong operating earnings in Q2 2022.

+21.2%

1st Quarter
62.1
4.8%

2nd Quarter
82.6
5.5%

1st Half-year
144.7
6.7%

+8.7%

1st Quarter
75.3
6.7%

2nd Quarter
89.8
6.3%

1st Half-year
165.1
5.7%

+14.1%

1st Quarter

2nd Quarter

1st Half-year

in €m

2021

2022

Margin

25/08/2022 | Bechtle AG | Company Presentation
EBIT –
The previous year’s special effects more than compensated for.

<table>
<thead>
<tr>
<th></th>
<th>Q2 2021</th>
<th>Q2 2022</th>
<th>Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT SH &amp; MS</td>
<td>53.6</td>
<td>53.9</td>
<td>6.8%</td>
</tr>
<tr>
<td>IT E-Commerce</td>
<td>29.1</td>
<td>35.9</td>
<td>6.4%</td>
</tr>
<tr>
<td>Group</td>
<td>82.6</td>
<td>89.8</td>
<td>6.7%</td>
</tr>
</tbody>
</table>

+0.7% +23.5% +8.7%
Operative cashflow –
First tentative inventory easing.

-6.6
7.6
17.1
26.8
-75.3

Q2 2018
Q2 2019
Q2 2020
Q2 2021
Q2 2022

in €m
Employees –
Headcount continues to see only moderate growth.

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Headcount (Employees)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 2021</td>
<td>12,421</td>
</tr>
<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>
</tbody>
</table>

- +778 Employees (Q3 2021 to Q4 2021, +6.3%)
- +233 Employees (Q4 2021 to Q1 2022, +1.8%)
4 The Bechtle share.
Bechtle share –
Strong Q2 2022 drives positive performance in recent weeks.

Performance (ytd)

- Bechtle: -29.8%
- DAX*: -14.5%
- TecDAX*: -19.8%
- MDAX*: -20.9%
5 Highlights.
Bechtle doubles warehousing space in Germany.
Bechtle AG scales up its logistics capacity by opening a new warehousing site in Hamburg-Wilhelmsburg with 20,735 m² of the upper floor of Europe’s very first two-storey logistics property, Mach2.
Bechtle Group expands footprint in the Netherlands.
Axez ICT Solutions B.V. is specialised in hybrid IT environments and cloud solutions, building up the competences of Dutch IT service provider PQR, which the Bechtle Group acquired in May. Axez employs 22 staff.
Bechtle consortium introduces prototype for national education platform.
Together with Dataport, Univention, and Harz University, Bechtle demonstrates a proof of concept for a simple and secure consolidation of all offerings across Germany’s education landscape.
Climate Protection Strategy 2030.
Bechtle publishes its Climate Protection Strategy 2030, setting out goals and measures towards achieving net-zero carbon emissions by 2030.
6 2022 outlook.
2022 outlook –
Forecast remains optimistic.

Assumptions.

- Our vendor partners’ supply issues are abating as the year progresses – but not in all product segments and not as quickly as hoped.
- Record high order backlog will gradually manifest as revenue – expected to begin in H2.
- Sustained pronounced customer interest in IT investment leads to new business momentum – economic outlook increasingly gloomy.

Realistic objectives.

- Bechtle is optimistic about the business year – supported, above all, by the good development ytd.
- Significant growth in terms of revenue/business volume and earnings (5% – 10)
- EBT margin on par with previous year
Any questions?

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