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Revenue –
Growth predictably slow in Q2.

<table>
<thead>
<tr>
<th></th>
<th>1st Quarter</th>
<th>2nd Quarter</th>
<th>1st Half-year</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>1,240</td>
<td>1,261</td>
<td>2,501</td>
</tr>
<tr>
<td>2020</td>
<td>1,356</td>
<td>1,311</td>
<td>2,666</td>
</tr>
</tbody>
</table>

+9.3% +3.9% +6.6%
+8.2%* +2.4%* +5.3%*

* organic growth
Revenue –
Effects of corona pandemic felt more keenly abroad.

+5.4%  
+4.3%*

+1.4%  
-1.0%*

+3.9%  
+2.4%*
Revenue – Diverging development in business segments.

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q2.2019</th>
<th>Q2.2020</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT SH &amp; MS</td>
<td>815</td>
<td>894</td>
<td>+9.7%</td>
</tr>
<tr>
<td>IT E-Commerce</td>
<td>446</td>
<td>417</td>
<td>-6.6%*</td>
</tr>
<tr>
<td>Group</td>
<td>1,261</td>
<td>1,311</td>
<td>+3.9%</td>
</tr>
</tbody>
</table>

* organic growth
Gross margin –
Remains at good level.
EBIT –
Earnings grow disproportionately.

<table>
<thead>
<tr>
<th>Period</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st Quarter</td>
<td>46.3</td>
<td>52.6</td>
</tr>
<tr>
<td>2nd Quarter</td>
<td>57.1</td>
<td>59.5</td>
</tr>
<tr>
<td>1st Half-year</td>
<td>103.3</td>
<td>112.2</td>
</tr>
</tbody>
</table>

+13.7% +4.3% +8.5%
EBIT –
Development varies wildly between segments.

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q2.2019 (€m)</th>
<th>Q2.2020 (€m)</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT SH &amp; MS</td>
<td>34.3</td>
<td>40.2</td>
<td>+17.2%</td>
</tr>
<tr>
<td>IT E-Commerce</td>
<td>22.8</td>
<td>19.4</td>
<td>-15.0%</td>
</tr>
<tr>
<td>Group</td>
<td>57.1</td>
<td>59.5</td>
<td>+4.3%</td>
</tr>
</tbody>
</table>

Margin:
- IT SH & MS: 4.2% - 4.5%
- IT E-Commerce: 5.1% - 4.6%
- Group: 4.5% - 4.5%
Employees – Moderate increase driven by acquisitions.

- Q2.19: 10,915 employees
- Q3.19: 11,246 employees (+331 employees, =2.9%)
- Q4.19: 11,487 employees (+240 employees, =2.1%)
- Q1.20: 11,768 employees (+281 employees, =2.4%)
- Q2.20: 11,955 employees (+187 employees, =1.6%)
Working capital – YoY decline.

<table>
<thead>
<tr>
<th></th>
<th>FY.19</th>
<th>Q2.19</th>
<th>Q2.20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inventories</td>
<td>647.7</td>
<td>704.3</td>
<td>682.5</td>
</tr>
<tr>
<td>Trade receivables</td>
<td>+104.7 million euros</td>
<td>-103.0 million euros</td>
<td></td>
</tr>
<tr>
<td>Accrued income</td>
<td>+9.3 million euros</td>
<td>+50.3 million euros</td>
<td></td>
</tr>
<tr>
<td>Trade payables</td>
<td>-26.6 million euros</td>
<td>+34.7 million euros</td>
<td></td>
</tr>
<tr>
<td>Deferred income</td>
<td>+5.4%</td>
<td>+5.4%</td>
<td>+5.4%</td>
</tr>
<tr>
<td>Total</td>
<td>+34.7 million euros</td>
<td>-3.1%</td>
<td>+5.4%</td>
</tr>
</tbody>
</table>
Operative cashflow –
Positive development continues.

H1.16: 5.8
H1.17: -23.3
H1.18: 7.4
H1.19: -14.5
H1.20: 39.3

in €m
The Bechtle share – New highs.

Performance ytd

<table>
<thead>
<tr>
<th>Date</th>
<th>Bechtle</th>
<th>TecDAX*</th>
<th>MDAX*</th>
<th>DAX*</th>
</tr>
</thead>
<tbody>
<tr>
<td>31/12/2019</td>
<td>€125.20</td>
<td></td>
<td></td>
<td>-2.8%</td>
</tr>
<tr>
<td>18/08/2020</td>
<td>€160.60</td>
<td>+28.3%</td>
<td>-3.5%</td>
<td>-2.8%</td>
</tr>
</tbody>
</table>

*indexed
Expansion of multi-cloud portfolio – Bechtle SME partner for Google Cloud. Bechtle commissioned by SGB-SMIT group to transform their corporate IT with Google Cloud
Digitalisation in education – Bechtle becomes Hasso Plattner Institute partner.
HPI has chosen Dataport, Bechtle, Capgemini and Ionos to support in the development of the HPI School Cloud. The partners are taking on technical operations as well as consultation and are supporting in its continued development.
Public Sector – Bechtle submits winning bid to IT.Niedersachsen.

Bechtle has been awarded a wide-ranging services contract, covering IT project management and strategic consulting on IT processes.

As a central IT service provider, IT.Niedersachsen ensures unified IT processes across its agencies.
Internationalisation – Proposed transformation into Bechtle SE.
The change in corporate form will sharpen Bechtle's profile as a progressive European IT organisation and enable international employees to better engage in internal discussions regarding corporate development.
Award-winning communication – Bechtle wins two Red Dot Awards.
Bechtle’s 2019 Annual Report and its magazine Zukunftsstark have both received prestigious Red Dot Awards in the category Brands & Communication Design 2020.
2020 outlook –
Q2 in line with expectations, guidance for FY unchanged.

Economic conditions.

- Mood and economic situation still in the doldrums but first signs of recovery in Q2.
- 2020 will continue to be a challenging year in the IT industry.
- Bechtle has so far shown itself to be resistant to crisis.

Forecast.

- Our targets for FY 2020 as a whole remain unchanged:
  - Significant growth in terms of revenue and earnings (over 5%).
  - EBT margin at least on par with 2019.
- All medium to long-term prospects for Bechtle remain positive.
Any questions?

For more information:
bechtle.com