

Bechtle AG

1st Quarter 2026.

Neckarsulm, 8 May 2026

Agenda.

- 1. Business development**
- 2. Latest news**
- 3. Outlook**

Business development.

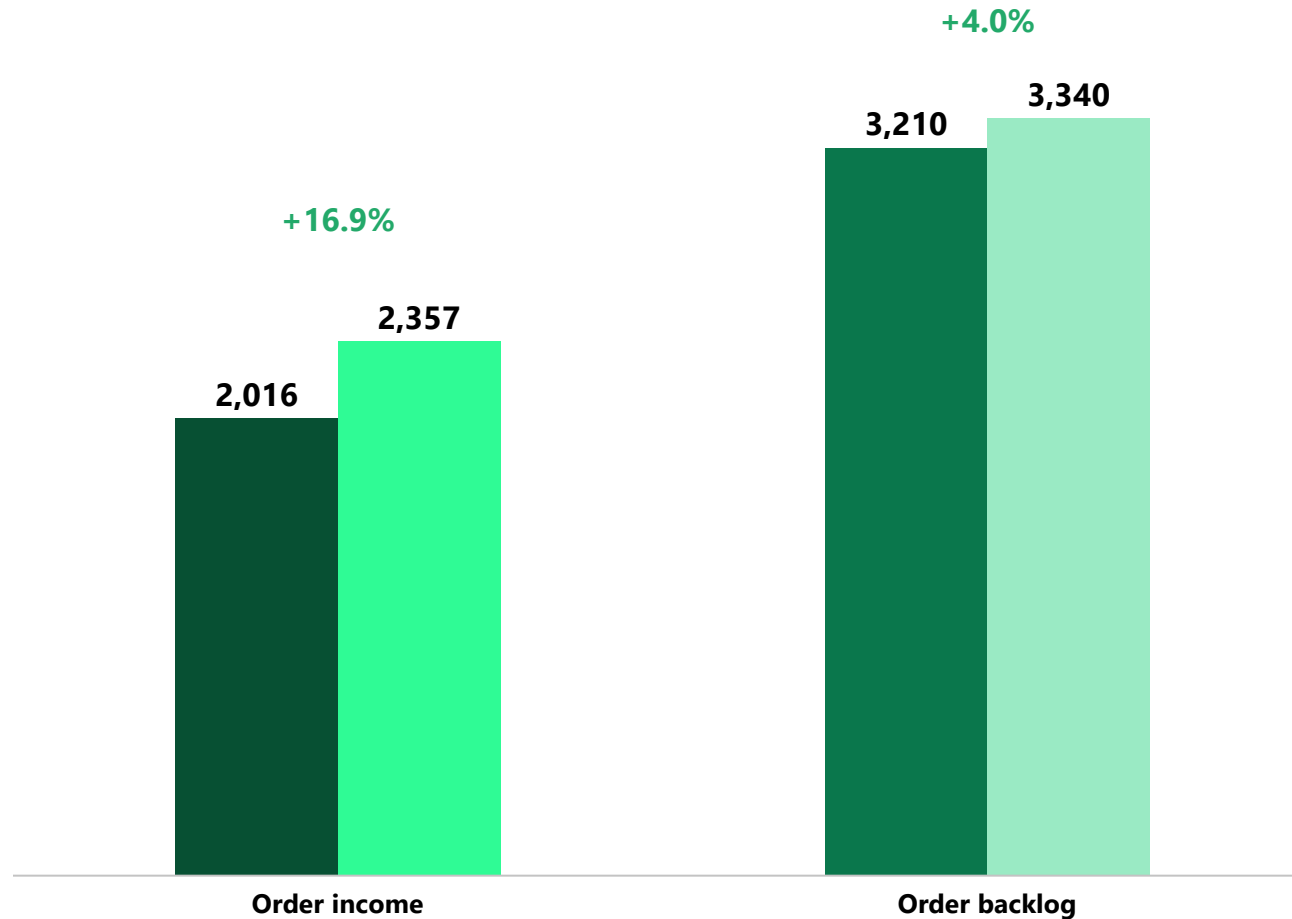
1

Order income and order backlog.

Order backlog at record level.

Strong demand for IT solutions across all customer groups.

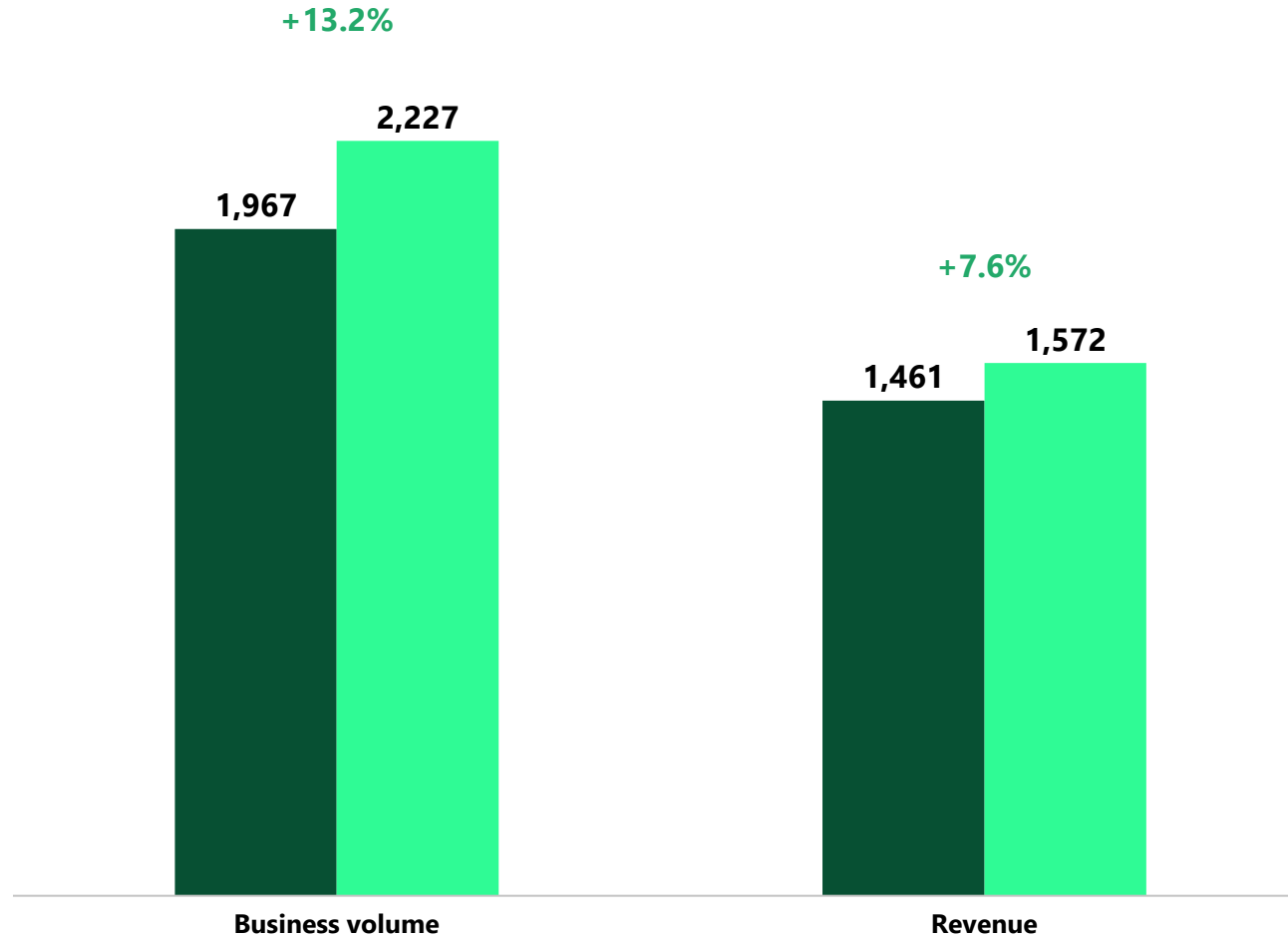
■ Q1.2025 ■ 31/12/2025
■ Q1.2026 ■ 31/03/2026
in €m



Business volume and revenue.

Strong start to the year.

Managing quite well in a challenging environment.

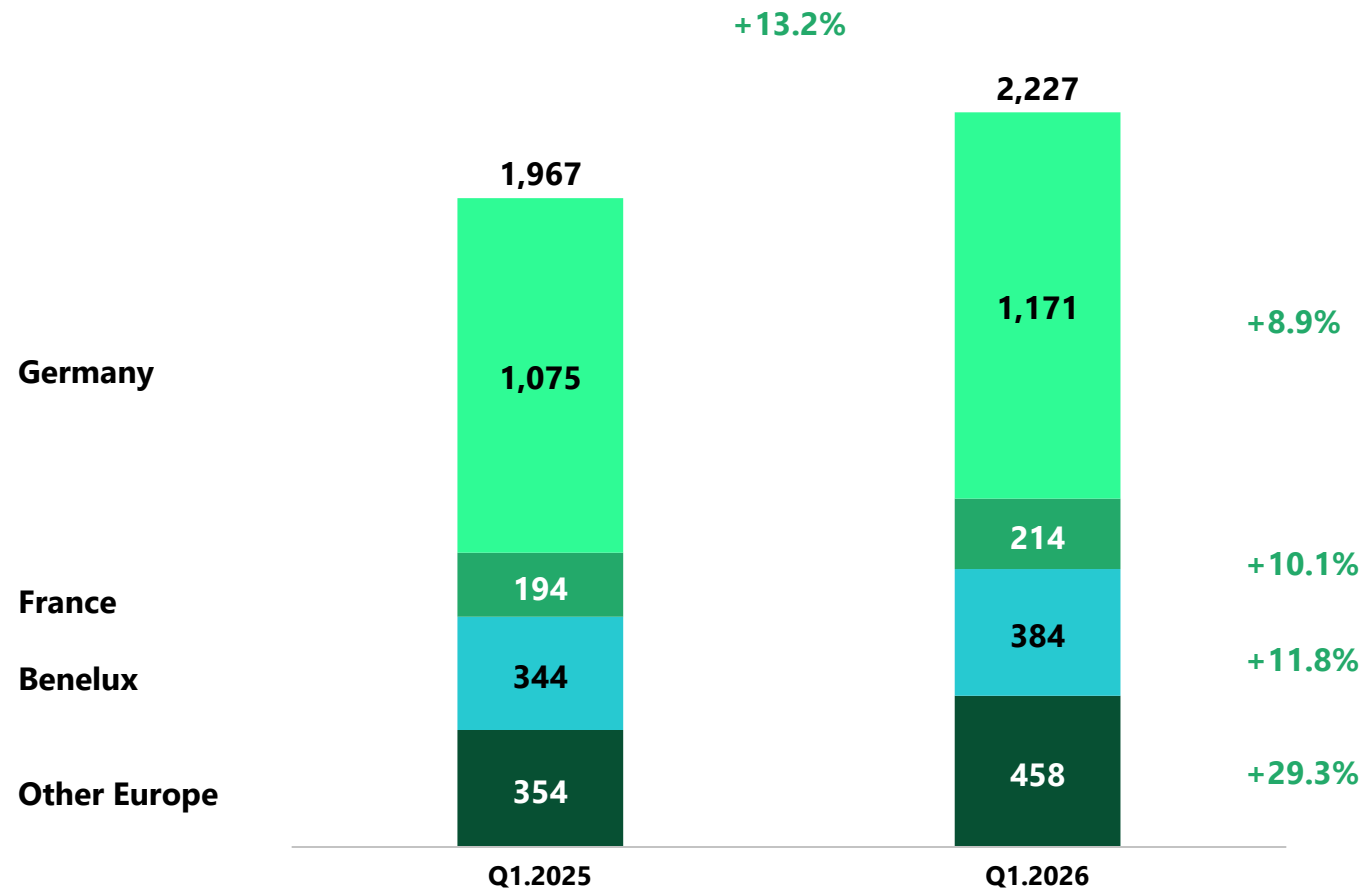


■ Q1.2025
■ Q1.2026

in €m

Business volume by segment.

All markets and regions contribute to growth.



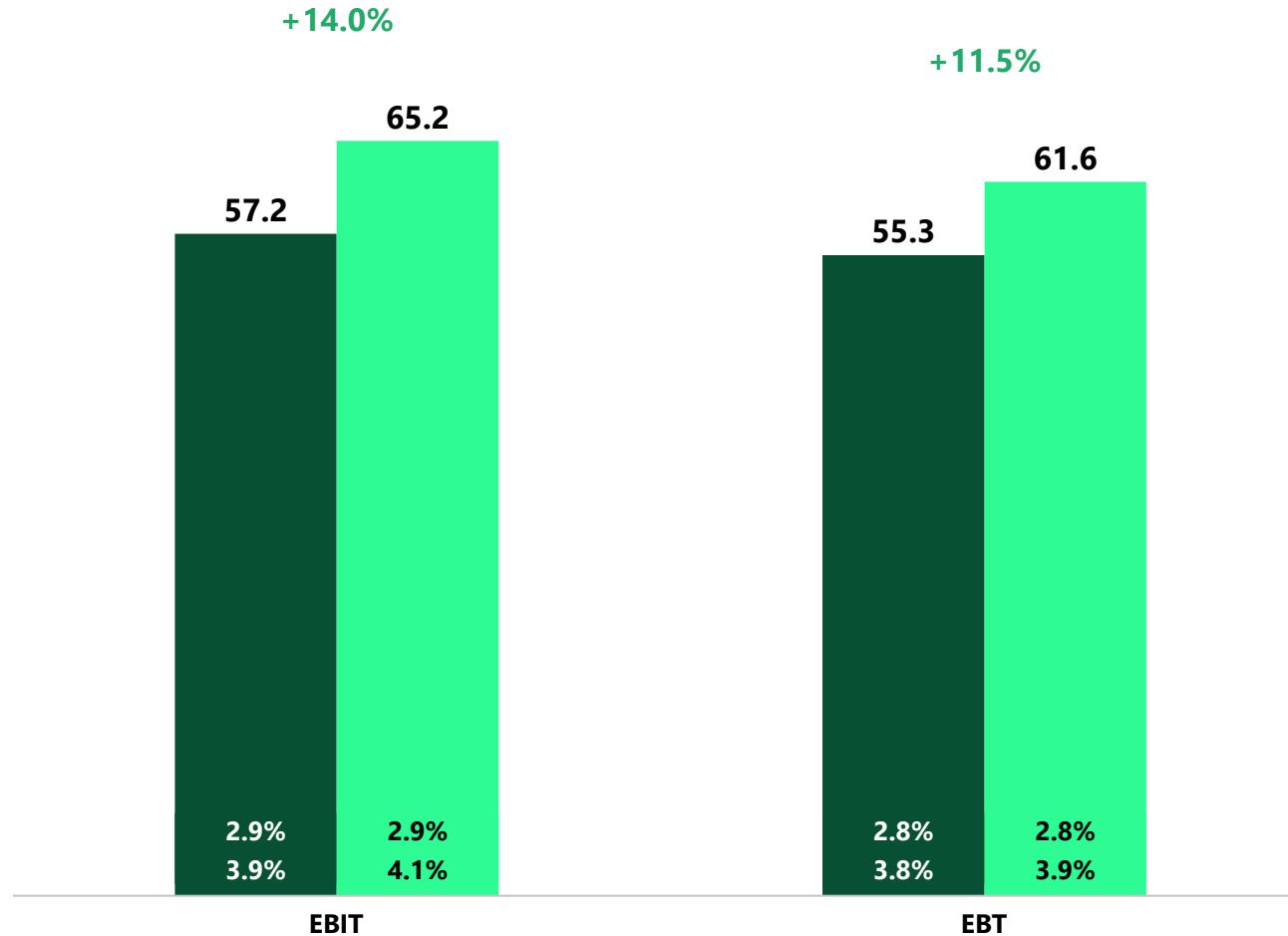
in €m

EBIT and EBT.

Double-digit earnings growth.
Margin stable to slightly up yoy.

■ Q1.2025
■ Q1.2026

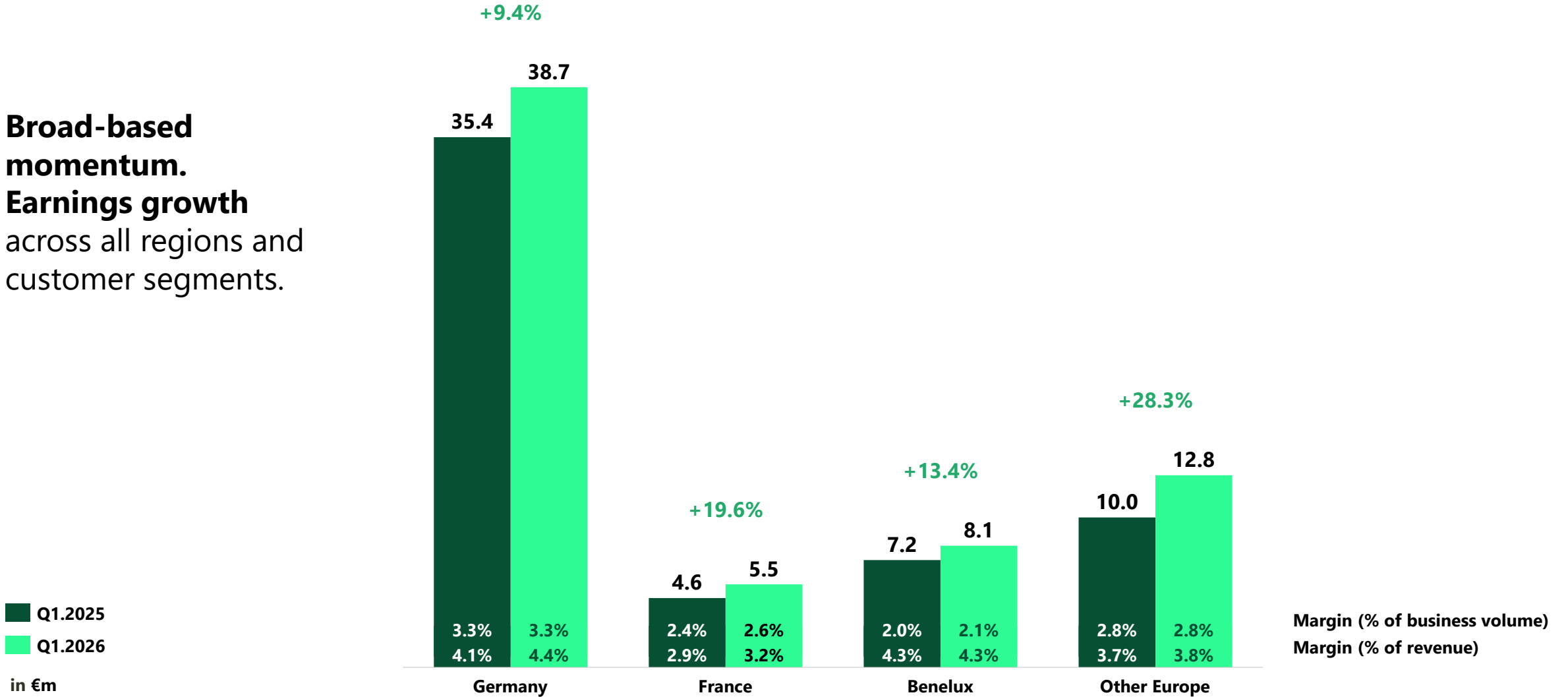
in €m



Margin (% of business volume)
Margin (% of revenue)

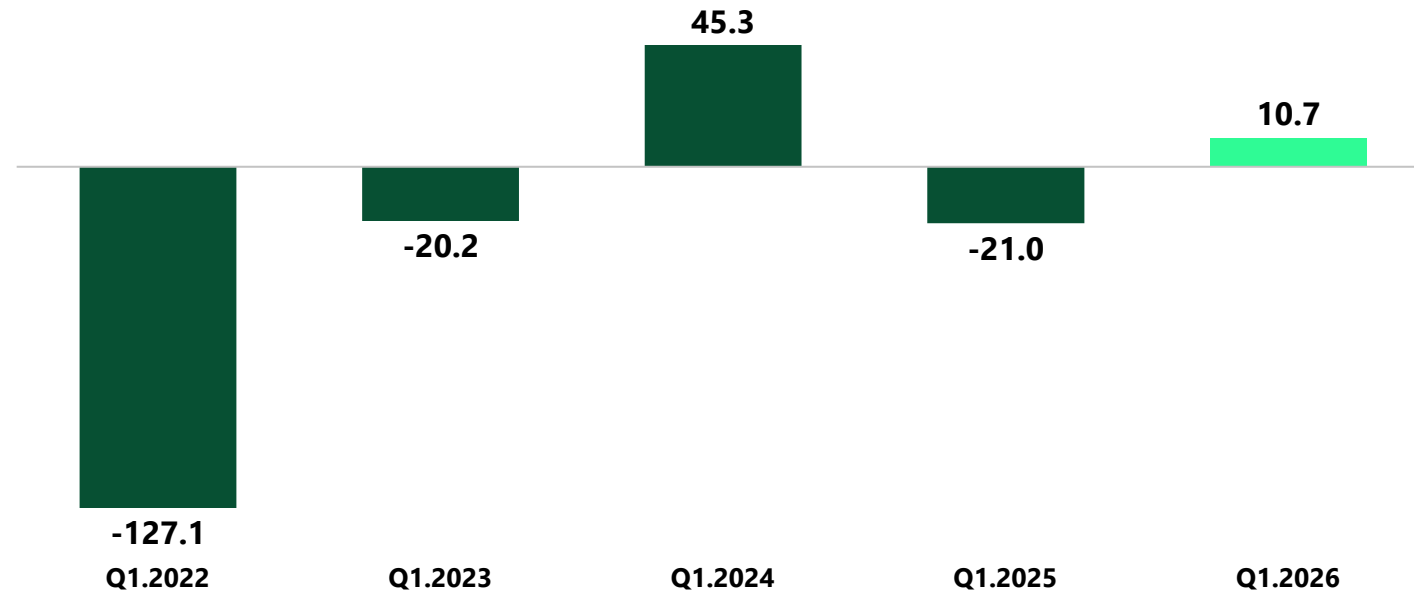
EBIT by segment.

Broad-based momentum. Earnings growth across all regions and customer segments.



Operating cash flow.

A very positive signal given our strong growth in the quarter.

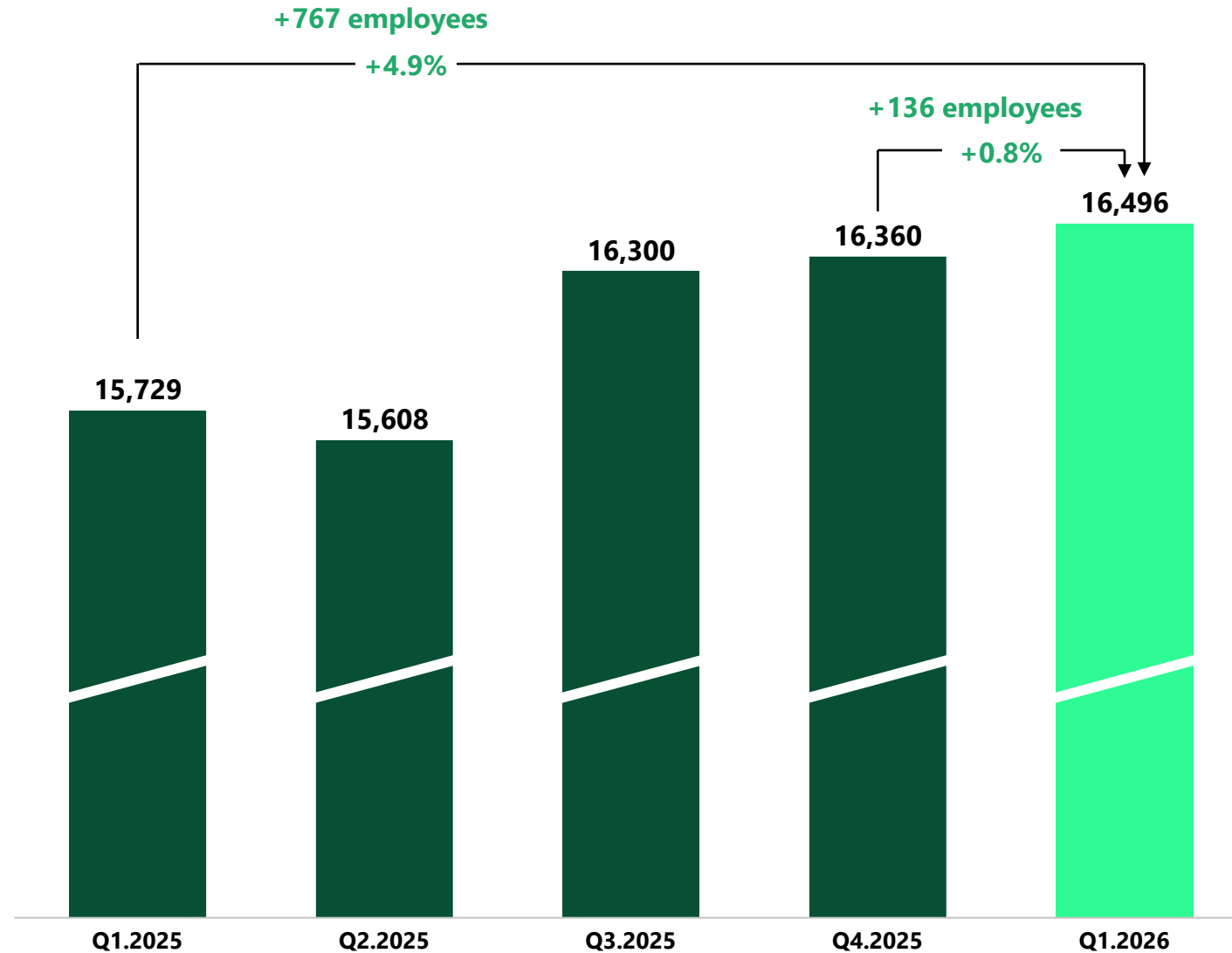


in €m

Employees.

Headcount growth driven solely by acquisitions.

Organic change of **-1.7%** yoy.

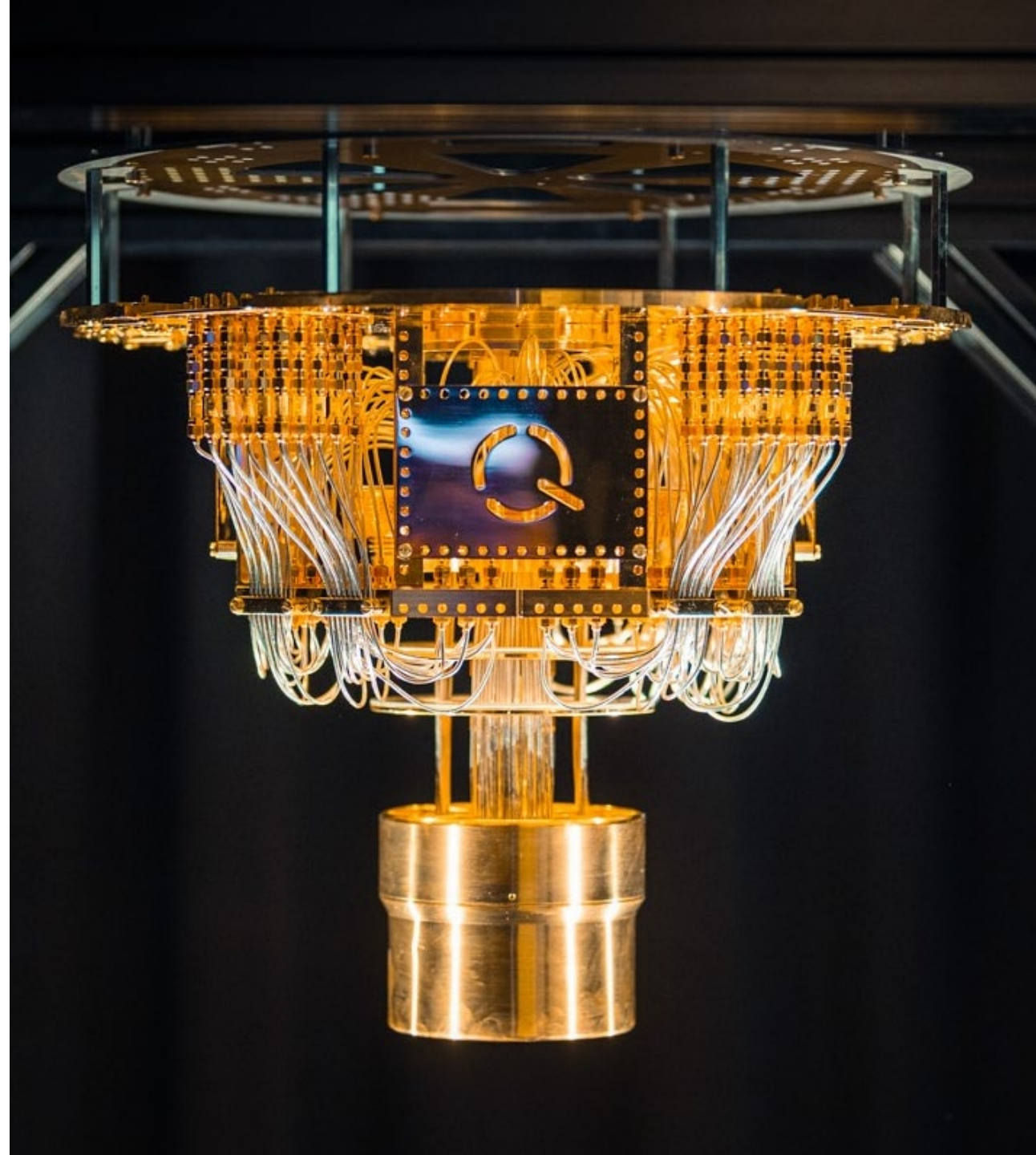


Latest news.

2

Quantum computing – Ready to go to market.

- Integration of the IQM Spark quantum computer at Heilbronn University's TechCampus (launch 2026)
- Platform for education, research and real-world applications with direct access to quantum hardware
- Superconducting qubit technology, integrated, supported and operated by Bechtle
- Strengthens both Europe's digital sovereignty and regional innovation ecosystems





Healthcare solutions

A digital platform to support heart-failure care.

- Bechtle is consortium lead for the WebMedX project
- Cross-sector telemedicine platform developed with Würzburg University Hospital
- Improves coordination between hospitals, physicians, nursing staff and patients
- Aims to enable practical, connected day-to-day care
- Intended to serve as a model for other regions and medical conditions

BloS – A strategic tool for managing digital sovereignty.

- Data-driven assessment of data sovereignty, technological independence and capabilities
- AI-powered software for continuous assessment and simulation of digital sovereignty
- A combination of software and consulting by certified IT business architects
- Provides clear recommendations, strengthens compliance (e.g. GDPR, NIS2) and improves planning certainty





Digital sovereignty

GovTech framework contract for cloud and AI services.

- Bechtle appointed as multi-cloud broker for GovTech Deutschland
- Contract value: up to €250 m; term: 2 years + 2 x 1-year option
- Partners: Amazon Web Services, Google Cloud Platform, Microsoft Azure, STACKIT, Exoscale, T Cloud Public, Bechtle Open Cloud Services
- Central platform for procuring and managing cloud and AI services
- Strengthens digital sovereignty

Expanded presence at Hannover Messe 2026.

- Positioning as a digital transformation partner for industrial customers
- Innovation showcase with TeamViewer and Kontron (secure remote-access gateway)
- Joint booth presents the broad portfolio of six Bechtle companies
- Demonstration of real-world use cases



Outlook.

3

2026 forecast.

Context.

- Despite downward revisions to GDP growth forecasts, **higher growth rates** are expected for the EU and Germany in 2026 compared with the prior year. In particular, **Germany’s public sector** has **greater scope for investment** than in 2025, following the adoption of the 2026 budget.
- We have so far been able to navigate the uncertain **geopolitical and geo-economic environment** and the **challenging industry conditions**.
- Customer **demand for IT is currently high**, but further developments remain difficult to predict.
- Continued **implications** of the **memory shortage cannot currently be assessed** reliably.

Objectives.

- Bechtle remains **optimistic** about the 2026 financial year. Q4 2025 and the first months of the current year have shown that we are able to **grow profitably** even under challenging conditions.
- We therefore **confirm** our forecast from March 2026:

We expect **business volume** to **grow significantly**. Revenue growth is expected to lag behind business volume due to IFRS 15.

Earnings will continue to be influenced by challenging industry conditions and ongoing investments in our internal IT and may therefore **grow less dynamically** than the top line.

Business volume	+5% to +10%
Revenue	0% to +5%
EBT	0% to +5%

Any
questions?