Sustainable Growth.

**EBT in €m**

**Employees**

**Revenue in €m**

<table>
<thead>
<tr>
<th>Year</th>
<th>Employees</th>
<th>EBT in €m</th>
<th>Revenue in €m</th>
</tr>
</thead>
<tbody>
<tr>
<td>1983</td>
<td>1</td>
<td>0.03</td>
<td>19</td>
</tr>
<tr>
<td>1988</td>
<td>38</td>
<td>4.4</td>
<td>183</td>
</tr>
<tr>
<td>1993</td>
<td>100</td>
<td>27</td>
<td>792</td>
</tr>
<tr>
<td>1998</td>
<td>800</td>
<td>62</td>
<td>2,515</td>
</tr>
<tr>
<td>2003</td>
<td>2,515</td>
<td>2,273</td>
<td>1,431</td>
</tr>
<tr>
<td>2008</td>
<td>4,405</td>
<td>2,580</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year</th>
<th>Employees</th>
<th>EBT in €m</th>
<th>Revenue in €m</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>2,273</td>
<td>2,273</td>
<td>2,273</td>
</tr>
<tr>
<td>2014</td>
<td>2,580</td>
<td>2,580</td>
<td>2,580</td>
</tr>
<tr>
<td>2015</td>
<td>2,831</td>
<td>2,831</td>
<td>2,831</td>
</tr>
<tr>
<td>2016</td>
<td>3,094</td>
<td>3,094</td>
<td>3,094</td>
</tr>
<tr>
<td>2017</td>
<td>3,570</td>
<td>3,570</td>
<td>3,570</td>
</tr>
<tr>
<td>2018</td>
<td>4,323</td>
<td>4,323</td>
<td>4,323</td>
</tr>
<tr>
<td>2019</td>
<td>5,374</td>
<td>5,374</td>
<td>5,374</td>
</tr>
</tbody>
</table>
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.

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 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.
Bechtle IT Systems Integrators.
In Germany, Austria and Switzerland

- Widespread, regional coverage
- Consulting, procurement and services
- Some 75 locations in Germany, Austria and Switzerland
- Costumized online shops (bios®)
- Employees in 2019: 9,097
  - Services: approx. 5,400
- Revenue in 2019: €3.5bn
Bechtle IT-E-Commerce.
The European powerhouse

- Brands: Bechtle direct, ARP, Inmac, Wstore (FR), BuyIT (NL), Bechtle Comsoft (FR)
- Private label: Articona
- In 14 European countries
- Cross-channel strategy: Digital reach with personal account management
- Customised online shops (bios®)
- Employees in 2019: 2,390
- Revenue in 2019: €1.9bn
Nr. 1 Ranked System House in Germany.

<table>
<thead>
<tr>
<th>RANK</th>
<th>COMPANY</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Bechtle</td>
<td>3,337</td>
<td>2,855</td>
</tr>
<tr>
<td>2</td>
<td>Computacenter</td>
<td>2,227</td>
<td>2,115</td>
</tr>
<tr>
<td>3</td>
<td>Software One</td>
<td>1,720</td>
<td>–</td>
</tr>
<tr>
<td>4</td>
<td>T-Systems International</td>
<td>1,600</td>
<td>1,500</td>
</tr>
<tr>
<td>5</td>
<td>Cancom</td>
<td>1,295</td>
<td>1,147</td>
</tr>
<tr>
<td>6</td>
<td>SVA System Vertrieb Alexander</td>
<td>887</td>
<td>713</td>
</tr>
<tr>
<td>7</td>
<td>Axians Deutschland</td>
<td>825</td>
<td>553</td>
</tr>
<tr>
<td>8</td>
<td>Atos IT Solutions and Services</td>
<td>710</td>
<td>645</td>
</tr>
<tr>
<td>9</td>
<td>ACP Gruppe</td>
<td>680</td>
<td>550</td>
</tr>
<tr>
<td>10</td>
<td>Infosys Ltd.</td>
<td>550</td>
<td>500</td>
</tr>
</tbody>
</table>

Source: Channelpartner 07/2020
Bechtle share – Continues to outperform.

Performance ytd

31/12/2019
€125.20

12/11/2020
€173.10

Bechtle +38.3%
TecDAX* +0.4%
DAX* +0.1%
MDAX* -1.5%

*indexed
Shareholder Structure – Stability and independence.

- Schick family: 35.02%
- Baillie Gifford: 7.59%
- DWS: 5.07%
- AGI: 4.97%
- Flossbach von Storch: 2.98%
- BlackRock: 2.12%
- Other Freefloat: 42.25%

Current of: 31 July 2020, 42 million shares
Revenue – Growth picks up again in Q3.

+9.3%  
+3.9%  
+7.4%  
+6.9%

Q1 2019 2020
1,240 1,356
Q2 2019 2020
1,261 1,311
Q3 2019 2020
1,276 1,371
9 months
2019 2020
3,777 4,037
in €m
Revenue –
Growth in both business segments.

+9.7%  +3.1%  +7.4%

837  918
439  453
1,276  1,371

Q3.2019  Q3.2020

IT SH & MS  IT E-Commerce  Group

in €m
Revenue –
Above-average growth dynamic in Germany.

+8.9%
+4.8%
+7.4%

<table>
<thead>
<tr>
<th></th>
<th>Domestic</th>
<th>Abroad</th>
<th>Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3.2019</td>
<td>805</td>
<td>472</td>
<td>1,276</td>
</tr>
<tr>
<td>Q3.2020</td>
<td>877</td>
<td>494</td>
<td>1,371</td>
</tr>
</tbody>
</table>

in €m
Gross margin –
Remains high and stable.

<table>
<thead>
<tr>
<th>Quarter</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3.17</td>
<td>15.6</td>
</tr>
<tr>
<td>Q3.18</td>
<td>14.6</td>
</tr>
<tr>
<td>Q3.19</td>
<td>14.9</td>
</tr>
<tr>
<td>Q3.20</td>
<td>15.0</td>
</tr>
</tbody>
</table>

24/11/2020 | Bechtle AG | Company Presentation
EBIT –
Significant jump in Q3 earnings.

+13.7%  +4.3%  +25.7%  +14.7%

Q1  Q2  Q3  9 months

46.3  57.1  58.4  185.5
52.6  59.5  73.3  161.7

in €m

2019  2020
EBIT – Q3 margin noticeably up YOY.

+24.9%  +27.3%  +25.7%

4.6%   5.4%   4.2%   5.1%   4.6%   5.4%

4.8%   5.5%   4.2%   5.1%   4.6%   5.4%

4.8%  5.5%  4.6%  5.4%
Employees –
Moderate quarterly increase.

Q3.19   |   Q4.19   |   Q1.20   |   Q2.20   |   Q3.20

11,246   |   11,487   |   11,768   |   11,955   |   12,055

+809 employees
+7.2%

+100 employees
+0.8%
Working capital – Capital commitment further reduced.

Working capital development (YoY)

- Inventories: + €71.3m
- Trade receivables: - €128.5m
- Accrued income: + €5.1m
- Trade payables: + €37.8m
- Deferred income: - €17.4m
- Total: - €31.7m

In €m:
- Q3.19: 708.8
- FY.19: 647.7
- Q3.20: 616.1

6.9% decrease year on year.
Operating cashflow –
Very positive YTD development.
Artificial intelligence on Germany Unity Day – with Bechtle’s full technical backing. Baden-Württemberg showcases its clout as a future-oriented and innovative German state at EinheitsEXPO. Bechtle AG is primary sponsor of the display by Colugo GmbH.
IoT portfolio expansion – Bechtle acquires its 100th company.
Bechtle AG purchases dataformers GmbH in Linz, the 100th acquisition in the company’s history. The software developer and IoT solutions specialist employs 55 staff.
Digitalisation in education – Bechtle a strong IT partner for Saarland schools. Bechtle commissioned to supply over 20,000 notebooks and network infrastructure by the Regional Association of Saarbrücken as part of the government’s drive for digital education.
Bechtle CMPTNC DY 2020 – Live!
For the first time, Bechtle’s premier event took place virtually. To great success! Over 3,000 participants took the opportunity to join the virtual event with industry giants such as Michael Dell, Antonio Neri and Thomas Kurian.
Sustainable growth – Bechtle comes out 1st at Top 500 Awards. 

German Daily DIE WELT and consulting firm Accenture recognised Bechtle’s outstanding growth against a field of corporate groups in Germany.
2020 outlook –
2020 forecast increased despite continuing uncertainty.

Economic conditions.
- The much-feared second wave has arrived, potential effects on the economy cannot yet be predicted.
- Currently no discernible decline or even slump in Q4.
- Bechtle’s development continues to show resilience.

Forecast.
- Bechtle increases targets for fiscal year:
  - Significant revenue growth (over 5%)  
  - Very significant earnings growth (over 10%).
  - EBT margin above previous year’s level.
- Increased from “significant”
- Increased from “at least on par”

- All medium to long-term prospects for Bechtle remain positive.
Any questions?

For more information:
bechtle.com