

Bechtle AG

2nd Quarter 2026.

Neckarsulm, 12 August 2026

Agenda.

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

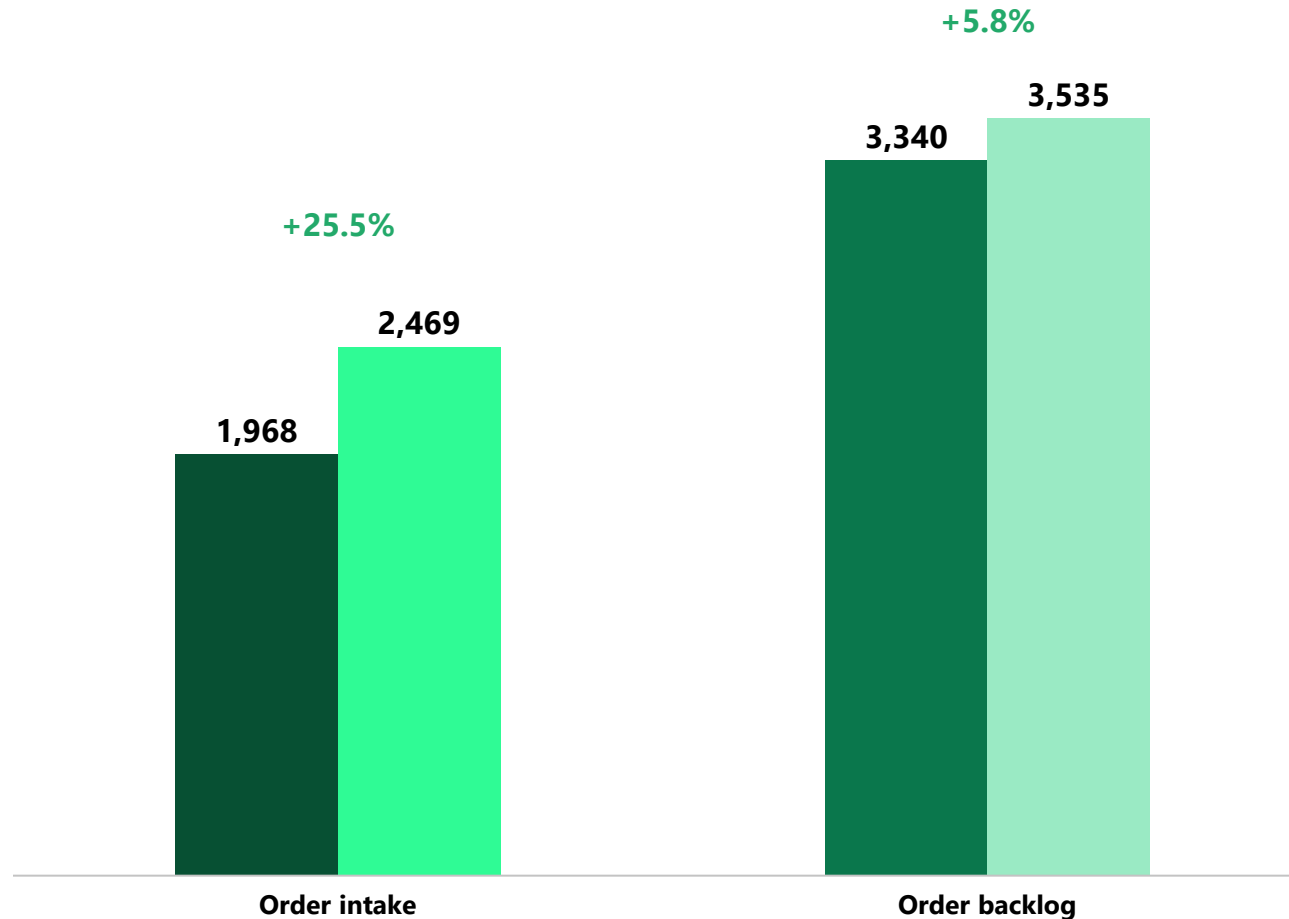
Business development.

1

Order intake and order backlog.

Order backlog reaches a new **record high**.

Strong demand for IT solutions **drives growth in incoming orders.**



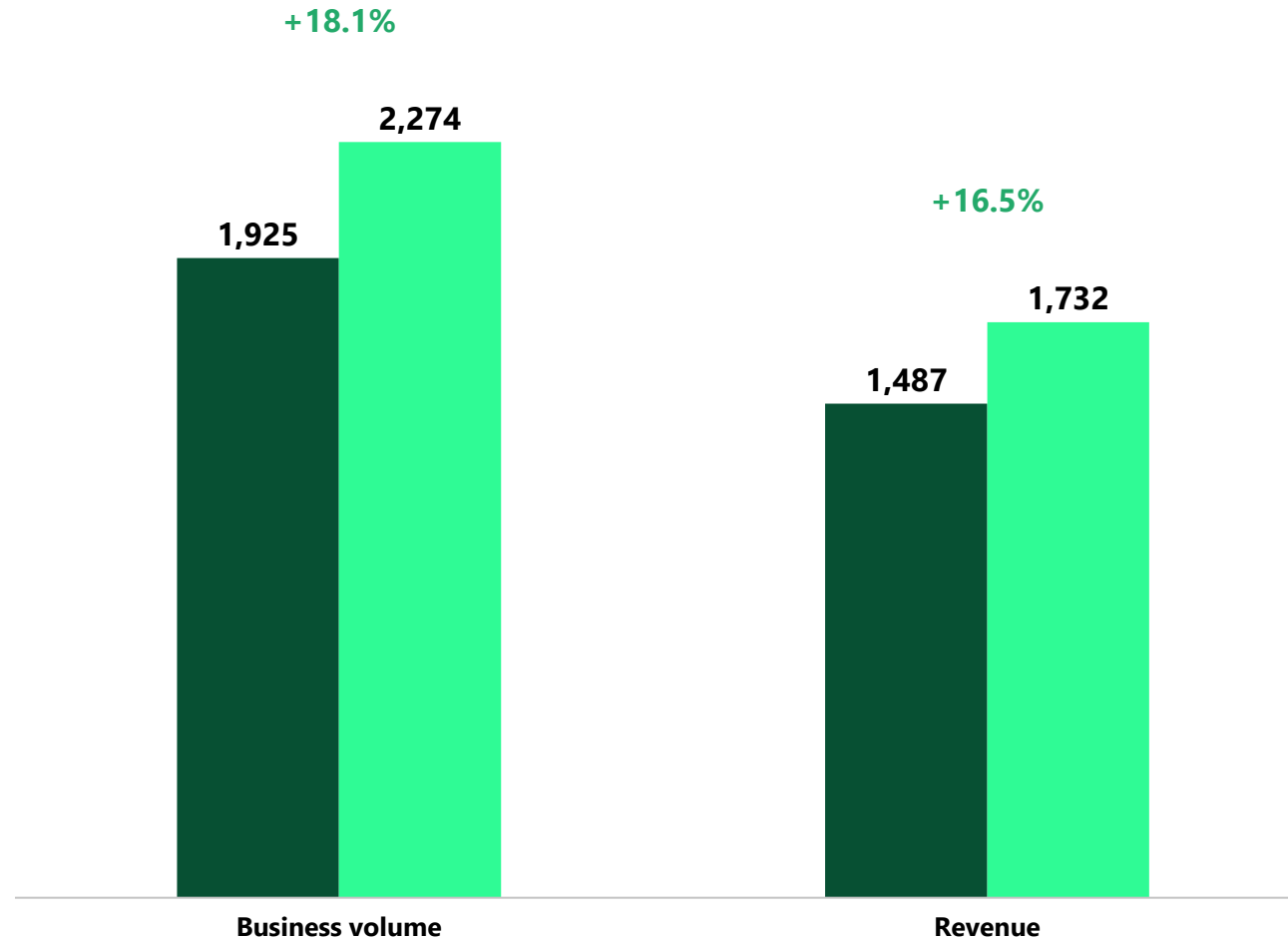
in €m

■ Q2.2025 ■ 31/03/2026
■ Q2.2026 ■ 30/06/2026

Business volume and revenue.

Strong top-line growth.

Business volume **up
12.9% organically.**



■ Q2.2025
■ Q2.2026

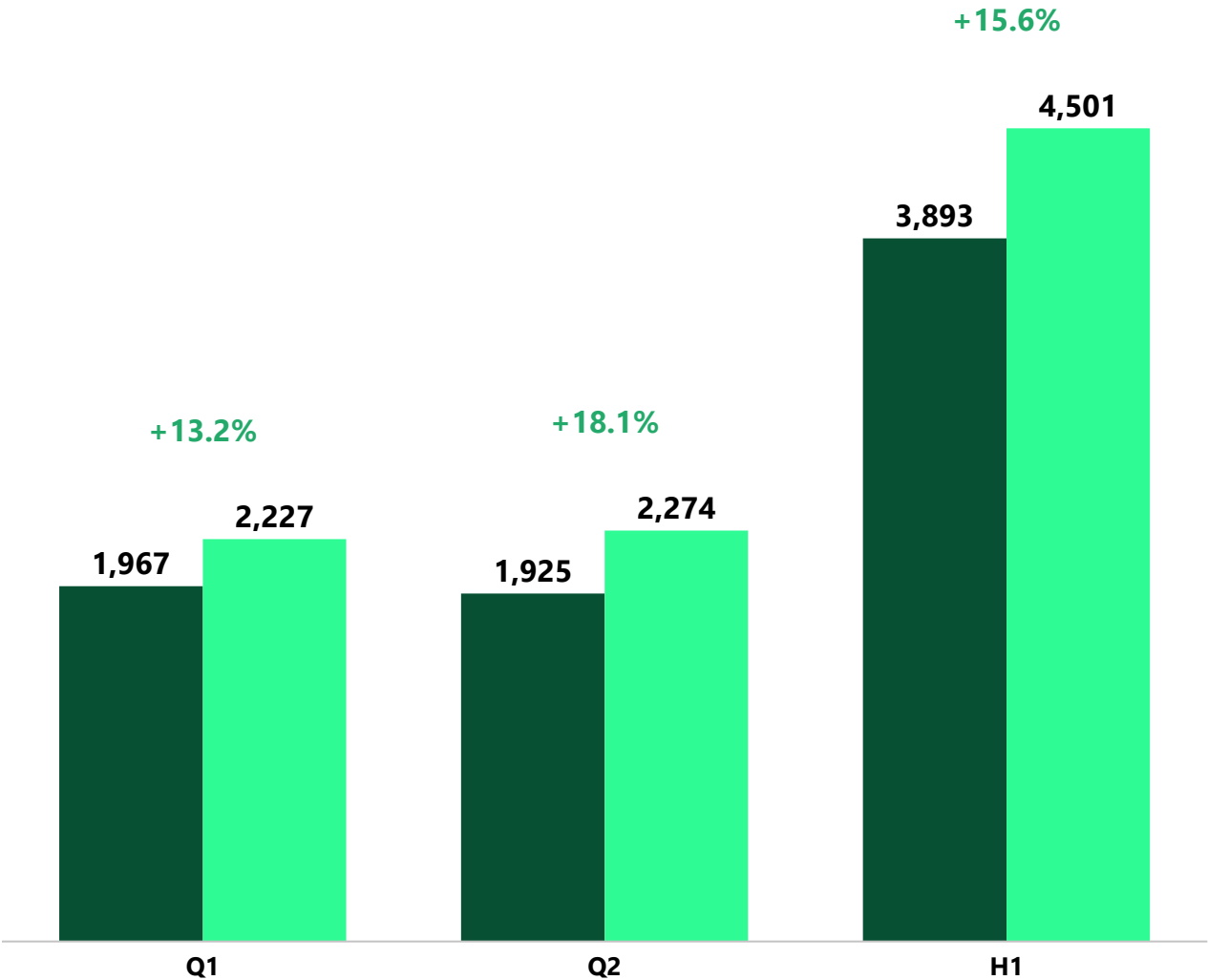
in €m

Business volume over the year.

Growth accelerates
in the 2nd quarter –
strong first-half
performance.

 2025
 2026

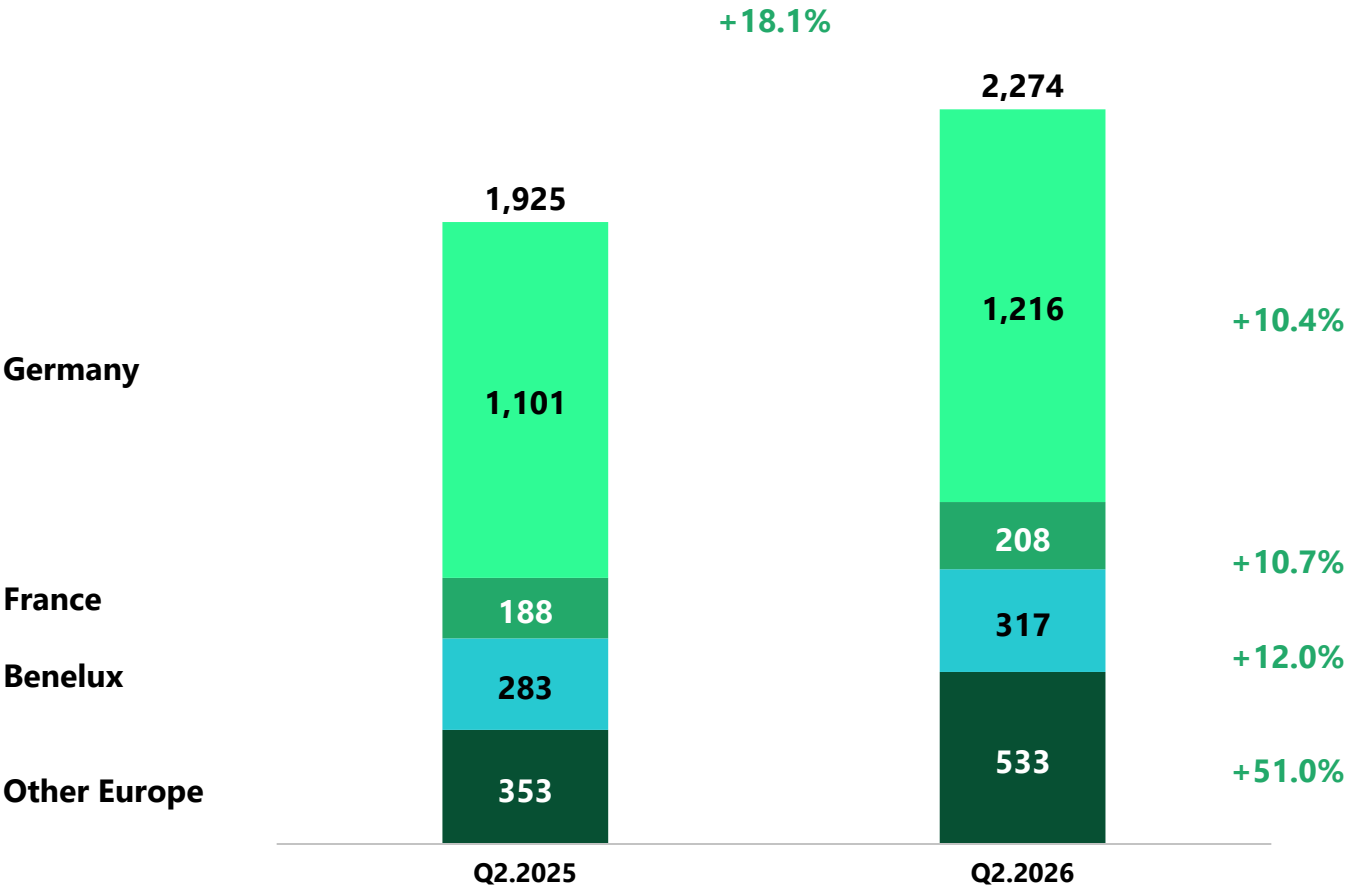
in €m



Business volume by segment.

Double-digit growth across the board – supported by all segments and customer groups.

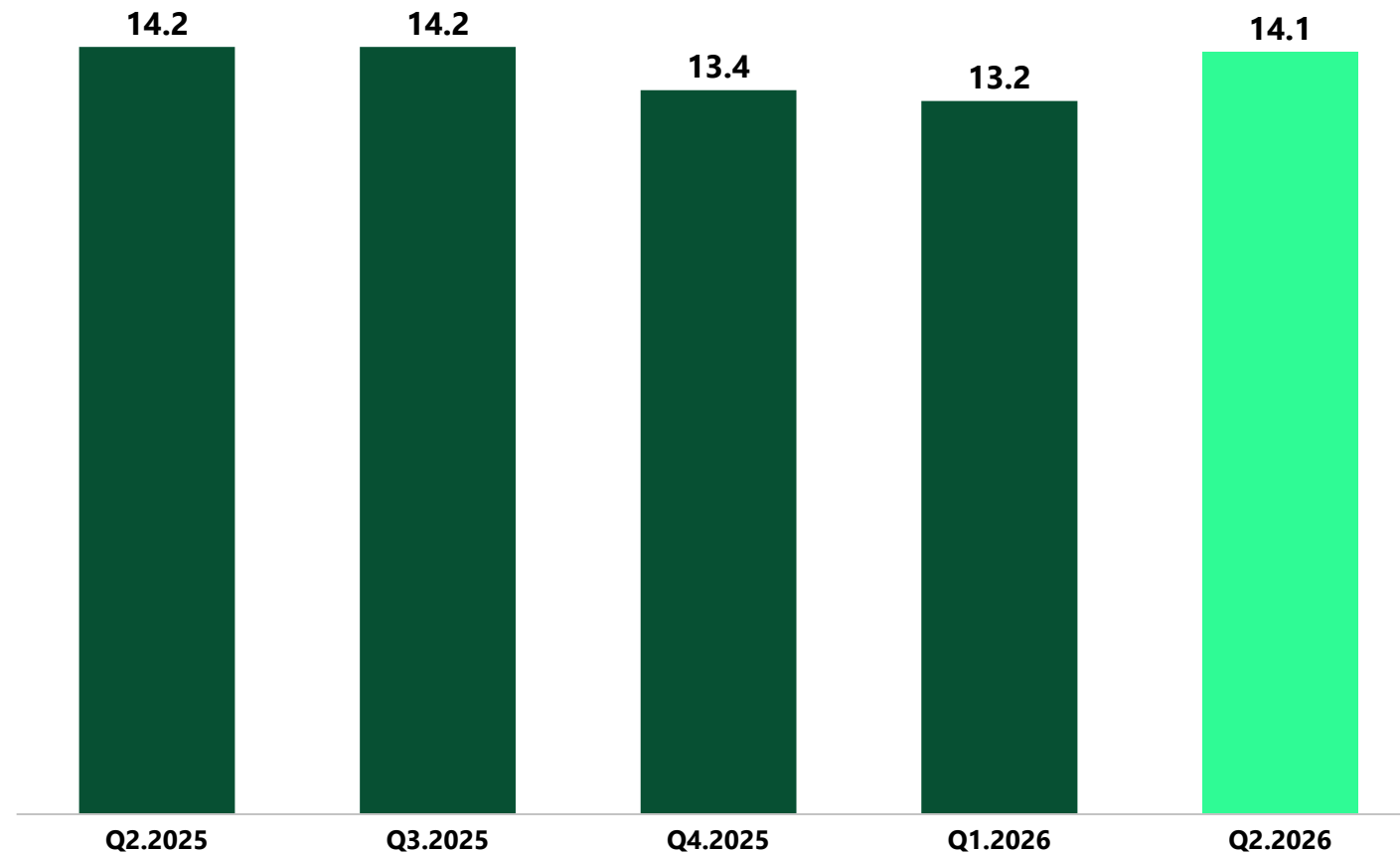
Other Europe stands out with both organic and **acquisition-driven** growth.



in €m

Gross margin on business volume.

Stable at a high level.



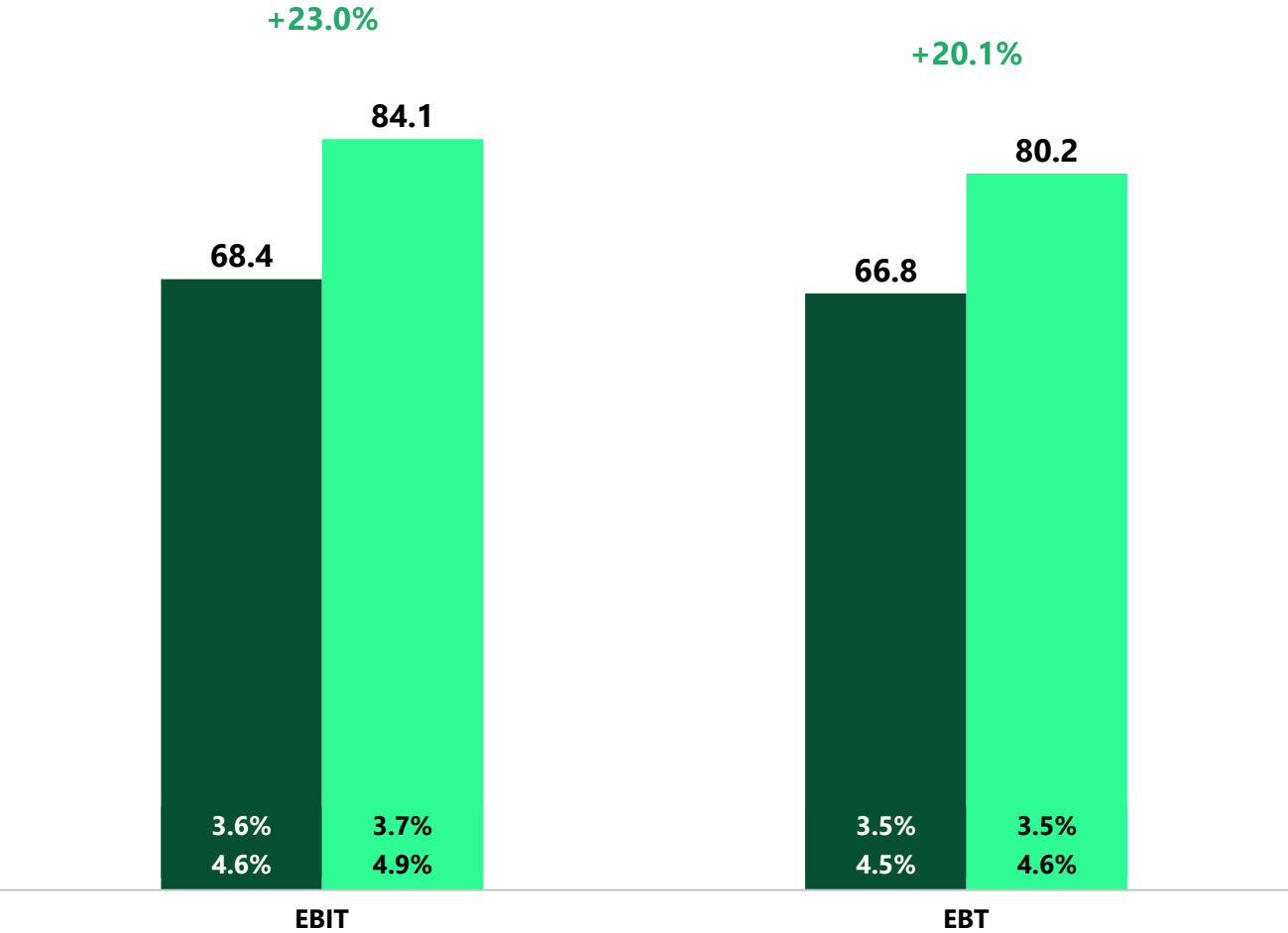
in %

EBIT and EBT.

Double-digit earnings growth – margins stable to slightly higher year on year.

Q2.2025
Q2.2026

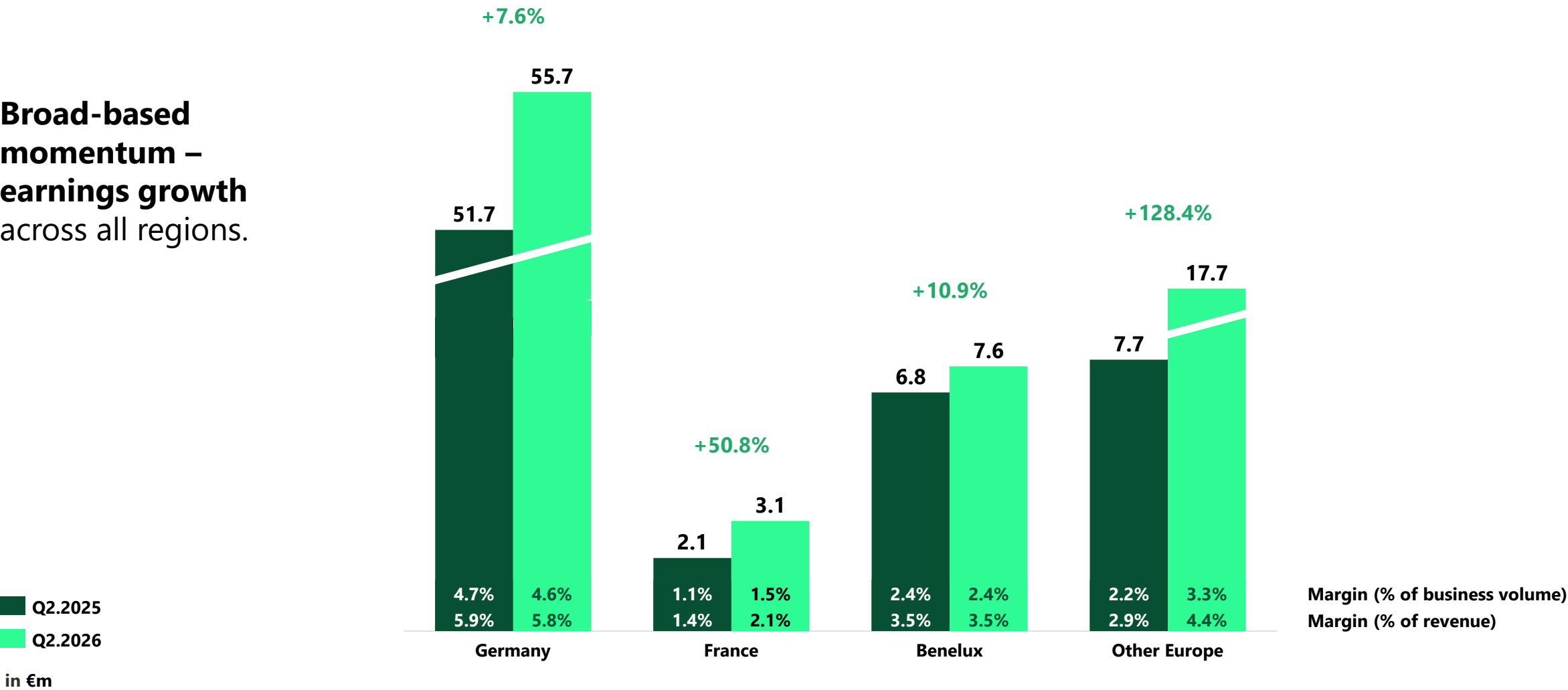
in €m



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

EBIT by segment.

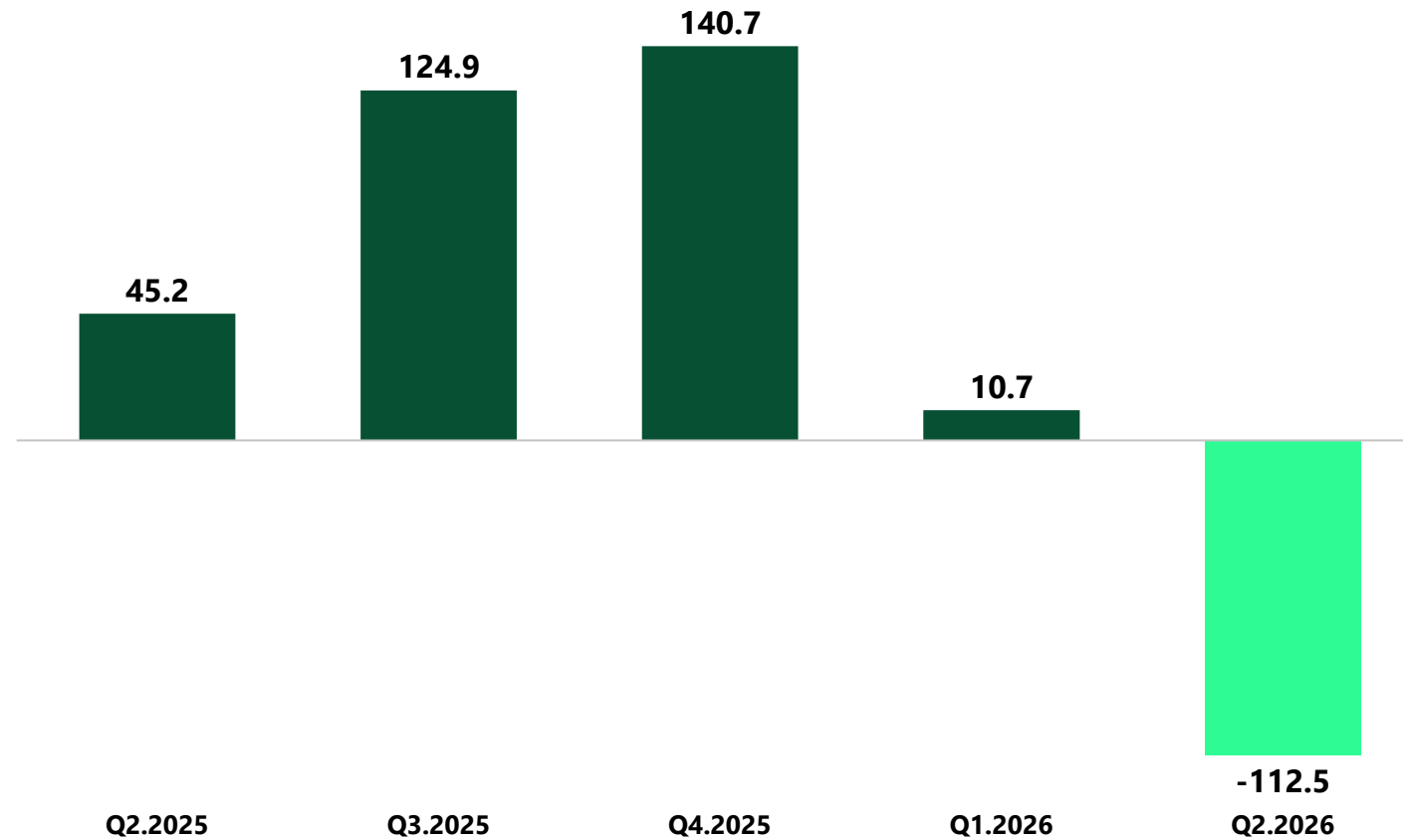
Broad-based momentum – earnings growth across all regions.



Operating cash flow.

Performance influenced by strong business growth, particularly towards quarter-end – largely due to **timing effects**.

DSO improves to **37.4** days from 39.1 in the previous year.

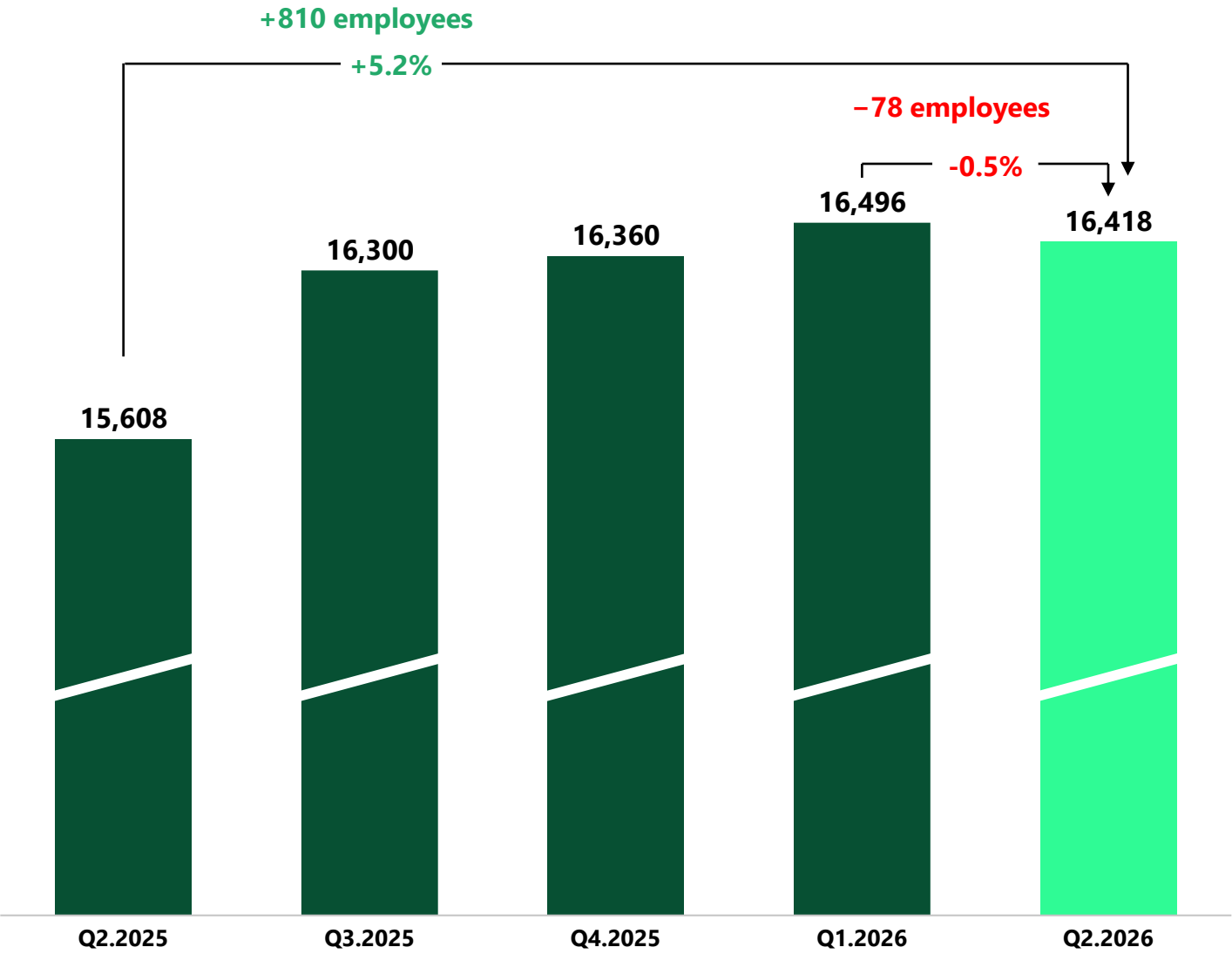


in €m

Employees.

Headcount growth driven solely by acquisitions.

Organic decline of 1.4% year on year.



Latest news.

2

Managed services provider expands Bechtle's presence in the Netherlands.

- Bechtle acquires **Interforce**, with **38 employees** and a **business volume of €11.3 million**.
- Interforce is an established **managed services provider** focused on mid-sized businesses across the Netherlands.
- The acquisition strengthens Bechtle's managed services offering, increases its share of **recurring revenue** and brings in an **experienced team** with deep technical expertise.



Three major AI achievements for the Bechtle Group.

- Bechtle expands its **collaboration with NVIDIA** and **strengthens its position as a provider of AI infrastructure in Europe.**
- Together with Dell Technologies and NVIDIA, we are establishing a **Dell AI Factory** with a dedicated **demo and proof-of-concept environment.**
- **Planet AI**, the Bechtle Group's AI specialist, wins **the world's toughest document AI competition.**

Another major public-sector contract secured.

- Bechtle awarded **contract to operate and further develop core IT services for the Bavarian judiciary.** The framework agreement covers a central IT platform to deploy key digital workplaces and IT services.
- The **contract** takes effect on 1 January 2027 **and initially runs for six years.** The maximum **contract volume** is **up to €250 million.**





Bechtle successfully places Schuldschein loan.

- Original target volume increased to **€450 million.**
- Order book several times **oversubscribed.**
- Broad investor base comprising **84 national and international lenders.**
- Financing provides **additional flexibility** for our **international M&A strategy.**
- Funding was provided on 30 June.

Bechtle joins the Responsible Business Alliance.

- Bechtle has joined the **Responsible Business Alliance** (RBA) as an **Affiliate Member**.
- Through this membership, we support the vision and objectives of the **world's largest** industry initiatives promoting social, environmental and ethical standards in **global supply chains**, with a focus on the electronics and IT sector.
- The **membership reinforces the goals of our Sustainability Strategy**.



Responsible Business Alliance
Affiliate Member

Outlook.

3

2026 forecast.

Context.

- The **broader economic environment** remains strained, and **conditions in the IT market continue to be** challenging. Nevertheless, **growth of more than 5%** is still forecast for the German IT market.
- **Prices for** servers, storage and PCs **have risen sharply** in some cases and could continue to increase as the year progresses.
- Bechtle has managed these **challenging conditions well** so far. Our business model, built on **close customer relationships** and traditionally **excellent vendor partnerships**, is once again proving its value.
- **Demand** from our **public-sector** customers is expected to increase further in H2.

Objectives.

- Given the **excellent H1 performance**, particularly **earnings growth** in Q2, and a record **order backlog**, the Executive Board has decided to **raise its forecast** for the 2026 fiscal year.
- The new targets are **ambitious**. The **high prior-year figures** will make Q4 particularly challenging. Nevertheless, we are confident that we can maintain this positive momentum.
- **Revised forecast:**

Business volume	More than 10%
Revenue	5% to 10%
EBT	5% to 10%
- **Previous forecast:**

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

Any *questions?*