Sustainable Growth.

EBT in €m

Employees

Revenue in €m

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.
Portfolio.

Hardware

IT-Solutions

Clouds

Software

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

- Widespread, regional coverage
- Consulting, procurement and services
- Some 75 locations in Germany, Austria and Switzerland
- Customized 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*
The Bechtle share – New highs.

Performance ytd

- **Bechtle**: +30.4%
- **TecDAX***: +2.4%
- **DAX***: -3.7%
- **MDAX***: -3.7%

*indexed

31/12/2019
€125.20

21/08/2020
€163.30
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 predictably slow in Q2.

+9.3%
+8.2%*

+3.9%
+2.4%*

+6.6%
+5.3%*

* organic growth

1,240 1,356

1,261 1,311

2,501 2,666

1st Quarter 2nd Quarter 1st Half-year

2019
2020

in €m
Revenue –
Effects of corona pandemic felt more keenly abroad.

<table>
<thead>
<tr>
<th></th>
<th>Domestic</th>
<th>Abroad</th>
<th>Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2.2019</td>
<td>798</td>
<td>463</td>
<td>1,261</td>
</tr>
<tr>
<td>Q2.2020</td>
<td>841</td>
<td>470</td>
<td>1,311</td>
</tr>
</tbody>
</table>

+5.4% +4.3%* +1.4% +1.0%* +3.9% +2.4%*

* organic growth
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>+7.3%*</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>+2.4%*</td>
</tr>
</tbody>
</table>

* organic growth

Q2.2019 Q2.2020
Gross margin –
Remains at good level.

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Margins in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2.17</td>
<td>15.7</td>
</tr>
<tr>
<td>Q2.18</td>
<td>15.6</td>
</tr>
<tr>
<td>Q2.19</td>
<td>14.3</td>
</tr>
<tr>
<td>Q2.20</td>
<td>15.0</td>
</tr>
</tbody>
</table>
EBIT –
Earnings grow disproportionately.

<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>46.3</td>
<td>57.1</td>
<td>103.3</td>
</tr>
<tr>
<td>2020</td>
<td>52.6</td>
<td>59.5</td>
<td>112.2</td>
</tr>
</tbody>
</table>

+13.7%  
+4.3%   
+8.5%
EBIT –
Development varies wildly between segments.
Employees –
Moderate increase driven by acquisitions.

Q2.19 10,915
Q3.19 11,246
Q4.19 11,487
Q1.20 11,768
Q2.20 11,955

+1,040 employees
=9.5%

+187 employees
=1.6%
Working capital – YoY decline.

WORKING CAPITAL DEVELOPMENT (YoY)

- Inventories: +104.7 million euros
- Trade receivables: -103.0 million euros
- Accrued income: +9.3 million euros
- Trade payables: +50.3 million euros
- Deferred income: -26.6 million euros
- Total: +34.7 million euros

Values in €m:
- FY.19: 647.7
- Q2.19: 704.3
- Q2.20: 682.5

YoY change:
- +5.4% (2019 vs. 2018)
- -3.1% (Q2 2020 vs. Q2 2019)
Operative cashflow – Positive development continues.

H1.16
5.8
-23.3
H1.17
H1.18
7.4
H1.19
-H1.20
39.3
-14.5
in €m

3/9/2020 | Bechtle AG | Company Presentation
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