

## Extract from the Interim Report 2021 of Bechtle AG

In the context of the **revenue recognition and the assessment as to whether Bechtle is the principal or agent** when selling standard software licences without customising in the indirect business, the procedure applied as of 31 December 2020 was again applied.

To verify the interpretation of IFRS 15 by Bechtle (and by the entire software reseller industry), Bechtle submitted a request for clarification of the above-mentioned issue to the International Financial Reporting Interpretations Committee (IFRS IC) on 10 May 2021. In particular, it was asked whether in this context, pre-sales consulting is to be regarded as a significant integration service for the customer-specific licensing.

If the IFRS IC were to come to the conclusion that Bechtle acts as an agent in these scenarios, Bechtle would reduce the revenue from the sale of standard software without customising in the indirect business by the cost of the standard software without customising in the indirect business. As the revenue and the cost of sales would be reduced by the same amount, the gross earnings would not change in the consolidated income statement. However, in the event of accounting as an agent, the reduction of the revenue in combination with the same gross earnings would result in a higher EBT margin.