

# QUARTERLY STATEMENT

## AS OF 31 MARCH 2026



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## Key Figures of the Bechtle Group at a glance

		01.01- 31.03.2026	01.01- 31.03.2025	Change in %
<b>Business volume</b>	€k	<b>2,227,177</b>	<b>1,967,133</b>	<b>13.2</b>
Germany	€k	1,170,908	1,074,952	8.9
France	€k	213,540	193,879	10.1
Benelux	€k	384,499	343,905	11.8
Other Europe	€k	458,230	354,397	29.3
<b>Revenue</b>	€k	<b>1,571,691</b>	<b>1,461,036</b>	<b>7.6</b>
Germany	€k	871,367	864,838	0.8
France	€k	175,095	158,966	10.1
Benelux	€k	188,711	166,449	13.4
Other Europe	€k	336,518	270,783	24.3
<b>EBITDA</b>	€k	<b>107,427</b>	<b>95,712</b>	<b>12.2</b>
<b>EBIT</b>	€k	<b>65,179</b>	<b>57,157</b>	<b>14.0</b>
Germany	€k	38,711	35,381	9.4
France	€k	5,531	4,625	19.6
Benelux	€k	8,114	7,156	13.4
Other Europe	€k	12,823	9,995	28.3
<b>EBIT margin</b>	%	<b>4.1</b>	<b>3.9</b>	
Germany	%	4.4	4.1	
France	%	3.2	2.9	
Benelux	%	4.3	4.3	
Other Europe	%	3.8	3.7	
<b>EBT</b>	€k	<b>61,635</b>	<b>55,300</b>	<b>11.5</b>
<b>EBT margin</b>	%	<b>3.9</b>	<b>3.8</b>	
<b>Earnings after taxes of the shareholders of Bechtle AG</b>	€k	<b>45,040</b>	<b>38,870</b>	<b>15.9</b>
<b>Earnings per share</b>	€	<b>0.36</b>	<b>0.31</b>	<b>15.9</b>
<b>Financial data</b>				
Return on equity <sup>1</sup>	%	9.2	8.5	
<b>Key indicators</b>				
Cash flow from operating activities	€k	10,719	-21,007	
Cash flow per share	€	0.09	-0.17	
<b>Number of employees (as of 31.03)</b>		<b>16,496</b>	<b>15,729</b>	<b>4.9</b>
		<b>31.03.2026</b>	31.12.2025	Change in %
<b>Cash and cash equivalents<sup>2</sup></b>	€k	<b>372,631</b>	<b>452,031</b>	<b>-17.6</b>
<b>Working capital</b>	€k	<b>530,711</b>	<b>500,548</b>	<b>6.0</b>
<b>Equity ratio</b>	%	<b>45.6</b>	<b>44.9</b>	

1 Annualised

2 Incl. time deposits and securities

## Review by quarter 2026

		1st quarter 01.01-31.03	2nd quarter 01.04-30.06	3rd quarter 01.07-30.09	4th quarter 01.10-31.12	FY 2026 01.01-31.03
Business volume	€k	2,227,177				<b>2,227,177</b>
Revenue	€k	1,571,691				<b>1,571,691</b>
EBITDA	€k	107,427				<b>107,427</b>
EBIT	€k	65,179				<b>65,179</b>
EBT	€k	61,635				<b>61,635</b>
EBT margin	%	3.9				<b>3.9</b>
Earnings after taxes of the shareholders of Bechtle AG	€k	45,040				<b>45,040</b>

## Earnings Position

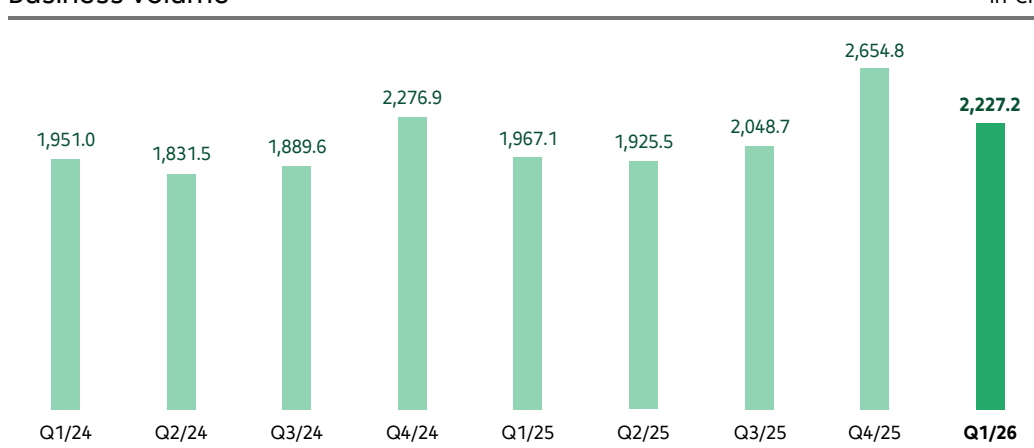
Bechtle started the 2026 fiscal year with a strong first quarter, recording significant growth in both business volume and revenue across all segments. Pre-tax earnings also increased by double digits. Growth was broadly supported by our industrial customers as well as customers in the public sector. This positive performance points to a stable trend which, according to preliminary figures, has continued beyond the end of the quarter.

Incoming orders totalled €2,357 million in the first quarter, representing an increase of 16.9 per cent compared to the previous year (€2,016 million). At €3,340 million, the order backlog as of 31 March was at a record level, compared to €3,210 million as of 31 December 2025.

From January to March 2026, business volume increased significantly by 13.2 per cent to €2,227.2 million (previous year: €1,967.1 million). Organic growth was also excellent at 11.0 per cent.

### Business volume

in €m



All segments contributed to this performance: Germany by 8.9 per cent, France by 10.1 per cent and Benelux by 11.8 per cent. At 29.3 per cent, the business volume in the Other Europe segment saw the strongest growth. While this was to some extent driven by last year's acquisitions, organic growth was also strong at 17.0 per cent.

### Business volume – Group and segments

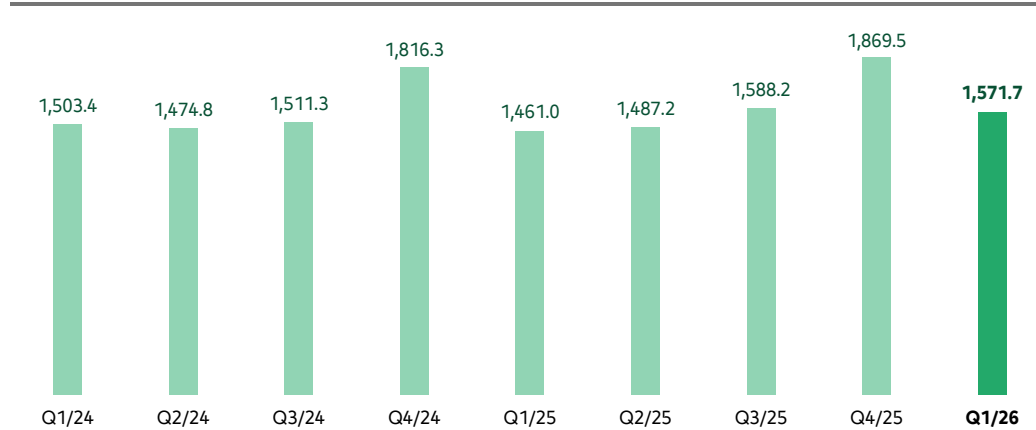
in €k

	Q1/2026	Q1/2025	Change in %
<b>Group</b>	<b>2,227,177</b>	<b>1,967,133</b>	<b>13.2</b>
Germany	1,170,908	1,074,952	8.9
France	213,540	193,879	10.1
Benelux	384,499	343,905	11.8
Other Europe	458,230	354,397	29.3

Revenue increased by 7.6 per cent to €1,571.7 million compared to the same quarter of the previous year (previous year: €1,461.0 million). While organic growth was solid at 5.2 per cent, it lagged behind growth in business volume due to the higher proportion of software.

## Group revenue

in €m



Looking at the segments, all regions recorded growth in revenue, although this was only 0.8 per cent in Germany due to the relatively higher proportion of software. In all other regions, our hardware business performed very well. France recorded revenue growth of 10.1 per cent and Benelux of 13.4 per cent. Revenue in Other Europe increased by 24.3 per cent, driven largely by acquisitions. This segment also posted very strong organic growth of 11.3 per cent.

## Revenue – Group and segments

in €k

	Q1/2026	Q1/2025	Change in %
<b>Group</b>	<b>1,571,691</b>	<b>1,461,036</b>	<b>7.6</b>
Germany	871,367	864,838	0.8
France	175,095	158,966	10.1
Benelux	188,711	166,449	13.4
Other Europe	336,518	270,783	24.3

Gross earnings increased by 9.2 per cent, outpacing revenue growth. The gross margin increased accordingly from 18.4 per cent to 18.7 per cent. The cost of materials increased slightly faster than revenue, by 7.8 per cent.

Distribution costs increased by 5.5 per cent and administrative expenses by 11.0 per cent. Accordingly, the distribution cost ratio fell slightly from 7.8 per cent to 7.7 per cent. By contrast, the administrative expense ratio increased from 7.3 per cent to 7.6 per cent. Other operating income increased to €10.8 million.

Personnel expenses increased by 5.4 per cent overall. Other operating expenses increased by 8.1 per cent, in particular due to a stronger increase in other administrative expenses.

EBITDA therefore increased by 12.2 per cent. The EBITDA margin increased from 6.6 per cent to 6.8 per cent.

Depreciation and amortisation rose by 9.6 per cent to €42.2 million. The majority of depreciation and amortisation is still attributable to property, plant and equipment and intangible assets, which increased by 8.2 per cent to €34.8 million. This development reflects, among other things, the increased investment in the company's own IT. Depreciation and amortisation from acquisitions also increased from €6.4 million to €7.4 million.

EBIT came in at €65.2 million, up 14.0 per cent on the previous year. The margin increased from 3.9 per cent to 4.1 per cent.

Earnings performance was strong across all segments. EBIT in Germany increased by 9.4 per cent to €38.7 million, expanding the margin from 4.1 per cent to 4.4 per cent. This was driven mainly by strong growth in the software business. The EBIT margin also improved in France, rising from 2.9 per cent to 3.2 per cent with EBIT of €5.5 million. The hardware business continues to dominate in this region. In contrast, Benelux has a particularly high proportion of software. Here, EBIT increased by 13.4 per cent to €8.1 million, with the margin stable at 4.3 per cent. In the Other Europe segment, EBIT increased by 28.3 per cent to €12.8 million, due partly to acquisitions, and the margin improved slightly from 3.7 per cent to 3.8 per cent.

### EBIT – Group and segments

in €k

	Q1/2026	Q1/2025	Change in %
<b>Group</b>	<b>65,179</b>	<b>57,157</b>	<b>14.0</b>
Germany	38,711	35,381	9.4
France	5,531	4,625	19.6
Benelux	8,114	7,156	13.4
Other Europe	12,823	9,995	28.3

### EBIT margin – Group and segments

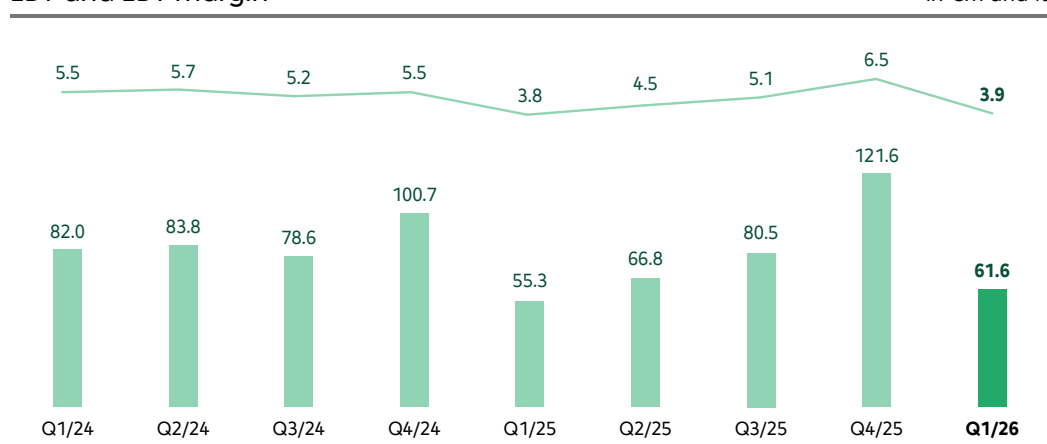
in %

	Q1/2026	Q1/2025
<b>Group</b>	<b>4.1</b>	<b>3.9</b>
Germany	4.4	4.1
France	3.2	2.9
Benelux	4.3	4.3
Other Europe	3.8	3.7

Earnings before taxes (EBT) also increased significantly. It increased by 11.5 per cent to €61.6 million, while the EBT margin increased slightly to 3.9 per cent (previous year: 3.8 per cent).

### EBT and EBT margin

in €m and %



The tax rate fell from 30.5 per cent to 27.6 per cent. This is due to the higher proportion of profits generated by our international subsidiaries, which generally operate under lower tax rates. Earnings after taxes attributable to the shareholders of Bechtle AG increased by 15.9 per cent to €45.0 million. Earnings per share totalled €0.36, compared to €0.31 in the same quarter of the previous year.

## Assets and Financial Position

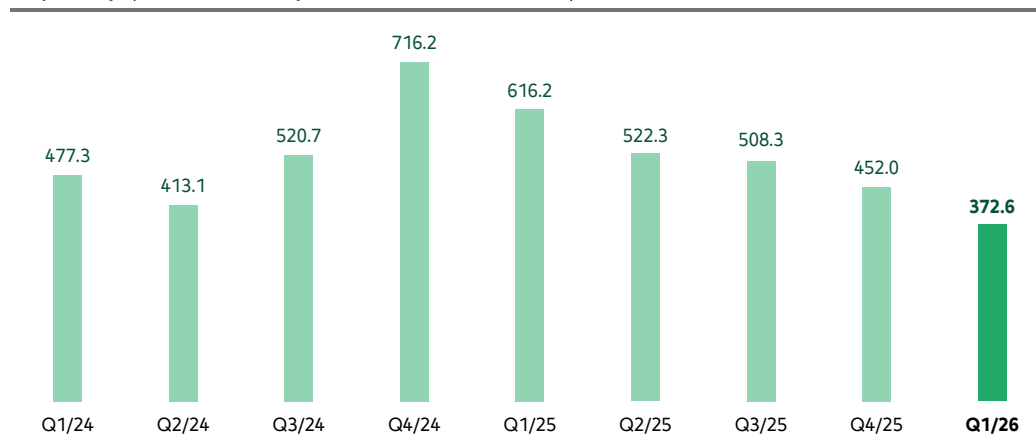
As of 31 March 2026, the balance sheet total of the Bechtle Group was €4,611.2 million, slightly above the figure of €4,574.7 million as of 31 December 2025.

On the asset side, non-current assets increased by 3.9 per cent to €1,957.9 million. Goodwill in particular increased by €31.5 million as a result of acquisitions. Non-current trade receivables also increased, by €34.8 million. The capitalisation ratio increased to 42.5 per cent and was thus higher than the figure of 41.2 per cent as of 31 December 2025.

Current assets, on the other hand, fell by €36.4 million to €2,653.3 million as of the reporting date. Inventories increased by €178.6 million or 46.8 per cent and amounted to €560.2 million as of 31 March 2026. This increase reflected higher project volumes as well as contracts under which customers store goods at Bechtle and only call them up over time. In view of the price increases for memory chips, this is an arrangement that lets us put our warehouse capacity to targeted use. Trade receivables, by contrast, fell sharply by €182.6 million or 13.5 per cent. This positive development is also reflected in the average days sales outstanding (DSO) of our receivables. DSO continued to fall, reaching 38.1 days (previous year: 39.4). Cash and cash equivalents, including time deposits and securities, totalled €372.6 million at the end of the quarter.

### Liquidity (incl. time deposits and securities)

in €m



Despite the increase in inventories described above, working capital increased only slightly to €530.7 million as of 31 March 2026, due to the offsetting effects of current trade receivables (31 December 2025: €500.5 million).

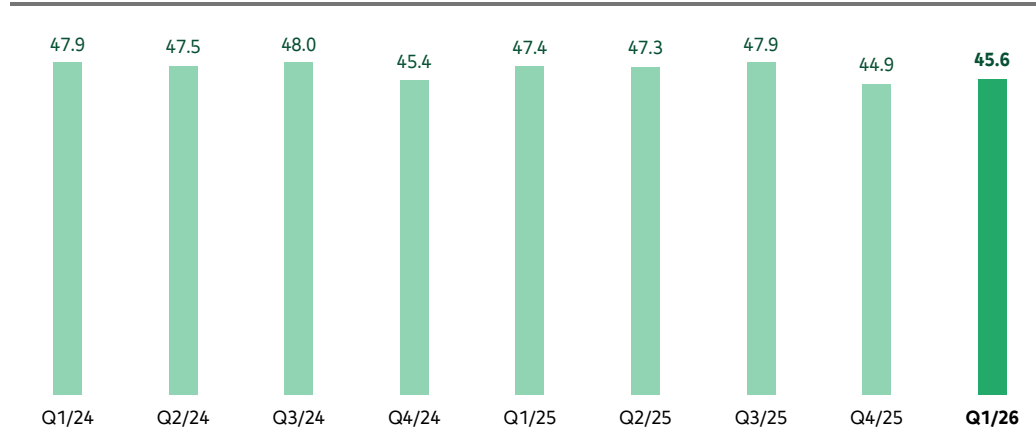
On the liabilities side, non-current liabilities remained almost stable and totalled €798.4 million on the reporting date.

Current liabilities fell slightly by €19.1 million to €1,711.4 million as of 31 March 2026. Current trade payables decreased by €19.3 million. Other liabilities increased by €21.3 million, or 5.5 per cent. This reflected higher acquisition-related liabilities and higher contributions for future advertising activities, offset partly by a reduction in personnel-related liabilities.

Equity increased by €49.0 million to €2,101.3 million. Accordingly, our equity ratio also improved, increasing from 44.9 per cent as of 31 December 2025 to 45.6 per cent. The annualised return on equity was 8.5 per cent, compared to 9.2 per cent in the same period of the previous year.

## Equity ratio

in %



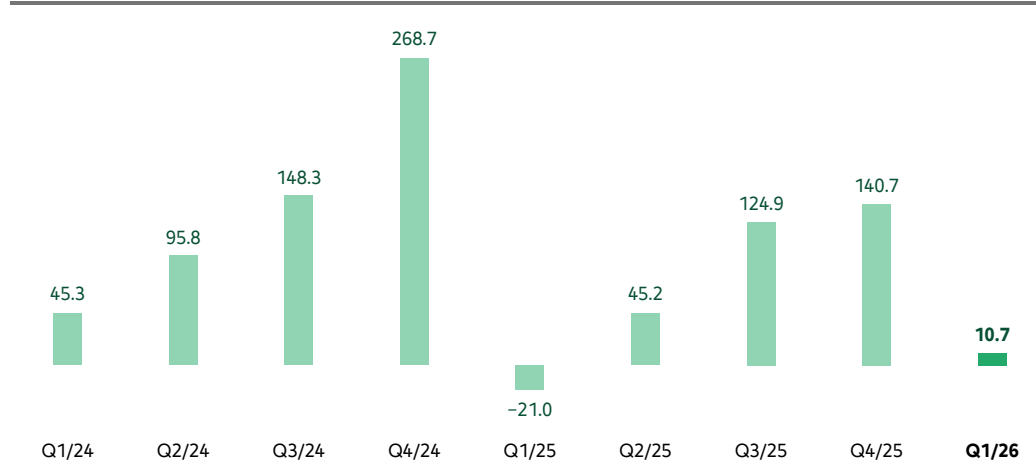
Despite strong growth in business volume, operating cash flow in the period from January to March 2026 was €10.7 million, compared to –€21.0 million in the same period of the previous year.

The following factors in particular were decisive in this respect:

- Stronger growth and the outlook for memory chip price increases drove a substantially larger build-up in inventories than in the previous year, producing a cash outflow of €180.3 million (previous year: outflow of €34.5 million).
- At the same time, we were able to significantly reduce trade receivables, which led to a cash inflow of €159.0 million. This was even higher than the previous year's cash inflow (€109.2 million).
- Most importantly, the cash outflow from reducing trade payables was much lower at €7.3 million, compared with €161.7 million in the previous year.

## Cash flow from operating activities

in €m



Cash flow from investing activities showed a cash inflow of €17.2 million, compared to a cash outflow (–€7.6 million) in the previous year. Payments for acquisitions amounted to €27.8 million (previous year: €0.5 million). In addition, cash paid for investments in intangible assets and property, plant and equipment increased slightly from €28.8 million to €29.8 million in the reporting period. Inflows from the sale of time deposits and securities totalled €69.7 million compared to a lower balance of incoming and outgoing payments of €12.4 million in the previous year.

Cash flow from financing activities totalled –€4.12 million, compared to –€58.2 million in the same period of the previous year. In the previous year, higher cash paid for the repayment of financial liabilities had an impact in this respect.

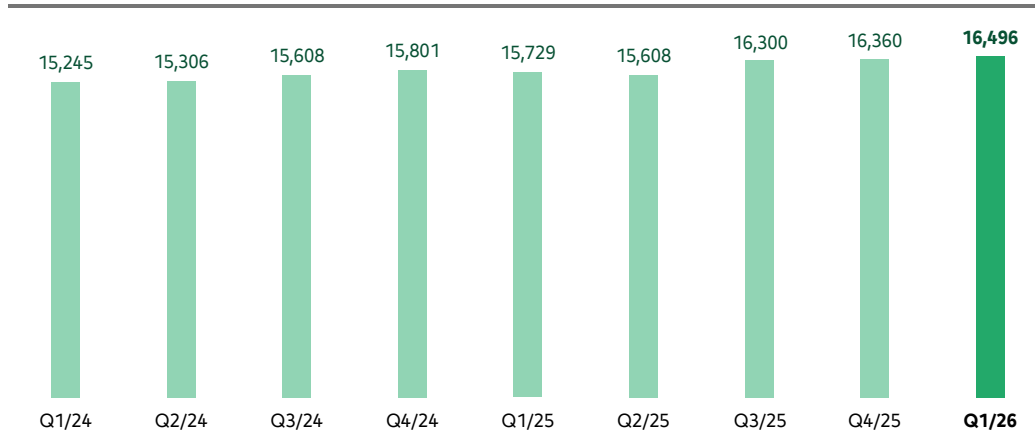
At –€44.5 million, free cash flow from January to March 2026 was broadly in line with the previous year (–€45.4 million). Despite the higher operating cash flow, this was driven primarily by higher payments for acquisitions.

## People at Bechtle

As of the reporting date 31 March 2026, the Bechtle Group employed a total of 16,496 people. This represents 767 more people than on 31 March 2025, an increase of 4.9 per cent. Compared to 31 December 2025, the workforce grew by 136 people, i.e. by 0.8 per cent.

This increase was entirely acquisition-driven. A total of 1,031 people have joined Bechtle in this way since 31 March 2025. In organic terms, the number of employees fell by 1.7 per cent.

### Group employees



### Employees by segment

	Q1/2026	Q1/2025	Change in %
<b>Group</b>	<b>16,496</b>	<b>15,729</b>	<b>4.9</b>
Germany	10,278	10,490	-2.0
France	1,204	1,245	-3.3
Benelux	1,371	1,272	7.8
Other Europe	3,643	2,722	33.8

Expressed in full-time equivalents (FTE), an average of 15,847 employees worked for Bechtle from January to March 2026. This is 594 more employees than in the same period last year, representing an increase of 3.9 per cent.

As of 31 March 2026, 729 young people (previous year: 815) were in training at Bechtle.

## *Forecast*

Bechtle has started the 2026 fiscal year with a very good first quarter and, on this basis, confirms the annual forecast published in March. We have so far navigated the effects of the memory chip shortage well and are well positioned to address the macroeconomic and sector-specific challenges ahead. In particular, the record order backlog and the consistently high investment behaviour of our public-sector customers are strengthening our confidence further.

Although the macroeconomic situation has become even more tense as a result of the war in Iran, the immediate effects are manageable for Bechtle. Price increases in the IT market, particularly for PCs, servers and storage, have so far had no dampening effect on customer demand. The situation remains dynamic, however, and we are monitoring it very closely.

In April, we saw a similar trend to previous months. The start to the second quarter thus underlines our positive overall view.

## Consolidated Income Statement

	in €k	
	01.01- 31.03.2026	01.01- 31.03.2025
Revenue	1,571,691	1,461,036
Cost of sales	1,277,888	1,192,020
<b>Gross profit</b>	<b>293,803</b>	<b>269,016</b>
Distribution costs	120,277	114,000
Administrative expenses	119,142	107,352
Other operating income	10,795	9,493
<b>Operating income</b>	<b>65,179</b>	<b>57,157</b>
Financial income	3,054	5,032
Financial expenses	6,598	6,889
<b>Earnings before taxes</b>	<b>61,635</b>	<b>55,300</b>
Income taxes	17,012	16,870
<b>Earnings after taxes</b>	<b>44,623</b>	<b>38,430</b>
of which non-controlling interests	-417	-440
<b>of which attributable to shareholders of Bechtle AG</b>	<b>45,040</b>	<b>38,870</b>
<b>Earnings per share</b> (basic and diluted) <span style="float: right;">in €</span>	<b>0.36</b>	<b>0.31</b>
<b>Weighted average shares outstanding</b> (basic and diluted) <span style="float: right;">in thousands of units</span>	<b>126,000</b>	<b>126,000</b>

# Consolidated Statement of Comprehensive Income

	in €k	
	01.01– 31.03.2026	01.01– 31.03.2025
<b>Earnings after taxes</b>	<b>44,623</b>	<b>38,430</b>
<b>Other comprehensive income</b>		
<b>Items that will not be reclassified to profit or loss in subsequent periods</b>		
Actuarial gains and losses on pension provisions	235	-160
Income tax effects	-31	28
<b>Items that will be reclassified to profit or loss in subsequent periods</b>		
Unrealised gains and losses on securities	3,904	-352
Income tax effects	-1,118	89
Currency translation differences of net investments in foreign operations	-1,609	5,236
Income tax effects	483	-1,581
Currency translation differences	2,550	-4,147
<b>Other comprehensive income</b>	<b>4,414</b>	<b>-887</b>
of which income tax effects	-666	-1,464
<b>Comprehensive income</b>	<b>49,037</b>	<b>37,543</b>
of which non-controlling interests	-417	-440
<b>of which attributable to shareholders of Bechtle AG</b>	<b>49,454</b>	<b>37,983</b>

## Consolidated Balance Sheet

Assets	in €k		
	31.03.2026	31.12.2025	31.03.2025
<b>Non-current assets</b>			
Goodwill	1,015,402	983,863	853,300
Other intangible assets	196,283	192,413	148,921
Property, plant and equipment	544,295	542,266	496,887
Trade receivables	95,039	60,221	60,627
Deferred taxes	8,180	7,991	8,013
Other assets	98,690	98,254	15,886
<b>Total non-current assets</b>	<b>1,957,889</b>	<b>1,885,008</b>	<b>1,583,634</b>
<b>Current assets</b>			
Inventories	560,248	381,698	410,343
Trade receivables	1,165,734	1,348,356	1,044,395
Income tax receivables	25,409	33,227	39,098
Other assets	529,248	474,335	422,983
Time deposits and securities	4,663	73,260	60,980
Cash and cash equivalents	367,968	378,771	555,207
<b>Total current assets</b>	<b>2,653,270</b>	<b>2,689,647</b>	<b>2,533,006</b>
<b>Total assets</b>	<b>4,611,159</b>	<b>4,574,655</b>	<b>4,116,640</b>

## Equity and liabilities

in €k

	31.03.2026	31.12.2025	31.03.2025
<b>Equity</b>			
Issued capital	126,000	126,000	126,000
Capital reserves	69,990	69,990	68,930
Retained earnings	1,902,982	1,853,528	1,754,499
<b>Equity attributable to shareholders of Bechtle AG</b>	<b>2,098,972</b>	<b>2,049,518</b>	<b>1,949,429</b>
Non-controlling interests	2,320	2,737	3,184
<b>Total equity</b>	<b>2,101,292</b>	<b>2,052,255</b>	<b>1,952,613</b>
<b>Non-current liabilities</b>			
Pension provisions	12,691	12,096	11,695
Other provisions	13,202	17,065	9,562
Financial liabilities	397,667	400,852	407,968
Trade payables	86,308	66,605	1,962
Deferred taxes	59,759	56,856	46,982
Other liabilities	180,079	193,380	179,722
Contract liabilities	48,666	44,936	35,767
Deferred income	70	73	85
<b>Total non-current liabilities</b>	<b>798,442</b>	<b>791,863</b>	<b>693,743</b>
<b>Current liabilities</b>			
Other provisions	18,139	20,013	14,762
Financial liabilities	57,239	71,782	142,084
Trade payables	939,004	958,312	664,443
Income tax payables	510	17,178	16,871
Other liabilities	406,963	385,665	380,921
Contract liabilities	274,537	268,869	239,086
Deferred income	15,033	8,718	12,117
<b>Total current liabilities</b>	<b>1,711,425</b>	<b>1,730,537</b>	<b>1,470,284</b>
<b>Total equity and liabilities</b>	<b>4,611,159</b>	<b>4,574,655</b>	<b>4,116,640</b>

## Consolidated Statement of Changes in Equity

in €k

	Issued capital	Capital reserves	Retained earnings			Equity attributable to shareholders of Bechtle AG	Non-controlling interests	Total equity
			Accrued profits	Changes in equity outside profit or loss	Total			
<b>Equity as of 1 January 2025</b>	<b>126,000</b>	<b>68,930</b>	<b>1,679,688</b>	<b>36,828</b>	<b>1,716,516</b>	<b>1,911,446</b>	<b>3,624</b>	<b>1,915,070</b>
Earnings after taxes			38,870		38,870	38,870	-440	38,430
Other comprehensive income				-887	-887	-887		-887
<b>Comprehensive income</b>	<b>0</b>	<b>0</b>	<b>38,870</b>	<b>-887</b>	<b>37,983</b>	<b>37,983</b>	<b>-440</b>	<b>37,543</b>
<b>Equity as of 31 March 2025</b>	<b>126,000</b>	<b>68,930</b>	<b>1,718,558</b>	<b>35,941</b>	<b>1,754,499</b>	<b>1,949,429</b>	<b>3,184</b>	<b>1,952,613</b>
<b>Equity as of 1 January 2026</b>	<b>126,000</b>	<b>69,990</b>	<b>1,820,699</b>	<b>32,829</b>	<b>1,853,528</b>	<b>2,049,518</b>	<b>2,737</b>	<b>2,052,255</b>
Earnings after taxes			45,040		45,040	45,040	-417	44,623
Other comprehensive income				4,414	4,414	4,414		4,414
<b>Comprehensive income</b>	<b>0</b>	<b>0</b>	<b>45,040</b>	<b>4,414</b>	<b>49,454</b>	<b>49,454</b>	<b>-417</b>	<b>49,037</b>
<b>Equity as of 31 March 2026</b>	<b>126,000</b>	<b>69,990</b>	<b>1,865,739</b>	<b>37,243</b>	<b>1,902,982</b>	<b>2,098,972</b>	<b>2,320</b>	<b>2,101,292</b>

## Consolidated Cash Flow Statement

	in €k	
	01.01- 31.03.2026	01.01- 31.03.2025
<b>Operating activities</b>		
<b>Earnings before taxes</b>	<b>61,635</b>	<b>55,300</b>
Adjustment for non-cash expenses and income		
Financial earnings	3,544	1,856
Depreciation and amortisation of intangible assets and property, plant and equipment	42,248	38,555
Gains and losses on disposal of intangible assets and property, plant and equipment	56	368
Other non-cash expenses and income	2,183	-5,098
Changes in net assets		
Changes in inventories	-180,292	-34,500
Changes in trade receivables	158,972	109,170
Changes in trade payables	-7,268	-161,695
Changes in deferred income	13,645	28,391
Changes in other net assets	-57,454	-21,754
Income taxes paid	-26,550	-31,600
<b>Cash flow from operating activities</b>	<b>10,719</b>	<b>-21,007</b>
<b>Investing activity</b>		
Cash paid for acquisitions less cash acquired	-27,810	-490
Divestments	0	1,626
Cash paid for investments in intangible assets and property, plant and equipment	-29,794	-28,774
Cash received from the sale of intangible assets and property, plant and equipment	2,375	3,293
Cash paid for acquisitions of time deposits and securities	0	-37,613
Cash received from the sale of time deposits and securities, and from redemptions of non-current assets	69,697	50,000
Interest payments received	2,709	4,402
<b>Cash flow from investing activities</b>	<b>17,177</b>	<b>-7,556</b>
<b>Financing activity</b>		
Cash paid for the repayment of financial liabilities	-18,736	-41,379
Cash received from the assumption of financial liabilities	1,007	5,973
Interest paid	-4,169	-3,814
Outflow for the repayment of finance leases	-19,273	-18,946
<b>Cash flow from financing activities</b>	<b>-41,171</b>	<b>-58,166</b>
Exchange-rate-related changes in cash and cash equivalents	2,472	-1,179
<b>Changes in cash and cash equivalents</b>	<b>-10,803</b>	<b>-87,908</b>
<b>Cash and cash equivalents at the beginning of the period</b>	<b>378,771</b>	<b>643,115</b>
<b>Cash and cash equivalents at the end of the period</b>	<b>367,968</b>	<b>555,207</b>

## *Financial Calendar*

**Quarterly statement as of 31 March / 1st quarter 2026**

Friday, 8 May 2026

**Annual General Meeting**

Wednesday, 17 June 2026

**Interim financial report as of 30 June 2026 / 1st half of 2026**

Wednesday, 12 August 2026

**Quarterly statement as of 30 September / 3rd quarter 2026**

Friday, 13 November 2026

Further dates at [bechtle.com/financial-calendar](https://www.bechtle.com/financial-calendar) ↗

# Imprint

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## Design and technical roll-out

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