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MARKET CHALLENGES DURING CORONA

- Spread of COVID-19
- Disruption of economic systems
- Change of speed & intensity
- Very strong fluctuations
- NEW NORMAL

Flat hierarchies – responsive analytics
Robust, platform-based business models – diversified ecosystem

- Expert virologist
- Supply Chain Management
- Travel restrictions
- Virtual meetings
- Shift models in warehouses
- Remote work (offices & conferences)
- Support for Resellers
- Covid-19 Tests

Results H1/2020

27 July 2020
## RESULTS H1 2020 (IN MIO EURO)

<table>
<thead>
<tr>
<th></th>
<th>H1 2020</th>
<th>H1 2019</th>
<th>CHANGE (in %)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Sales</td>
<td>5 397.6</td>
<td>4 770.8</td>
<td>+13.1</td>
</tr>
<tr>
<td>Supply</td>
<td>4 293.7</td>
<td>3 723.0</td>
<td>+15.3</td>
</tr>
<tr>
<td>Solutions</td>
<td>867.2</td>
<td>847.9</td>
<td>+2.3</td>
</tr>
<tr>
<td>Service</td>
<td>236.7</td>
<td>199.9</td>
<td>+18.4</td>
</tr>
<tr>
<td>EBITDA</td>
<td>92.4</td>
<td>76.3</td>
<td>+21.1</td>
</tr>
<tr>
<td>Net Profit Group</td>
<td>44.8</td>
<td>34.0</td>
<td>+31.9</td>
</tr>
<tr>
<td>Cash</td>
<td>359.4</td>
<td>185.5</td>
<td>+87.6</td>
</tr>
<tr>
<td>Net financial debt*</td>
<td>-0.5</td>
<td>219.8</td>
<td>-100.0</td>
</tr>
</tbody>
</table>

*without effect due to IFRS 16 leases
CHANGES REVENUE

<table>
<thead>
<tr>
<th></th>
<th>H1 2019</th>
<th>Organic</th>
<th>Acquisitions</th>
<th>H1 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>4771</td>
<td>208</td>
<td>419</td>
<td>5398</td>
</tr>
</tbody>
</table>

Changes in Mio. EURO

CHANGES EBITDA

<table>
<thead>
<tr>
<th></th>
<th>H1 2019</th>
<th>Organic</th>
<th>Acquisitions</th>
<th>H1 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA</td>
<td>76</td>
<td>15</td>
<td>1</td>
<td>92</td>
</tr>
</tbody>
</table>

Results H1/2020
CAPITAL OPTIMIZATION: CHANGES CASH* 06/2020 AGAINST 06/2019

Results H1/2020

* in Mio. EURO based on Cashflow Statements
STRUCTURAL OPTIMIZATION

Structural Optimization H1 2017 – H1 2020 (in Mio Euro)

- Personnel cost H1 2017: 111.1
- Savings structural optimization: -23.7
- Subtotal: 87.4
- Restructuring cost 2020: 2.3
- New personnel cost from acquisitions: 18.8
- Investments: 10.7
- Personnel cost H1 2020: 119.2

Results H1/2020
DEVELOPMENT OF THE ACMP

Revenue in million euros

<table>
<thead>
<tr>
<th>H1 2019</th>
<th>H1 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>97</td>
<td>140</td>
</tr>
</tbody>
</table>

Paid seats in million

<table>
<thead>
<tr>
<th>H1 2019</th>
<th>H1 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>2.9</td>
<td>4.8</td>
</tr>
</tbody>
</table>

Free seats: 7.1
Paid seats: 4.8
Trial seats: 7.1
Managed seats: 19 million

Results H1/2020
THE ALSO ECO SYSTEM

(Figures Rounded)

Providers

Transactions p. a.
18 million

Number of Product Categories and Subcategories
1,300

SKUs at ALSO
255,000

End customers

380 million

Buyers

Retailers
Etailers
SMB Resellers
Corporate Resellers
Value Added Resellers
Others

Computing
Server, Storage, Networking
Components and Accessories
Consumables
Software
Others

Results H1/2020
27 July 2020
GROWTH DRIVER DIGITAL PLATFORMS

- High scalability
- Great technological expansion potential
ALSO’S STRATEGIC DEVELOPMENT

MAINTAIN
- Ecosystem
- Organization
- Culture

OPTIMIZE
- Solutions
- Service / Digital Platforms
- Market share

REINVENT
- Digital platforms
- Virtual business
- Verticals

ENHANCE
- Ecosystem
- Digital Platforms
- Vertical Expertise
ON THE WAY TO THE NEW NORMAL

NEW NORMAL
- BI powered
- Innovation driven
- Platform enabled
- Ecosystem centric

EFFECT
- Efficiency & Cost
- Flexibility
- Scalability
- Balance

IT-REQUIREMENTS
- Data driven
- Remote
- Agile
- Connected

ALSO NEW NORMAL
- Inside Expertise
- New Applications
- Digital Platforms
- Financial strength
Target 2020:

EBITDA: 210 – 220 Mio EURO

ROCE: 13 – 15%

Target Midterm:

EBITDA: 250 – 310 Mio EURO

ROCE: 13 – 15%
THANK YOU