Content.

1. Business Development
2. Shares and Dividends
3. Company News
4. Forecast for 2017
Revenue – Growth rate remains steady in Q2.

1st Quarter 2016: 705 €m, Growth: +13.9%
1st Quarter 2017: 803 €m

2nd Quarter 2016: 723 €m, Growth: +13.7%
2nd Quarter 2017: 822 €m

1st Half Year 2016: 1,625 €m, Growth: +13.8%
1st Half Year 2017: 1,428 €m
Revenue – Even growth in both segments.

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q2.2016</th>
<th>+13.6%</th>
<th>Q2.2017</th>
<th>+13.9%</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT-SH &amp; MS</td>
<td>504</td>
<td></td>
<td>573</td>
<td></td>
</tr>
<tr>
<td>E-commerce</td>
<td>219</td>
<td></td>
<td>249</td>
<td></td>
</tr>
<tr>
<td>Group</td>
<td>723</td>
<td></td>
<td>822</td>
<td>+13.7%</td>
</tr>
</tbody>
</table>

in €m
Gross margin remains consistently high.
EBIT shows double-digit growth.

<table>
<thead>
<tr>
<th></th>
<th>H1.2016</th>
<th>+18.1 %</th>
<th>H1.2017</th>
<th>+13.2 %</th>
<th>1st Half Year</th>
<th>+15.4 %</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st Quarter</td>
<td>27.0</td>
<td>31.8</td>
<td></td>
<td></td>
<td>59.2</td>
<td>68.3</td>
</tr>
<tr>
<td>2nd Quarter</td>
<td>32.3</td>
<td>36.5</td>
<td></td>
<td></td>
<td>59.2</td>
<td></td>
</tr>
<tr>
<td>Margin</td>
<td>3.8 %</td>
<td>4.0 %</td>
<td>4.5 %</td>
<td>4.4 %</td>
<td>4.1 %</td>
<td>4.2 %</td>
</tr>
</tbody>
</table>
EBIT – Both segments show clear increase year on year.

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q2.2016 (€m)</th>
<th>Q2.2017 (€m)</th>
<th>Margin 2016</th>
<th>Margin 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT SH &amp; MS</td>
<td>21.5</td>
<td>24.6</td>
<td>4.3%</td>
<td>4.3%</td>
</tr>
<tr>
<td>E-commerce</td>
<td>10.7</td>
<td>11.9</td>
<td>4.9%</td>
<td>4.8%</td>
</tr>
<tr>
<td>Group</td>
<td>32.3</td>
<td>36.5</td>
<td>4.5%</td>
<td>4.4%</td>
</tr>
</tbody>
</table>
Workforce continues to show growth.
Key Financial Figures.

<table>
<thead>
<tr>
<th>Metric</th>
<th>Q2.2016</th>
<th>Q2.2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity Ratio</td>
<td>57.5</td>
<td>58.5</td>
</tr>
<tr>
<td>Return on Equity**</td>
<td>14.1</td>
<td>14.5</td>
</tr>
<tr>
<td>Working Capital</td>
<td>375.6</td>
<td>448.1</td>
</tr>
<tr>
<td>Liquidity**</td>
<td>162.8</td>
<td>83.0</td>
</tr>
</tbody>
</table>

*annualised based on Q2, linearised projection*

[** including time deposits and securities]
Marked rise in share price after capital increase.
Seventh dividend increase in succession.

Dividends in € cent

- 2007: 60
- 2008: 60
- 2009: 60
- 2010: 75
- 2011: 100
- 2012: 100
- 2013: 110
- 2014: 120
- 2015: 140
- 2016: 150
Acquisitions.

- **Comformatik AG.** 28 employees, specialises in IT for schools. Consultation and design for schools IT organisation and media planning in addition to installation and roll-out of data networks.
Bechtle Company News.

Bechtle Clouds.

- Planned Clouds platform start 01.07.2017
- Core business—multi-cloud service provider
- Developing cloud portfolio through partner agreement with ServiceNow.
Successful bids.

- **NATO**: 45m euros, 5 years, from 2017
- **Dataport**: 68m euros, 4 years, from 2018
- **Dutch Ministry of the Interior**: 248m euros, 4 years, from 2017
Growing our international network.

The **Global IT Alliance** now covers Russia, Turkey and the Commonwealth of Independent States with the Softline Group.
3D printing demo centre.

- The first of just three certified partners in Germany.
- HP Jet Fusion 3D 4200 print technology.
- Prototype construction and batch production.
Outlook 2017 – Executive Board affirms forecast.

Economic conditions.
- Overall mood positive.
- Uncertainty on the manufacturer side.
- Only slight decline in market dynamics compared to prior year.
- Various internal strategic projects to safeguard the future.

Objectives.
- IT System House: continue to expand solutions and service business.
- IT E-commerce: retain excellent competitive position.

Revenue and earnings.
- Significant growth compared to previous year.
Any questions?

Learn more at bechtle.com