Contents.

1. Business development in 2018
2. Share and dividend
3. Highlights 2018
4. Outlook 2019
Revenue – Consistently high growth across all quarters.

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2017</th>
<th>2018</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st Quarter</td>
<td>803</td>
<td>955</td>
<td>+19.0%</td>
</tr>
<tr>
<td>2nd Quarter</td>
<td>822</td>
<td>965</td>
<td>+17.4%</td>
</tr>
<tr>
<td>3rd Quarter</td>
<td>874</td>
<td>1,050</td>
<td>+20.1%</td>
</tr>
<tr>
<td>4th Quarter</td>
<td>1,071</td>
<td>1,353</td>
<td>+26.4%</td>
</tr>
<tr>
<td>Total</td>
<td>3,570</td>
<td>4,323</td>
<td>+21.1%</td>
</tr>
</tbody>
</table>

*organic growth
Revenue –
Acquisition has significant impact on segment view.

<table>
<thead>
<tr>
<th>Segment</th>
<th>2017 in €m</th>
<th>2018 in €m</th>
<th>Growth 2018-2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT SH &amp; MS</td>
<td>2,517</td>
<td>2,906</td>
<td>+15.5%</td>
</tr>
<tr>
<td>E-commerce</td>
<td>1,053</td>
<td>1,417</td>
<td>+34.5%</td>
</tr>
<tr>
<td>Group</td>
<td>3,570</td>
<td>4,323</td>
<td>+21.1%</td>
</tr>
</tbody>
</table>

* organic growth
Revenue – Particularly strong growth abroad.

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Germany</td>
<td>2,512</td>
<td>2,855</td>
</tr>
<tr>
<td>Abroad</td>
<td>1,058</td>
<td>1,468</td>
</tr>
<tr>
<td>Group</td>
<td>3,570</td>
<td>4,323</td>
</tr>
</tbody>
</table>

+13.6% +13.4%* +38.8% +21.4%* +21.1% +15.8%*

* organic growth
Gross margin –
Under growth-related pressure.

<table>
<thead>
<tr>
<th>Year</th>
<th>Margin in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>15.4</td>
</tr>
<tr>
<td>2016</td>
<td>15.6</td>
</tr>
<tr>
<td>2017</td>
<td>15.2</td>
</tr>
<tr>
<td>2018</td>
<td>14.9</td>
</tr>
</tbody>
</table>
EBIT –
Positive earnings development – Q2 and Q4 stand out.

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2017</th>
<th>2018</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st Quarter</td>
<td>31.8</td>
<td>35.7</td>
<td>+12.2%</td>
</tr>
<tr>
<td>2nd Quarter</td>
<td>36.5</td>
<td>43.9</td>
<td>+20.3%</td>
</tr>
<tr>
<td>3rd Quarter</td>
<td>42.5</td>
<td>46.5</td>
<td>+9.3%</td>
</tr>
<tr>
<td>4th Quarter</td>
<td>53.4</td>
<td>69.0</td>
<td>+29.1%</td>
</tr>
<tr>
<td>Total</td>
<td>164.3</td>
<td>195.1</td>
<td>+18.8%</td>
</tr>
</tbody>
</table>

Margin:
- 1st Quarter: 4.0%
- 2nd Quarter: 3.7%
- 3rd Quarter: 4.4%
- 4th Quarter: 4.5%
- Total: 4.6%

2017 vs 2018: +12.2% / +20.3% / +9.3% / +29.1% / +18.8%
EBIT –
E-commerce improves margin despite PPA effect.

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT SH &amp; MS</td>
<td>114.5</td>
<td>126.1</td>
</tr>
<tr>
<td>E-commerce</td>
<td>49.8</td>
<td>69.0</td>
</tr>
<tr>
<td>Group</td>
<td>164.3</td>
<td>195.1</td>
</tr>
</tbody>
</table>

Margin:
- IT SH & MS: 4.5% 4.3%
- E-commerce: 4.7% 4.9%
- Group: 4.6% 4.5%
Employees –
Headcount surpasses 10,000 people.

+1,652 employees
=19.8%

<table>
<thead>
<tr>
<th>Year</th>
<th>Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>6,572</td>
</tr>
<tr>
<td>2015</td>
<td>7,205</td>
</tr>
<tr>
<td>2016</td>
<td>7,667</td>
</tr>
<tr>
<td>2017</td>
<td>8,353</td>
</tr>
<tr>
<td>2018</td>
<td>10,005</td>
</tr>
</tbody>
</table>
Key financial figures.

**Equity ratio**
- 2017: 53.9%
- 2018: 43.6%

**Return on equity**
- 2017: 16.9%
- 2018: 18.1%

**Working capital**
- 2017: 492.9 €m
- 2018: 580.8 €m

**Liquidity**
- 2017: 174.8 €m
- 2018: 250.9 €m

*including time deposits and securities
Bechtle share –
An outperformer despite volatile conditions.

31.12.2017
€69.52

28.12.2018
€67.85

Performance 2018

Bechtle
-2.4%

TecDAX*
-3.1%

MDAX*
-17.6%

DAX*
-18.3%

*indexed
Dividend –
Up by 11.1%, the 9th increase in a row.
10,005 employees.
1,652 (about 20%) more YOY.
Target set out in Vision 2020 achieved.
All-time high number of trainees – in 2018, more than 200 young people started their vocational training or integrated degrees, giving a total of 648 trainees and students. Honoured once again as BEST RECRUITER.
Development and presentation of the Bechtle Vision 2030.
6 acquisitions – including the largest in the company’s history: Inmac WStore plus Acommit, EvoluSys, Stemmer, Coffee, and Bücker.
Bechtle listed on the MDAX – we are now one of the 90 largest German, listed companies.
First bond loan – 300 million euros for even more future, stability and security.
Outlook 2019 – Economic conditions – IT market.

Germany

- IT Services: 81.8 (+2.4%)
- Software: 40.8 (+2.3%)
- Hardware: 26.0 (+6.3%)

EU

- IT Services: 67.5 (-3.8%)
- Software: 106.7 (+5.9%)
- Hardware: 232.9 (+2.4%)

Outlook 2019 –
Bechtle is optimistic – despite tough conditions.

Economic conditions.

- Economic atmosphere in Germany and Europe weakens.
- Waning growth dynamic in the IT market – 2019 will be a challenging year.

Forecast.

- Very significant growth in terms of revenue and earnings, including acquisitions.
- EBT margin at least on par with 2018.
- The first few weeks underpin our optimistic outlook.
Competence Days 2019

10 and 11 April 2019
Bechtle Platz 1, 74172 Neckarsulm

- Extending a warm welcome.
- Exhibitions, presentations, live demos and expert lectures.
Any questions?

- All facts and figures for your perusal.
- Available on bechtle.com/reports