Contents.

1. Introduction of Bechtle AG.
   - Business Model
   - Ranking
   - Share and Dividends
   - Shareholders

   - Business
   - Highlights
   - Outlook
Introduction of Bechtle AG.
Sustainable Growth.

EBT in €m

Employees

Revenue in €m
Bechtle AG Organisation.

BECHTLE AG
Chairman of the Executive Board: Dr Thomas Olemotz

Central Divisions

SEGMENT IT Systems Integration & Managed Services
COO: Michael Guschlbauer

IT Systems Integrators
Bechtle Managed Services
Specialists
Germany, Austria, Switzerland

SEGMENT IT E-Commerce
COO: Jürgen Schäfer

Bechtle direct
ARP
Inmac Wstore

In 14 countries
In 6 countries
In France

Logistics & Services
Bechtle IT Systems Integrators.
In Germany, Austria and Switzerland

- Widespread, regional coverage
- Consulting, procurement and services
- Some 75 locations in Germany, Austria and Switzerland
- Customized online shops (bios®)
- Employees in 2018: 7,772
  - Sales: approx. 3,000
  - Services: approx. 4,500
- Revenue in 2018: €2.9bn
Bechtle IT-E-Commerce.
The European powerhouse

- Brands: Bechtle direct, ARP, Inmac WStore (FR), BuyIT (NL), Bechtle Comsoft (FR)
- Private label: Articona
- In 14 European countries
- Cross-channel strategy: Digital reach with personal account management
- Customised online shops (bios®)
- Employees in 2018: 2,233
- Revenue in 2018: €1.4bn
Nr. 1 Ranked System House in Germany.

<table>
<thead>
<tr>
<th>RANK</th>
<th>COMPANY</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Bechtle</td>
<td>2,855</td>
<td>2,513</td>
</tr>
<tr>
<td>2</td>
<td>Computacenter</td>
<td>2,115</td>
<td>1,965</td>
</tr>
<tr>
<td>3</td>
<td>T-Systems International</td>
<td>1,500</td>
<td>1,400</td>
</tr>
<tr>
<td>4</td>
<td>Cancom</td>
<td>1,201</td>
<td>1,048</td>
</tr>
<tr>
<td>5</td>
<td>Software One *</td>
<td>1,100</td>
<td>854</td>
</tr>
<tr>
<td>6</td>
<td>NTT Data</td>
<td>755</td>
<td>702</td>
</tr>
<tr>
<td>7</td>
<td>SVA System Vertrieb Alexander</td>
<td>713</td>
<td>550</td>
</tr>
<tr>
<td>8</td>
<td>msg systems</td>
<td>694</td>
<td>621</td>
</tr>
<tr>
<td>9</td>
<td>Atos IT Solutions and Services</td>
<td>645</td>
<td>640</td>
</tr>
<tr>
<td>10</td>
<td>Axians Deutschland **</td>
<td>553</td>
<td>518</td>
</tr>
</tbody>
</table>

Revenue in Germany (in €m)

* Including Comparex AG
** Including Fritz & Macziol and Crocodial IT

Source: Channelpartner 08/2019
Bechtle share – Consistently significantly above indices.

Performance ytd

<table>
<thead>
<tr>
<th>Date</th>
<th>Price</th>
<th>Date</th>
<th>Price</th>
<th>Date</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>31/12/2018</td>
<td>€67.85</td>
<td>30/09/2019</td>
<td>€93.35</td>
<td>14/11/2019</td>
<td>€116.50</td>
</tr>
</tbody>
</table>

Bechtle +71.7%
MDAX* +25.4%
DAX* +24.8%
TecDAX* +21.5%

*indexed
Dividends – Ninth rise in a row.
Shareholder Structure – Stability and independence.

- Schick family: 35.02%
- Baillie Gifford: 7.59%
- Capital World Investors: 3.02%
- Flossbach von Storch: 4.95%
- AGI: 4.99%
- DWS: 4.97%
- Other Freefloat: 39.45%

Current of: 30 September 2019, 42 million shares
Business
Revenues – Double-digit growth continues in Q3.

- **1st Quarter:**
  - 2018: €955m
  - 2019: €1,240m
  - Growth: +29.8%
  - Organic growth: +15.3%*

- **2nd Quarter:**
  - 2018: €965m
  - 2019: €1,261m
  - Growth: +30.7%
  - Organic growth: +16.9%*

- **3rd Quarter:**
  - 2018: €1,050m
  - 2019: €1,276m
  - Growth: +21.6%
  - Organic growth: +12.3%*

- **9 Months:**
  - 2018: €2,970m
  - 2019: €3,777m
  - Growth: +27.2%
  - Organic growth: +14.8%*

* Organic growth
Revenue –
Organic growth balanced between segments.

+17.3%  
+13.5%*

+30.7%  
+9.9%*

+21.6%  
+12.3%*

Q3.2018  
Q3.2019

* Organic growth

IT SH & MS
714
837

IT E-Commerce
336
439

Group
1,050
1,276

in €m
Revenue – High dynamics abroad.

<table>
<thead>
<tr>
<th></th>
<th>Q3.2018</th>
<th>Q3.2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Germany</td>
<td>+13.7%</td>
<td>+38.0%</td>
</tr>
<tr>
<td></td>
<td>+10.3%*</td>
<td>+16.5%*</td>
</tr>
<tr>
<td>Abroad</td>
<td>+21.6%</td>
<td>+12.3%*</td>
</tr>
<tr>
<td>Group</td>
<td>1,050</td>
<td>1,276</td>
</tr>
</tbody>
</table>

* Organic growth
Gross margin – Improvement of service business.

Q3.16: 16.2%
Q3.17: 15.6%
Q3.18: 14.6%
Q3.19: 14.9%

in %
EBIT – Margin improvement in Q3.

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2018 (€m)</th>
<th>2019 (€m)</th>
<th>Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st Quarter</td>
<td>35.7</td>
<td>46.3</td>
<td>3.7%</td>
</tr>
<tr>
<td>2nd Quarter</td>
<td>43.9</td>
<td>57.1</td>
<td>4.5%</td>
</tr>
<tr>
<td>3rd Quarter</td>
<td>46.5</td>
<td>58.4</td>
<td>4.4%</td>
</tr>
<tr>
<td>9 Months</td>
<td>126.1</td>
<td>161.7</td>
<td>4.2%</td>
</tr>
</tbody>
</table>

Comparison:
- +29.6% in Q1
- +30.0% in Q2
- +25.6% in Q3
- +28.3% in 9 Months

Note: Margin improvement in Q3.
EBIT – Earnings leap in System House & Managed Services.

Q3.2018 | Q3.2019

IT SH & MS
€30.9 | €40.1

Margin: 4.3% | 4.8%

IT E-Commerce
€15.5 | €18.3

Margin: 4.6% | 4.2%

Group
€46.5 | €58.4

Margin: 4.4% | 4.6%
Employees –
Headcount up due to continued growth.

+1,595 employees
=16.5%
Key financial figures.

**Equity ratio**
- 9M.2018: 46.7%
- 9M.2019: 44.5%

**Return on equity***
- 9M.2018: 15.8%
- 9M.2019: 17.6%

**Working capital**
- 31.12.2018: 580.8€m
- 30.09.2019: 708.8€m

**Liquidity** **
- 31.12.2018: 250.9€m
- 30.09.2019: 154.9€m

* annualised based on 9M, linearised projection

** including time deposits and securities
Growth I
More international awards than ever, including Global Microsoft 365 and Surface Partner of the Year, HPE Global Solution Provider 2019 and Cisco Security Partner 2019.
Growth II

New academic year: 229 trainees and students join Bechtle following 7 career paths and 8 degree programmes.
Growth III

Bechtle expands its multi-cloud offering with Google services. These services will be available via the Bechtle cloud platform.
Growth IV
Bechtle expands footprint in Switzerland with three acquisitions: The software company, algacom, the managed services provider, Abissa and the digitalisation specialist Codalis are now part of the Bechtle Group.
One Bechtle

The system house and services businesses in Switzerland are to be consolidated under Bechtle Schweiz AG/Bechtle Suisse SA, creating the biggest integrated IT service provider in Switzerland with some 560 employees.
Outlook fiscal year 2019 – Bechtle aiming for a record year.

Economic conditions.

- First signs that economic atmosphere in Europe and Germany has bottomed out in Q3.
- The IT market remains “robust” — Bechtle’s growth is unaffected.
- Organic growth in Q4.2019 potentially slightly weaker due to higher basis of comparison.

Forecast.

- Revenue and earnings: Very significant growth in terms of revenue and earnings, including acquisitions.
- Margin: EBT margin (pre-PPA) at least at prior-year level.
Any questions?

For more information:
bechtle.com