Bechtle AG
1st Quarter 2016.

Neckarsulm | 13 May 2016
Content.

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   - Revenue
   - Earnings
   - Employees
   - Key Figures

2. Share and Dividends

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Revenue by Business Segment.

Excellent competence in IT solutions yields strong growth.

IN €m

IT E-commerce

IT System House & Managed Services

Q1.2015

Q1.2016

13/05/2016 | Bechtle AG | First Quarter 2016
Growing market share above all in Germany.
Group Gross Margin.

Gross margin remains high.
EBIT by Business Segment and Consolidated.

Significant increase in earnings—group margin slightly above previous year.
Employee figures continue to grow—decreasing dynamics during the reporting period.
Key Financial Figures.

<table>
<thead>
<tr>
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<th>Q1.2015</th>
<th>Q1.2016</th>
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</thead>
<tbody>
<tr>
<td>Return on equity*</td>
<td>12.2</td>
<td>13.1</td>
</tr>
<tr>
<td></td>
<td>6.6</td>
<td>7.0</td>
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<tr>
<td>Return on total assets*</td>
<td>53.9</td>
<td>57.4</td>
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<tr>
<td>Equity ratio</td>
<td>150.4</td>
<td>178.5</td>
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<td>[in %]</td>
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<tr>
<td>Cash and cash equivalents**</td>
<td></td>
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<tr>
<td>[in €m]</td>
<td>** incl. time deposits and securities</td>
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The Bechtle Share.

Bechtle share outperforms market since mid-March.

Market Figures (10.5.16)

Market capitalisation  
m€1,975

Performance (ytd)

- Bechtle  
  +5.1%
- DAX  
  -2.3%
- TecDAX  
  -9.1%
- DAXsubsector IT Services  
  -9.8%
Dividends.

Dividend payout ratio in % of EAT

Dividend raised over 16%—sixth increase in a row.

* AGM proposal
The Future.

- Digitisation: Pick-by-vision (smart glasses), cooperation with SAP
Bechtle Company News.

The Future.

- Expansion of our logistics hub to 25,000 m² by the end of the year
- One of the largest geothermal farms in Baden-Württemberg
Bechtle Company News.

Competence Day 2016.

A record-breaking 2,500 visitors; main theme: Digitisation: The Future of IT.
Bechtle Company News.

Market Leader.
Ranked number one among Germany’s largest IT system houses (ChannelPartner and Computerwoche).

Vendor Awards 2016.
- Numerous vendor awards for EMEA and global performance
- Recognition of competence and high revenue dynamics
Bechtle Company News.

Global IT Alliance.

- Compucentro, Mexico City (Mexico)
- Microware, Sao Paulo (Brazil)
- Data#3 Limited, Brisbane (Australia)
Bechtle Company News.

Growing Portfolio.

- Bechtle Financial Services AG, Berlin: leasing, structured financing
Economic Conditions.
The IT Industry in 2016

Decline in momentum compared to previous year.
- DE: +3.0% (2015: +3.8%), EU: +2.4% (2015: +3.6%).
- Hardware growth expected to be meagre (DE) or negative (EU).
- As in previous years, software and services remain the driving growth factors.

Industry institutes expect a robust year for IT.
Forecast.
2016 Fiscal Year

Revenue.
- Strong growth compared to previous year.
- IT System House: Ongoing expansion of the solutions and service business.
- IT E-Commerce: Retain excellent competitive position.

Earnings.
- Strong growth compared to previous year.

Employees.
- Additional moderate growth beyond acquisitions.

Successful start into the year backs our expectations.
Any questions?

bechtle-zukunftsstark.com
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zukunftsstark.
The future speaks IT.
We speak the future.