

Bechtle AG

3rd Quarter 2016.

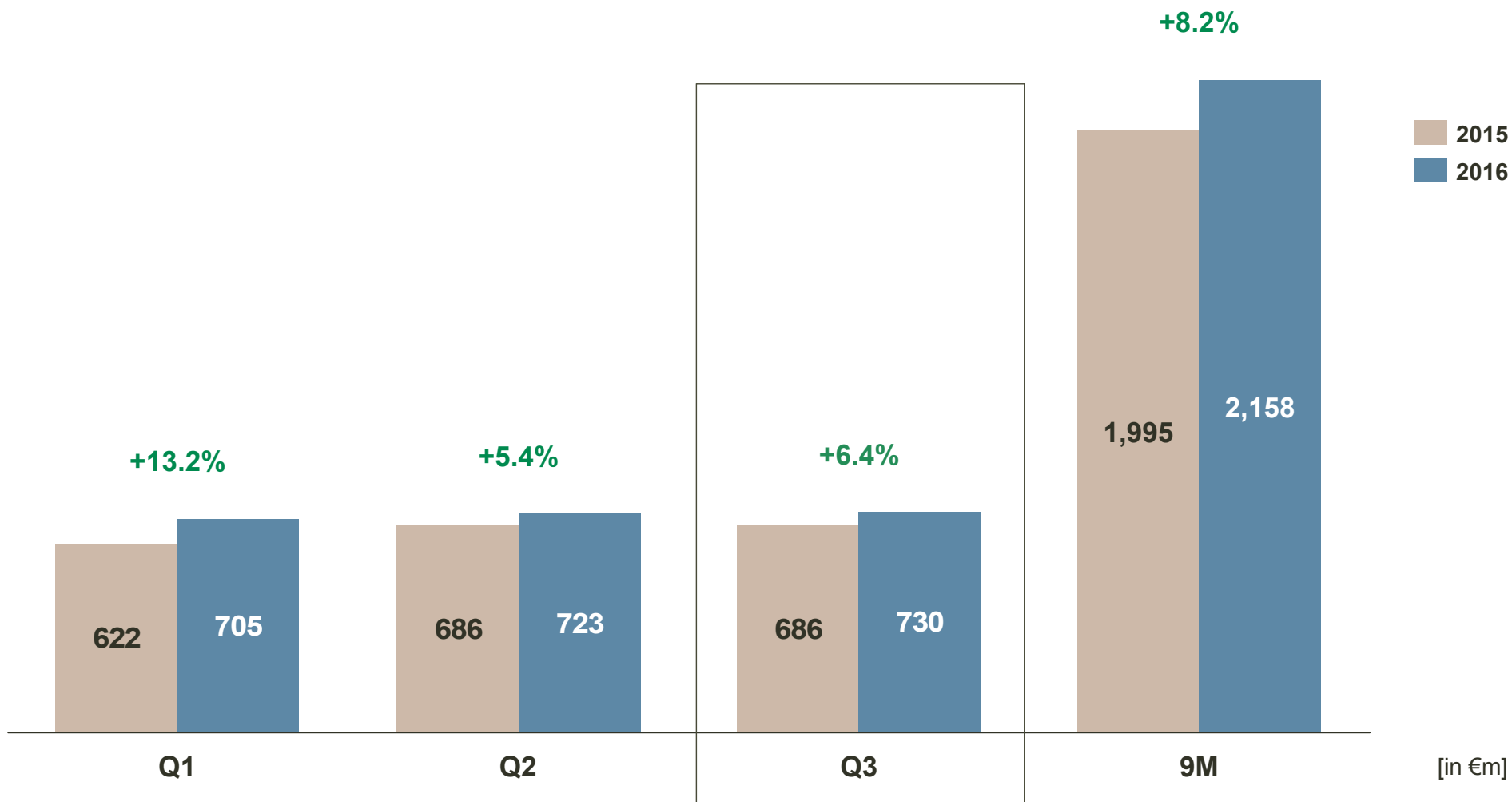
Neckarsulm | 11 November 2016



Content.

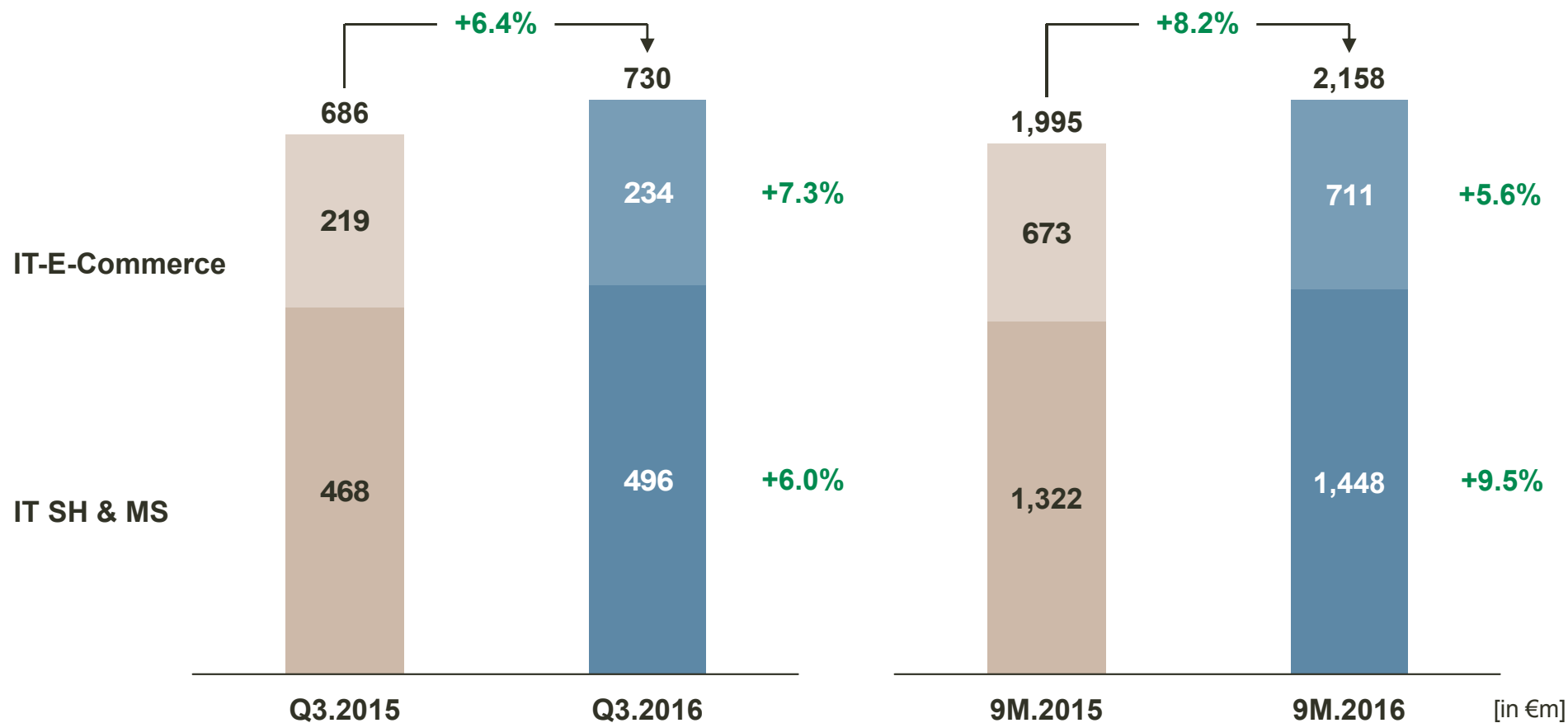
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Revenue Development.



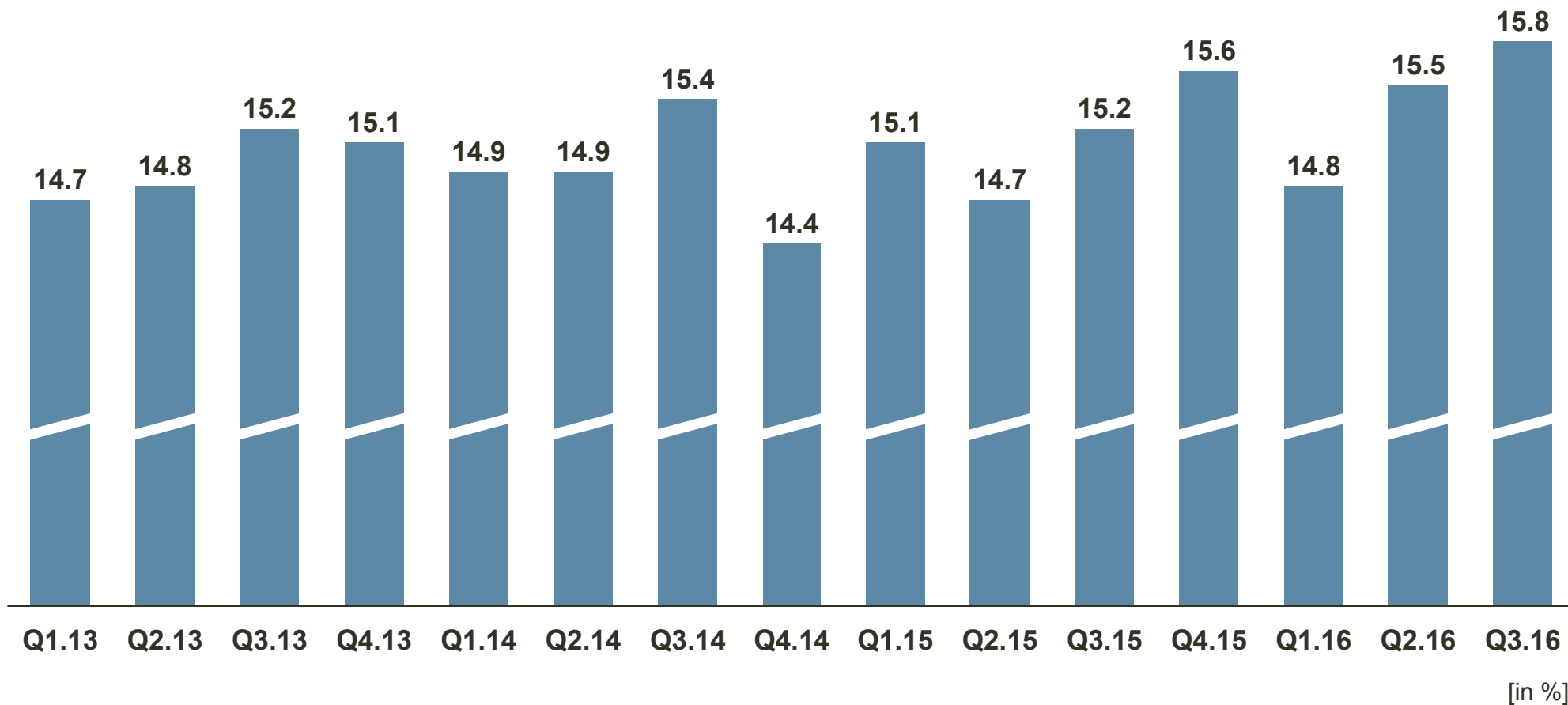
Bechtle continues to grow in Q3 – €3bn revenue mark in sight.

Revenues by Business Segment.



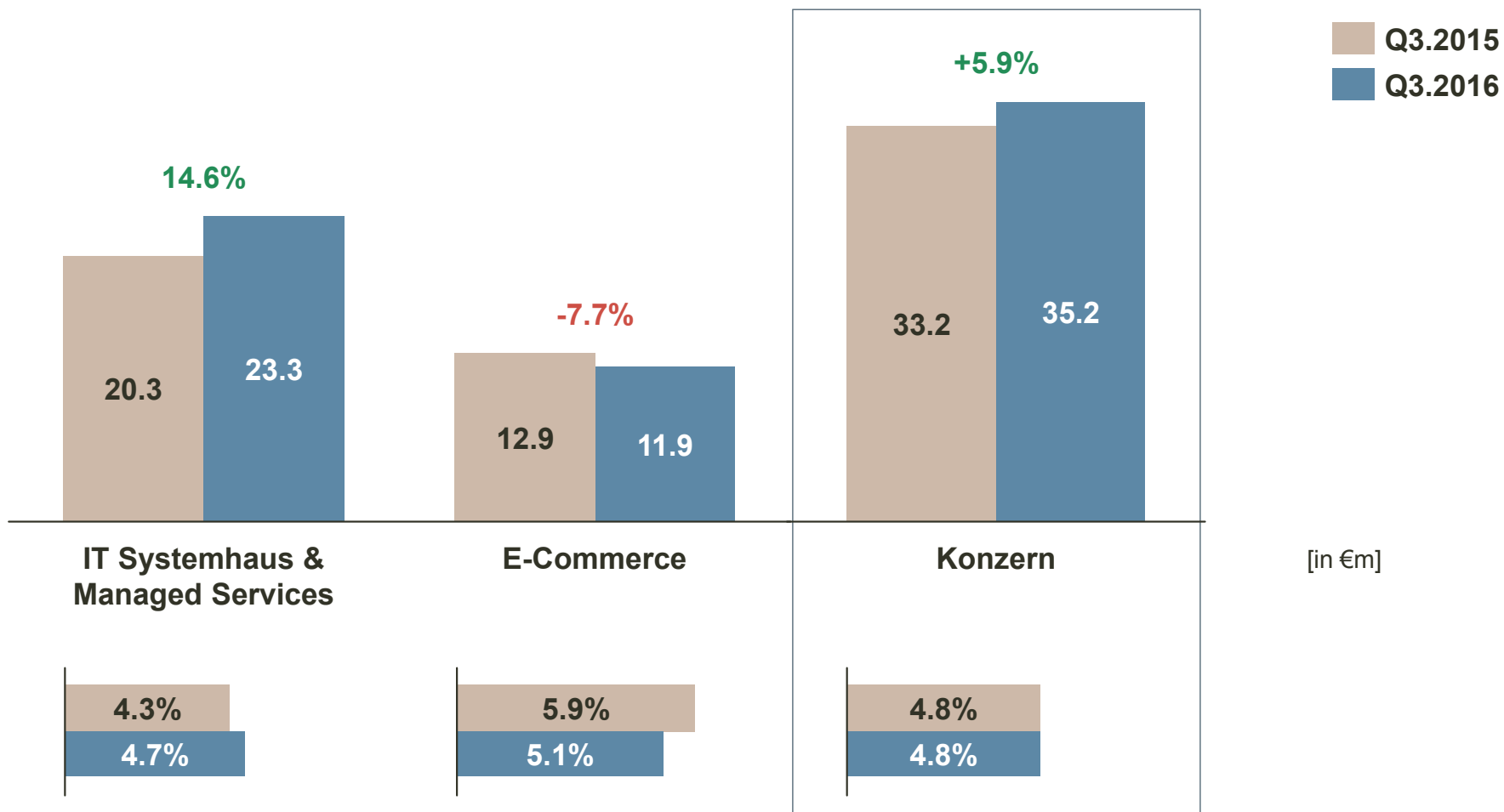
IT e-commerce records strong Q3.

Group Gross Margin.



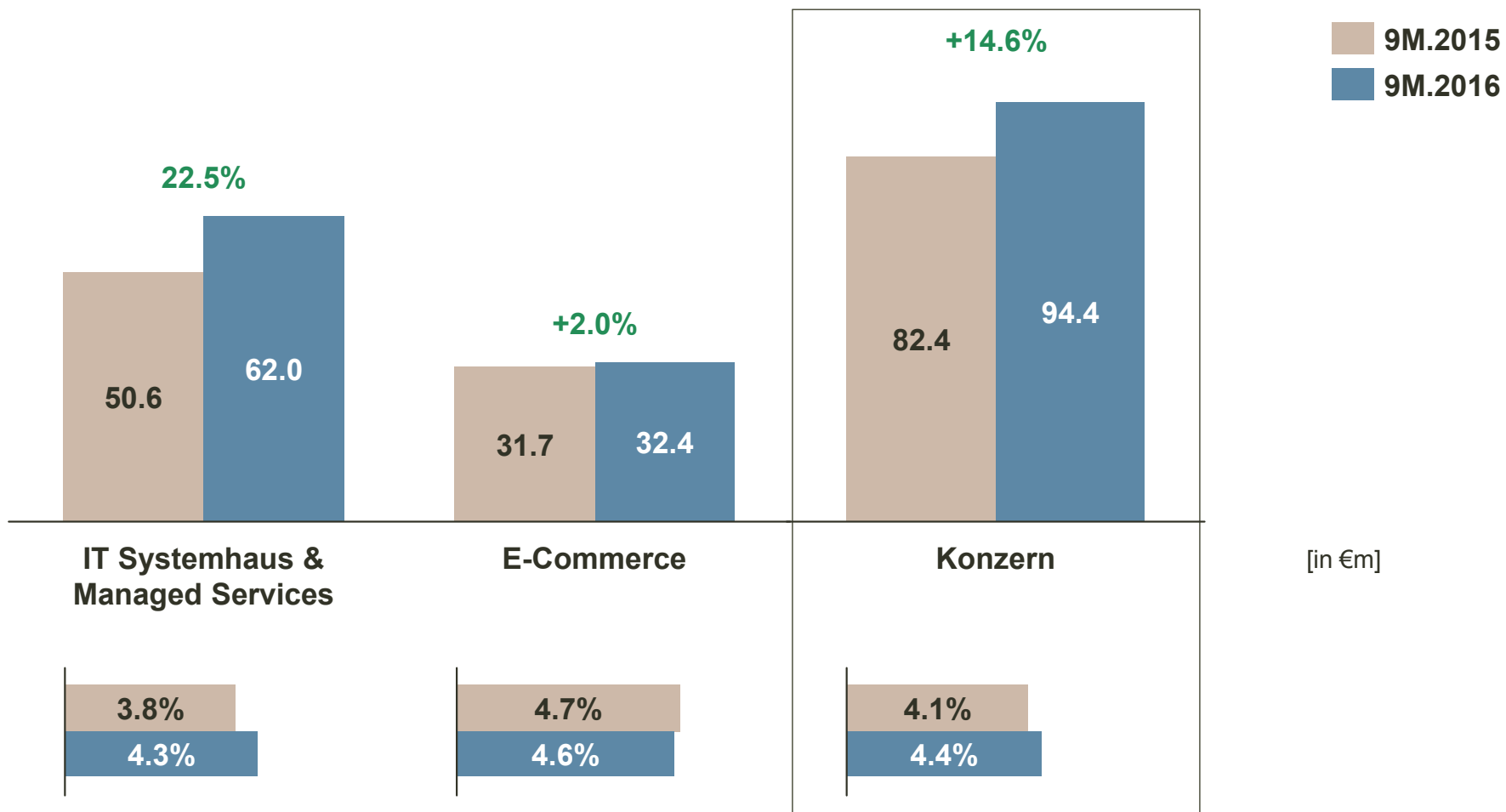
Gross margin remains consistently high.

EBIT by Business Segment and Consolidated.



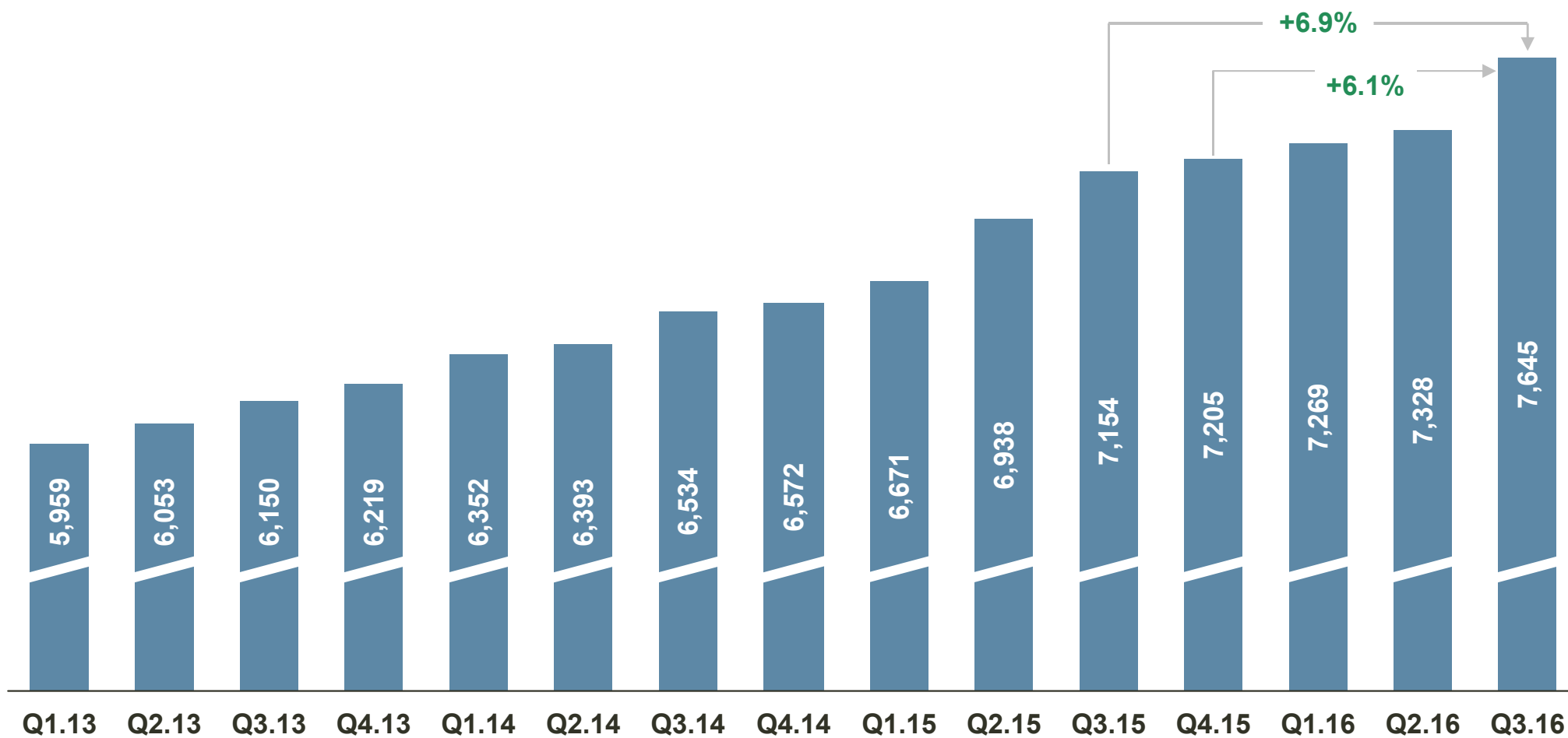
Significant increase in earnings in IT System House & Managed Services once again in Q3.

EBIT by Business Segment and Consolidated.



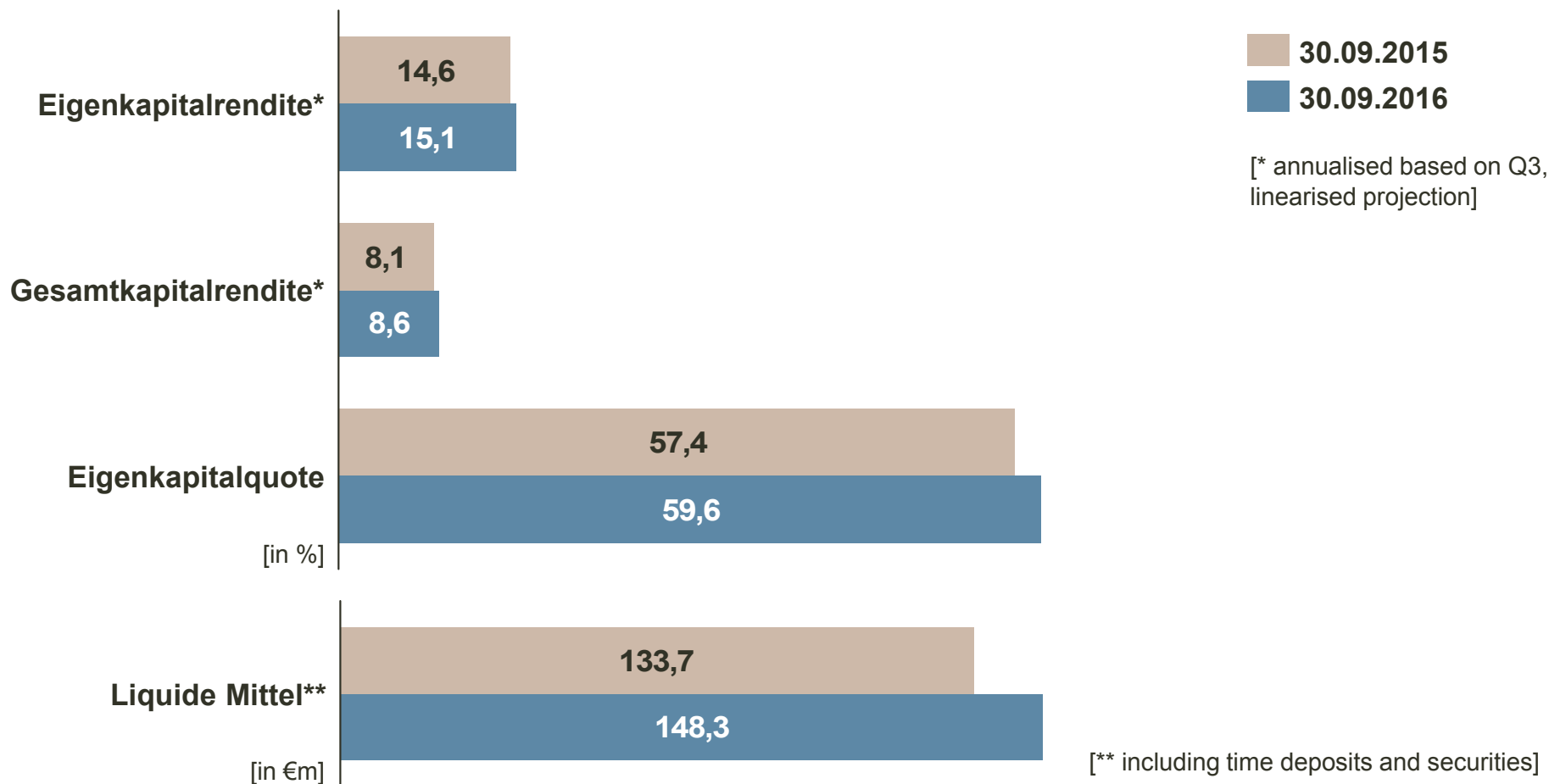
Considerable growth in consolidated earnings (ytd).

Employees.



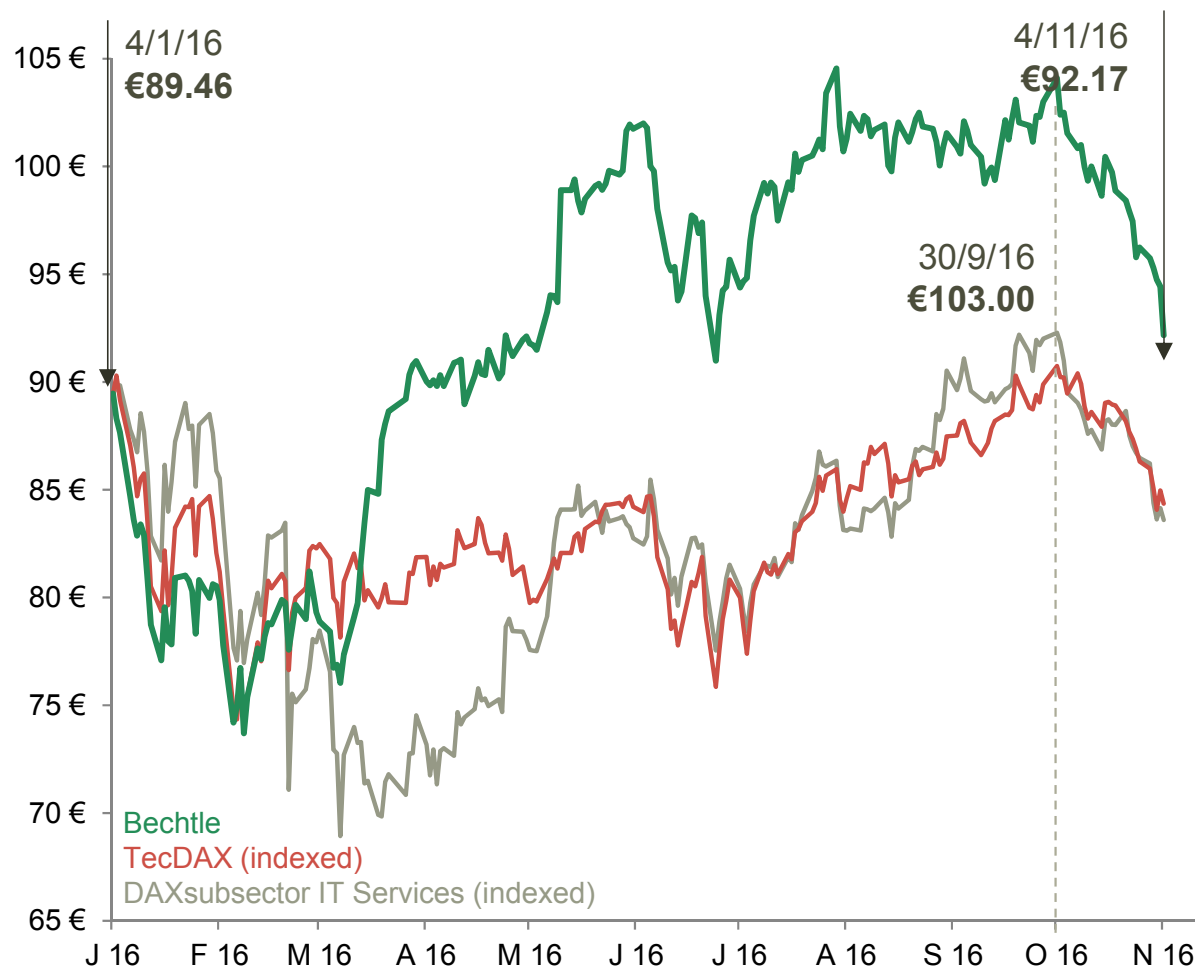
Moderate increase in number of employees.

Key Financial Figures.



Return on equity and assets, equity ratio and liquidity improved in comparison with prior year.

The Bechtle Share.



Market Figures (04/11/2016)

Market capitalisation 1,936 million euros

Performance (ytd)

- Bechtle +3.0%
- DAX -0.2%
- TecDAX -5.7%
- DAXsubsector IT Services -6.6%

Overall positive development.

Bechtle Company News.

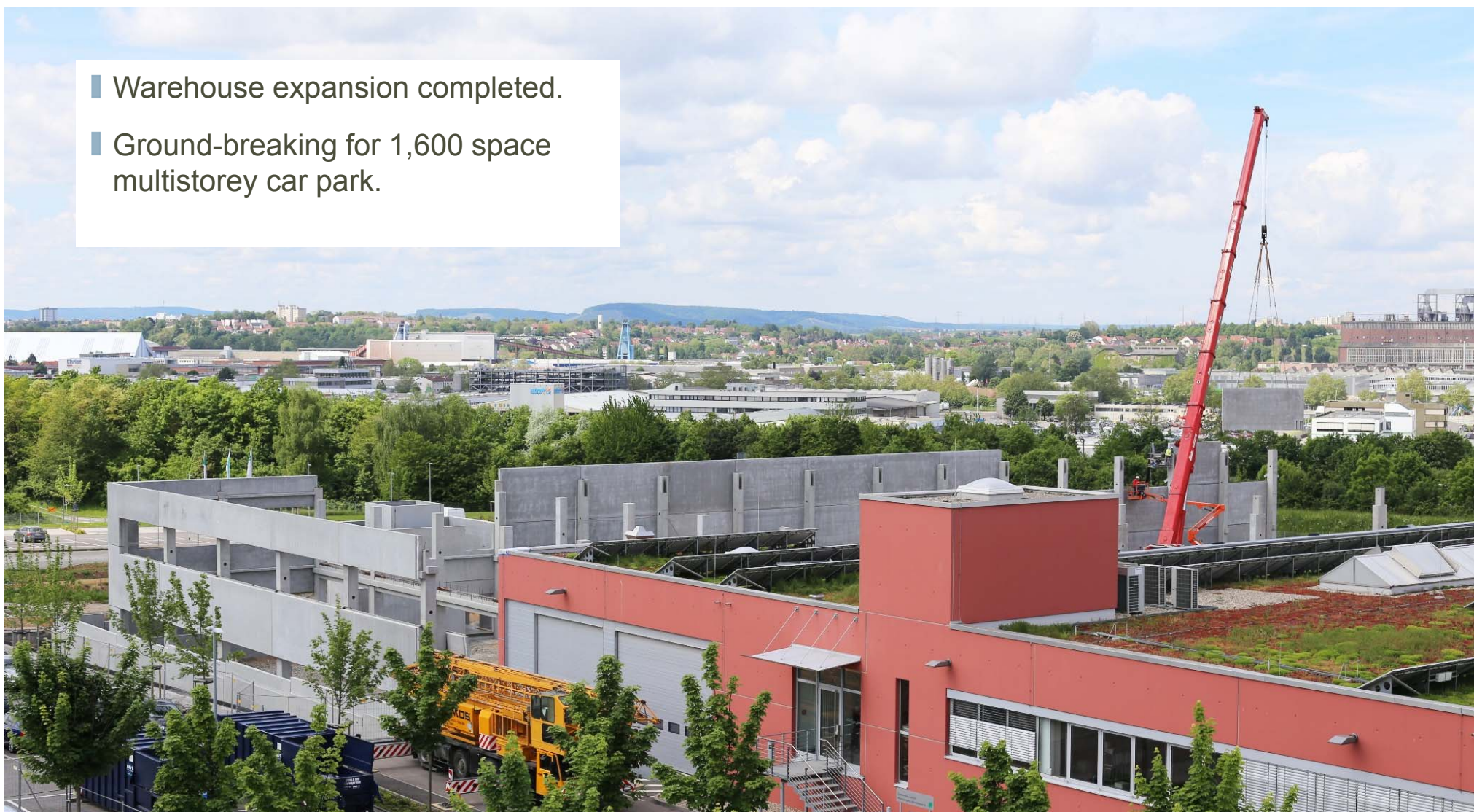


Relocation of Bechtle DC.

- Bechtle data centre moved to e-shelter in Frankfurt.
- Technical foundation for a growing cloud portfolio.

Bechtle Company News.

- Warehouse expansion completed.
- Ground-breaking for 1,600 space multistorey car park.



Bechtle Company News.

Acquisition of C-CAM GmbH.

- Founded in 1997.
- Specialises in CAD, CAM and PDM solutions.
- 20 employees in Chemnitz.



Forecast - 2016 Fiscal Year.

Revenue.

- Strong growth compared to previous year.

Earnings.

- Strong growth compared to previous year.

EBT margin.

- Slight increase compared to previous year.

Employees.

- Additional moderate growth beyond acquisitions.

Outlook for the overall year remains positive.