Contents.

1. Business development
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Revenue –
Growth up slightly in Q2.

+29.8%
+15.3%*

+30.7%
+16.9%*

+30.2%
+16.1%*

* organic growth

in €m

2018 2019

1st Quarter 2nd Quarter 1st Half-Year

955 1,240 965 1,261 1,920 2,501
Revenue –
Organic growth balanced between segments.

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q2.2018</th>
<th>Q2.2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT SH &amp; MS</td>
<td>677</td>
<td>815</td>
</tr>
<tr>
<td>IT E-commerce</td>
<td>288</td>
<td>446</td>
</tr>
<tr>
<td>Group</td>
<td>965</td>
<td>1,261</td>
</tr>
</tbody>
</table>

+20.4%  
+17.2%*  
+54.8%  
+16.4%*  
+30.7%  
+16.9%*  

* organic growth
Gross margin –
Under growth-related pressure.
EBIT –
Very strong growth in earnings continues in Q2.

+29.6%  
+30.0%  
+29.8%

1st Quarter 2nd Quarter 1st Half-year

in €m

2018: 35.7 43.9 79.6
2019: 46.3 57.1 103.3

Margin

3.7% 3.7%
4.5% 4.5%
4.1% 4.1%
EBIT –
Strong increase in earnings in E-commerce.

<table>
<thead>
<tr>
<th></th>
<th>Q2.2018</th>
<th>Q2.2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT SH &amp; MS</td>
<td>28.8</td>
<td>34.3</td>
</tr>
<tr>
<td>IT E-commerce</td>
<td>15.1</td>
<td>22.8</td>
</tr>
<tr>
<td>Group</td>
<td>43.9</td>
<td>57.1</td>
</tr>
</tbody>
</table>

+19.2% +50.5% +30.0%

Margin

4.2%  4.2%  5.3%  5.1%  4.5%  4.5%
Employees –
Headcount up due to acquisitions and organic growth.

+2,125 employees =24.2%
+581 employees =5.6%
### Key financial figures.

<table>
<thead>
<tr>
<th>Metric</th>
<th>H1.2018</th>
<th>H1.2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity ratio</td>
<td>15.1</td>
<td>17.1</td>
</tr>
<tr>
<td>Return on equity*</td>
<td>118.4</td>
<td>704.3</td>
</tr>
<tr>
<td>Working Capital</td>
<td>580.8</td>
<td>704.3</td>
</tr>
<tr>
<td>Liquidity**</td>
<td>250.9</td>
<td>118.4</td>
</tr>
</tbody>
</table>

* annualised based on H1, linearised projection

** including time deposits and securities

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<table>
<thead>
<tr>
<th>Date</th>
<th>Value (€m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>31.12.2018</td>
<td>580.8</td>
</tr>
<tr>
<td>30.06.2019</td>
<td>704.3</td>
</tr>
</tbody>
</table>

** including time deposits and securities
Bechtle Share –
Volatile performance with new all-time high.

31/12/2018 €67.85
28/06/2019 €101.00
07/08/2019 €95.65

Performance ytd

Bechtle +41.0%
MDAX* +16.4%
TecDAX* +13.8%
DAX* +10.3%
*indexed
Dividends – Ninth rise in a row.
Growth I

Boost to Managed Services on 01/04.
320 employees join Bechtle Onsite Services from IBM.
Bechtle delivers services on behalf of IBM.
Onsite Services is largest Bechtle Group subsidiary with 900 employees.
Growth II
Acquisition of the Swiss company, Alpha Solutions. Another software specialist in ERP and CRM projects in addition to cloud solutions. Alpha Solutions employs 74 staff. 2018 revenue: 11.2 million Swiss Francs.
Growth III

Bechtle direct opens new branch in Manchester. The additional office complements our activities in Chippenham, in the South of England, and strengthens growth in the UK.
Outlook fiscal year 2019 – Economic conditions remain challenging.

Economic conditions.
- Economic atmosphere and business activity in Europe and Germany is weakening tangibly and steadily.
- IT market amazingly (still!) “stable” — Bechtle’s growth is unaffected.
- Organic growth in H2.2019 to be potentially weaker due to economic slowdown.

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