Content.

1. Business development
2. The Bechtle Share
3. News and updates
4. Outlook 2018
Revenue – up considerably yoy.

<table>
<thead>
<tr>
<th></th>
<th>Q1.2017</th>
<th>+16.8%</th>
<th>Q1.2018</th>
<th>+23.9%</th>
<th>Group</th>
<th>+19.0%</th>
</tr>
</thead>
<tbody>
<tr>
<td>SH &amp; MS</td>
<td>563</td>
<td></td>
<td>658</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>E-commerce</td>
<td>240</td>
<td></td>
<td>297</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Revenues – balanced growth at home and abroad.

Q1.2017 Q1.2018

Domestic: 550 654 (+18.8%)
Abroad: 253 302 (+19.2%)
Group: 803 955 (+19.0%)
Gross margin – declined yoy due to growth.
EBIT – up considerably yoy.

<table>
<thead>
<tr>
<th></th>
<th>Q1.2017</th>
<th>Q1.2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>SH &amp; MS</td>
<td>22.8</td>
<td>24.1</td>
</tr>
<tr>
<td>E-commerce</td>
<td>9.0</td>
<td>11.6</td>
</tr>
<tr>
<td>Group</td>
<td>31.8</td>
<td>35.7</td>
</tr>
</tbody>
</table>

Margin:

- SH & MS: 4.0% 3.7%
- E-commerce: 3.8% 3.9%
- Group: 4.0% 3.7%
Employees –
growth in headcount follows business development.

+ 919 employees
= 11.9%

+ 274 employees
= 3.3%
Key financial figures.

<table>
<thead>
<tr>
<th>Metric</th>
<th>Q1.2017</th>
<th>Q1.2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity ratio</td>
<td>59.0</td>
<td>57.6</td>
</tr>
<tr>
<td>Return on equity*</td>
<td>13.7</td>
<td>13.8</td>
</tr>
<tr>
<td>Working Capital</td>
<td>492.9</td>
<td>476.6</td>
</tr>
<tr>
<td>Liquidity**</td>
<td>174.8</td>
<td>115.7</td>
</tr>
</tbody>
</table>

[* annualised based on Q1, linearised projection]

[** including time deposits and securities]
Bechtle share – performance.

Performance 2018

<table>
<thead>
<tr>
<th>Index</th>
<th>Performance</th>
</tr>
</thead>
<tbody>
<tr>
<td>TecDAX*</td>
<td>+6.6%</td>
</tr>
<tr>
<td>Bechtle</td>
<td>+5.0%</td>
</tr>
<tr>
<td>MDAX*</td>
<td>+0.7%</td>
</tr>
<tr>
<td>DAX*</td>
<td>-0.8%</td>
</tr>
</tbody>
</table>

(*indexed)
News and updates.

Acquisition in Switzerland.

- **Acommit AG, Horgen, CH:**
  - 60 employees, 14m CHF in revenue.
  - Specialist in ERP software.
News and updates.

Growing clouds platform.

- First sales partner for sourcing WebEx Teams (formerly Cisco Spark) from the cloud.
- More products and partners to be added in 2018.
News and updates.

Supervisory Board reshuffle.

- Dr Matthias Metz retires from the board at the end of his current term.
- His predecessor, Klaus Winkler, is pegged to return to the Supervisory Board.
- Dr Lars Grünert, CFO of TRUMPF GmbH, is also up for election.
Record rush on Bechtle C Days 2018.

- Over 3,000 visitors immerse themselves into forward-looking IT solutions.
- Focus on agile data centre infrastructures, the modern workplace and IT security under the new European Data Protection Regulation.
Economic conditions – IT market once again positive in 2018.

Outlook FY 2018 –
Start into the year confirms our expectations.

Economic conditions.
- Positive economic atmosphere in Germany and Europe.
- Upwards trend in IT continues, showing a slight loss in momentum.

Objectives.
- IT Systems Integration: Reinforce competence in digital solutions; design innovative off/on-premise IT architectures; achieve above-market growth.
- IT E-commerce: Gain market share; safeguard high-level margins.

Revenue and earnings.
- Significant growth compared to previous year.
Any questions?

For more information:
bechtle.com