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Strong revenue growth in the first half-year despite challenging parameters in Q2 compared to 2015.
IT System House & Managed Services remains a growth catalyst.
Gross margin remains high—particularly strong in Q2.
Significant increase in earnings in the IT System House & Managed Services segment in Q2.
Considerable increase in earnings within the group in the first half-year.
Employees.

Moderate increase in number of employees.
Return on equity and assets, equity ratio and liquidity improved over previous year.
Market Figures (5.8.16)

- Market capitalisation: €2,151m

Performance (ytd)
- Bechtle: +14.5%
- DAX: +0.8%
- TecDAX: -4.8%
- DAX subsector IT Services: -7.0%

The Bechtle Share.

Bechtle share tops €100 for the first time.
Dividends.

Dividend payout ratio in % of EAT

Dividends in € cent

Dividend raised over 16%—sixth increase in a row.
Acquisition of Steffen Informatik, Switzerland.

- 120 employees at 5 locations.
- Revenue of 35 million Swiss francs.
- Established in 1989.
New Supervisory Board Member.

- Sandra Stegmann joins Bechtle Supervisory Board in June 2016.
- In-depth knowledge of the industry.
- Expert in technology, commerce and strategy.
Relocation of Bechtle DC.

- Bechtle to move its Data Centre to e-shelter in Frankfurt.
- New technical foundation for a growing cloud portfolio.
The IT Industry in 2016

Decline in momentum compared to previous year.

DE: +3.1% (2015: +3.5%), EU: +2.7% (2015: +3.6%).

Hardware expected to decline slightly.

As in previous years, software and services remain the driving growth factors.

Industry institutes expect a robust year for IT.

Source: EITO, July 2016
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.

Forecast unchanged—Q3 remains to be seen.
Any questions?