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Revenue –
High Growth in All Quarters.

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2016</th>
<th>2017</th>
<th>2016 %</th>
<th>2017 %</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st Quarter</td>
<td>705</td>
<td>803</td>
<td>+13.9%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2nd Quarter</td>
<td>723</td>
<td>822</td>
<td>+13.7%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3rd Quarter</td>
<td>730</td>
<td>874</td>
<td>+19.7%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4th Quarter</td>
<td>935</td>
<td>1,071</td>
<td>+14.5%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td>+15.4%</td>
<td></td>
<td>3,094</td>
</tr>
</tbody>
</table>

€m
Revenue – Balanced Growth in Both Business Segments.

| Segment       | €m 2016 | €m 2017 | Growth 2017
|---------------|---------|---------|-------------
| IT SH & MS    | 2,175   | 2,517   | +15.7%      
| E-commerce    | 919     | 1,053   | +14.6%      
| Group         | 3,094   | 3,570   | +15.4%      

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Revenue – Balanced Growth in the Regions.

2016  2017

Domestic  €m
2016  2,172  2,512
2017  3,094  3,570

Abroad
2016  922  1,058
2017

Group
+15.7%  +14.7%  +15.4%
Gross Margin –
Remains at a High Level.

<table>
<thead>
<tr>
<th>Year</th>
<th>Margin in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>15.3</td>
</tr>
<tr>
<td>2014</td>
<td>15.2</td>
</tr>
<tr>
<td>2015</td>
<td>15.4</td>
</tr>
<tr>
<td>2016</td>
<td>15.6</td>
</tr>
<tr>
<td>2017</td>
<td>15.2</td>
</tr>
</tbody>
</table>
EBIT – Good Earnings Performance in All Quarters.

<table>
<thead>
<tr>
<th>Year</th>
<th>1st Quarter</th>
<th>2nd Quarter</th>
<th>3rd Quarter</th>
<th>4th Quarter</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>27.0</td>
<td>32.3</td>
<td>35.2</td>
<td>49.7</td>
<td>164.3</td>
</tr>
<tr>
<td>2017</td>
<td>31.8</td>
<td>36.5</td>
<td>42.5</td>
<td>53.4</td>
<td>144.1</td>
</tr>
</tbody>
</table>

Margin:
- 1st Quarter: 3.8% (2016), 4.0% (2017)
- 2nd Quarter: 4.5% (2016), 4.4% (2017)
- 3rd Quarter: 4.8% (2016), 4.9% (2017)
- 4th Quarter: 5.3% (2016), 5.0% (2017)
- Total: 4.7% (2016), 4.6% (2017)

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT SH &amp; MS</td>
<td>96.6</td>
<td>114.5</td>
<td>+18.5%</td>
</tr>
<tr>
<td>E-commerce</td>
<td>47.5</td>
<td>49.8</td>
<td>+4.8%</td>
</tr>
<tr>
<td>Group</td>
<td>144.1</td>
<td>164.3</td>
<td>+14.0%</td>
</tr>
</tbody>
</table>

Margin: 4.4% 4.5% 5.2% 4.7% 4.7% 4.6%
EBT Margin – In Reach of the Goal.

<table>
<thead>
<tr>
<th>Year</th>
<th>Margin (in %)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>3.9</td>
</tr>
<tr>
<td>2014</td>
<td>4.2</td>
</tr>
<tr>
<td>2015</td>
<td>4.6</td>
</tr>
<tr>
<td>2016</td>
<td>4.7</td>
</tr>
<tr>
<td>2017</td>
<td>4.6</td>
</tr>
</tbody>
</table>
Employees – Ongoing Increase.
Selected Key Financials – Solid-rock Balance Sheet.

- **Equity ratio**
  - 2016: 54.7%
  - 2017: 53.9%

- **Return on equity**
  - 2016: 17.1%
  - 2017: 16.9%

- **Liquidity***
  - 2016: 162.8€m
  - 2017: 174.8€m

- **OCF**
  - 2016: 53.4€m
  - 2017: 54.3€m

[*Including time deposits and securities]
Bechtle Share – Outperformer.

Performance 2017

Bechtle: +40.7%
TecDAX*: +39.6%
MDAX*: +18.1%
DAX*: +12.5%

(*Indexed)
Dividend –
Plus 20 Per Cent, Eighth Increase in a Row.

*Proposal to the General Meeting
Noteworthy Events at Bechtle.

Acquisitions.

- **Smartpoint GmbH, Linz:**
  - 66 employees, €6 million revenue,
  - Microsoft specialist.

- **Ulbel & Freidorfer GmbH, Graz:**
  - 41 employees, €23 million revenue,
  - traditional system house.

- **Comformatik AG, VS-Villingen:**
  - 28 employees, €3 million revenue,
  - specialist for school IT.

- **Acommit AG, Horgen, CH:**
  - 60 employees, CHF 14 million revenue,
  - ERP specialist.
Noteworthy Events at Bechtle.

Contracts Received.

- **NATO**: €45 million, 5 years, from 2017.
- **Dataport**: €68 million, 4 years, from 2018.
- **Dutch Ministry of the Interior**: €248 million, 4 years, from 2017.
Noteworthy Events at Bechtle.

Expansion of the International Network.

**Global IT Alliance** now also covers Russia, Turkey and CIS with Softline Group.
Noteworthy Events at Bechtle.

3D Print Demo Centre.
- First of only three certified partners in Germany.
- Print solution HP Jet Fusion 3D 4200.
- Prototype construction and mass production.
- At two locations in Langenau and Paderborn.
Noteworthy Events at Bechtle.

Bechtle Clouds.
- Bechtle Clouds GmbH, Neckarsulm.
- Positioning: Multi-cloud service provider.
- Microsoft Cloud Solution Provider Agreement.
Noteworthy Events at Bechtle.

Bechtle NEXT.

- Digital platform for marketing hardware, software and services.
Noteworthy Events at Bechtle.

Bechtle Clouds
- Start of the Clouds platform on 1 July 2017 as planned
- Positioning: Multi-cloud service provider
- Expansion of the cloud portfolio through partner agreement with ServiceNow

Record Training Year.
- More than 170 young people embark on their career with Bechtle.
- More than 500 young trainees.
Noteworthy Events at Bechtle.

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Bechtle Competence Days.

- You are invited!
- More than 2,600 participants expected.
- Exhibition and lectures, live demonstrations and expert discussions.

Digital Evolution.
Bechtle Competence Days 2018.

11 and 12 April 2018
Bechtle Platz 1, 74172 Neckarsulm, Germany

Source: EITO, November 2017, without telecommunications, including B2C
Outline – Fiscal Year 2018.

Framework Conditions.

- Mood in Europe and in the German economy at record level.
- Ongoing positive trend in IT market, slightly declining dynamics.

Goals.

- IT system house: Strengthen digital solution expertise, design innovative “off / on-prem” IT architectures, grow faster than the market.
- IT e-commerce: To gain market share, to maintain the high margin level.

Revenue and Earnings.

- Significant year-on-year growth.

Start into the year has confirmed our expectations.

Now available!
See bechtle.com/sustainability

Any Questions?