Content.

1. Business Development
2. The Bechtle Share
3. Company News
4. Forecast for 2017
Revenue – significant rise in growth in Q3.
Revenue – even growth in both segments.

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q3.2016</th>
<th>Q3.2017</th>
<th>Change</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT SH &amp; MS</td>
<td>514</td>
<td>617</td>
<td>+103</td>
<td>+20.0%</td>
</tr>
<tr>
<td>E-commerce</td>
<td>216</td>
<td>257</td>
<td>+41</td>
<td>+19.1%</td>
</tr>
<tr>
<td>Group</td>
<td>730</td>
<td>874</td>
<td>+144</td>
<td>+19.7%</td>
</tr>
</tbody>
</table>
Gross margin at long-term average.
EBIT growth disproportionate.

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st Quarter</td>
<td>27.0</td>
<td>31.8</td>
</tr>
<tr>
<td>2nd Quarter</td>
<td>32.3</td>
<td>36.5</td>
</tr>
<tr>
<td>3rd Quarter</td>
<td>35.2</td>
<td>42.5</td>
</tr>
<tr>
<td>9 Months</td>
<td>94.4</td>
<td>110.8</td>
</tr>
</tbody>
</table>

Margin:
- 1st Quarter: 3.8%  4.0%
- 2nd Quarter: 4.5%  4.4%
- 3rd Quarter: 4.8%  4.9%
- 9 Months:    4.4%  4.4%
EBIT – both segments show significant YOY increase

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q3.2016</th>
<th>Q3.2017</th>
<th>YOY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT SH &amp; MS</td>
<td>24.1</td>
<td>29.4</td>
<td>+22.2 %</td>
</tr>
<tr>
<td>E-commerce</td>
<td>11.1</td>
<td>13.1</td>
<td>+18.0 %</td>
</tr>
<tr>
<td>Group</td>
<td>35.2</td>
<td>42.5</td>
<td>+20.9 %</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Segment</th>
<th>Margin</th>
<th>Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT SH &amp; MS</td>
<td>4.7 %</td>
<td>4.8 %</td>
</tr>
<tr>
<td>E-commerce</td>
<td>5.1 %</td>
<td>5.1 %</td>
</tr>
<tr>
<td>Group</td>
<td>4.8 %</td>
<td>4.9 %</td>
</tr>
</tbody>
</table>
EBT – positive one-time effect in Q3 2016 skews comparison.

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2016 in €m</th>
<th>2017 in €m</th>
<th>Margin 2016</th>
<th>Margin 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st Quarter</td>
<td>26.9</td>
<td>31.5</td>
<td>3.8 %</td>
<td>3.9 %</td>
</tr>
<tr>
<td>2nd Quarter</td>
<td>32.1</td>
<td>36.2</td>
<td>4.4 %</td>
<td>4.4 %</td>
</tr>
<tr>
<td>3rd Quarter</td>
<td>36.3</td>
<td>42.2</td>
<td>5.0 %</td>
<td>4.8 %</td>
</tr>
<tr>
<td>9 Months</td>
<td>109.9</td>
<td>95.3</td>
<td>4.4 %</td>
<td>4.4 %</td>
</tr>
</tbody>
</table>

+16.9 %  +12.9 %  +16.4 %  +15.4 %
Workforce continues to show growth.

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2016</th>
<th>2017</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3.2016</td>
<td>7,645</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q4.2016</td>
<td>7,667</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q1.2017</td>
<td>7,708</td>
<td></td>
<td>+7.2%</td>
</tr>
<tr>
<td>Q2.2017</td>
<td>7,909</td>
<td></td>
<td>+3.7%</td>
</tr>
<tr>
<td>Q3.2017</td>
<td>8,199</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

+7.2% and +3.7% growth year over year.
Key financial figures.

<table>
<thead>
<tr>
<th></th>
<th>Q3.2016</th>
<th>Q3.2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity ratio</td>
<td>54.7</td>
<td>58.7</td>
</tr>
<tr>
<td>Return on equity*</td>
<td>15.1</td>
<td>15.5</td>
</tr>
<tr>
<td>Working capital</td>
<td>375.6</td>
<td>445.6</td>
</tr>
<tr>
<td>Liquidity**</td>
<td>162.8</td>
<td>104.0</td>
</tr>
</tbody>
</table>

[* annualised based on Q3, linearised projection]

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

Performance YTD 2017

- Bechtle: +44.2 %
- TecDAX*: +39.2 %
- MDAX*: +21.4%
- DAX*: +16.6 %

(*indexed)
Launch of the Bechtle Clouds platform.

Bechtle Clouds.
- Clouds launched on 1 July 2017
- Core business: Multi-cloud service provider
- Developing cloud portfolio through partner agreement with ServiceNow.
Healthy sales in the public sector.

- **German Armed Forces**: 3rd framework agreement runs until 2021.
- **Dutch Ministry of the Interior**: 248m euros, 4 years, from 2017
Portfolio expansion.

3D printing demo centre.
- The first of just three certified partners in Germany.
- HP Jet Fusion 3D 4200 print technology.
- Prototyping and mass production.
Record training year.
Forecast for 2017 – annual forecast raised.

Economic conditions.
- Overall mood positive.
- Customer propensity to invest remains high – especially in Germany.
- Versatile, internal strategic projects to safeguard the future.

Revenue and earnings.
- After two-digit growth rates over the first nine months, the Executive Board has raised its forecast for FY 2017 and now expects very significant YOY growth in revenue and earnings.
- Q4 momentum is expected to slow down compared to the exceptional year-end performance in 2016.
For more information:
bechtle.com