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1. Introduction of Bechtle AG.
   - Business Model
   - Ranking
   - Share and Dividends
   - Shareholders

   - Business
   - Highlights
   - Outlook
Introduction of Bechtle AG.
Sustainable Growth.

EBT in €m

Employees

Revenue in €m
Bechtle AG Organisation.

BECHTLE AG
Chairman of the Executive Board: Dr Thomas Olemotz

Central Divisions

SEGMENT IT Systems Integration & Managed Services
COO: Michael Guschlbauer

IT Systems Integrators | Bechtle Managed Services | Specialists
---|---|---
Germany, Austria, Switzerland

SEGMENT IT E-Commerce
COO: Jürgen Schäfer

Bechtle direct | ARP | Inmac Wstore
---|---|---
In 14 countries | In 6 countries | In France

Logistics & Services
Widespread, regional coverage
Consulting, procurement and services
Some 75 locations in Germany, Austria and Switzerland
Costumized online shops (bios®)
Employees in 2018: 7,772
Sales: approx. 3,000
Services: approx. 4,500
Revenue in 2018: €2.9bn
Bechtle IT-E-Commerce.
The European powerhouse

- Brands: Bechtle direct, ARP, Inmac WStore (FR), BuyIT (NL), Bechtle Comsoft (FR)
- Private label: Articona
- In 14 European countries
- Cross-channel strategy: Digital reach with personal account management
- Customised online shops (bios®)
- Employees in 2018: 2,233
- Revenue in 2018: €1.4bn
**Nr. 1 Ranked System House in Germany.**

<table>
<thead>
<tr>
<th>RANK</th>
<th>COMPANY</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Bechtle</td>
<td>2,855</td>
<td>2,513</td>
</tr>
<tr>
<td>2</td>
<td>Computacenter</td>
<td>2,115</td>
<td>1,965</td>
</tr>
<tr>
<td>3</td>
<td>T-Systems International</td>
<td>1,500</td>
<td>1,400</td>
</tr>
<tr>
<td>4</td>
<td>Cancom</td>
<td>1,201</td>
<td>1,048</td>
</tr>
<tr>
<td>5</td>
<td>Software One *</td>
<td>1,100</td>
<td>854</td>
</tr>
<tr>
<td>6</td>
<td>NTT Data</td>
<td>755</td>
<td>702</td>
</tr>
<tr>
<td>7</td>
<td>SVA System Vertrieb Alexander</td>
<td>713</td>
<td>550</td>
</tr>
<tr>
<td>8</td>
<td>msg systems</td>
<td>694</td>
<td>621</td>
</tr>
<tr>
<td>9</td>
<td>Atos IT Solutions and Services</td>
<td>645</td>
<td>640</td>
</tr>
<tr>
<td>10</td>
<td>Axians Deutschland **</td>
<td>553</td>
<td>518</td>
</tr>
</tbody>
</table>

Revenue in Germany (in €m)

Source: Channelpartner 08/2019

* Including Comparex AG
** Including Fritz & Macziol and Crocodial IT
Bechtle share – Consistently significantly above indices.

Bechtle AG | Company Presentation

Performance ytd

Bechtle +76.0%
MDAX* +27.2%
DAX* +25.4%
TecDAX* +25.2%

*indexed

31/12/2018
€67.85

29/11/2019
€119.40
Dividends – Ninth rise in a row.
Shareholder Structure – Stability and independence.

- Schick family: 35.02%
- Baillie Gifford: 7.59%
- AGI: 4.99%
- DWS: 4.97%
- Flossbach von Storch: 4.95%
- Capital World Investors: 3.02%
- Other Freefloat: 39.45%

Current of: 30 September 2019, 42 million shares
Business
Revenues –
Double-digit growth continues in Q3.

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2018 (€m)</th>
<th>2019 (€m)</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st Quarter</td>
<td>955</td>
<td>1,240</td>
<td>+29.8%</td>
</tr>
<tr>
<td>2nd Quarter</td>
<td>965</td>
<td>1,261</td>
<td>+30.7%</td>
</tr>
<tr>
<td>3rd Quarter</td>
<td>1,050</td>
<td>1,276</td>
<td>+21.6%</td>
</tr>
<tr>
<td>9 Months</td>
<td>2,970</td>
<td>3,777</td>
<td>+27.2%</td>
</tr>
</tbody>
</table>

* Organic growth

* In €m
Revenue –
Organic growth balanced between segments.

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q3.2018</th>
<th>Q3.2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT SH &amp; MS</td>
<td>+17.3%</td>
<td>+13.5%*</td>
</tr>
<tr>
<td>IT E-Commerce</td>
<td>+30.7%</td>
<td>+9.9%*</td>
</tr>
<tr>
<td>Group</td>
<td>+21.6%</td>
<td>+12.3%*</td>
</tr>
</tbody>
</table>

* Organic growth
Revenue – High dynamics abroad.

<table>
<thead>
<tr>
<th></th>
<th>Q3.2018</th>
<th>Q3.2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Germany</td>
<td>708</td>
<td>805</td>
</tr>
<tr>
<td>Abroad</td>
<td>342</td>
<td>472</td>
</tr>
<tr>
<td>Group</td>
<td>1,050</td>
<td>1,276</td>
</tr>
</tbody>
</table>

+13.7%  
+10.3%*  
+38.0%  
+16.5%*  
+21.6%  
+12.3%*  

* Organic growth
Gross margin –
Improvement of service business.

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Margin (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3.16</td>
<td>16.2</td>
</tr>
<tr>
<td>Q3.17</td>
<td>15.6</td>
</tr>
<tr>
<td>Q3.18</td>
<td>14.6</td>
</tr>
<tr>
<td>Q3.19</td>
<td>14.9</td>
</tr>
</tbody>
</table>

in %
EBIT – Margin improvement in Q3.

+29.6%  +30.0%  +25.6%  +28.3%

35.7  46.3  43.9  57.1  46.5  58.4  161.7  126.1

1st Quarter  2nd Quarter  3rd Quarter  9 Months in €m

3.7%  3.7%  4.5%  4.5%  4.4%  4.6%  4.2%  4.3% Margin
EBIT –
Earnings leap in System House & Managed Services.

+29.5%

+18.0%

+25.6%

30.9 40.1

15.5 18.3

46.5 58.4

IT SH & MS  IT E-Commerce  Group

4.3%  4.8%  4.6%  4.2%  4.4%  4.6%

Margin

Q3.2018  Q3.2019

in €m
Employees –
Headcount up due to continued growth.

+1,595 employees
=16.5%
Key financial figures.

**Equity ratio**
- 9M.2018: 46.7%
- 9M.2019: 44.5%

**Return on equity***
- 9M.2018: 15.8%
- 9M.2019: 17.6%

**Working capital**
- 31.12.2018: 580.8€m
- 30.09.2019: 708.8€m

**Liquidity**
- 31.12.2018: 250.9€m
- 30.09.2019: 154.9€m

* annualised based on 9M, linearised projection

** including time deposits and securities
Growth I
More international awards than ever, including Global Microsoft 365 und Surface Partner of the Year, HPE Global Solution Provider 2019 and Cisco Security Partner 2019.
Growth II
New academic year: 229 trainees and students join Bechtle following 7 career paths and 8 degree programmes.
Growth III

Bechtle expands its multi-cloud offering with Google services. These services will be available via the Bechtle cloud platform.
Growth IV

Bechtle expands footprint in Switzerland with three acquisitions: The software company, algacom, the managed services provider, Abissa and the digitalisation specialist Codalis are now part of the Bechtle Group.
One Bechtle
The system house and services businesses in Switzerland are to be consolidated under Bechtle Schweiz AG/Bechtle Suisse SA, creating the biggest integrated IT service provider in Switzerland with some 560 employees.
Outlook fiscal year 2019 – Bechtle aiming for a record year.

Economic conditions.
- First signs that economic atmosphere in Europe and Germany has bottomed out in Q3.
- The IT market remains “robust” — Bechtle’s growth is unaffected.

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