Contents.

1. Business development
2. Share and dividends
3. News and updates
4. Outlook
Revenues –
Growth remains high in Q2.

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st Quarter</td>
<td>803</td>
<td>955</td>
<td>+19.0%</td>
</tr>
<tr>
<td>2nd Quarter</td>
<td>822</td>
<td>965</td>
<td>+17.4%</td>
</tr>
<tr>
<td>1st Half-year</td>
<td>1,625</td>
<td>1,920</td>
<td>+18.2%</td>
</tr>
</tbody>
</table>
Revenues – Particularly strong growth abroad.

<table>
<thead>
<tr>
<th>Q2.2017</th>
<th>Q2.2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Domestic</td>
<td>+13.9%</td>
</tr>
<tr>
<td>Abroad</td>
<td>+25.6%</td>
</tr>
<tr>
<td>Group</td>
<td>+17.4%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>in €m</th>
<th>Domestic</th>
<th>Abroad</th>
<th>Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>577</td>
<td>245</td>
<td>822</td>
</tr>
<tr>
<td></td>
<td>657</td>
<td>308</td>
<td>965</td>
</tr>
</tbody>
</table>
Revenue –
Even growth between segments.

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q2.2017</th>
<th>Q2.2018</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>SH &amp; MS</td>
<td>573</td>
<td>677</td>
<td>+18.1%</td>
</tr>
<tr>
<td>E-commerce</td>
<td>249</td>
<td>288</td>
<td>+15.6%</td>
</tr>
<tr>
<td>Group</td>
<td>822</td>
<td>965</td>
<td>+17.4%</td>
</tr>
</tbody>
</table>
Gross margin –
Remains consistently high.
EBIT – Q2 margin up yoy.

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st Quarter</td>
<td>31.8</td>
<td>35.7</td>
<td>12.2%</td>
</tr>
<tr>
<td>2nd Quarter</td>
<td>36.5</td>
<td>43.9</td>
<td>20.3%</td>
</tr>
<tr>
<td>1st Half-year</td>
<td>68.3</td>
<td>79.6</td>
<td>16.5%</td>
</tr>
</tbody>
</table>

Margin:
- 1st Quarter: 4.0% (2017), 3.7% (2018)
- 2nd Quarter: 4.4% (2017), 4.5% (2018)
- 1st Half-year: 4.2% (2017), 4.1% (2018)
EBIT –
Double-digit earnings growth in both segments.

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q2.2017</th>
<th>Q2.2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>SH &amp; MS</td>
<td>24.6</td>
<td>28.8</td>
</tr>
<tr>
<td>E-commerce</td>
<td>11.9</td>
<td>15.1</td>
</tr>
<tr>
<td>Group</td>
<td>36.5</td>
<td>43.9</td>
</tr>
</tbody>
</table>

Margin:
- SH & MS: 4.3% (Q2.2017), 4.2% (Q2.2018)
- E-commerce: 4.8% (Q2.2017), 5.3% (Q2.2018)
- Group: 4.4% (Q2.2017), 4.5% (Q2.2018)
Employees – Moderate increase.

Q2.17: 7,909
Q3.17: 8,199
Q4.17: 8,353
Q1.18: 8,627
Q2.18: 8,790

+881 employees = 11.1%
+163 employees = 1.9%
Key financial figures.

<table>
<thead>
<tr>
<th>Metric</th>
<th>H1.2017</th>
<th>H1.2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity Ratio</td>
<td>58.5</td>
<td>56.5</td>
</tr>
<tr>
<td>Return on Equity*</td>
<td>14.5</td>
<td>15.1</td>
</tr>
<tr>
<td>Working Capital</td>
<td>492.9</td>
<td>526.7</td>
</tr>
<tr>
<td>Liquidity**</td>
<td>174.8</td>
<td>104.4</td>
</tr>
</tbody>
</table>

* annualised based on H1, linearised projection

** including time deposits and securities
Bechtle share – New highs.

31.12.2017  
69.52 €

08.08.2018  
78.70 €

Performance 2018

TecDAX*  +15.7 %
Bechtle  +13.2 %
MDAX*  +2.3 %
DAX*  -2.2 %
(*indexed)
Dividends –
Up by 20%. 8th increase in a row.
News and updates in 1st half-year 2018.

2018 acquisitions

- **Acommit AG, Horgen, Switzerland:** 60 employees, approx. 14m. CHF revenue, ERP software specialist. (Jan 18)
- **Evolusys AG, Coppet, Switzerland:** 25 employees, approx. 5m CHF revenue, Specialist for analytics and cloud solutions based on Microsoft technologies. (May 18)

Planned acquisitions 2018

- **Inmac Wstore S.A.S., Roissy-en-France, France:** Over 400 employees, approx. 420m EUR revenue, IT supplier (IT E-commerce segment)
- Further acquisitions possible in 2018
News and updates in 1st half-year 2018.

Growing clouds platform.

- **Product portfolio expansion with Cisco:** First sales partner for sourcing WebEx Teams from the cloud.

- **Partnership with Amazon Web Services:** Customers can access all AWS cloud services through the Bechtle Clouds platform.
News and updates in 1st half-year 2018.

Supervisory Board reshuffle.
- **Klaus Winkler** - New chair of the Supervisory Board.
- **Dr Lars Grünert**, CFO, TRUMPF GmbH, elected to the Supervisory Board.
Economic conditions – IT market positive again in 2018.

Germany

- IT Services: 80.0 (+2.7%)
- Software: 40.0 (+2.6%)
- Hardware: 15.6 (-2.2%)

EU

- IT Services: 69.5 (-3.1%)
- Software: 101.0 (+5.8%)
- Hardware: 227.4 (+2.6%)

[in €bn]

Outlook Fiscal Year 2018 – Forecast raised.

Economic conditions.
- Slightly weaker economic atmosphere in Germany and Europe, but still positive.
- Upwards trend in IT continues, showing a slight loss in momentum.

Forecast.
- Revenue: Original forecast was for “significant” growth. But: Very positive development in H1 and Inmac Wstore acquisition → Raised to “very significant” growth.
- Results: Also raised to “very significant” growth.
- Margin: Original forecast of “slight” margin increase confirmed.
Any questions?

For more information:
bechtle.com