Contents.

1. Business development
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Revenue – Growth remains high.

<table>
<thead>
<tr>
<th>Year</th>
<th>1st Quarter</th>
<th>2nd Quarter</th>
<th>3rd Quarter</th>
<th>9 Months</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>803 in €m</td>
<td>822 in €m</td>
<td>874 in €m</td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td>955 in €m</td>
<td>965 in €m</td>
<td>1,050 in €m</td>
<td>2,970</td>
</tr>
</tbody>
</table>

Growth: +19.0% 2017, +17.4% 2018, +20.1% 2017, +18.8% 2018
Revenue –

E-commerce benefits from acquisition.

<table>
<thead>
<tr>
<th></th>
<th>Q3.2017</th>
<th>+15.7%</th>
<th>Q3.2018</th>
<th>+30.6%</th>
<th>Group</th>
<th>+20.1%</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT SH &amp; MS</td>
<td>617</td>
<td></td>
<td>714</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>E-commerce</td>
<td>257</td>
<td></td>
<td>336</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Group</td>
<td>874</td>
<td></td>
<td>1,050</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Revenue – Particularly strong growth abroad.

Q3.2017    +12.3%    +40.4%    +20.1%
Q3.2018

Germany
630  708

Abroad
243  342

Group
874  1,050
Gross margin –
Under growth-related pressure.
EBIT – Margin (currently) down YOY.

<table>
<thead>
<tr>
<th></th>
<th>1st Quarter</th>
<th>2nd Quarter</th>
<th>3rd Quarter</th>
<th>9 Months</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>31.8</td>
<td>36.5</td>
<td>42.5</td>
<td>110.8</td>
</tr>
<tr>
<td>2018</td>
<td>35.7</td>
<td>43.9</td>
<td>46.5</td>
<td>126.1</td>
</tr>
</tbody>
</table>

Margins:
- 2017: 4.0%, 3.7%
- 2018: 4.4%, 4.5%, 4.9%, 4.4%, 4.4%, 4.2%
Employees – Well on the way to 10,000

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3.17</td>
<td>8,199</td>
</tr>
<tr>
<td>Q4.17</td>
<td>8,353</td>
</tr>
<tr>
<td>Q1.18</td>
<td>8,627</td>
</tr>
<tr>
<td>Q2.18</td>
<td>8,790</td>
</tr>
<tr>
<td>Q3.18</td>
<td>9,651</td>
</tr>
</tbody>
</table>

+1,452 employees = 17.7%

+861 employees = 9.8%
Key financial figures.

- **Equity ratio**: 140.9% (Q3.2017) vs 46.7% (Q3.2018)
- **Return on equity***: 15.5% (Q3.2017) vs 15.8% (Q3.2018)
- **Working capital**: 492.9% (31.12.2017) vs 582.3% (30.09.2018)
- **Liquidity****: 174.8% (31.12.2017) vs 140.9% (30.09.2018)

* annualised based on Q3, linearised projection

** including time deposits and securities
Bechtle share – Outperforming the market.

31.12.2017 €69.52

09.11.2018 €78.70

Performance 2018

Bechtle +13.2 %
TecDAX* +5.4%
MDAX* -7.7 %
DAX* -10.7 %

(*indexed)
Acquisition – Inmac Wstore.

Inmac Wstore S.A.S., Roissy-en-France, France:

- Over 400 employees
- Approx. 420 million euros in revenue
- Seamless integration so far
- Bechtle now ranks among the top 5 in France
Acquisition – BT Stemmer.

BT Stemmer GmbH, Munich, Germany:

- Specialist for network solutions, Unified Communications, IT security and managed services
- 160 employees, Approx. 60 million euros in revenue
- Approved by competition authorities, Closing on 1 December 2018
Capital market –
Bechtle places first Schuldschein loan

- Threefold oversubscription of order book
- Volume of over 300 million euros
- 140 national and international investors
EU Commission – Bechtle awarded contract for software.

"Software for Innovation, Diversity and Evolution II (SIDE II)" framework contract:

- To run until 2025
- Software purchasing, licences, subscriptions, maintenance, support and other related services.
- Annual contract volume of up to 52 million euros
ARTICONA – Bechtle’s new own brand.

- Wide range of IT accessories and connection solutions
- High quality at affordable prices
- Continuous portfolio development
All-time high number of trainees –
Over 200 new trainees and students.

Bechtle boasts 637 vocational trainees and students
Award-winning training offered in 15 professions and cooperative degree programmes
Outlook Fiscal Year 2018 – Forecast confirmed.

Economic conditions.
- Economic atmosphere in Germany and Europe weakens.
- But upwards trend in IT continues, showing a slight loss in momentum.

Forecast.
- August’s raised forecast confirmed.
- Double-digit growth in sales and earnings realistic.
- The forecast of a slight increase in EBT margin is ambitious. However, due to the importance of the fourth quarter, it is still achievable.
For more information:
bechtle.com