

Bechtle AG 2nd Quarter 2016.

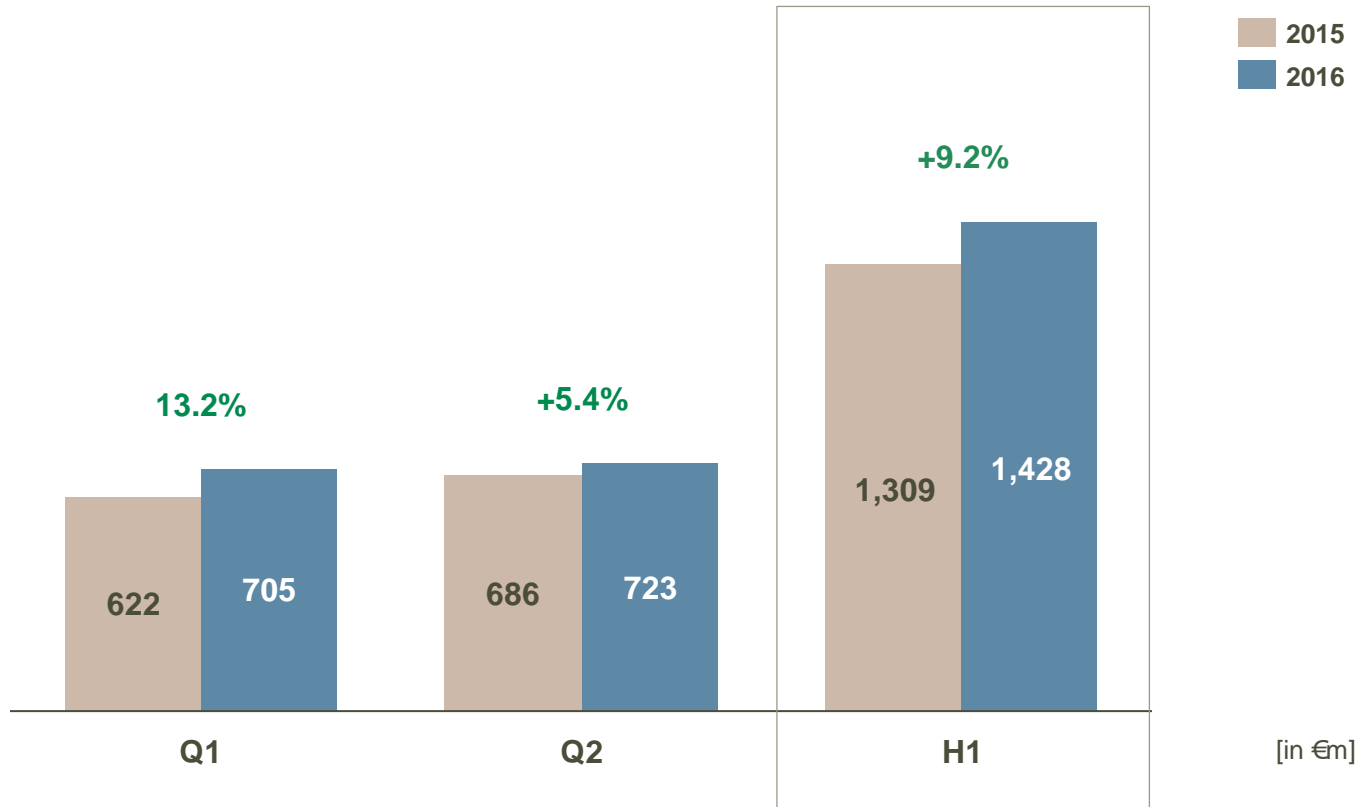
Neckarsulm | 11 August 2016



Content.

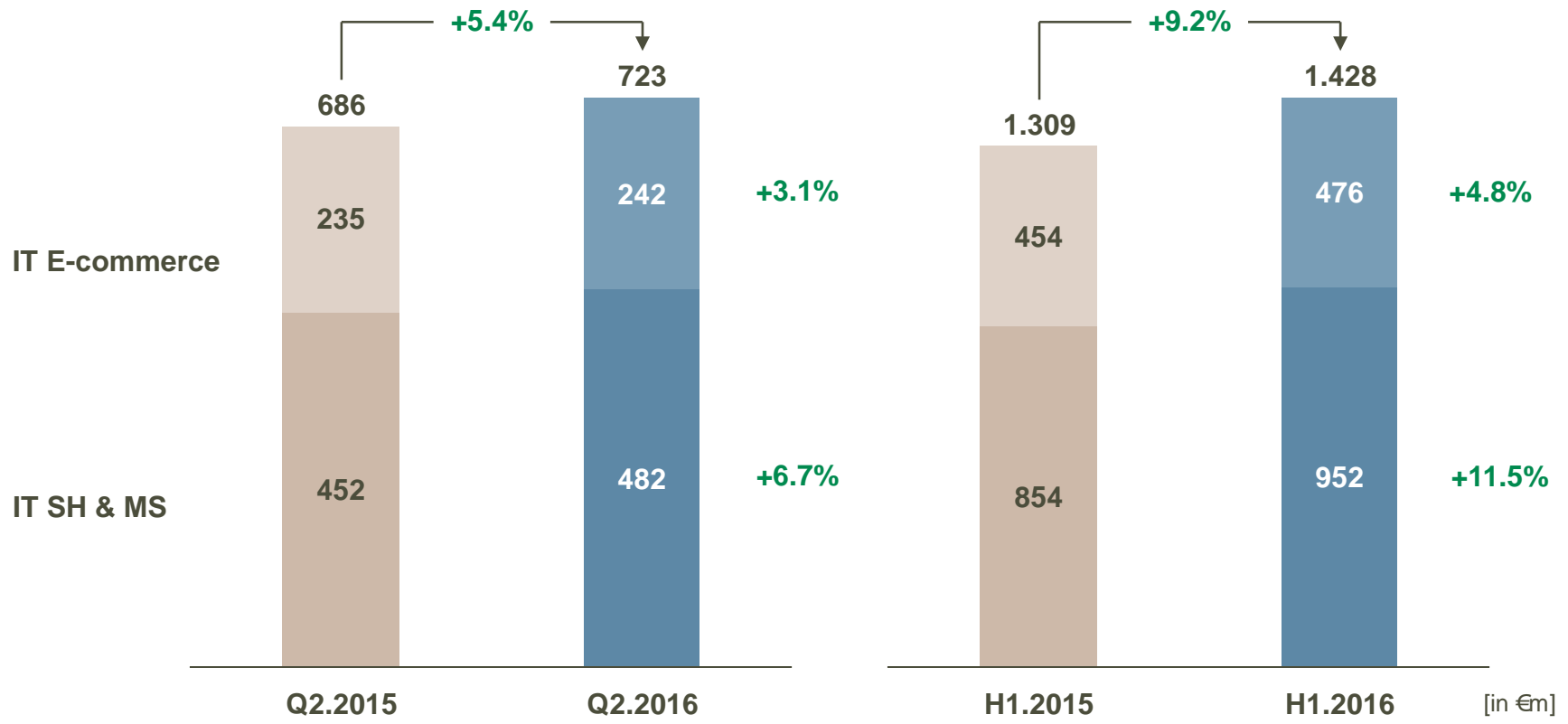
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Revenue Development.



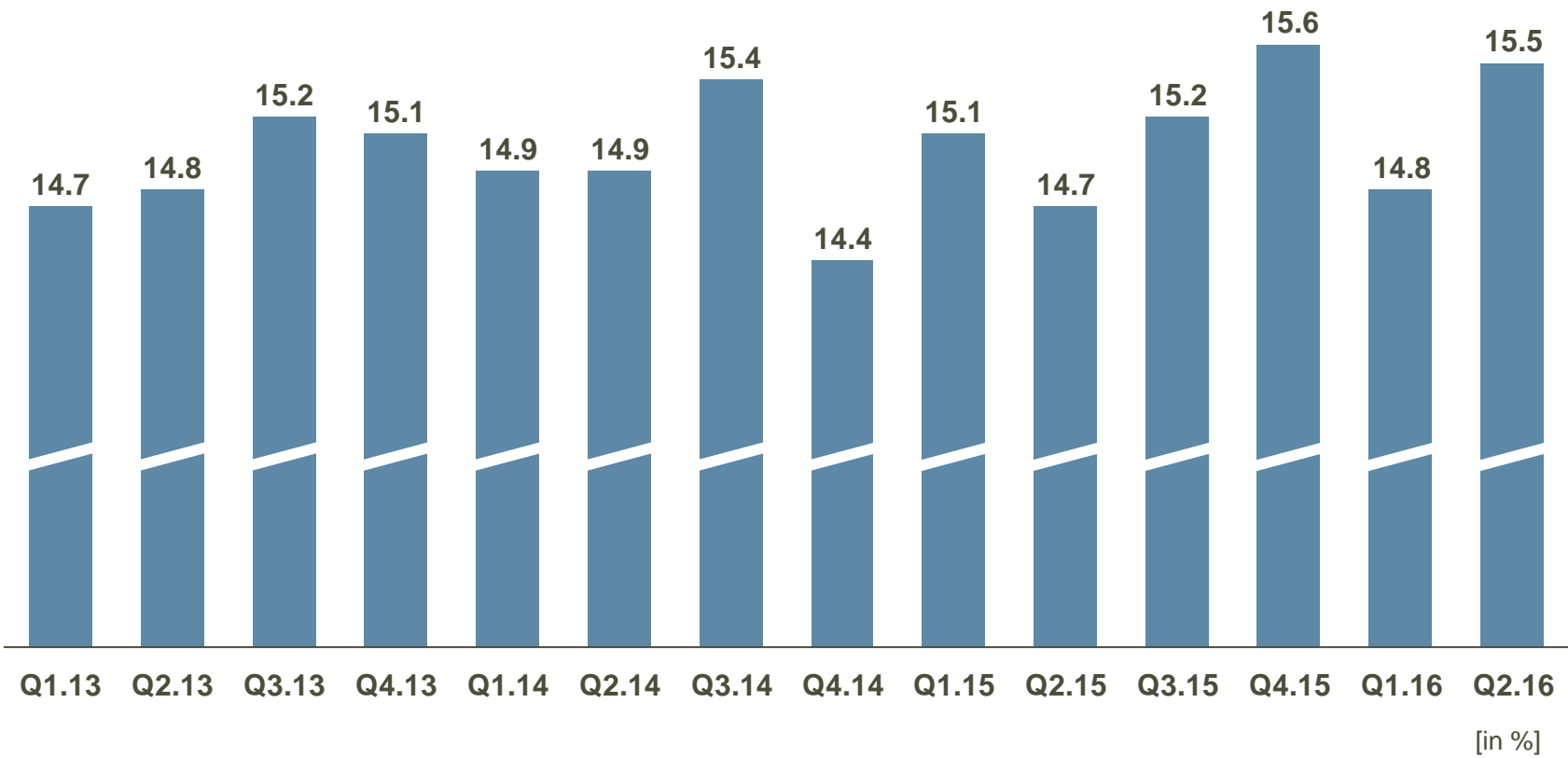
Strong revenue growth in the first half-year despite challenging parameters in Q2 compared to 2015.

Revenue by Business Segment.



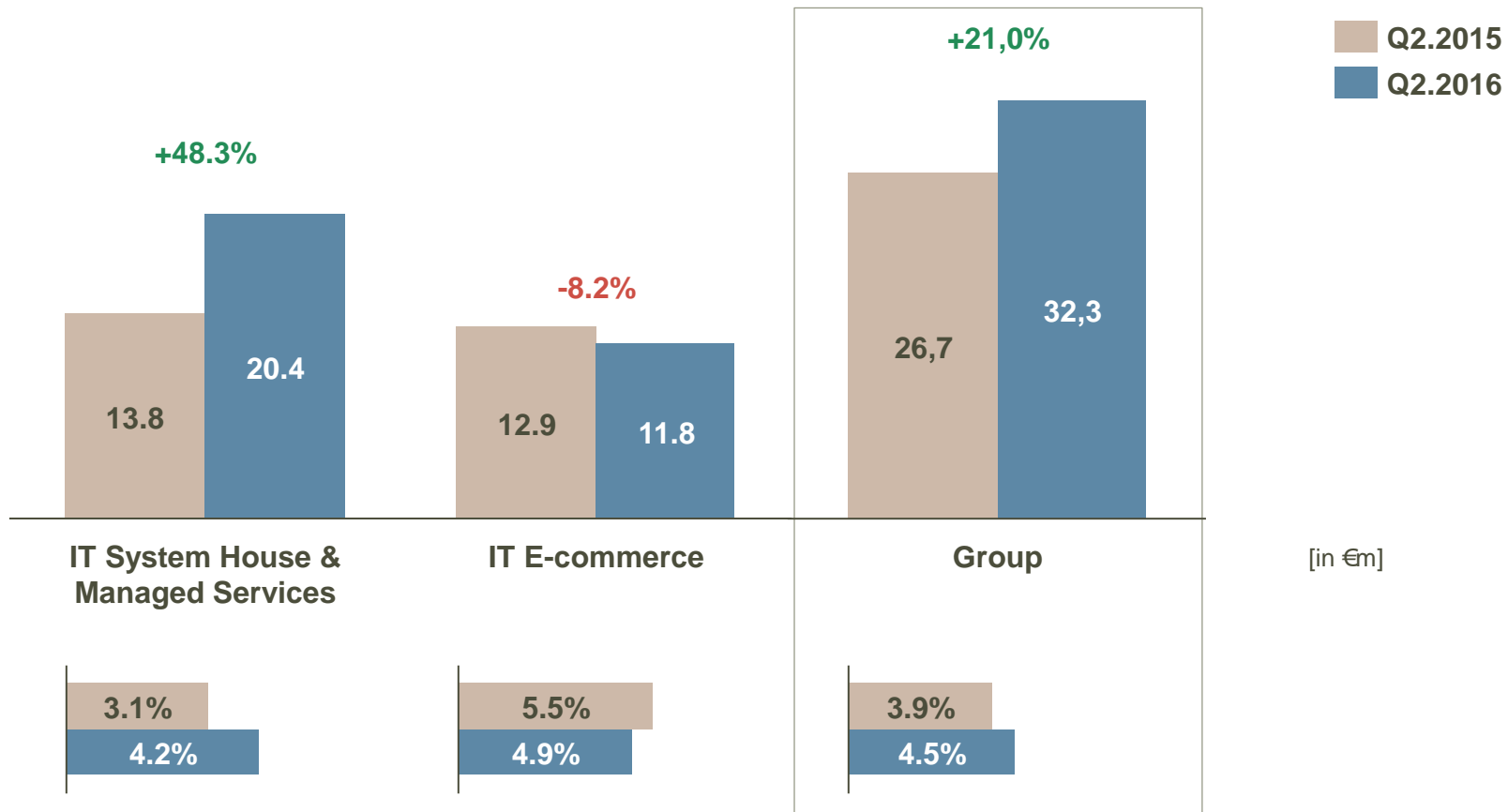
IT System House & Managed Services remains a growth catalyst.

Group Gross Margin.



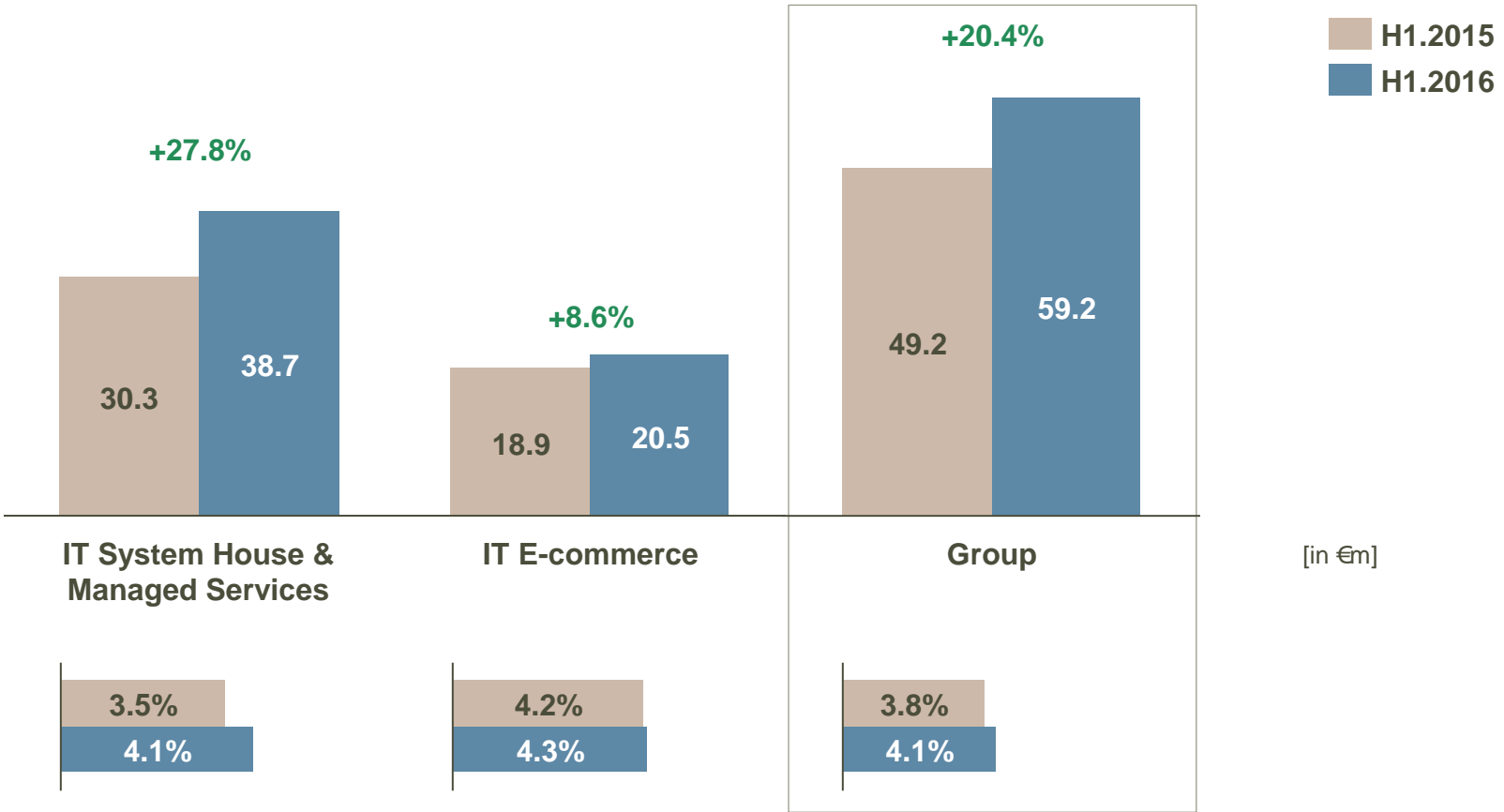
Gross margin remains high—particularly strong in Q2.

EBIT by Business Segment and Consolidated.



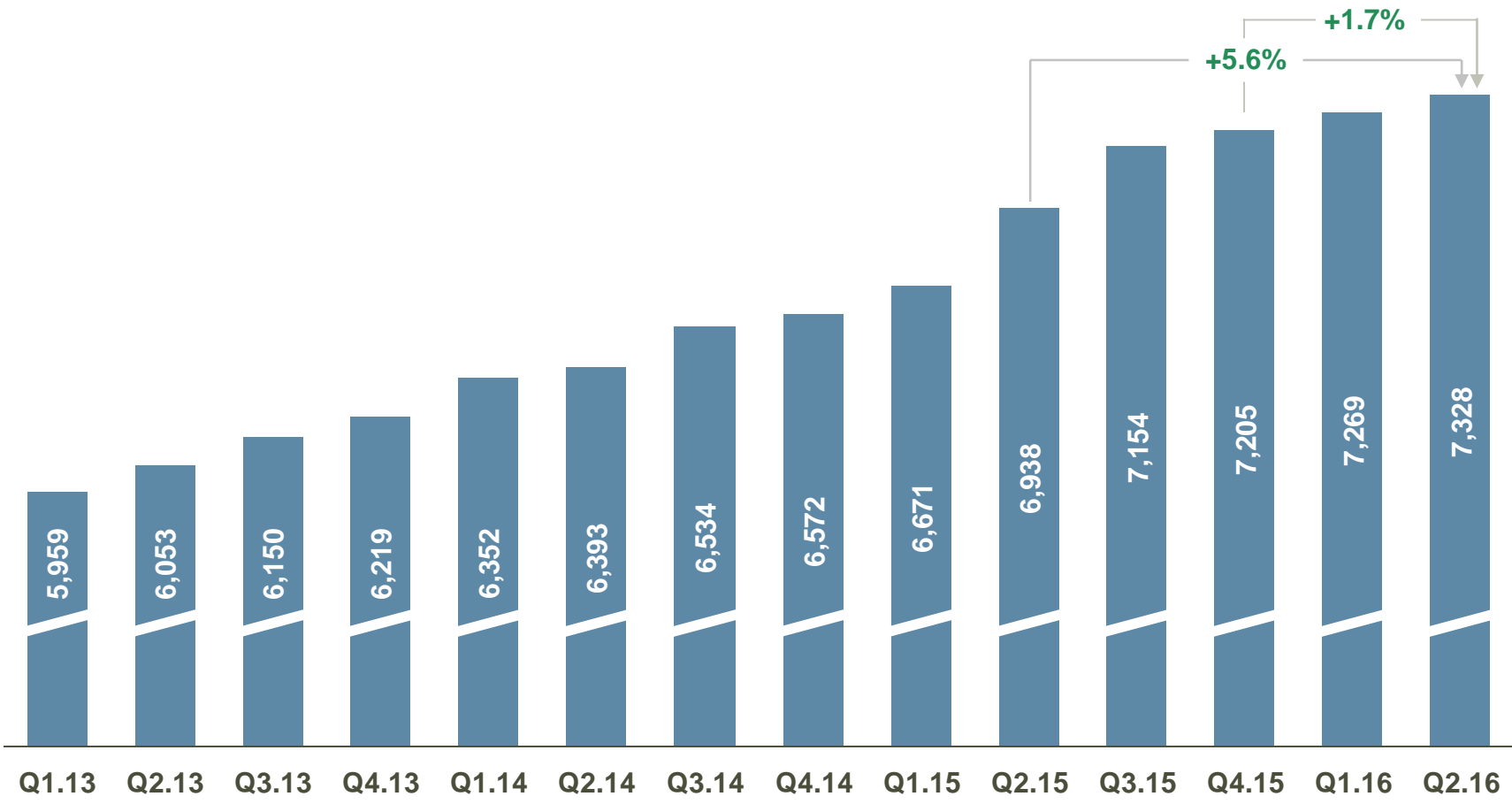
Significant increase in earnings in the IT System House & Managed Services segment in Q2.

EBIT by Business Segment and Consolidated.



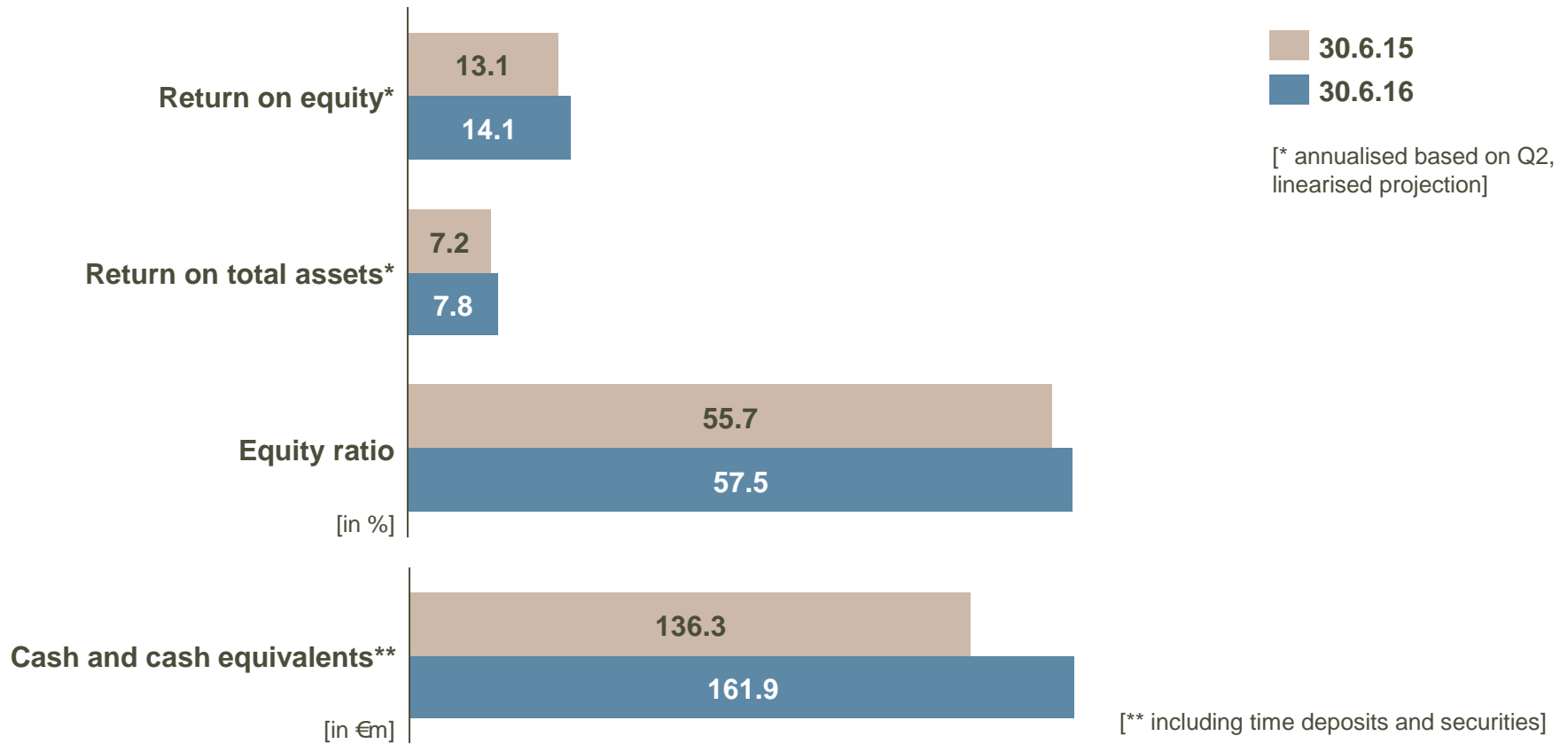
Considerable increase in earnings within the group in the first half-year.

Employees.



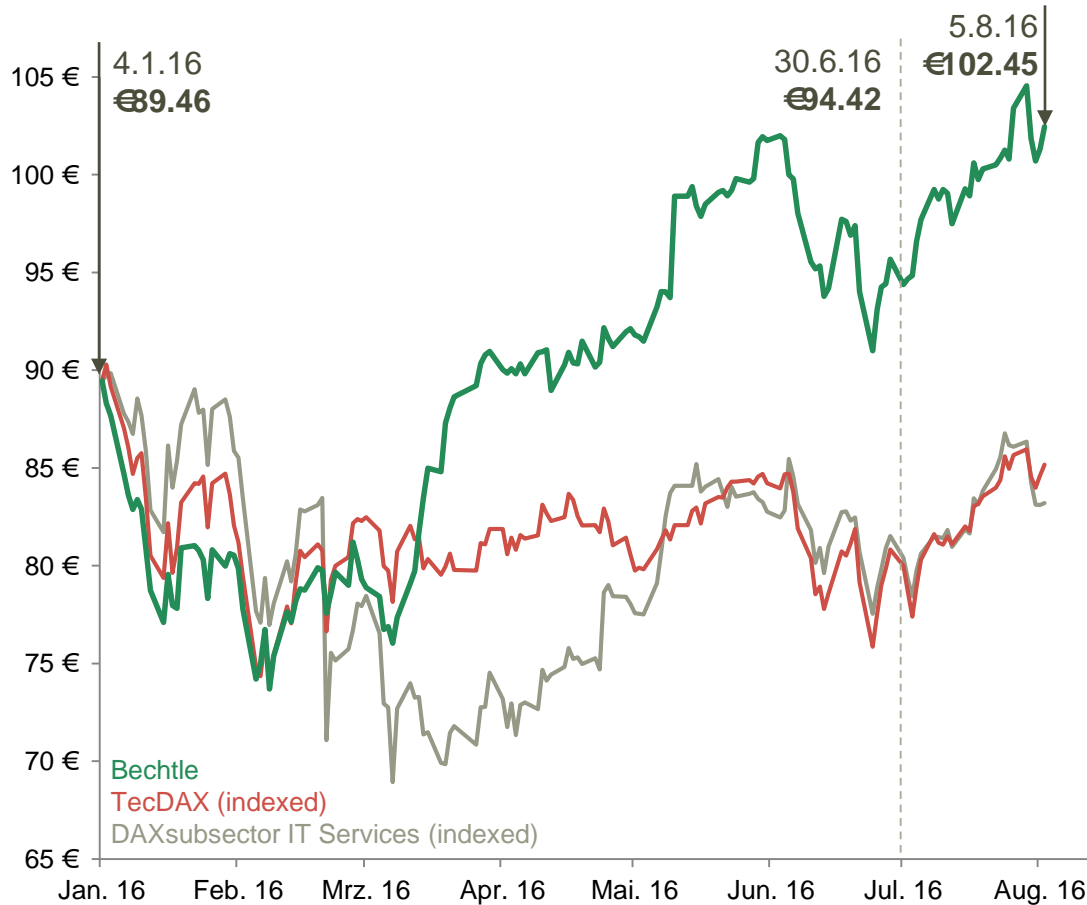
Moderate increase in number of employees.

Key Financial Figures.



Return on equity and assets, equity ratio and liquidity improved over previous year.

The Bechtle Share.



Market Figures (5.8.16)

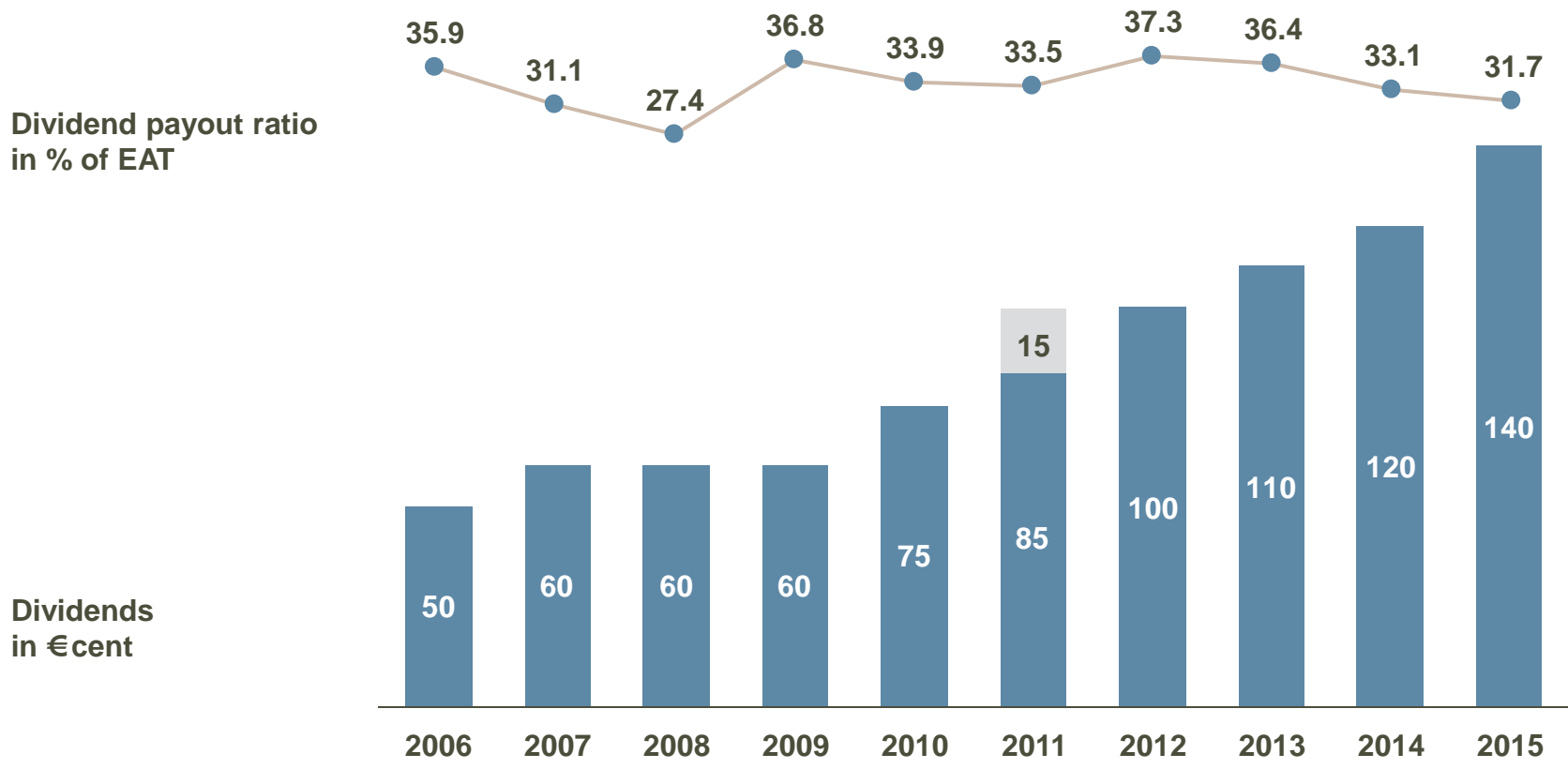
Market capitalisation €2,151m

Performance (ytd)

- Bechtle +14.5%
- DAX +0.8%
- TecDAX -4.8%
- DAXsubsector IT Services -7.0%

Bechtle share tops €100 for the first time.

Dividends.



Dividend raised over 16%—sixth increase in a row.

Bechtle Company News.

Acquisition of Steffen Informatik, Switzerland.

- 120 employees at 5 locations.
- Revenue of 35 million Swiss francs.
- Established in 1989.



Bechtle Company News.

New Supervisory Board Member.

- Sandra Stegmann joins Bechtle Supervisory Board in June 2016.
- In-depth knowledge of the industry.
- Expert in technology, commerce and strategy.



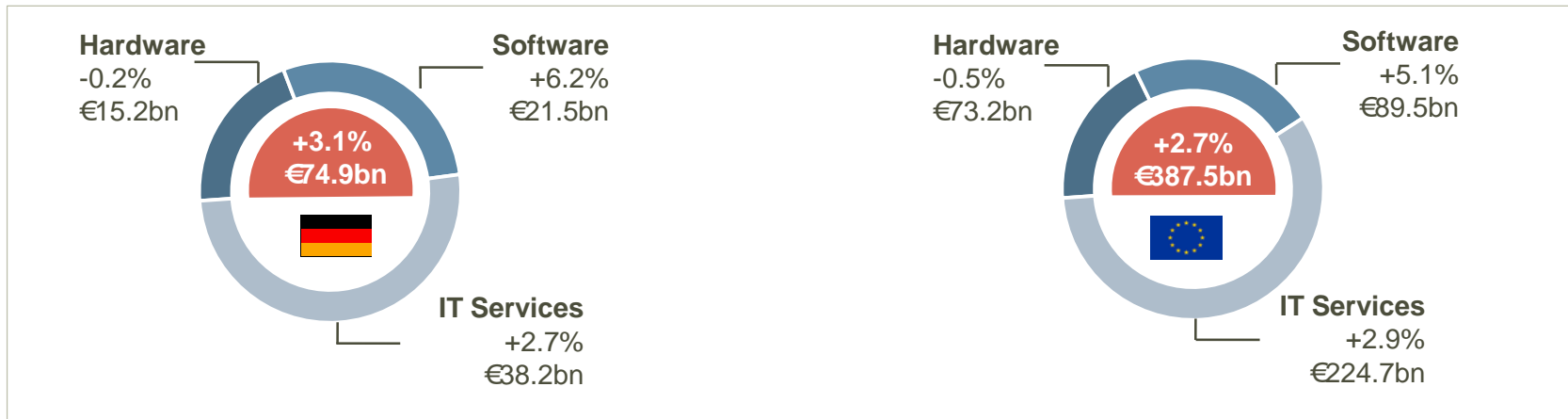
Bechtle Company News.



Relocation of Bechtle DC.

- Bechtle to move its Data Centre to e-shelter in Frankfurt.
- New technical foundation for a growing cloud portfolio.

The IT Industry in 2016



Source: EITO, July 2016

- Decline in momentum compared to previous year.
- DE: +3.1% (2015: +3.5%), EU: +2.7% (2015: +3.6%).
- Hardware expected to decline slightly.
- As in previous years, software and services remain the driving growth factors.

Industry institutes expect a robust year for IT.

Forecast.

2016 Fiscal Year

Revenue.

- Strong growth compared to previous year.
- IT System House: Ongoing expansion of the solutions and service business.
- IT E-commerce: Retain excellent competitive position.

Earnings.

- Strong growth compared to previous year.

Employees.

- Additional moderate growth beyond acquisitions.

Forecast unchanged—Q3 remains to be seen.

Any questions?



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