



BECHTLE

Bechtle AG

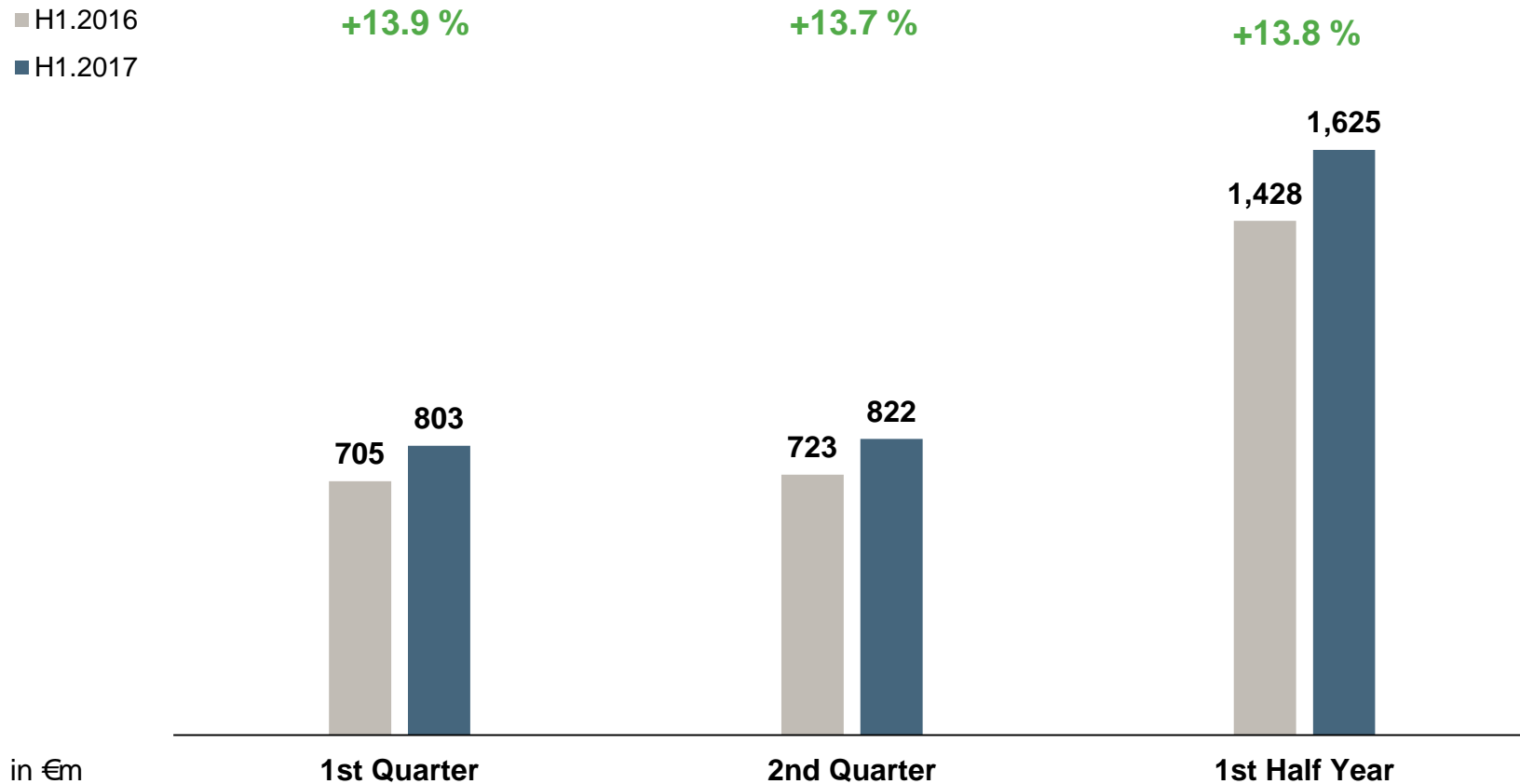
2nd Quarter 2017

Neckarsulm | 10 August 2017

Content.

1. Business Development
2. Shares and Dividends
3. Company News
4. Forecast for 2017

Revenue – Growth rate remains steady in Q2.



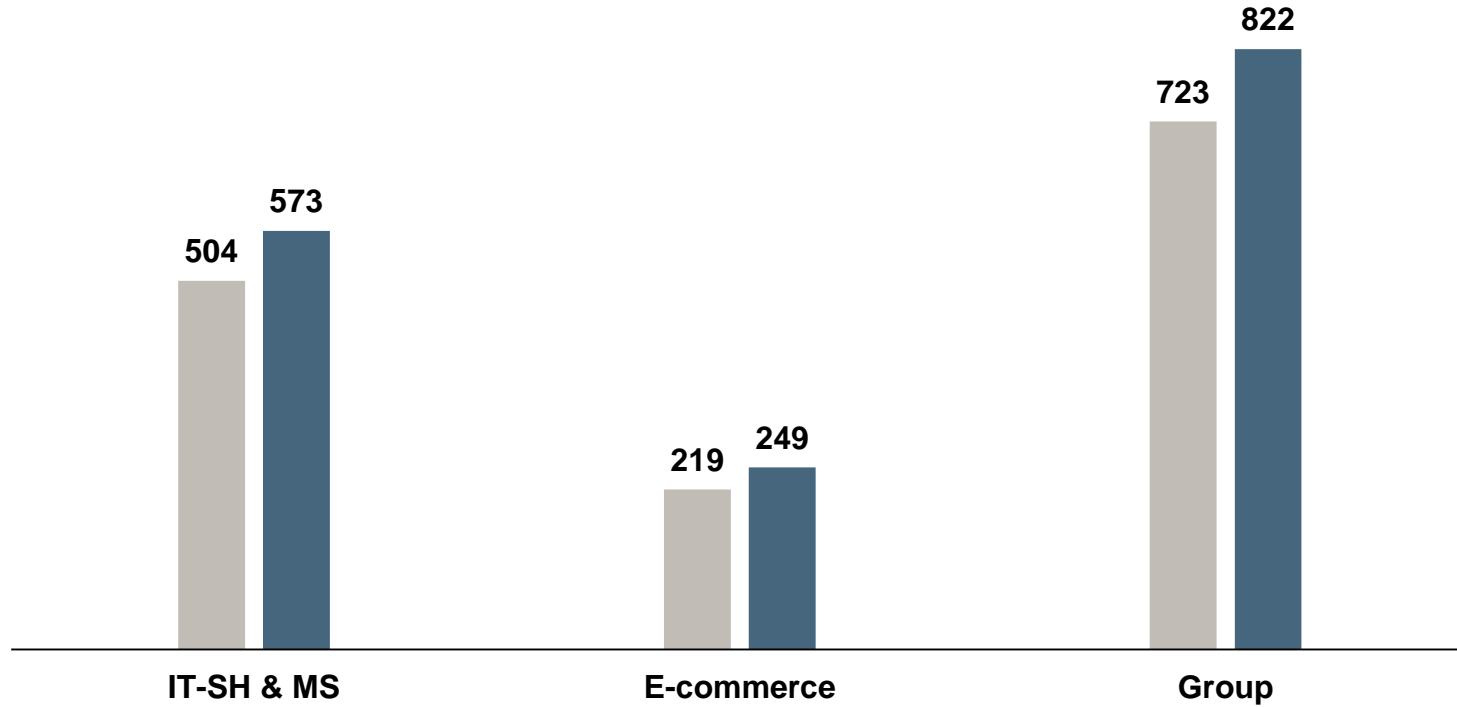
Revenue – Even growth in both segments.

■ Q2.2016
■ Q2.2017

+13.6 %

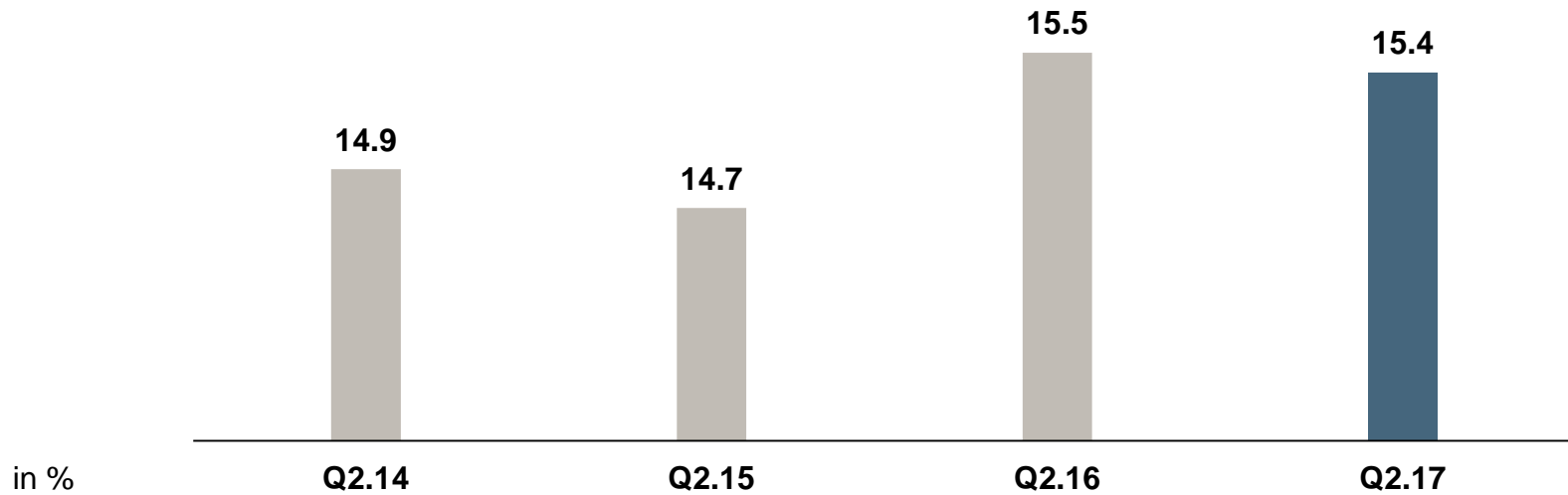
+13.9 %

+13.7 %



in €m

Gross margin remains consistently high.



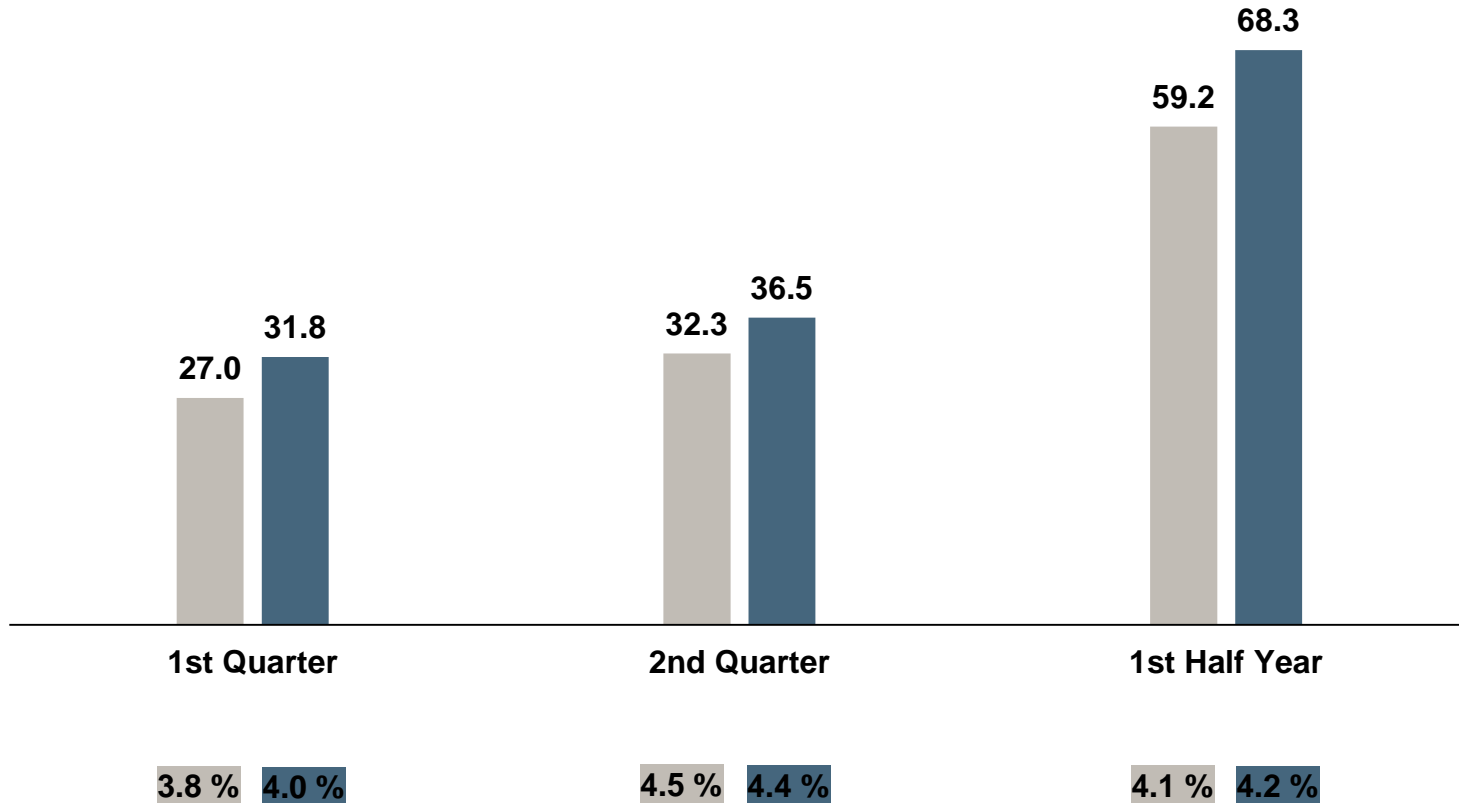
EBIT shows double-digit growth.

■ H1.2016
■ H1.2017

+18.1 %

+13.2 %

+15.4 %



in €m

1st Quarter

2nd Quarter

1st Half Year

Margin

3.8 % 4.0 %

4.5 % 4.4 %

4.1 % 4.2 %

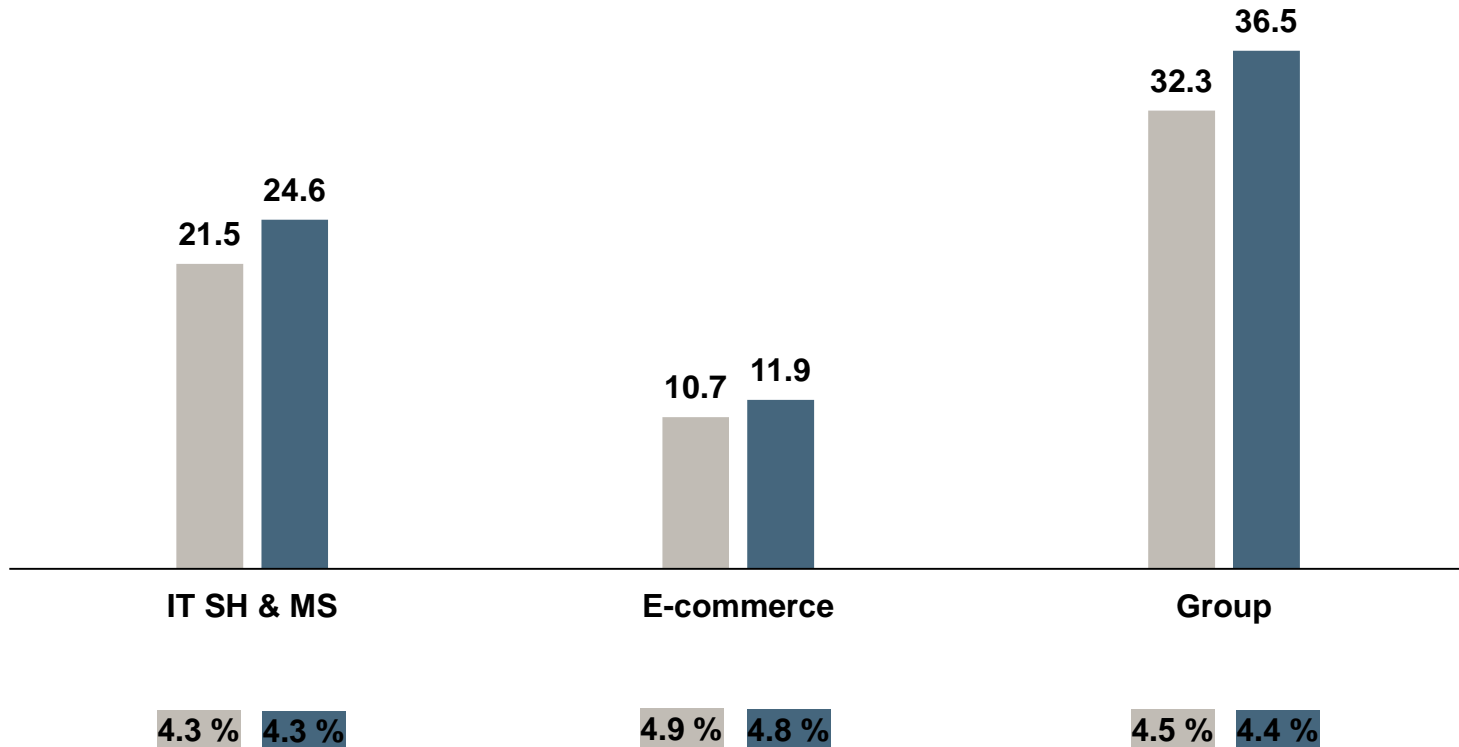
EBIT – Both segments show clear increase year on year.

■ Q2.2016
■ Q2.2017

+14.2 %

+11.0 %

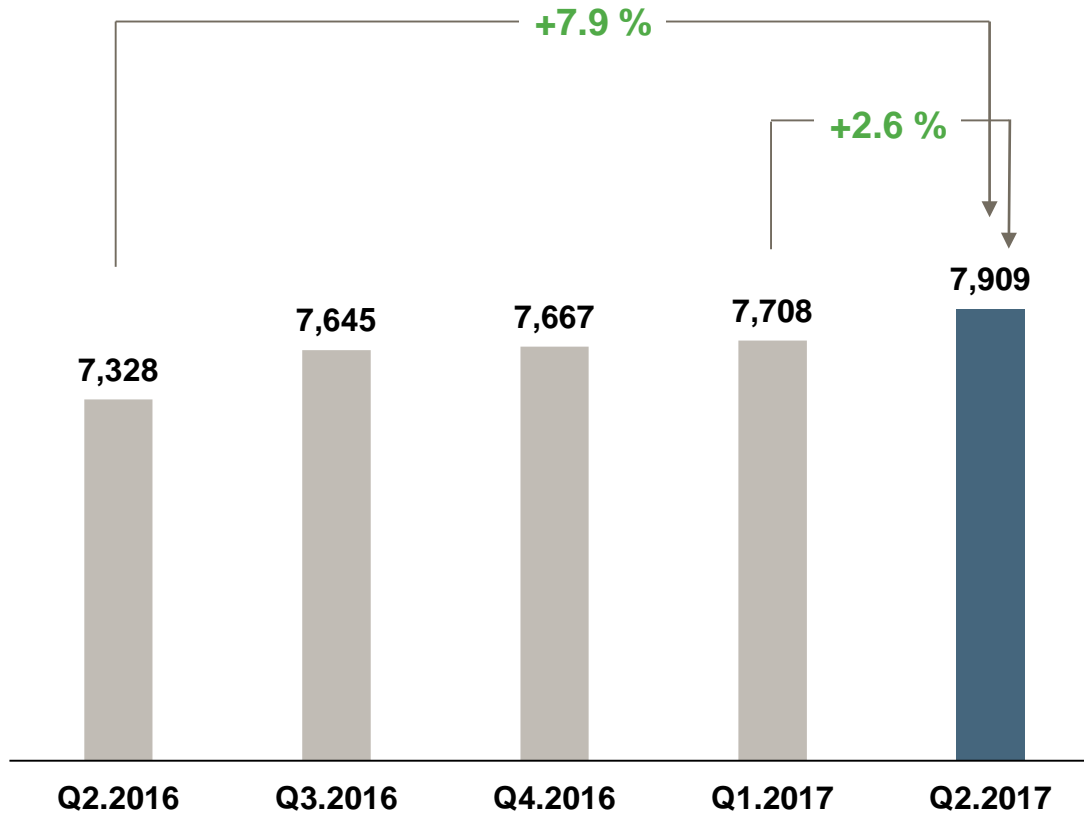
+13.2 %



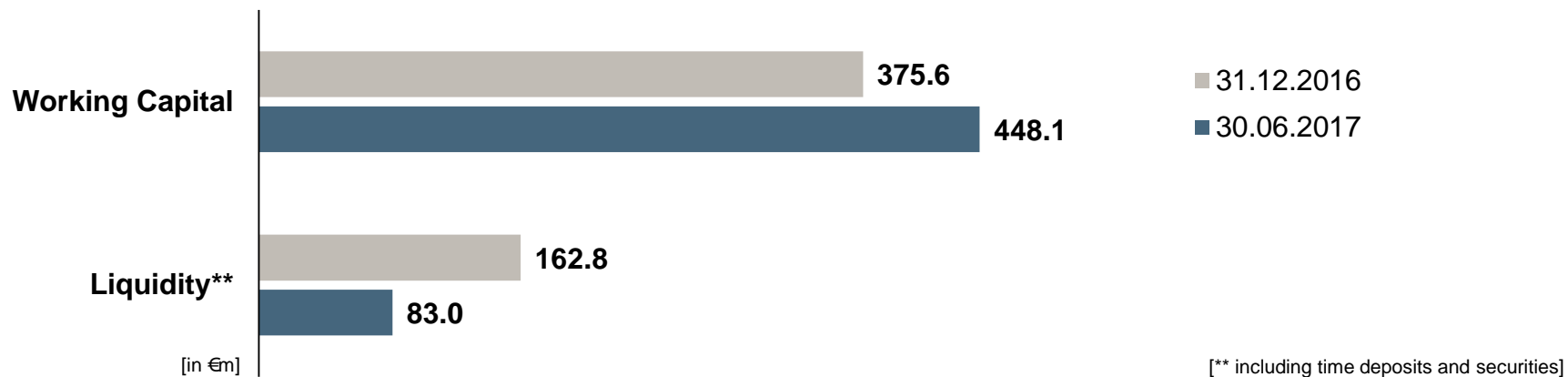
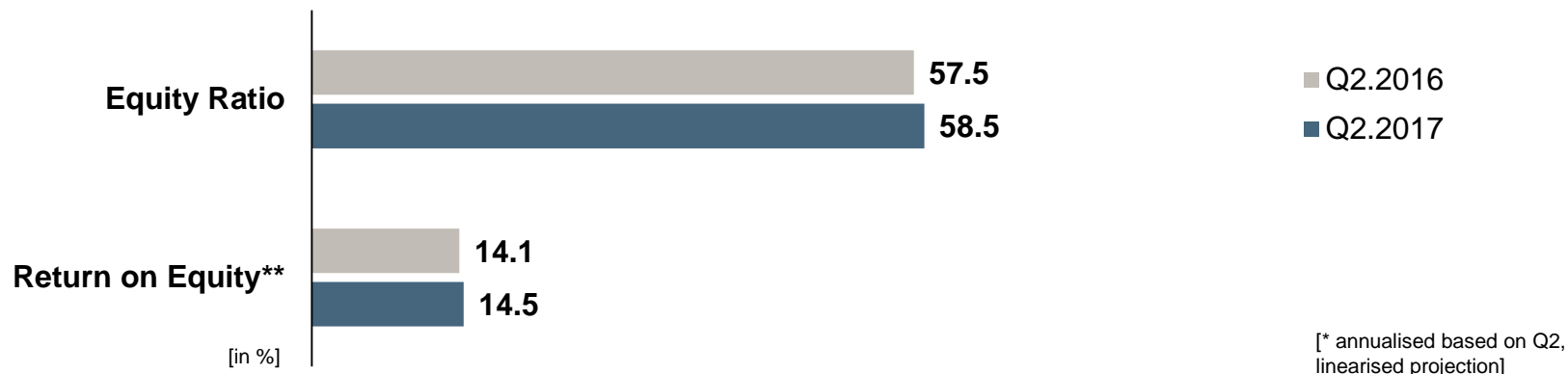
in €m

Margin

Workforce continues to show growth.



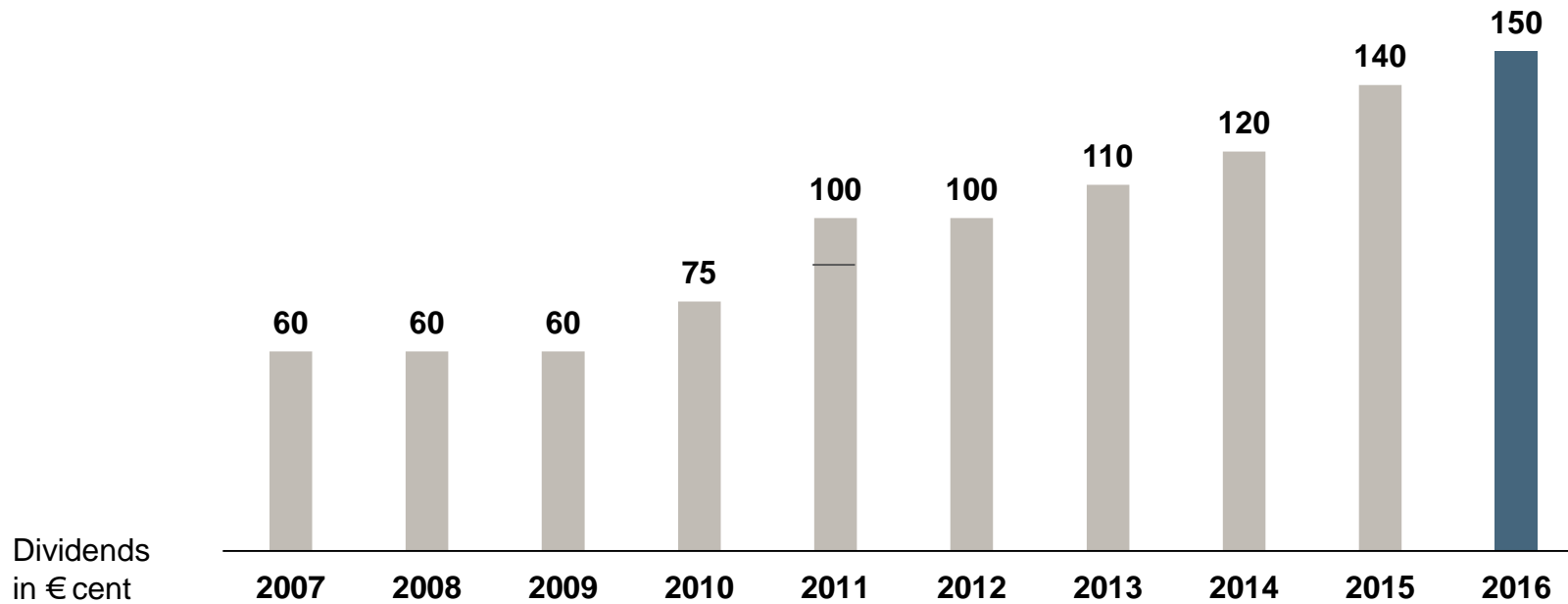
Key Financial Figures.



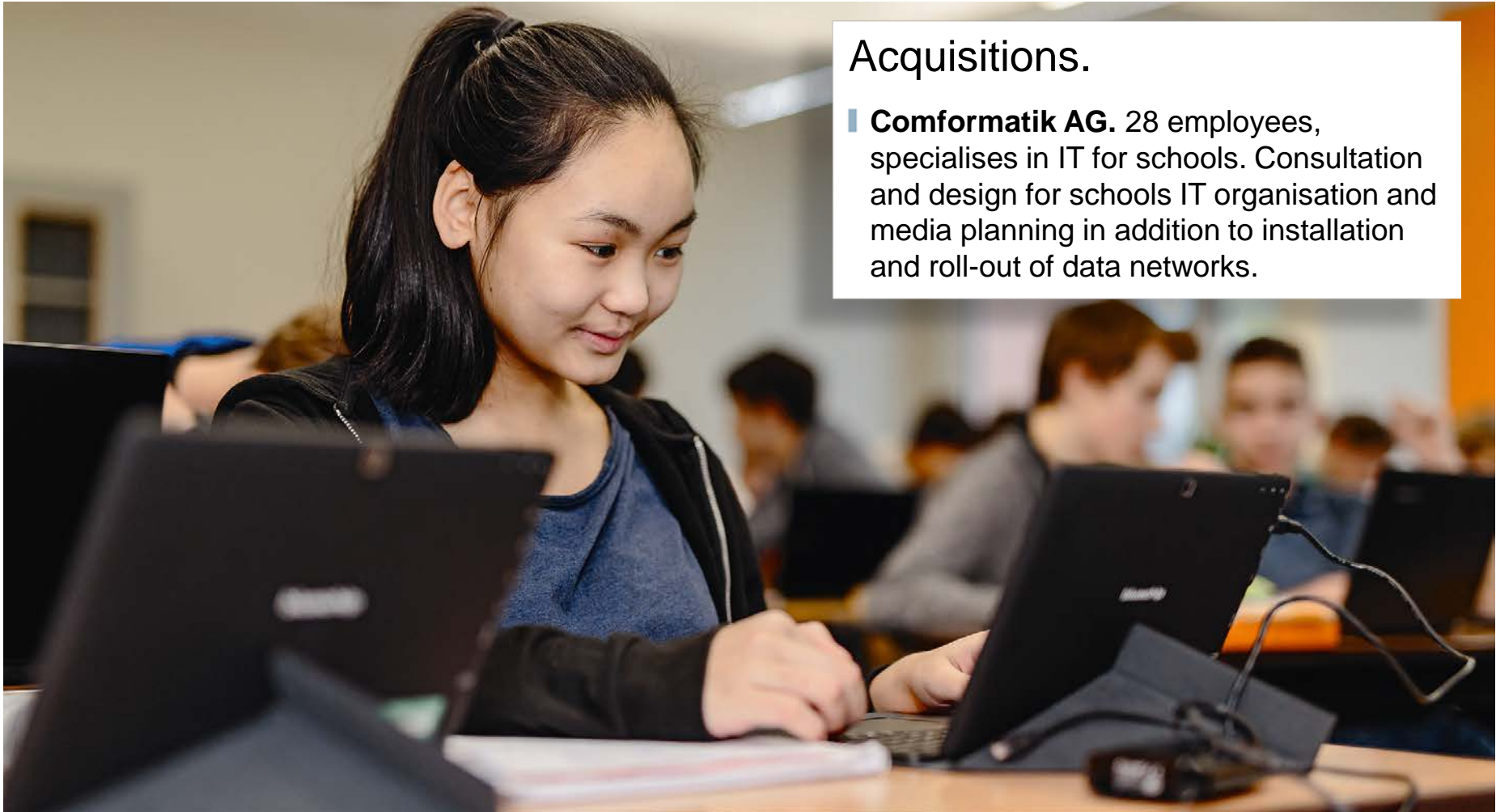
Marked rise in share price after capital increase.



Seventh dividend increase in succession.



Bechtle Company News.



Acquisitions.

- **Comformatik AG.** 28 employees, specialises in IT for schools. Consultation and design for schools IT organisation and media planning in addition to installation and roll-out of data networks.

Bechtle Company News.

Bechtle Clouds.

- Planned Clouds platform start 01.07.2017
- Core business—multi-cloud service provider
- Developing cloud portfolio through partner agreement with ServiceNow.

Bechtle Company News.



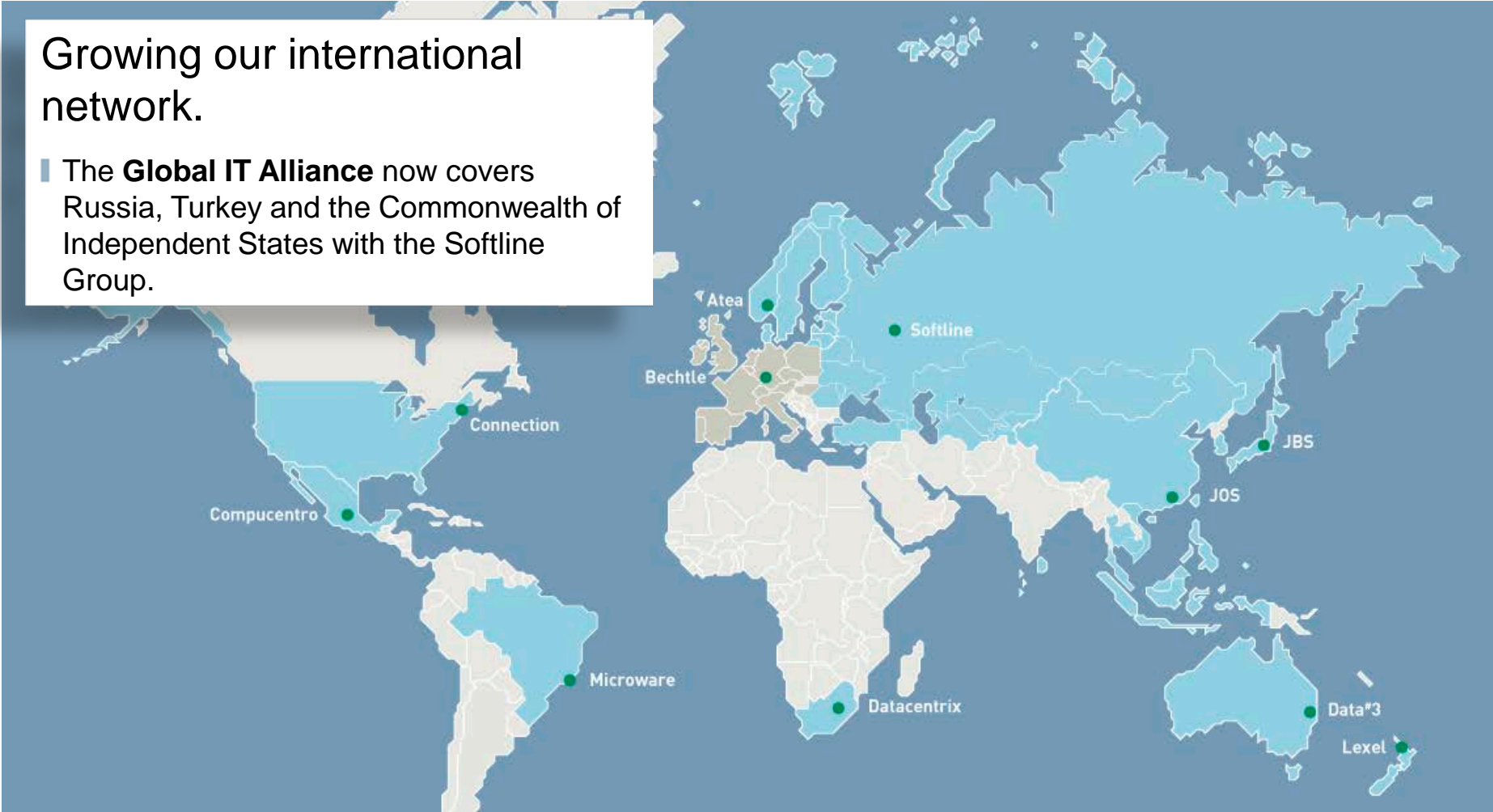
Successful bids.

- **NATO:** 45m euros, 5 years, from 2017
- **Dataport:** 68m euros, 4 years, from 2018
- **Dutch Ministry of the Interior:** 248m euros, 4 years, from 2017

Bechtle Company News.

Growing our international network.

- The **Global IT Alliance** now covers Russia, Turkey and the Commonwealth of Independent States with the Softline Group.



Bechtle Company News.



3D printing demo centre.

- The first of just three certified partners in Germany.
- HP Jet Fusion 3D 4200 print technology.
- Prototype construction and batch production.

Outlook 2017 – Executive Board affirms forecast.

Economic conditions.

- Overall mood positive.
- Uncertainty on the manufacturer side.
- Only slight decline in market dynamics compared to prior year.
- Various internal strategic projects to safeguard the future.

Objectives.

- IT System House: continue to expand solutions and service business.
- IT E-commerce: retain excellent competitive position.

Revenue and earnings.

- Significant growth compared to previous year.

Any questions?

Learn more at
bechtle.com

