Bechtle AG
Analysts’ Conference 2016.

Welcome.
Frankfurt | 16 March 2016
Agenda.

1. Economic conditions in 2015
4. Shares and dividends
5. Forecast for 2016
Slight decline in momentum in Germany compared to previous year: +3.8% (2014: +4.0%).

Software remains a growth catalyst.

Faster growth in the EU: +3.6% (2014: +2.8%).

Hardware is strongest segment despite a decline projected in early 2015.

We’re looking back at a good year in IT, with all segments growing.
Bechtle Company News.
2015/2016

Acquisitions.

- Modus Consult AG, Gütersloh: ERP, DMS, BI and collaboration solutions
- Tritec GmbH, Künzelsau: IT system house
- CSS AG, Berlin: leasing, structured financing
Newly Founded Companies.

- Bechtle Public Belgium NV in Brussels
- System house office in Saarbrücken: a branch of Bechtle’s IT system house Mannheim
Bechtle Company News.
2015/2016

Market Leader.
- Ranked number one among Germany’s largest IT system houses (ChannelPartner and Computerwoche).
- Multiple Partner of the Year 2015 awards
Global IT Alliance.

- Japan Business Systems, Tokyo (Japan)
- Datacentrix, Midrand (South Africa)
- Jardine One Solution, Hong Kong (China, Macau, Malaysia, Singapore)
- Compucentro, Mexico City (Mexico)
- Microware, Sao Paulo (Brazil)
- Data#3 Limited, Brisbane (Australia)
Bechtle Company News.
2015/2016

The Future.

- Expansion of our logistics hub to 25,000 m² by the end of the year
- Digitisation: Pick-by-vision (smart glasses), cooperation with SAP
The Brand.

- Bechtle brand campaign launched in 2016
- Marketed internally and externally
Our People.

- 140 vocational trainees and university students join Bechtle for a total of 473 young people in training
- 7,205 employees – 633 new employees, including 400 new hires
Sustainable Growth. All Sights Locked on Vision 2020

EBT in €m

Employees

Revenue in €m

5% margin

10,000 employees

€5bn in revenue

Vision 2020
Group Revenue Development. 2015 vs. 2014 by Quarter

Group revenues almost €250m (10%) higher than previous year.
Revenue Development.
2015 vs. 2014 by Business Segment

IT E-commerce
- 2014: 2,580
- 2015: 2,831
  +9.7%

IT SH & MS
- 2014: 1,727
- 2015: 1,889
  +9.4%

Growth supported by both business segments.
Revenue Development.
2015 vs. 2014 by Region

Outside Germany

Germany

German system houses and European e-commerce companies particularly strong.
Stable gross margin underscores sound business model.
Earnings Development (EBIT).
2015 vs. 2014 by Quarter

EBIT €21m (approx. 20%) above 2014; excellent Q4 boosted by extraordinary items.
Earnings Development (EBIT). 2015 vs. 2014 by Business Segment

Significant increase in profitability in both business segments.

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<tbody>
<tr>
<td>IT System House &amp; Managed Services</td>
<td>68.9</td>
<td>80.3</td>
<td>4.0%</td>
<td>4.2%</td>
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<tr>
<td>E-Commerce</td>
<td>39.6</td>
<td>49.2</td>
<td>4.6%</td>
<td>5.2%</td>
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<tr>
<td>Total</td>
<td>108.5</td>
<td>129.5</td>
<td>4.2%</td>
<td>4.6%</td>
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[EBIT margin]
Group EBT Margin. Development since 2009

EBT margin at record high, approaching our target margin of 5%.
Group Employee Development.
By Quarter

Our workforce grew dynamically in the reporting year.

16/03/2016 | Bechtle AG | Fiscal Year 2015
Employee Development.
2015 vs. 2014 by Business Segment

IT E-commerce
- 2014: 6.572
- 2015: 7.205
- Increase: +9.6%

IT SH & MS
- 2014: 5.164
- 2015: 5.766
- Increase: +11.7%

Increase in workforce affects primarily our service business—IT solutions skills strengthened.
Key Financial Figures.
2015 vs. 2014

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<th>2014</th>
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<td>Return on equity</td>
<td>15,6</td>
<td>17,2</td>
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<tr>
<td>Return on total assets</td>
<td>8,9</td>
<td>9,5</td>
</tr>
<tr>
<td>Cash and cash equivalents*</td>
<td>156,0</td>
<td>206,7</td>
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<td>Working capital</td>
<td>291,3</td>
<td>294,9</td>
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*including time deposits and securities

High returns – good liquidity – ROCE climbs to 23.7%.
The Bechtle Share.

Performance

Outstanding performance in 2015.

Market Figures (30.12.15)

Market capitalisation 1,849 million euros

Performance (ytd)

- Bechtle +34.1%
- DAX +10.0%
- TecDAX +32.5%
- DAXsubsector IT Services +35.8%

Outstanding performance in 2015.
Dividend Policy.
Continuity

Dividends in € cent

50    60    60    60    75    85    100   110   120   140

* AGM proposal

Dividend raised over 16%—sixth increase in a row.
Decline in momentum compared to previous year.

- DE: +3.0% (2015: +3.8%), EU: +2.4% (2015: +3.6%).
- Hardware growth expected to be meagre (DE) or negative (EU).
- 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.

Strong start to the year substantiates our expectations.