Q3 AND 9M FY2013

Bechtle AG
Neckarsulm, 14 November 2013
AGENDA.

- Economic Conditions
- Corporate Development
- Bechtle Share
- News and Updates
- Forecast for 2013
GENERAL CONDITIONS.
Q3 2013

Macroeconomy.

- General economic downturn in EU halted, but development still slow. GDP growth in Bechtle countries fluctuating between −0.1 % and +0.7 %.
- Economic growth in Germany slowing; GDP increased by 0.3 % in Q3 after growth of 0.7 % in Q2.

Sector.

- PC sales down by 13 % in Western Europe.
- Positive shift in economic sentiment in the IT sector in Q3.
- In particular, forecasts for the next three months are much more upbeat.

Conclusion.

- Bechtle has shown above-average market growth, also in comparison with the overall market situation.
- The domestic German market is once again the driving economic force.
Excellent revenue growth in Q3.
REVENUE DEVELOPMENT.
By region: Q3 2013 vs. Q3 2012

Significant upwards economic trend in German domestic market.
### REVENUE DEVELOPMENT.
By segment: Q3 2013 vs. Q3 2012

#### By Segment:

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q3 2012</th>
<th>Q3 2013</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT system house &amp; managed services</td>
<td>336</td>
<td>385</td>
<td>+14.6 %</td>
</tr>
<tr>
<td>IT e-commerce</td>
<td>166</td>
<td>174</td>
<td>+4.9 %</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>502</td>
<td>559</td>
<td>+11.4 %</td>
</tr>
</tbody>
</table>

[€ m.]

**German system houses drive growth (+16.7 %).**
GROUP GROSS MARGIN.
Development since Q1 2010

High gross margin in Q3, above previous year's margin.
System house EBIT increases notably. E-commerce margin favourable.
EBIT shows solid growth over previous year's.
GROUP HR DEVELOPMENT.
Since Q1 2010

Employment growth has slowed since Q3 2012.
Further Success in Public Sector Division

- Bechtle won the tender for the German Bundeswehr again and was able to sign a contract with Dataport for the second time in a row.

- Following the recent mobile equipment contract, Bechtle has now also won the European Commission inter-institutional tender. The contract is worth around 112 million euros in total.

Acquisitions.

- Bechtle has expanded its market presence in Austria with the acquisition of the Vienna-based Sitexs-Databusiness IT-Solutions GmbH, a leading IT systems integrator and security specialist.
Personnel.

- Citing personal reasons, Klaus Winkler stepped down as Chairman of the Supervisory Board on 31 October. Gerhard Schick will take his place.

High Number of Trainees.

- In Germany, the percentage of trainees entering the market rose to a healthy high of 9.4 %. As of 30.09.13, Bechtle employed 480 young apprentices, 434 of them in Germany.
Cloud Computing.

- Bechtle launched Bechtle Secure Cloudshare, a secure business-class file-sharing platform, as an alternative to popular cloud services.
- Citrix names Bechtle Cloud Advisor.
- As of July 2013, Bechtle is the first German system house to partner with Microsoft to offer businesses a private cloud model.
- To date, nearly 60 customers use cloud solutions from Bechtle.
Development of IT Market in D-A-CH Region in 2013:

- In total, the market is projected to grow +1.9 % to €89.7 bn (PY: +3.4 %).
- Hardware sales are in decline at -3.2 %, while IT services are projected to grow by +2.4 %.
- At +5.0 %, software is a growth catalyst.

Estimated growth has been lowered.
FORECAST.
Financial year 2013

Revenue.
- Bechtle will generate a significant increase in revenue in the single-digit range.
- Significant revenues from the EU tender will only appear in the Q4 reporting period at the earliest.
- Increased revenues also expected for Q4, however at a slower pace than Q3 due to an excellent Q4 FY2012.

Earnings.
- Noticeable increase of earnings over previous year's.
- The growth rate for Q4 will also not be able to match the same growth rate from Q4 FY2012 due to the strong year-end figures of the previous year.

Employees.
- More moderate growth compared to 2012, not including new employees through acquisitions.

Expansion.
- Acquisitions remain a part of our growth strategy.
Share reaches new all-time high.

Market Figures (12.11.2013)

- Market capitalisation: 1,050 million euros
- Performance:
  - Bechtle: 61.7%
  - DAX: 16.7%
  - TecDAX: 33.6%
  - DAX subsector IT Services: 55.4%
ANY QUESTIONS?
Contact:

Corporate Communications
Sabine Brand  Tel.: +49 7132 981-4115,  sabine.brand@bechtle.com

Investor Relations
Martin Link  Tel.: +49 7132 981-4149,  martin.link@bechtle.com