1ST QUARTER 2013

Bechtle AG
Neckarsulm, 14 May 2013
CONTENTS.

- General Conditions and Business Development Q1.2013
- Bechtle Share
- Dividends
- Economic Conditions for Entire Year
- Forecast for 2013
Macroeconomy.

- Sluggish economic development throughout EU. GDP growth in Bechtle countries fluctuating between -0.4% and +0.2%.
- Modest economic recovery in Germany; growth still remains low at +0.2%.

Sector.

- The IT sector experienced a seasonally muted Q1.
- Inconsistent development: hesitation regarding large projects, significant drop in PC sales.
  Nevertheless, sectoral indices expect an overall upwards trend.

Conclusion.

- Bechtle is showing steady growth despite unfavourable general economic conditions. The international economy is showing improvement. German customers still hesitant about larger service projects.
Revenue considerably above market average both abroad and domestically.
REVENUE DEVELOPMENT.

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q1.2012</th>
<th>Q1.2013</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT System House &amp; Managed Services</td>
<td>322</td>
<td>341</td>
<td>6.2%</td>
</tr>
<tr>
<td>IT E-Commerce</td>
<td>166</td>
<td>173</td>
<td>+3.9%</td>
</tr>
<tr>
<td>Total</td>
<td>488</td>
<td>514</td>
<td>+5.4%</td>
</tr>
</tbody>
</table>

[€ m.]

IT system house & managed services are growing disproportionately well in 2013.
EARNINGS DEVELOPMENT.

IT e-commerce shows good margin development.
Employee structure reflects strategic development.
EAT AND EPS.
Q1.2013 vs. Q1.2012

Q1 earnings substantially impacted by personnel costs.
SELECTED KEY FINANCIAL FIGURES.
31.3.13 vs. 31.12.12

Solid equity ratio of 58.4%. Overall liquidity greatly exceeds financial liabilities. Comfortable room for growth.

- **Equity**
  - 31.03.2013: €469.2 m.
  - Increase: +2.1%

- **Liquidity***
  - 31.03.2013: €151.4 m.
  - Increase: +3.6%

[€ m.]

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[* including time deposits and securities]
THE BECHTLE SHARE.
Performance

Stock price exhibits exceptional development in reporting period.
DIVIDEND POLICY.
Continuity

Earnings after taxes in € m

Dividends in € cent

Dividend yield: 2.8 %

1 AGM proposal
THE LATEST DEVELOPMENTS AT BECHTLE.
News and Updates for 2013

Expansion of Managed Services.

- Up to 50 IBM employees will be joining Bechtle On-Site Services. Portfolio of services provided at customer location will be further expanded.

Additional Support for Software Business.

- The acquisition of Viritim GmbH boosts expertise in Microsoft SharePoint and Exchange.

Regional Expansion in Switzerland.

- The acquisition of Sedna Informatik AG strengthens Bechtle's presence in the Bern economic zone.
  - Increased competency in virtualisation and IBM infrastructure.

Awards.

- More manufacturer awards than ever – including global and Europe-wide awards.
Development of IT market in DACH region in 2013:

- In total, the market is projected to grow + 2.6% to €90.3 bn (PY: + 3.6%).
- Of the three segments, hardware shows the weakest growth at 0.1%.
- At 4.9%, software is a growth catalyst.
- Growth expectations for 2013 already lowered at beginning of the year.
- Indices currently paint inconsistent picture.
FORECAST.
Financial Year 2013

Revenue.
- Growth in 2013 continuing at above-market-average rate, increasing our market share.
- Expansion of the solutions and service business.

Earnings.
- Profits are on the rise. Employees hired in 2012 ensure durable increase in efficiency.

Employees.
- More moderate growth compared to 2011, not including new employees through acquisition.

Expansion.
- Acquisitions to remain a part of our growth strategy.
- No new country markets planned for 2013. ARP set to expand to Belgium.
ANY QUESTIONS?
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