



BECHTLE

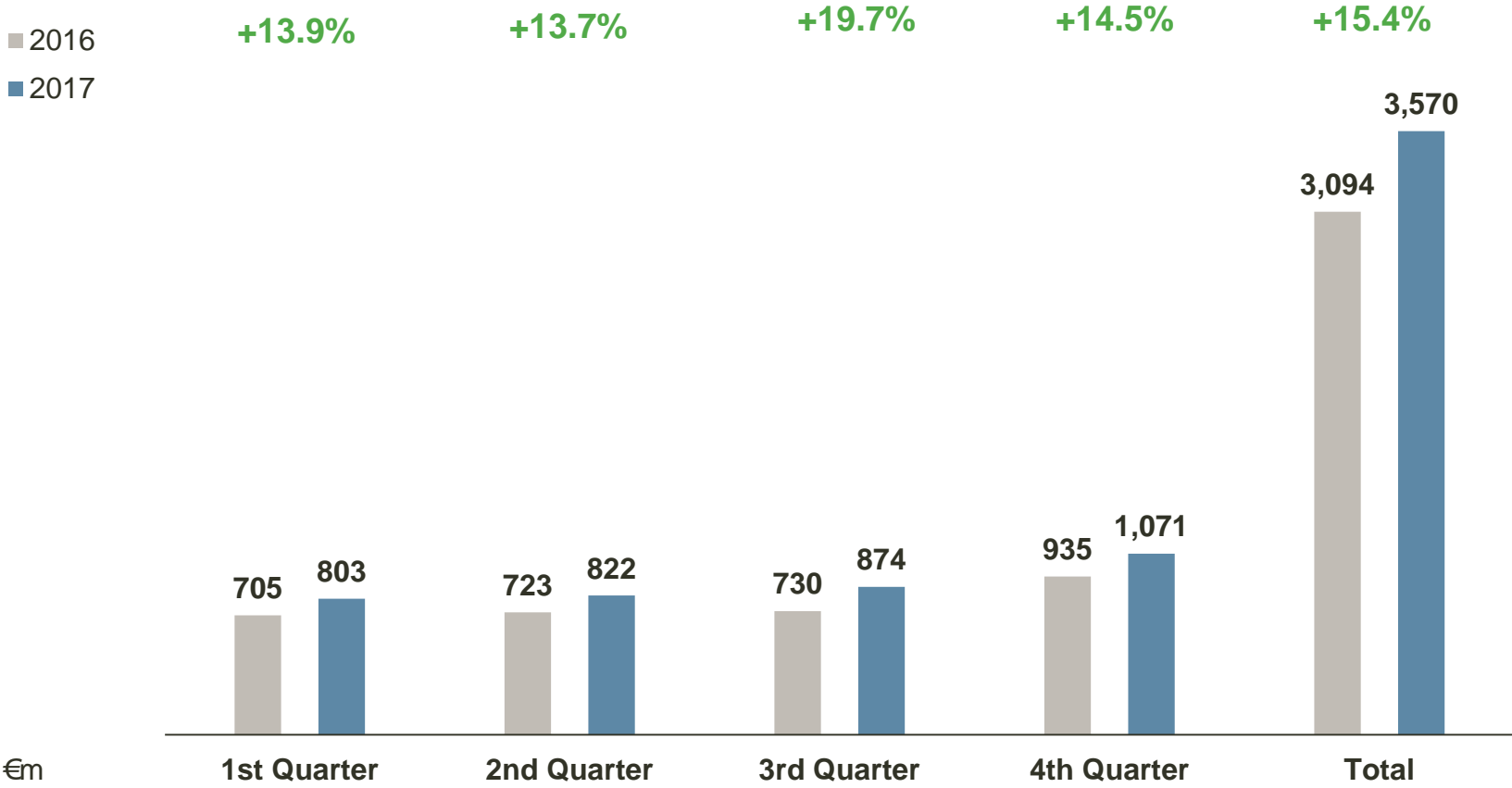
Bechtle AG Analyst Conference 2018

Welcome
Frankfurt | 16 March 2018

Table of Contents.

1. Business Performance 2017
2. Share and Dividend
3. Noteworthy Events at Bechtle
4. Outlook 2018

Revenue – High Growth in All Quarters.



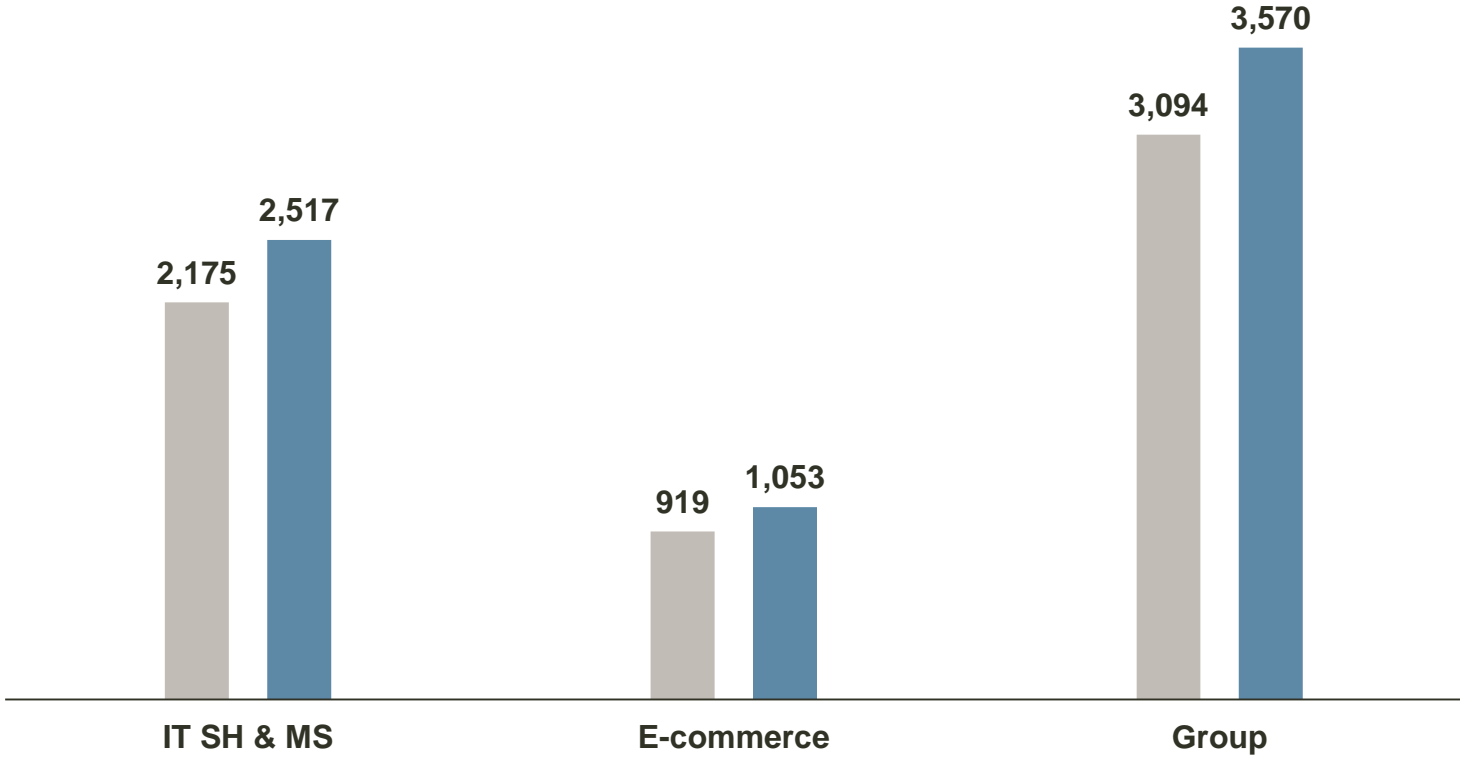
Revenue – Balanced Growth in Both Business Segments.

■ 2016
■ 2017

+15.7%

+14.6%

+15.4%



€m

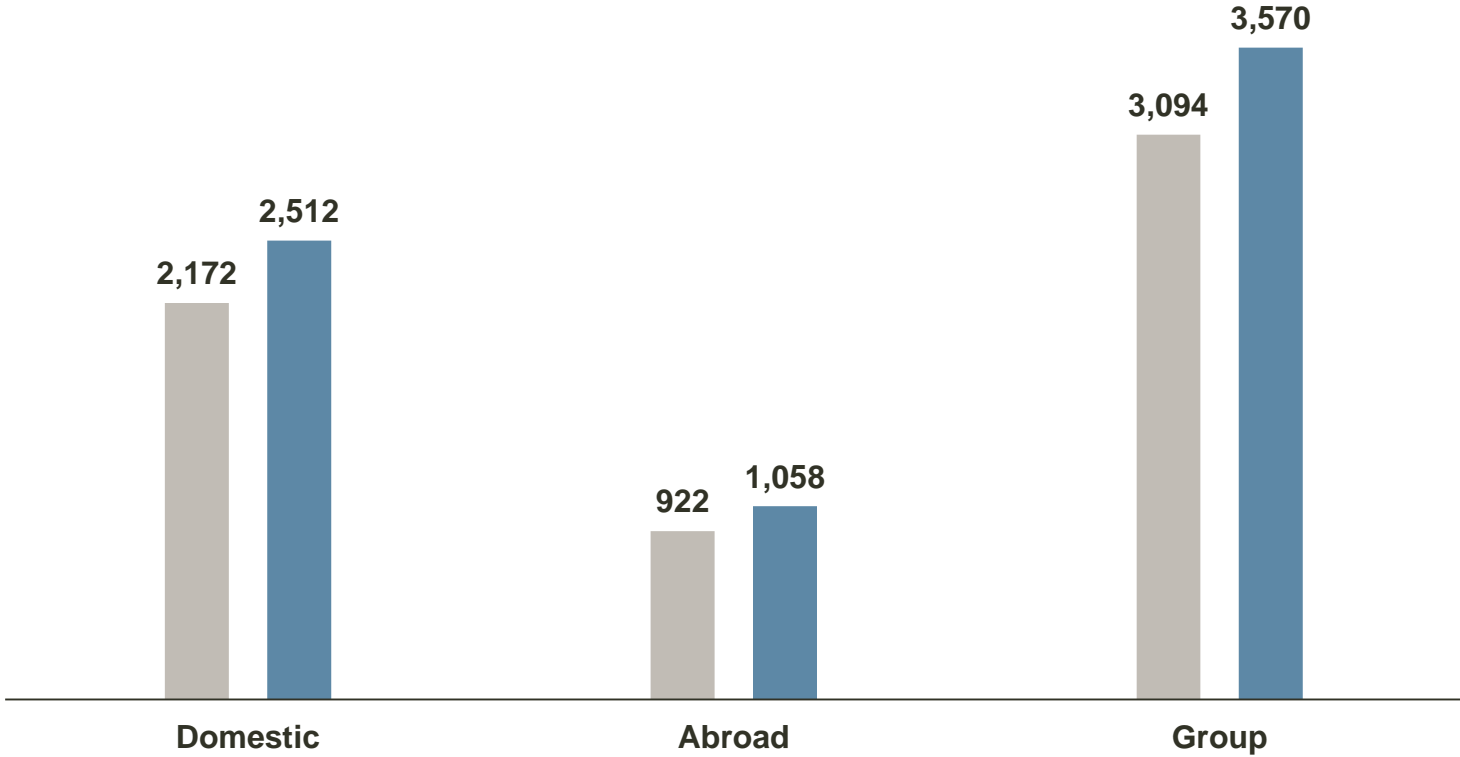
Revenue – Balanced Growth in the Regions.

■ 2016
■ 2017

+15.7%

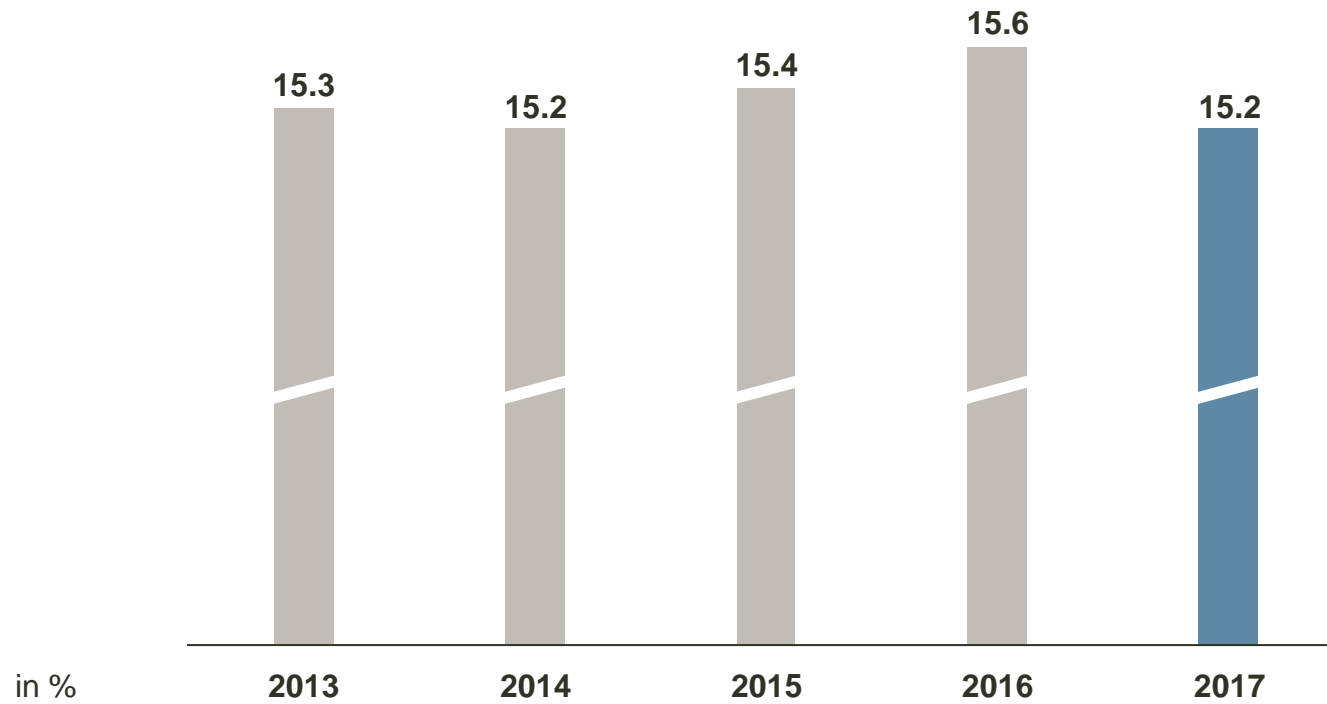
+14.7%

+15.4%

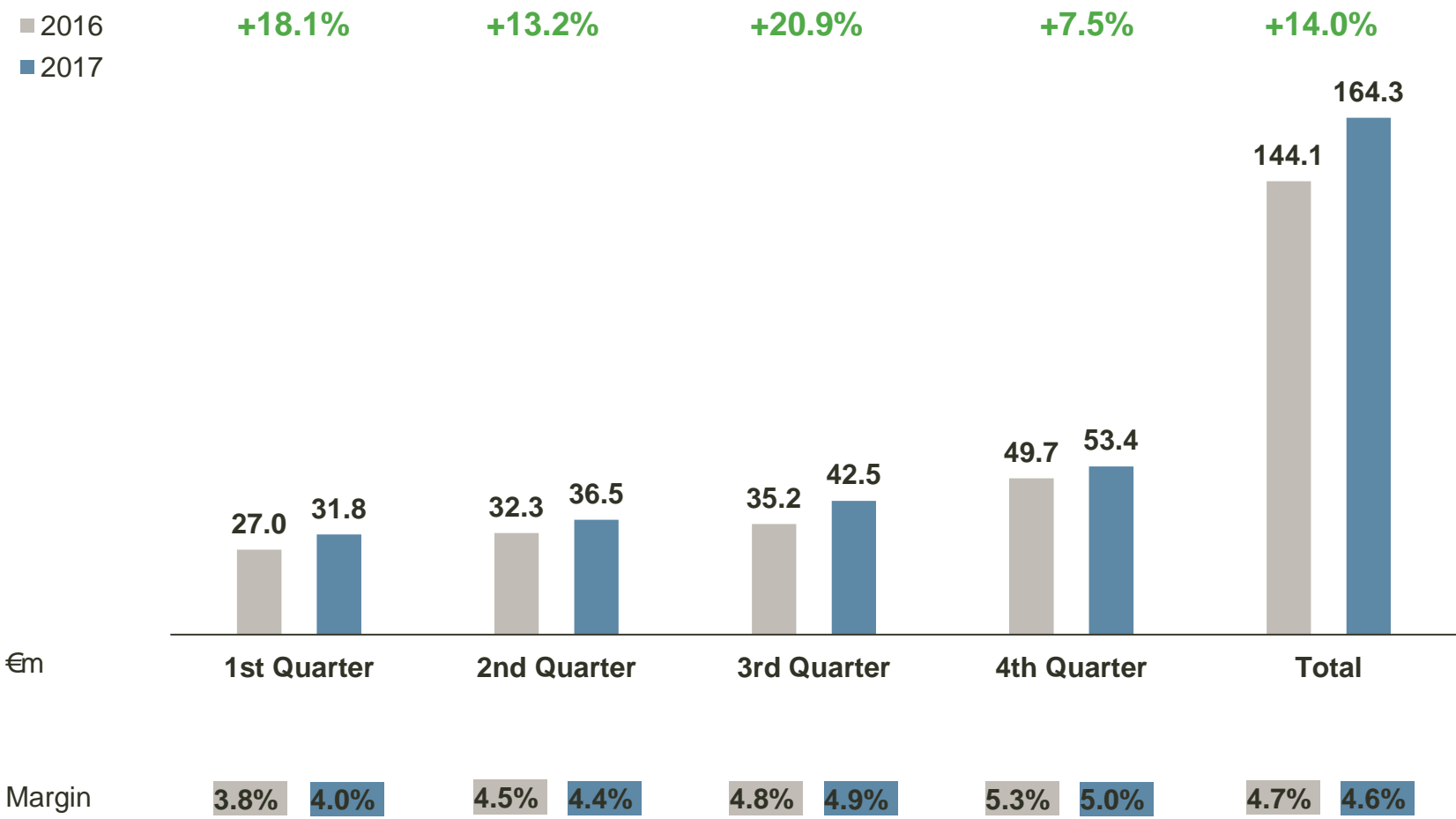


€m

Gross Margin – Remains at a High Level.

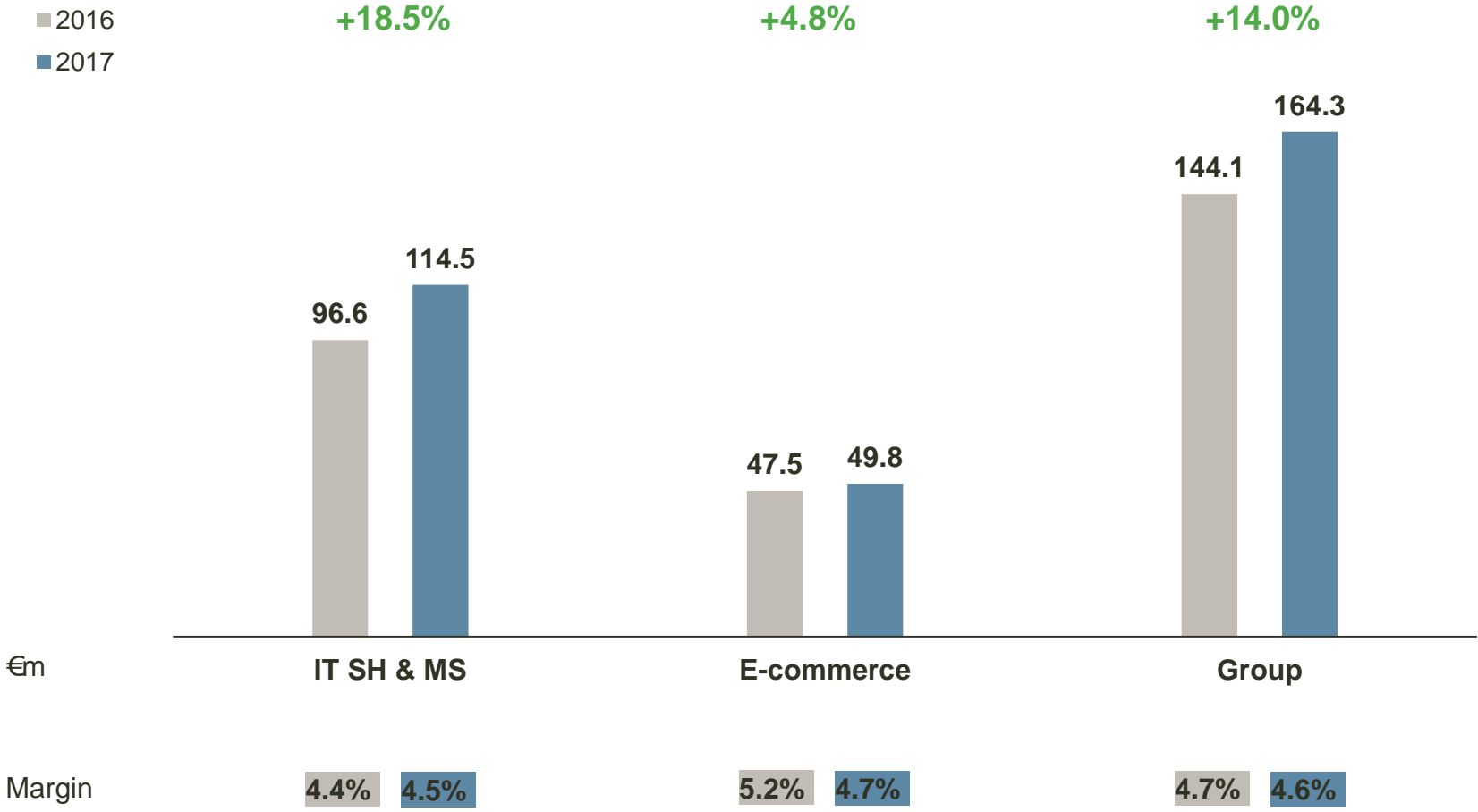


EBIT – Good Earnings Performance in All Quarters.

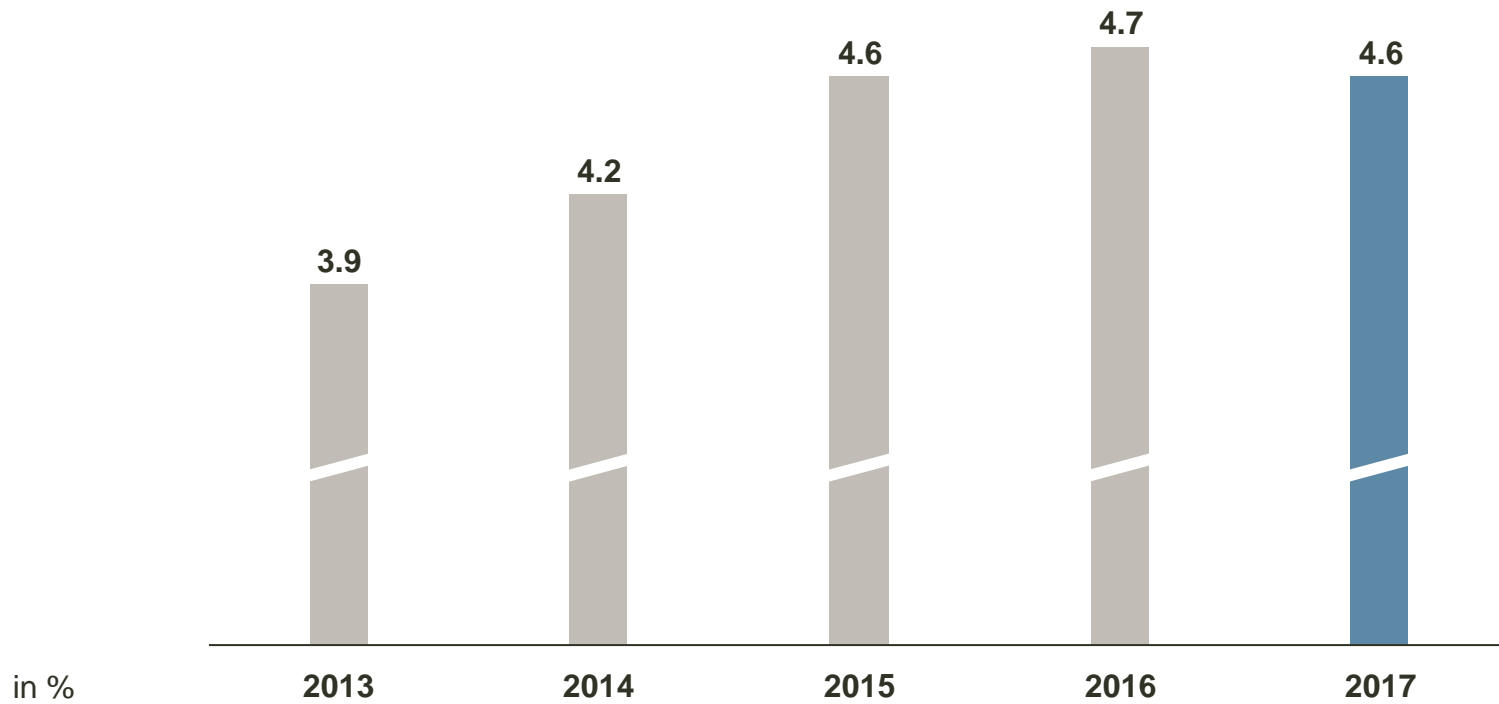


EBIT – E-Commerce Influenced by Positive Prior-Year Effect.

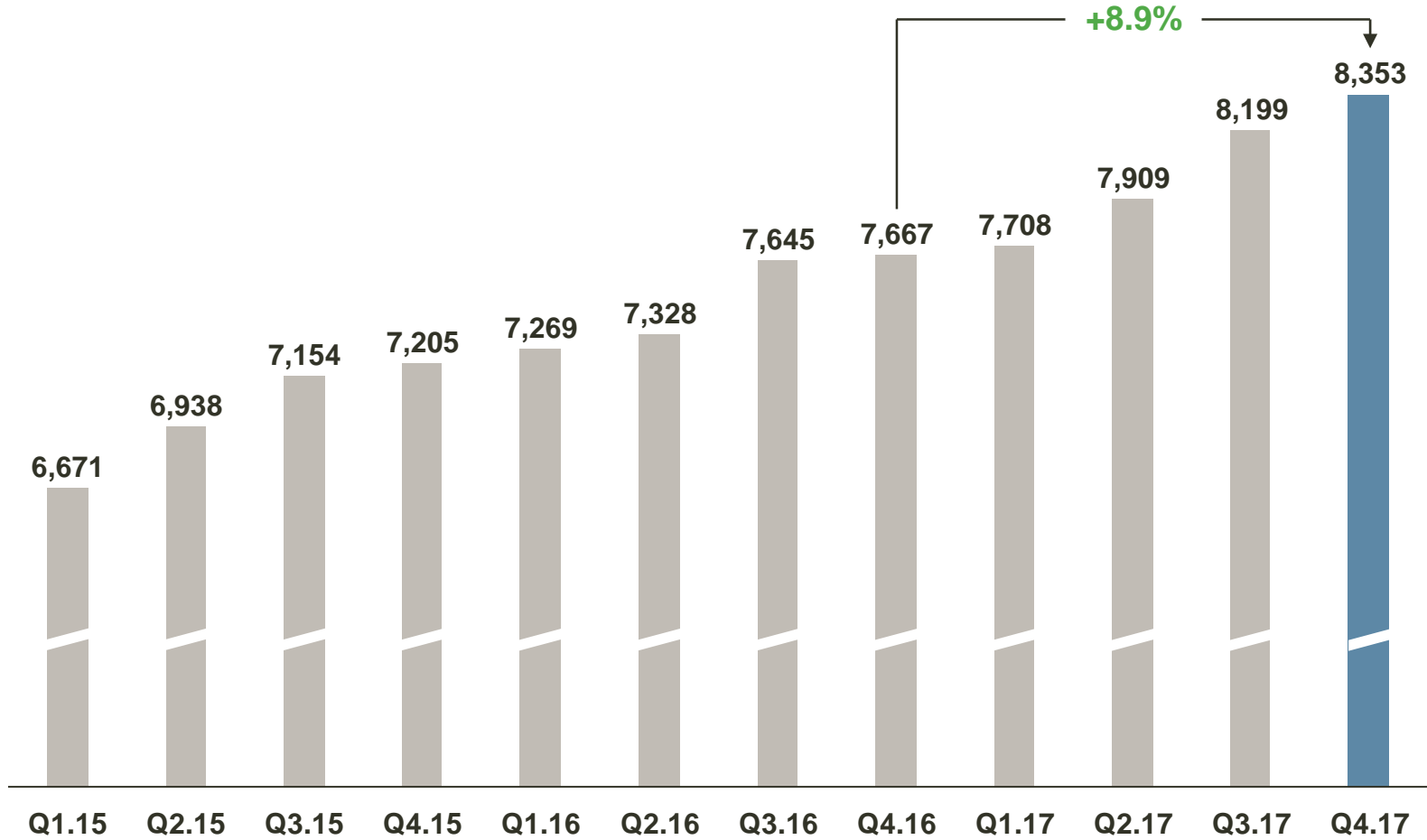
■ 2016
■ 2017



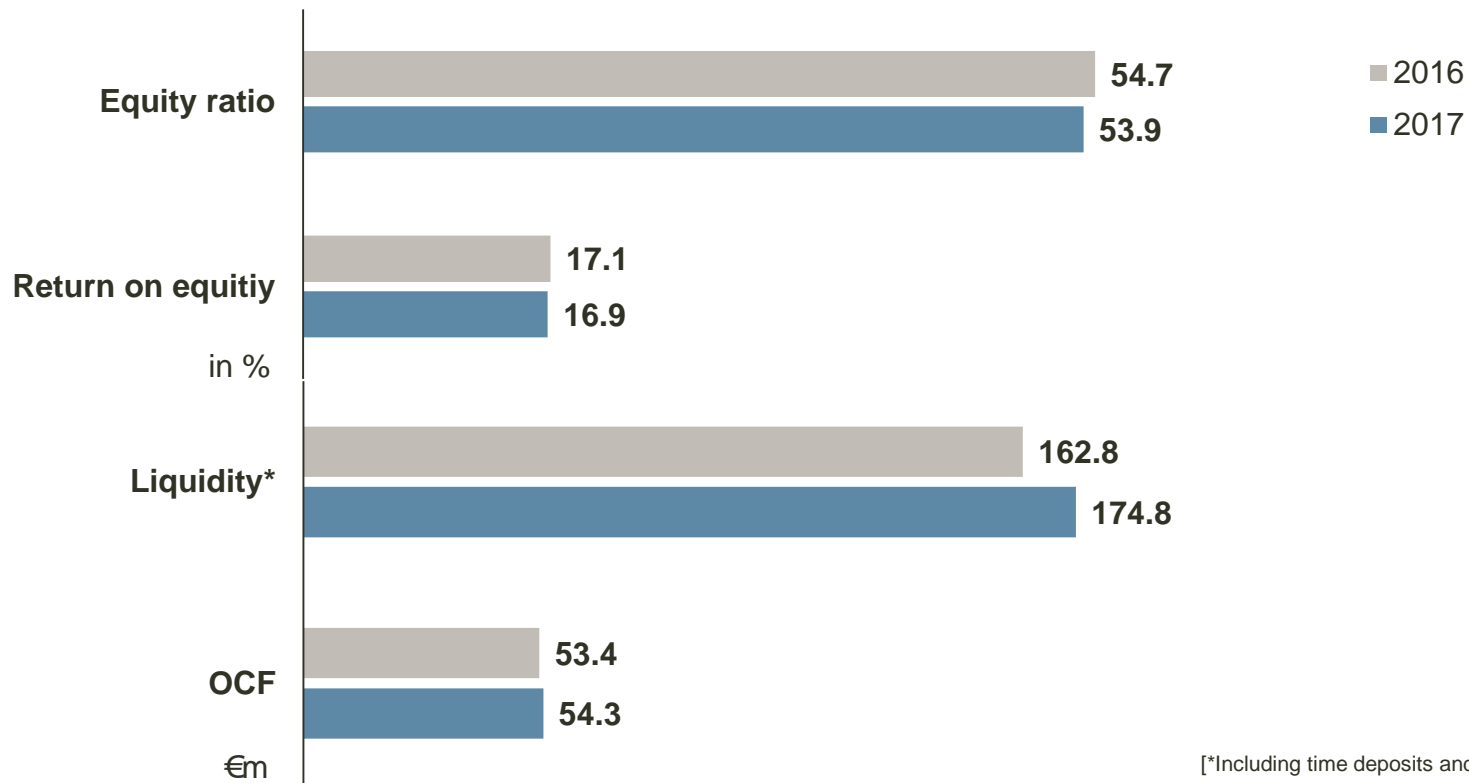
EBT Margin – In Reach of the Goal.



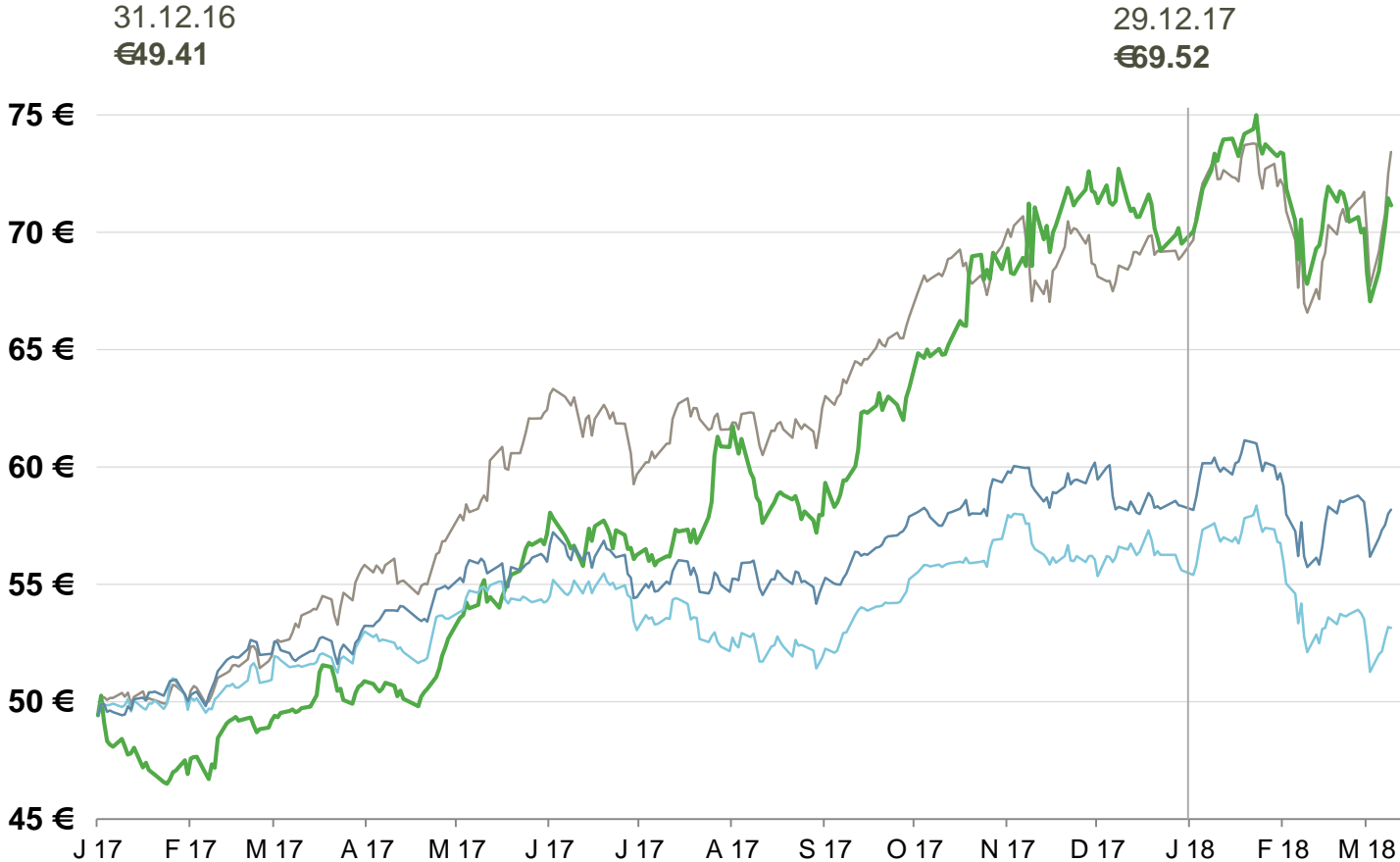
Employees – Ongoing Increase.



Selected Key Financials – Solid-rock Balance Sheet.



Bechtle Share – Outperformer.

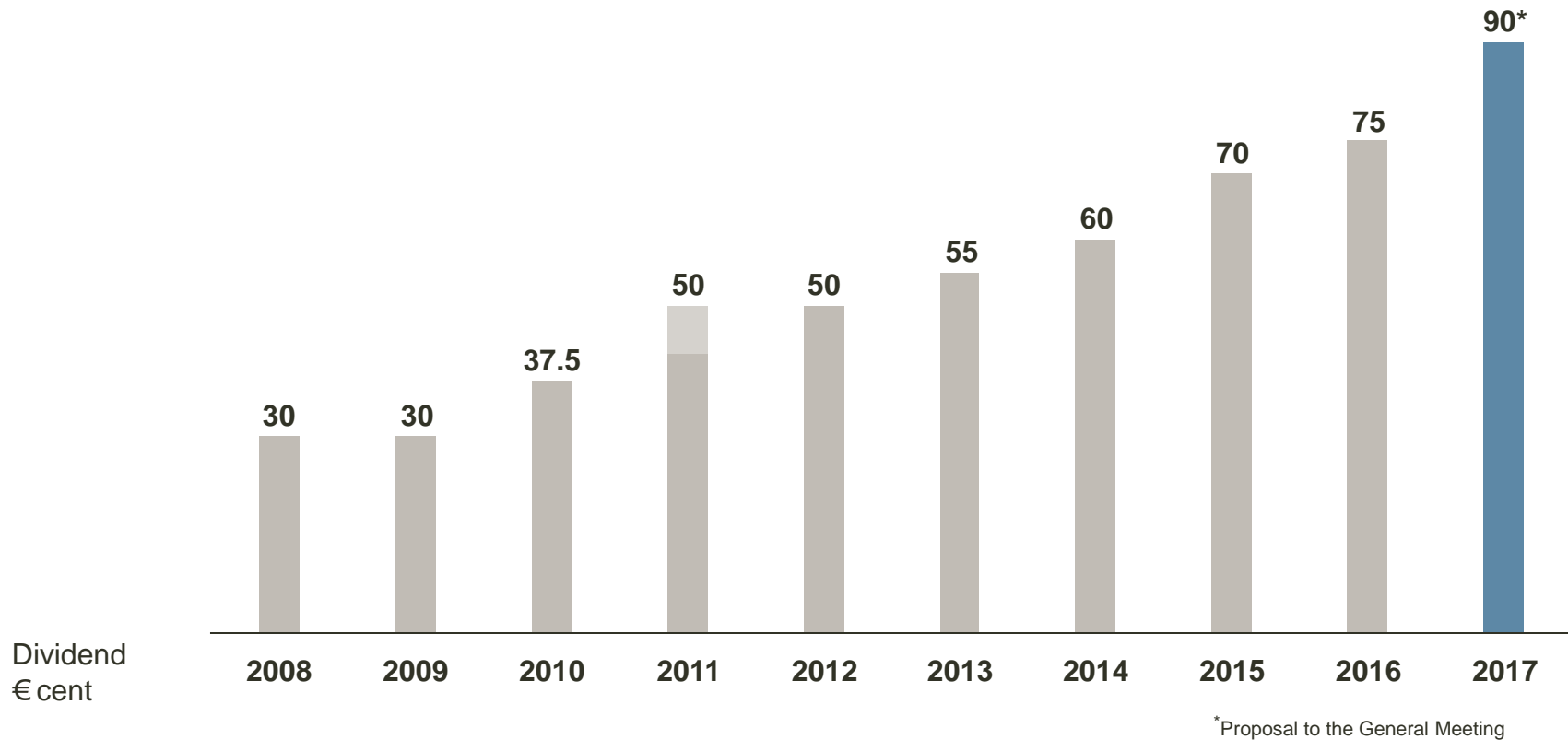


Performance 2017

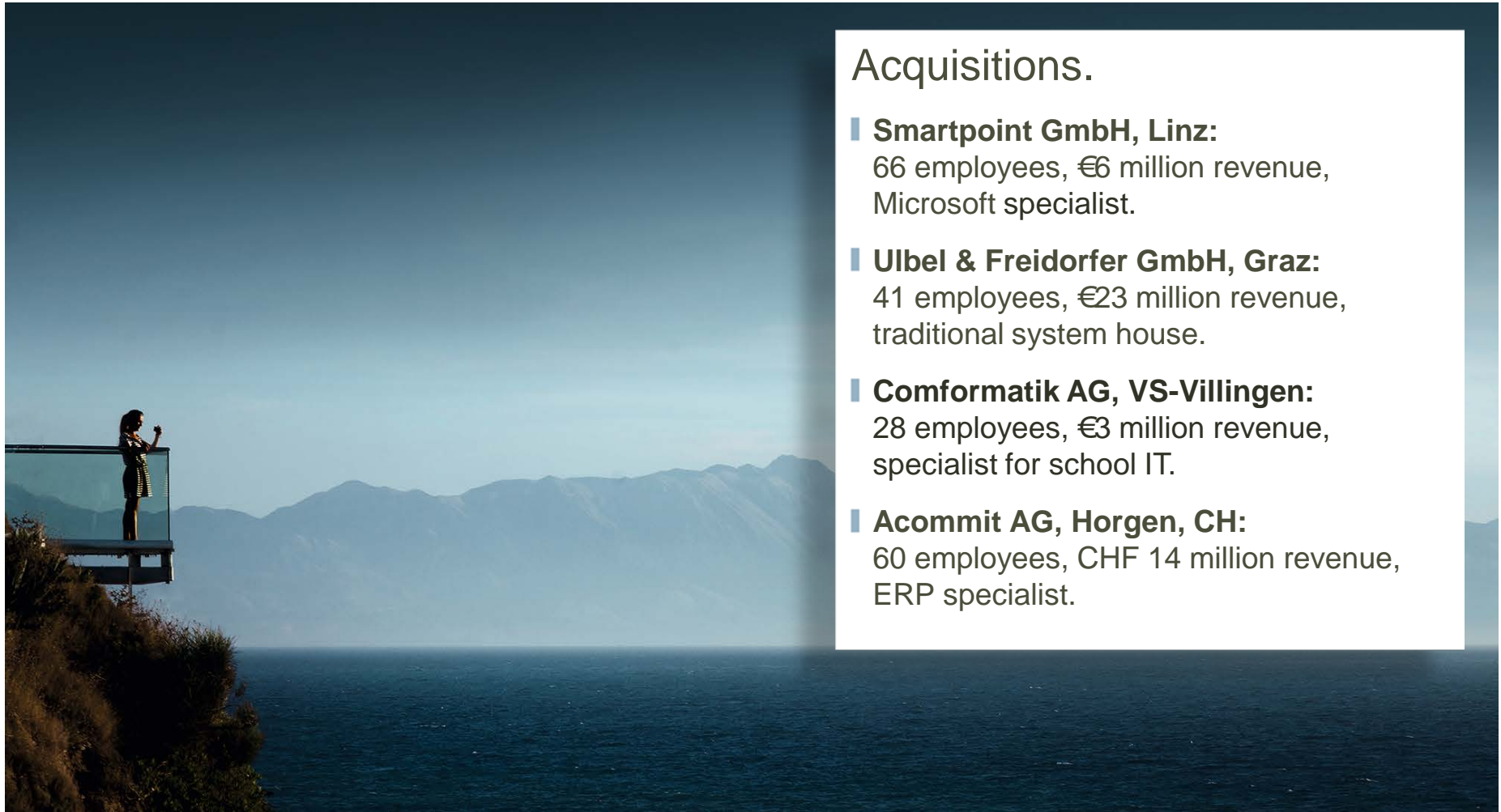
Bechtle	+40.7%
TecDAX*	+39.6%
MDAX*	+18.1%
DAX*	+12.5%

(*Indexed)

Dividend – Plus 20 Per Cent, Eighth Increase in a Row.



Noteworthy Events at Bechtle.



Acquisitions.

- **Smartpoint GmbH, Linz:**
66 employees, €6 million revenue, Microsoft specialist.
- **Ulbel & Freidorfer GmbH, Graz:**
41 employees, €23 million revenue, traditional system house.
- **Comformatik AG, VS-Villingen:**
28 employees, €3 million revenue, specialist for school IT.
- **Acommit AG, Horgen, CH:**
60 employees, CHF 14 million revenue, ERP specialist.

Noteworthy Events at Bechtle.



Contracts Received.

- **Bundeswehr:** Framework agreement “IT Platform – 2nd/3rd Computer Level” until 2021.
- **NATO:** €45 million, 5 years, from 2017.
- **Dataport:** €68 million, 4 years, from 2018.
- **Dutch Ministry of the Interior:** €248 million, 4 years, from 2017.

Noteworthy Events at Bechtle.

Expansion of the International Network.

- Global IT Alliance now also covers Russia, Turkey and CIS with Softline Group.



Noteworthy Events at Bechtle.

3D Print Demo Centre.

- First of only three certified partners in Germany.
- Print solution HP Jet Fusion 3D 4200.
- Prototype construction and mass production.
- At two locations in Langenau and Paderborn.

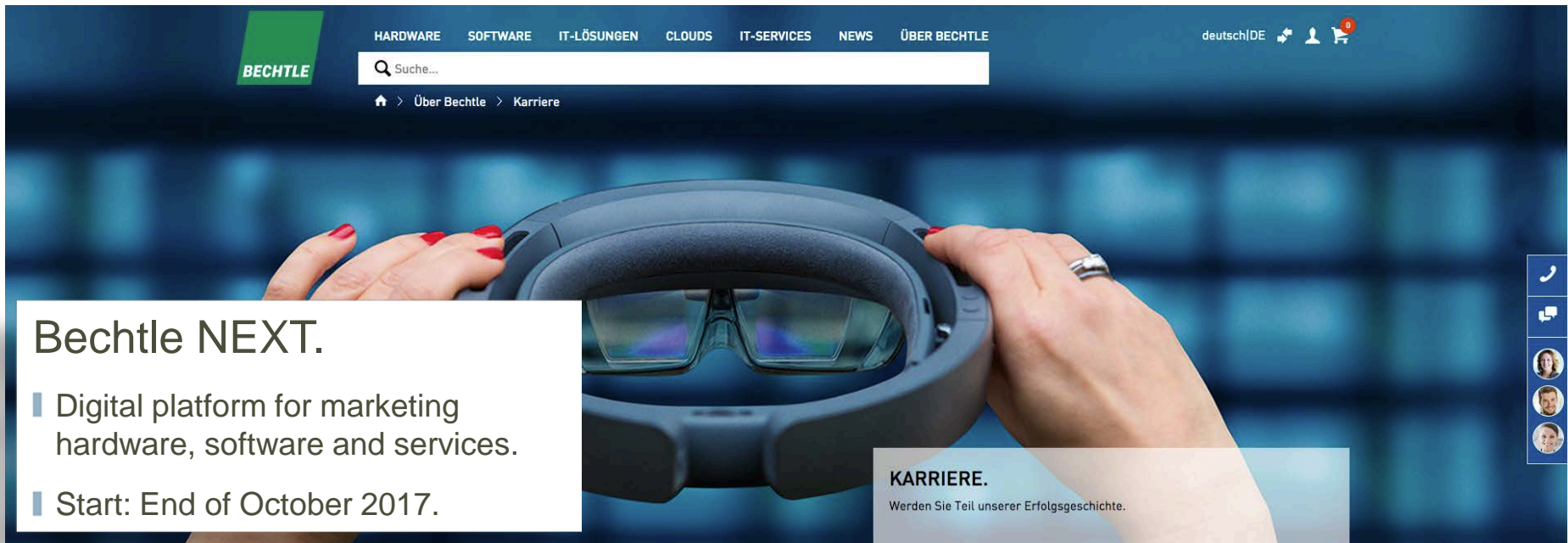


Noteworthy Events at Bechtle.

Bechtle Clouds.

- Bechtle Clouds GmbH, Neckarsulm.
- Positioning: Multi-cloud service provider.
- Microsoft Cloud Solution Provider Agreement.
- Start of the Clouds platform: 01.07.2017.

Noteworthy Events at Bechtle.



Die Zukunft wird stark. Ihre Karriere auch?

Bechtle ist ein starker Arbeitgeber in der Zukunftsbranche IT. Als Deutschlands größtes konzernunabhängiges IT-Systemhaus und führender IT-E-Commerce-Anbieter in Europa haben wir unseren über 8.400 Mitarbeitern viel zu bieten: unternehmerischen Freiraum mit klaren Zielen. Wertschätzung und Verbundenheit in einem starken Team. Unterstützung durch erfahrene Spezialisten und langfristige Entwicklungsmöglichkeiten.

Auf dieser Seite finden Sie viele Informationen über eine Mitarbeit bei Bechtle, ob als Berufserfahrene/r, Absolvent/in, Student/in oder auf der Suche nach einem Ausbildungsplatz. Sehen Sie, wie wir arbeiten, was uns auszeichnet, wo wir überall mit Standorten vertreten sind und wie Bechtle und Sie zusammenpassen.

Die Zukunft wird stark. Bechtle wächst und wächst. Werden Sie Teil unserer Erfolgsgeschichte.

Jobs finden...

SUCHE

Noteworthy Events at Bechtle.



Record Training Year.

- More than 170 young people embark on their career with Bechtle.
- More than 500 young trainees.

Noteworthy Events at Bechtle.

Bechtle Competence Days.

- You are invited!
- More than 2,600 participants expected.
- Exhibition and lectures, live demonstrations and expert discussions.

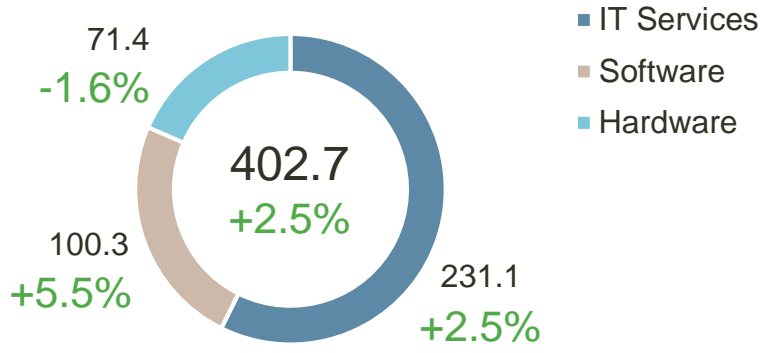
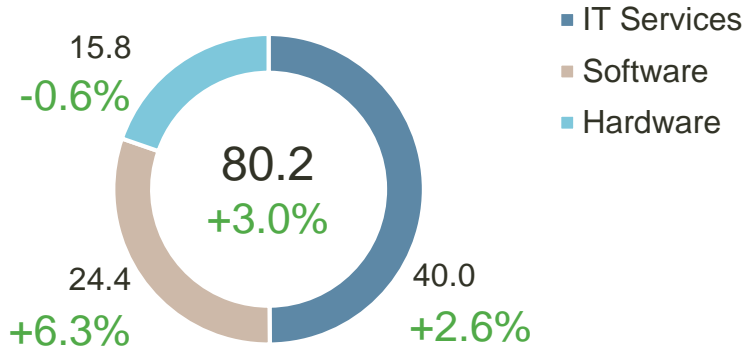
The background of the slide is a complex, abstract pattern of red and blue lines. The lines are arranged in a way that creates a central star-like or X-shaped pattern. The lines are of varying thickness and are set against a dark background. The overall effect is dynamic and modern.

Digital Evolution. Bechtle Competence Days 2018.

11 and 12 April 2018
Bechtle Platz 1, 74172 Neckarsulm,
Germany

Economic Framework Conditions – Good IT Market Environment to Continue in 2018.

GERMANY €bn EU €bn



Source: EITO, November 2017, without telecommunications, including B2C

Outlook – Fiscal Year 2018.

Framework Conditions.

- Mood in Europe and in the German economy at record level.
- Ongoing positive trend in IT market, slightly declining dynamics.

Goals.

- IT system house: Strengthen digital solution expertise, design innovative “off / on-prem” IT architectures, grow faster than the market.
- IT e-commerce: To gain market share, to maintain the high margin level.

Revenue and Earnings.

- Significant year-on-year growth.

Start into the year has confirmed our expectations.

Sustainability Report 2017.



- Now available!
- See bechtle.com/sustainability

Any Questions?