Agenda.

2. Shares and dividends
3. Company news 2016/2017
4. Forecast for 2017
Group Development – Revenues 2016 vs 2015

Growth is stable in 2nd half of the year despite a strong base effect.
Group Development – Revenue by Reporting Segments 2016 vs 2015 (I)

IT System House & Managed Services show very strong growth – IT E-Commerce makes it past one billion.
Relatively stronger growth in Germany.
Group Development – Gross Margin since 2010

Gross margin remains consistently high.
Group Development – Earnings (EBIT) 2016 vs 2015

Earnings in 2nd half of the year also exceed the previous year. Base effect particularly notable in Q4.
Group Development – Earnings (EBIT) by Reporting Segments 2016 vs. 2015

Steep rise in SH & MS business profitably.
Group Development – EBT Margin since 2010

EBT margin continued to grow in 2016.
Employee development reflects overall growth.
Continued strong return on equity – strong growth in Q4 leads to significant reporting-date effects.
Bechtle Share – Performance

Bechtle tops €100 for the first time – performance over 2016 calendar year at +12%.
Dividend Policy – Continuity

Reliable payout of dividends – seventh dividend increase in succession.
Seventh **dividend increase** in succession highlights the continuity of the dividend policy.

**Scrip issue** ("stock split")
- Increases share liquidity
- Lowers the perceived share value and makes it more attractive to certain investor groups
- Opens up new share price potential

**Share buy-back**
- Boosts share performance
- Creates trading options for shareholders

The combination of a dividend increase, stock split and share buy-back has many benefits for shareholders.
Digitalisation.

- Pick-by-Vision (smart glasses).
- Augmented reality in Bechtle’s logistics hub.
- Collaboration with SAP.
Virtual customer proximity.

- New digital architecture: fusion of our shop and corporate website.
- Customised content.
- Aiming to be Europe’s leading digital solutions provider.
Construction.

- Warehouse expanded by 25,000 m².
- One of the largest geothermal farms in Baden-Württemberg
- Ground-breaking for 1,600 space multistorey car park.

Bechtle Company News – 2016/2017
Bechtle Company News – 2016/2017

Datacentre relocation.

- Bechtle moves Neckarsulm and Friedrichshafen data centres to e-shelter in Frankfurt.
- New technical foundation for a growing cloud portfolio.
Acquisition of Steffen Informatik in Switzerland.

- Full incorporation to follow.
- Now Bechtle Steffen Schweiz AG.
- 250 employees, 8 branches.
New service offering.

- Bechtle Financial Services AG, Berlin.
- German Federal Financial Supervisory Authority (BaFin) authorised financing and consulting firm.
- Leasing, rental, hire-purchase, instalment plans, etc.
Bechtle Company News – 2016/2017

Bechtle Clouds.

- Founding of Bechtle Clouds GmbH, Neckarsulm.
- Positioning: multi-cloud-service provider.
- Kick-off: Microsoft Cloud Solution Provider (CSP) agreement.
Bechtle Competence Day.

- Extending a warm welcome.
- More than 2,500 attendees expected.
- Exhibitions, presentations, live demos and expert lectures.
Outlook – The IT Industry in 2017

- Decline in momentum compared to previous year, especially in the EU.
- G: +2.7% (yoy: +3.4%), EU: +1.9% (yoy: +3.0%).
- Drop in hardware business in all markets.
- Services and software in particular continue to drive growth.
- Numerous changes on the part of manufacturers (HP, Dell/EMC etc.) increase uncertainty.

2017 to be a positive but challenging year in IT.

Source: EITO October 2016
Economic conditions.
- Hardware markets under pressure.
- Uncertainty on the manufacturer side.
- Internal strategic projects to safeguard the future.

Objectives.
- IT System House: Ongoing expansion of the solutions and service business.
- IT E-commerce: Retain excellent competitive position.

Revenue and earnings.
- Strong growth compared to previous year.

Strong start to the year substantiates our expectations.
New Publication.

Sustainability Report 2016.
- Now available.
- Read more at: bechtle.com/sustainability

Any questions?