

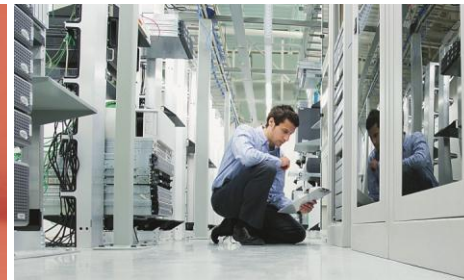
30
YEARS

Bechtle AG
1983-2013

Your strong IT partner.
Today and tomorrow.

BECHTLE

ANALYSTS' CONFERENCE 2013.



Bechtle AG

Neckarsulm, 14 March 2013

AGENDA.



- Economic Conditions
- Characteristics of FY 2012
- Business Development in 2012
- The Bechtle Share
- Forecast for 2013



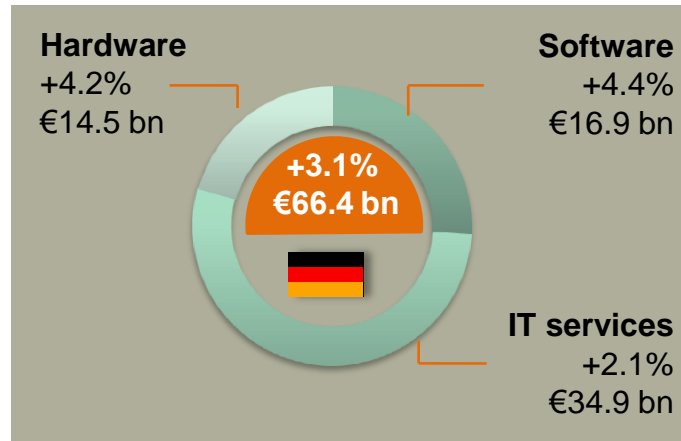
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Heute und morgen.



A LOOK BACK ON 2012.

ECONOMIC CONDITIONS.

The IT Industry in 2012



Source: EITO October 2012

Development of DACH Region (Germany, Austria, Switzerland):

- 2012 IT market development in DACH: 2.9% (2011: 2.2%)
- Sub-average growth for services: 1.9% (2011: 3.1%)
- Rebound for hardware: 3.7% (2011: -2.6%)
- As in 2011, software drove growth: 4.2% (2011: 4.5%)

Investments in the Future.

- Gained approximately 500 employees – new hires and acquisitions.
- Expanded efforts to ensure further employee qualification, technical certifications, training.
- Trained IT business architects.

Driving Growth in Germany.

- Excellent business development in home market – increased market share.
- Southern Europe, Switzerland and Austria fell short of expectations.
- Outstanding performance in the Public-Sector-Division: 15% growth in Germany (12.8% in Europe).

Paradigm Shift in IT.

- Adapted IT solutions portfolio: cloud computing, mobility, server & storage (big data).
- Founded Mobile Competence Center, introduced comprehensive cloud solution (“build-your-own-cloud”).
- Further boosted managed services and expanded services portfolio.

Rounded Out Competences and Regional Presence through Acquisitions and Organic Growth.

- Expanded SharePoint competence with Redmond Integrators.
- Further developed CAD competence.
- Acquired Kumatronik – two new locations in Augsburg and Ulm, Germany.
- Founded Bechtle Remarketing.
- Added Hungary as the 14th Bechtle e-commerce country.

Strategic Partnerships.

- Added 60 IBM employees to onsite services. Repeat of successful 2005 strategy. (2012/2013)
- Strengthened partnerships with strategic manufacturers.

Increased Efficiency and Expanded Headquarters.

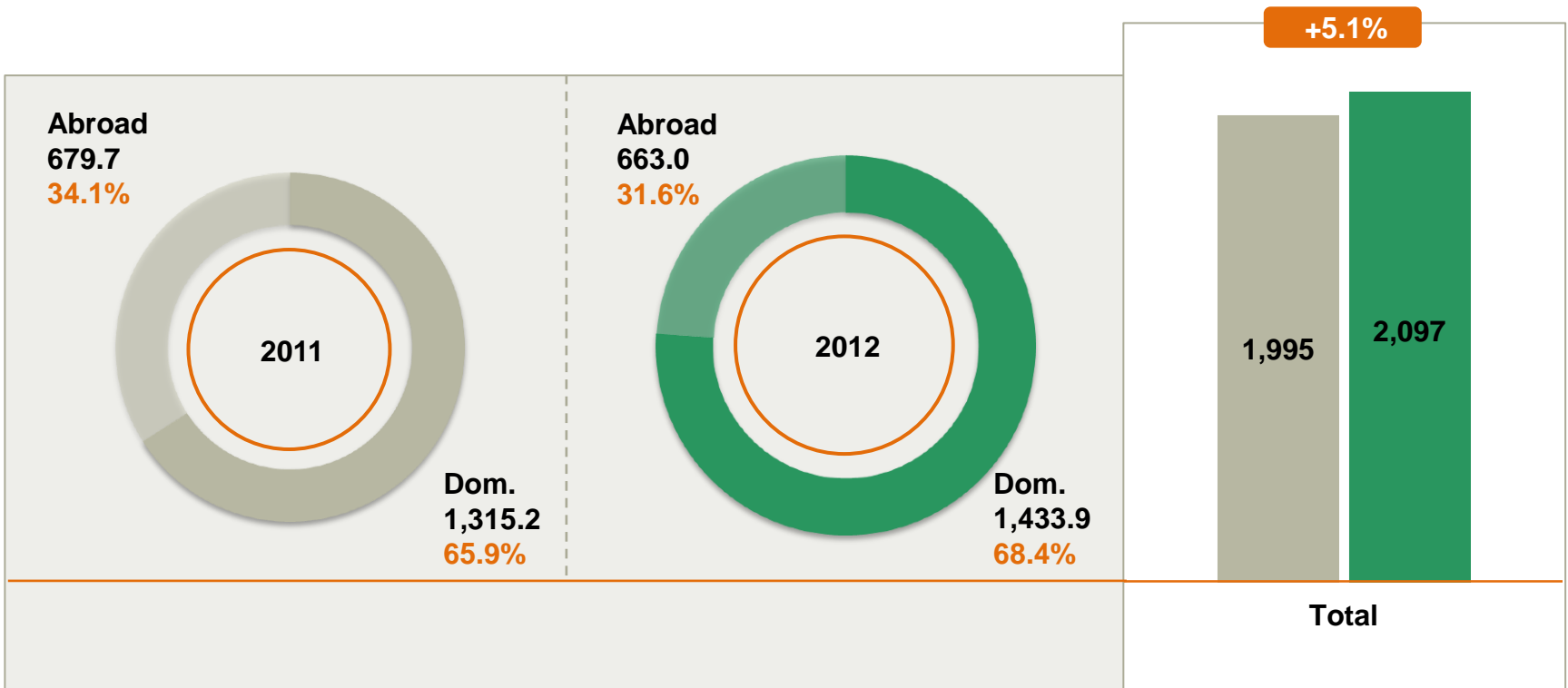
- “Revolutionised” logistics – new warehouse management software and material handling system.
- Expanded office space at Bechtle Platz 1. Additional construction operations within the group.

Continuity in the Supervisory Board Despite Changes.

- Gerhard Schick passes position of Chairman to his predecessor, Klaus Winkler.

 **New paths were forged and existing ones solidified.**

REVENUE DEVELOPMENT. By Region – 2012 vs. 2011



[€m]

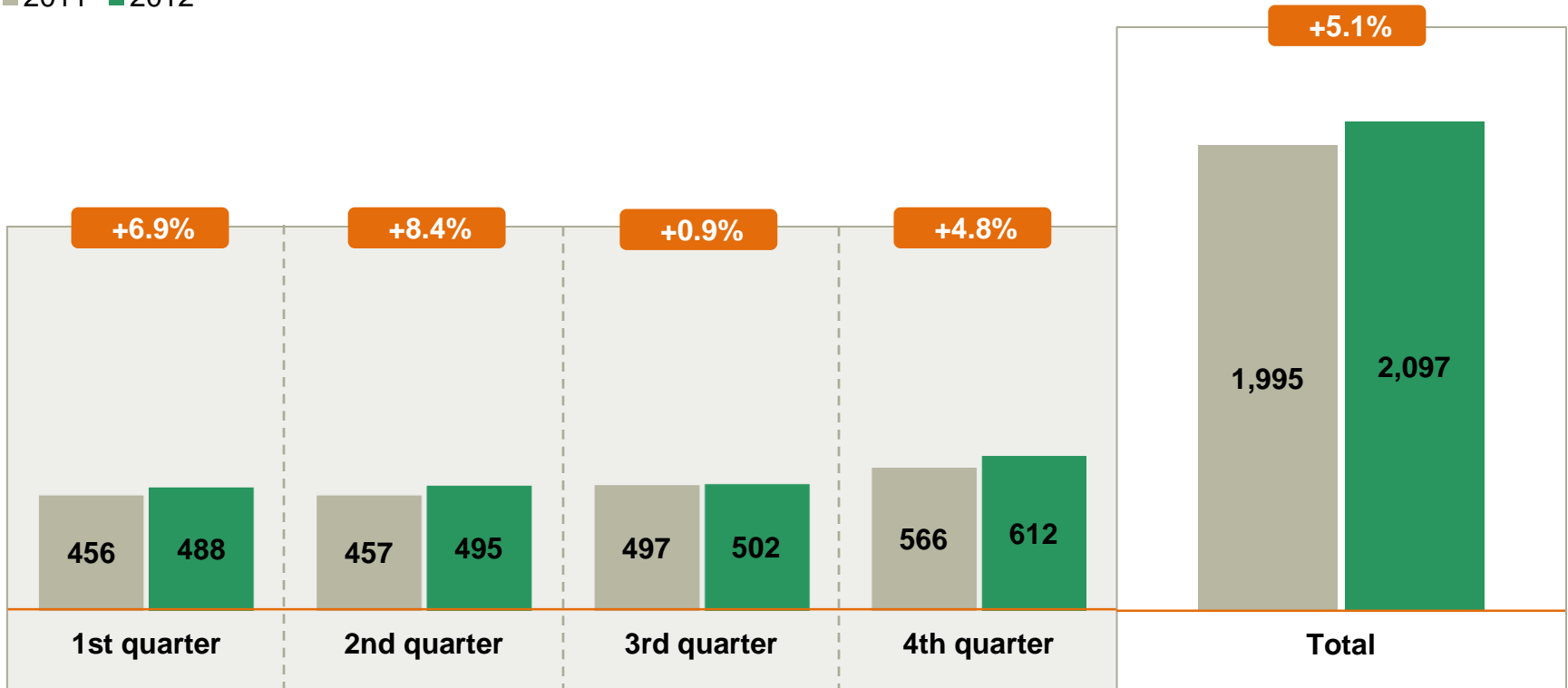
➤ **At 9.0%, domestic business boosts total growth in 2012.**

REVENUE DEVELOPMENT.

Consolidated – 2012 vs. 2011



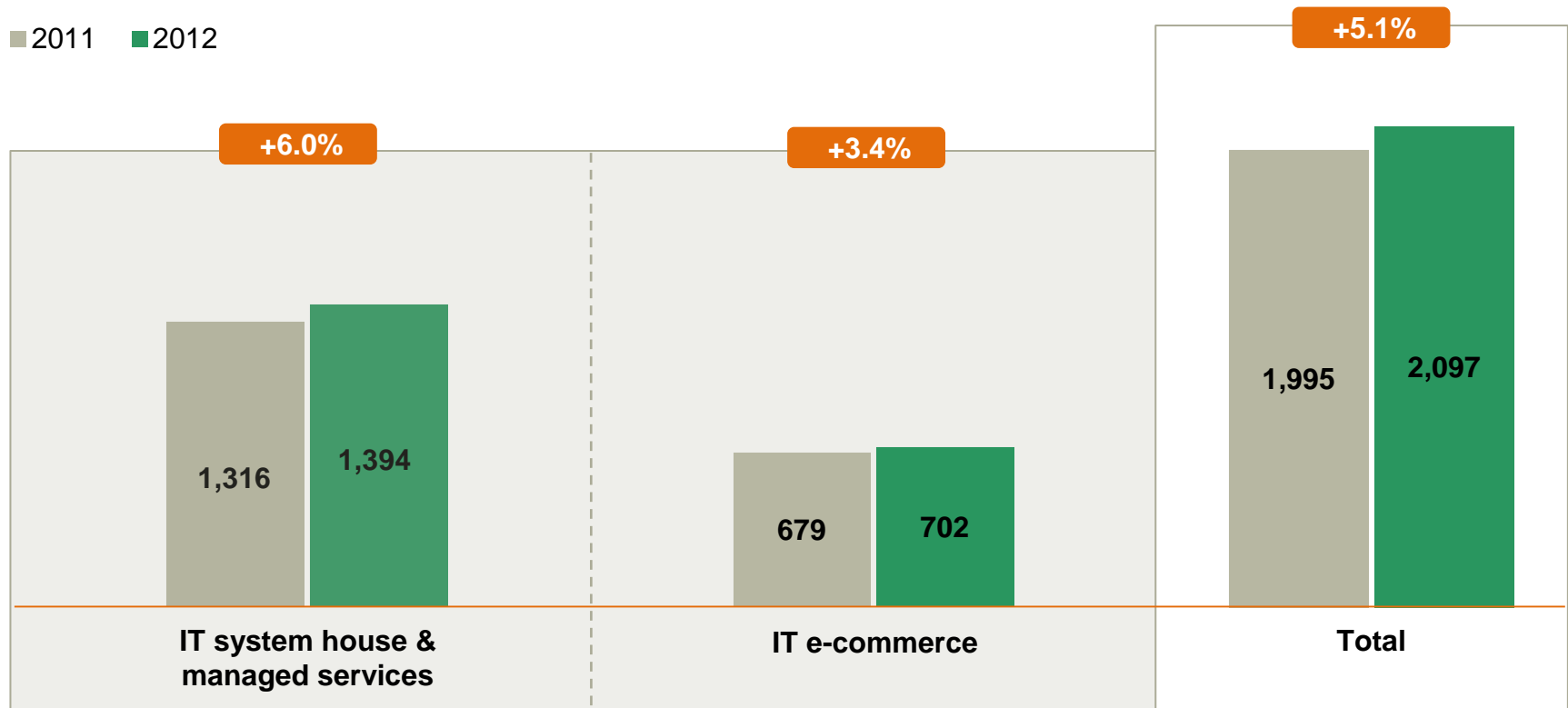
■ 2011 ■ 2012



[€m]

➤ **Strongest Q4 in Bechtle history including a new revenue record.**

REVENUE DEVELOPMENT. By Segment – 2012 vs. 2011



[€m]

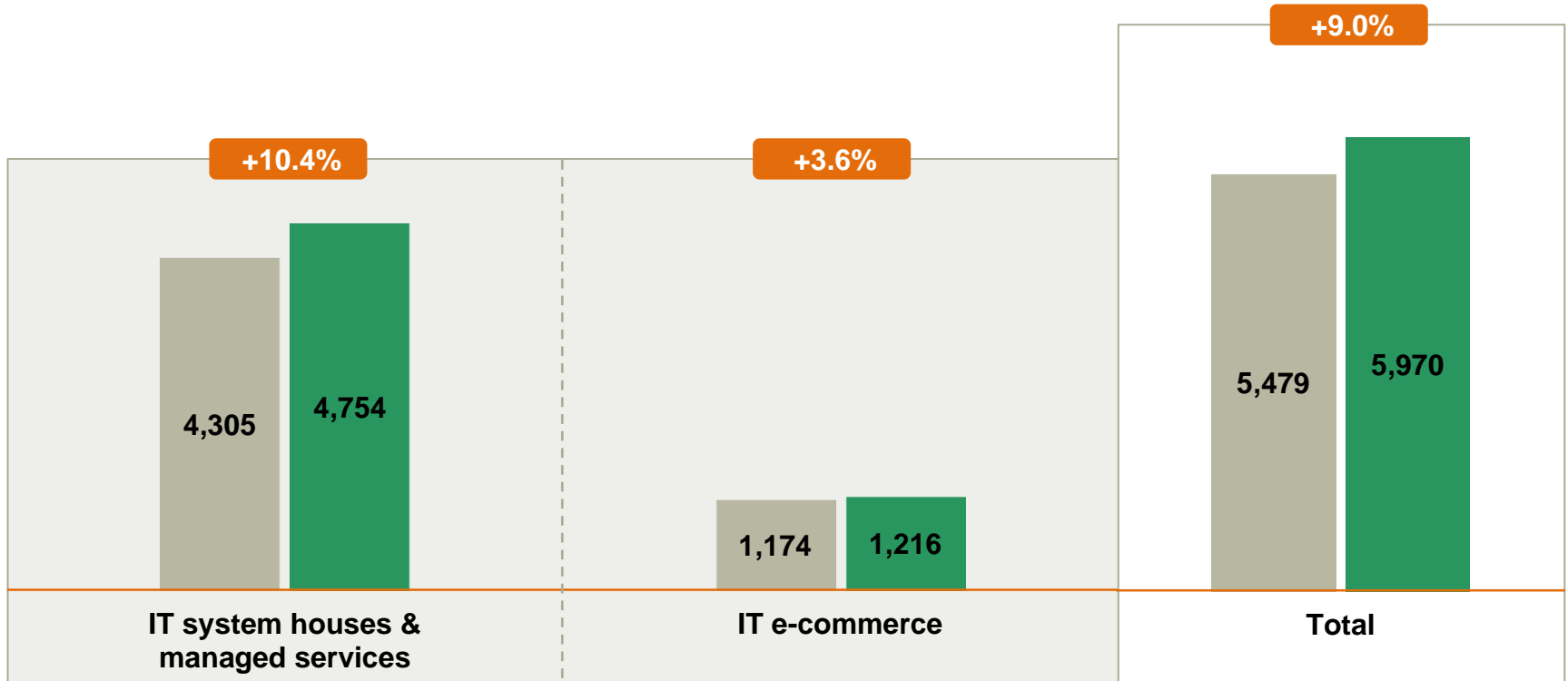
➤ **System houses & managed services ahead of e-commerce in 2012
(at 4% also in terms of organic growth)**

EMPLOYEE DEVELOPMENT.

By Segment – 2012 vs. 2011



■ 2011 ■ 2012

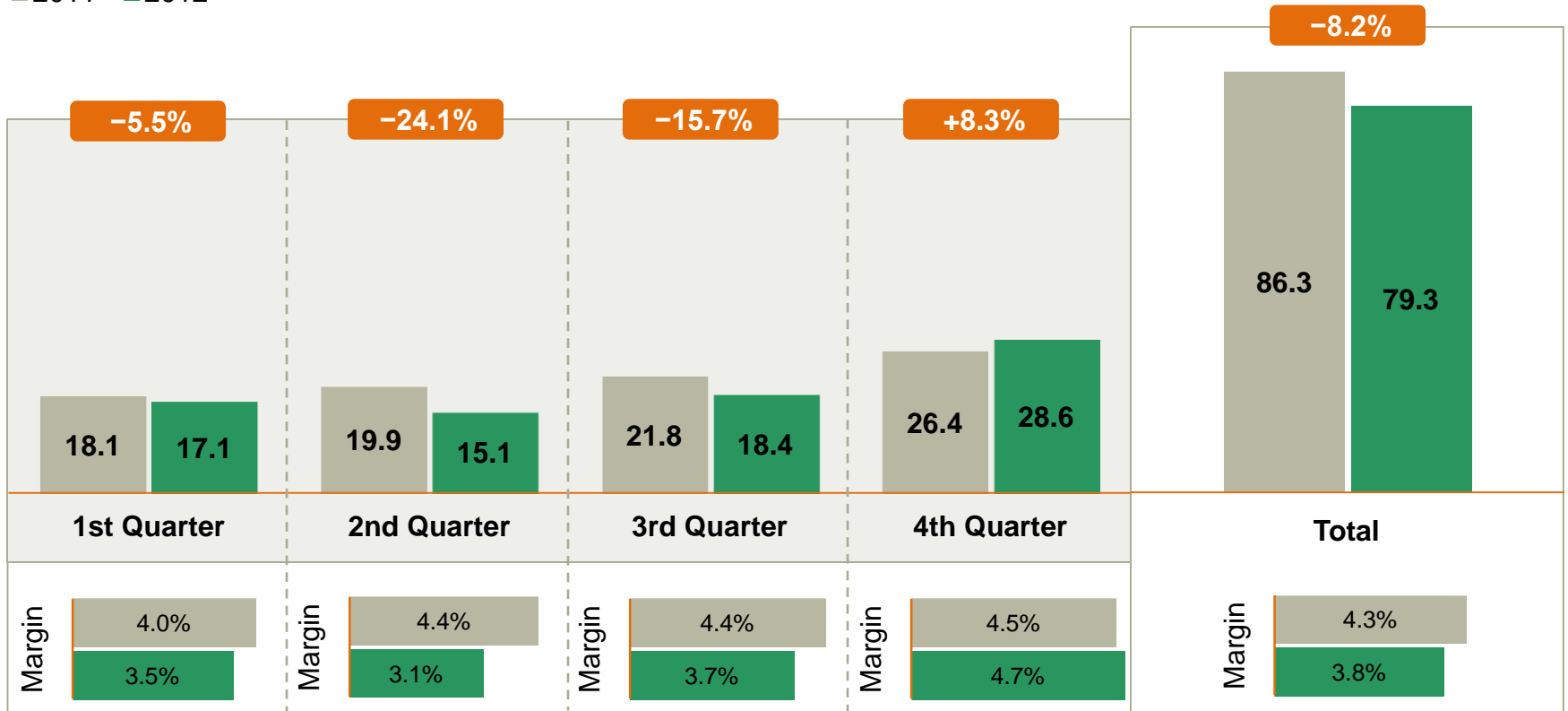


➤ Increase in system house & managed services employee numbers reflects investment in the future.

EARNINGS DEVELOPMENT (EBT). Throughout the Year – 2012 vs. 2011



■ 2011 ■ 2012



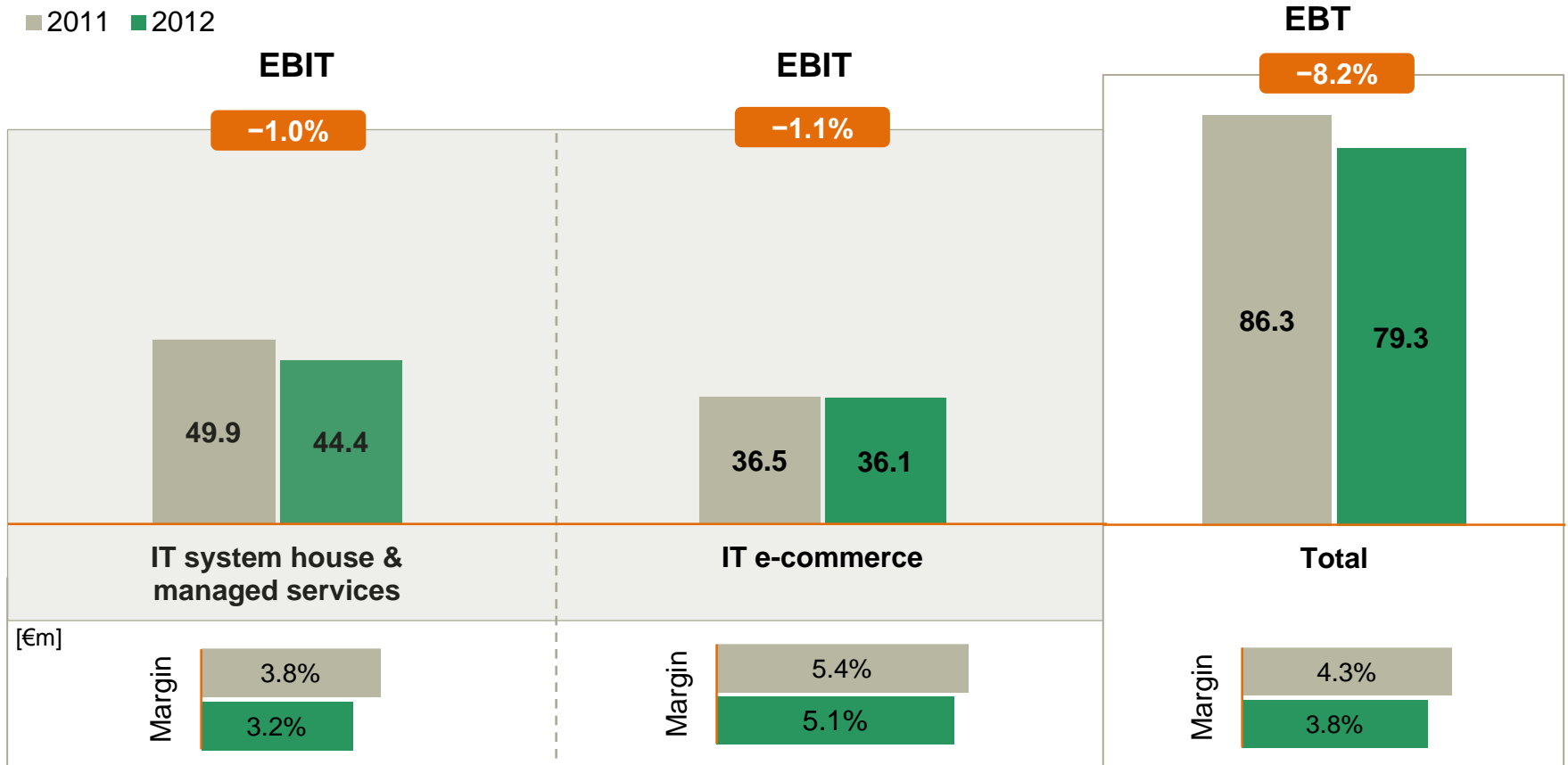
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Spectacular performance in Q4.

EARNINGS DEVELOPMENT.

By Segment – 2012 vs. 2011

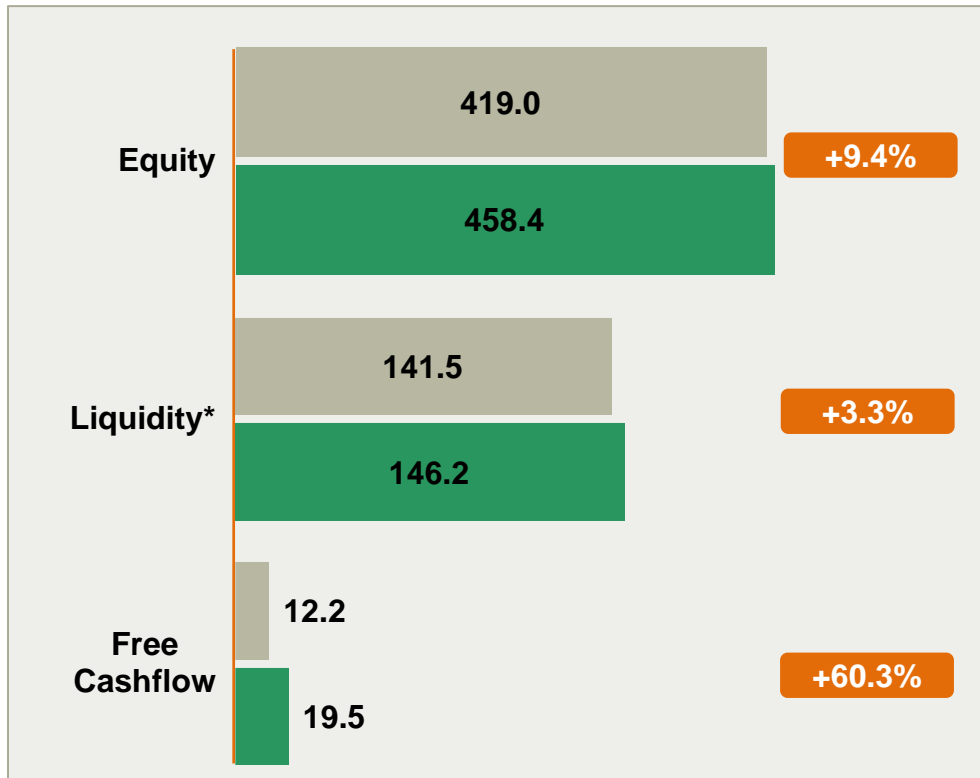


➤ **Continued excellent profit margin in comparison with industry average.**
IT E-commerce remains over 5%.

SELECTED KEY FINANCIAL FIGURES. 2012 vs. 2011



■ 31.12.2011 ■ 31.12.2012



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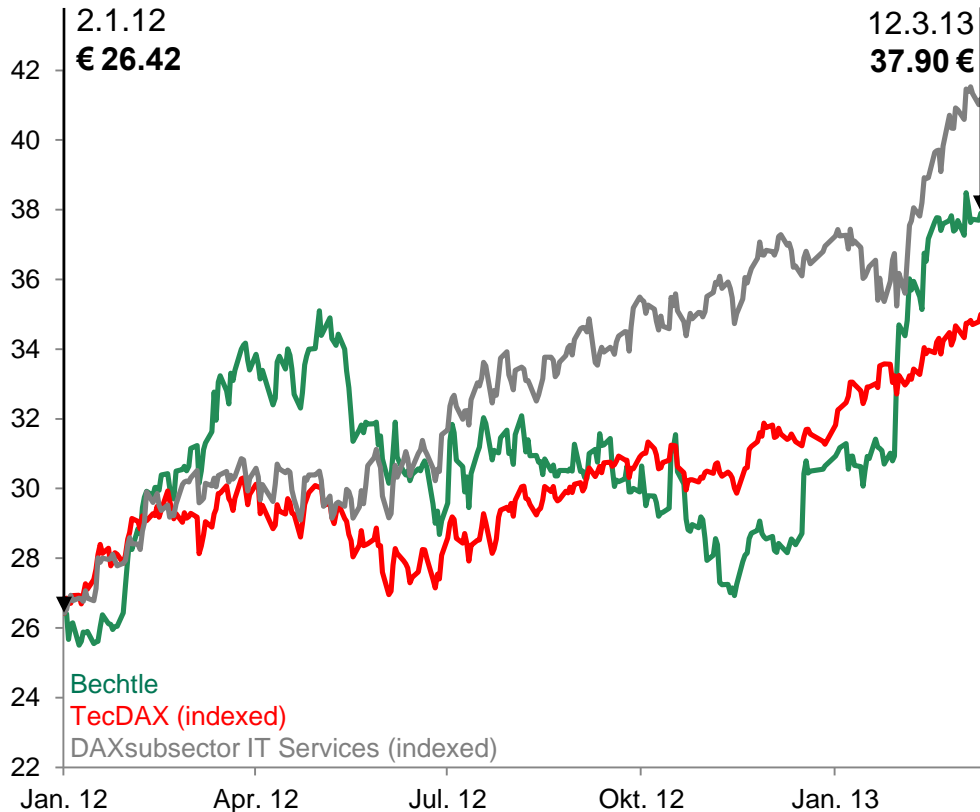
[* including time deposits and securities]

		2012	2011
Return on equity	%	13.9	17.3
Return on total assets	%	7.9	9.8
ROCE	%	19.5	25.2

➤ **Solid equity ratio of 54.2% and comfortable liquidity level ensure sufficient room for future growth.**

THE BECHTLE SHARE.

Performance



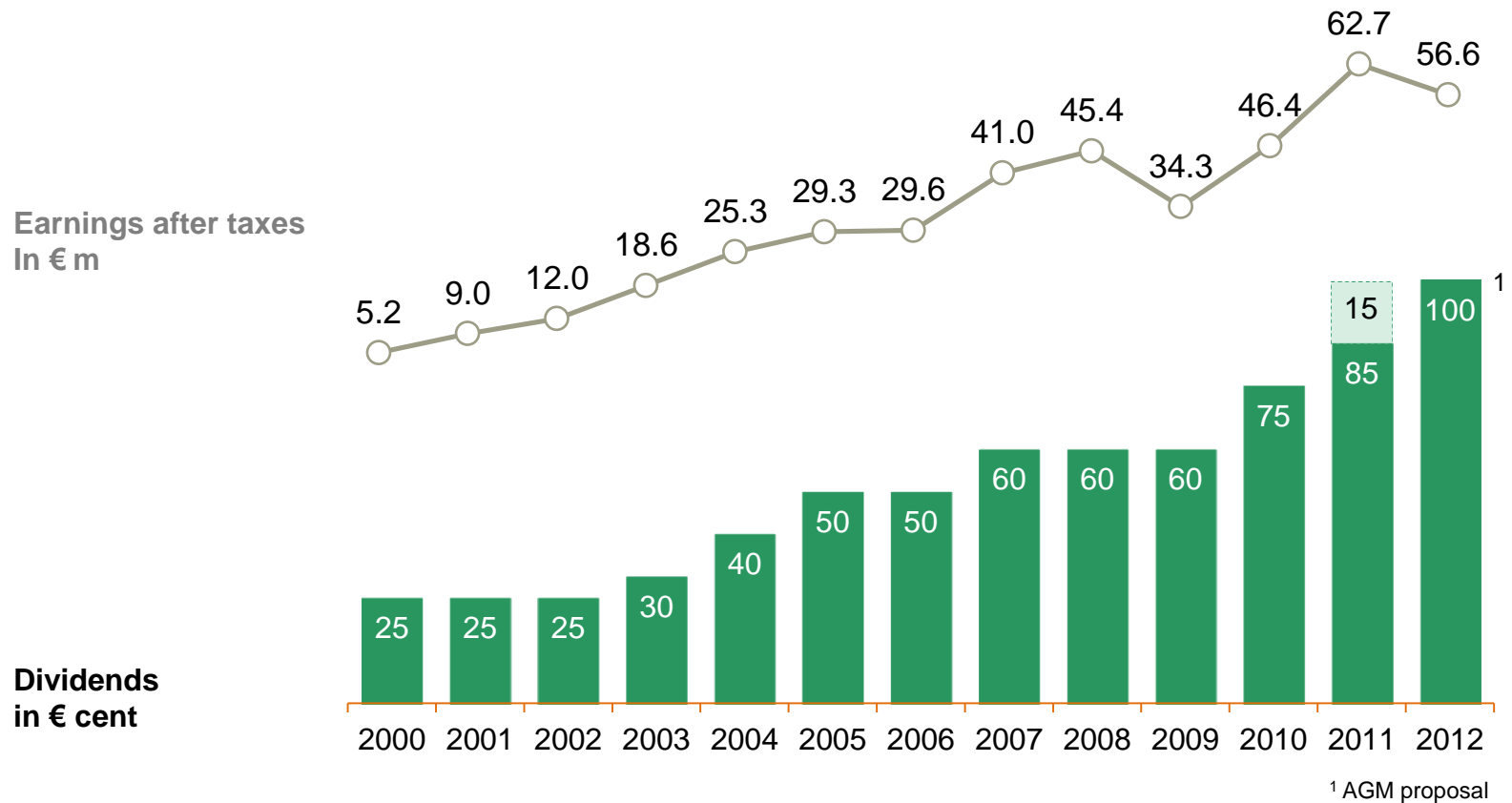
Market Figures (12.3.13)

Market capitalisation	€796 m
Performance:	
- Bechtle	43.4%
- DAX	31.1%
- TecDAX	32.5%
- DAXsubsector ITServices	55.9%

Share price reflects positive business development.

DIVIDEND POLICY.

Continuity.



➤ **Dividend yield: 3.3%**

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 sustainable increase in efficiency.

Employees.

- More moderate growth compared to 2011, not including new employees from acquisitions.

Expansion.

- As part of our growth strategy, acquisitions can occur at any time.
- No new country markets planned for 2013. ARP set to expand to Belgium.

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ANY QUESTIONS?