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
A LOOK BACK ON 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%)
A LOOK BACK.
Financial Year 2012

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.
A LOOK BACK.
Financial Year 2012

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.
At 9.0%, domestic business boosts total growth in 2012.
Strongest Q4 in Bechtle history including a new revenue record.
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

<table>
<thead>
<tr>
<th>Segment</th>
<th>2011</th>
<th>2012</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT system houses &amp; managed</td>
<td>4,305</td>
<td>4,754</td>
<td>+10.4%</td>
</tr>
<tr>
<td>services</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>IT e-commerce</td>
<td>1,174</td>
<td>1,216</td>
<td>+3.6%</td>
</tr>
<tr>
<td>Total</td>
<td>5,479</td>
<td>5,970</td>
<td>+9.0%</td>
</tr>
</tbody>
</table>

Increase in system house & managed services employee numbers reflects investment in the future.
EARNINGS DEVELOPMENT (EBT). Throughout the Year – 2012 vs. 2011

Spectacular performance in Q4.
Continued excellent profit margin in comparison with industry average. IT E-commerce remains over 5%.
SELECTED KEY FINANCIAL FIGURES.
2012 vs. 2011

Solid equity ratio of 54.2% and comfortable liquidity level ensure sufficient room for future growth.
Share price reflects positive business development.
**DIVIDEND POLICY.**

**Continuity.**

**Earnings after taxes**

In € m

- 2000: 5.2
- 2001: 9.0
- 2002: 12.0
- 2003: 18.6
- 2004: 25.3
- 2005: 29.3
- 2006: 29.6
- 2007: 41.0
- 2008: 45.4
- 2009: 34.3
- 2010: 46.4
- 2011: 62.7
- 2012: 56.6

**Dividends**

in € cent

- 2000: 25
- 2001: 25
- 2002: 25
- 2003: 30
- 2004: 40
- 2005: 50
- 2006: 50
- 2007: 60
- 2008: 60
- 2009: 60
- 2010: 75
- 2011: 85
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- 2012: 100

**Dividend yield: 3.3%**

1 AGM proposal
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.
ANY QUESTIONS?