

Bechtle AG Analysts' Conference 2016.

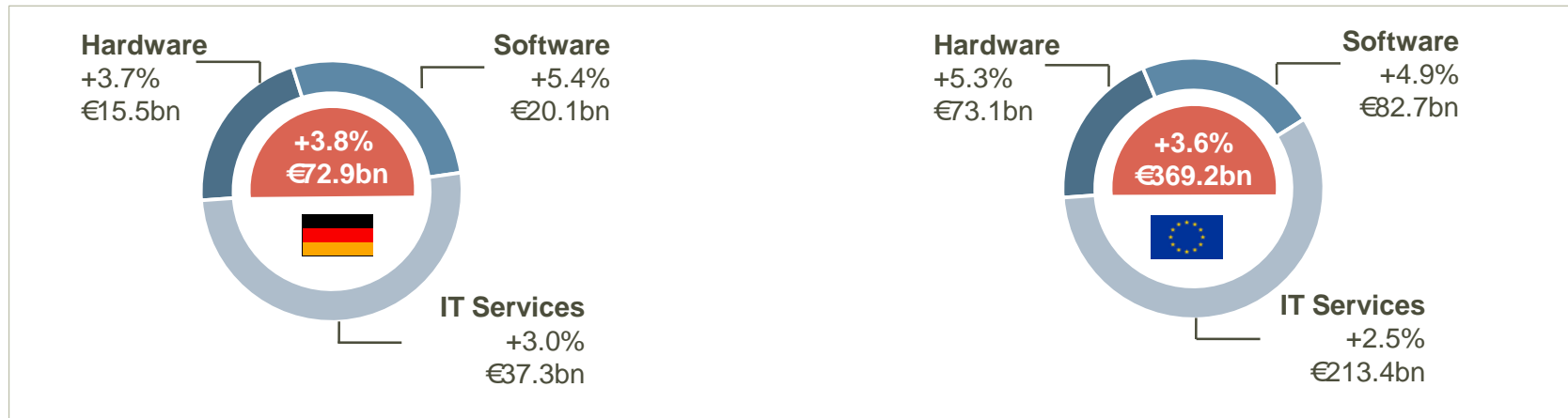
Welcome.
Frankfurt | 16 March 2016



Agenda.

1. Economic conditions in 2015
2. Company news 2015/2016
3. Business development in 2015
4. Shares and dividends
5. Forecast for 2016

Economic Conditions. The IT Industry in 2015



Source: EITO, December 2015

- Slight decline in momentum in Germany compared to previous year: +3.8% (2014: +4.0%).
- Software remains a growth catalyst.
- Faster growth in the EU: +3.6% (2014: +2.8%).
- Hardware is strongest segment despite a decline projected in early 2015.

We're looking back at a good year in IT, with all segments growing.

Bechtle Company News. 2015/2016



Acquisitions.

- Modus Consult AG, Gütersloh: ERP, DMS, BI and collaboration solutions
- Tritec GmbH, Künzelsau: IT system house
- CSS AG, Berlin: leasing, structured financing

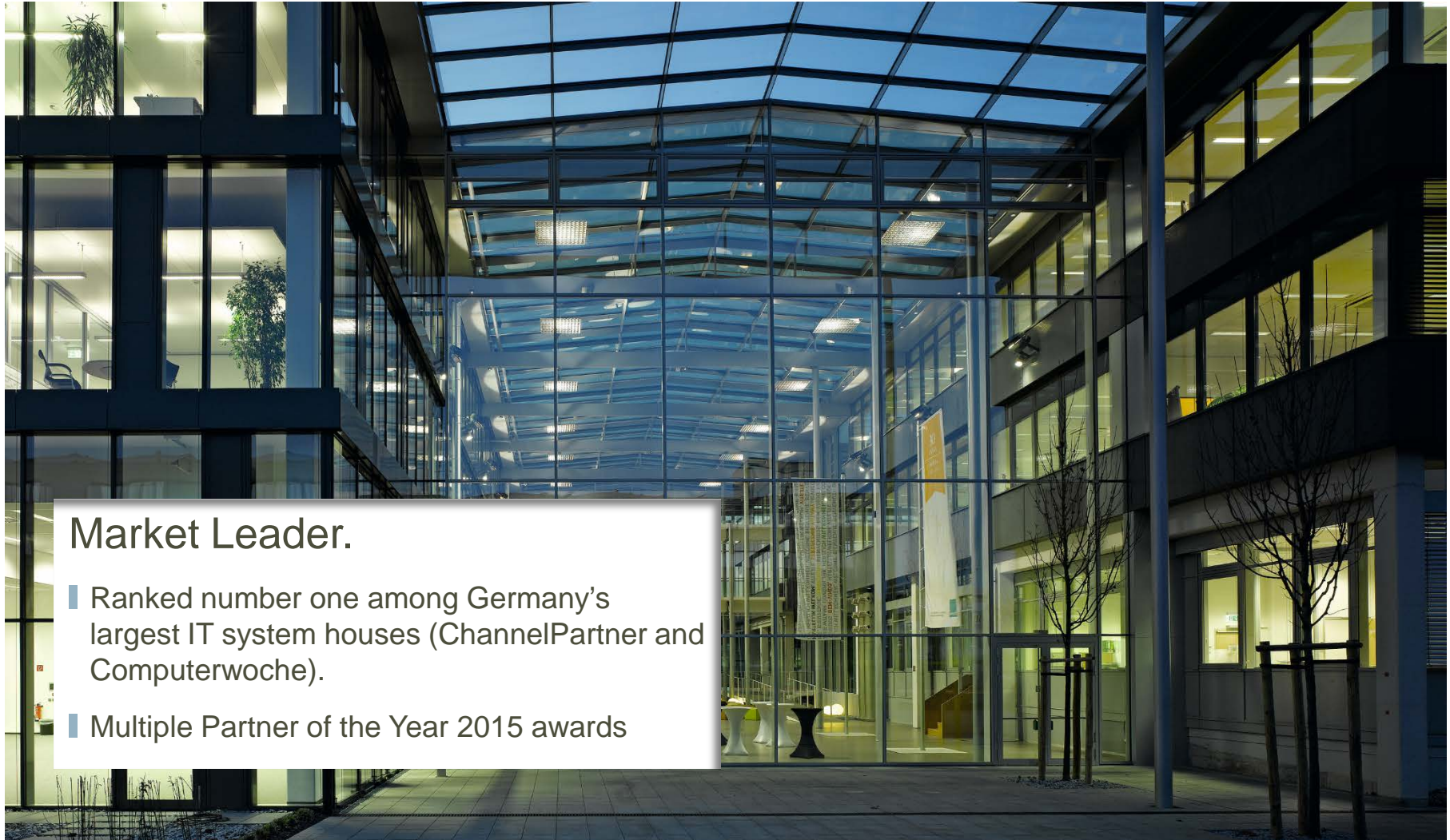
Bechtle Company News. 2015/2016



Newly Founded Companies.

- Bechtle Public Belgium NV in Brussels
- System house office in Saarbrücken: a branch of Bechtle's IT system house Mannheim

Bechtle Company News. 2015/2016



Market Leader.

- Ranked number one among Germany's largest IT system houses (ChannelPartner and Computerwoche).
- Multiple Partner of the Year 2015 awards

Bechtle Company News. 2015/2016

Global IT Alliance.

- Japan Business Systems, Tokyo (Japan)
- Datacentrix, Midrand (South Africa)
- Jardine One Solution, Hong Kong (China, Macau, Malaysia, Singapore)
- Compucentro, Mexico City (Mexico)
- Microware, Sao Paulo (Brazil)
- Data#3 Limited, Brisbane (Australia)



Bechtle Company News. 2015/2016



The Future.

- Expansion of our logistics hub to 25,000 m² by the end of the year
- Digitisation:
Pick-by-vision (smart glasses),
cooperation with SAP

Bechtle Company News. 2015/2016

The Brand.

- Bechtle brand campaign launched in 2016
- Marketed internally and externally



Bechtle Company News. 2015/2016

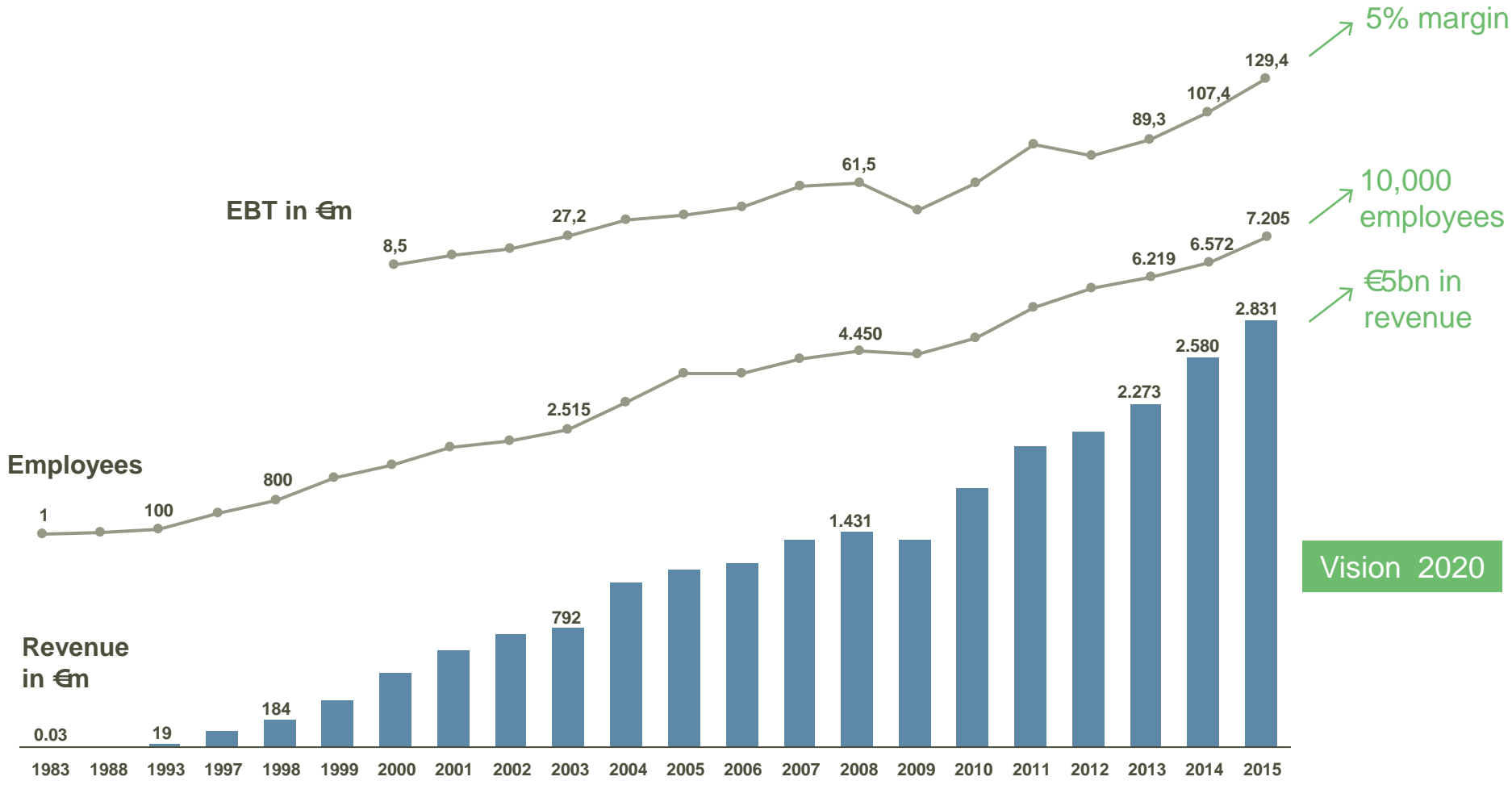
Our People.

- 140 vocational trainees and university students join Bechtle for a total of 473 young people in training
- 7,205 employees – 633 new employees, including 400 new hires

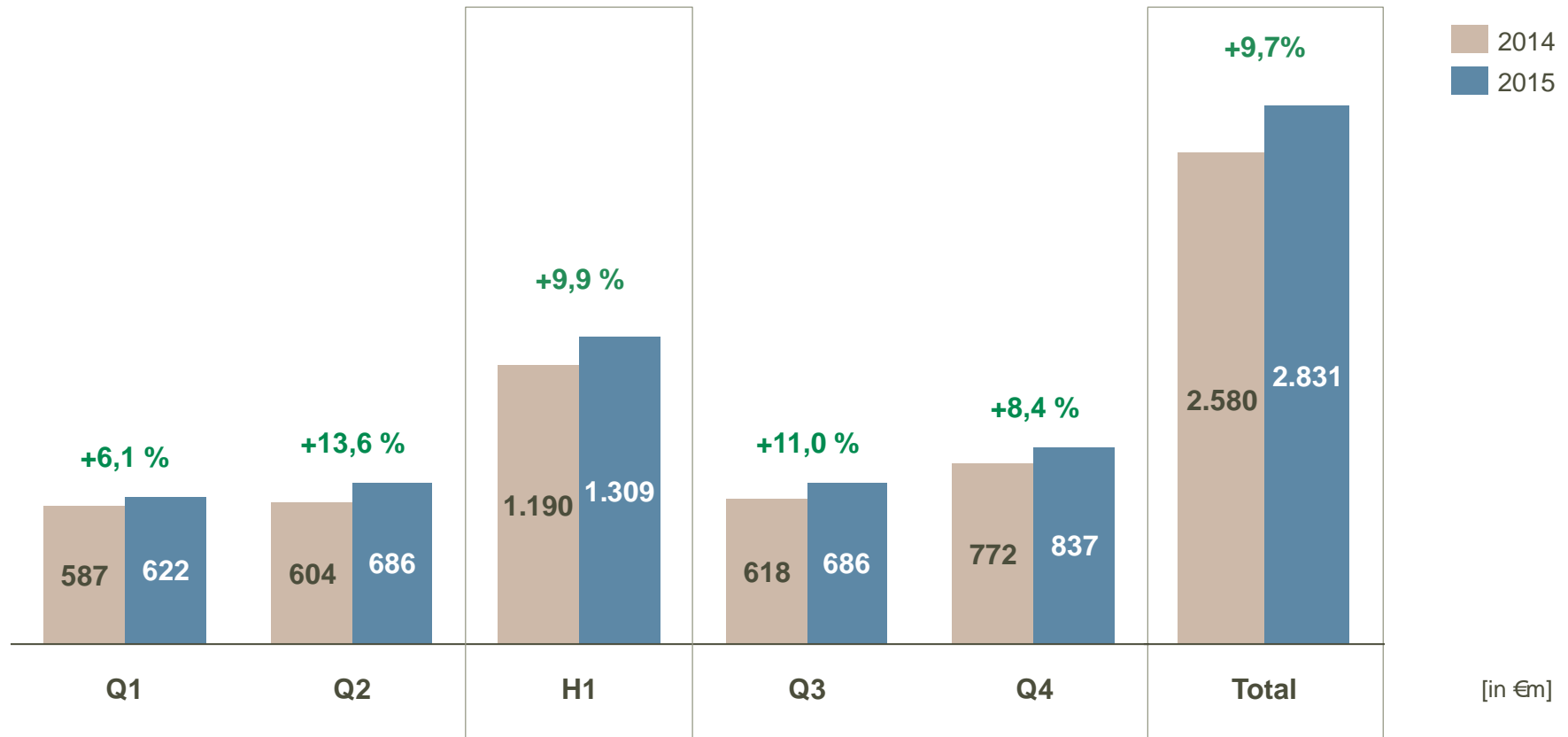


Sustainable Growth.

All Sights Locked on Vision 2020

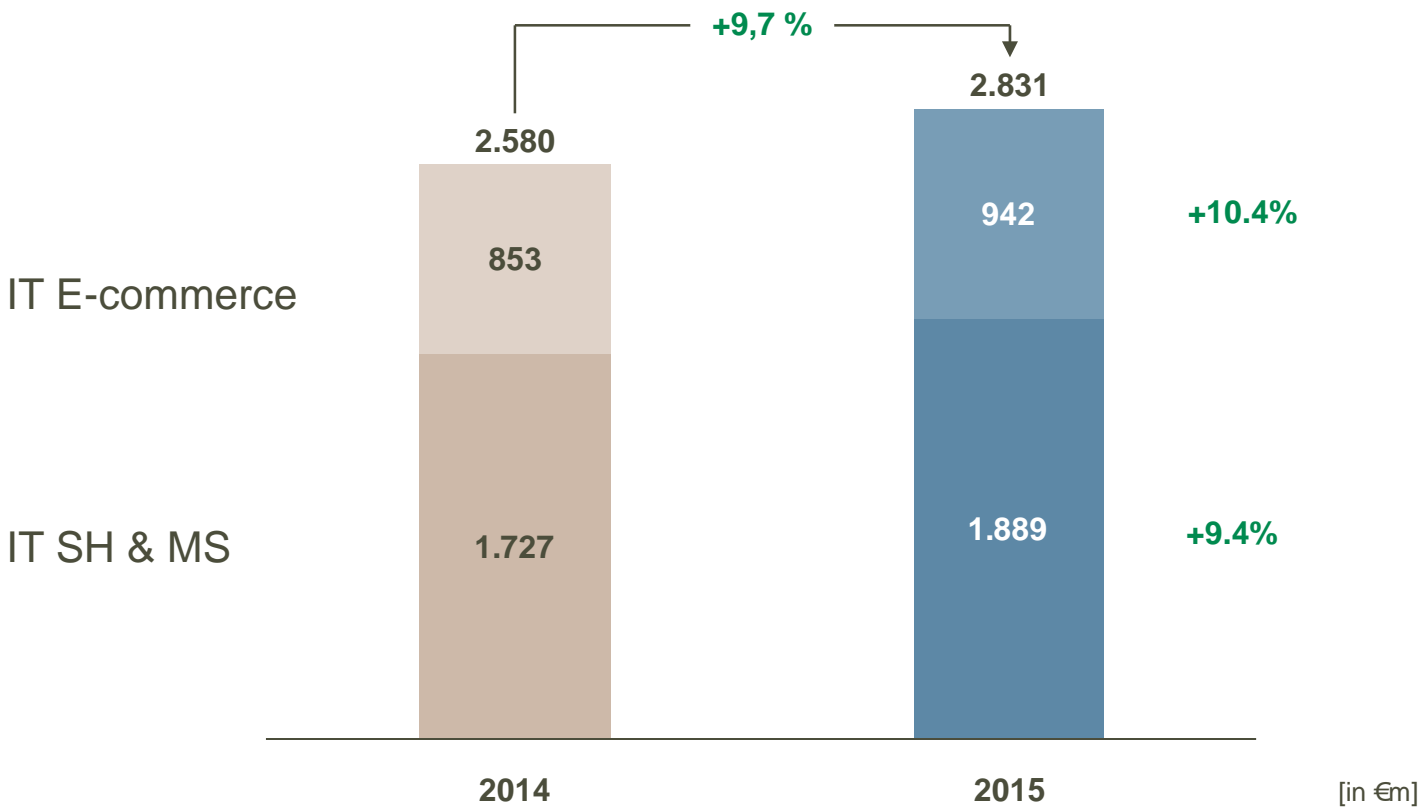


Group Revenue Development. 2015 vs. 2014 by Quarter



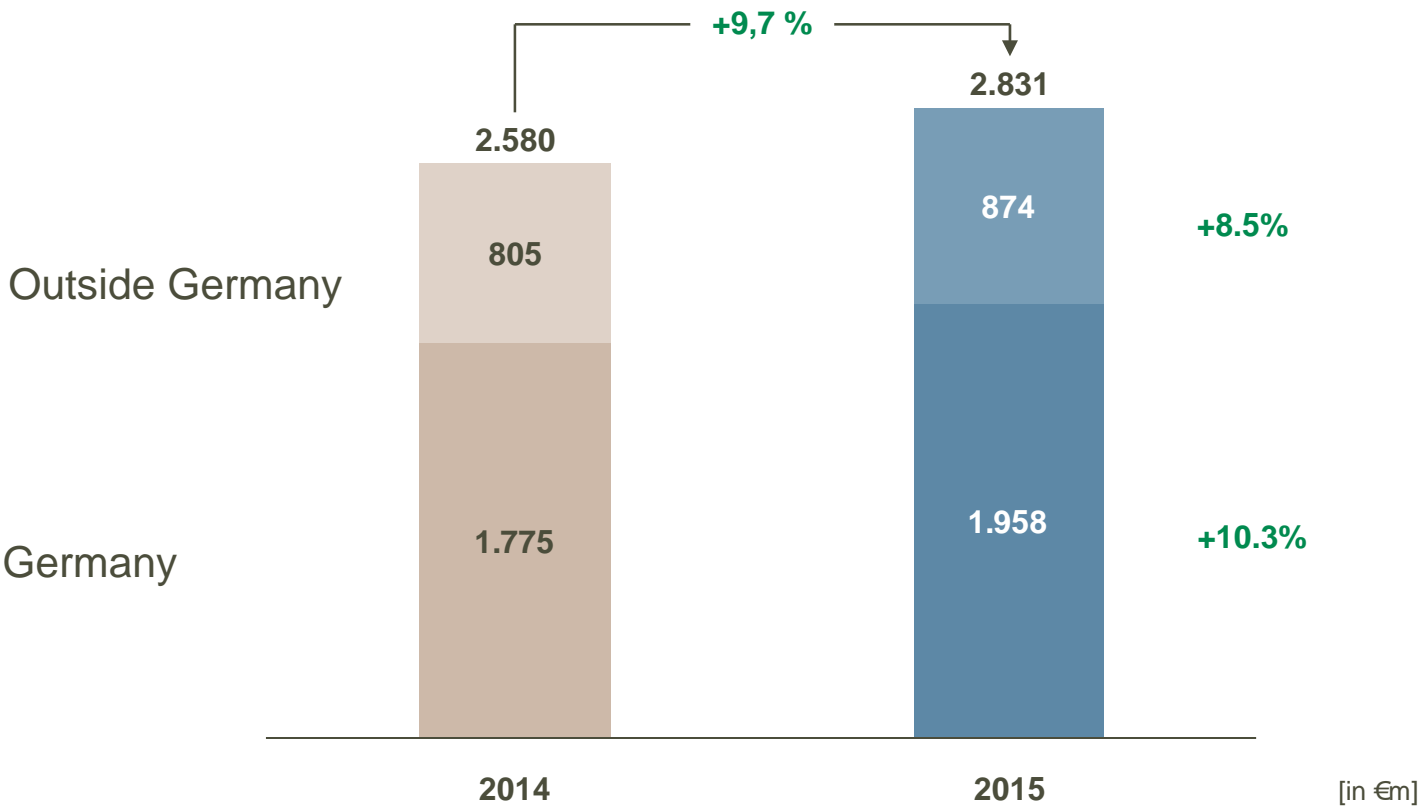
Group revenues almost €250m (10%) higher than previous year.

Revenue Development. 2015 vs. 2014 by Business Segment



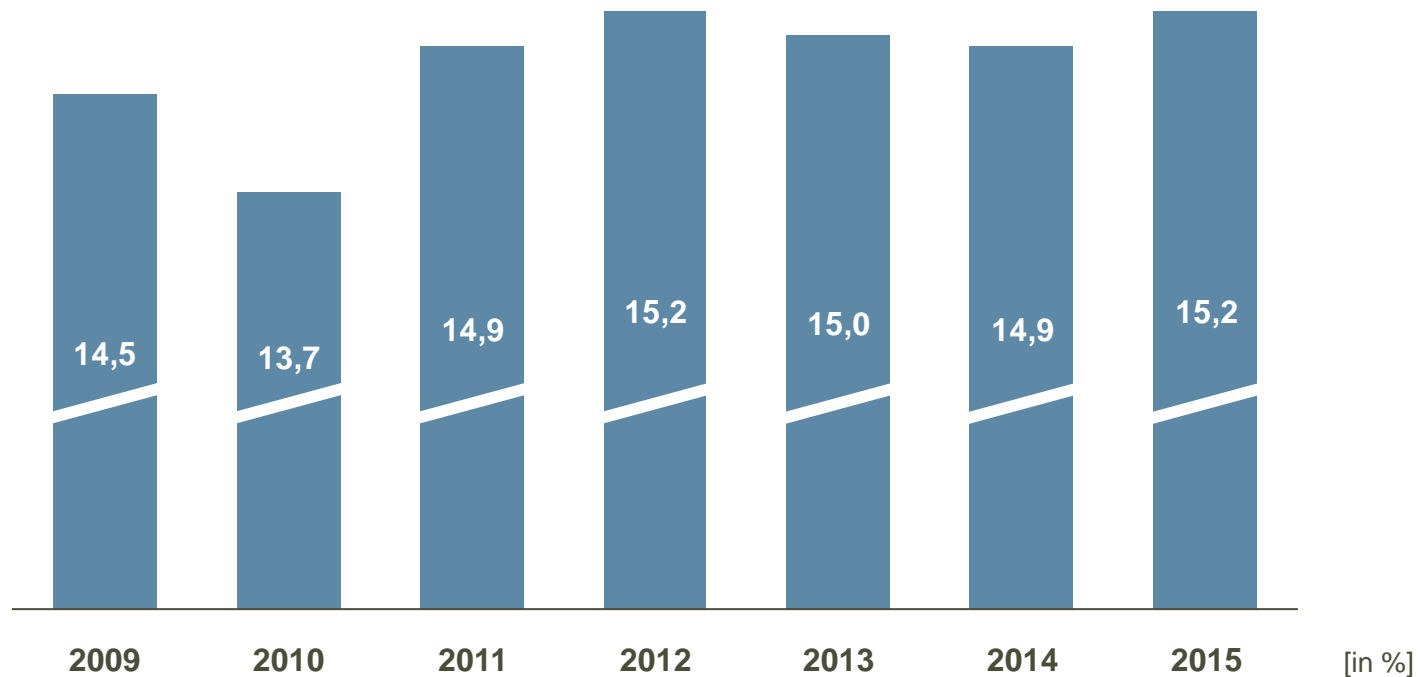
Growth supported by both business segments.

Revenue Development. 2015 vs. 2014 by Region



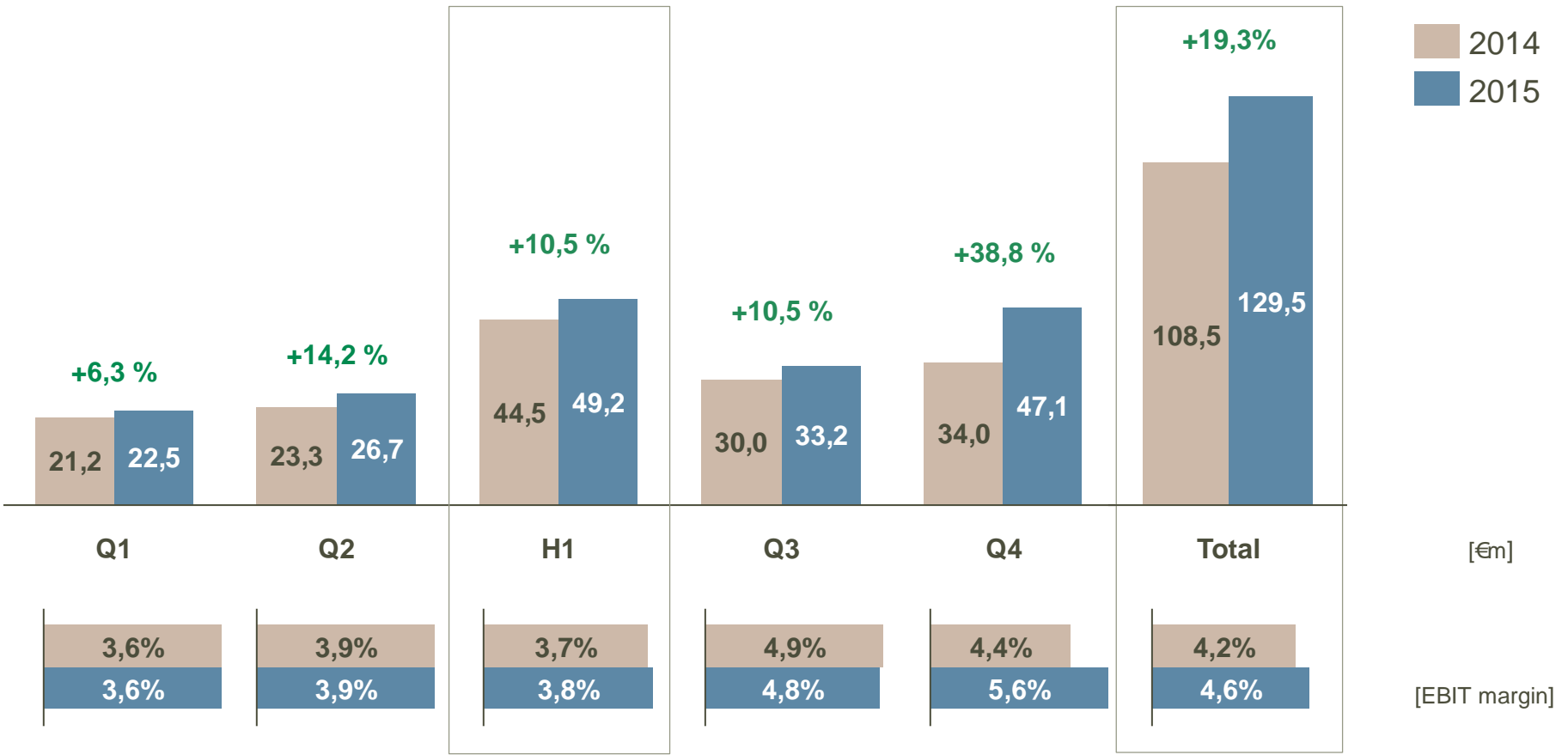
German system houses and European e-commerce companies particularly strong.

Group Gross Margin. Development since 2009



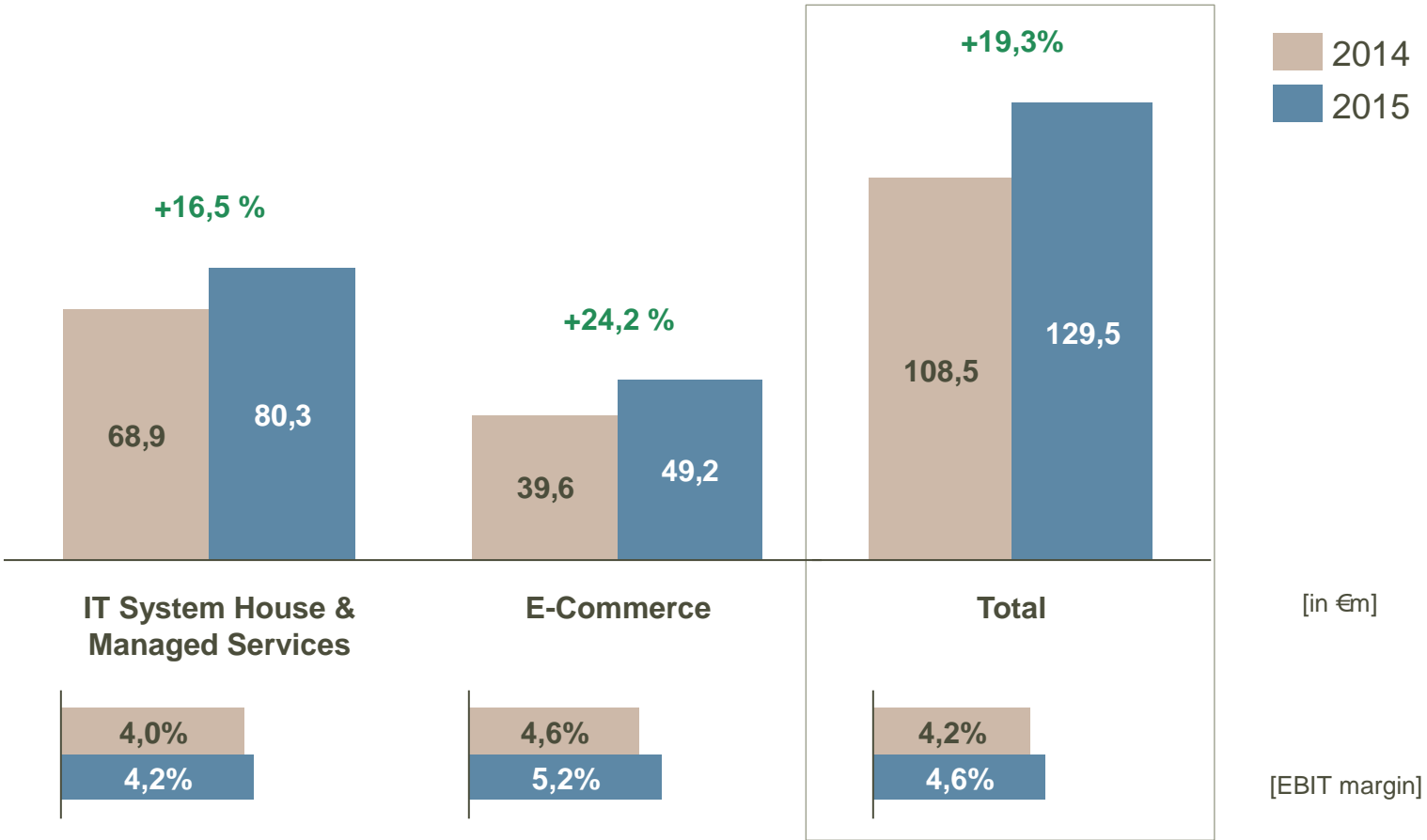
Stable gross margin underscores sound business model.

Earnings Development (EBIT). 2015 vs. 2014 by Quarter



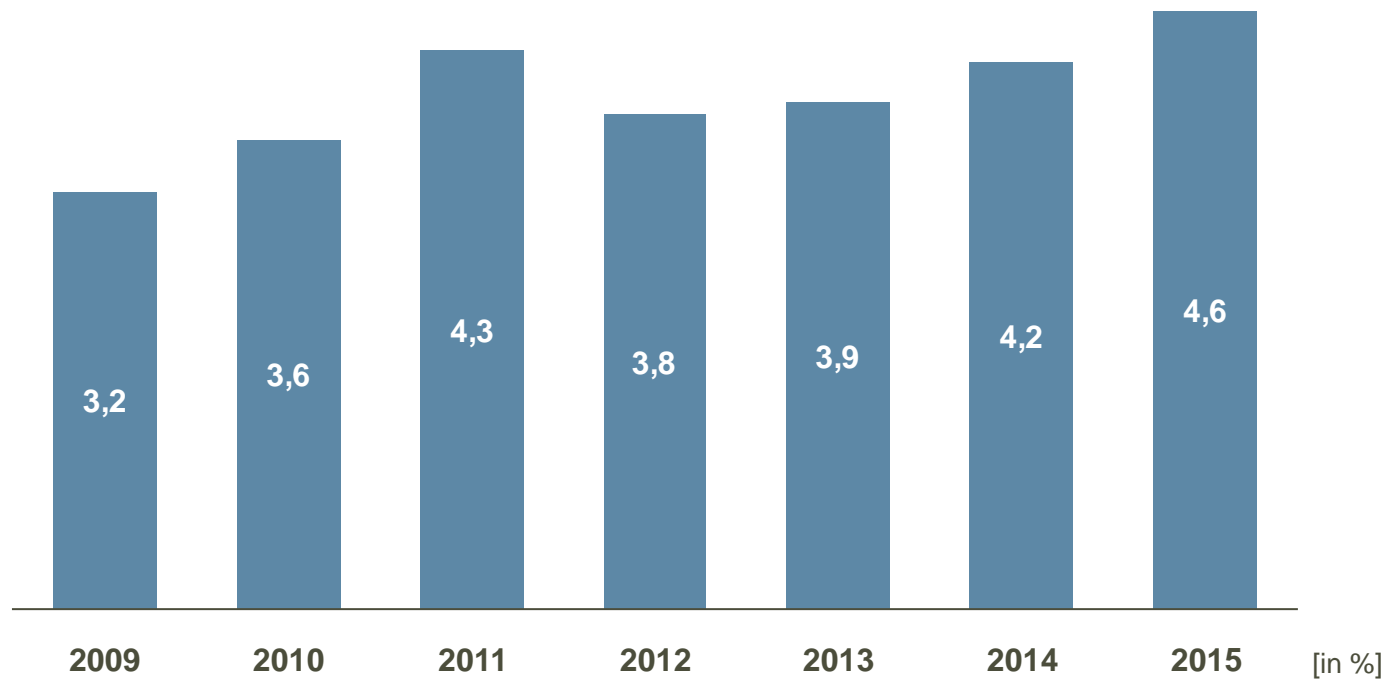
EBIT €21m (approx. 20%) above 2014; excellent Q4 boosted by extraordinary items.

Earnings Development (EBIT). 2015 vs. 2014 by Business Segment



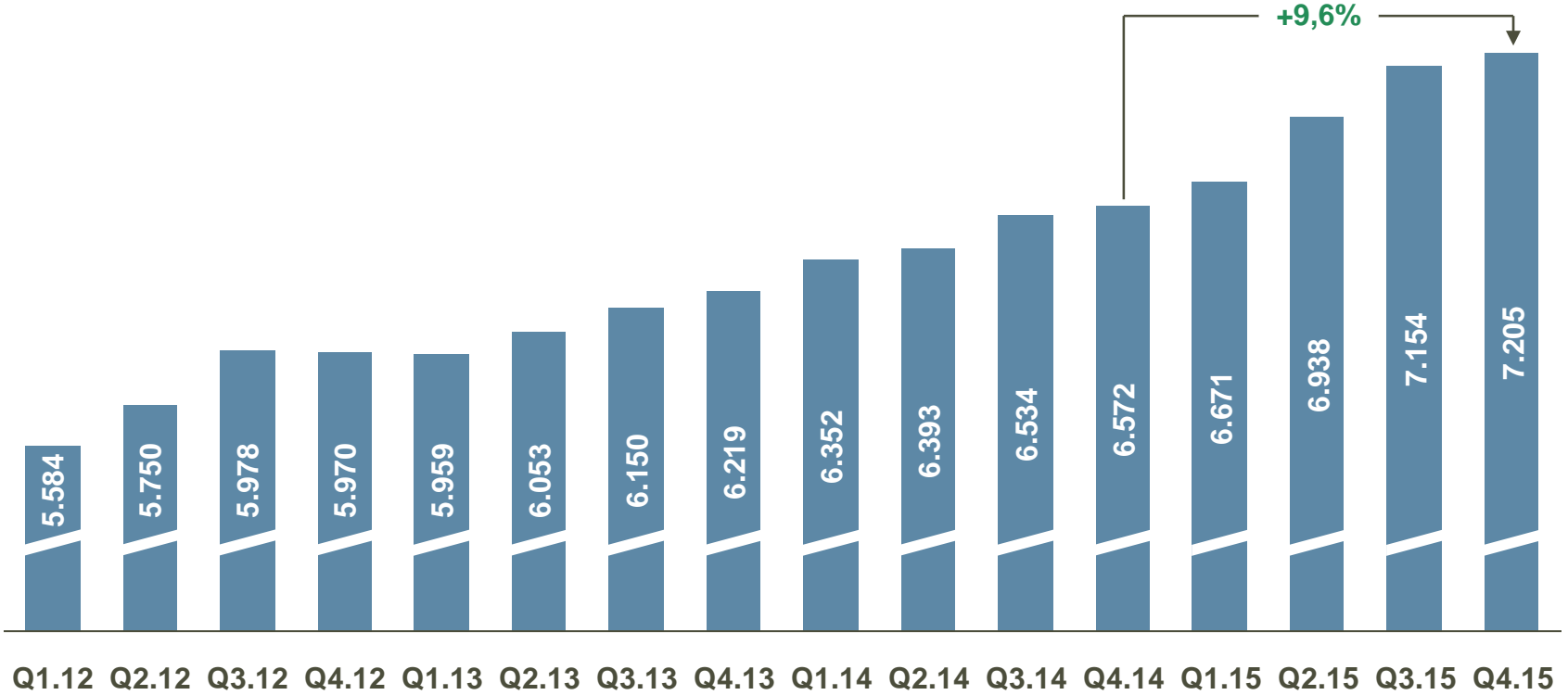
Significant increase in profitability in both business segments.

Group EBT Margin. Development since 2009



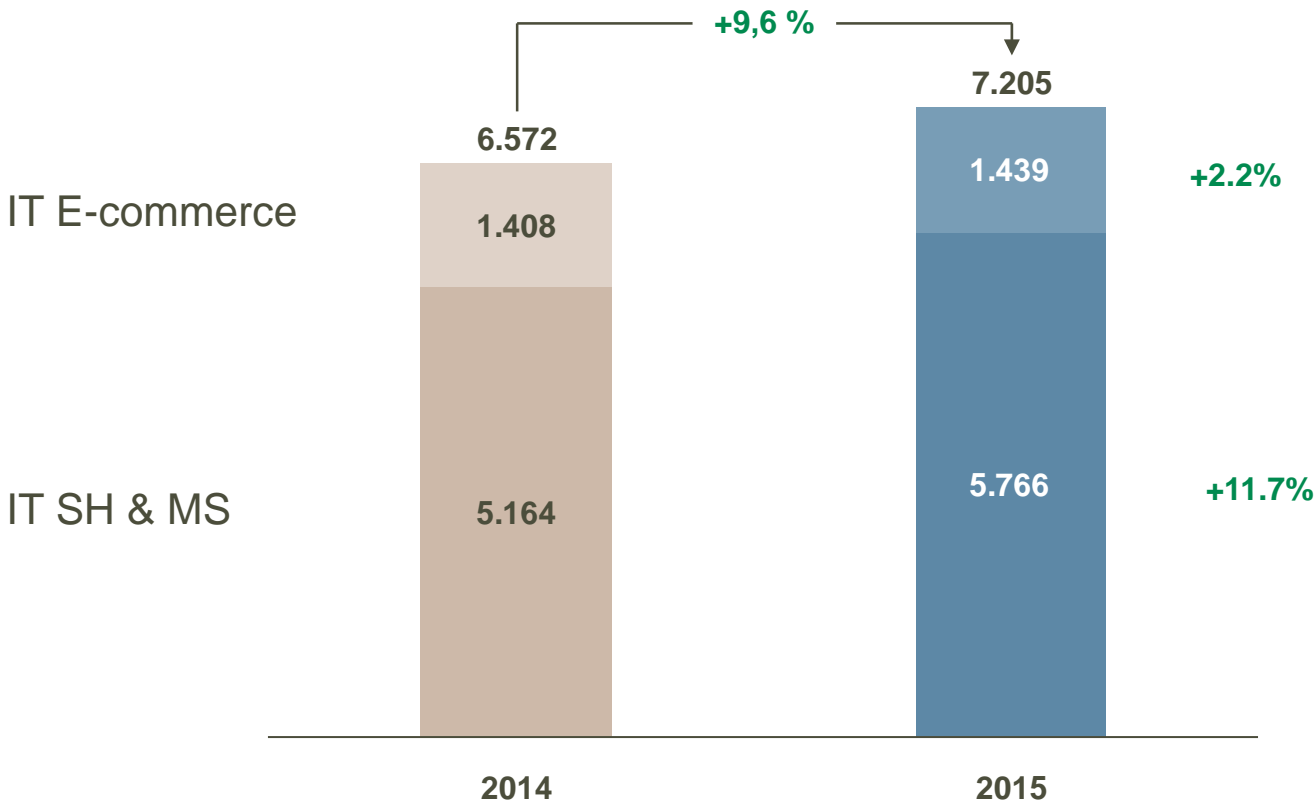
EBT margin at record high, approaching our target margin of 5%.

Group Employee Development. By Quarter



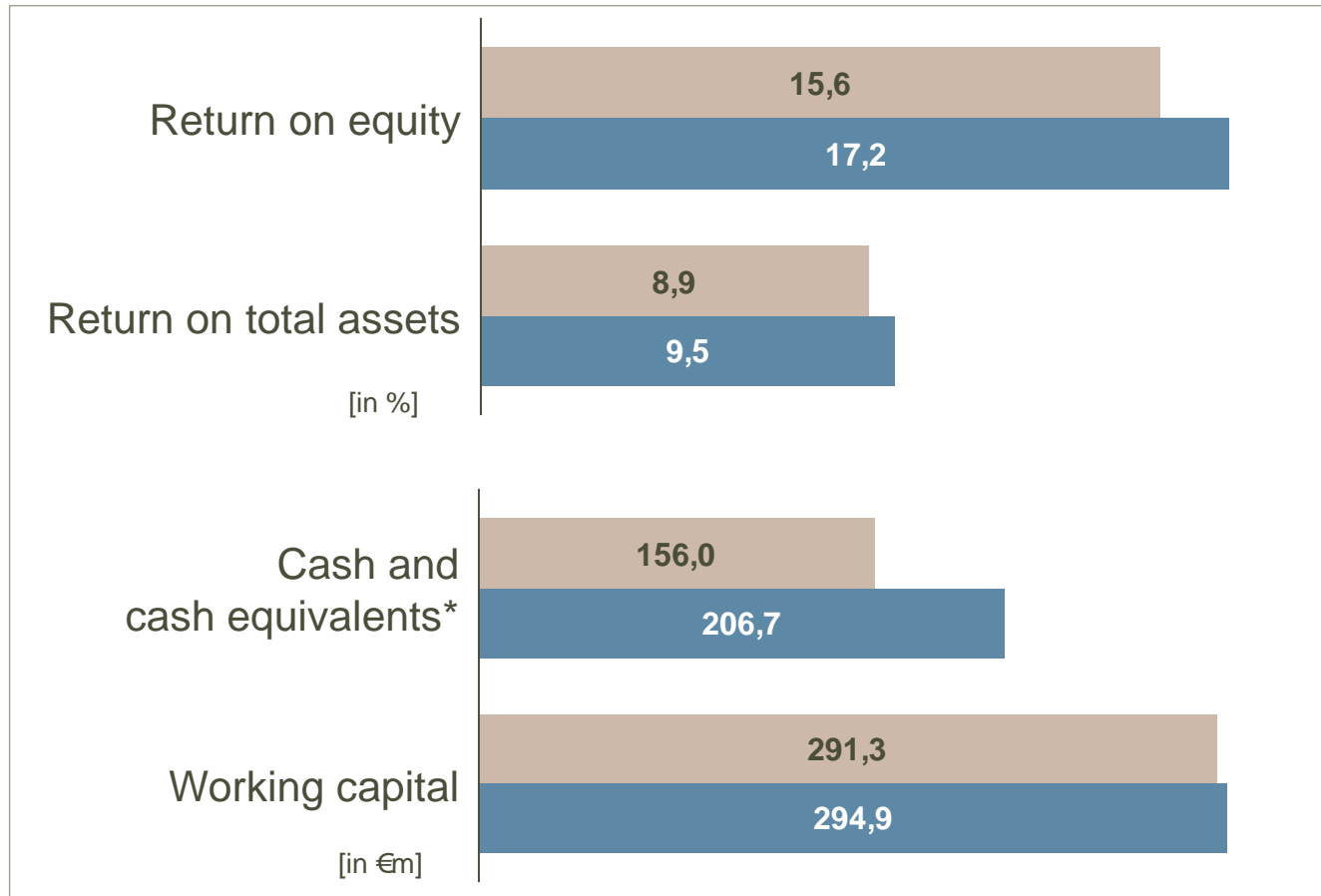
Our workforce grew dynamically in the reporting year.

Employee Development. 2015 vs. 2014 by Business Segment



Increase in workforce affects primarily our service business—IT solutions skills strengthened.

Key Financial Figures. 2015 vs. 2014



2014
2015

[* including time deposits and securities]

High returns – good liquidity – ROCE climbs to 23.7%.

The Bechtle Share. Performance



Market Figures (30.12.15)

Market capitalisation 1,849 million euros

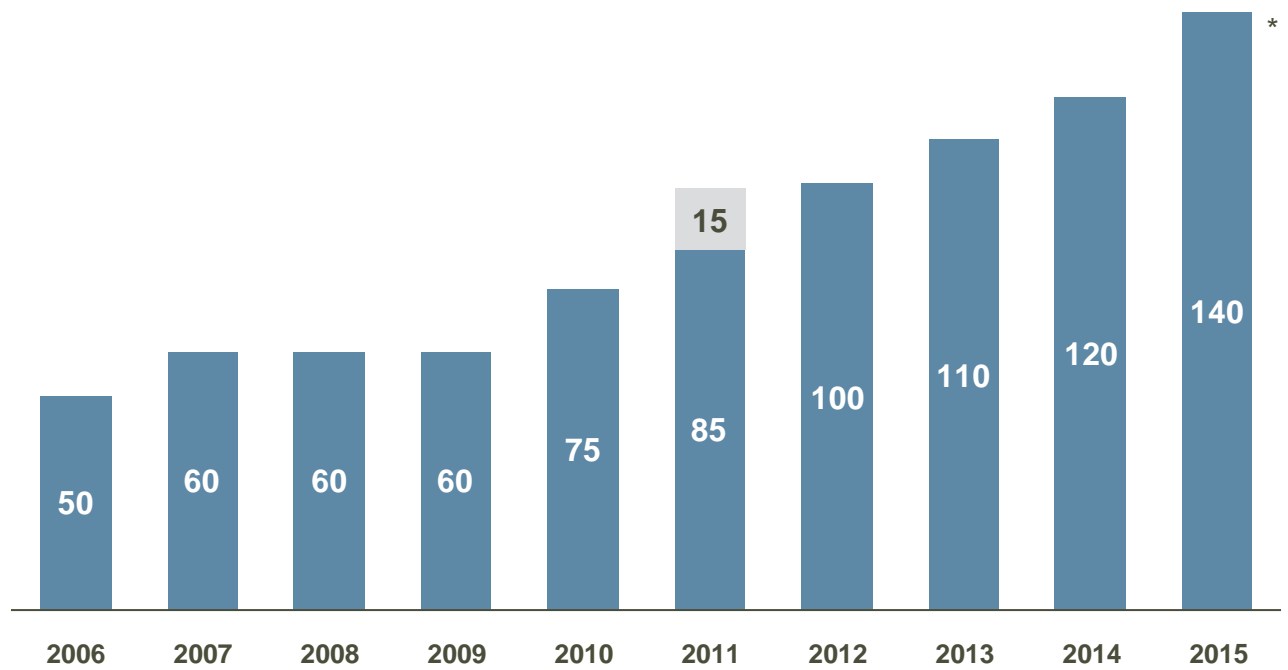
Performance (ytd)

- Bechtle +34.1%
- DAX +10.0%
- TecDAX +32.5%
- DAXsubsector IT Services +35.8%

Outstanding performance in 2015.

Dividend Policy. Continuity

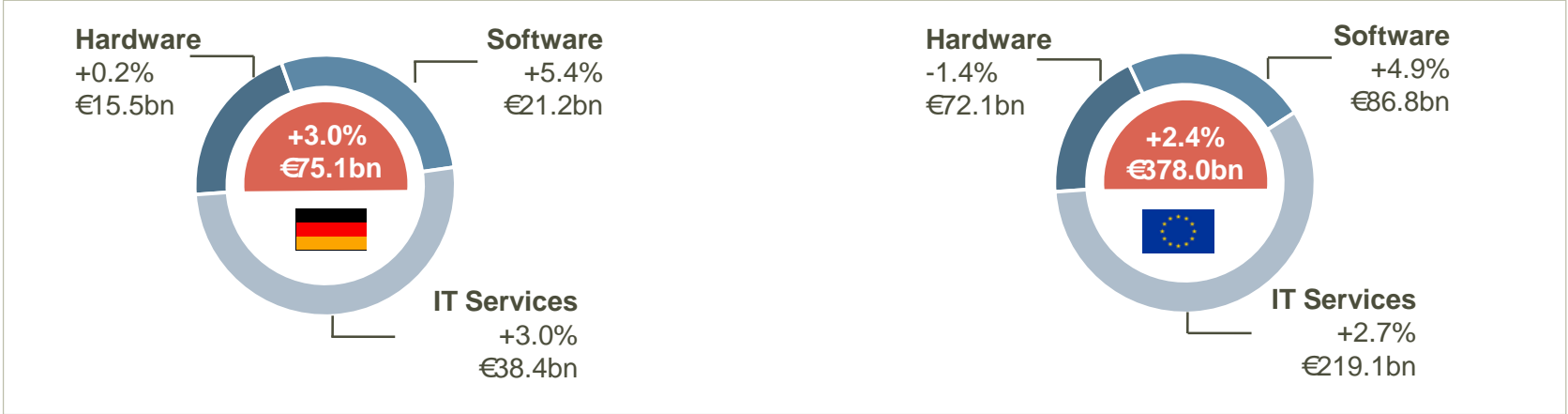
Dividends
in € cent



* AGM proposal

Dividend raised over 16%—sixth increase in a row.

Economic Conditions. The IT Industry in 2016



Source: EITO, December 2015

- Decline in momentum compared to previous year.
- DE: +3.0% (2015: +3.8%), EU: +2.4% (2015: +3.6%).
- Hardware growth expected to be meagre (DE) or negative (EU).
- As in previous years, software and services remain the driving growth factors.

Industry institutes expect a robust year for IT.

Forecast.

2016 Fiscal Year

Revenue.

- Strong growth compared to previous year.
- IT System House: Ongoing expansion of the solutions and service business.
- IT E-Commerce: Retain excellent competitive position.

Earnings.

- Strong growth compared to previous year.

Employees.

- Additional moderate growth beyond acquisitions.

Strong start to the year substantiates our expectations.

Any questions?

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The future speaks IT.
So do we.