



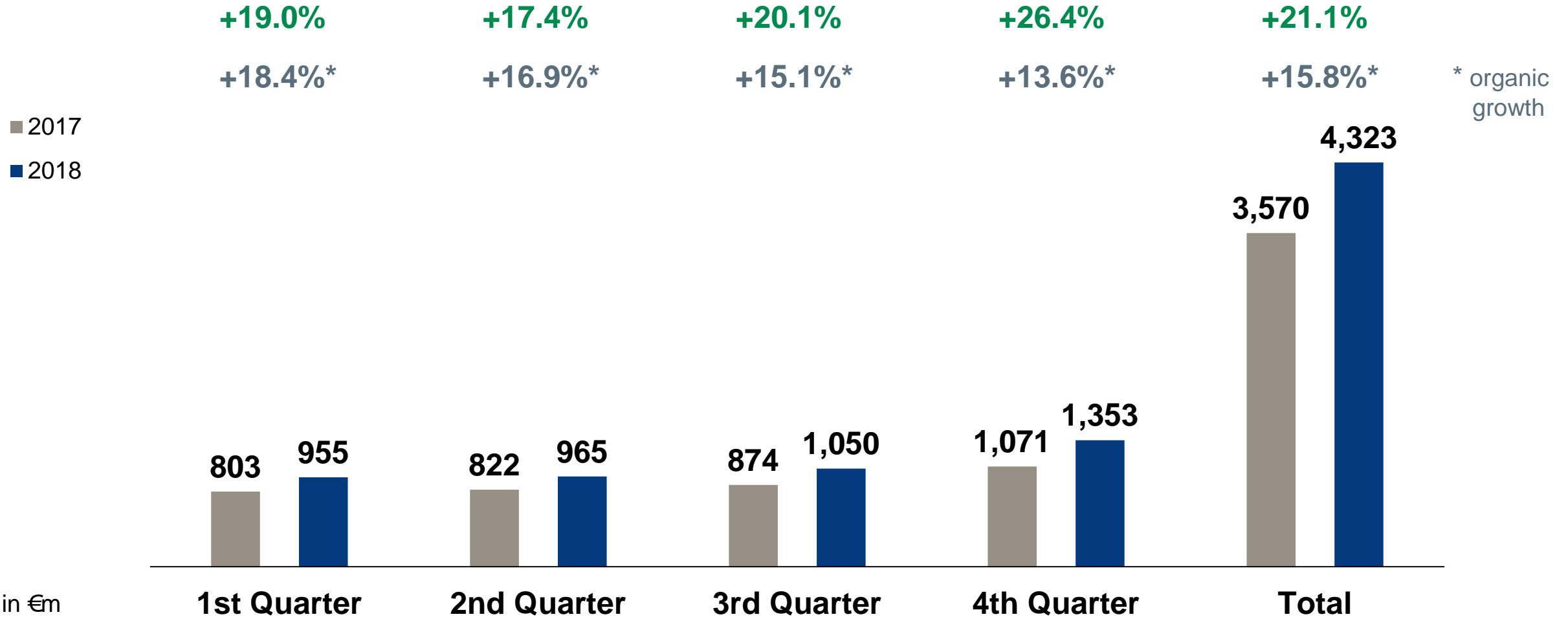
Bechtle AG – Analyst Conference 2019

Welcome!
Frankfurt | 15 March 2019

Contents.

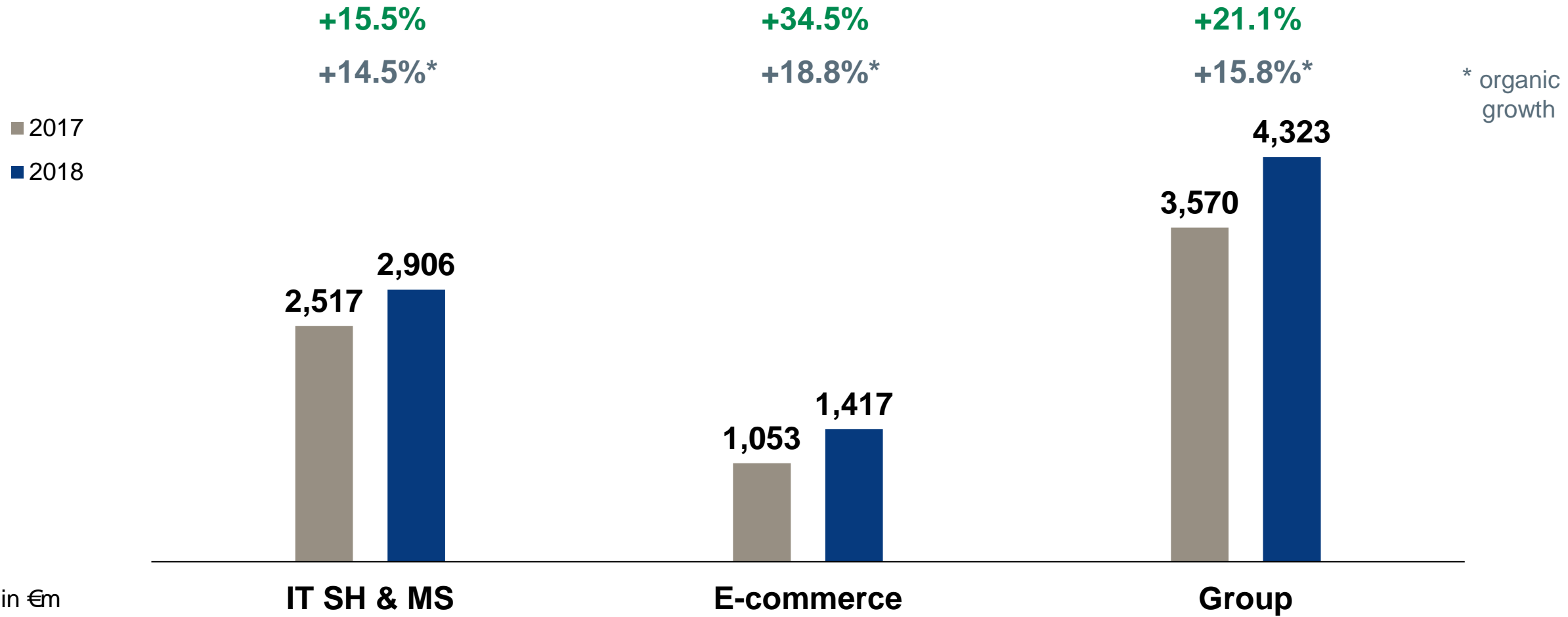
1. Business development in 2018
2. Share and dividend
3. Highlights 2018
4. Outlook 2019

Revenue – Consistently high growth across all quarters.



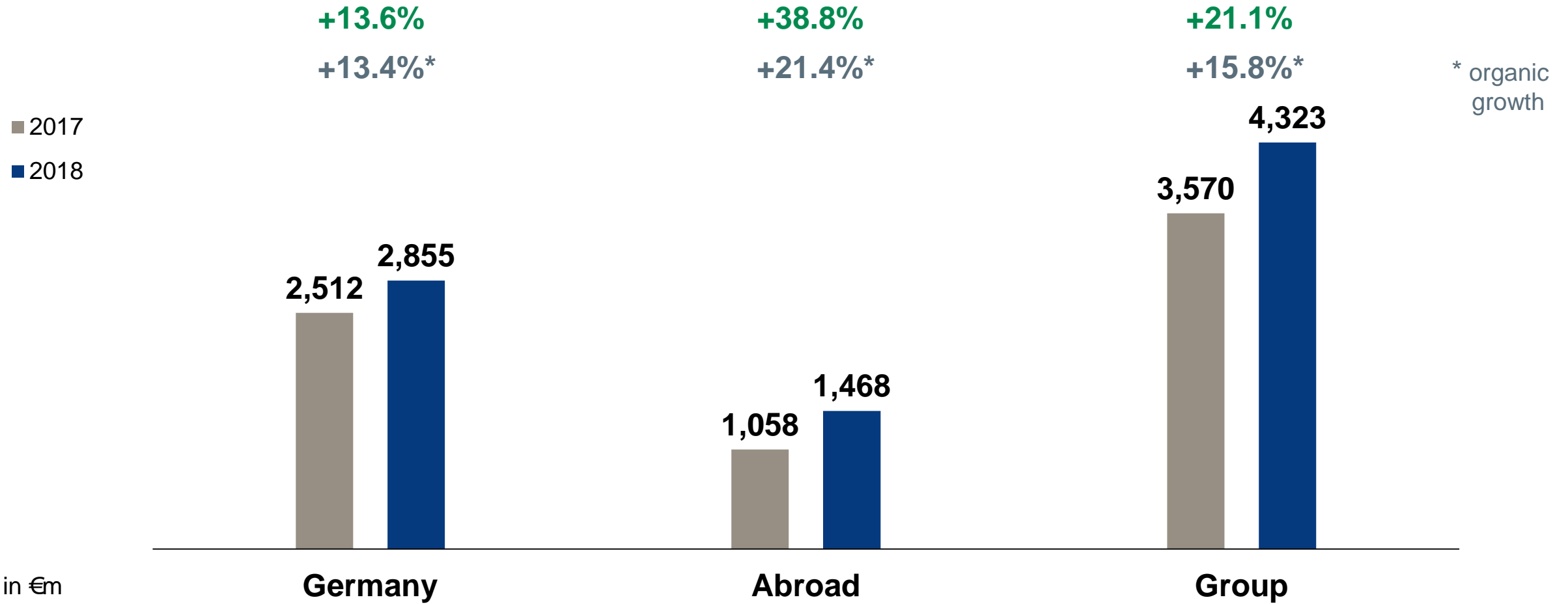
in €m

Revenue – Acquisition has significant impact on segment view.



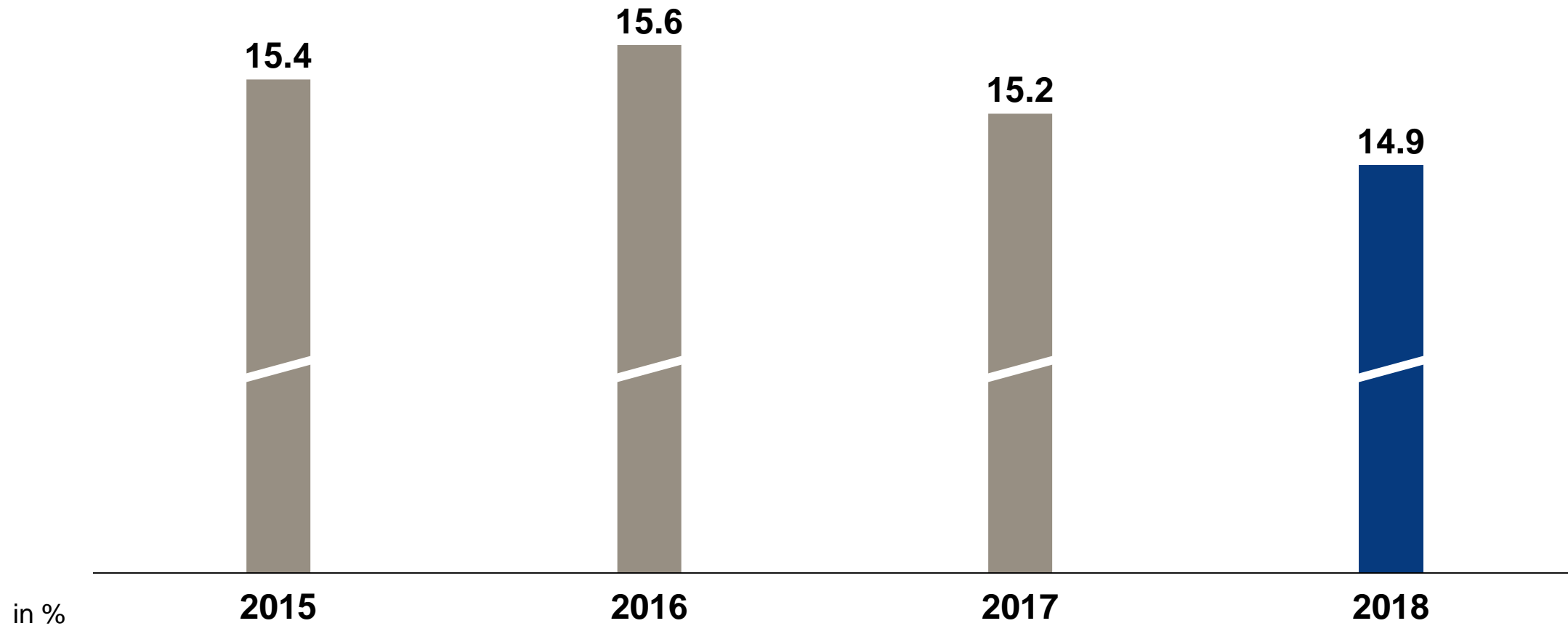
in €m

Revenue – Particularly strong growth abroad.

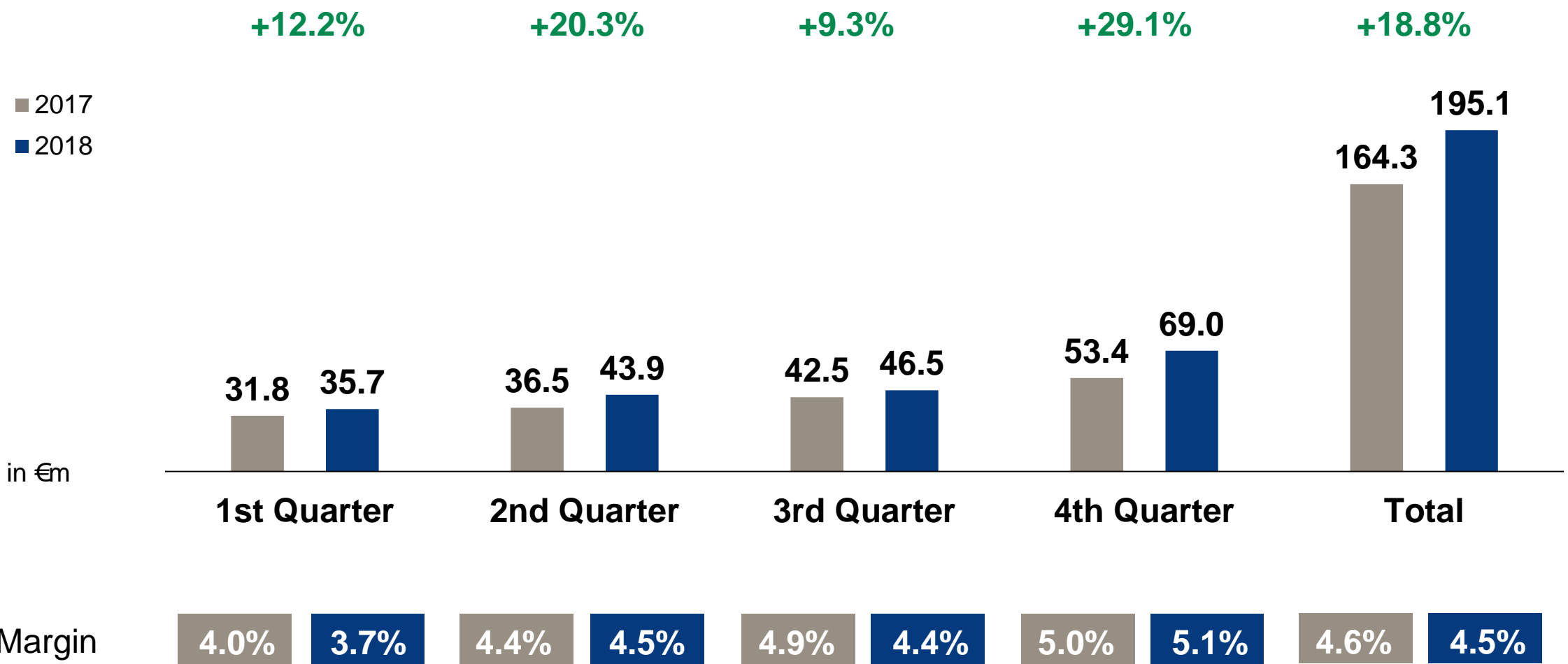


in €m

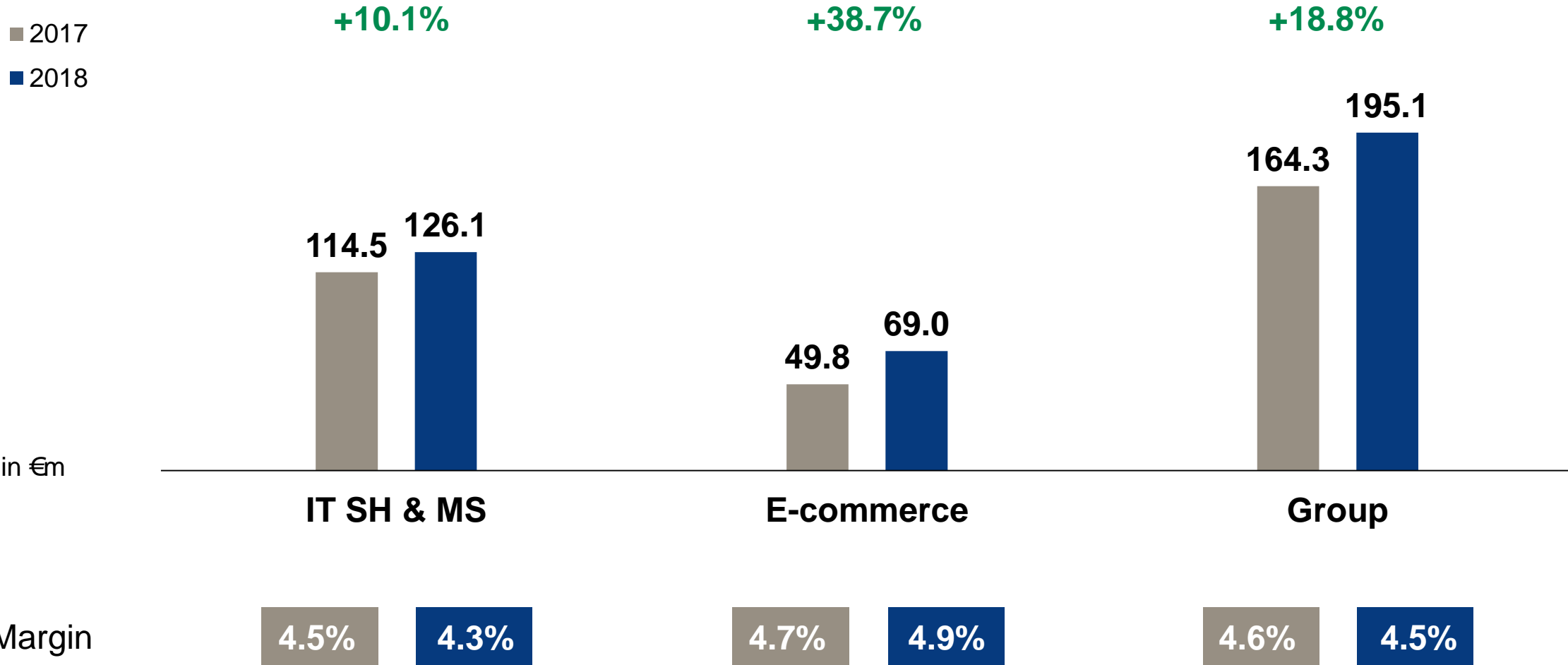
Gross margin – Under growth-related pressure.



EBIT – Positive earnings development – Q2 and Q4 stand out.



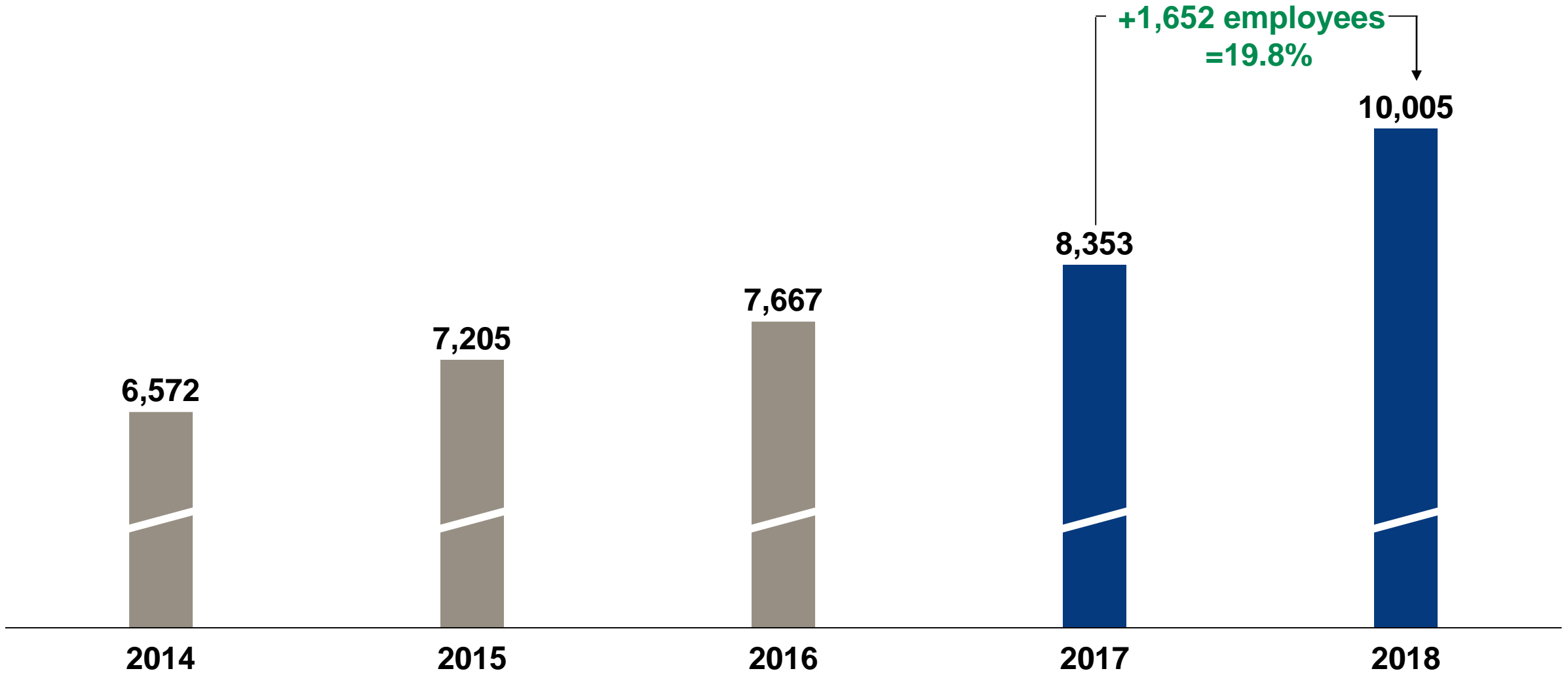
EBIT – E-commerce improves margin despite PPA effect.



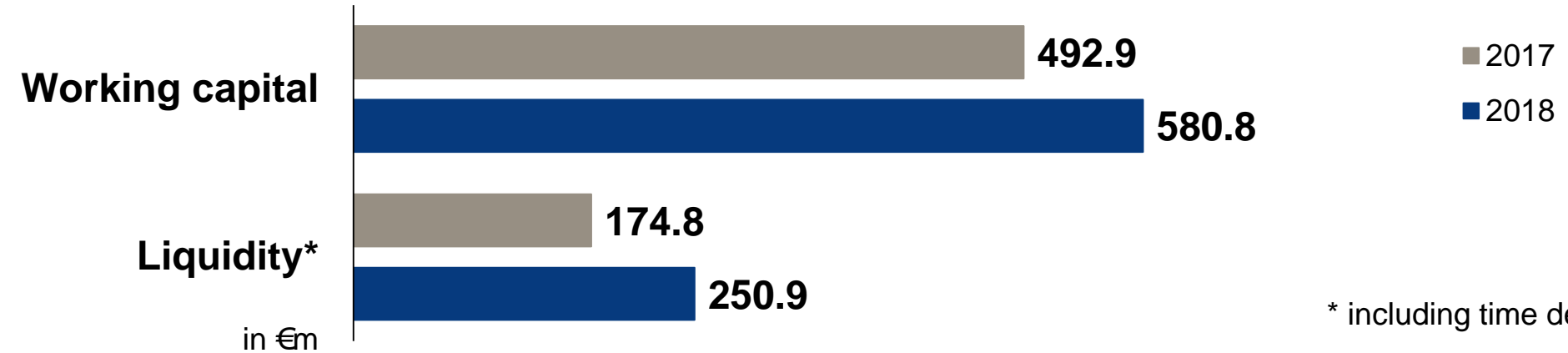
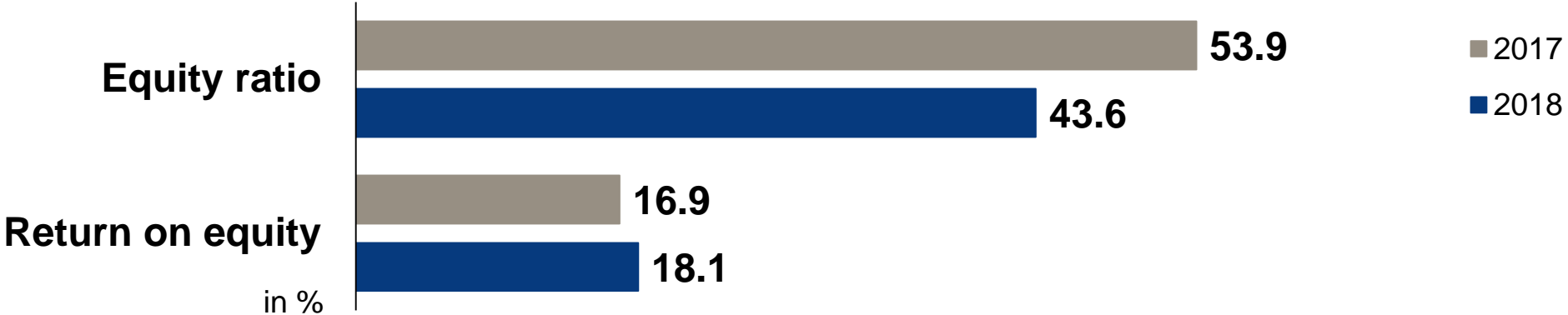
in €m

Margin

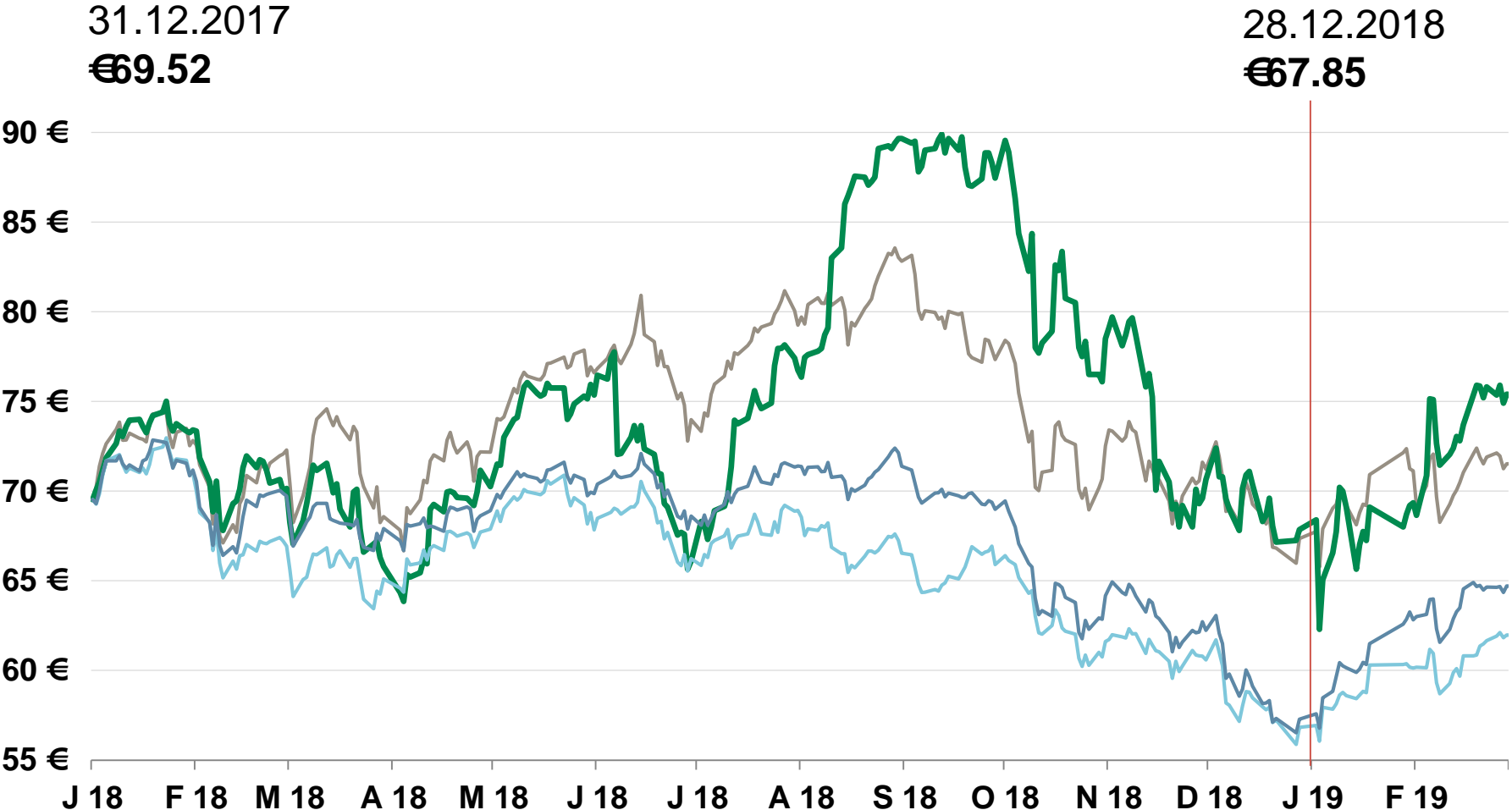
Employees – Headcount surpasses 10,000 people.



Key financial figures.



Bechtle share – An outperformer despite volatile conditions.



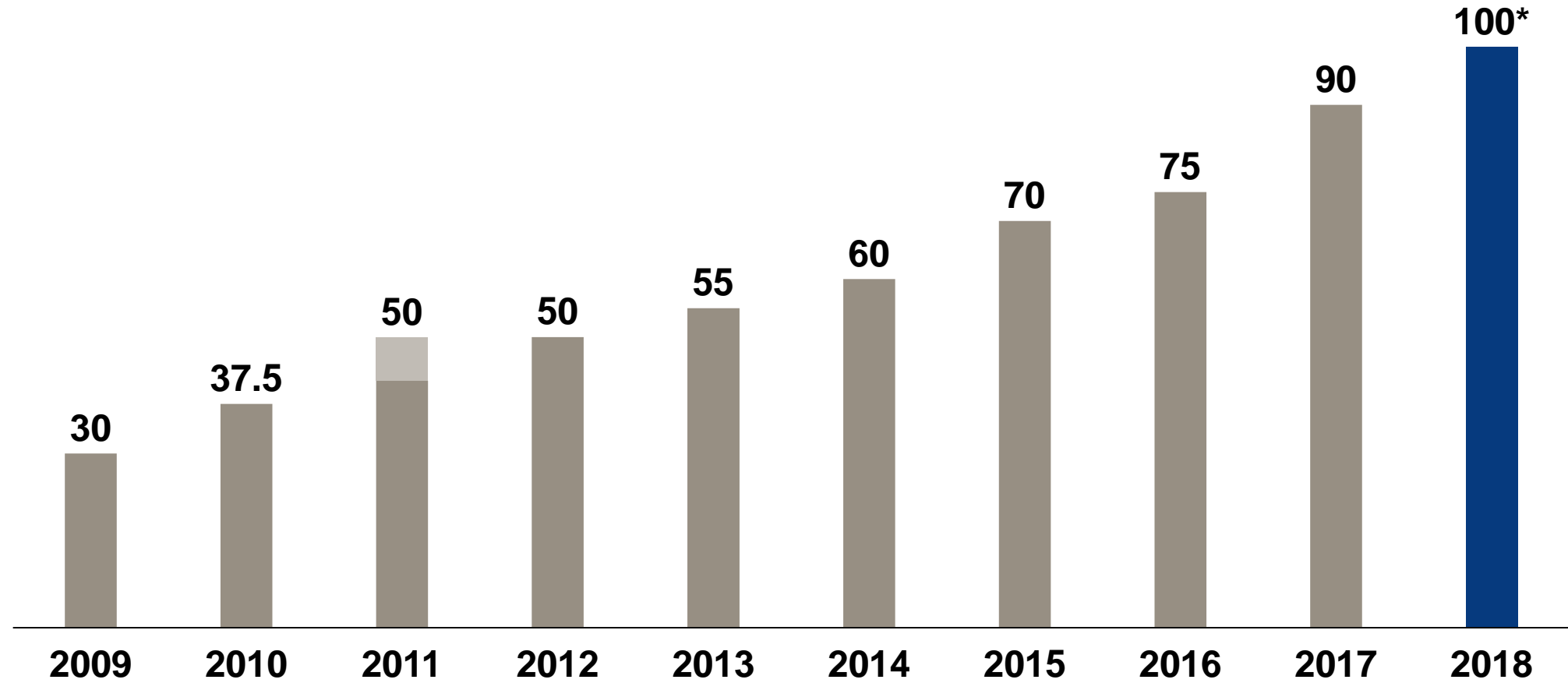
Performance 2018

Bechtle	-2.4%
TecDAX*	-3.1%
MDAX*	-17.6%
DAX*	-18.3%

*indexed



Dividend –
Up by 11.1%, the 9th increase in a row.



Dividend
in € cent

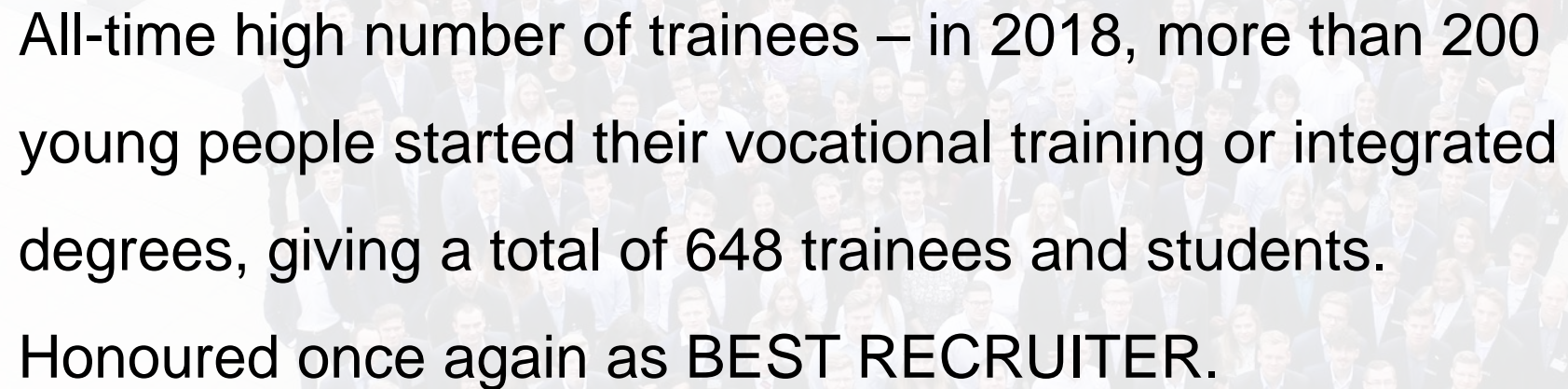
* AGM proposal



10,005 employees.

1,652 (about 20%) more YOY.

Target set out in Vision 2020 achieved.



2 All-time high number of trainees – in 2018, more than 200 young people started their vocational training or integrated degrees, giving a total of 648 trainees and students. Honoured once again as **BEST RECRUITER**.

3

Development and presentation
of the Bechtle Vision 2030.

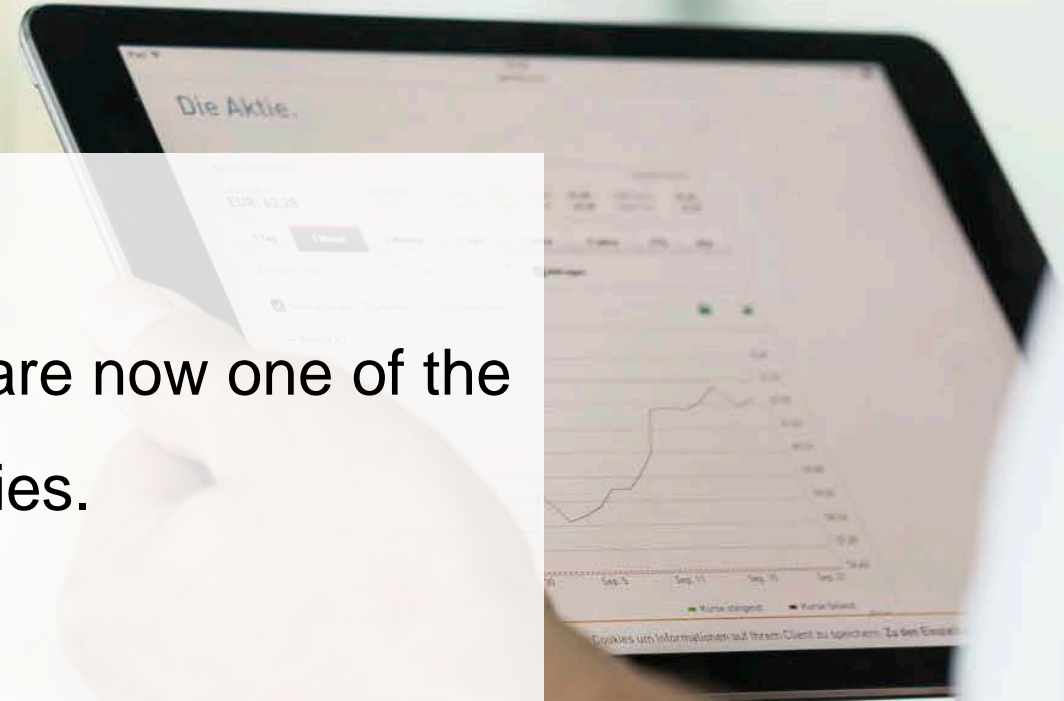


4

6 acquisitions – including the largest in the company’s history: Inmac WStore plus Acommit, EvoluSys, Stemmer, Coffee, and Bücken.

5

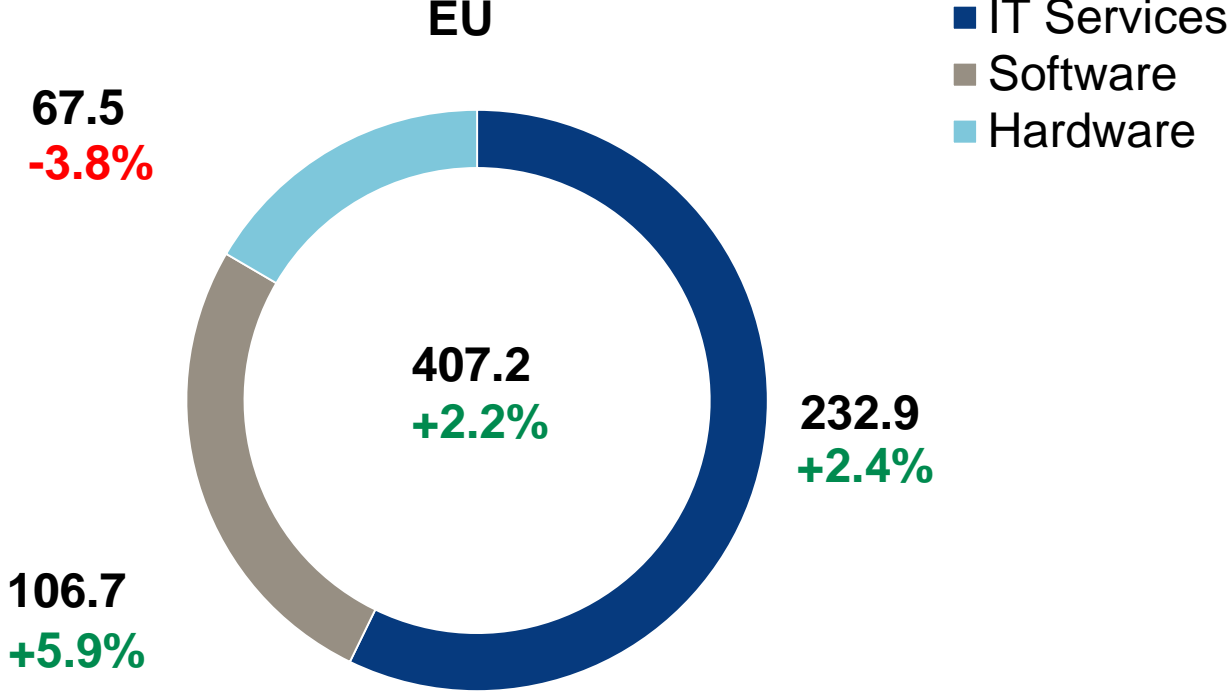
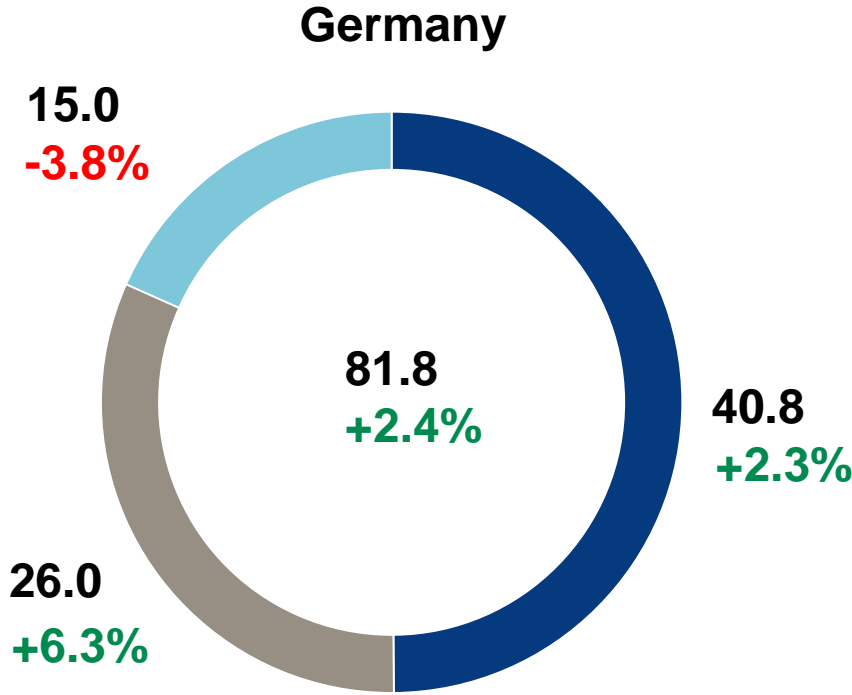
Bechtle listed on the MDAX – we are now one of the 90 largest German, listed companies.



6

First bond loan – 300 million euros
for even more future, stability and security.

Outlook 2019 – Economic conditions – IT market.



- IT Services
- Software
- Hardware

in €bn

Source: EITO, November 2018,
Without telecommunications, incl. B2C

Outlook 2019 – Bechtle is optimistic – despite tough conditions.

Economic conditions.

- Economic atmosphere in Germany and Europe weakens.
- Waning growth dynamic in the IT market – 2019 will be a challenging year.

Forecast.

- Very significant growth in terms of revenue and earnings, including acquisitions.
- EBT margin at least on par with 2018.
- The first few weeks underpin our optimistic outlook.

Competence Days 2019



NEW HORIZONS FOR BUSINESS

10 and 11 April 2019
Bechtle Platz 1, 74172 Neckarsulm

- Extending a warm welcome.
- Exhibitions, presentations, live demos and expert lectures.

Annual Report 2018.



- All facts and figures for your perusal.
- Available on [bechtle.com/reports](https://www.bechtle.com/reports)

Any questions?