

Bechtle AG

1st Quarter 2016.

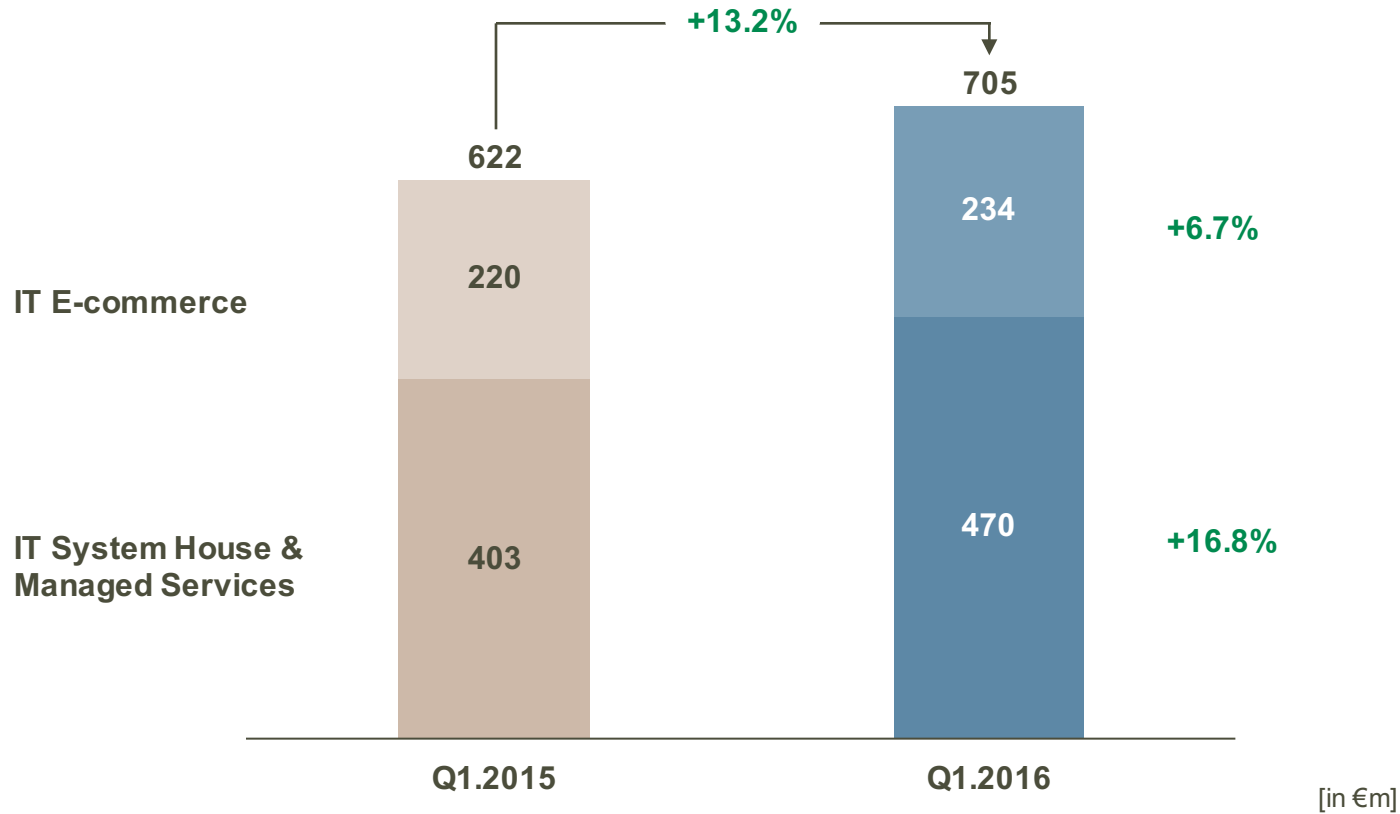
Neckarsulm | 13 May 2016



Content.

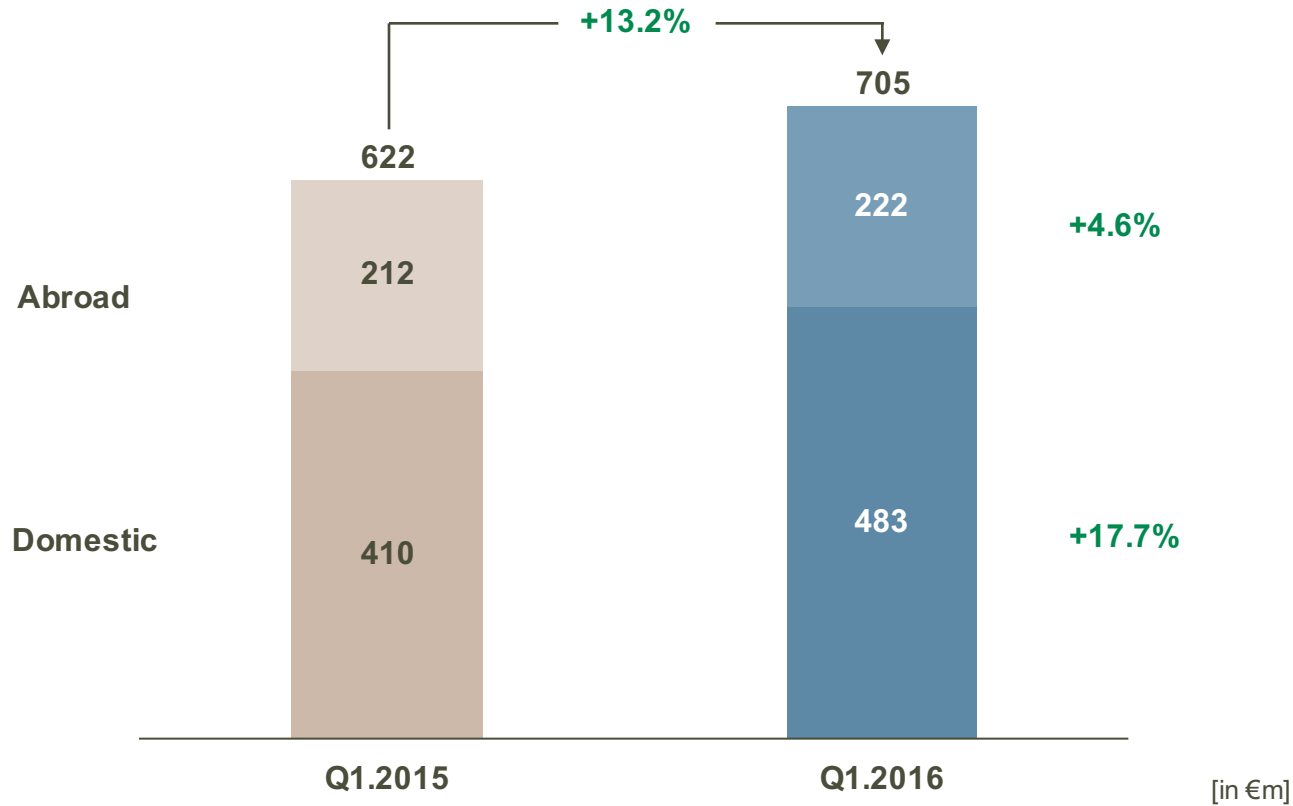
1. Business Development
 - Revenue
 - Earnings
 - Employees
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2. Share and Dividends
3. News and Updates
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Revenue by Business Segment.



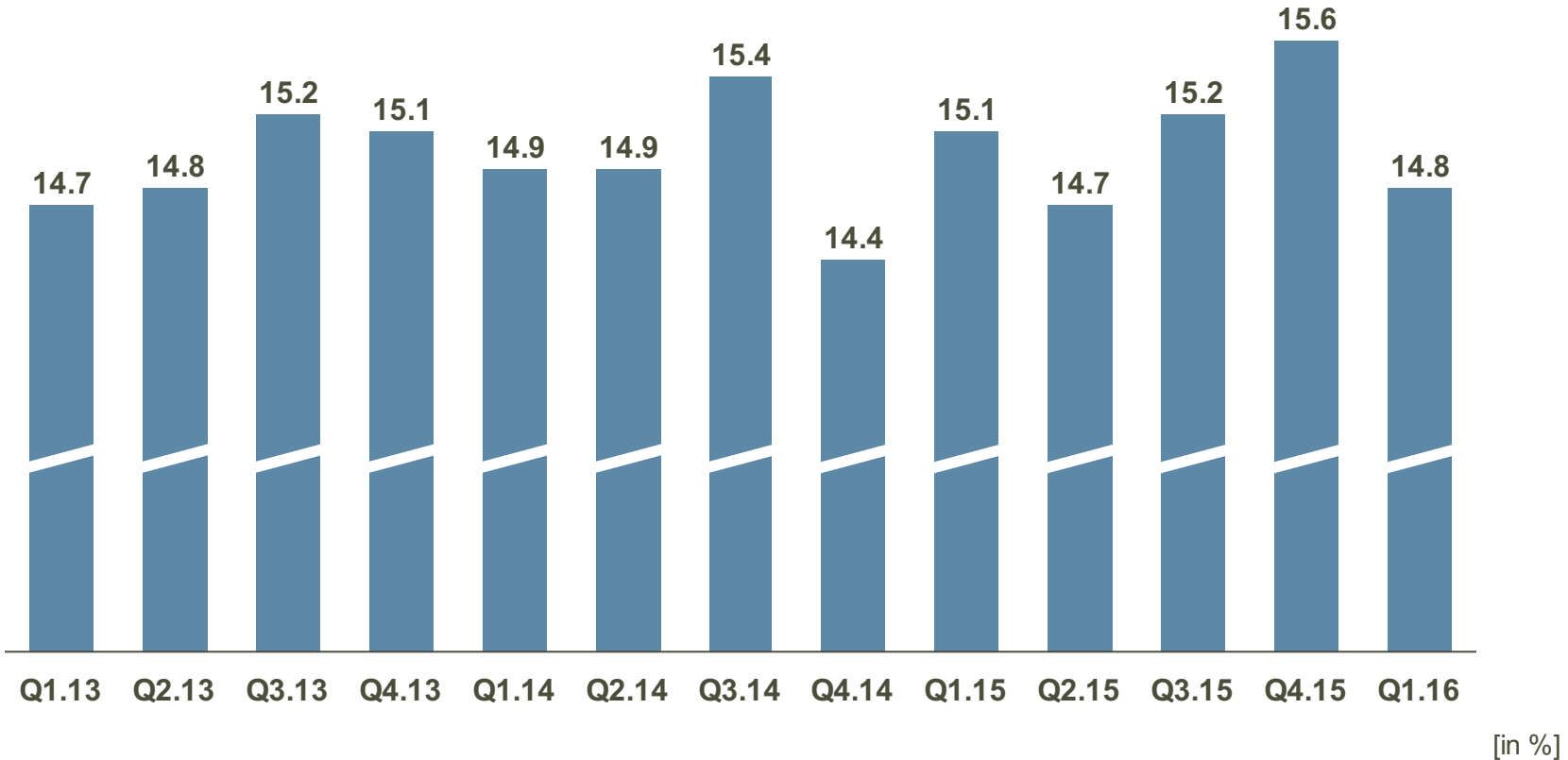
Excellent competence in IT solutions yields strong growth.

Revenue by Region.



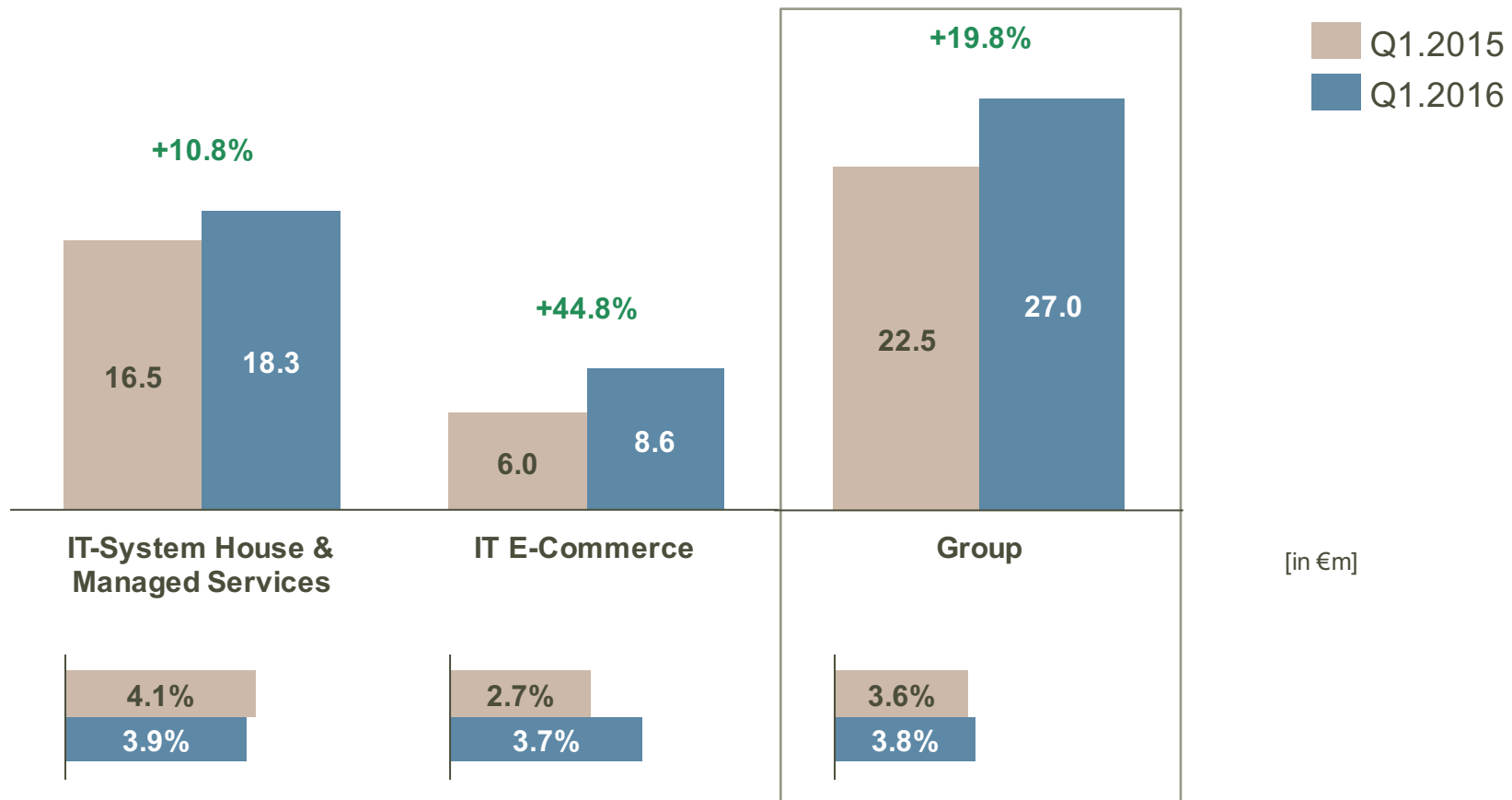
Growing market share above all in Germany.

Group Gross Margin.



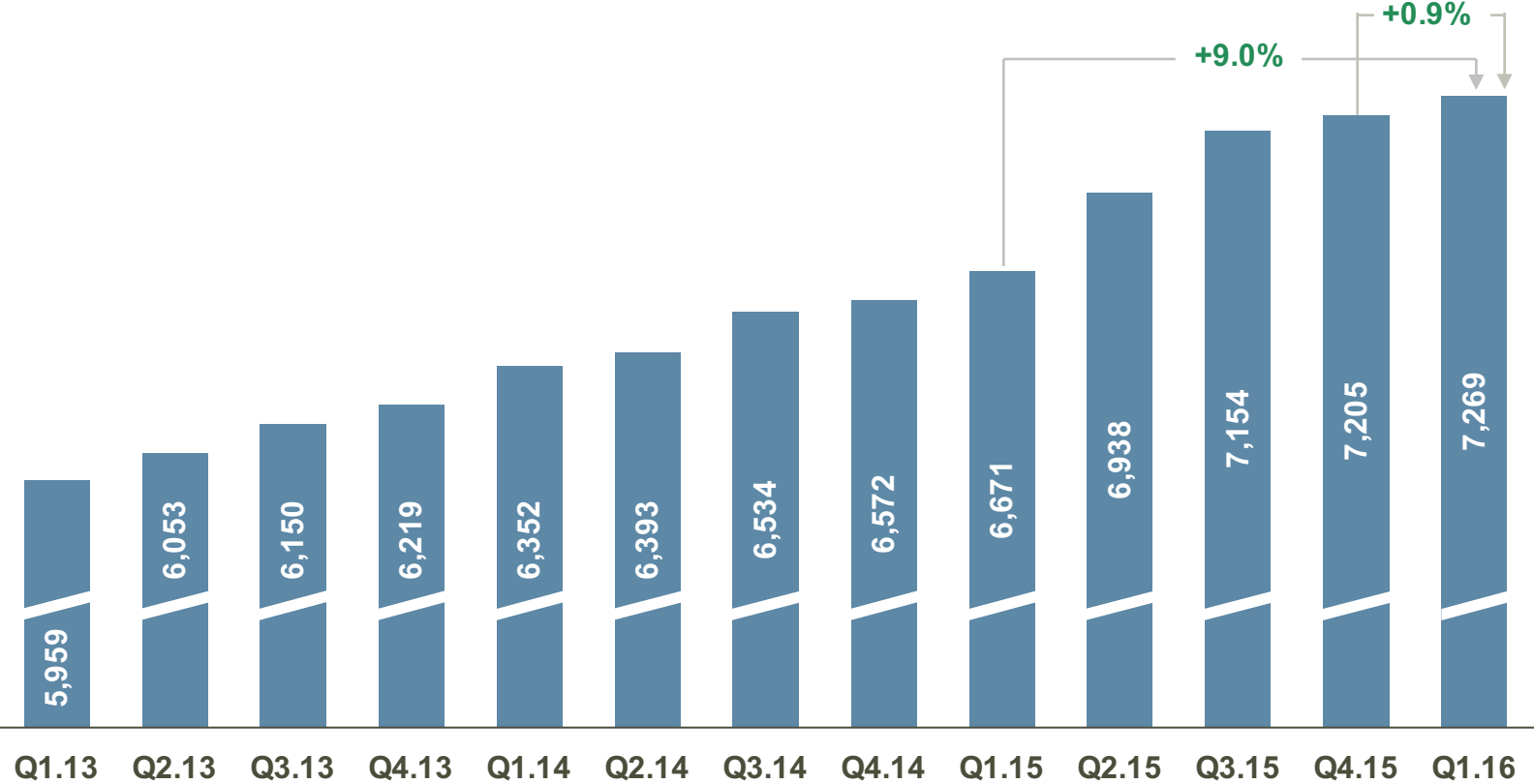
Gross margin remains high.

EBIT by Business Segment and Consolidated.



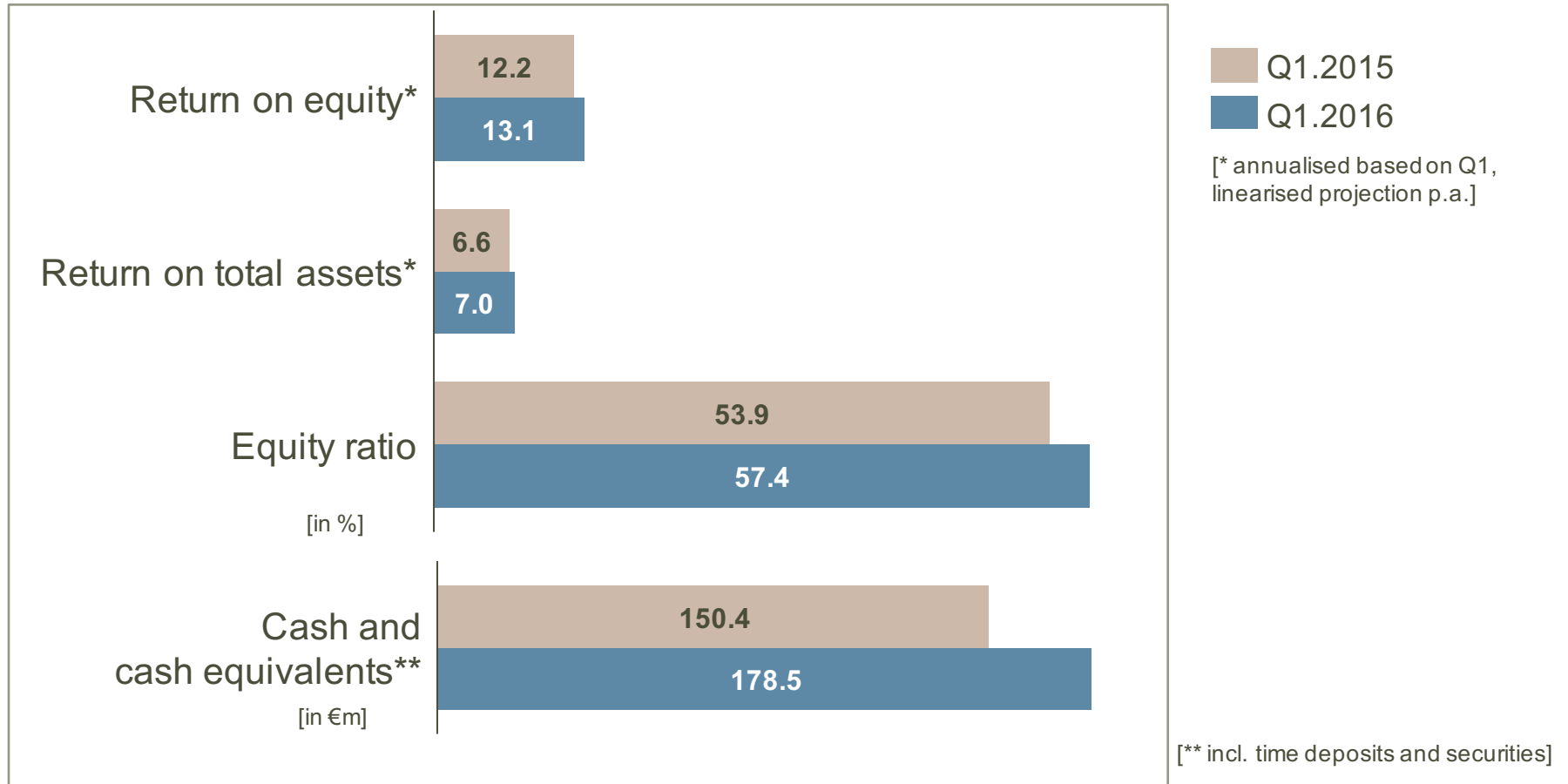
Significant increase in earnings—group margin slightly above previous year.

Employees.



Employee figures continue to grow—decreasing dynamics during the reporting period.

Key Financial Figures.



Return on equity and assets, equity ratio and liquidity improved over previous year.

The Bechtle Share.



Market Figures (10.5.16)

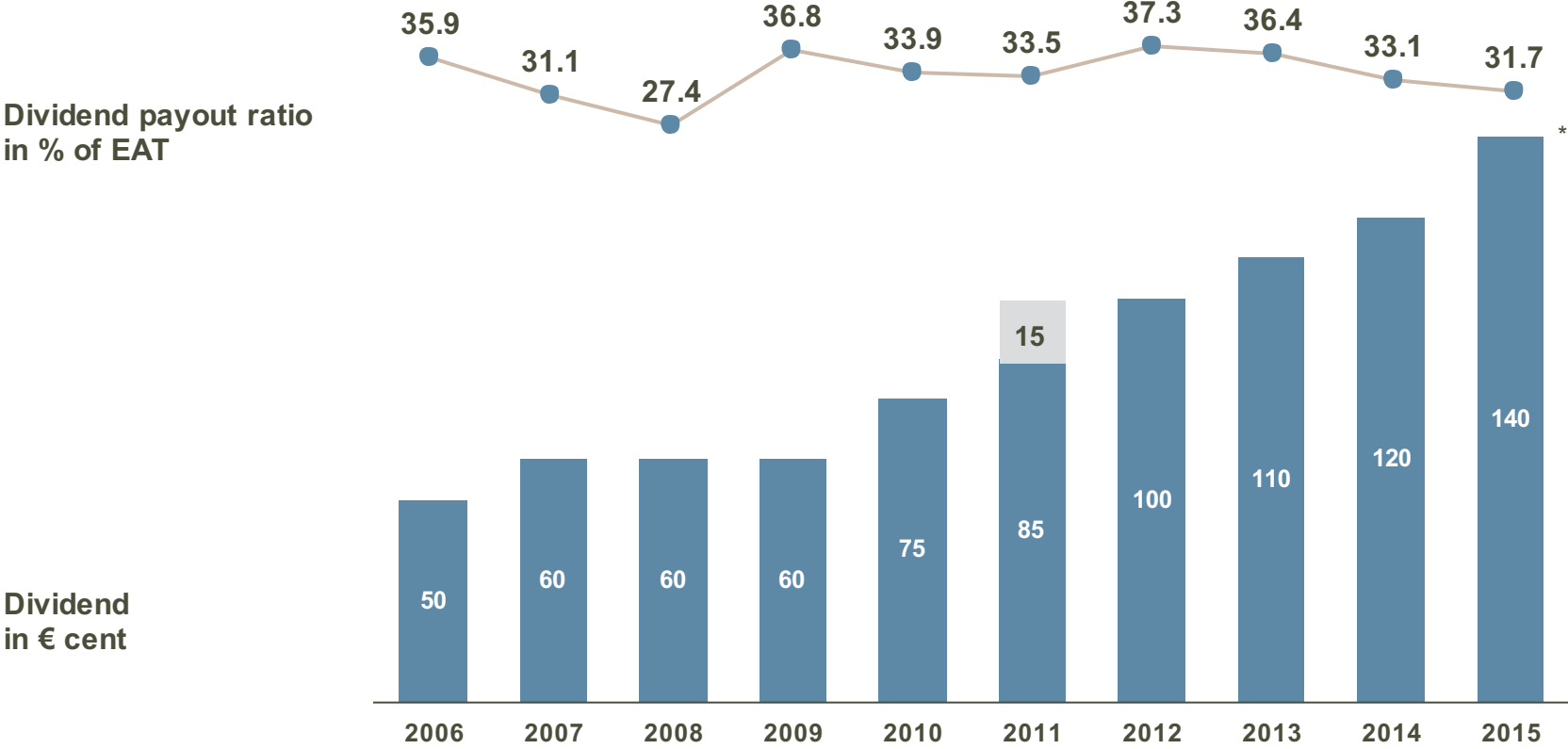
Market capitalisation m€1,975

Performance (ytd)

- Bechtle +5.1%
- DAX -2.3%
- TecDAX -9.1%
- DAXsubsector IT Services -9.8%

Bechtle share outperforms market since mid-March.

Dividends.



* AGM proposal

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

Bechtle Company News.

The Future.

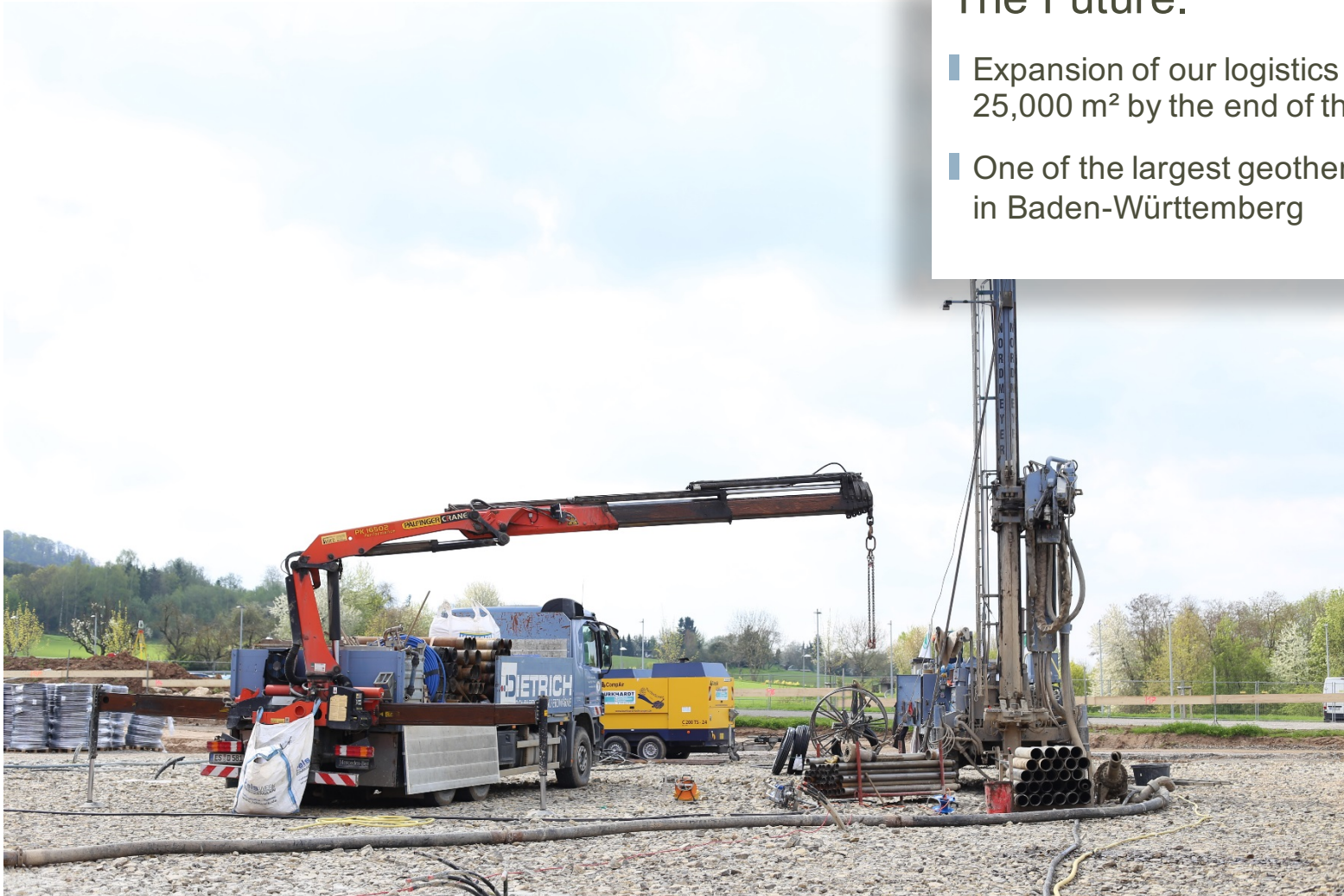
- Digitisation:
Pick-by-vision (smart glasses),
cooperation with SAP



Bechtle Company News.

The Future.

- Expansion of our logistics hub to 25,000 m² by the end of the year
- One of the largest geothermal farms in Baden-Württemberg



Bechtle Company News.

Competence Day 2016.

■ A record-breaking 2,500 visitors;
main theme: Digitisation: The Future
of IT.



Bechtle Company News.



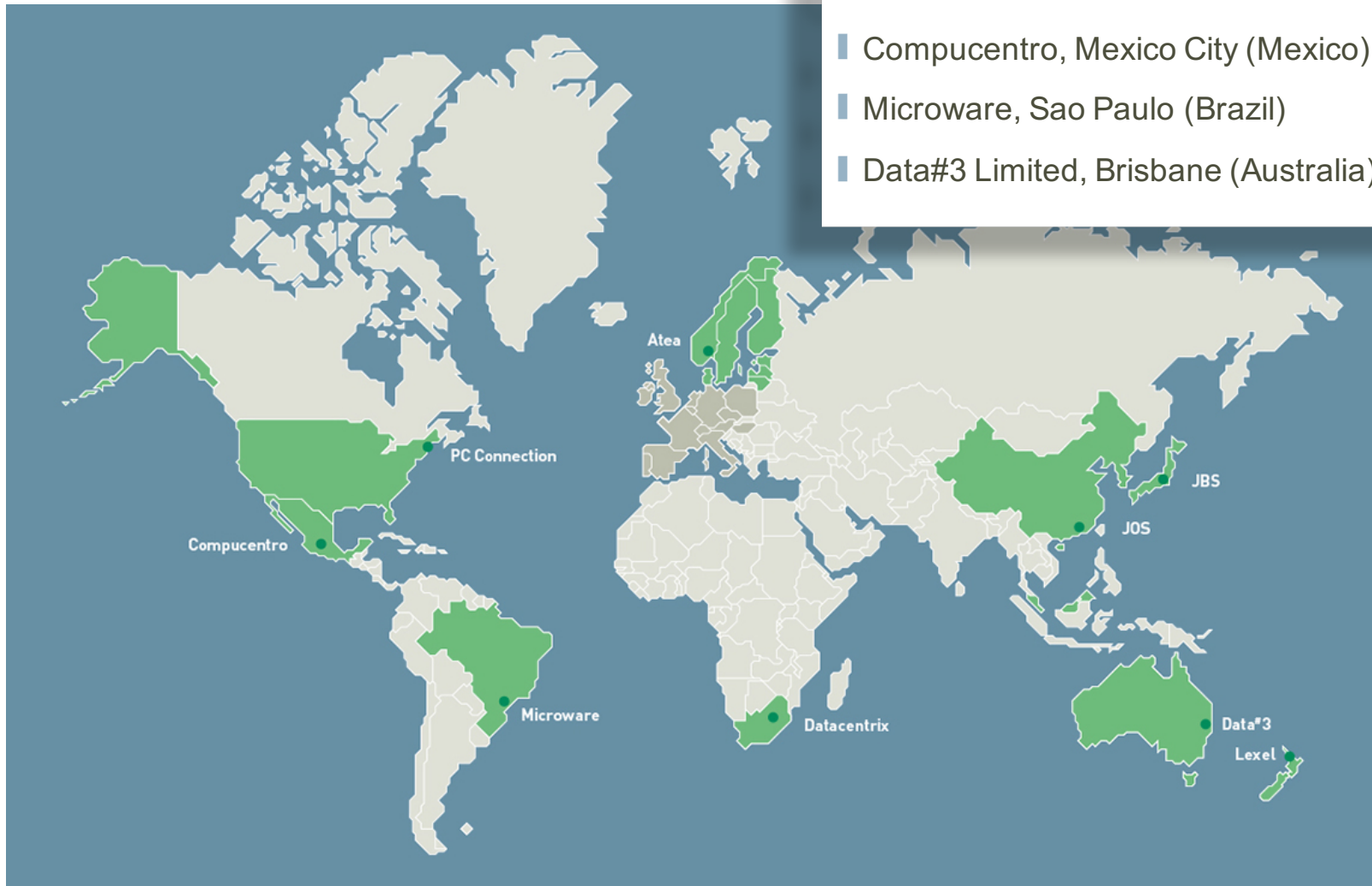
Vendor Awards 2016.

- Numerous vendor awards for EMEA and global performance
- Recognition of competence and high revenue dynamics

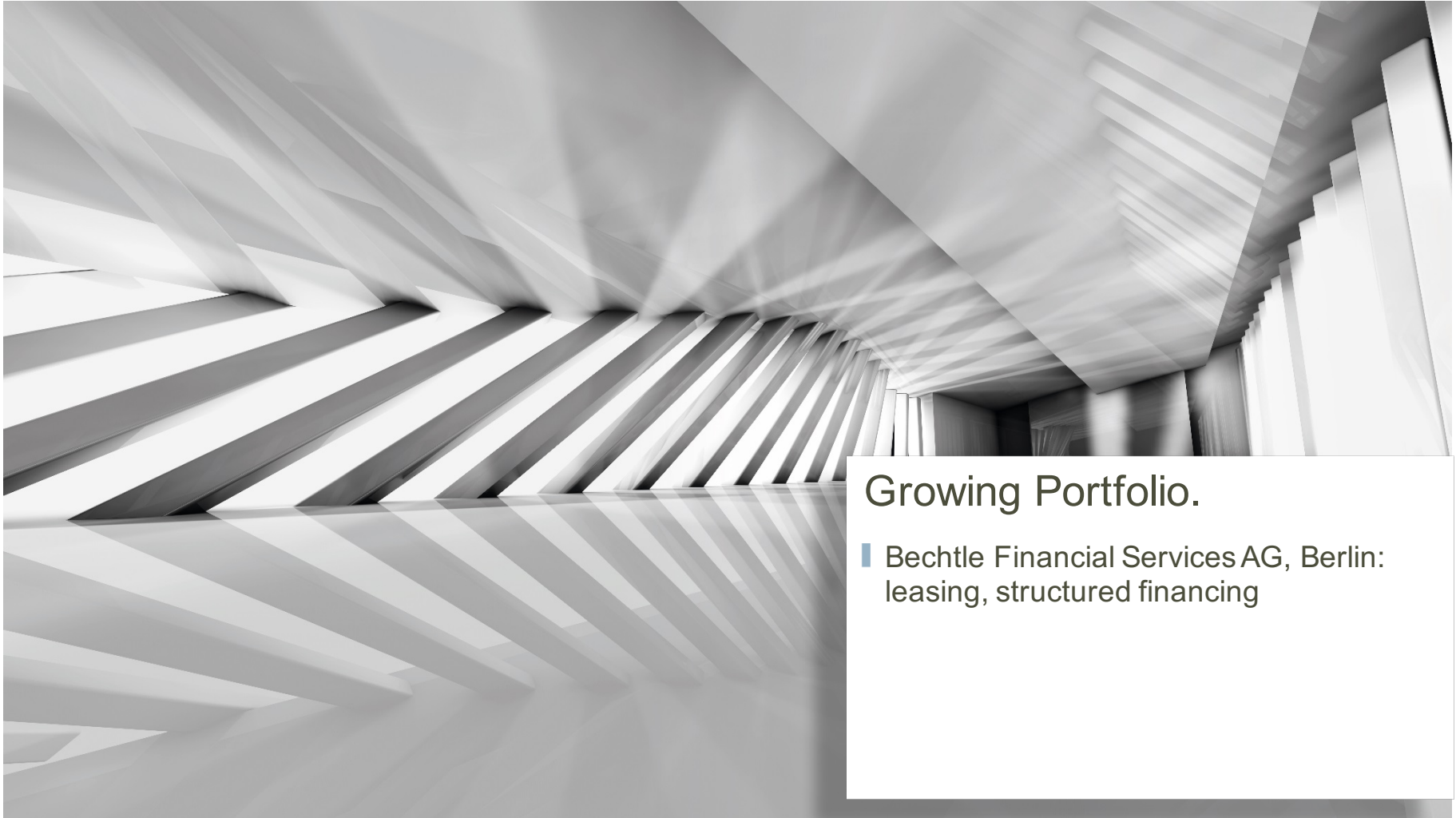
Bechtle Company News.

Global IT Alliance.

- Compucentro, Mexico City (Mexico)
- Microware, Sao Paulo (Brazil)
- Data#3 Limited, Brisbane (Australia)



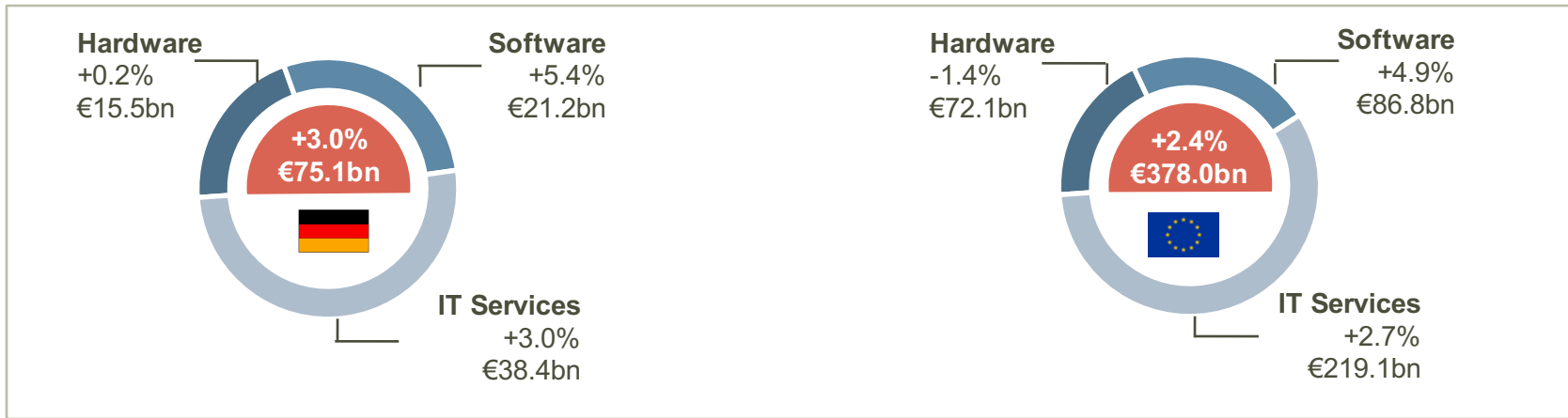
Bechtle Company News.



Growing Portfolio.

- Bechtle Financial Services AG, Berlin:
leasing, structured financing

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.

Successful start into the year backs our expectations.

Any questions?



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[bechtle.com](https://www.bechtle.com)

zukunftsstark.

The future speaks IT.
We speak the future.