

Bechtle AG

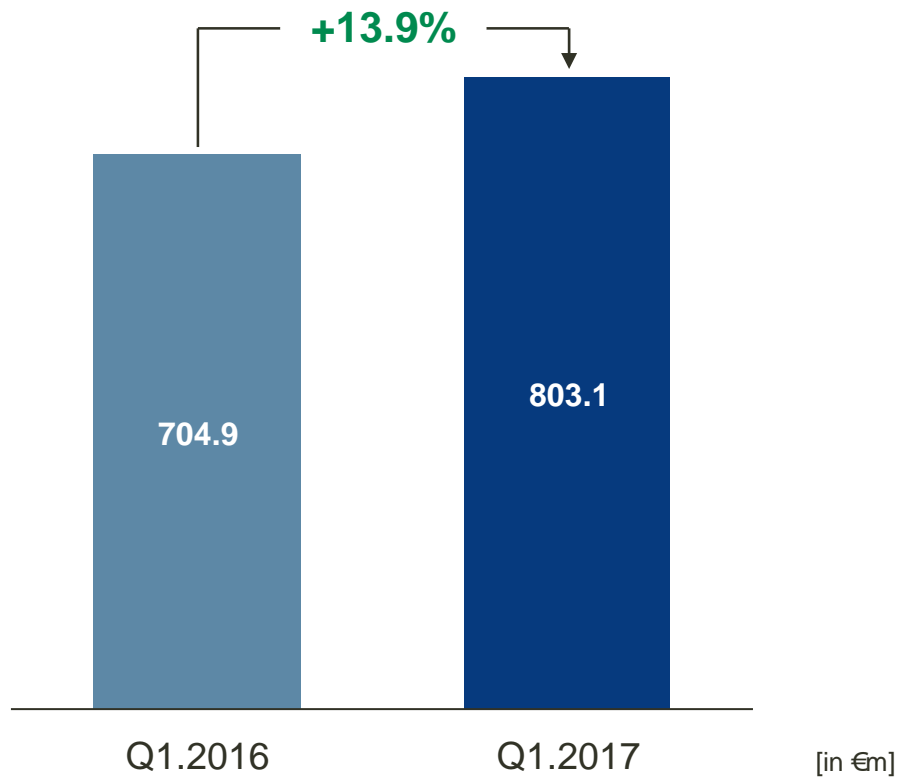
1st Quarter 2017

Neckarsulm | 10 May 2017

Content.

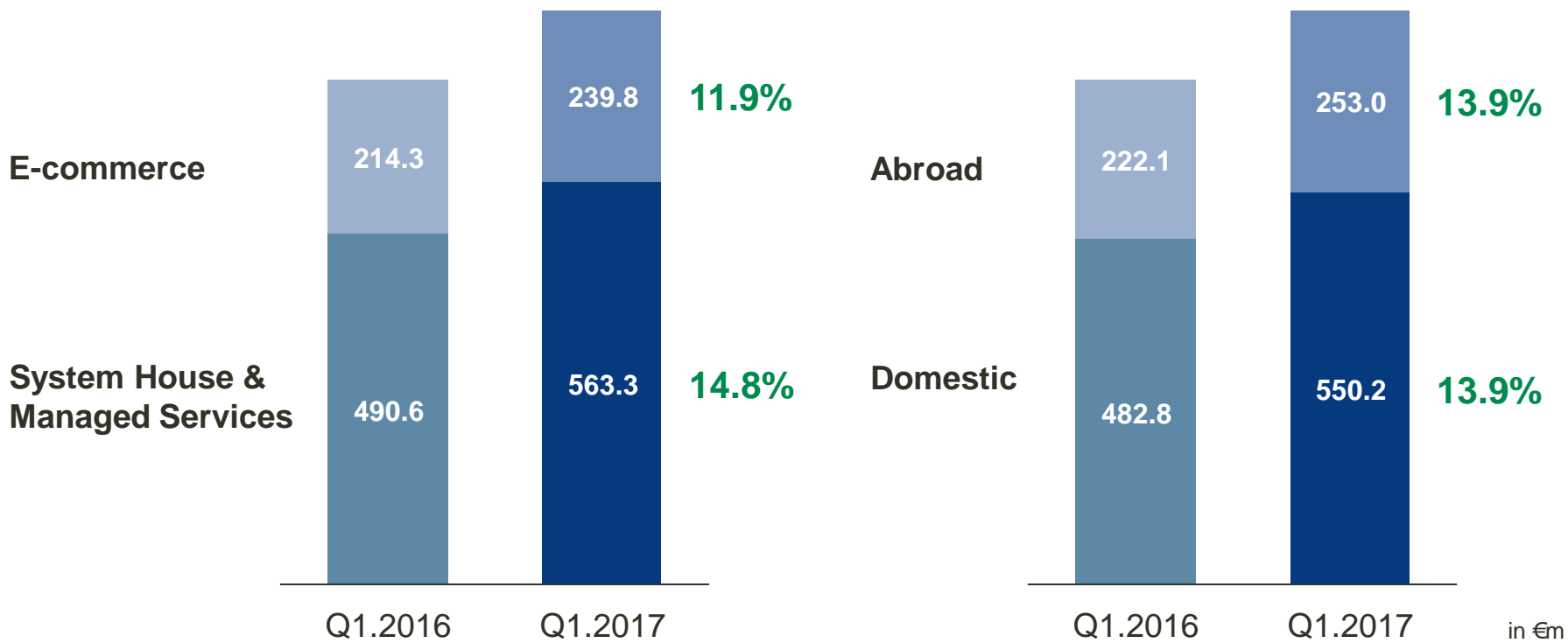
1. Business Development
 - Revenue
 - Earnings
 - Employees
2. Shares and Dividends
3. Company News
4. Forecast for 2017

Group Development – Revenue Q1 2017 vs. Q1 2016



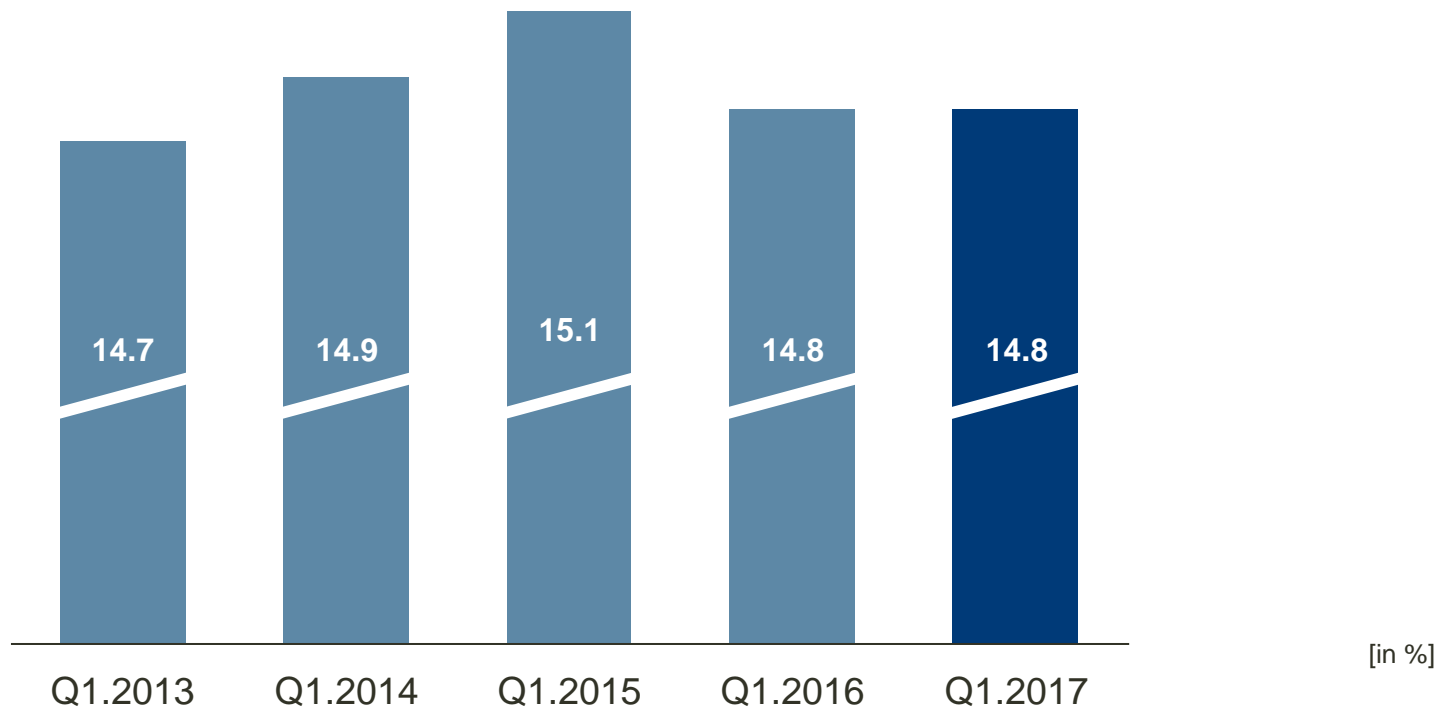
High growth rate.

Group Development – Revenue by Reporting Segment Q1 2017 vs. Q1 2016



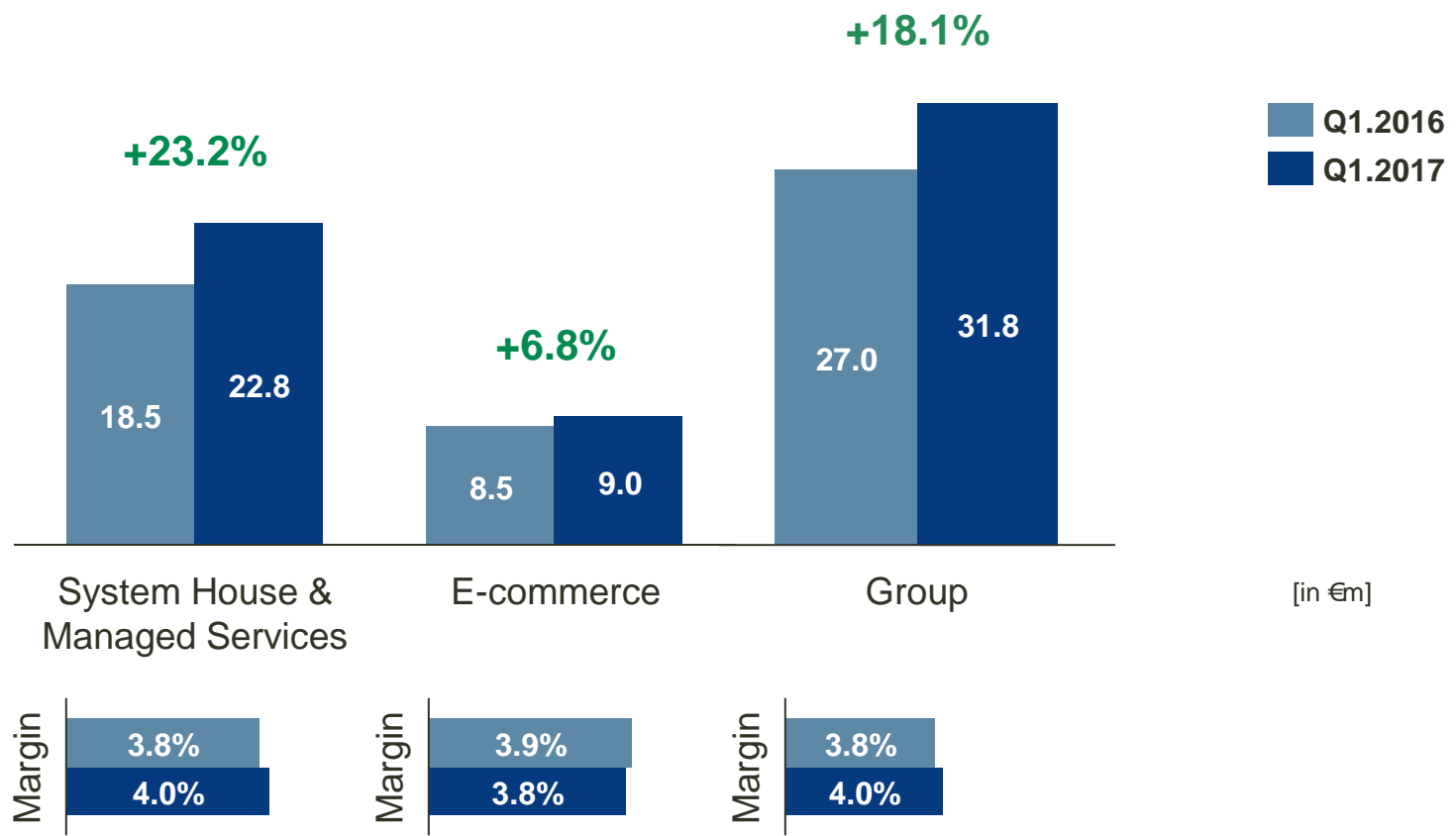
Balanced growth distribution.

Group Development – Gross Margin since 2013



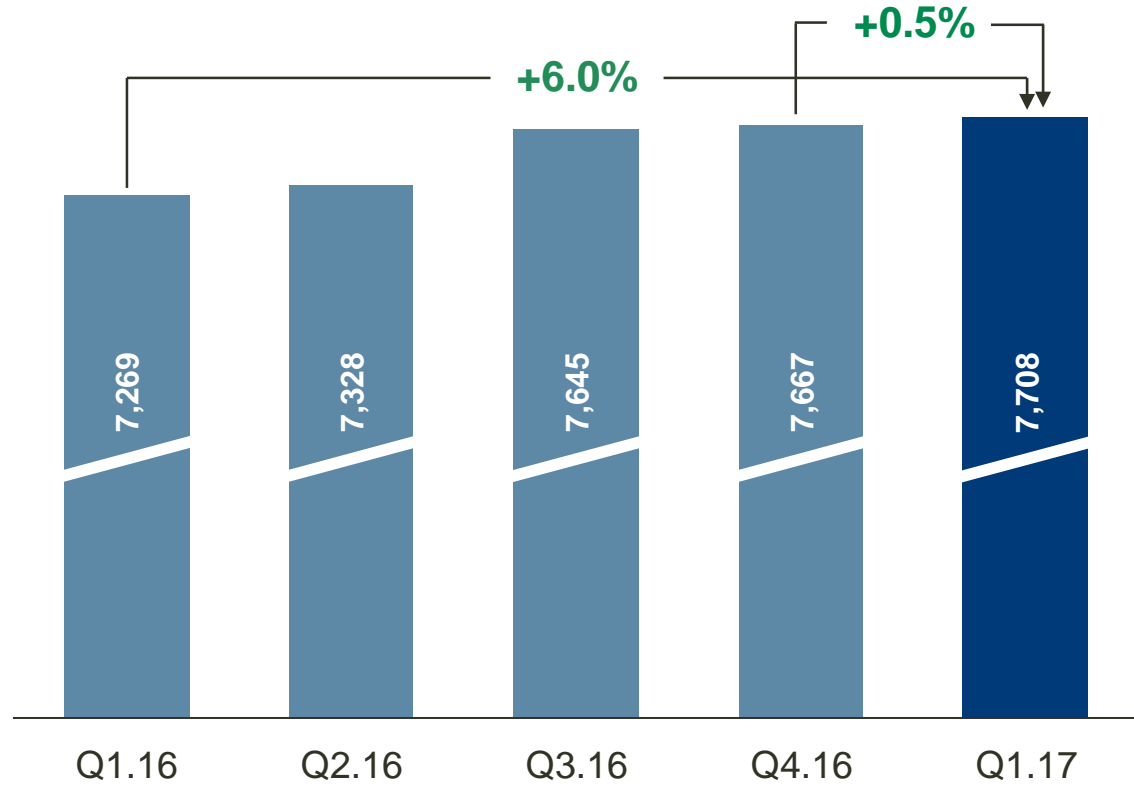
Gross margin remains consistently high.

Group Development – Earnings (EBIT) by Segment Q1 2017 vs. Q1 2016



EBIT growth disproportionate—improved margin year-on-year.

Group Employee Development – by Quarter



Moderate increase in headcount.

Bechtle Share – Performance

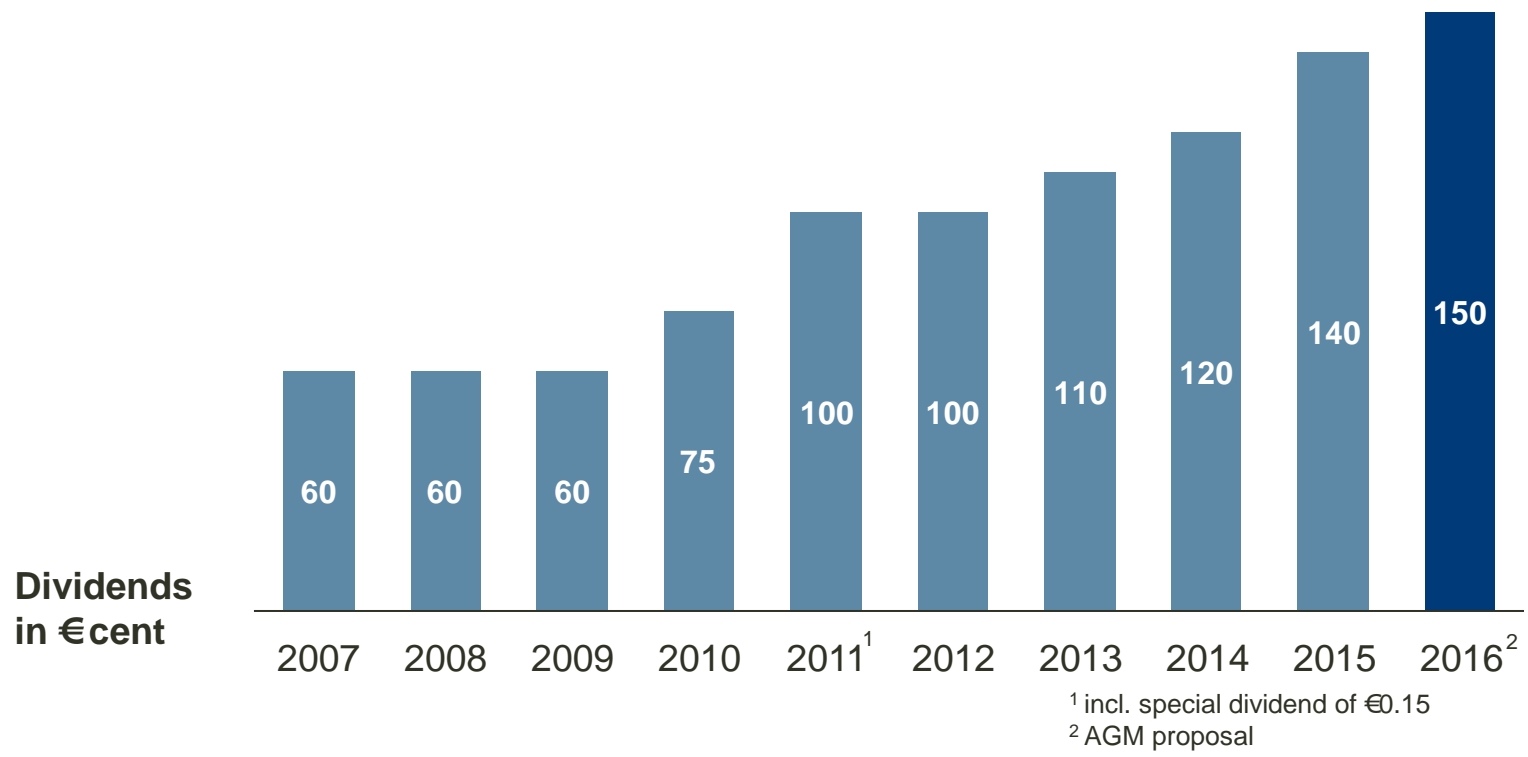


Market Figures (05.05.2017)

Market capitalisation	€2,267m
Performance:	
Bechtle	9.2%
DAX	10.8%
TecDAX	17.5%
DAXsubsector IT-Services	24.5%

New all-time high of €108.45.

Dividend Policy – Continuity



Reliable payout policy – seventh dividend increase in succession.

Bechtle Company News – 2017

Bechtle Clouds.

- Bechtle Clouds GmbH, Neckarsulm.
- Core business: Multi-cloud service provider.
- Microsoft Cloud Solution Provider contract.
- Launch of Clouds platform 01.07.2017

Bechtle Company News – 2017

Bechtle NEXT.

- Digital platform for marketing hardware, software and services.
- Fusion of corporate website and shop.
- Initial release in 3rd quarter.

Bechtle Company News – 2017

Acquisitions in Austria.

■ **Smartpoint GmbH, Linz**

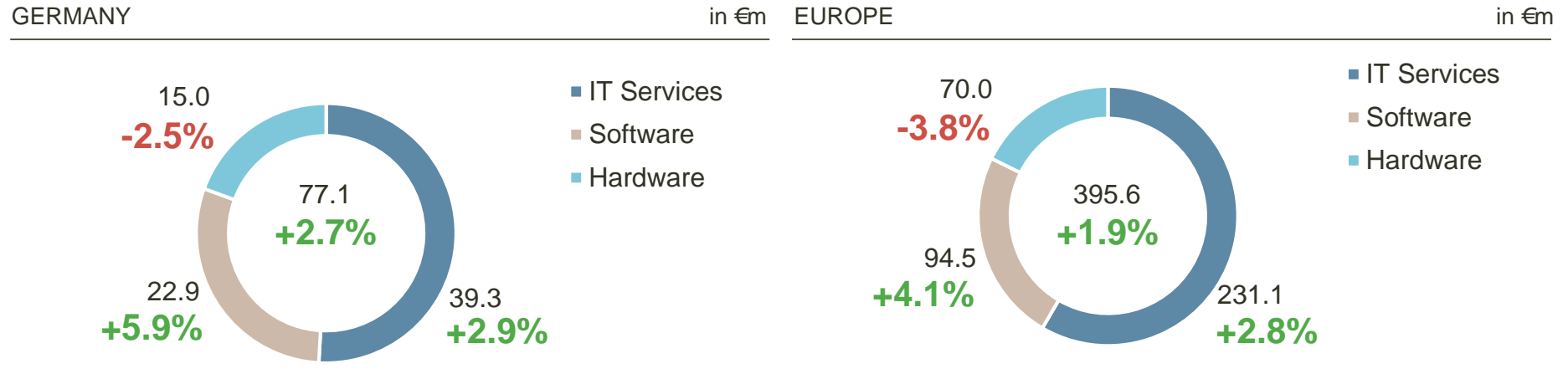
66 Employees, €6m revenue, Microsoft SharePoint, Microsoft Dynamics CRM and workflow solutions.

■ **Ulbel & Freidorfer GmbH, Graz**

41 Employees, €23m revenue, IT infrastructure & collaboration solutions and IT services such as outsourcing and client services.



Outlook – The IT Industry in 2017



Source: EITO October 2016

- Decline in momentum compared to previous year, especially in the EU.
G: +2.7% (py: +3.4%), EU: +1.9% (py: +3.0%)
- Drop in hardware business in all markets.
- Services and software in particular continue to drive growth.
- Numerous changes on the part of manufacturers (HP, Dell/EMC etc.) increase uncertainty.

2017 to be a positive but challenging year in IT.

Outlook – Financial Year 2017

Economic conditions.

- Hardware markets under pressure.
- Uncertainty on the manufacturer side.
- Internal strategic projects to safeguard the future.

Objectives.

- IT System House: Ongoing expansion of the solutions and service business.
- IT e-commerce: Retain excellent competitive position.

Revenue and earnings.

- Strong growth compared to previous year.

Excellent start to the year substantiates our expectations.

Thank you.

