

30
JAHRE

Bechtle AG
1983-2013

Ihr starker IT-Partner.
Heute und morgen.



1ST QUARTER 2013



Bechtle AG

Neckarsulm, 14 May 2013

CONTENTS.



- General Conditions and Business Development Q1.2013
- Bechtle Share
- Dividends
- Economic Conditions for Entire Year
- Forecast for 2013



Macroeconomy.

- Sluggish economic development throughout EU. GDP growth in Bechtle countries fluctuating between - 0.4% and + 0.2%.
- Modest economic recovery in Germany; growth still remains low at + 0.2%.

Sector.

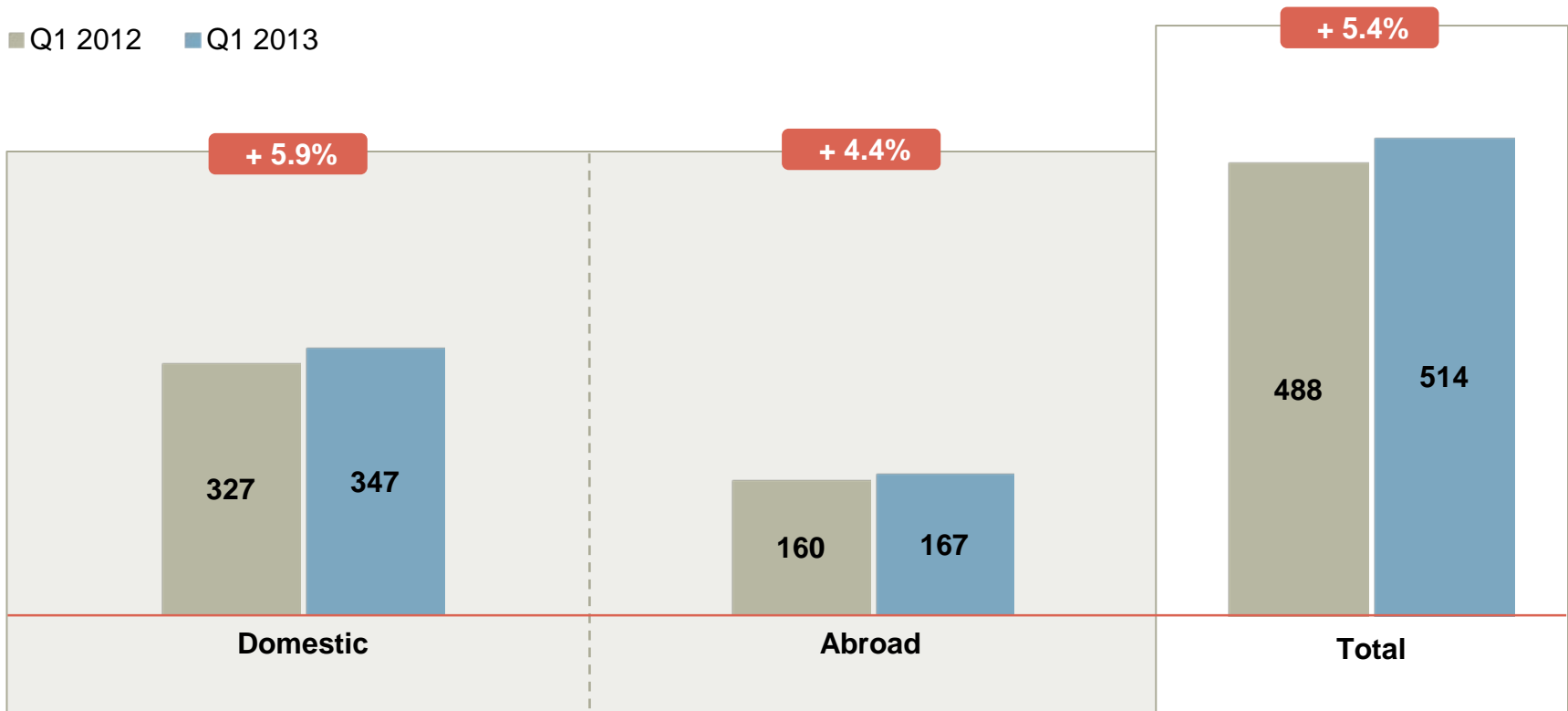
- The IT sector experienced a seasonally muted Q1.
- Inconsistent development: hesitation regarding large projects, significant drop in PC sales. Nevertheless, sectoral indices expect an overall upwards trend.

Conclusion.

- Bechtle is showing steady growth despite unfavourable general economic conditions. The international economy is showing improvement. German customers still hesitant about larger service projects.

REVENUE DEVELOPMENT.

By Region: Q1.2013 vs. Q1.2012

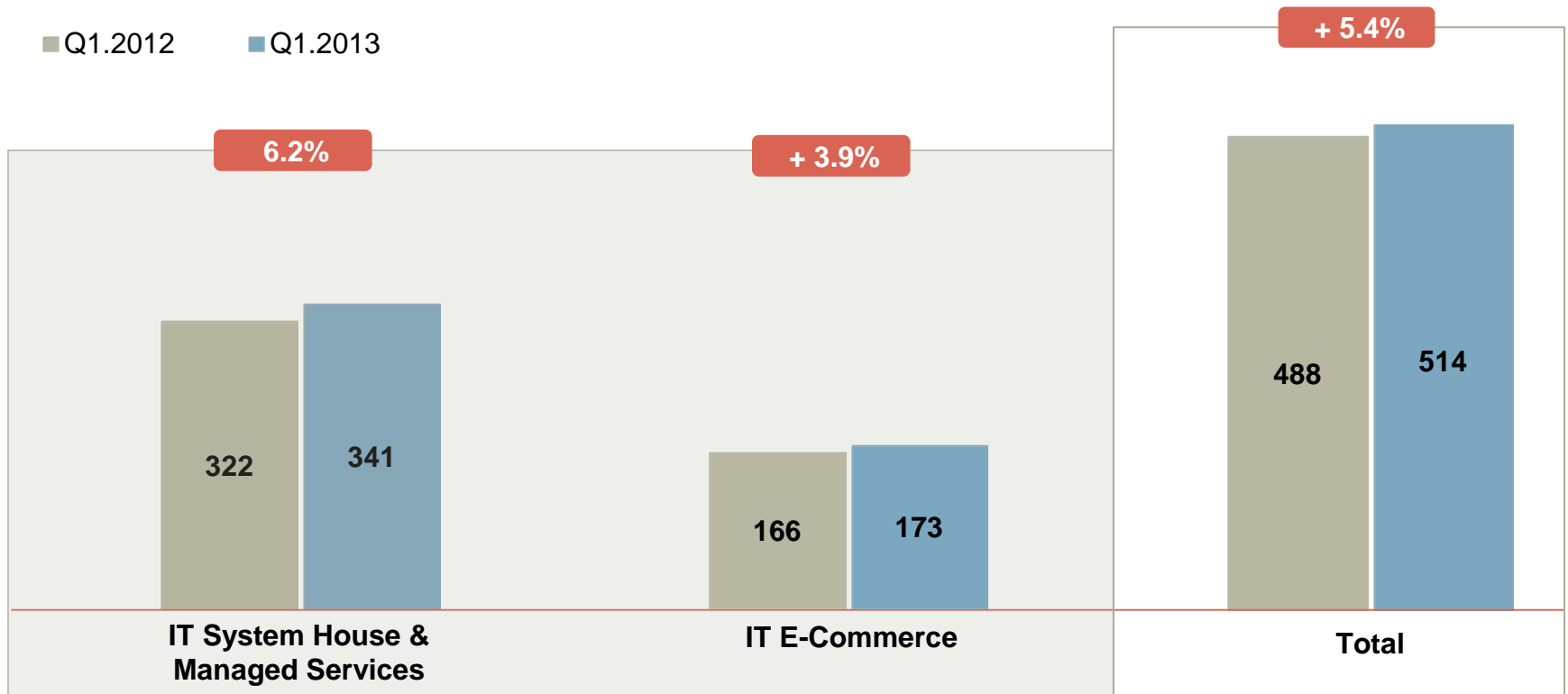


[€m.]

➤ Revenue considerably above market average both abroad and domestically.

REVENUE DEVELOPMENT.

By Segment: Q1.2013 vs. Q1.2012

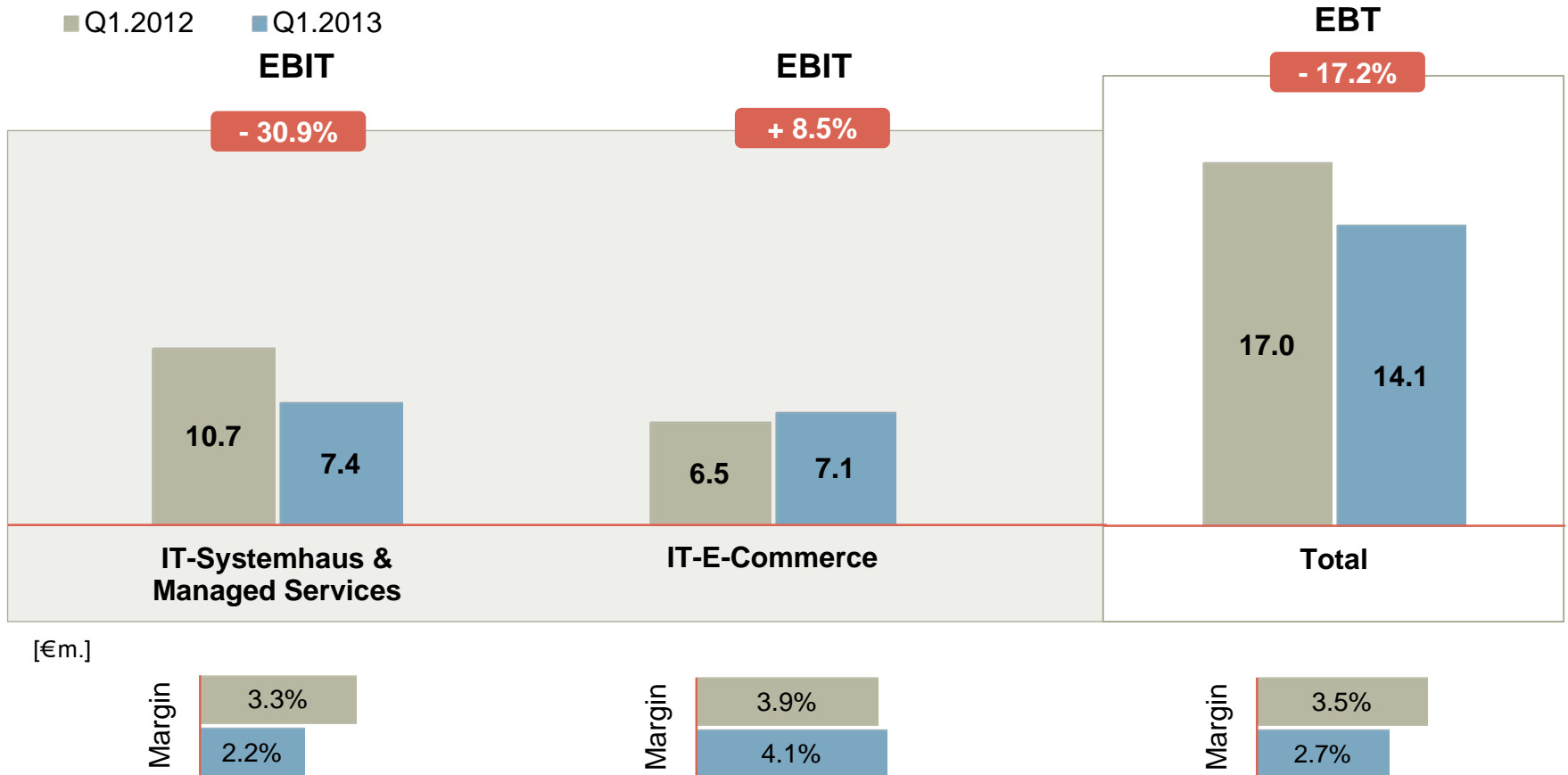


[€m.]

➤ **IT system house & managed services are growing disproportionately well in 2013.**

EARNINGS DEVELOPMENT.

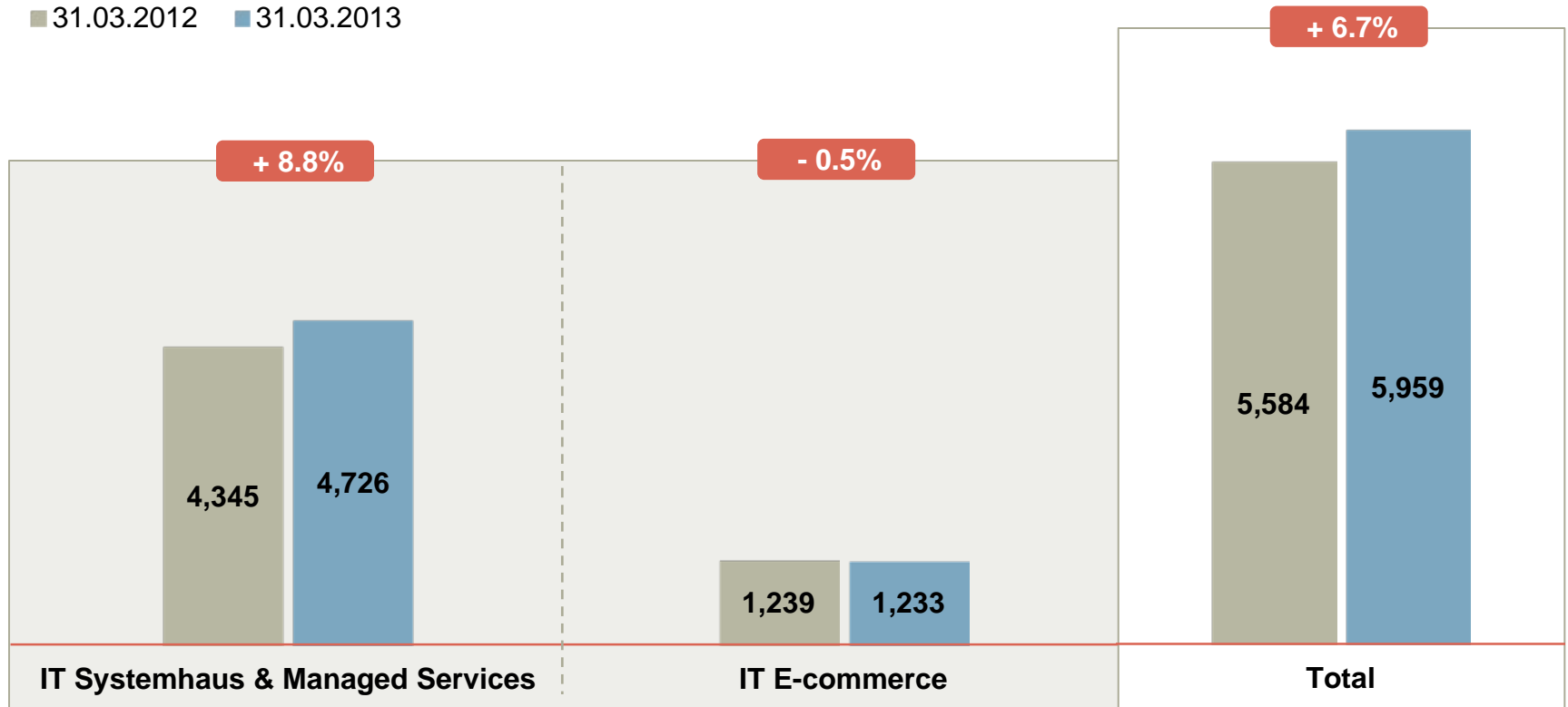
By Segment: Q1.2013 vs. Q1.2012



➤ IT e-commerce shows good margin development.

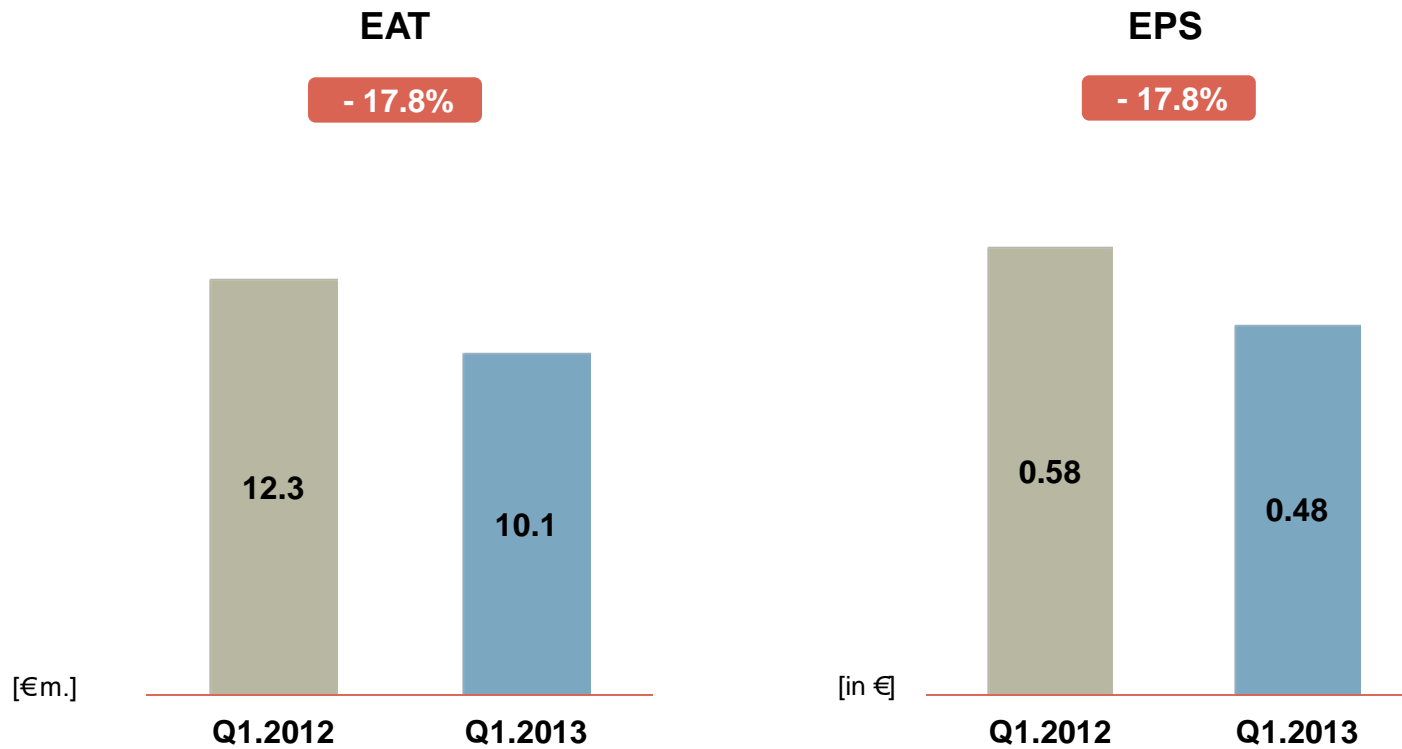
EMPLOYEE DEVELOPMENT.

By Segment: Q1.2013 vs. Q1.2012



➤ **Employee structure reflects strategic development.**

EAT AND EPS. Q1.2013 vs. Q1.2012



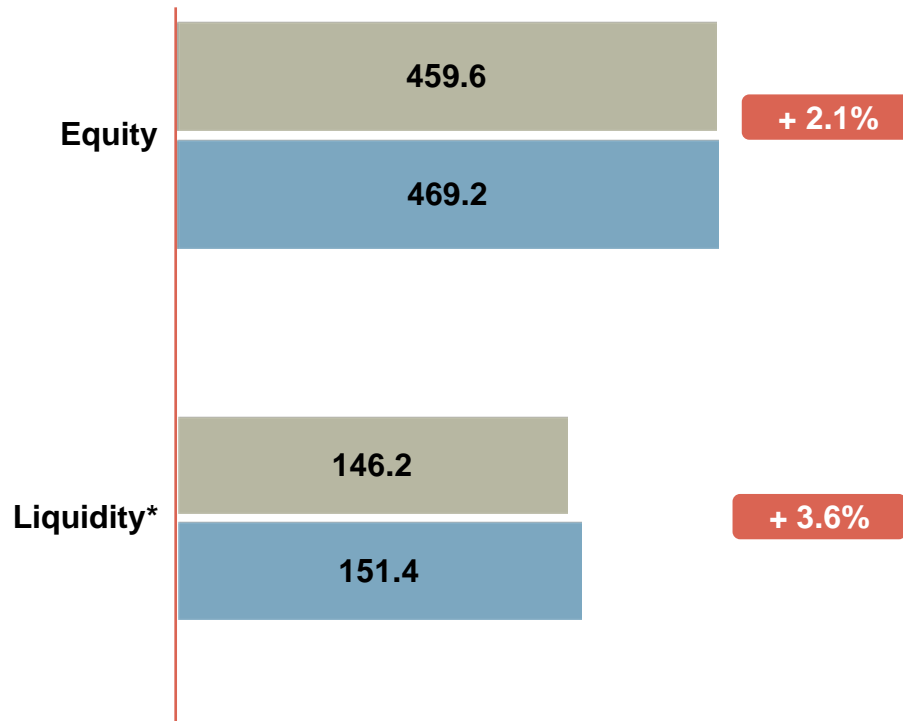
➤ **Q1 earnings substantially impacted by personnel costs.**

SELECTED KEY FINANCIAL FIGURES.

31.3.13 vs. 31.12.12



■ 31.12.2012 ■ 31.03.2013



		Q1.2013	Q1.2012
Return on equity	%	9.3	12.3
Return on total assets	%	5.3	6.7

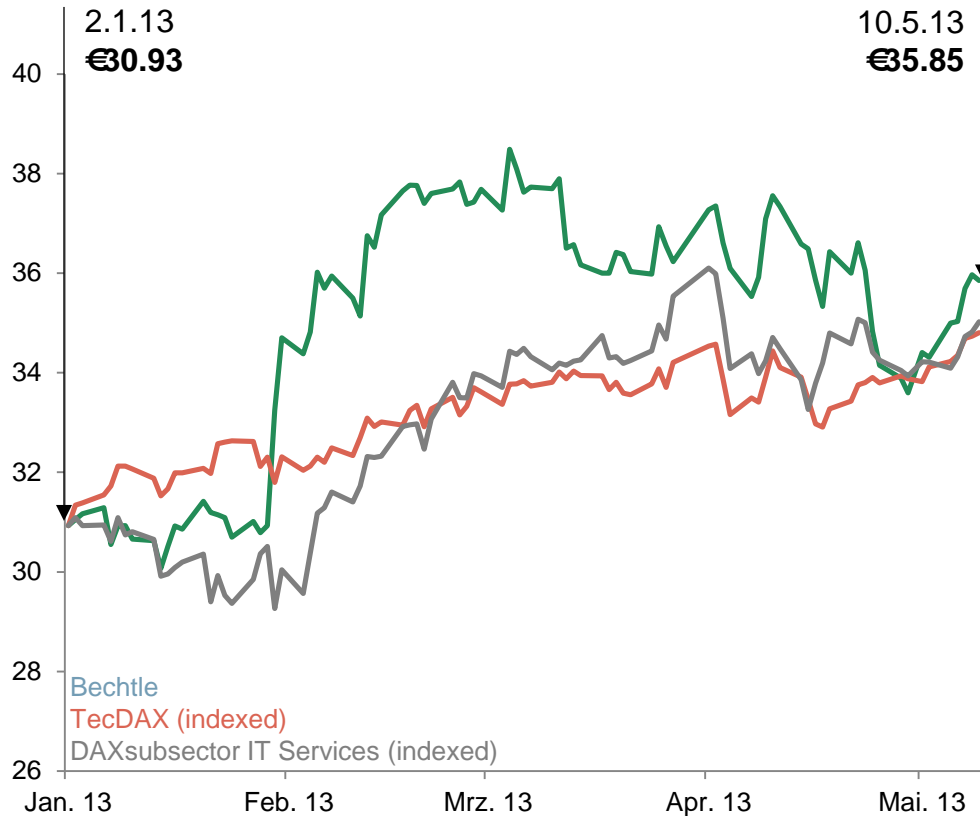
[€m.]

[* including time deposits and securities]

➤ **Solid equity ratio of 58.4%. Overall liquidity greatly exceeds financial liabilities. Comfortable room for growth.**

THE BECHTLE SHARE.

Performance



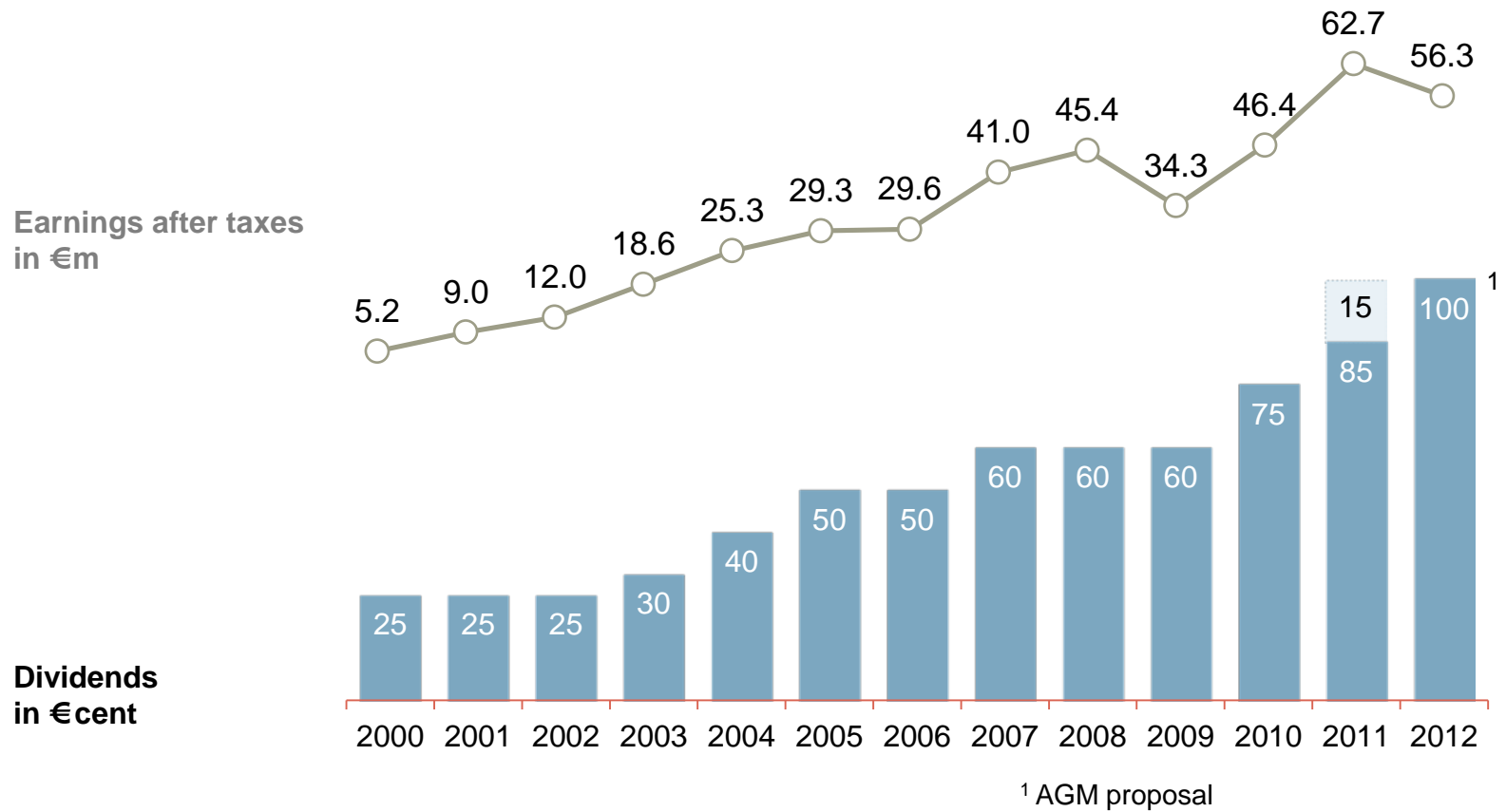
Market Figures (from 10.5.13)

Market capitalisation	€753 m
Performance:	
- Bechtle	+ 15.9%
- DAX	+ 6.4%
- TecDAX	+ 12.5%
- DAXsubsector IT Services	+ 13.2%

➤ **Stock price exhibits exceptional development in reporting period.**

DIVIDEND POLICY.

Continuity



➤ **Dividend yield: 2.8 %**

THE LATEST DEVELOPMENTS AT BECHTLE.

News and Updates for 2013



Expansion of Managed Services.

- Up to 50 IBM employees will be joining Bechtle On-Site Services. Portfolio of services provided at customer location will be further expanded.

Additional Support for Software Business.

- The acquisition of Viritim GmbH boosts expertise in Microsoft SharePoint and Exchange.

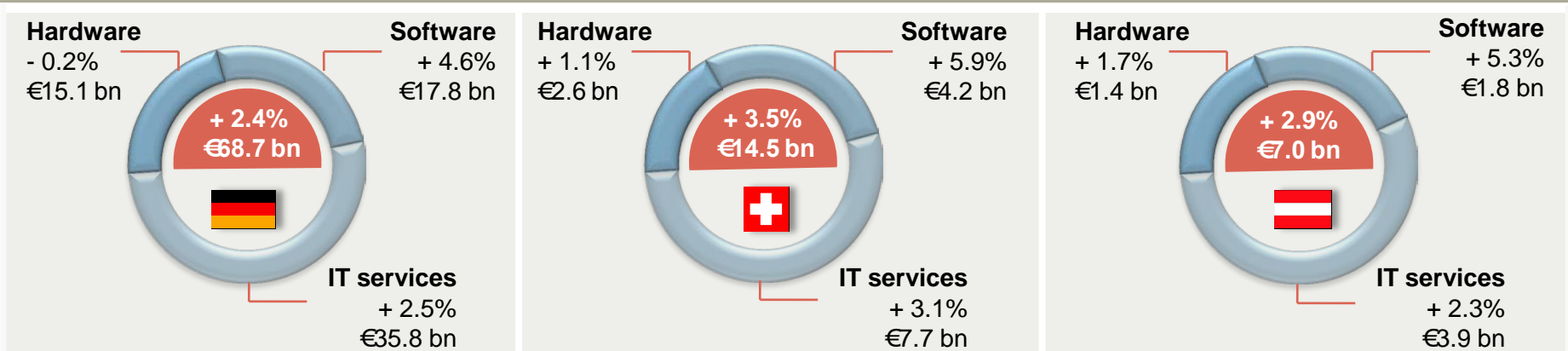
Regional Expansion in Switzerland.

- The acquisition of Sedna Informatik AG strengthens Bechtle's presence in the Bern economic zone. Increased competency in virtualisation and IBM infrastructure.

Awards.

- More manufacturer awards than ever – including global and Europe-wide awards.

General Economic Conditions. 2013 Forecast for the IT Sector



Source: EITO March 2013

Development of IT market in DACH region in 2013:

- In total, the market is projected to grow + 2.6% to €90.3 bn (PY: + 3.6%).
- Of the three segments, hardware shows the weakest growth at 0.1%.
- At 4.9%, software is a growth catalyst.
- Growth expectations for 2013 already lowered at beginning of the year.
- Indices currently paint inconsistent picture.

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 durable increase in efficiency.

Employees.

- More moderate growth compared to 2011, not including new employees through acquisition.

Expansion.

- Acquisitions to remain a part of our growth strategy.
- No new country markets planned for 2013. ARP set to expand to Belgium.

Ihr starker IT-Partner.
Heute und morgen.



ANY QUESTIONS?

Ihr starker IT-Partner.
Heute und morgen.



Contact:

Corporate Communications

Sabine Brand

Tel.: +49 7132 981-4115,

sabine.brand@bechtle.com

Investor Relations

Martin Link

Tel.: +49 7132 981-4149,

martin.link@bechtle.com