

4.0

# Bechtle AG Analysts' Conference 2015.

Welcome.  
Frankfurt | 13 March 2015

Our fourth decade:  
**BECHTLE 4.0**

Our future:  
**INDUSTRY 4.0**

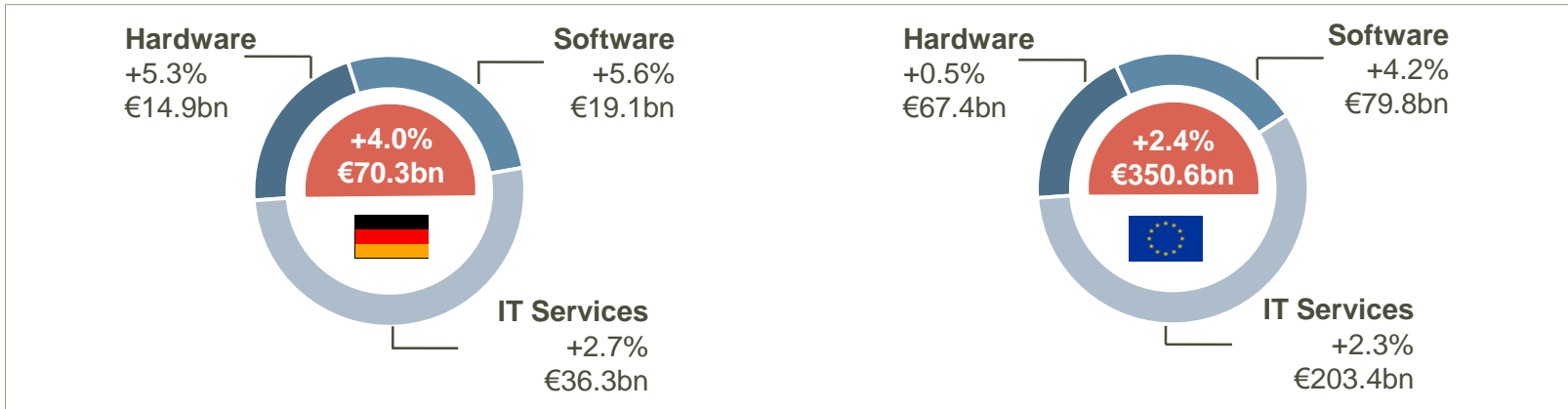
Our latest figures:  
**FINANCIAL STATEMENTS 4.0**



# Agenda.

1. Economic conditions in 2014
2. News and updates for 2014/2015
3. Business development in 2014
4. Shares and dividends
5. Outlook for 2015

# Economic Conditions. The IT Industry in 2014



Source: EITO, November 2014

## DACH Region:

- As a whole, the IT market grew by 3.7% to €92.5bn (PY: +1.6%).
- At +5.5%, software is a growth catalyst; IT services went up +2.7%.
- Unexpected positive development in the hardware segment: +3.8%, driven by Microsoft ceasing support for Windows XP.

## A strong year for IT.

# The Latest Developments at Bechtle.

## 2014/2015

- **Acquisitions:** planetsoftware, Vienna (specialist for SolidWorks 3D CAD software) and Amaras, Monheim am Rhein (on-site services).
- **Foundation:** ARP Belgium (IT e-commerce).
- **Global IT Alliance:** PC Connection (USA), Atea (Norway, Sweden, Denmark, Finland, Lithuania, Latvia and Estonia), Lexel Systems (New Zealand and Australia), JBS (Japan).
- **Cooperation:** New Industry 4.0 Collaboration Lab at the Karlsruhe Institute of Technology.
- **Growth initiative:** Start of “Switzerland 2020”.
- **Competitive strength:** Bechtle ranks number one among German IT system houses.
- **New Supervisory Board Chairman:** Dr Matthias Metz.
- **Bonus for all employees:** Lenovo tablets for exceptional performance in 2014.
- **Sustainability:** Signing of the WIN Charta (an initiative of Baden-Württemberg).

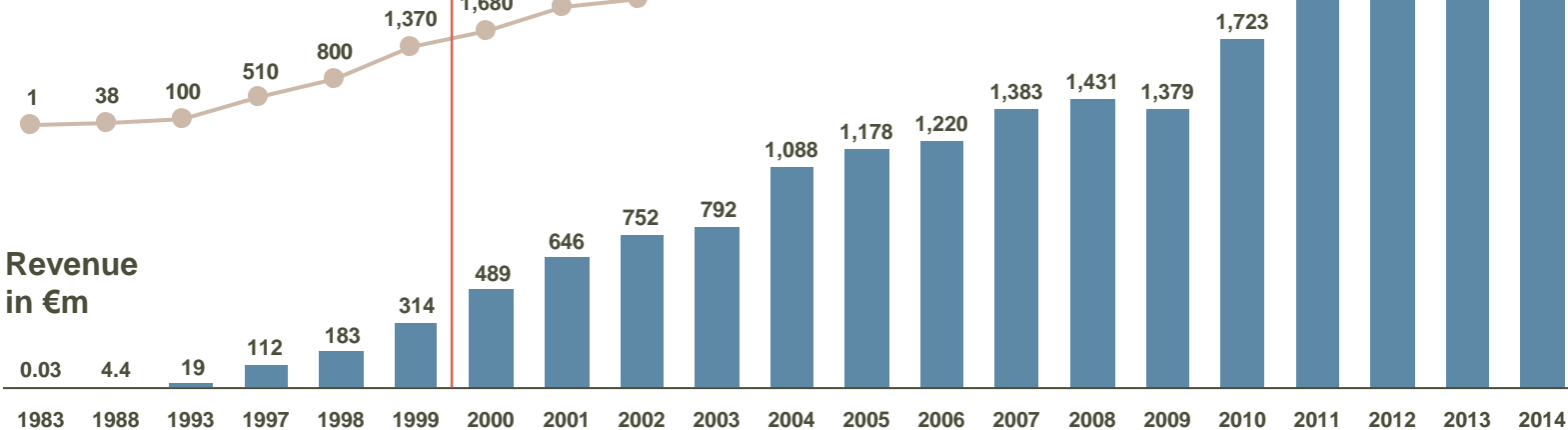
# Sustainable Growth.

## All Sights Locked on Vision 2020

EBT in €m  
since IPO on  
30 March 2000



Employees



Revenue  
in €m

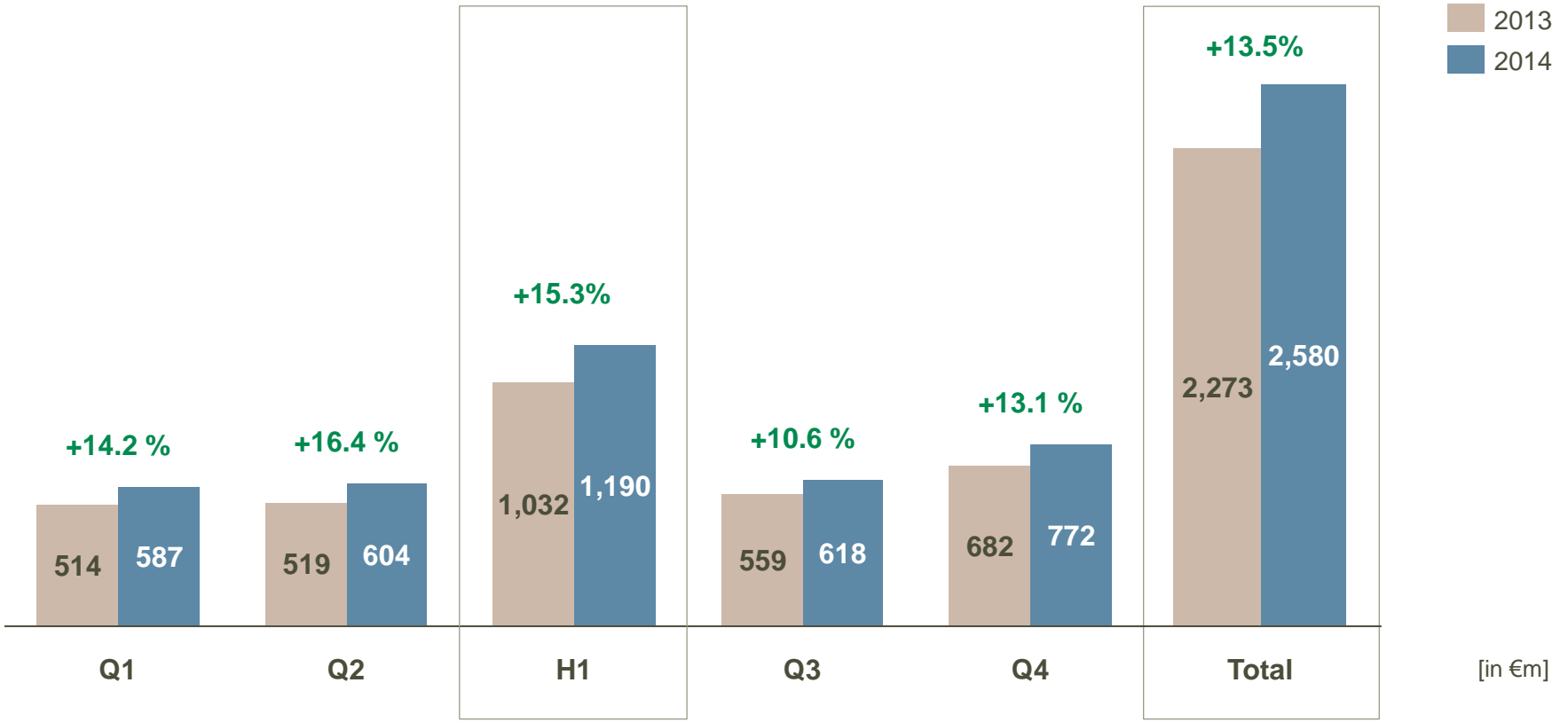
1983 1988 1993 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014



5% margin  
10,000 employees  
€5bn in revenue

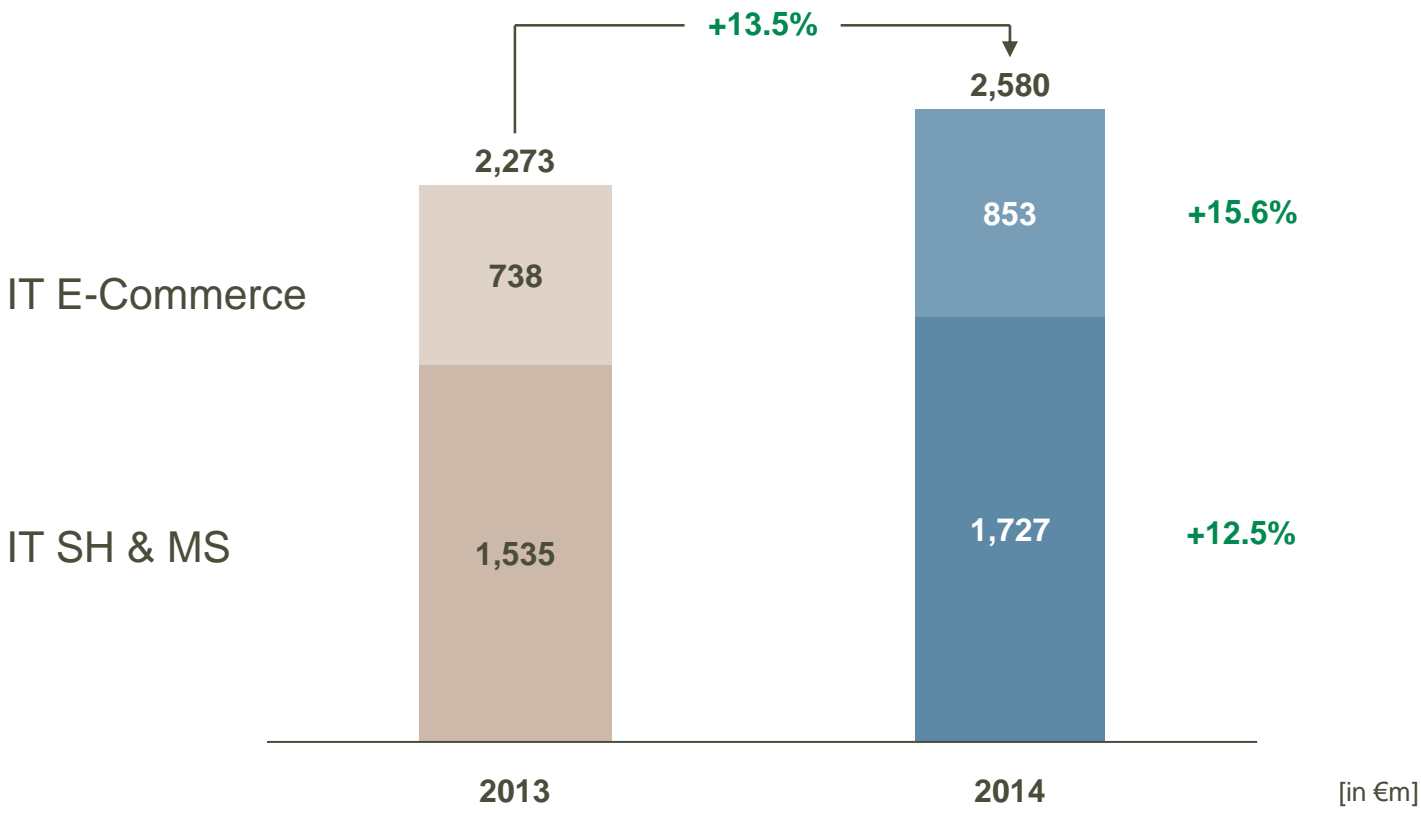
Vision 2020

# Group Revenue Growth. 2014 vs. 2013 by Quarter



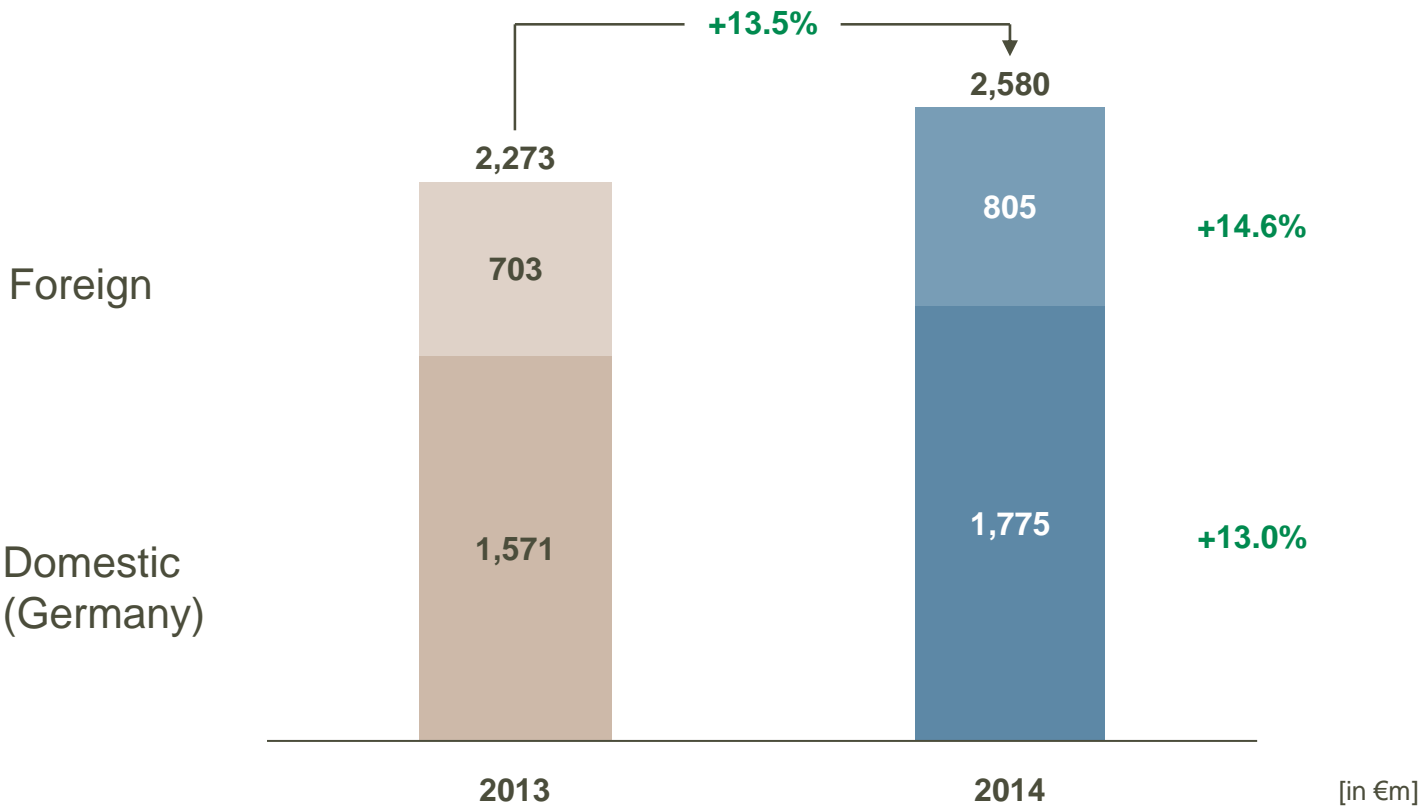
Double-digit growth in all quarters.

# Revenue Growth. 2014 vs. 2013 by Business Segment



Significant growth in both business segments.

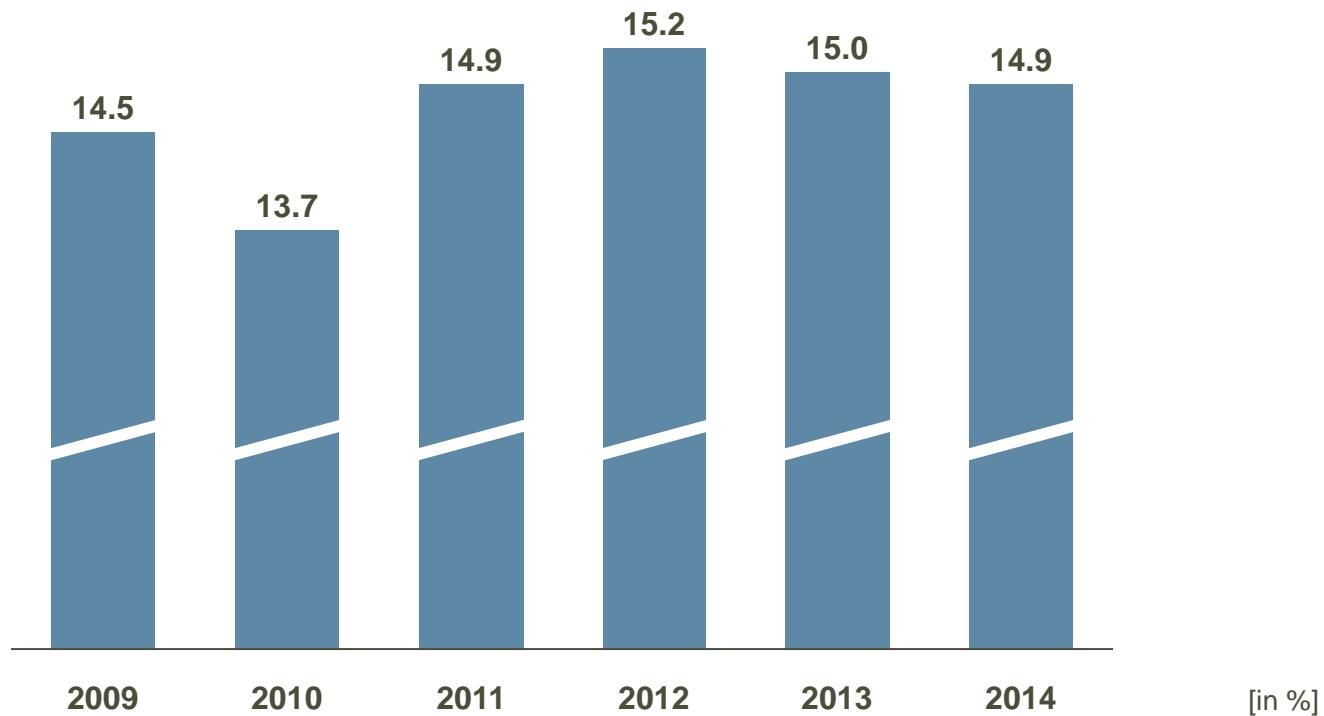
# Revenue Growth. 2014 vs. 2013 by Region



All foreign markets contributed to growth.

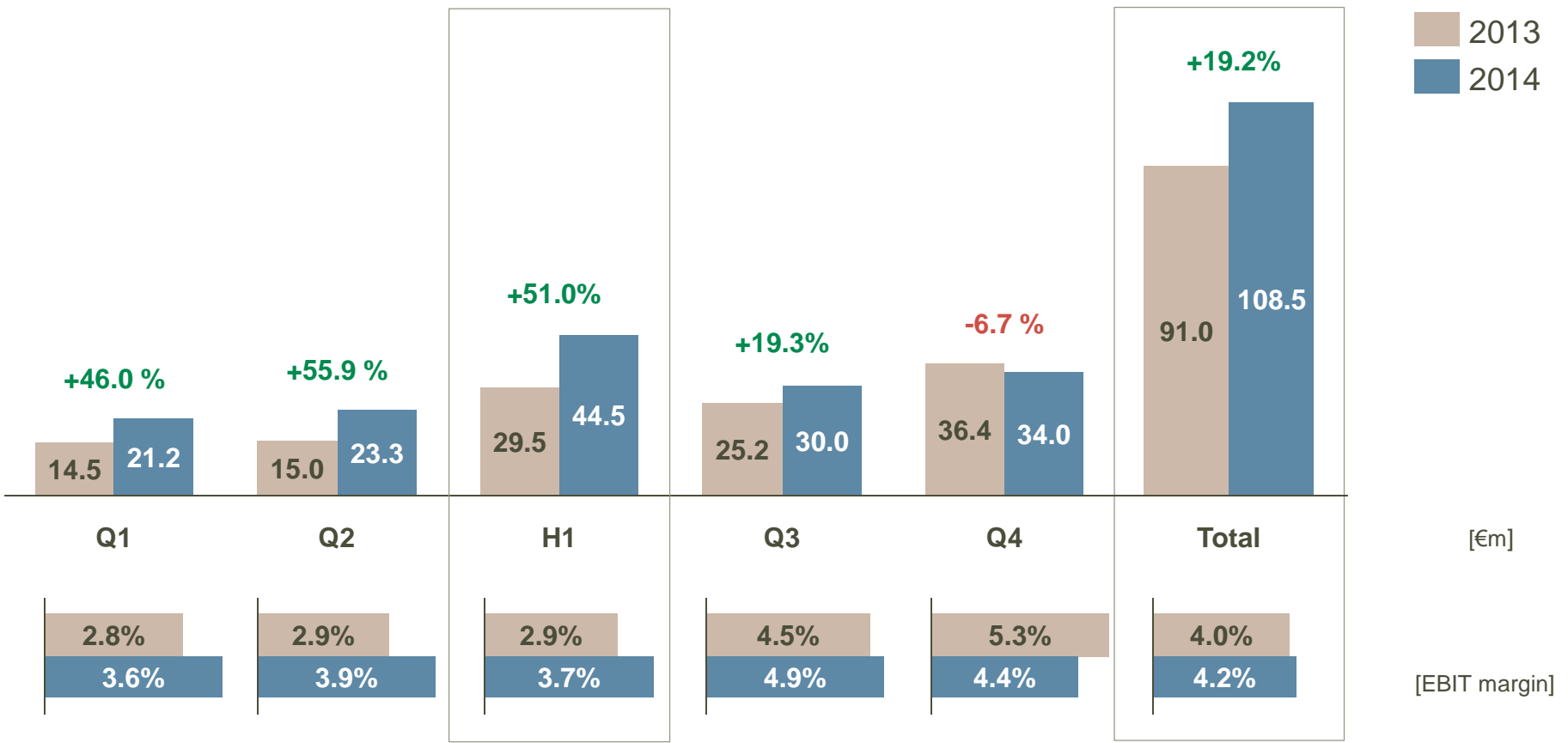


# Group Gross Margin. Growth since 2009



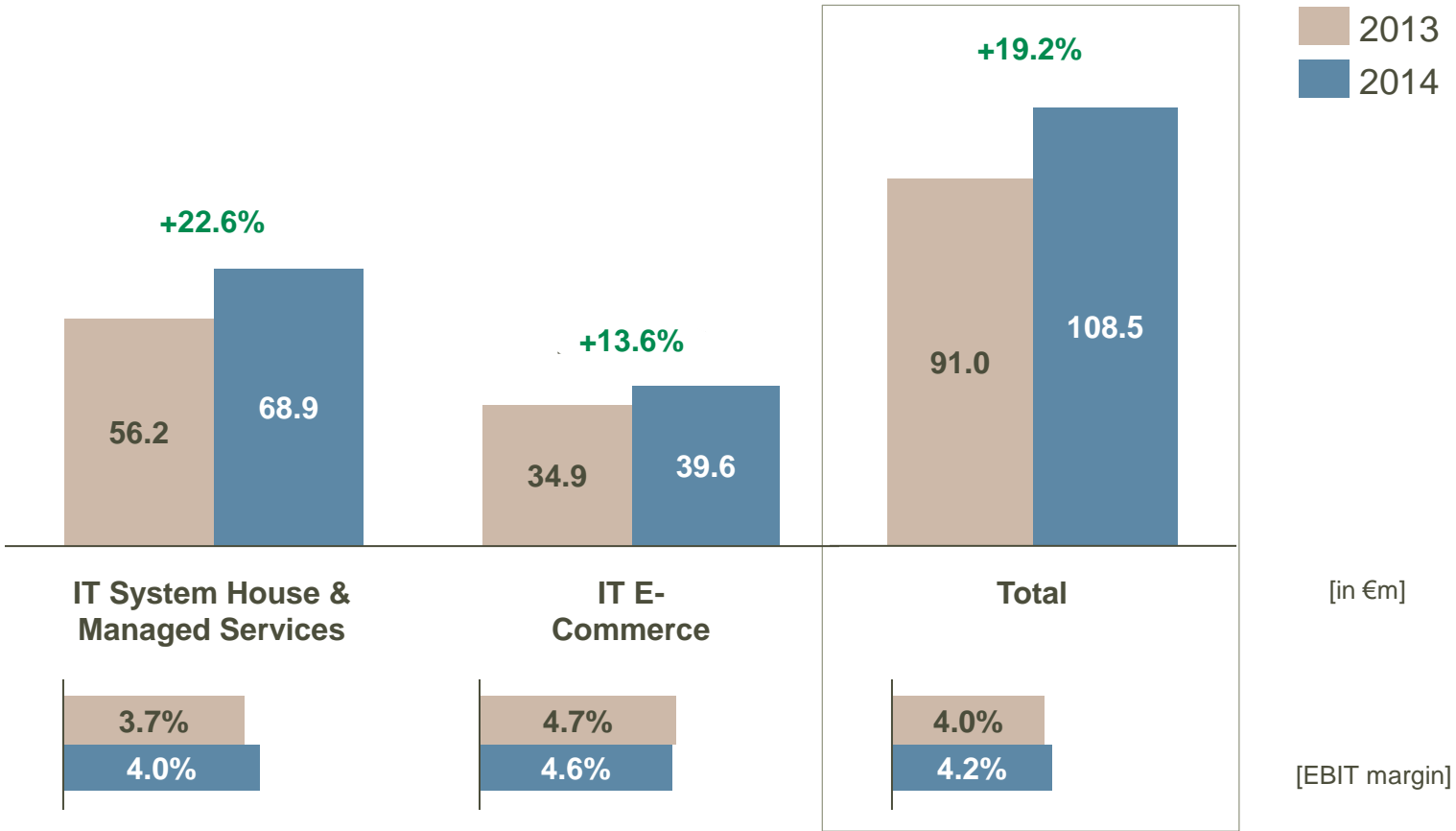
Gross margin at consistently high level.

# Earnings Growth (EBIT). 2014 vs. 2013 by Quarter



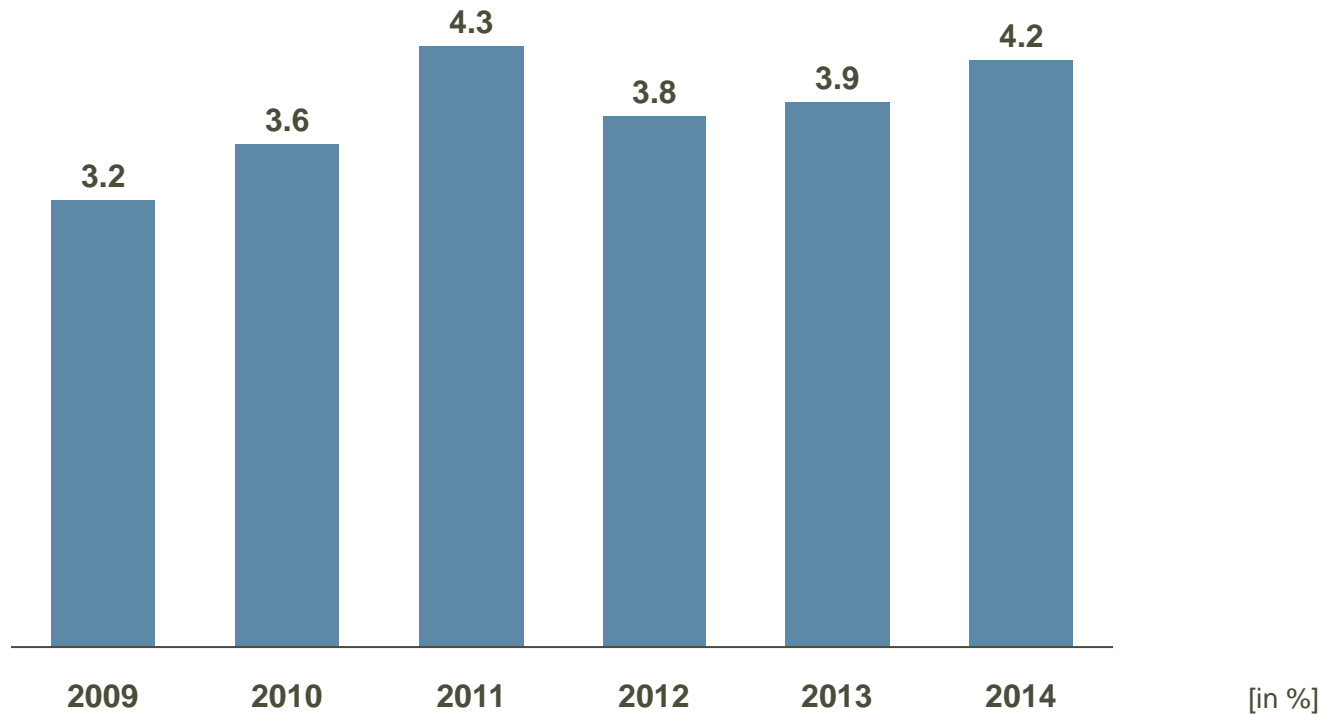
As expected, EBIT lost momentum in the second half of the year.

# Earnings Growth (EBIT). 2014 vs. 2013 by Business Segment



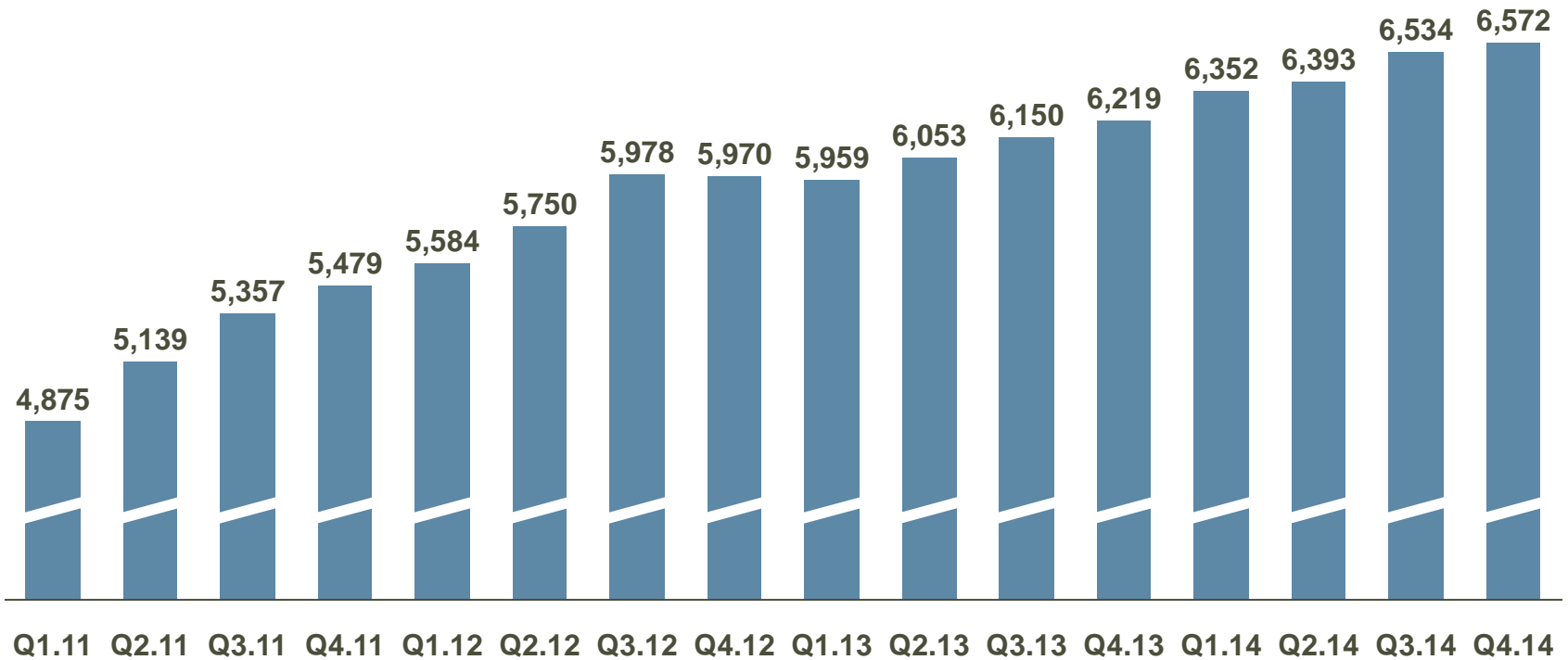
Improved profitability in the System House segment; E-Commerce profitability remains high.

# Group EBT Margin. Growth since 2009



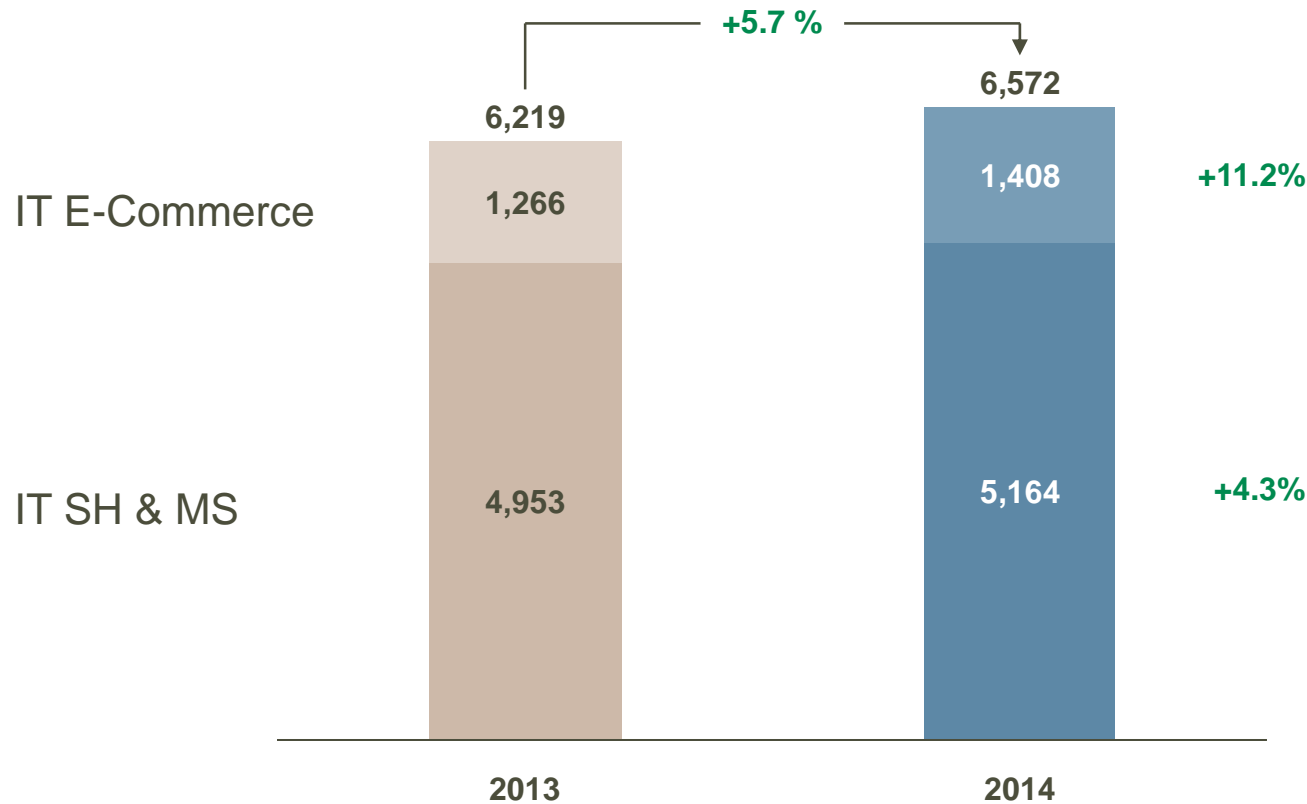
EBT margin continues to grow, approaching a new record.

# Group Employee Growth. By Quarter



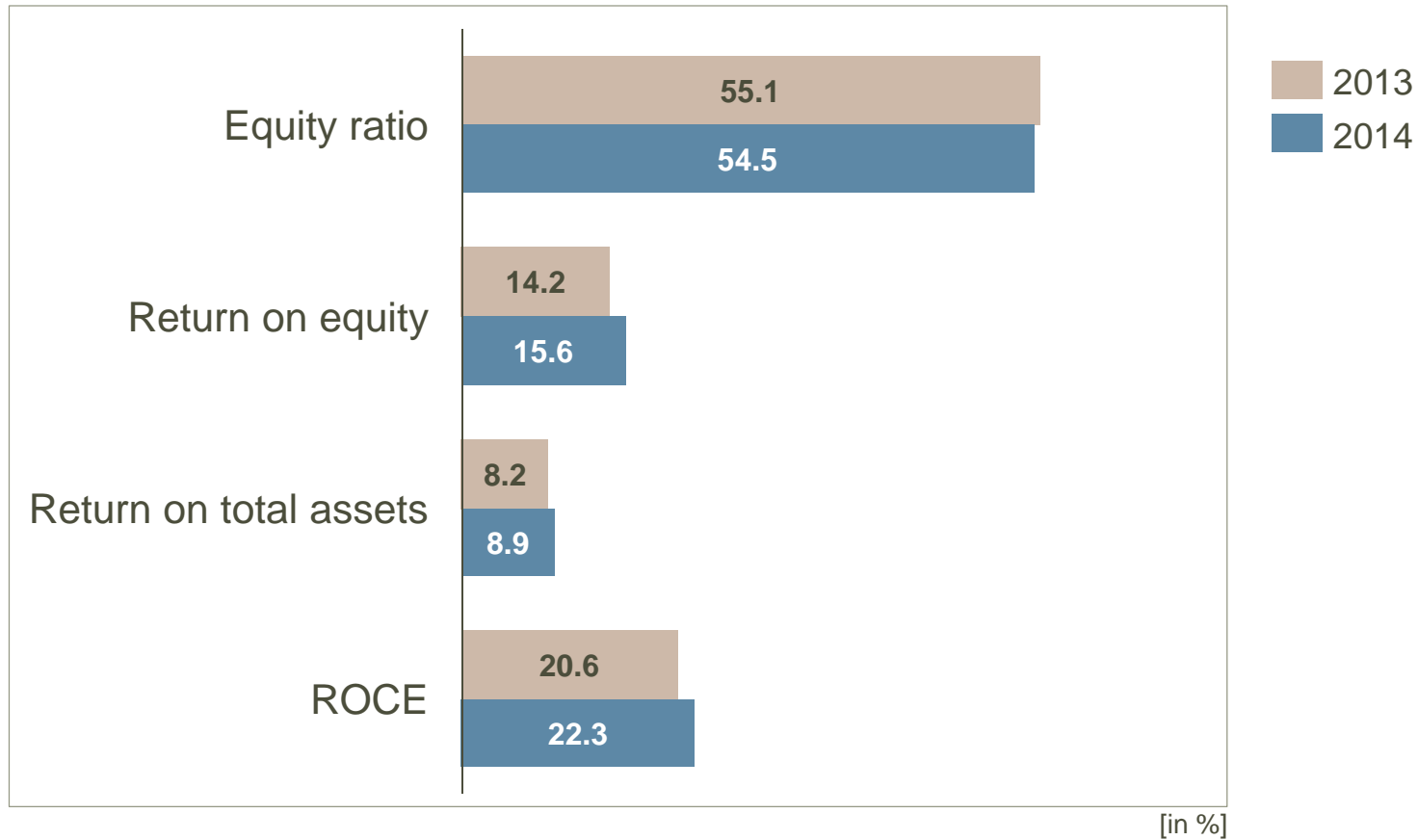
Moderate yet consistent increase during the reporting year.

# Employee Growth. 2014 vs. 2013 by Business Segment



Stronger revenue growth in E-Commerce necessitates above-average increase in employee numbers.

# Selected Key Financial Figures. 2014 vs. 2013



Healthy balance sheet ratio with improved profitability.  
Liquidity on par with the previous year (€156.0m at end of reporting period).

# The Bechtle Share. Performance



## Market Figures (30.12.14)

Market capitalisation €1,386m

## Performance (YTD)

- Bechtle +33.8%

- DAX +4.3%

- TecDAX +17.5%

- DAXsubsector +30.1%

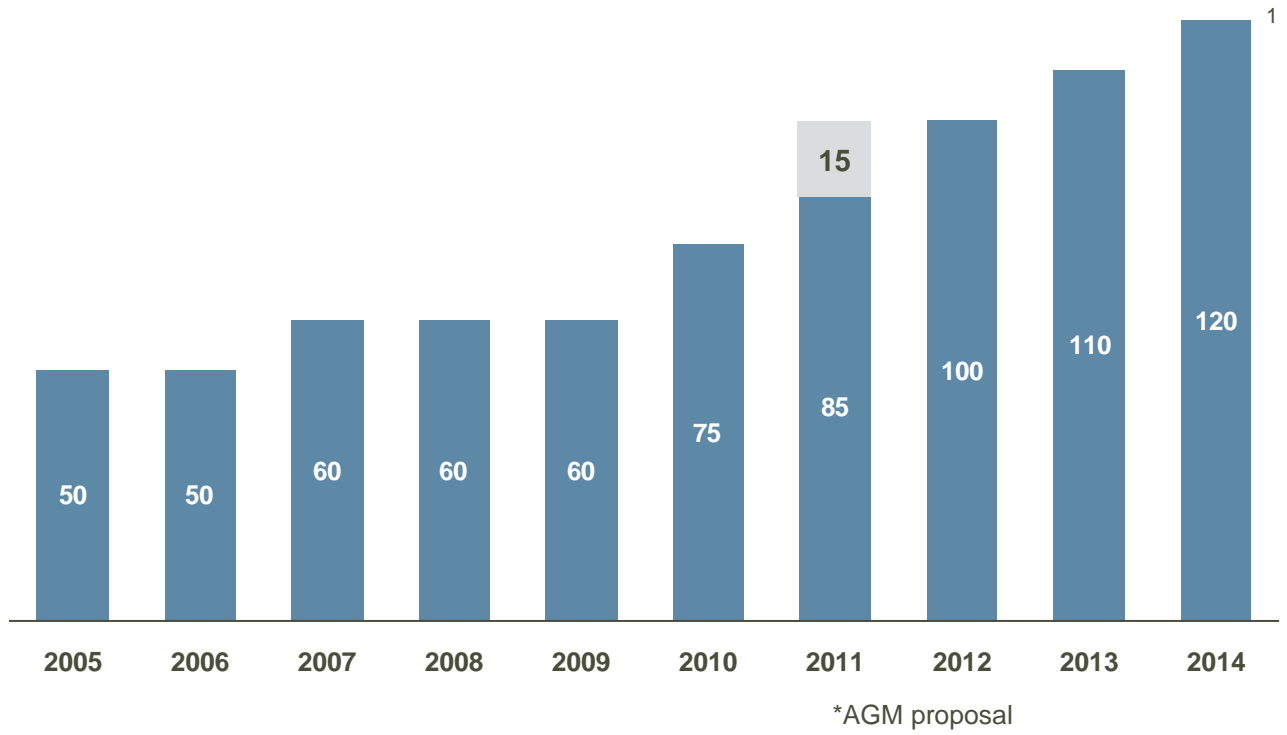
IT Services

Bechtle share clearly an outperformer in 2014.



# Dividend Policy. Continuity

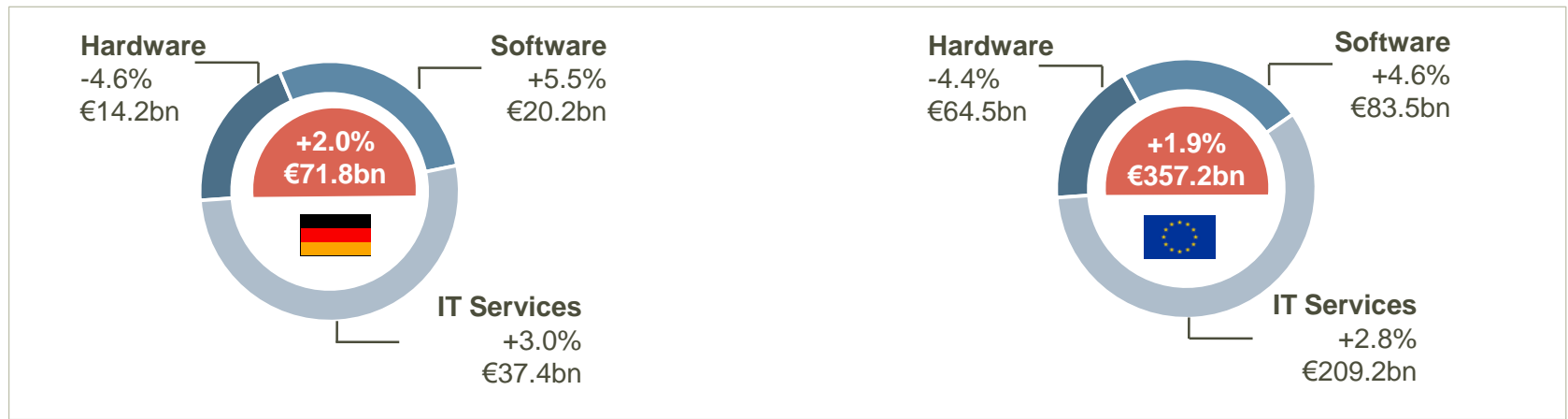
Dividends  
in € cent



Reliable distribution since IPO



# Economic Conditions. The IT Industry in 2015



Source: EITO, November 2014

## DACH Region:

- Momentum slackens: IT market grows by 2.2% to €94.5bn (PY: +3.7%).
- At +5.5%, software is a growth catalyst; IT services go up +3.0%.
- Hardware market is a challenge: significant decline expected at -4.7%.


Developments in the sector demand our constant attention.

# Opportunities.

## 2015 Fiscal Year

IT is becoming a key element of business development as perception shifts from it being a necessary evil to a critical success factor.

- IT budgets for innovation and new IT architectures.
- Key issues for decision makers: enterprise mobility, IT security, private and hybrid cloud, Big Data and digitisation (Internet of Things, Industry 4.0).
- Sourcing gains in significance: IT-as-a-Service in growing demand.
- Persistent digitisation in IT e-commerce (“consumerisation” of the B2B segment)

A horizontal bar with segments of red, green, blue, yellow, and grey.

Diverse solutions portfolio, comprehensive managed services, and investments in IT business architects – past initiatives are paying off.

# Outlook.

## 2015 Fiscal Year

### Revenue.

- Continue to grow and attain more market share
- IT System House: continue to focus on driving the solutions and service business.
- Managed Services: expand long-term service agreements.
- IT E-Commerce: defend our excellent competitive position in the trade business.

### Earnings.

- Continue to grow.

### Employees.

- Pursue additional, moderate growth beyond acquisitions.

### Expansion.

- Acquisitions continue to be an integral part of our growth strategy.
- Tap into new markets and gain new customers through international alliances.



# ANY QUESTIONS?