

The logo for Bechtle, consisting of the word "BECHTLE" in white, uppercase letters on a green rectangular background.

BECHTLE

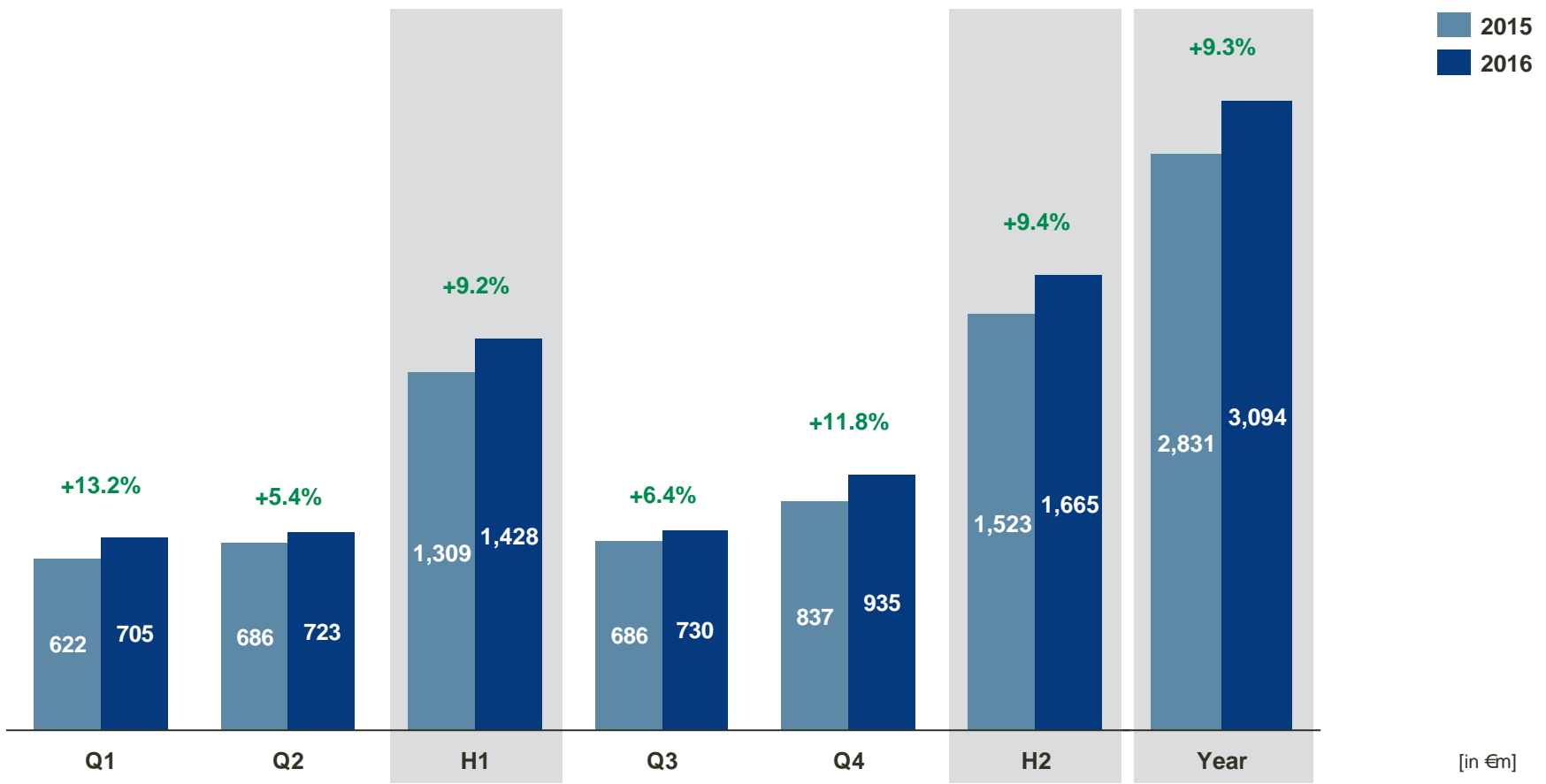
Bechtle AG Analyst Conference 2017

Welcome.
Frankfurt | 16 March 2017

Agenda.

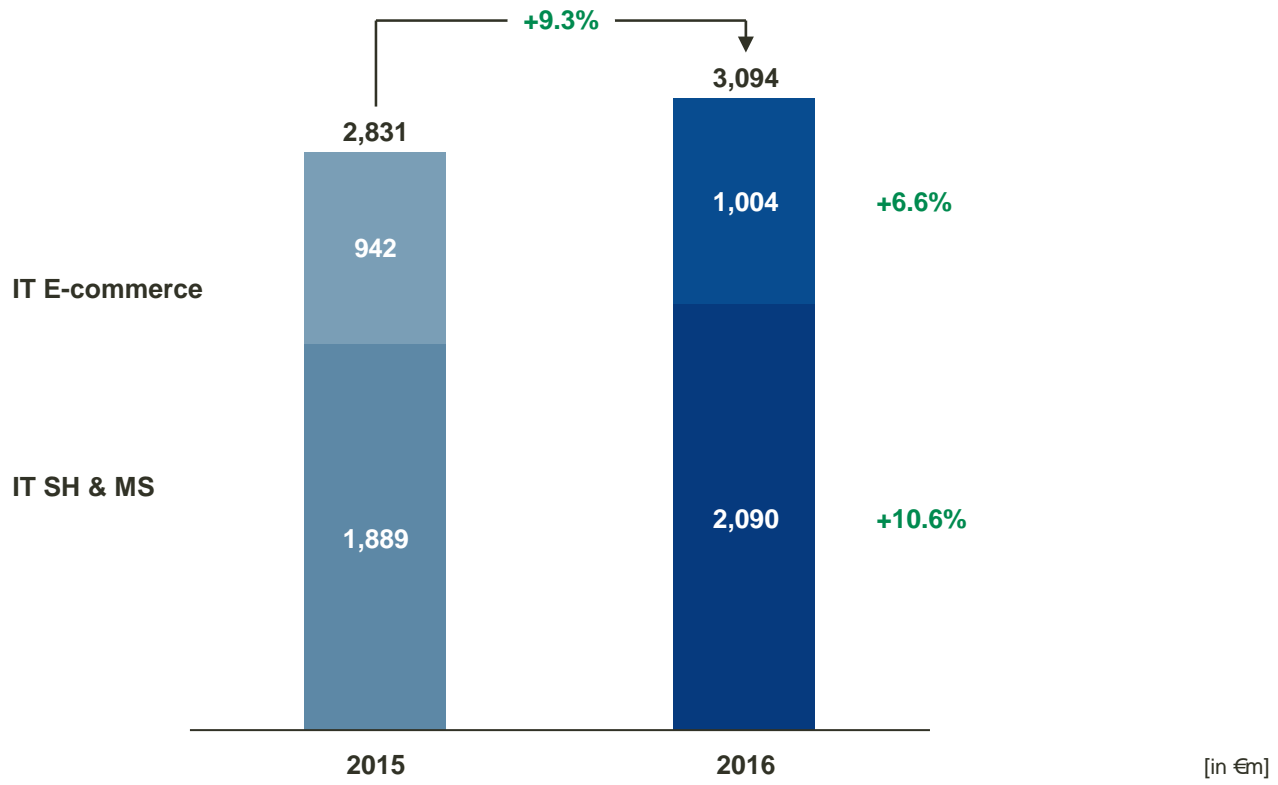
1. Business development in 2016
2. Shares and dividends
3. Company news 2016/2017
4. Forecast for 2017

Group Development – Revenues 2016 vs 2015



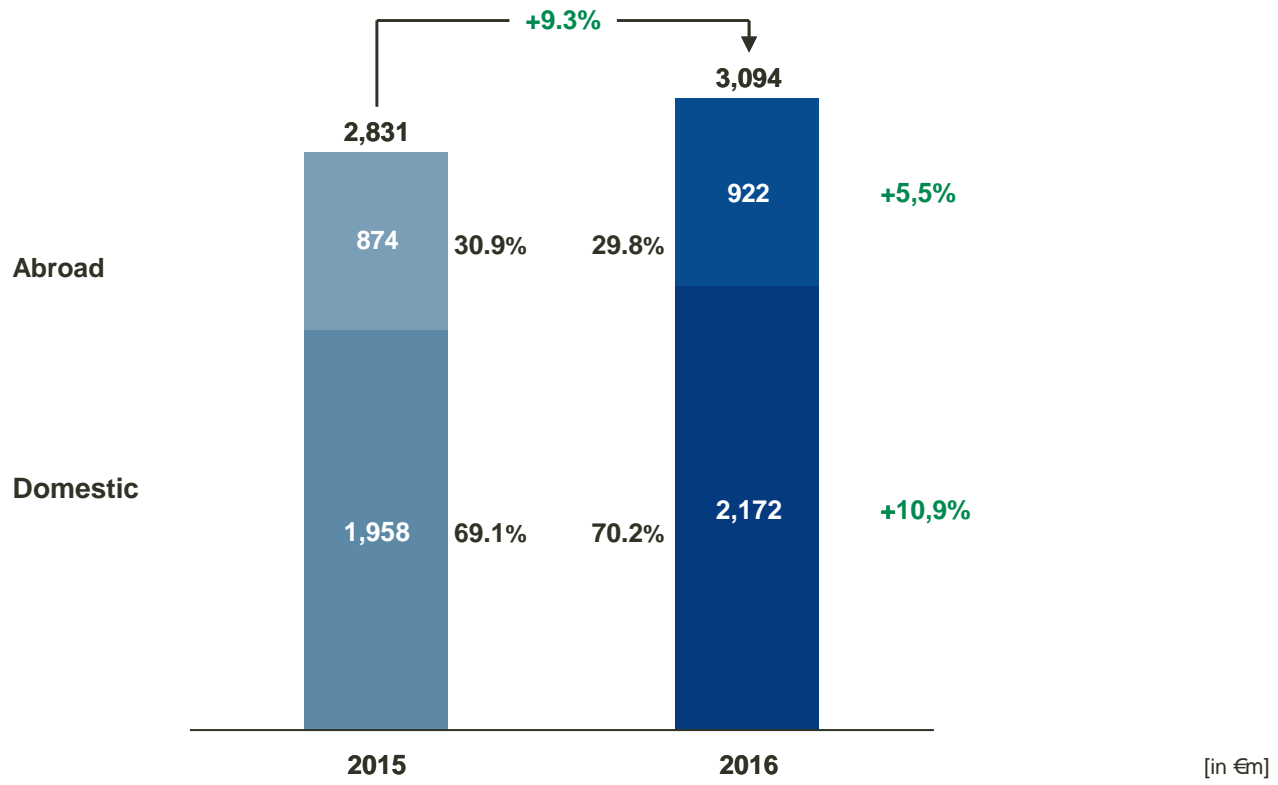
Growth is stable in 2nd half of the year despite a strong base effect.

Group Development – Revenue by Reporting Segments 2016 vs 2015 (I)



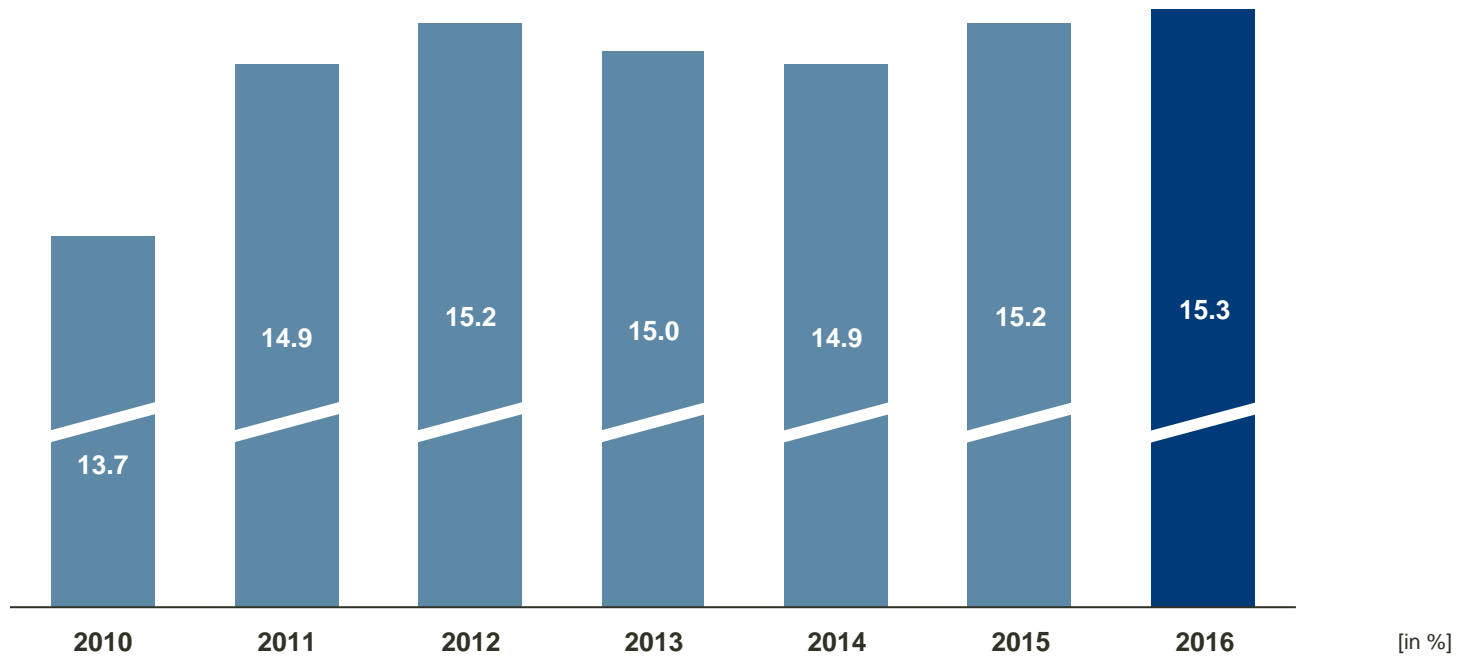
IT System House & Managed Services show very strong growth – IT E-Commerce makes it past one billion.

Group Development – Revenue by Reporting Segments 2016 vs 2015 (II)



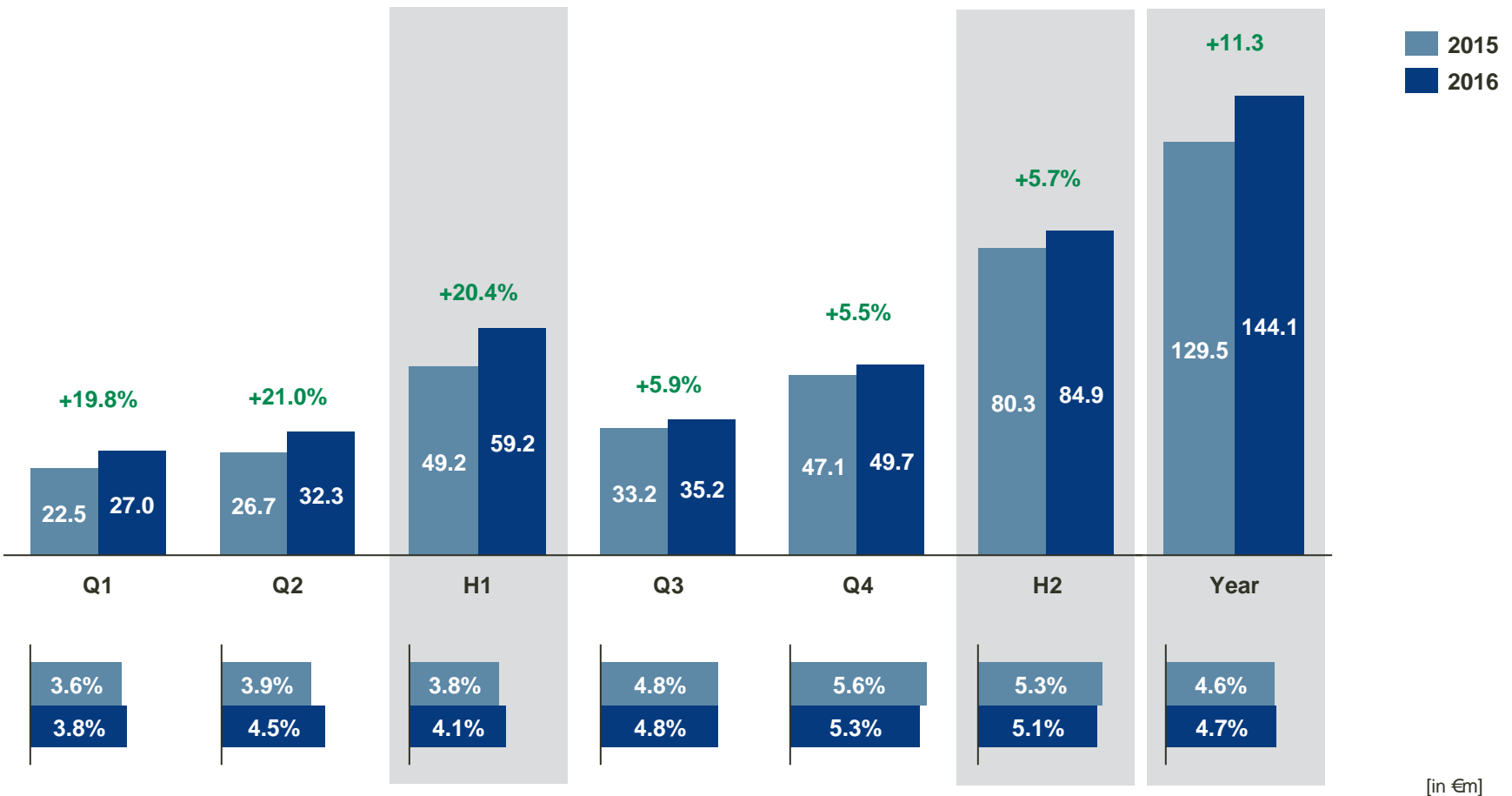
Relatively stronger growth in Germany.

Group Development – Gross Margin since 2010



Gross margin remains consistently high.

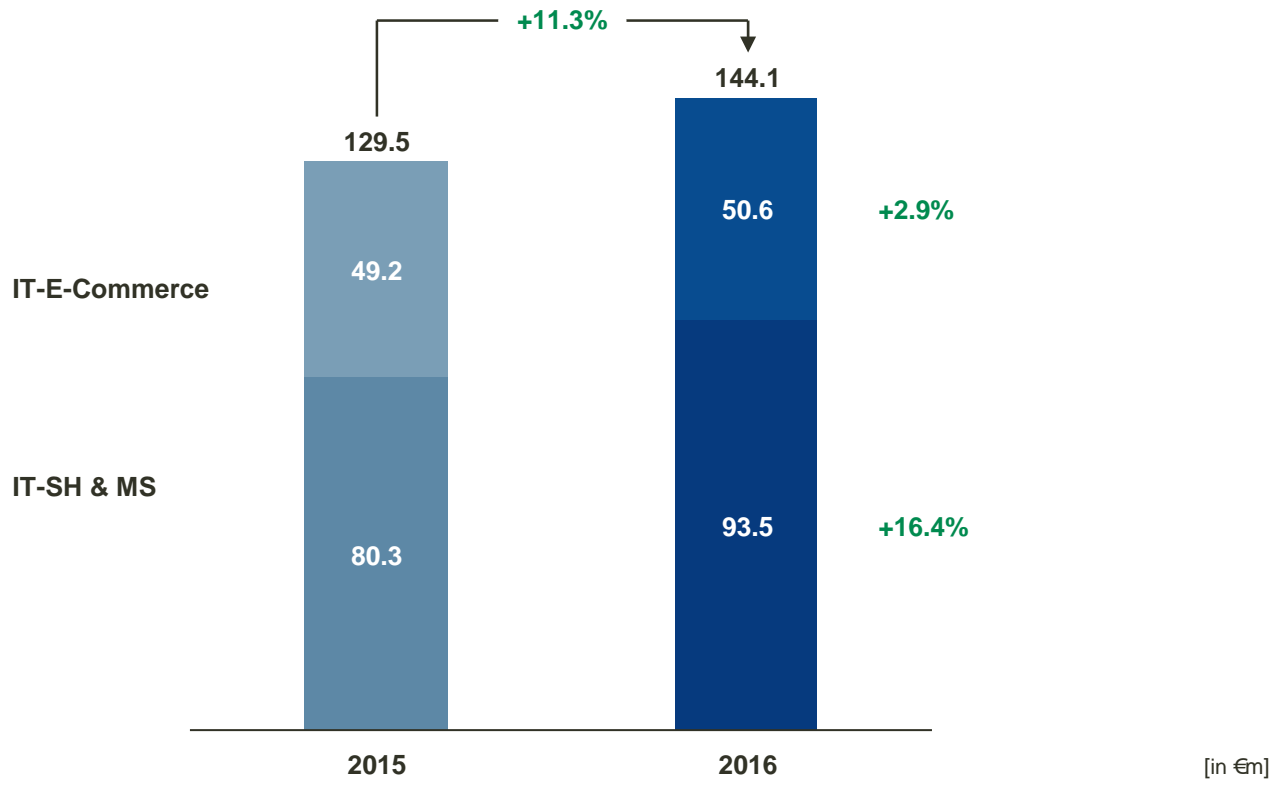
Group Development – Earnings (EBIT) 2016 vs 2015



[in €m]

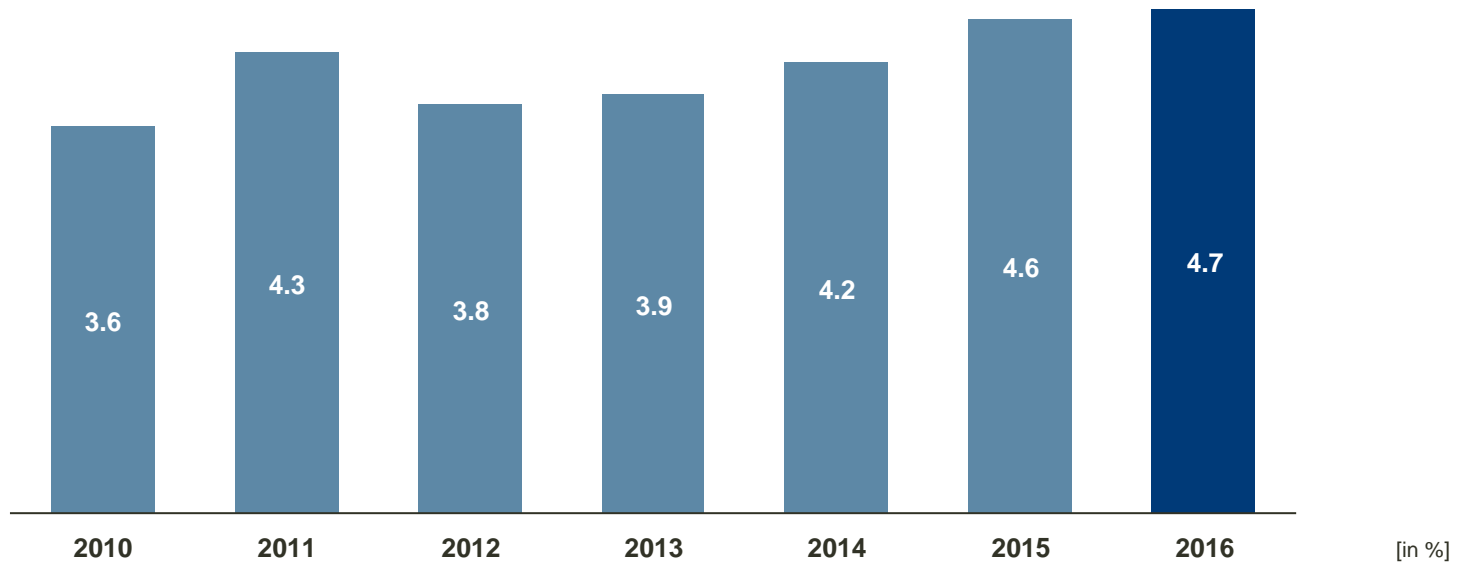
Earnings in 2nd half of the year also exceed the previous year. Base effect particularly notable in Q4.

Group Development – Earnings (EBIT) by Reporting Segments 2016 vs. 2015



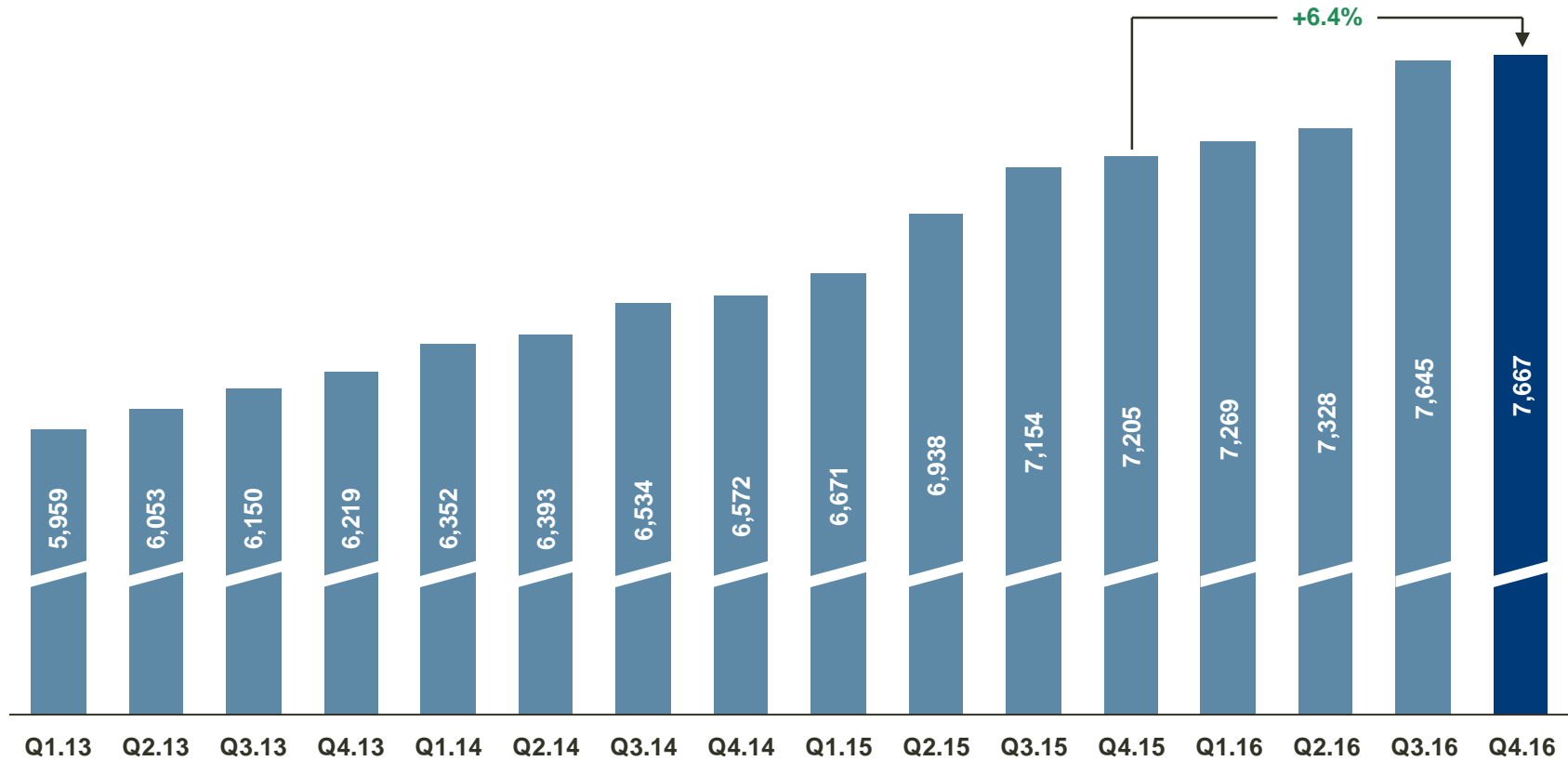
Steep rise in SH & MS business profitably.

Group Development – EBT Margin since 2010



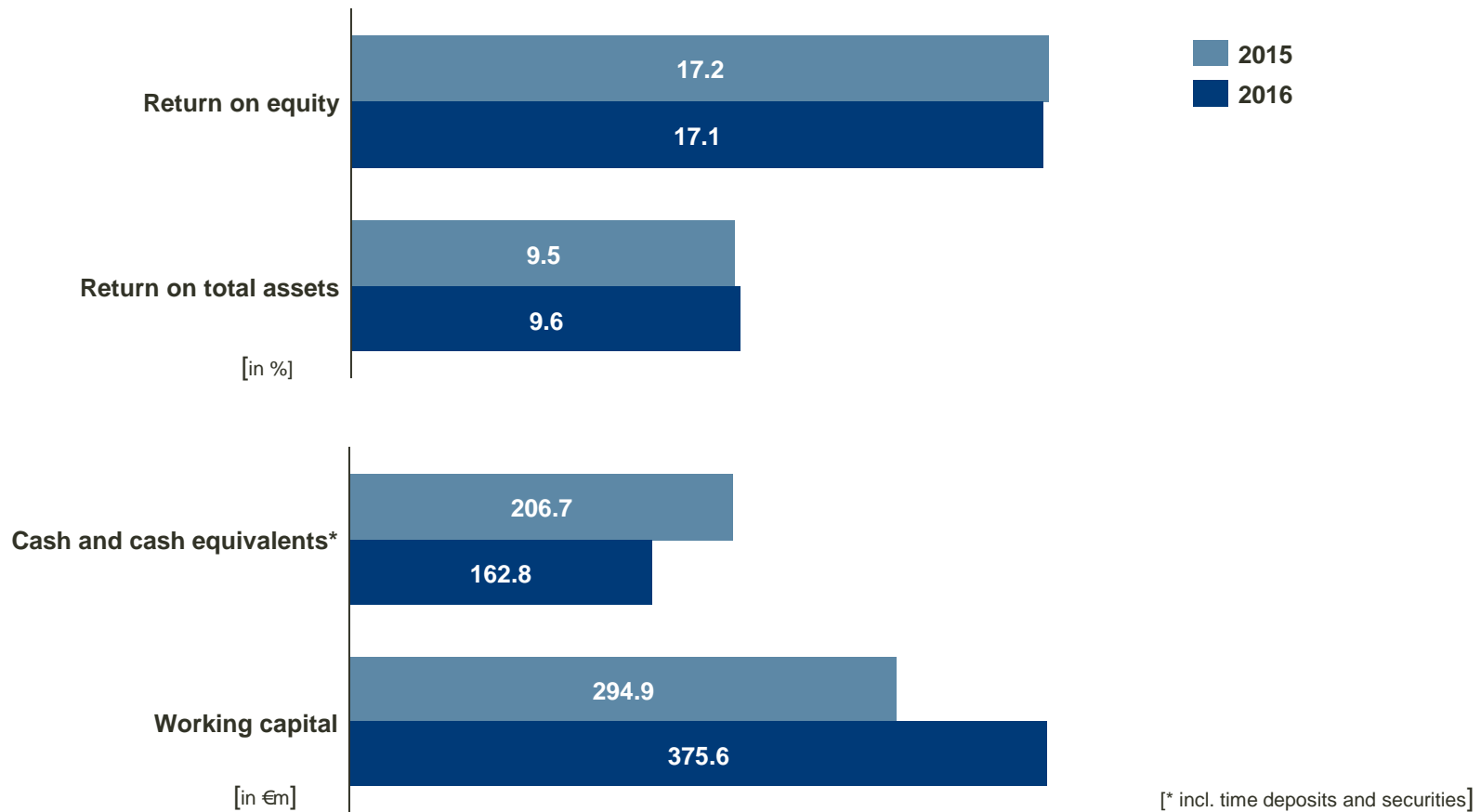
EBT margin continued to grow in 2016.

Group Employee Development – by Quarter



Employee development reflects overall growth.

Key Financial Figures – 2016 vs. 2015



Continued strong return on equity
– strong growth in Q4 leads to significant reporting-date effects.

Bechtle Share – Performance



Market Figures (30.12.16)

Market capitalisation €2,075m

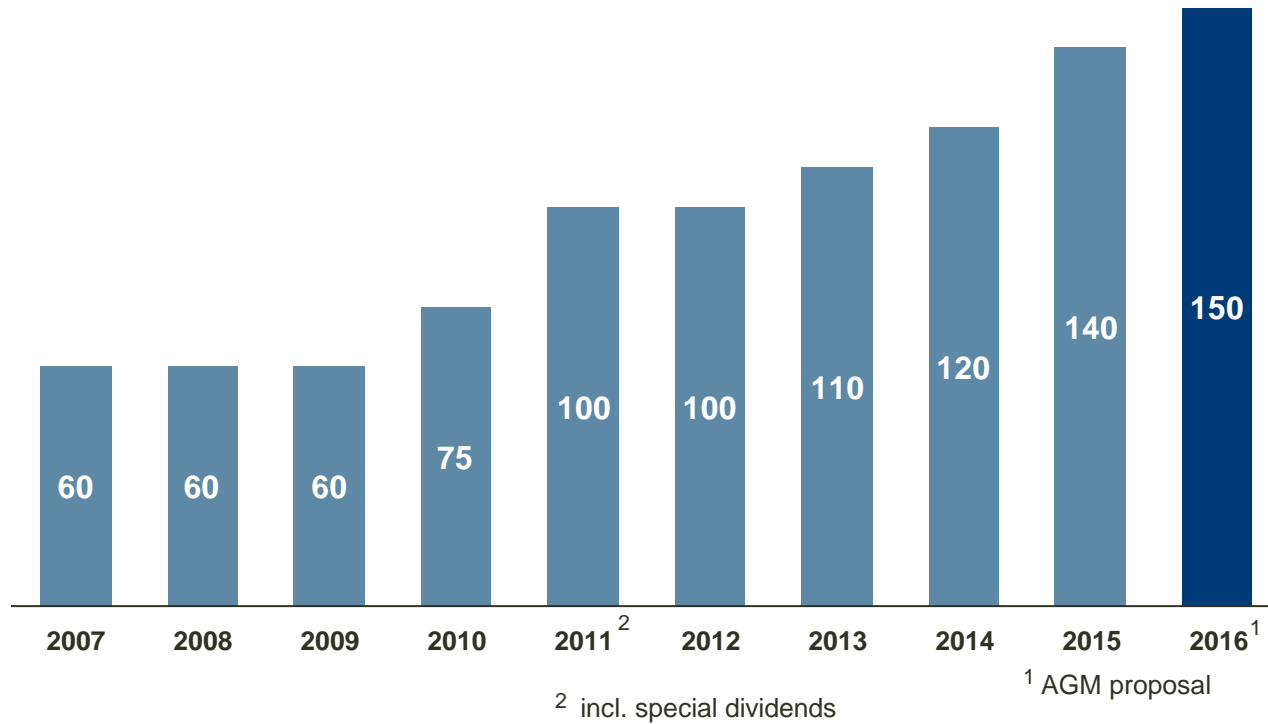
Performance (yoy):

- Bechtle +12.2%
- DAX +6.9%
- TecDAX -1.0%
- DAXsubsector -6.6%
- IT Services

Bechtle tops €100 for the first time – performance over 2016 calendar year at +12%.

Dividend Policy – Continuity

Dividends
in € cent



Reliable payout of dividends – seventh dividend increase in succession.

Dividend Increase, Scrip Issue, Share Buy-back – Ad-hoc Announcement 14 March 2017

- Seventh **dividend increase** in succession highlights the continuity of the dividend policy.
- **Scrip issue** (“stock split”)
 - Increases share liquidity
 - Lowers the perceived share value and makes it more attractive to certain investor groups
 - Opens up new share price potential
- **Share buy-back**
 - Boosts share performance
 - Creates trading options for shareholders

The combination of a dividend increase, stock split and share buy-back has many benefits for shareholders.

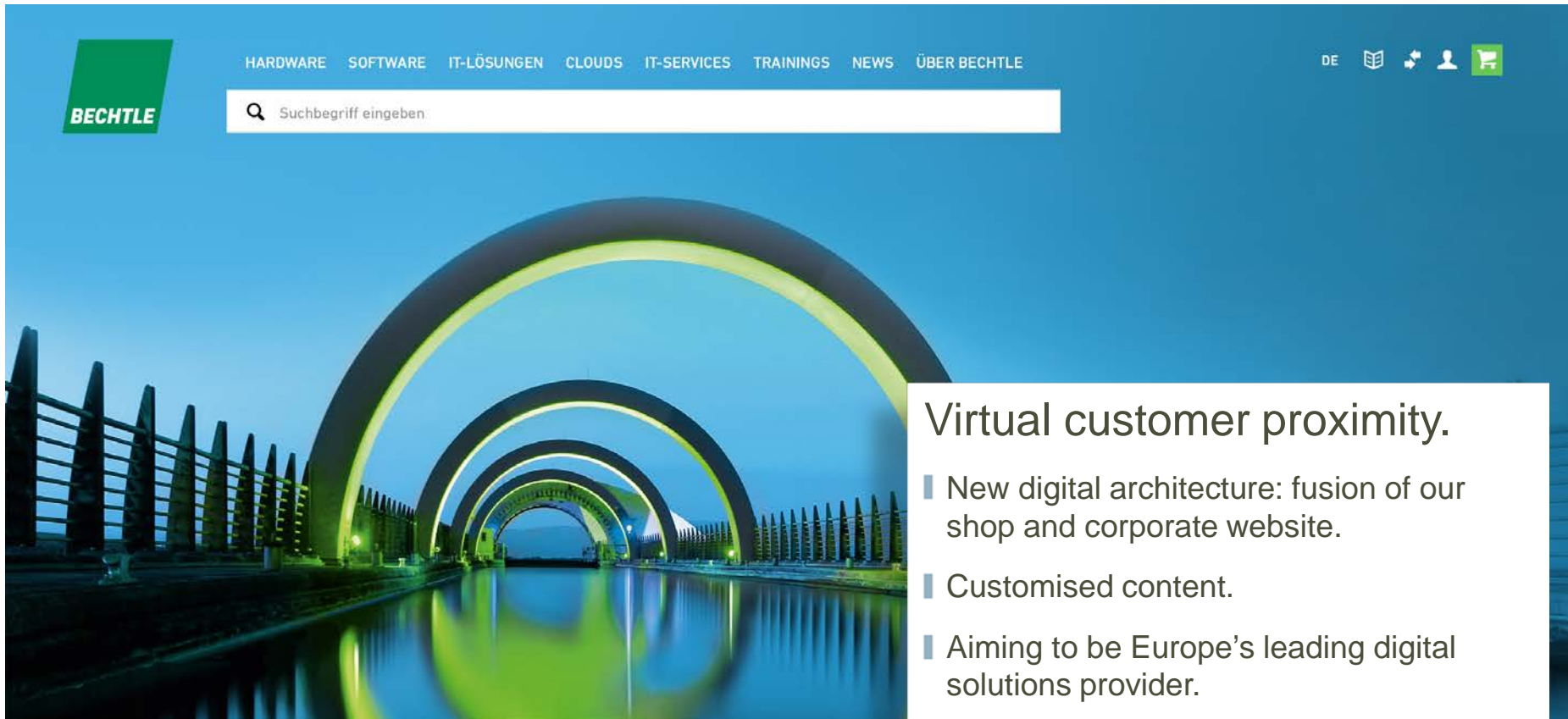
Bechtle Company News – 2016/2017

Digitalisation.

- Pick-by-Vision (smart glasses).
- Augmented reality in Bechtle's logistics hub.
- Collaboration with SAP.



Bechtle Company News – 2016/2017



The image shows a screenshot of the Bechtle website header. The navigation menu includes: HARDWARE, SOFTWARE, IT-LÖSUNGEN, CLOUDS, IT-SERVICES, TRAININGS, NEWS, ÜBER BECHTLE. The search bar contains the text "Suchbegriff eingeben". On the right side of the header, there are icons for language (DE), a book, a person, and a shopping cart. Below the header is a photograph of a modern building entrance featuring a series of large, illuminated arches that create a tunnel effect, with the lights reflecting in a pool of water in the foreground.

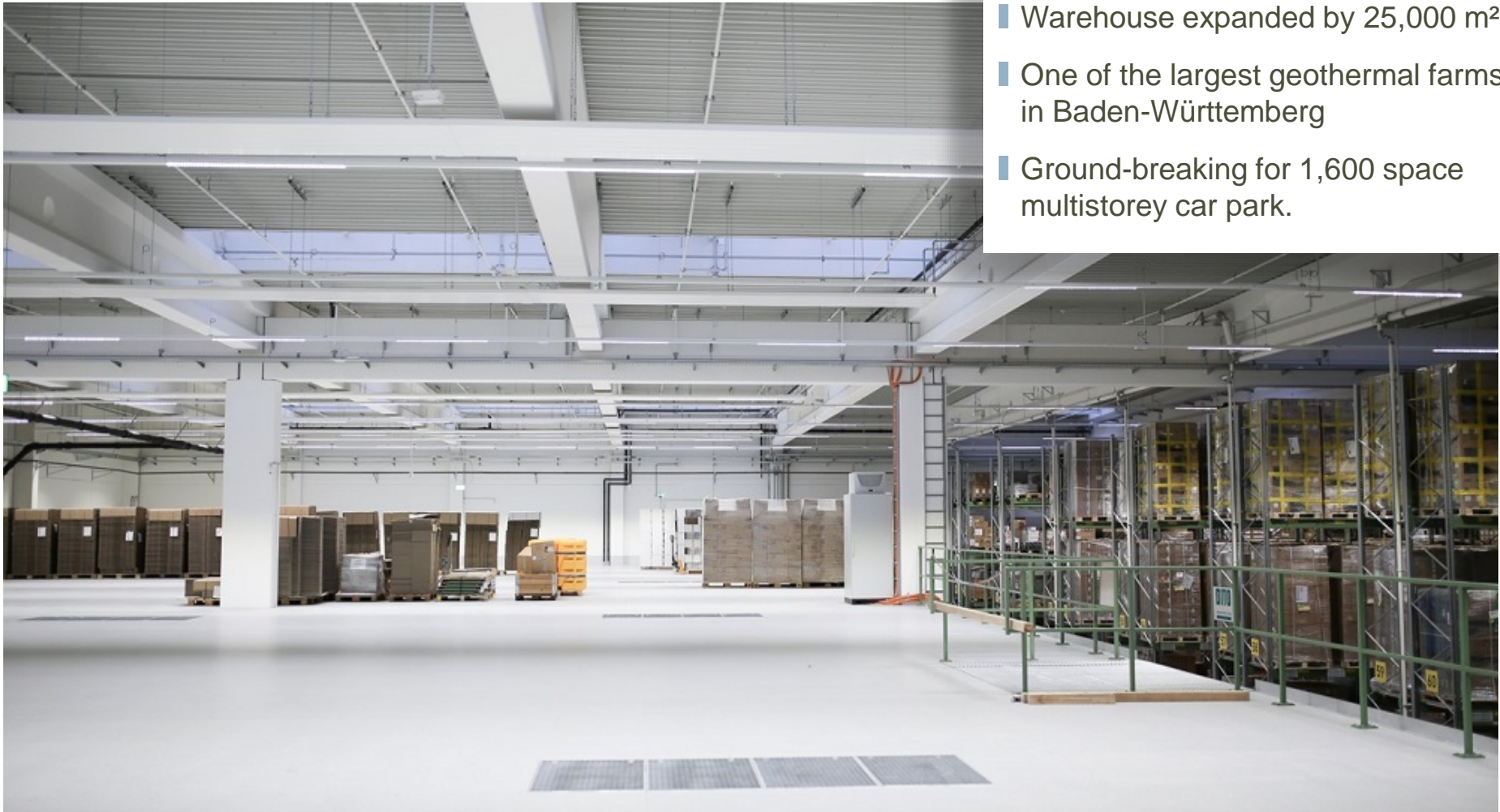
Virtual customer proximity.

- New digital architecture: fusion of our shop and corporate website.
- Customised content.
- Aiming to be Europe's leading digital solutions provider.

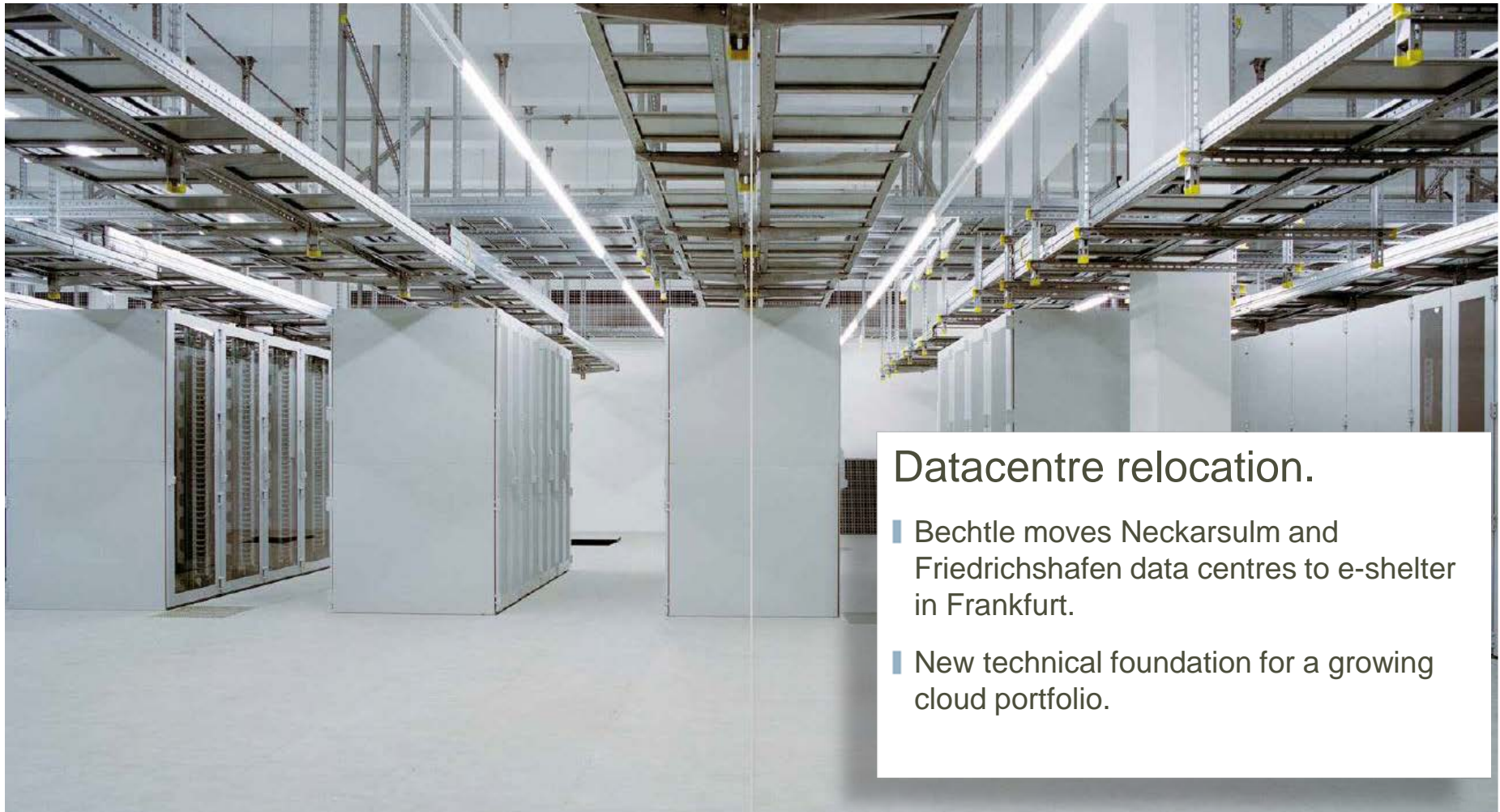
Bechtle Company News – 2016/2017

Construction.

- Warehouse expanded by 25,000 m².
- One of the largest geothermal farms in Baden-Württemberg
- Ground-breaking for 1,600 space multistorey car park.



Bechtle Company News – 2016/2017



Datacentre relocation.

- Bechtle moves Neckarsulm and Friedrichshafen data centres to e-shelter in Frankfurt.
- New technical foundation for a growing cloud portfolio.

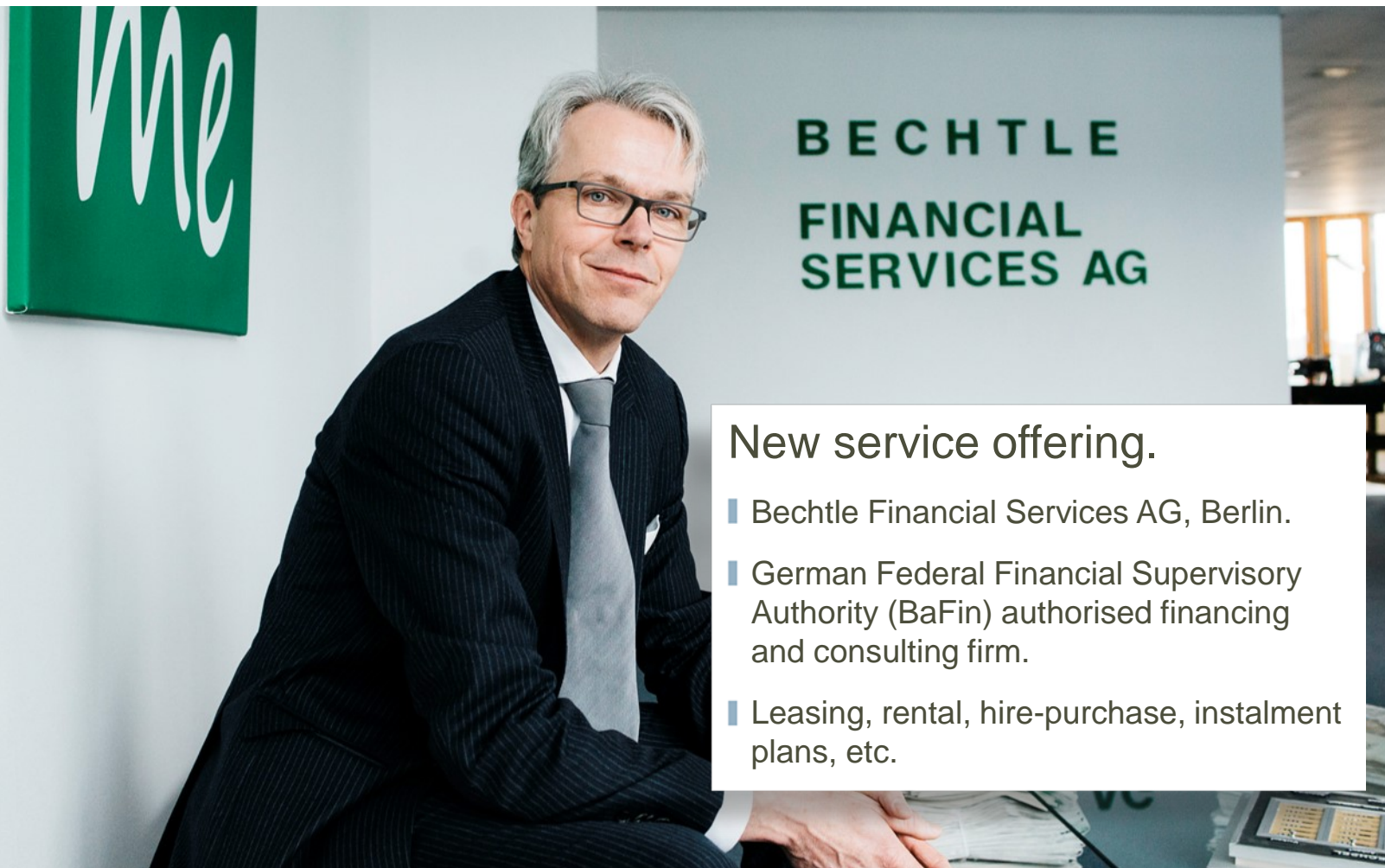
Bechtle Company News – 2016/2017

Acquisition of Steffen Informatik in Switzerland.

- Full incorporation to follow.
- Now Bechtle Steffen Schweiz AG.
- 250 employees, 8 branches.



Bechtle Company News – 2016/2017



New service offering.

- Bechtle Financial Services AG, Berlin.
- German Federal Financial Supervisory Authority (BaFin) authorised financing and consulting firm.
- Leasing, rental, hire-purchase, instalment plans, etc.

Bechtle Company News – 2016/2017

Bechtle Clouds.

- Founding of Bechtle Clouds GmbH, Neckarsulm.
- Positioning: multi-cloud-service provider.
- Kick-off: Microsoft Cloud Solution Provider (CSP) agreement.

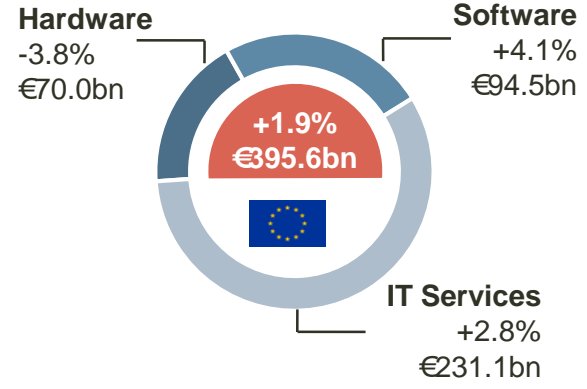
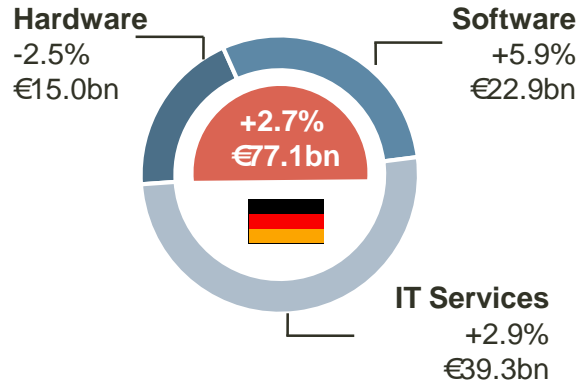
Bechtle Company News – 2016/2017

Bechtle Competence Day.

- Extending a warm welcome.
- More than 2,500 attendees expected.
- Exhibitions, presentations, live demos and expert lectures.

**DIE
WELT
Bechtle Competence Day
5. und 6. April 2017
IST
HYBRID.**

Outlook – The IT Industry in 2017



Source: EITO October 2016

- Decline in momentum compared to previous year, especially in the EU.
- G: +2.7% (yoy: +3.4%), EU: +1.9% (yoy: +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.

Strong start to the year substantiates our expectations.

New Publication.



Sustainability Report 2016.

- Now available.
- Read more at: bechtle.com/sustainability

Any questions?