

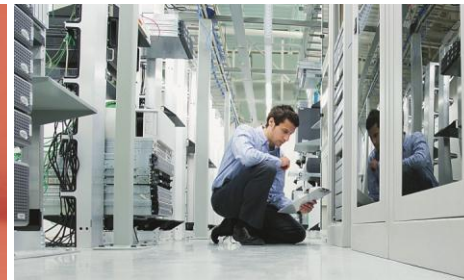
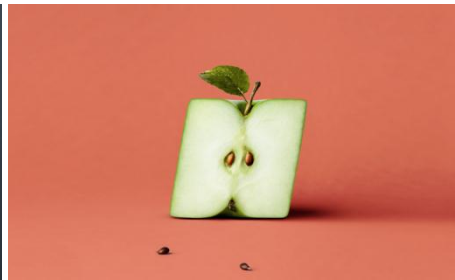
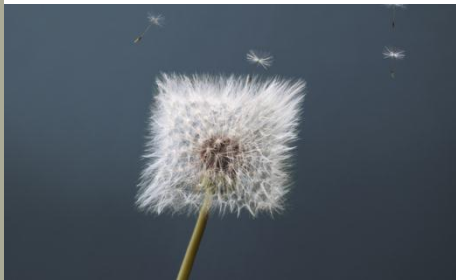
30  
JAHRE

Bechtle AG  
1983-2013

Ihr starker IT-Partner.  
Heute und morgen.



# 2<sup>ND</sup> QUARTER AND 1<sup>ST</sup> HALF-YEAR 2013



Bechtle AG

Neckarsulm, 14 August 2013

# AGENDA.



- Economic Conditions
- Corporate Development
- Bechtle Share
- News and Updates
- Forecast for 2013



### **Macroeconomy.**

- Economic development throughout the EU continues at sluggish pace. GDP growth in Bechtle countries fluctuating between - 0.2% and + 0.5%.
- Modest economic growth in Germany; growth still remains low at + 0.3%.

### **Sector.**

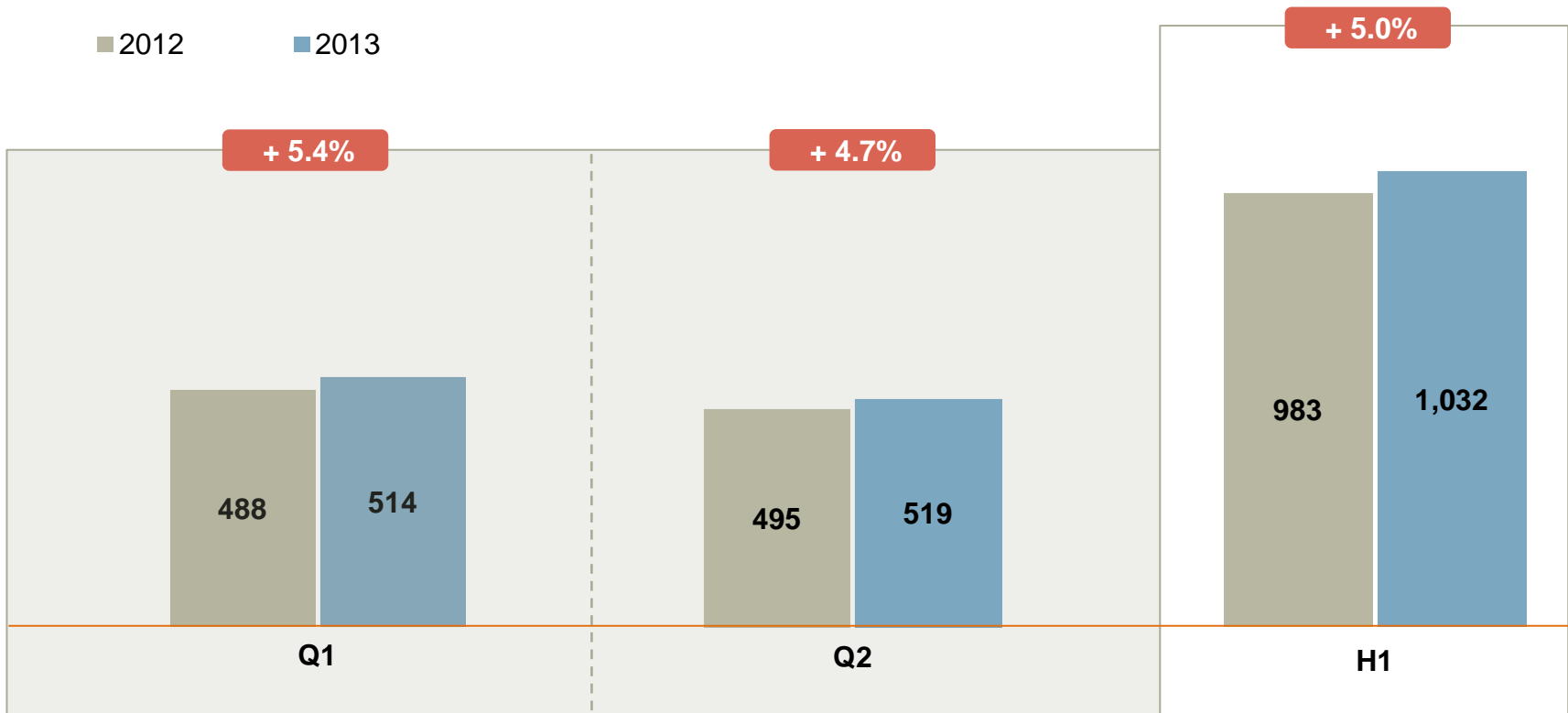
- After a positive start to the year, the overall mood in the IT industry has since soured.
- Sales volume for certain product groups (PCs, servers) has decreased by double-digit percentages.
- The analysis of the current situation and prognosis for the coming months are pessimistic.
- Nevertheless, the relevant indices remain comparably high.

### **Conclusion.**

- Bechtle is demonstrating positive development despite difficult general economic conditions. Growth is above average, especially in the home market (Germany).
- German customers still hesitant about larger service projects.

# REVENUE DEVELOPMENT.

## Consolidated 2013 vs. 2012

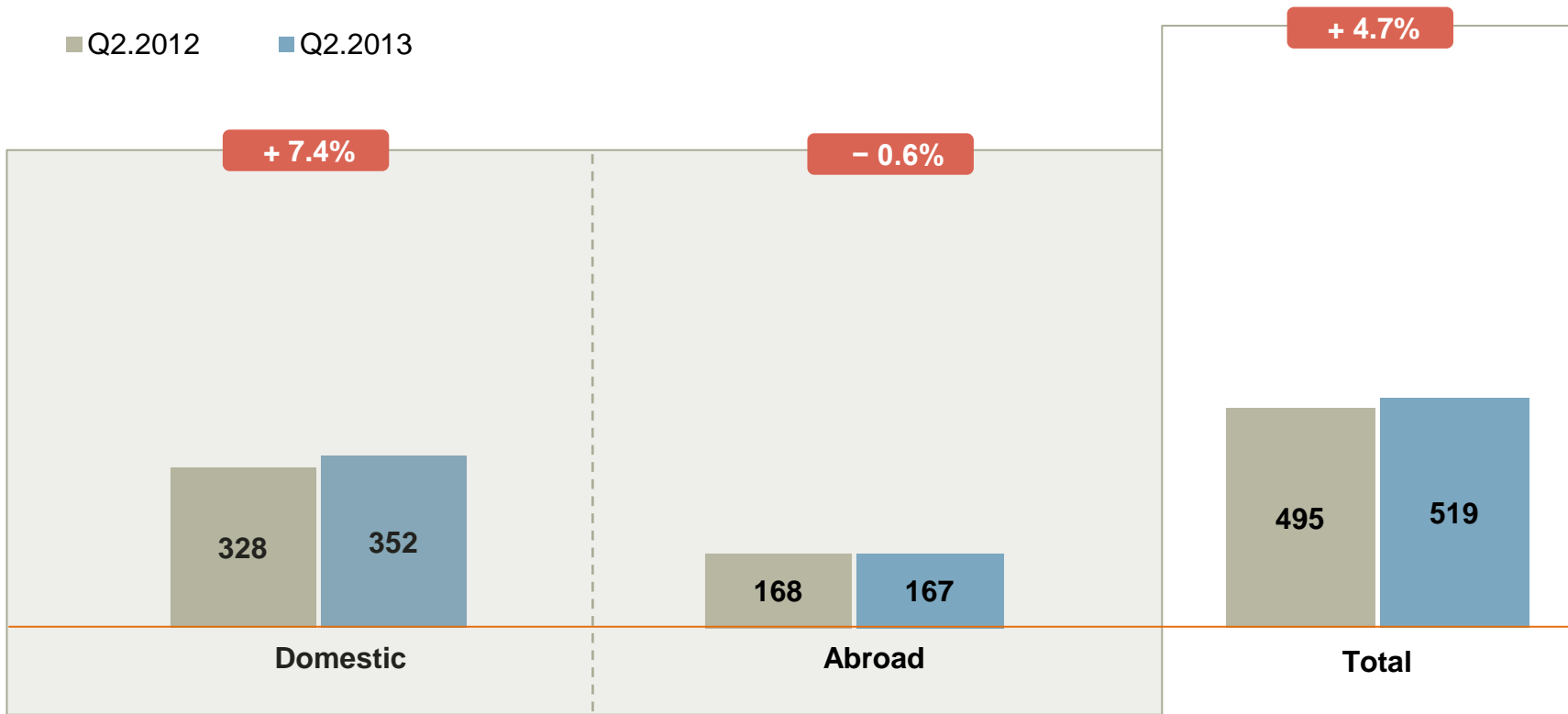


[€ m.]

 **Balanced growth in first half-year of 2013.**

# REVENUE DEVELOPMENT.

## By Region: Q2.2013 vs. Q2.2012

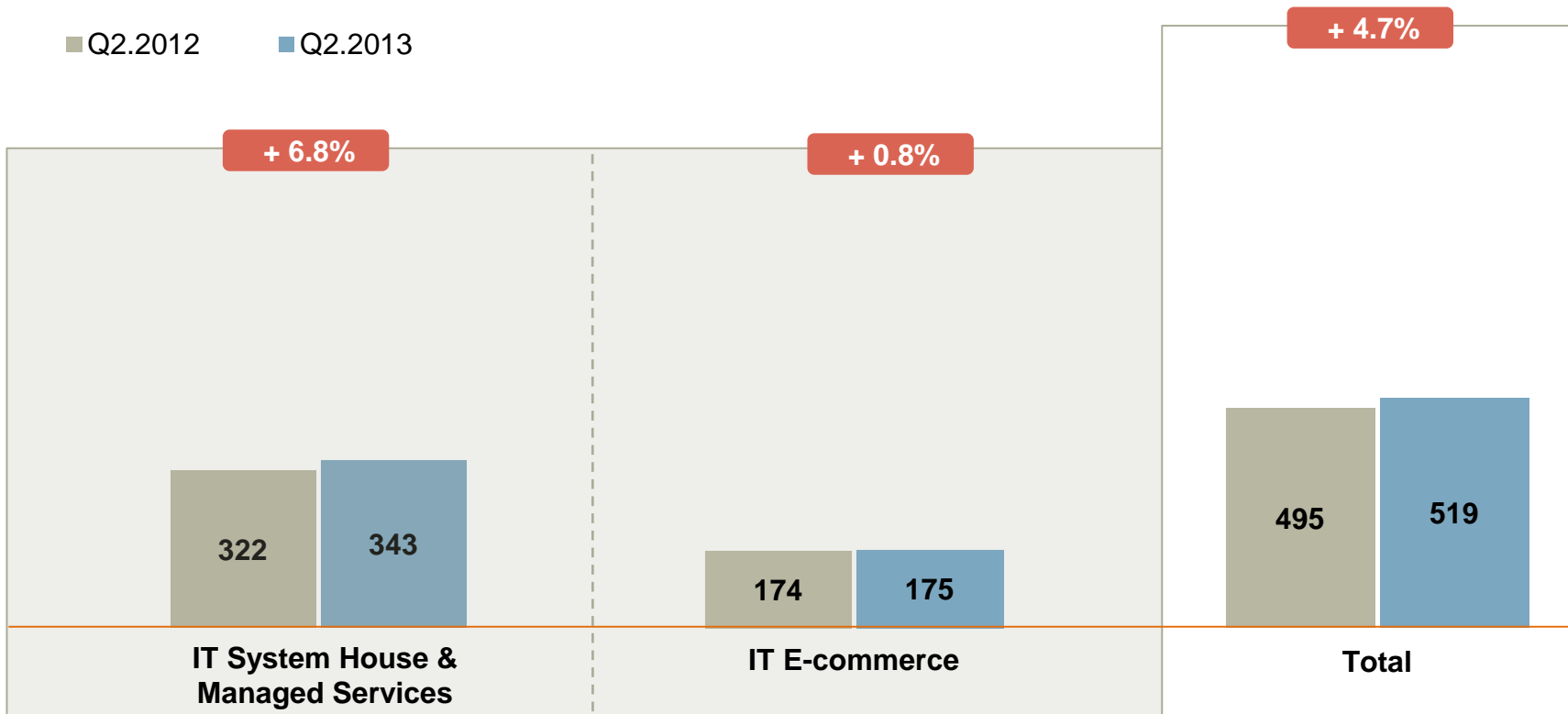


[€m.]

➤ **German system houses drive growth (+ 8.9%).**

# REVENUE DEVELOPMENT.

By Segment: Q2.2013 vs. Q2.2012

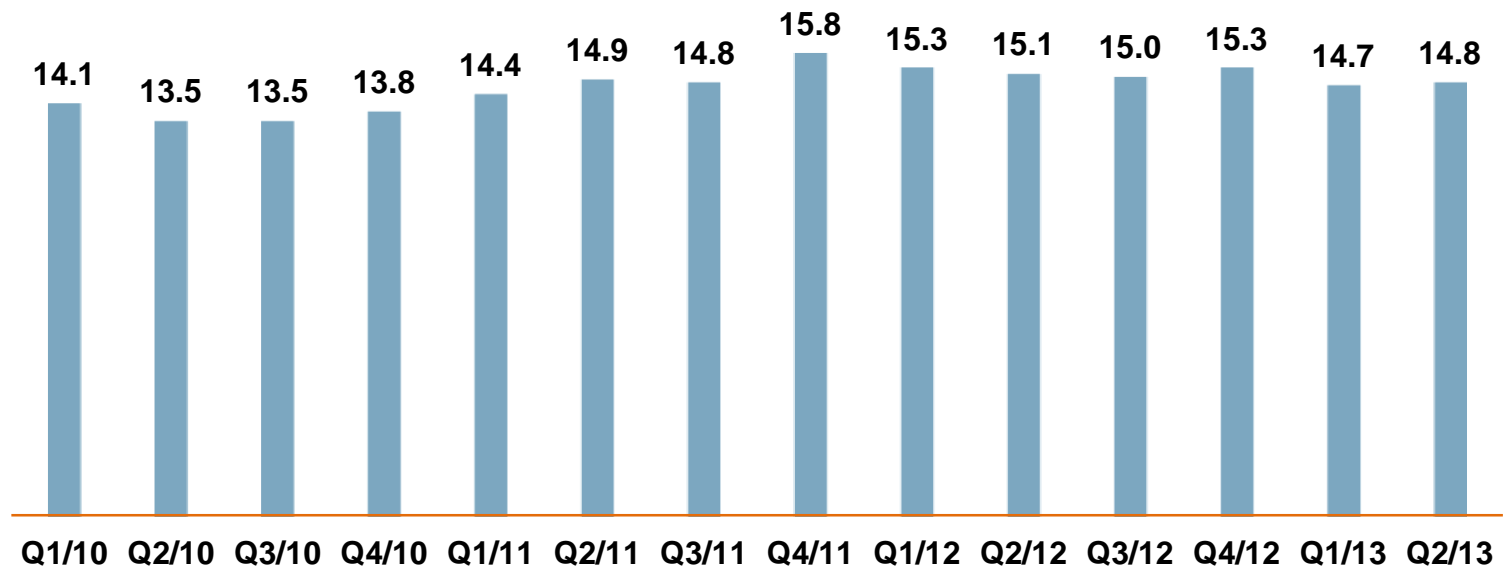


[€ m.]

➤ **System house segment shows significant revenue growth.**

# GROSS MARGIN.

Development since Q1.2010

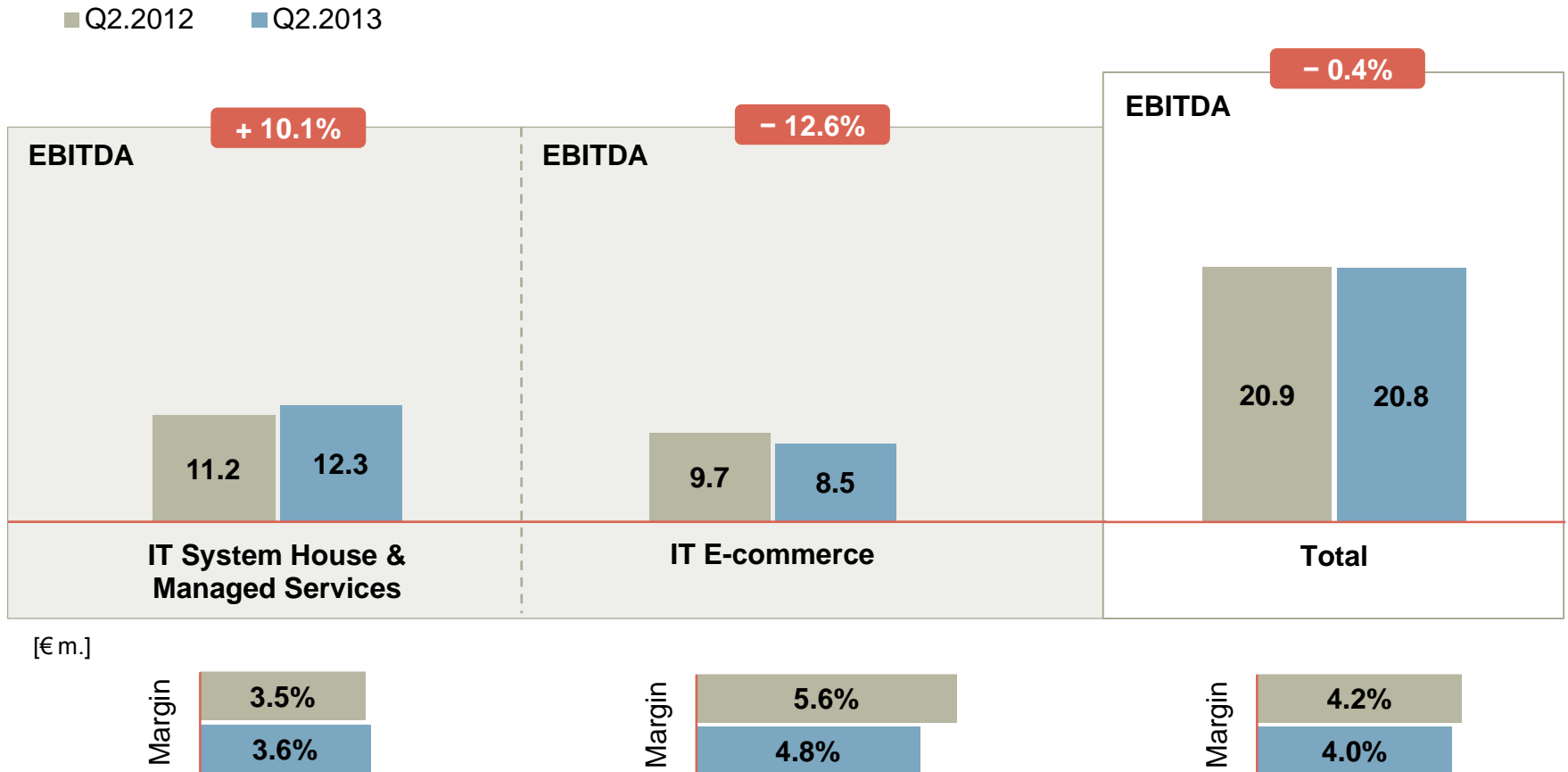


[in %]

 **Gross margin remains high and stable.**

# EBITDA DEVELOPMENT.

## By Segment: Q2.2013 vs. Q2.2012

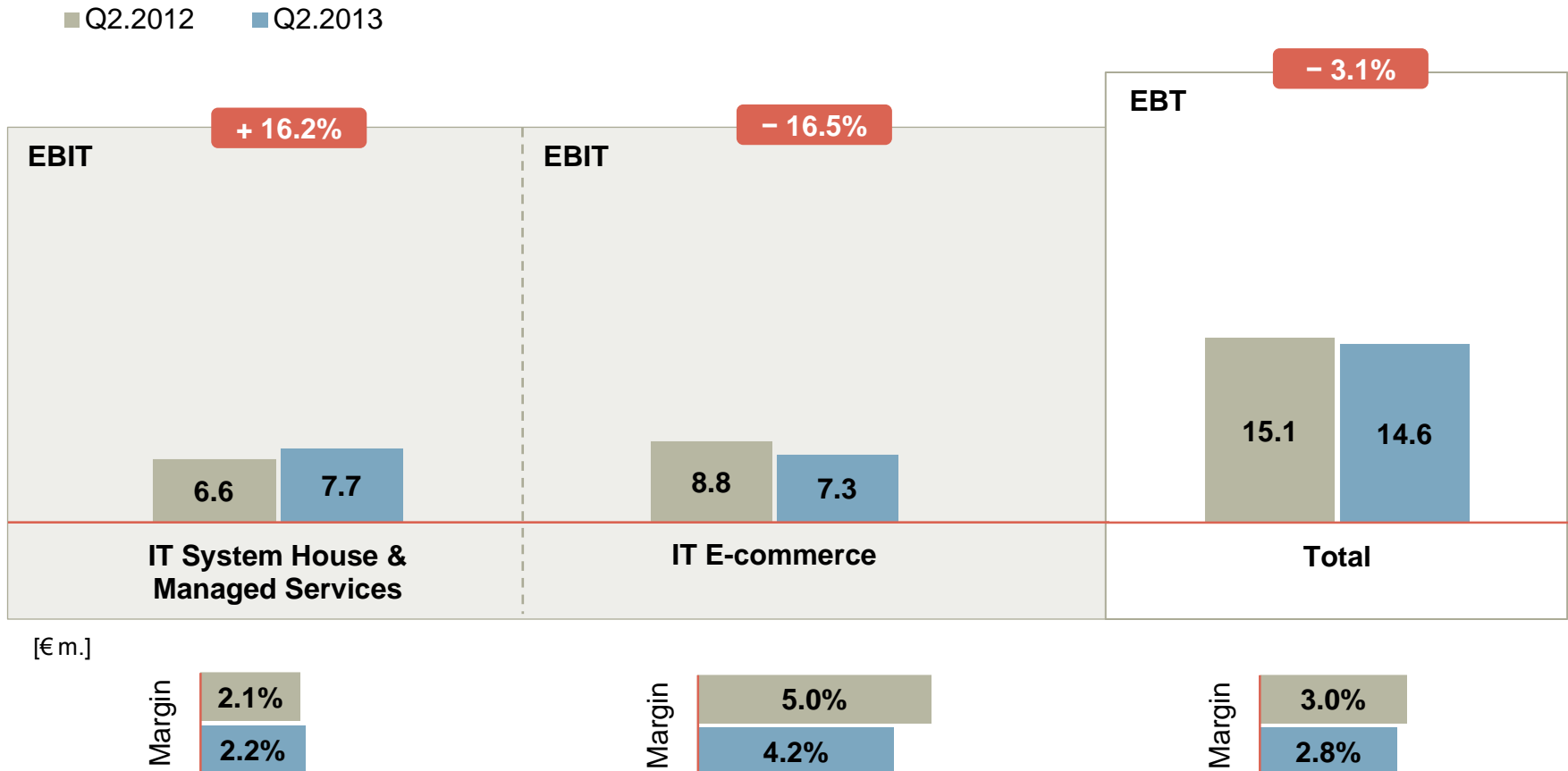


➤ **EBITDA only slightly lower than in 2012.**



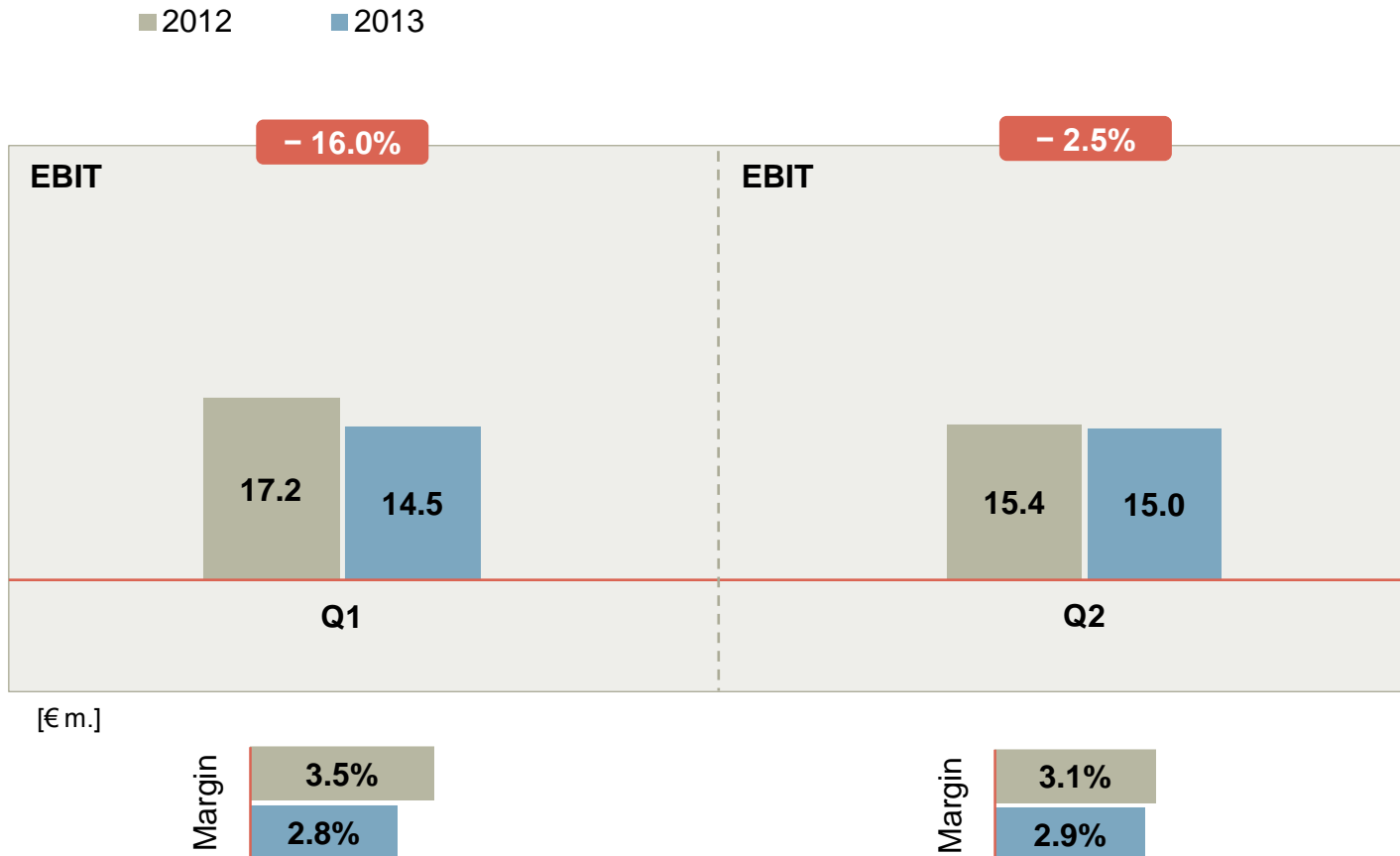
# EBIT DEVELOPMENT.

## By Segment: Q2.2013 vs. Q2.2012



➤ **System house EBIT increases notably. E-commerce margin satisfactory.**

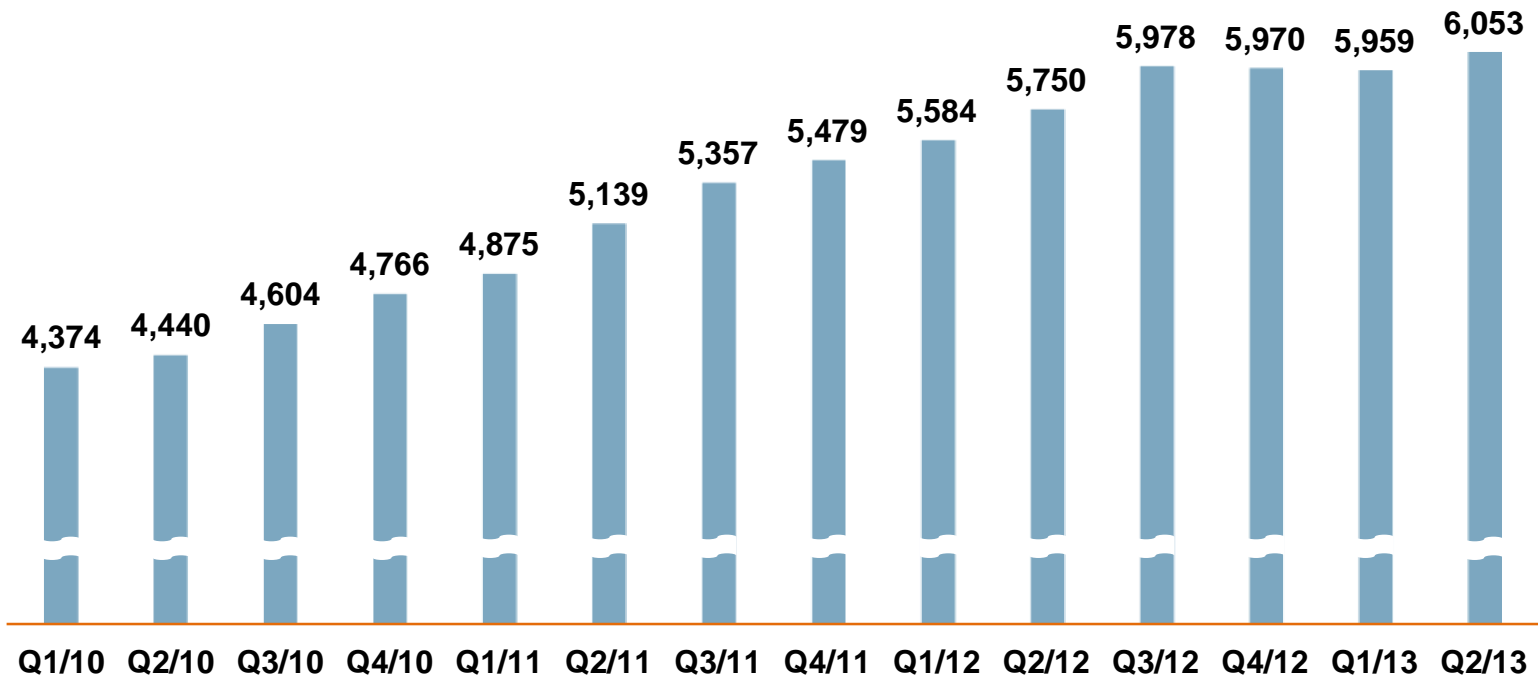
# EBIT DEVELOPMENT. Q2.2013 vs. Q1.2013



➤ **EBIT development in Q2 shows positive trend compared to Q1.**

# EMPLOYEE DEVELOPMENT.

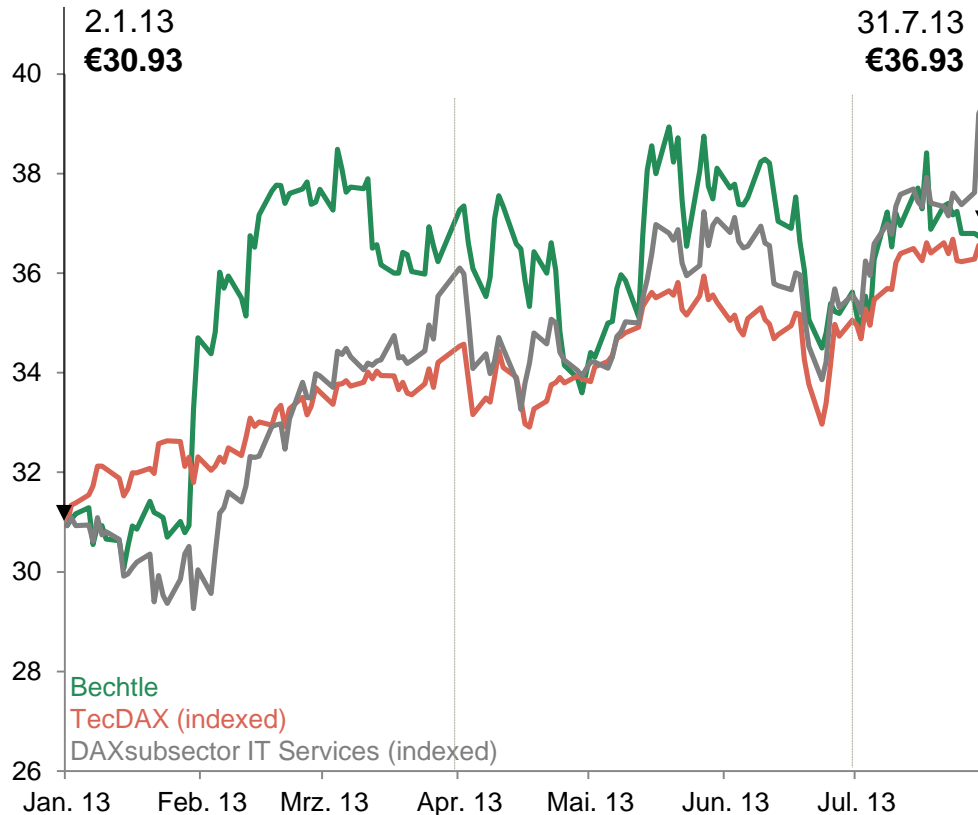
Consolidated since Q1.2010



→ Employment growth slows down in Q3.2012.

# THE BECHTLE SHARE.

## Performance



## Market Figures (31.7.13)

Market capitalisation	€776 m.
<b>Performance:</b>	
- Bechtle	+ 19.4%
- DAX	+ 6.4%
- TecDAX	+ 18.3%
- DAXsubsector IT Services	+ 27.3%

Stock price exhibits positive development in reporting period.

# THE LATEST DEVELOPMENTS AT BECHTLE.

## News and Updates



### **Considerable Success in Public Sector Division**

- Bechtle was awarded the largest European Commission tender to date for mobile end devices, as well as repeat contracts with the Bundeswehr and Dataport covering IT infrastructure and services.

### **Expansion of Managed Services.**

- A total of 60 IBM employees joined Bechtle On-site Services in April and June.
- Cooperation with Freudenberg IT for outsourcing projects.

### **Acquisitions.**

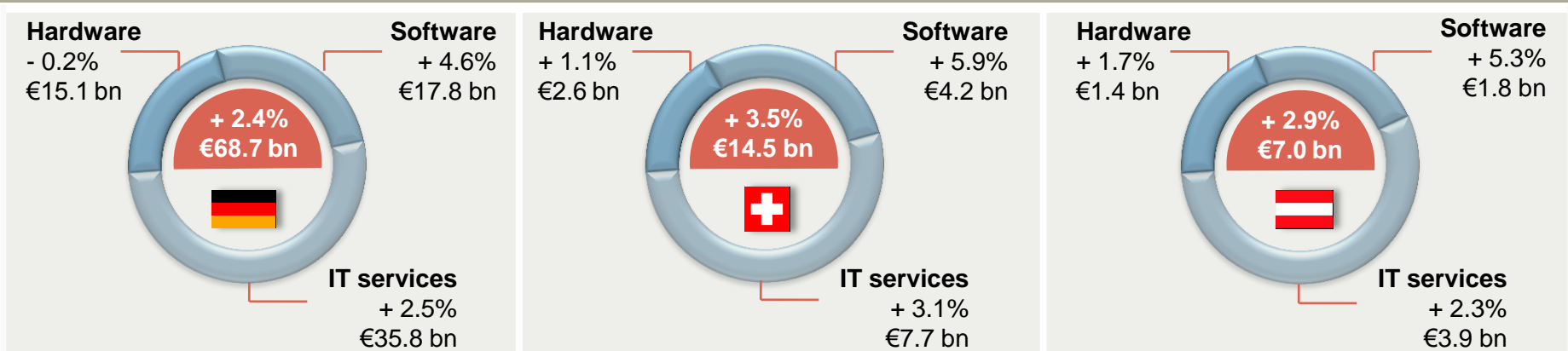
- Bechtle's IBM infrastructure and virtualisation competence is reinforced by Sedna Informatik in Bern, Switzerland.

### **Important Partner to Vendors on a European Scale**

- Bechtle once again awarded several "Best EMEA Partner" awards by manufacturers.

# 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.

# FORECAST.

## Financial Year 2013



### **Revenue.**

- Growth in 2013 continuing at above-market-average rate, increasing our market share.
- Outstanding development continues in the public sector division—on the EU level as well.
- Further expansion of the solutions and service business.

### **Earnings.**

- Earnings are rising; second quarter shows positive trend.
- Employees hired in 2012 ensure durable increase in efficiency.

### **Employees.**

- More moderate growth compared to 2012, not including new employees through acquisitions.

### **Expansion.**

- Acquisitions remain a part of our growth strategy.
- No new country markets in 2013.

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ANY QUESTIONS?



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