

# Bechtle AG

## 3rd Quarter 2018

Neckarsulm | 14 November 2018

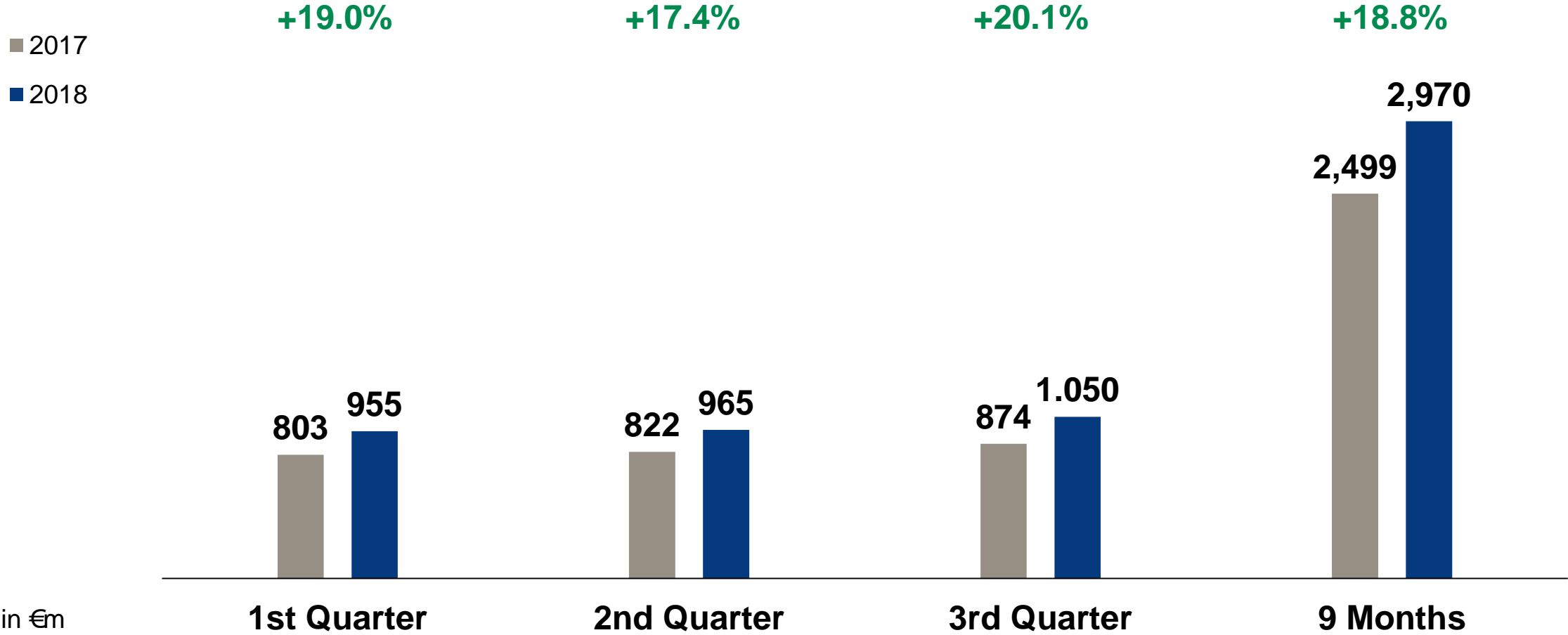


# Q3

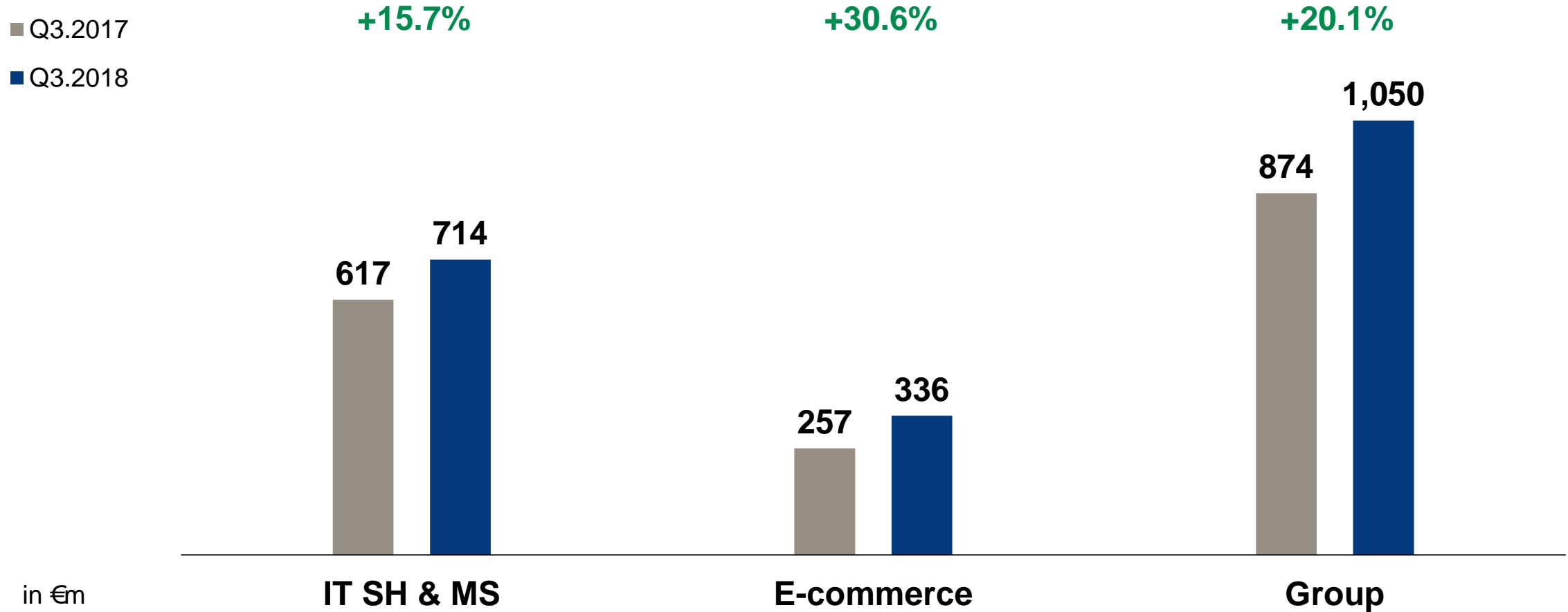
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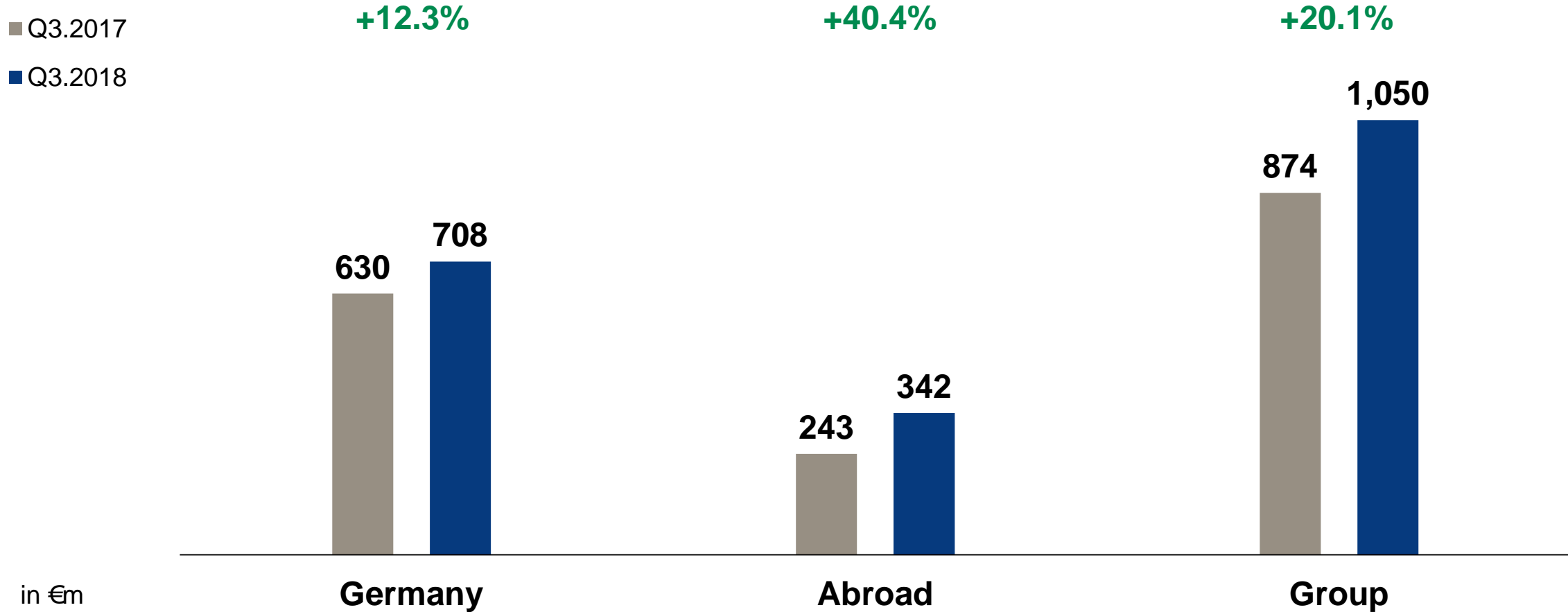
# Revenue – Growth remains high.



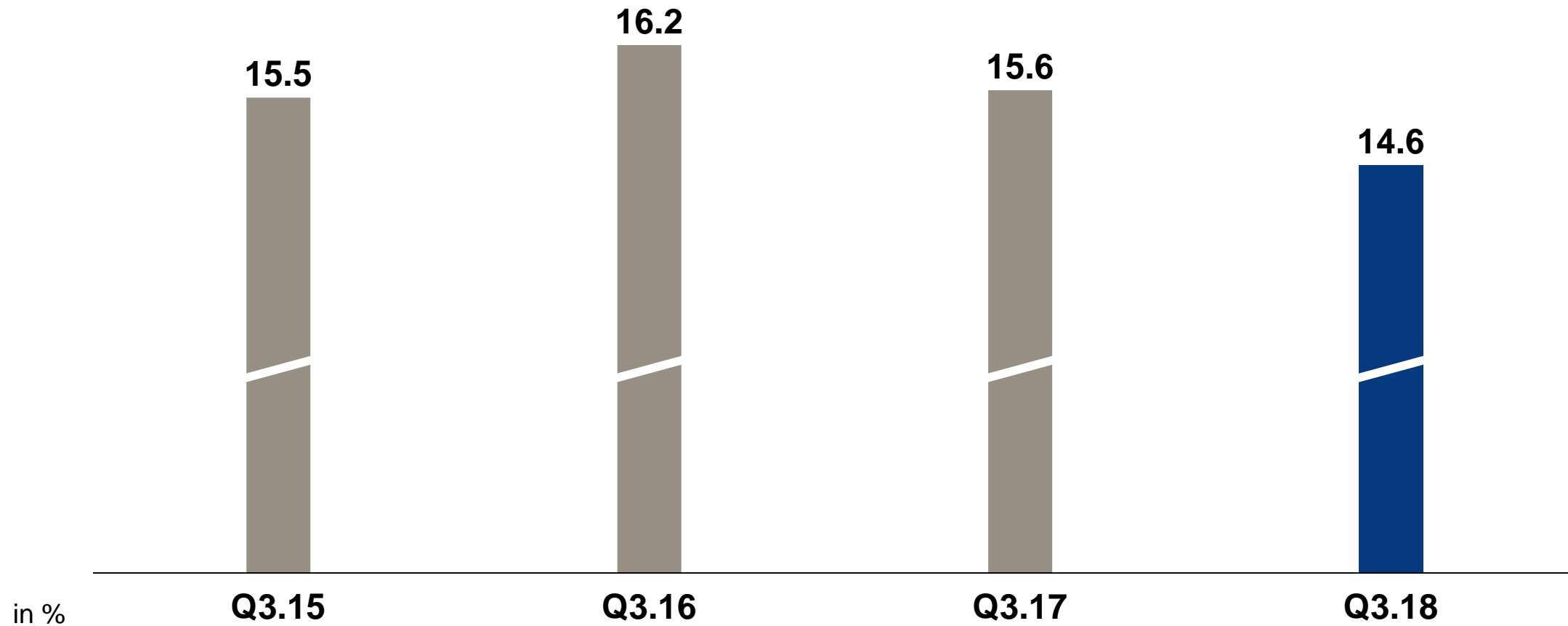
# Revenue – E-commerce benefits from acquisition.



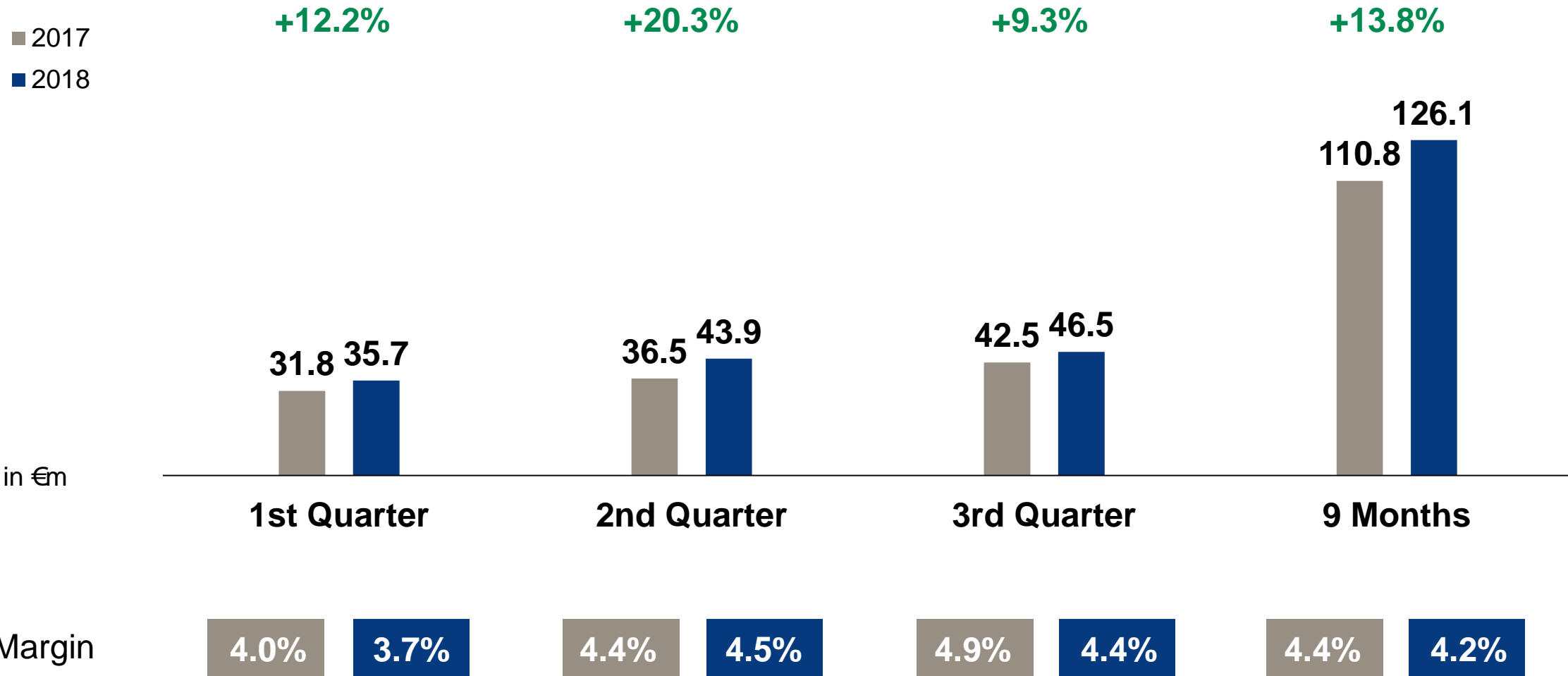
# Revenue – Particularly strong growth abroad.



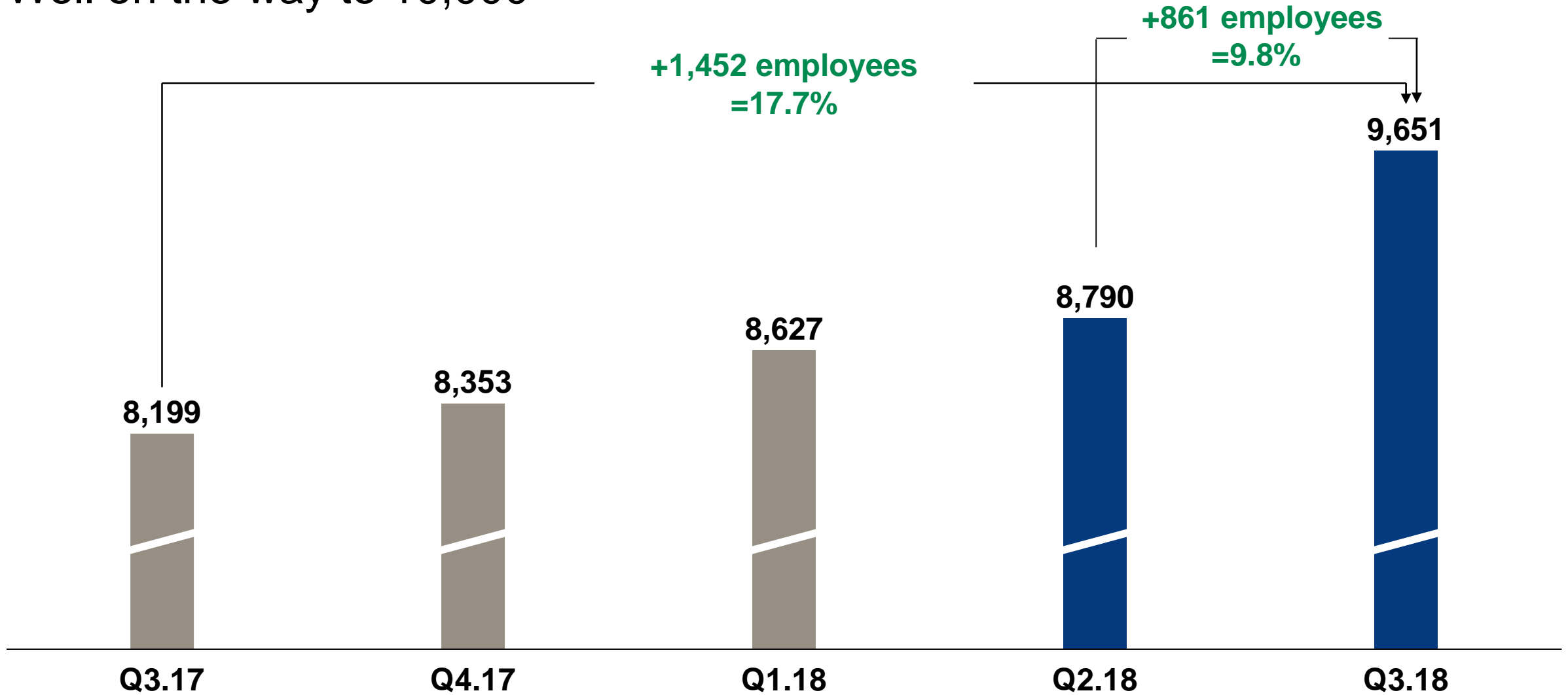
# Gross margin – Under growth-related pressure.



# EBIT – Margin (currently) down YOY.

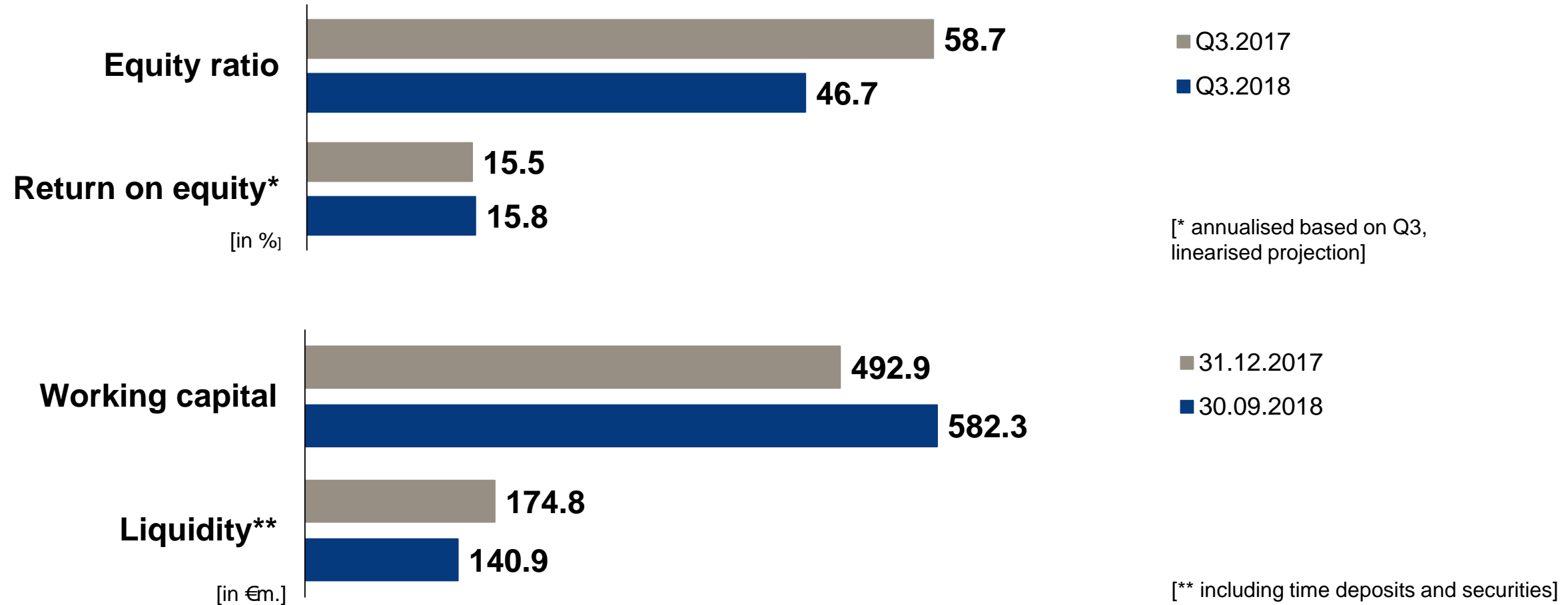


# Employees – Well on the way to 10,000

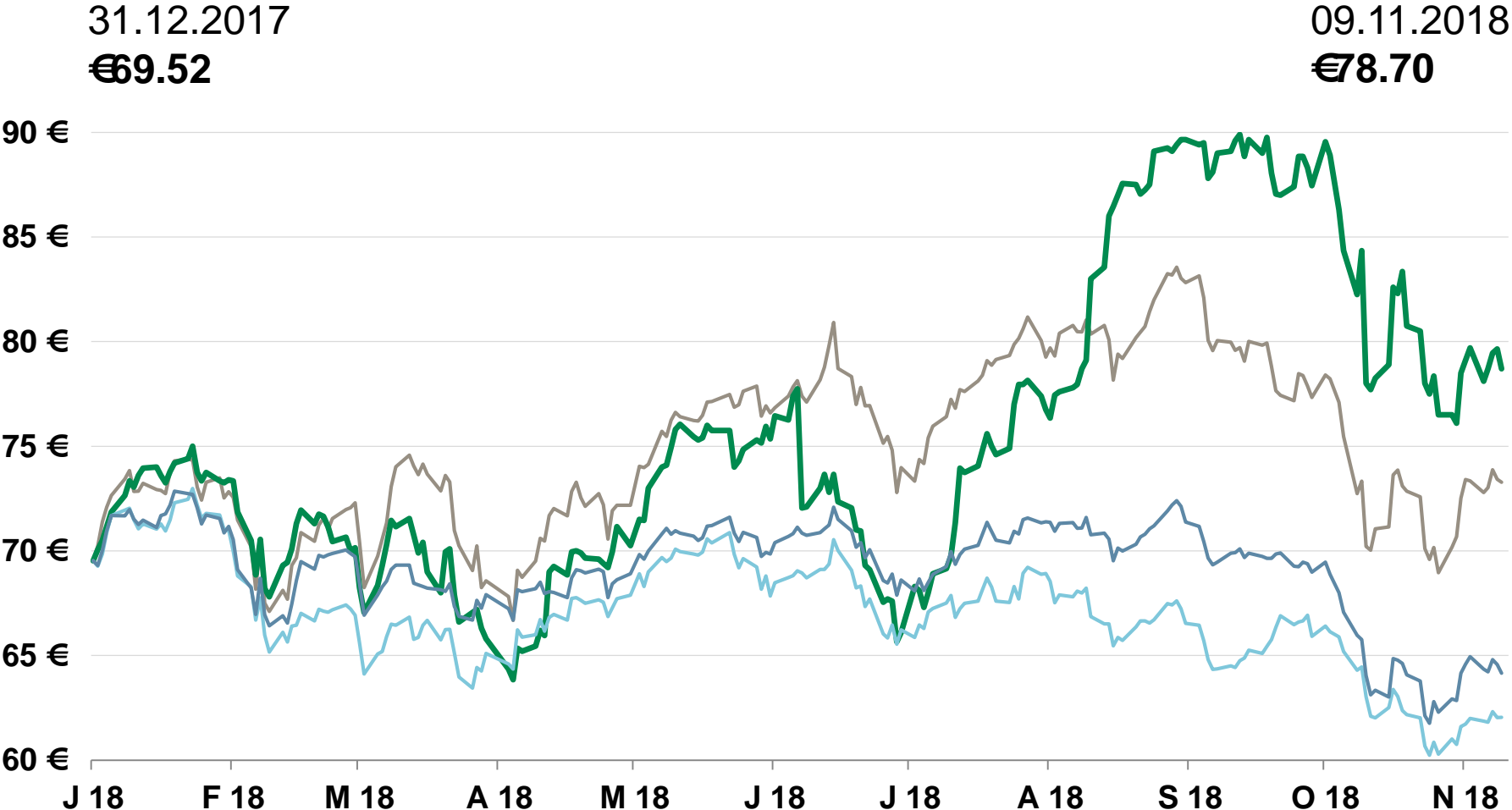




# Key financial figures.



# Bechtle share – Outperforming the market.



## Performance 2018

<b>Bechtle</b>	<b>+13.2 %</b>
TecDAX*	+5.4%
MDAX*	-7.7 %
DAX*	-10.7 %

(\*indexed)

# Acquisition – Inmac Wstore.

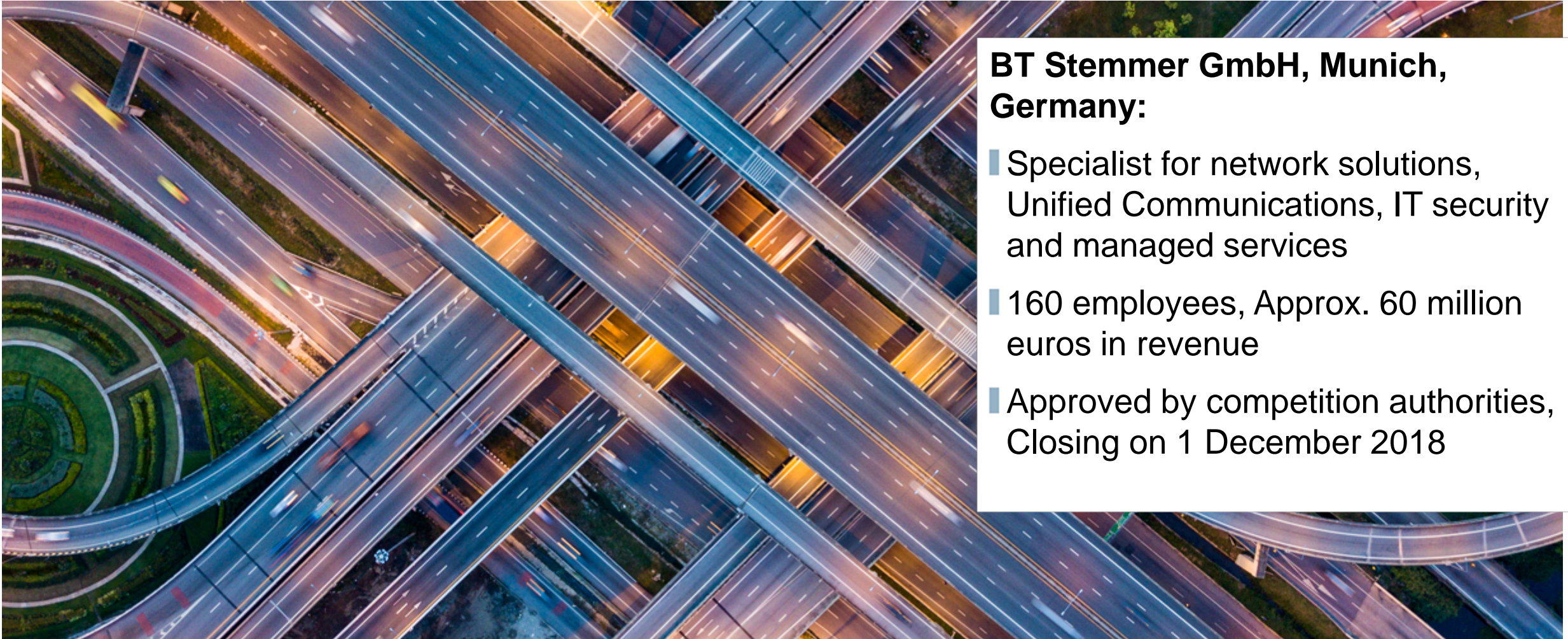


## **Inmac Wstore S.A.S., Roissy-en-France, France:**

- Over 400 employees
- Approx. 420 million euros in revenue
- Seamless integration so far
- Bechtle now ranks among the top 5 in France



# Acquisition – BT Stemmer.

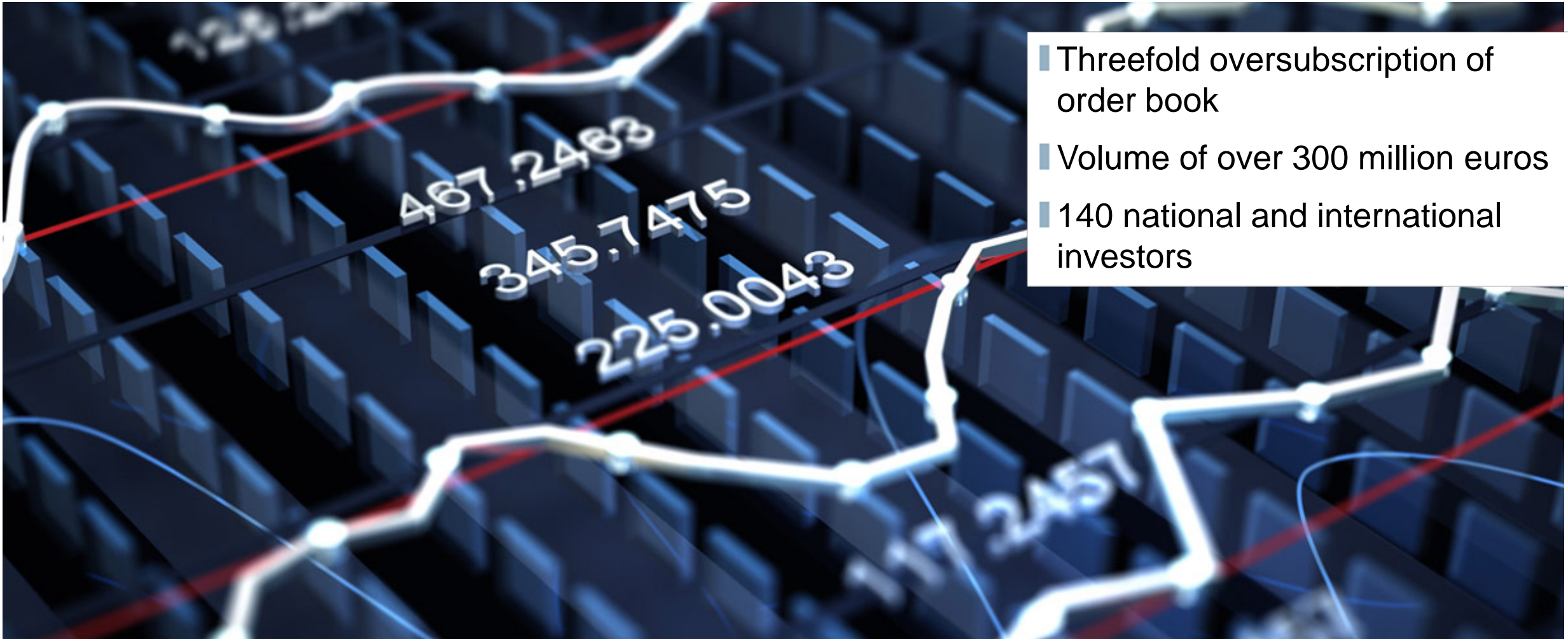


## **BT Stemmer GmbH, Munich, Germany:**

- Specialist for network solutions, Unified Communications, IT security and managed services
- 160 employees, Approx. 60 million euros in revenue
- Approved by competition authorities, Closing on 1 December 2018



# Capital market – Bechtle places first Schuldschein loan



- Threefold oversubscription of order book
- Volume of over 300 million euros
- 140 national and international investors

## EU Commission – Bechtle awarded contract for software.



### **"Software for Innovation, Diversity and Evolution II (SIDE II)" framework contract:**

- To run until 2025
- Software purchasing, licences, subscriptions, maintenance, support and other related services.
- Annual contract volume of up to 52 million euros

# ARTICONA – Bechtle's new own brand.

- Wide range of IT accessories and connection solutions
- High quality at affordable prices
- Continuous portfolio development





# All-time high number of trainees – Over 200 new trainees and students.



- Bechtle boasts 637 vocational trainees and students
- Award-winning training offered in 15 professions and cooperative degree programmes



# Outlook Fiscal Year 2018 – Forecast confirmed.

## Economic conditions.

- Economic atmosphere in Germany and Europe weakens.
- But upwards trend in IT continues, showing a slight loss in momentum.

## Forecast.

- August's raised forecast confirmed.
- Double-digit growth in sales and earnings realistic.
- The forecast of a slight increase in EBT margin is ambitious. However, due to the importance of the fourth quarter, it is still achievable.

For more information:  
[bechtle.com](https://www.bechtle.com)

