

Bechtle AG

1st Quarter 2018

Neckarsulm | 09 May 2018

The logo consists of a dark green parallelogram tilted to the right, with the word "BECHTLE" in white, uppercase, sans-serif font centered within it.

BECHTLE

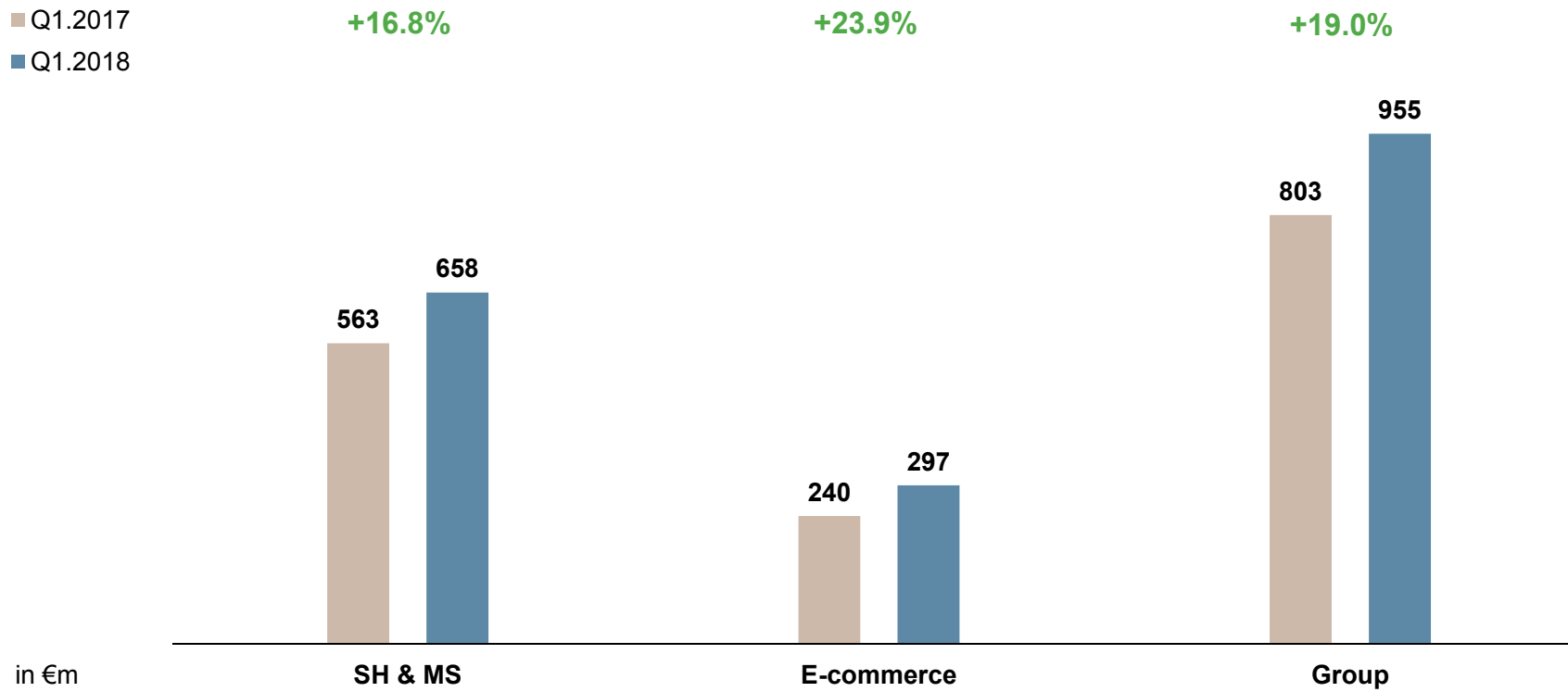
Q1

Content.

1. Business development
2. The Bechtle Share
3. News and updates
4. Outlook 2018

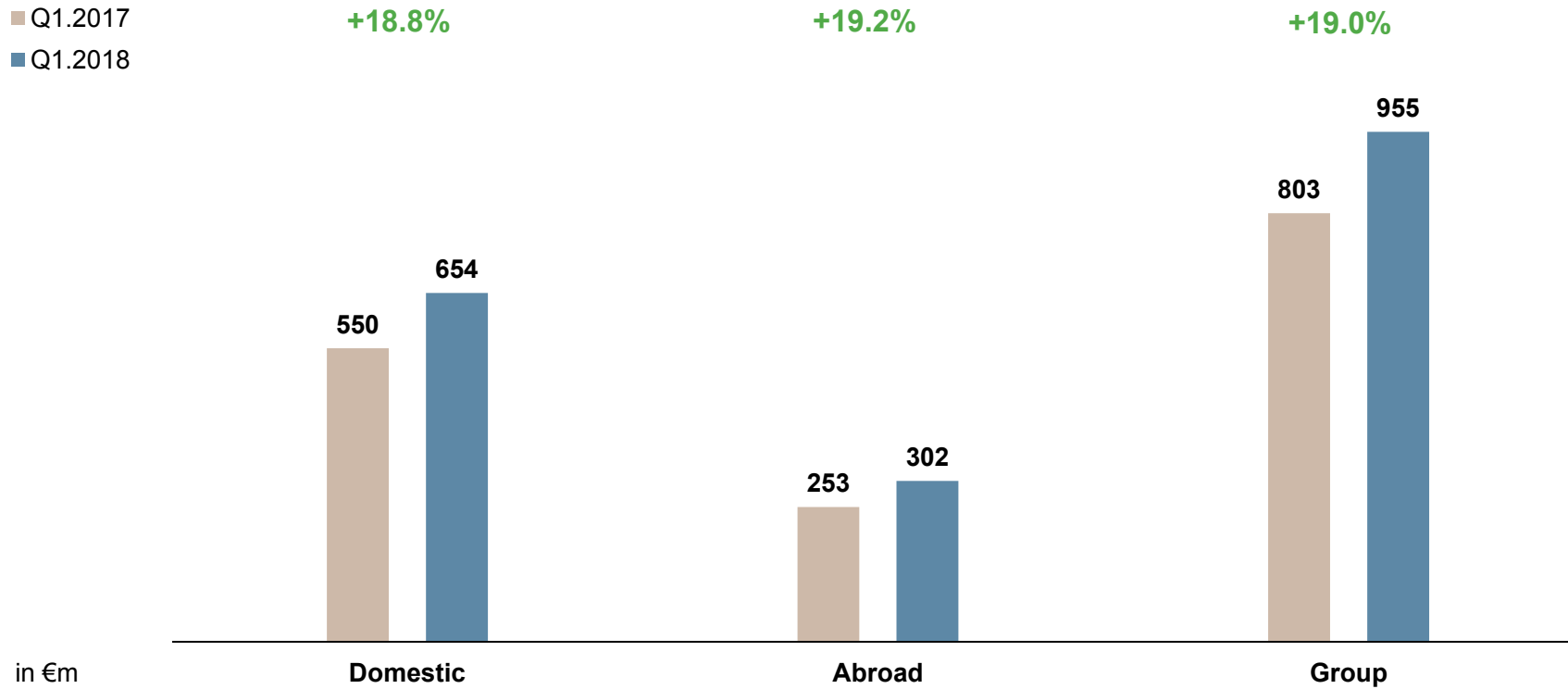
Revenue – up considerably yoy.

■ Q1.2017
■ Q1.2018



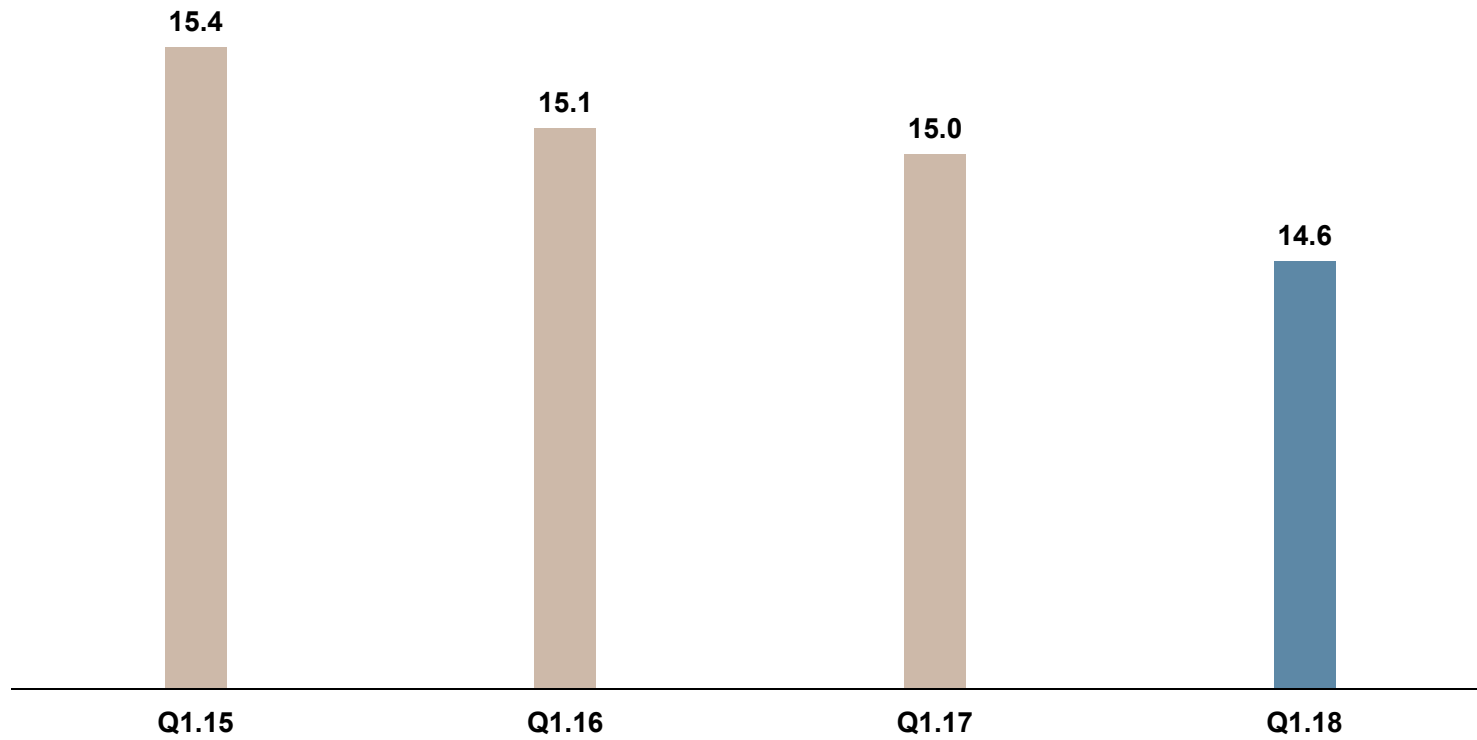
in €m

Revenues – balanced growth at home and abroad.



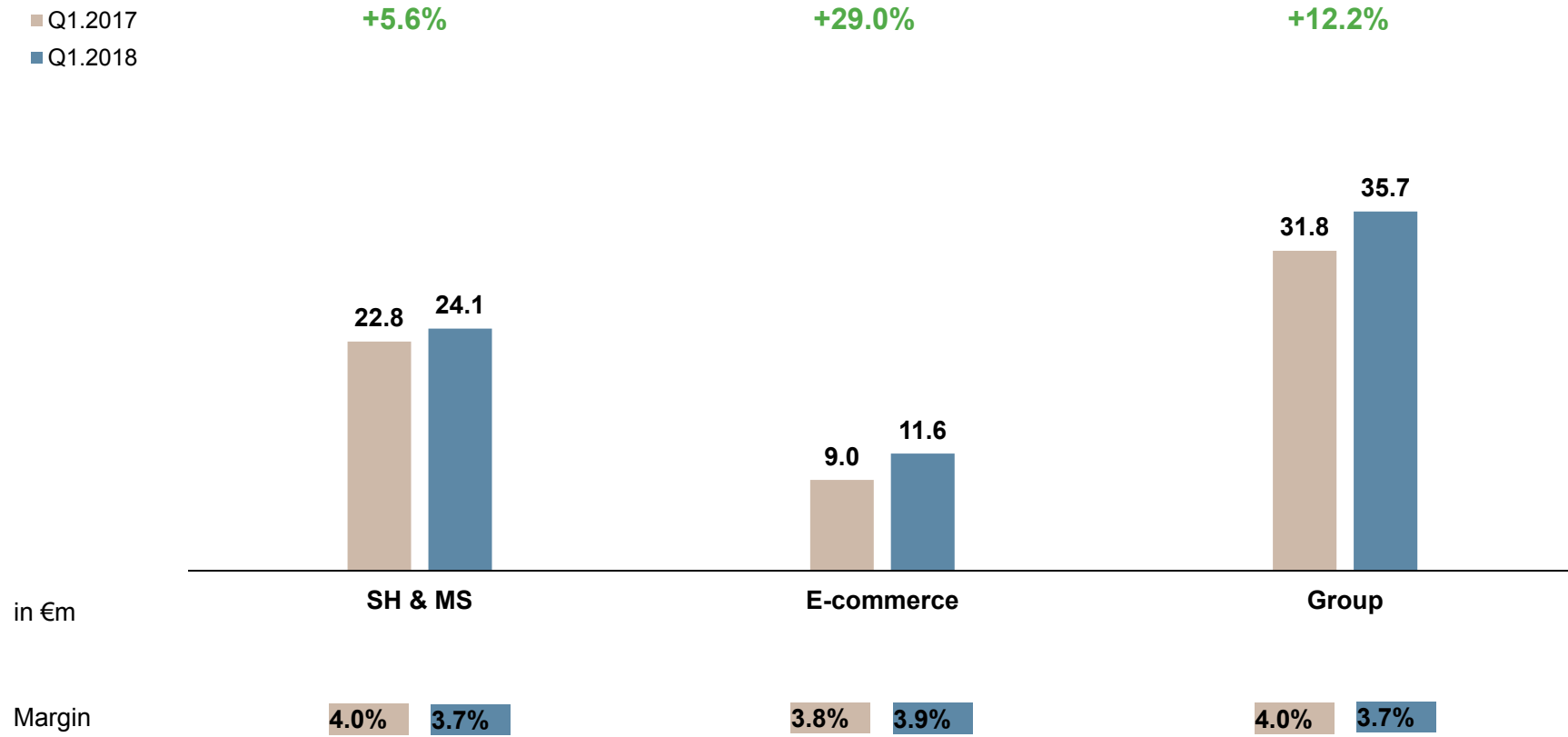
in €m

Gross margin –
declined yoy due to growth.



in %

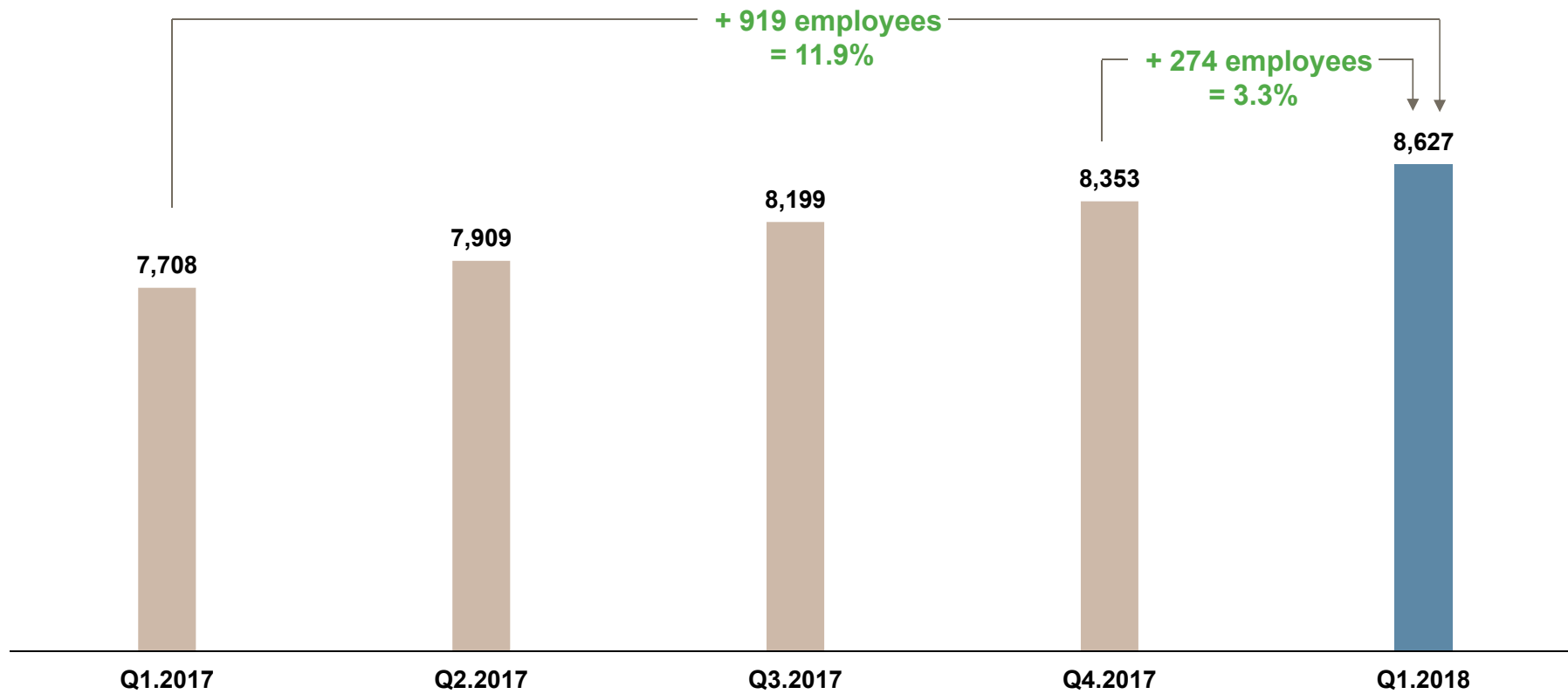
EBIT – up considerably yoy.



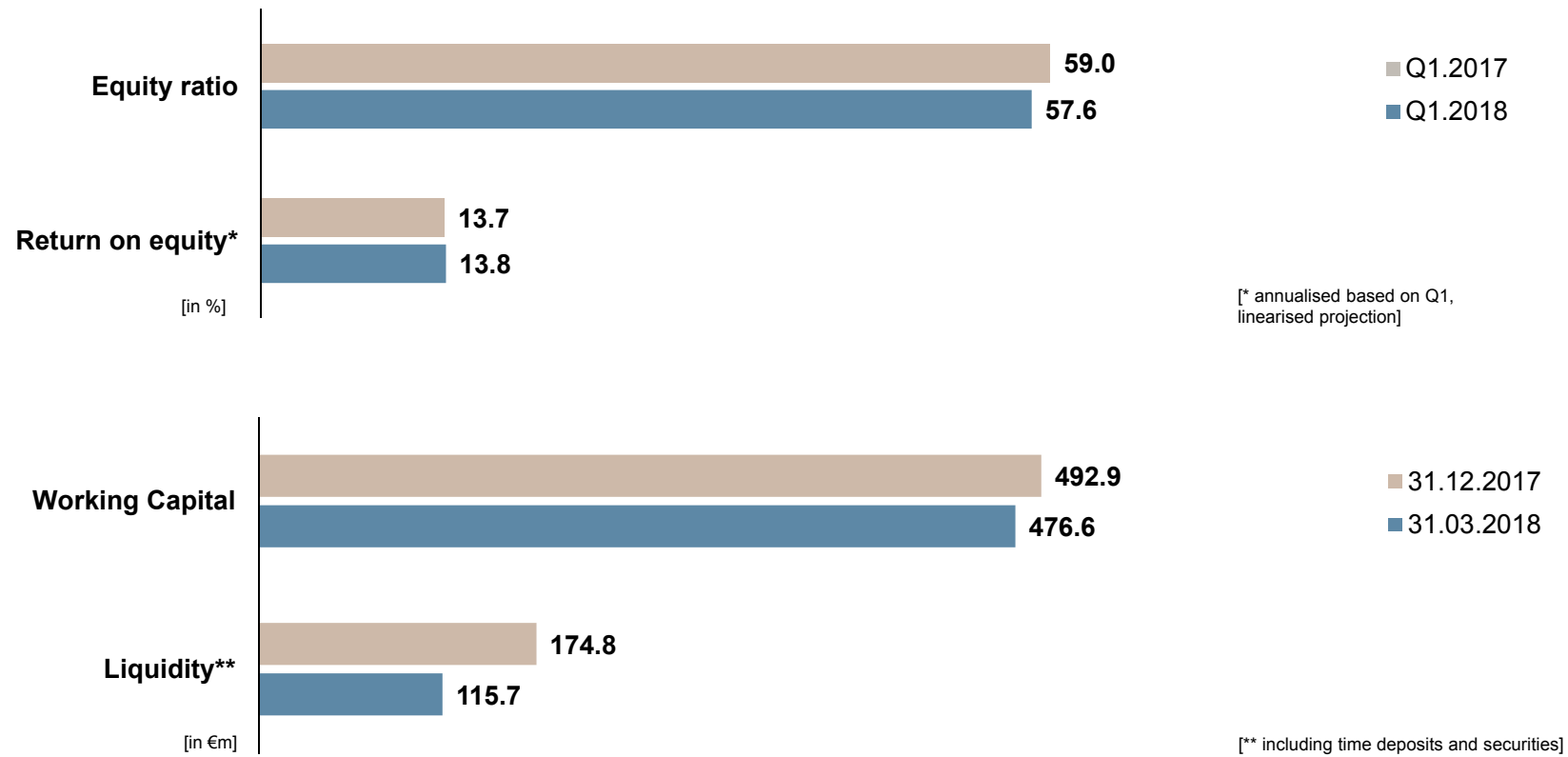
in €m

Margin

Employees – growth in headcount follows business development.



Key financial figures.



Bechtle share – performance.



Performance 2018

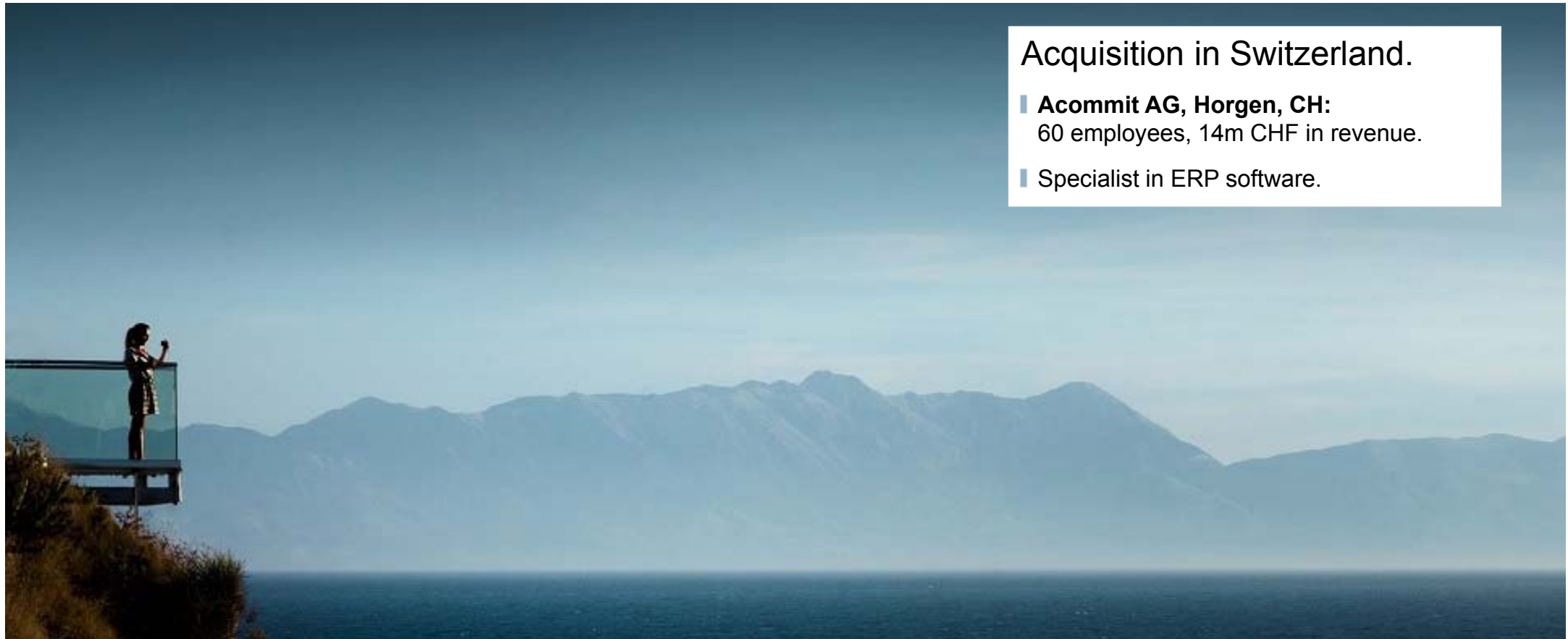
TecDAX*	+6.6%
Bechtle	+5.0%
MDAX*	+0.7%
DAX*	-0.8%

(*indexed)

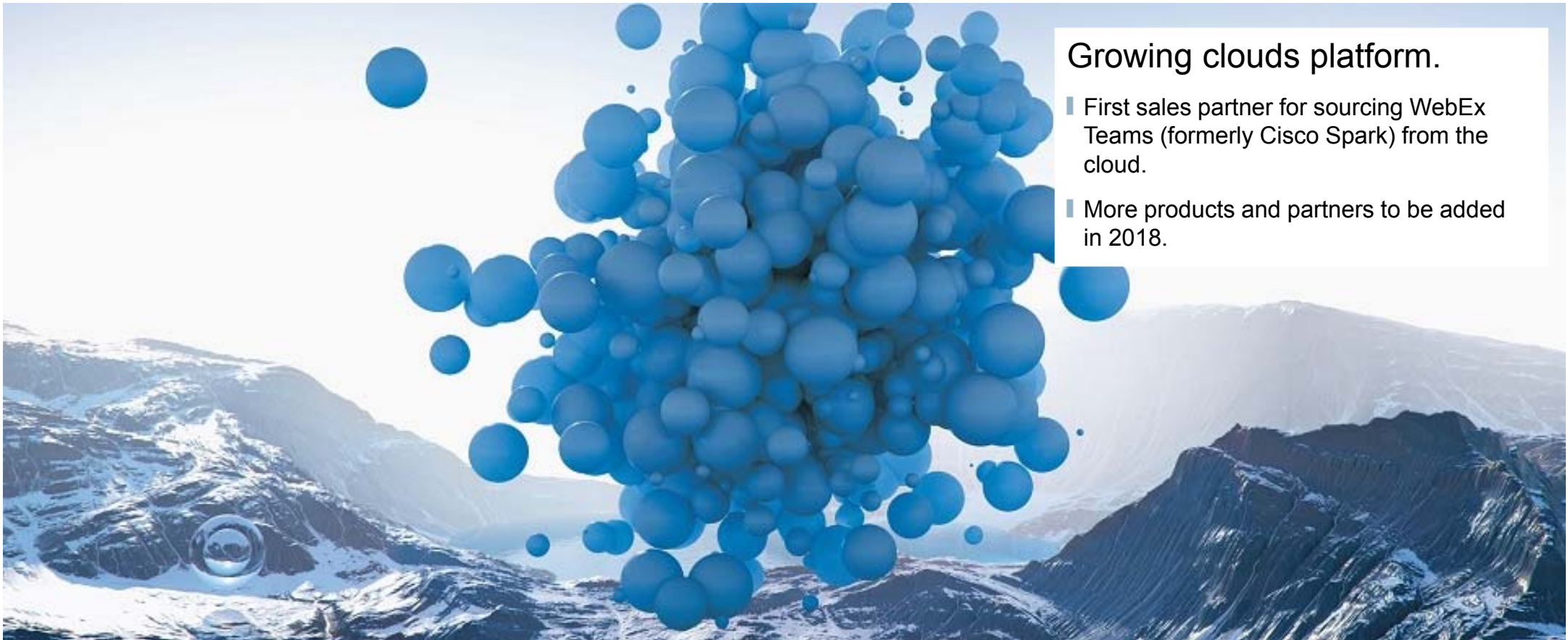
News and updates.

Acquisition in Switzerland.

- **Acommit AG, Horgen, CH:**
60 employees, 14m CHF in revenue.
- Specialist in ERP software.



News and updates.



Growing clouds platform.

- First sales partner for sourcing WebEx Teams (formerly Cisco Spark) from the cloud.
- More products and partners to be added in 2018.

News and updates.

Supervisory Board reshuffle.

- Dr Matthias Metz retires from the board at the end of his current term.
- His predecessor, Klaus Winkler, is pegged to return to the Supervisory Board.
- Dr Lars Grünert, CFO of TRUMPF GmbH, is also up for election.



News and updates.

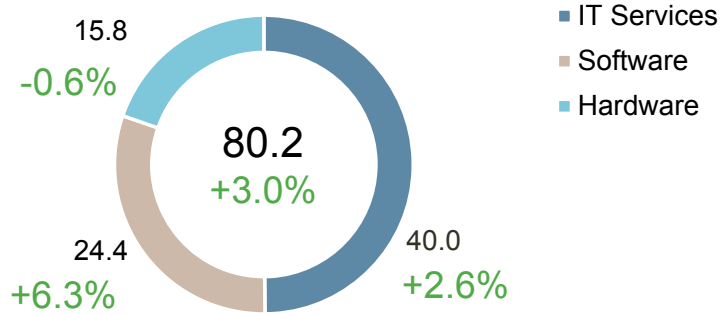


Record rush on Bechtle C Days 2018.

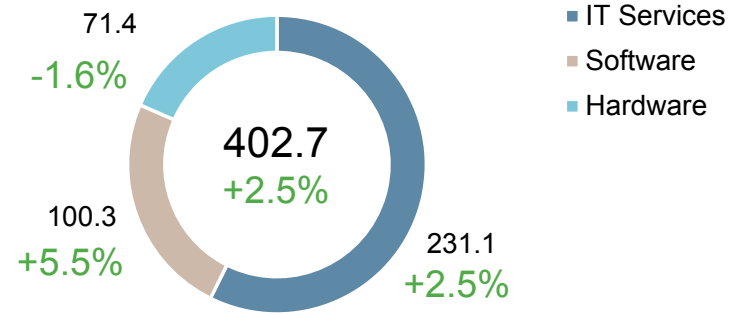
- Over 3,000 visitors immerse themselves into forward-looking IT solutions.
- Focus on agile data centre infrastructures, the modern workplace and IT security under the new European Data Protection Regulation.

Economic conditions – IT market once again positive in 2018.

GERMANY in €m



EU in €m



Source: EITO, November 2017, excl. telecom, incl. B2C

Outlook FY 2018 – Start into the year confirms our expectations.

Economic conditions.

- Positive economic atmosphere in Germany and Europe.
- Upwards trend in IT continues, showing a slight loss in momentum.

Objectives.

- IT Systems Integration: Reinforce competence in digital solutions; design innovative off/on-premise IT architectures; achieve above-market growth.
- IT E-commerce: Gain market share; safeguard high-level margins.

Revenue and earnings.

- Significant growth compared to previous year.

Any questions?

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

