



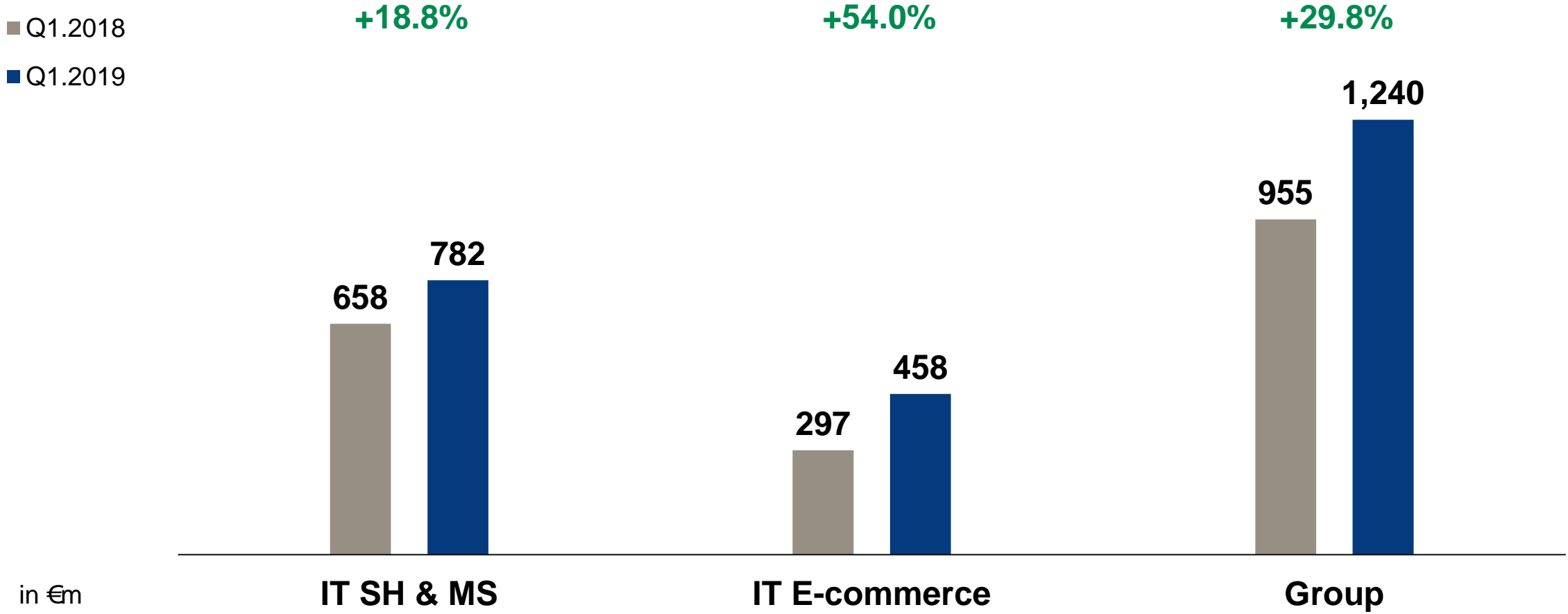
# Bechtle AG – 1st Quarter 2019

Neckarsulm | 10 May 2019

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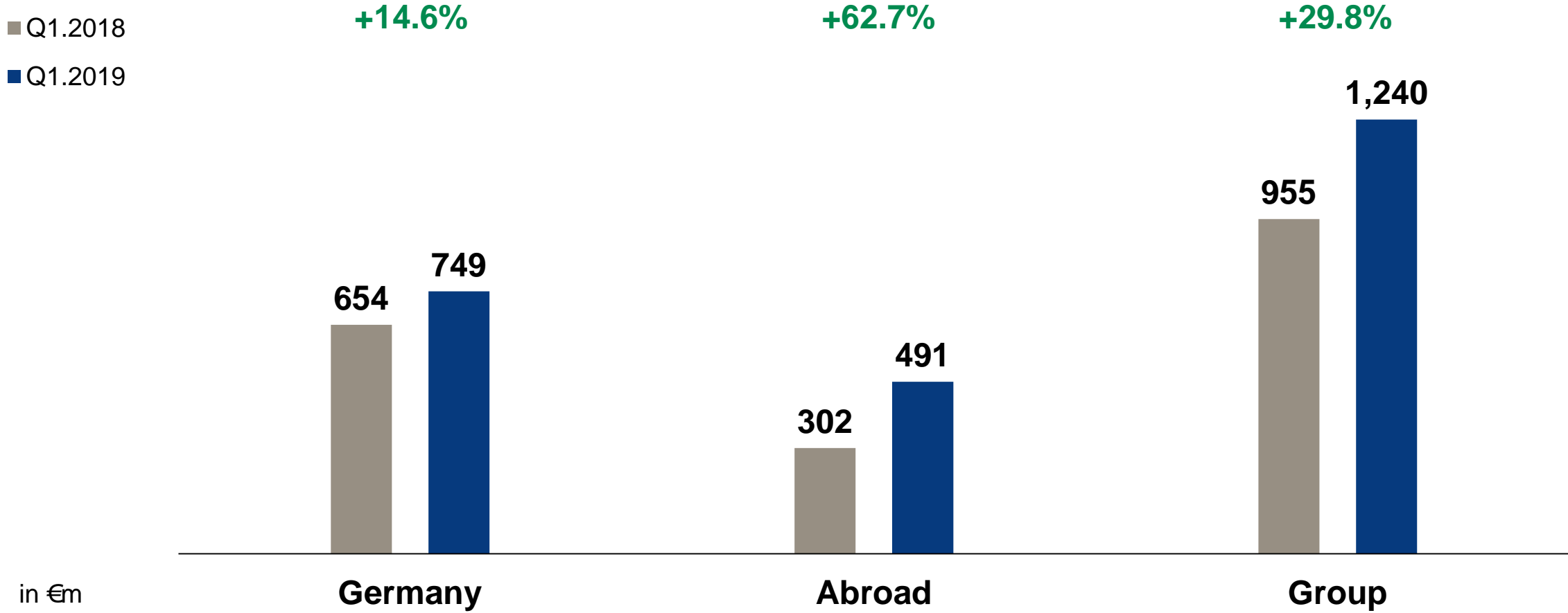
1. Business development
2. The Bechtle share
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# Revenue – Very strong start to the year.

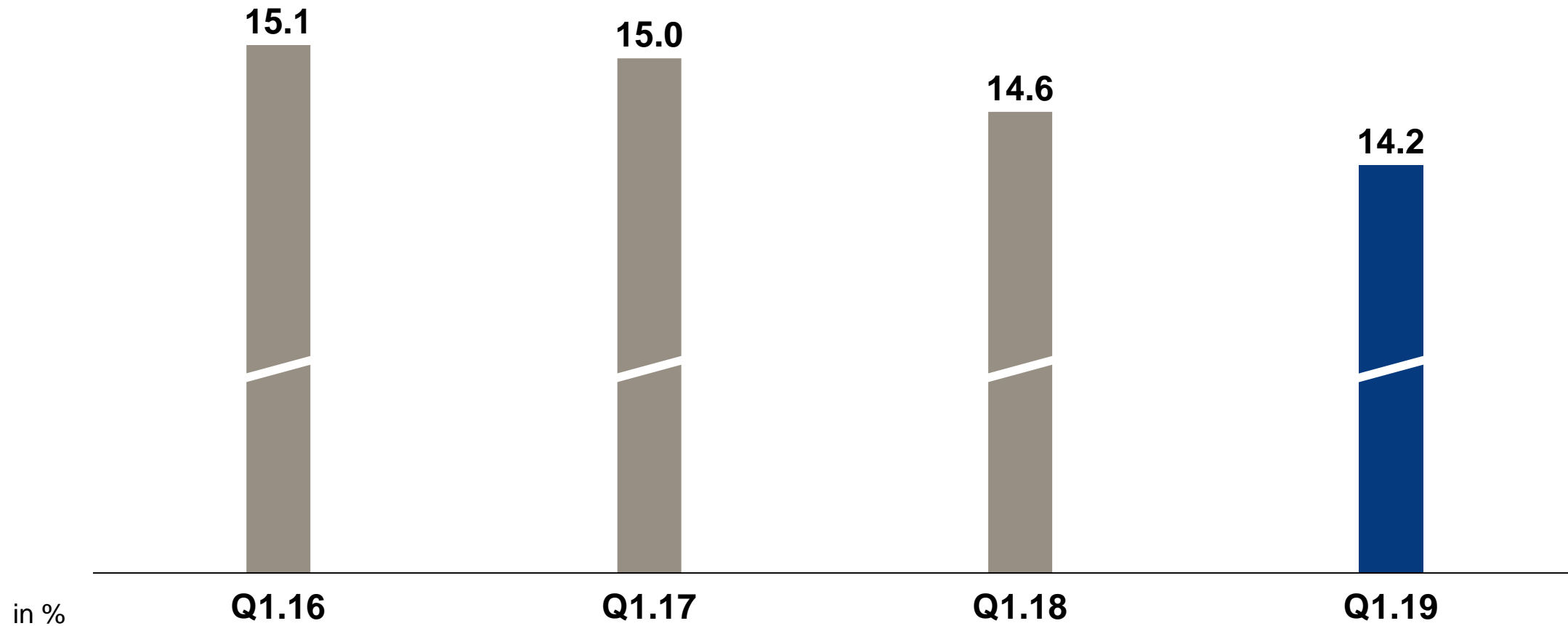


in €m

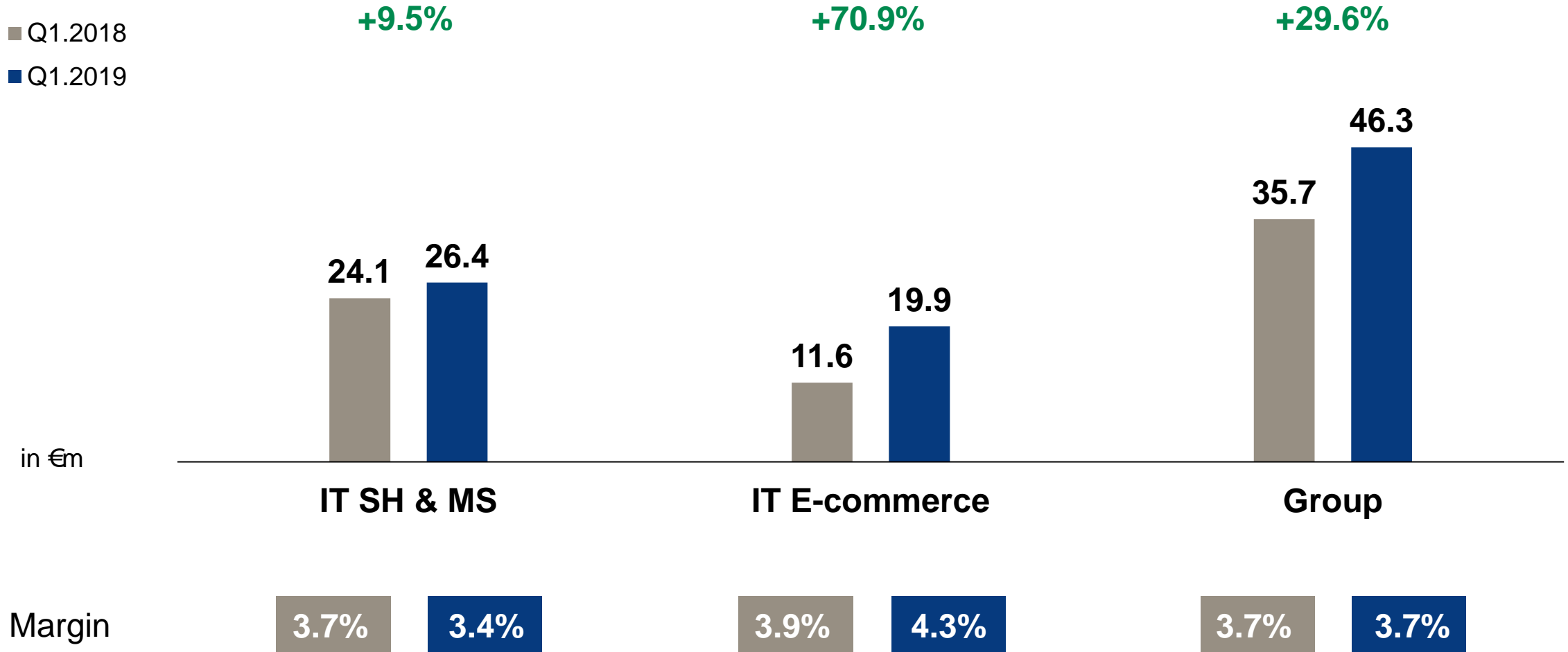
# Revenue – Much stronger growth abroad.



# Gross margin – Under growth-related pressure.



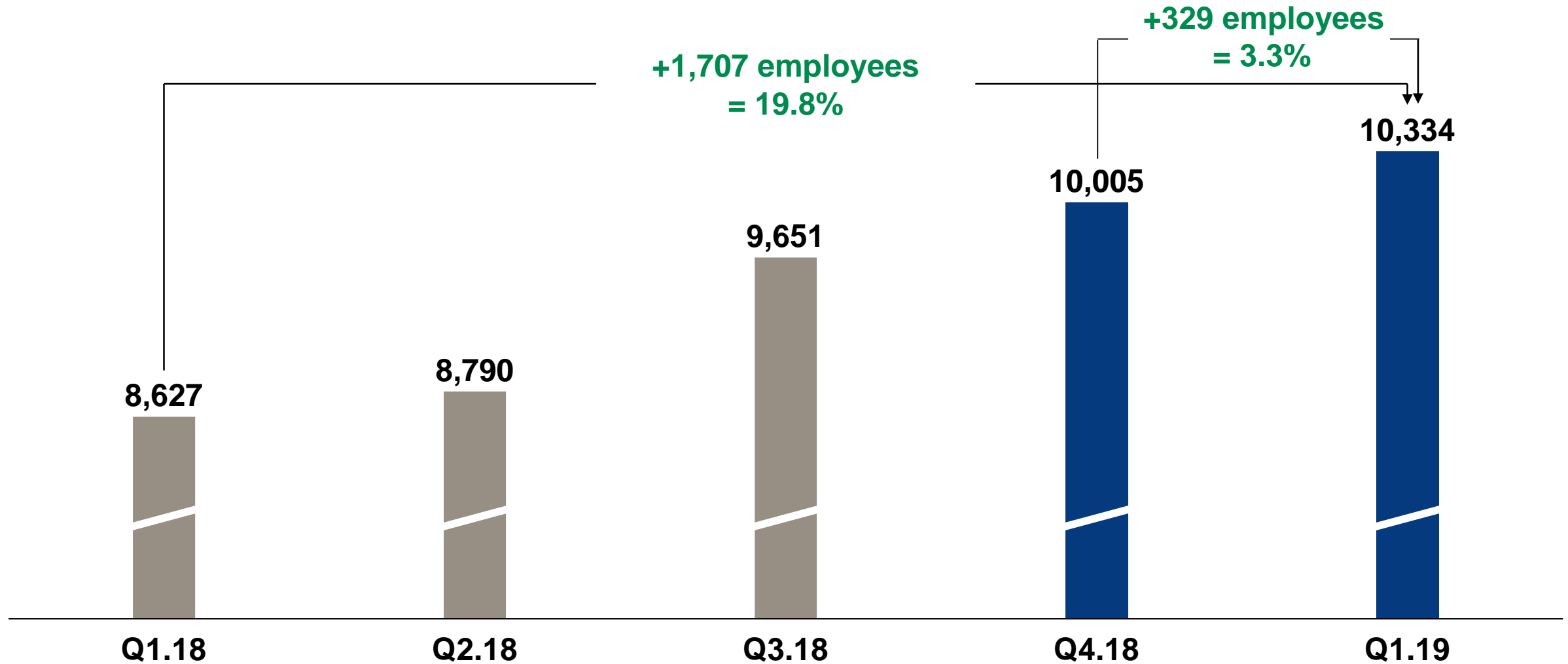
# EBIT – Margin without ppa effects at 3.9%.



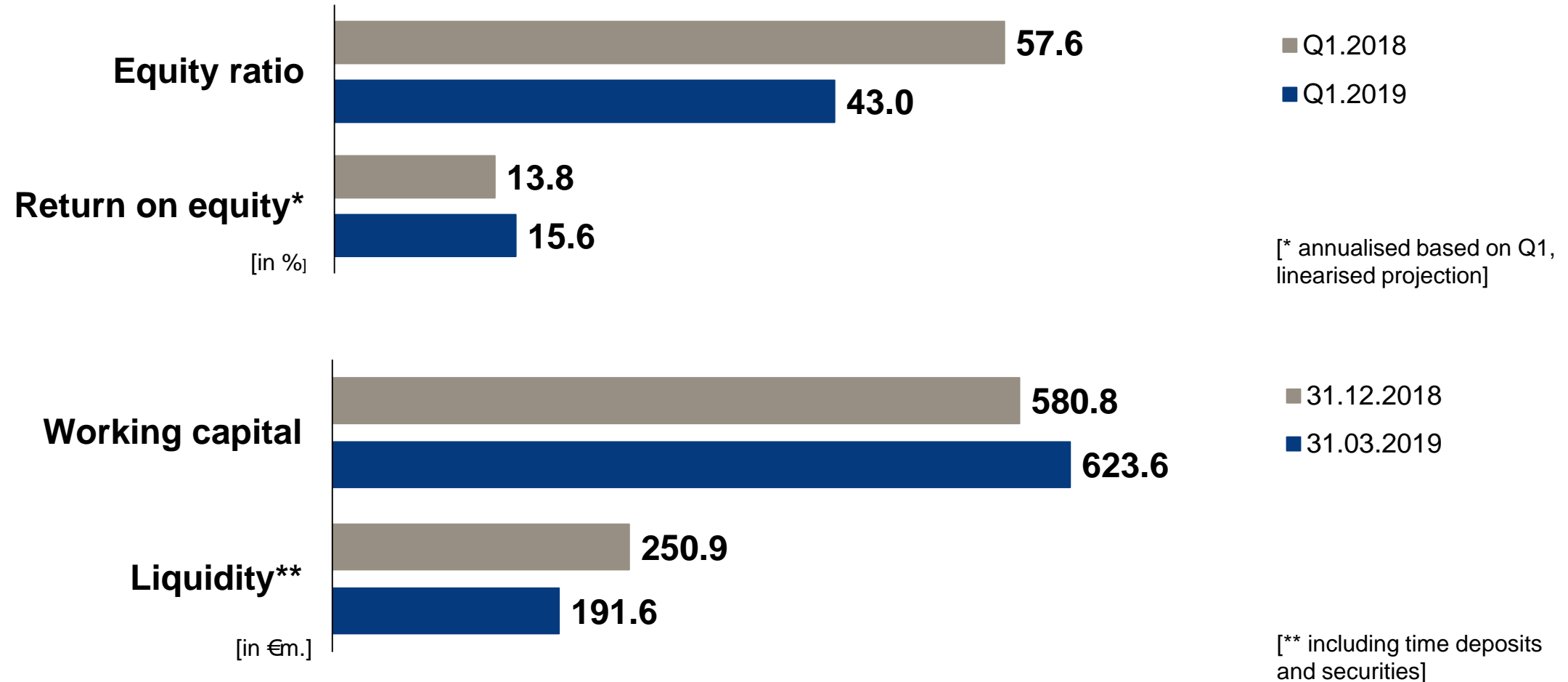
in €m

Margin

# Employees – Headcount up due to organic growth and acquisitions.

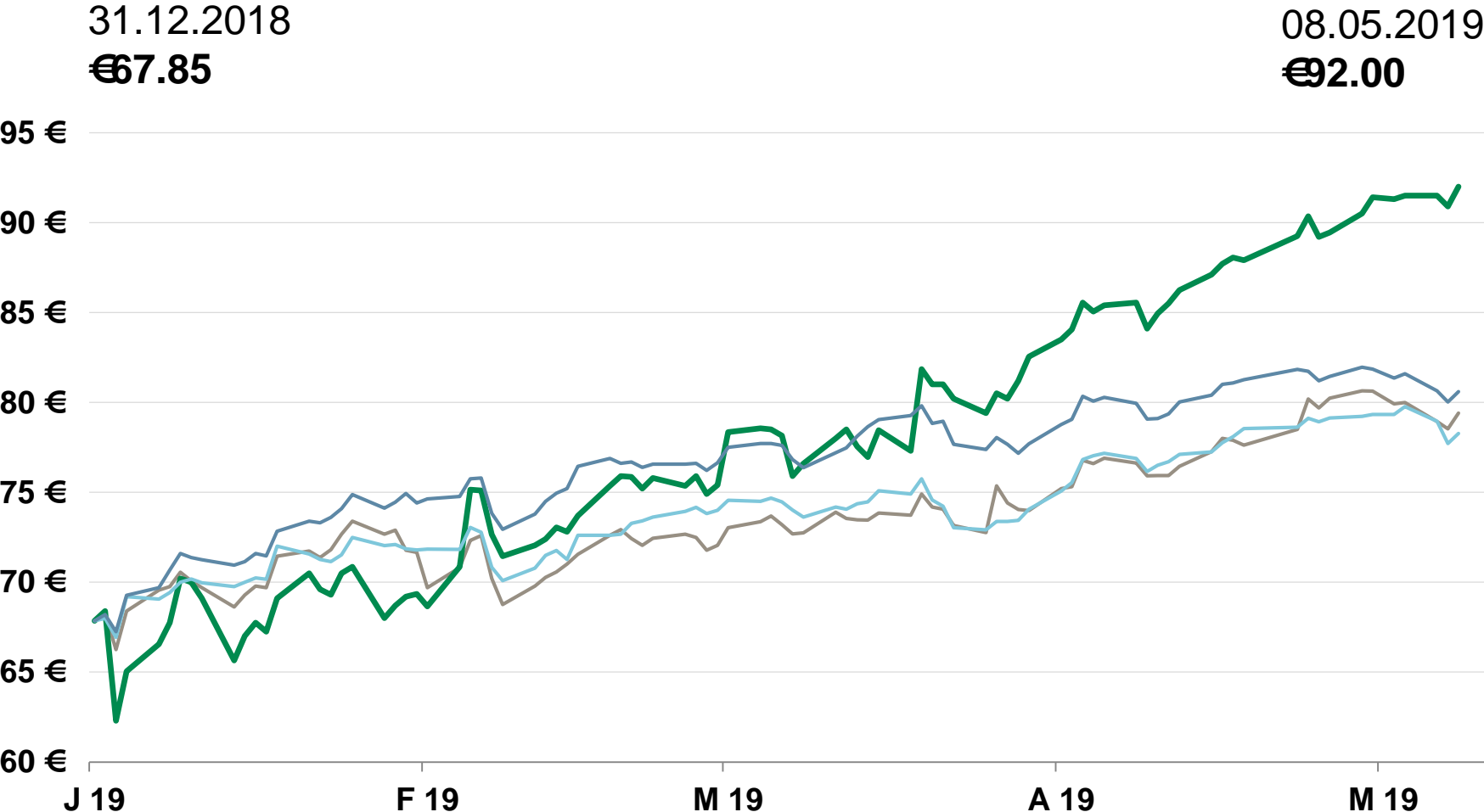


# Key financial figures.





# The Bechtle share – New all-time high.



## Performance ytd

<b>Bechtle</b>	<b>+35.6%</b>
<b>MDAX*</b>	<b>+18.6%</b>
<b>TecDAX*</b>	<b>+17.0%</b>
<b>DAX*</b>	<b>+15.4%</b>

\*indexed



# 1

## Growth I

Construction starts on a new 8,700 m<sup>2</sup> office building.  
Room for an additional 600 desks at Bechtle Platz 1.  
To be ready in October 2020.  
35,300 m<sup>2</sup> total office space at the group headquarters.





# 2

## Growth II

Boost to Managed Services.

320 employees join Bechtle Onsite Services from IBM.

Bechtle delivers services on behalf of IBM.

Onsite Services is largest Bechtle Group subsidiary with more than 900 employees.





# 3

## Growth III

Record attendance at Bechtle Competence Days.  
3,500 visitors explore the Bechtle portfolio.  
Focus on IT security, modern workplace, cloud.  
Keen interest in digitalisation (Industry 4.0, etc.).



# Outlook 2019 – Start to the year confirms our expectations.

## Economic conditions.

- Economic atmosphere in Germany and Europe weakens.
- Waning growth dynamic in the IT market – 2019 will be a challenging year.

## Forecast.

- Very significant growth in terms of revenue and earnings, including acquisitions.
- EBT margin at least on par with 2018.

# Any questions?

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

