

4.0

Bechtle AG Third Quarter 2015.

Neckarsulm | 11 November 2015

Our fourth decade:
BECHTLE 4.0

Our future:
INDUSTRY 4.0

Our latest figures:
FINANCIAL STATEMENTS 4.0



Agenda.

1. Overall Economic Conditions
2. Business Development Q3 2015
3. Bechtle Share
4. News and Updates
5. Outlook 2015

Overall Conditions Q3.2015.

Macroeconomy.

- Overall EU economic conditions remain positive despite various crisis scenarios.
- The German economy is growing at a constant rate, although slower than the EU.

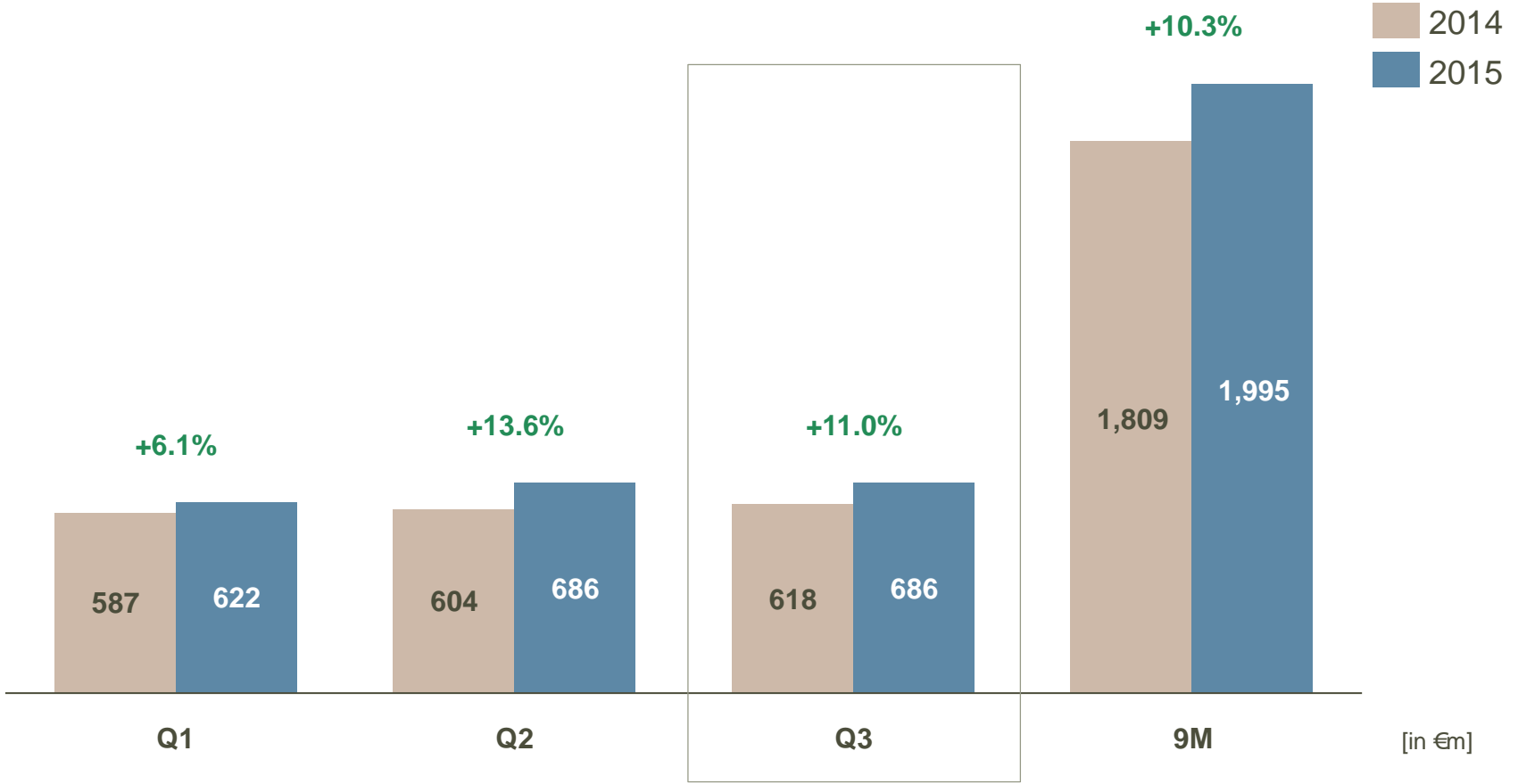
Sector.

- Mixed signals continue in Q3:
 - PC market still in the red.
 - GULP IT project market index remains strong.
- Volatile sentiment in IT industry.

Conclusion.

- The overall conditions are favourable, different signals from IT market.
- Bechtle has achieved excellent growth, remains well above the market average and gains market share.
- There is no indication of a decline in customers' investment appetite.

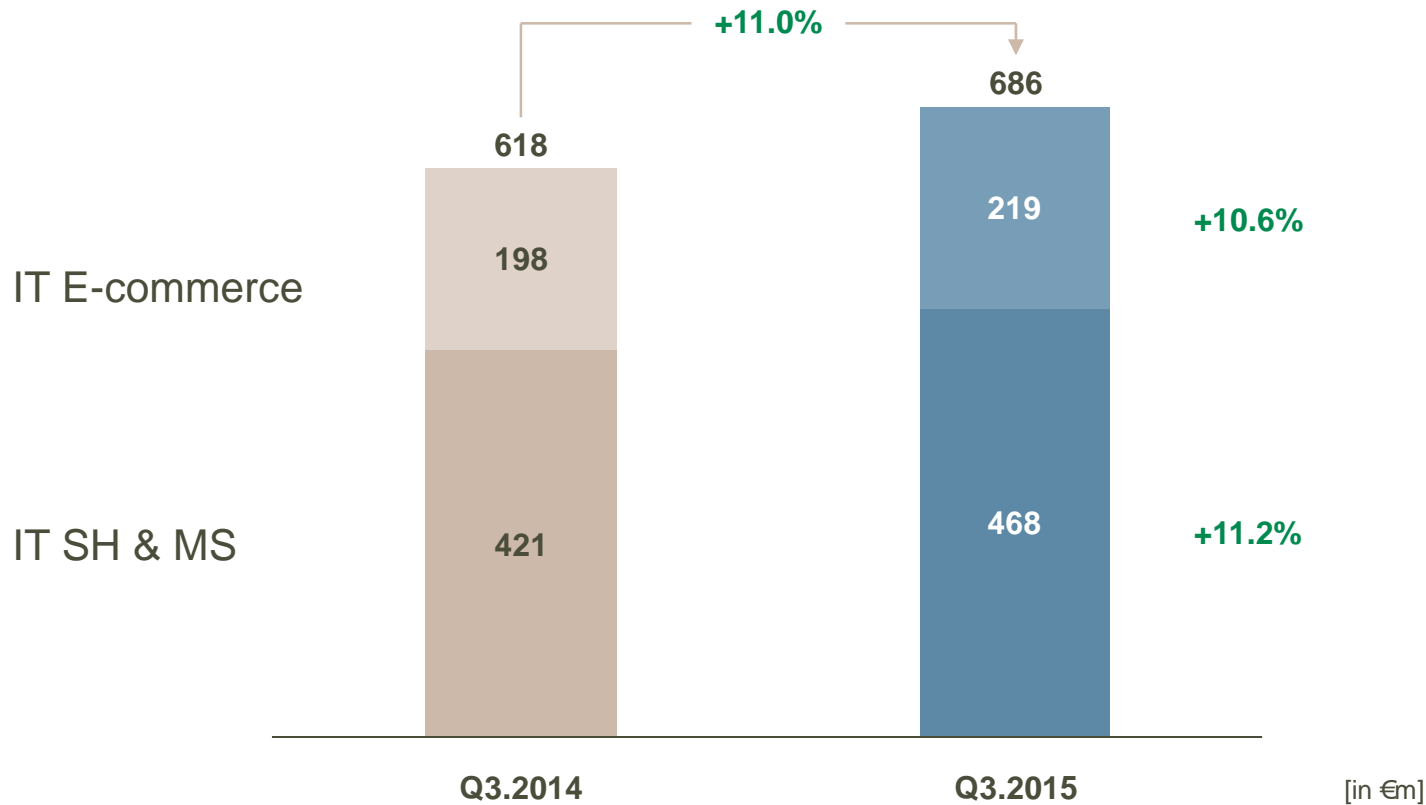
Revenue Development. Group 2015 vs. 2014



High growth rate maintained in third quarter.

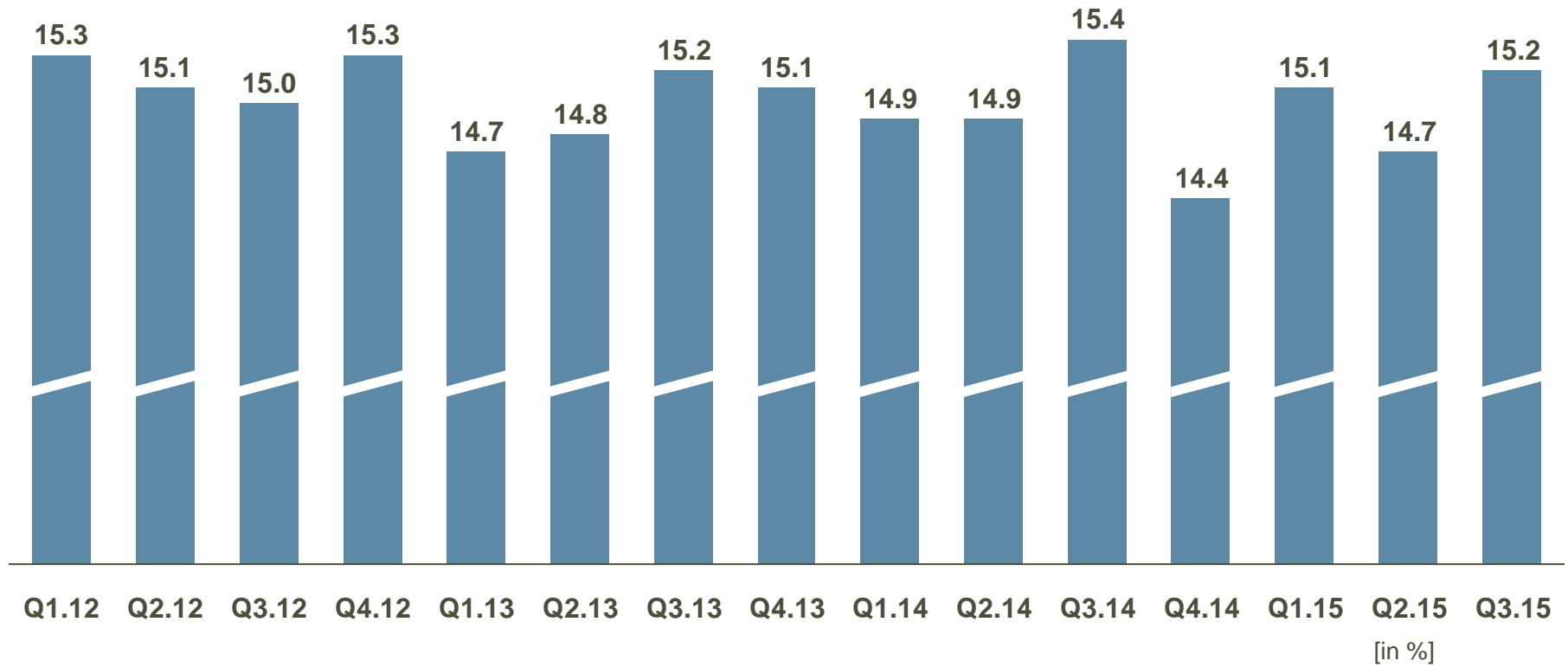
Revenue Development.

By Segment: Q3 2015 vs. Q3 2014



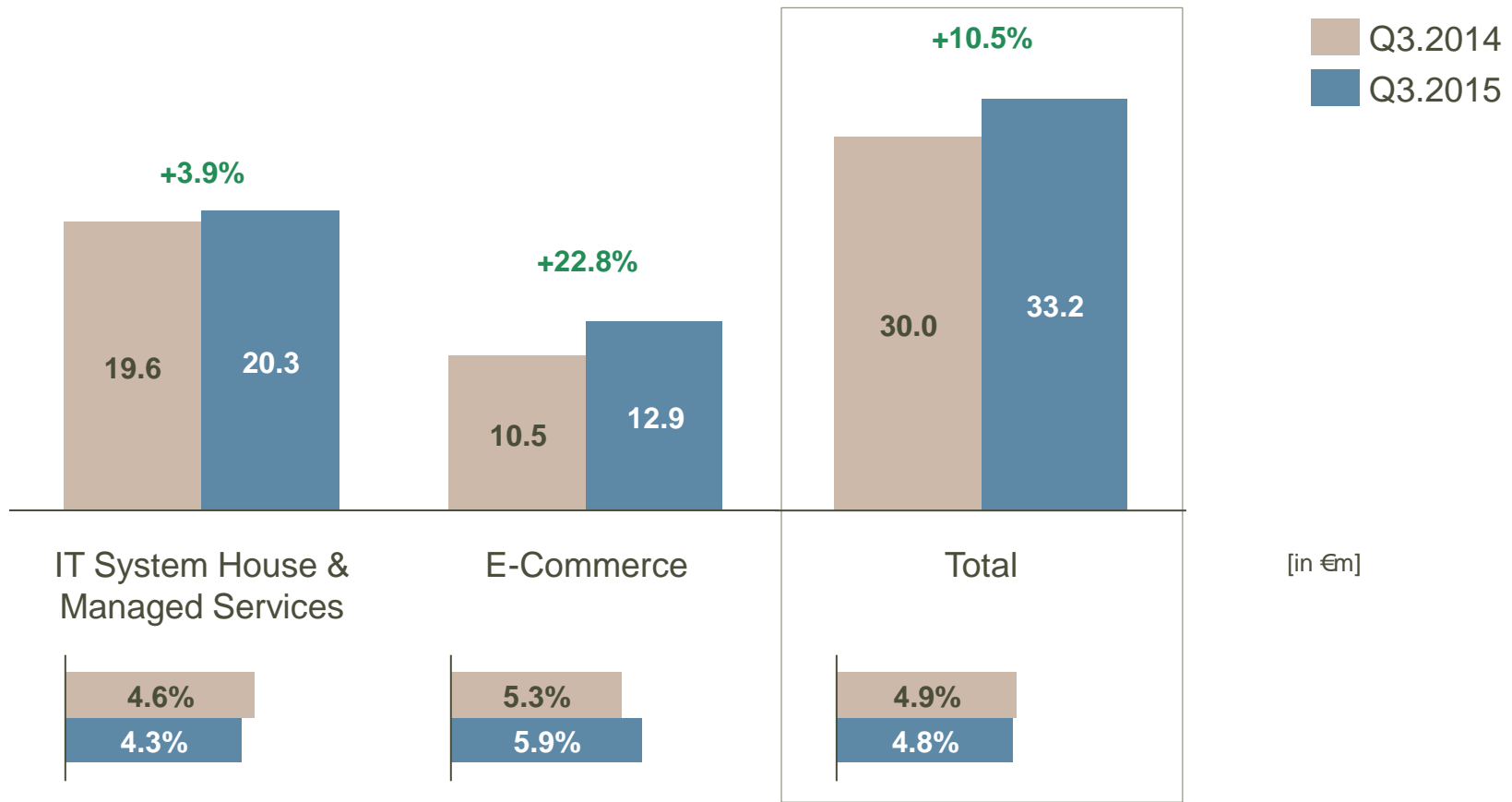
Growth rate nearly equal in both segments.

Group Gross Margin. Development since 2012



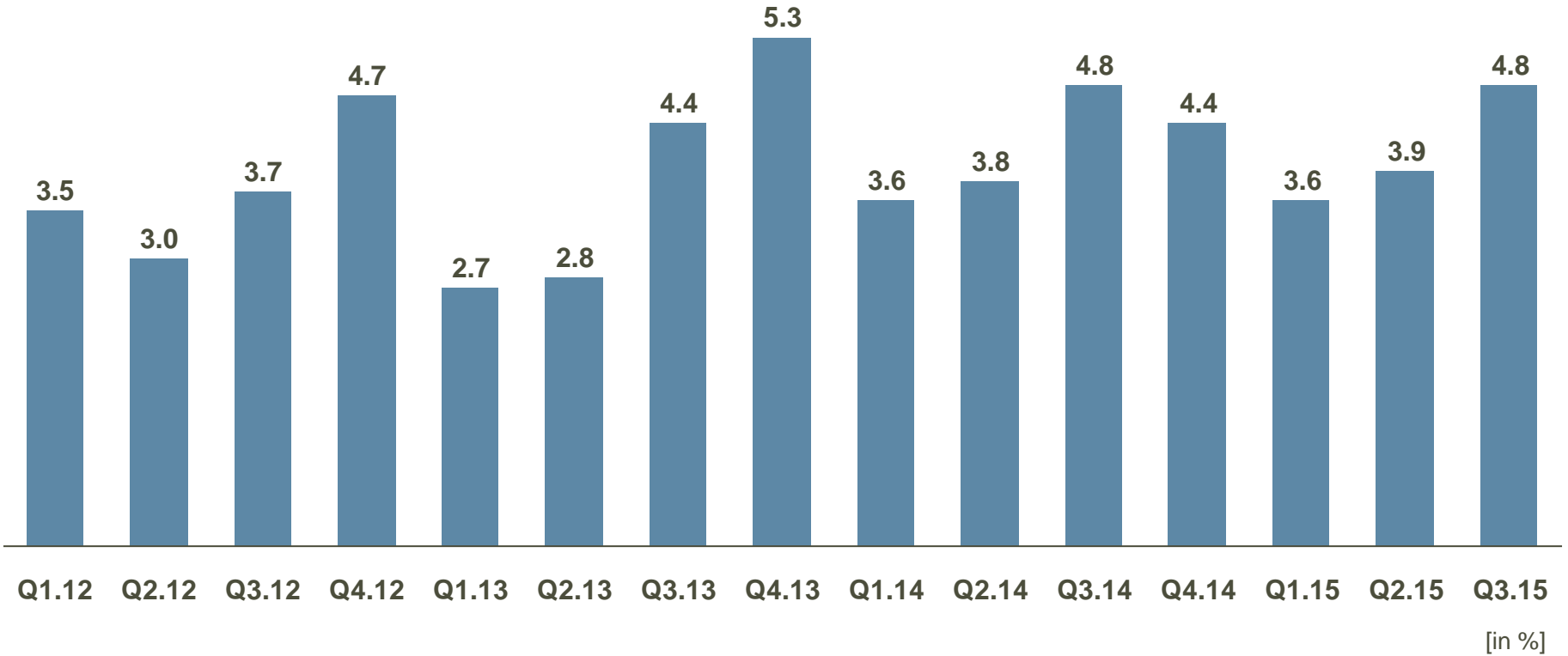
Gross margin consistently at high level.

EBIT Development and Margin. By Segment: Q3 2015 vs. Q3 2014



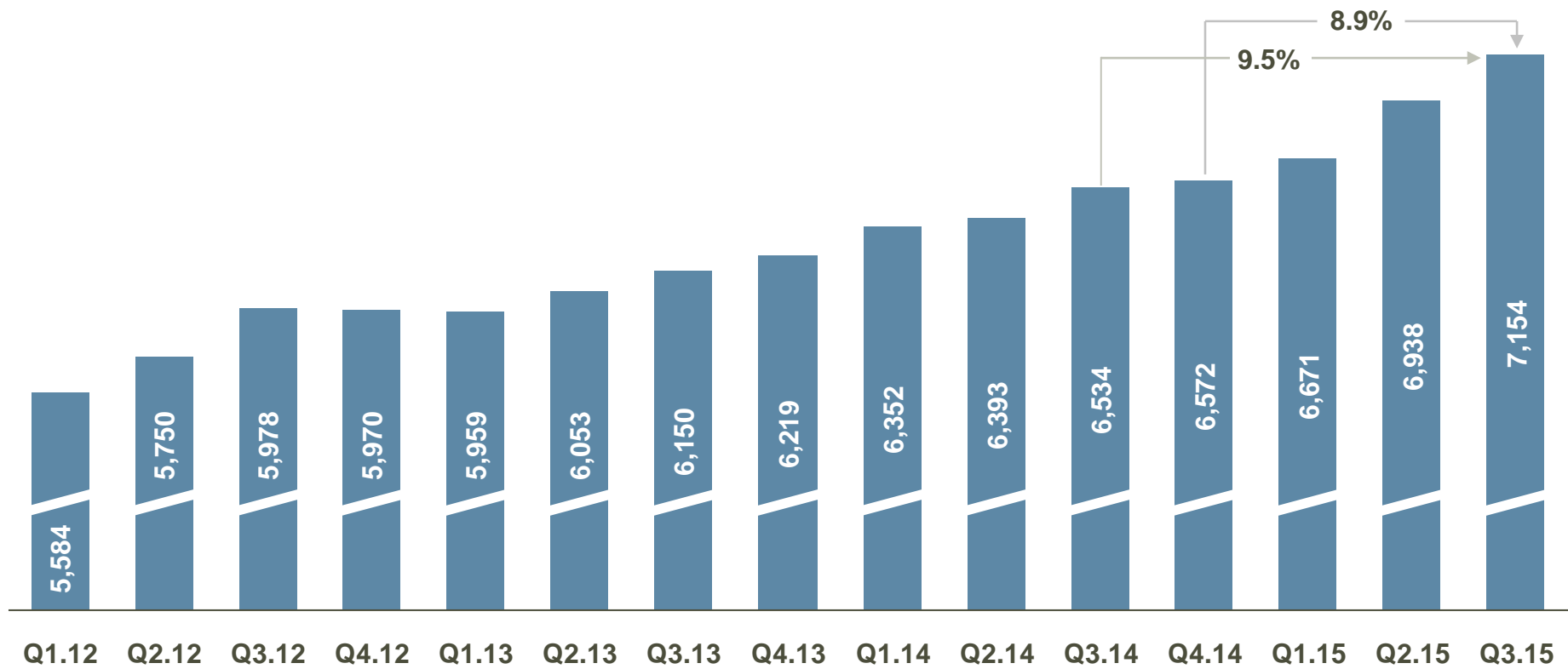
Notable performance increase within the group - strong E-Commerce margins.

Group EBT Margin. Development since 2012



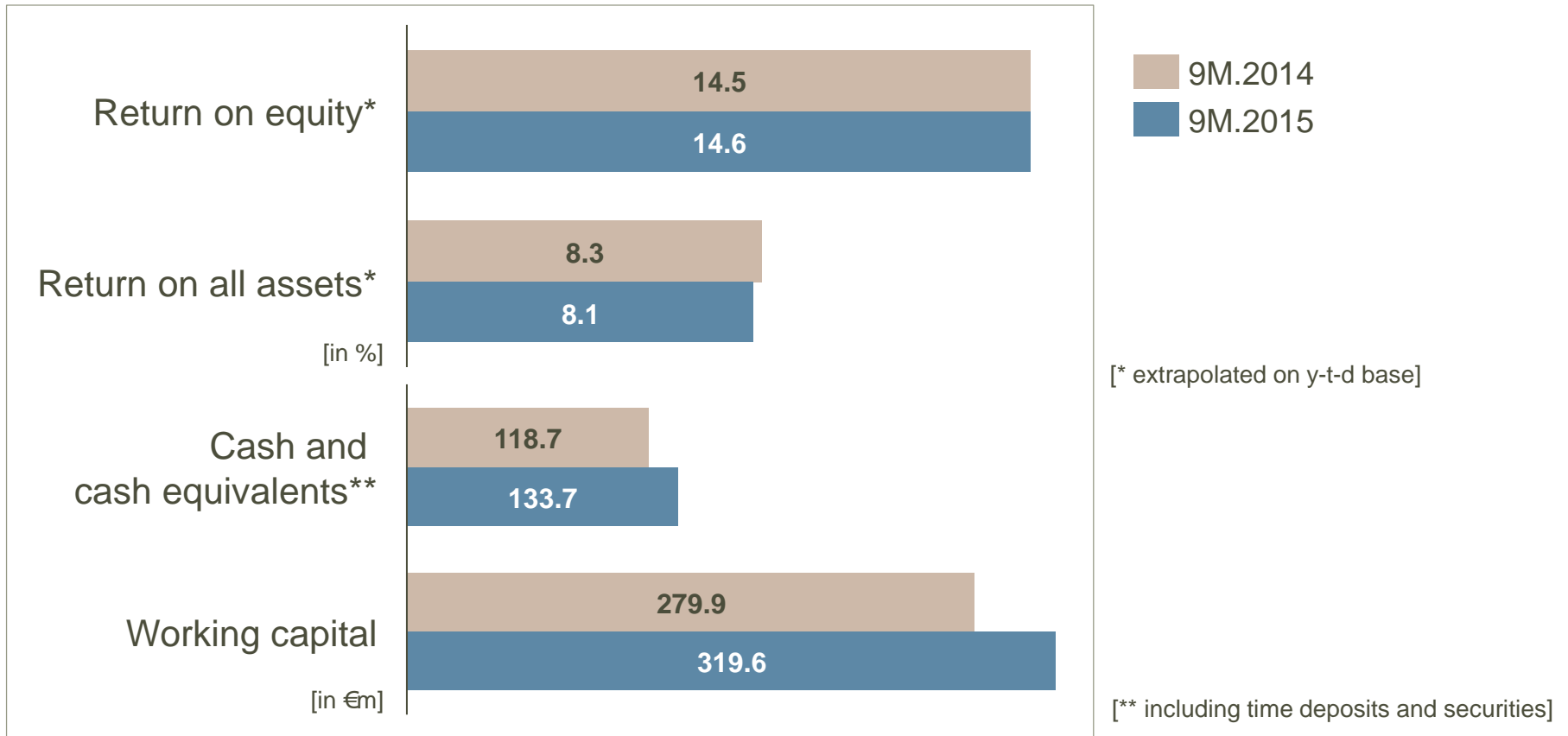
EBT margin on par with previous year.

Group Employee Growth. Development since 2012



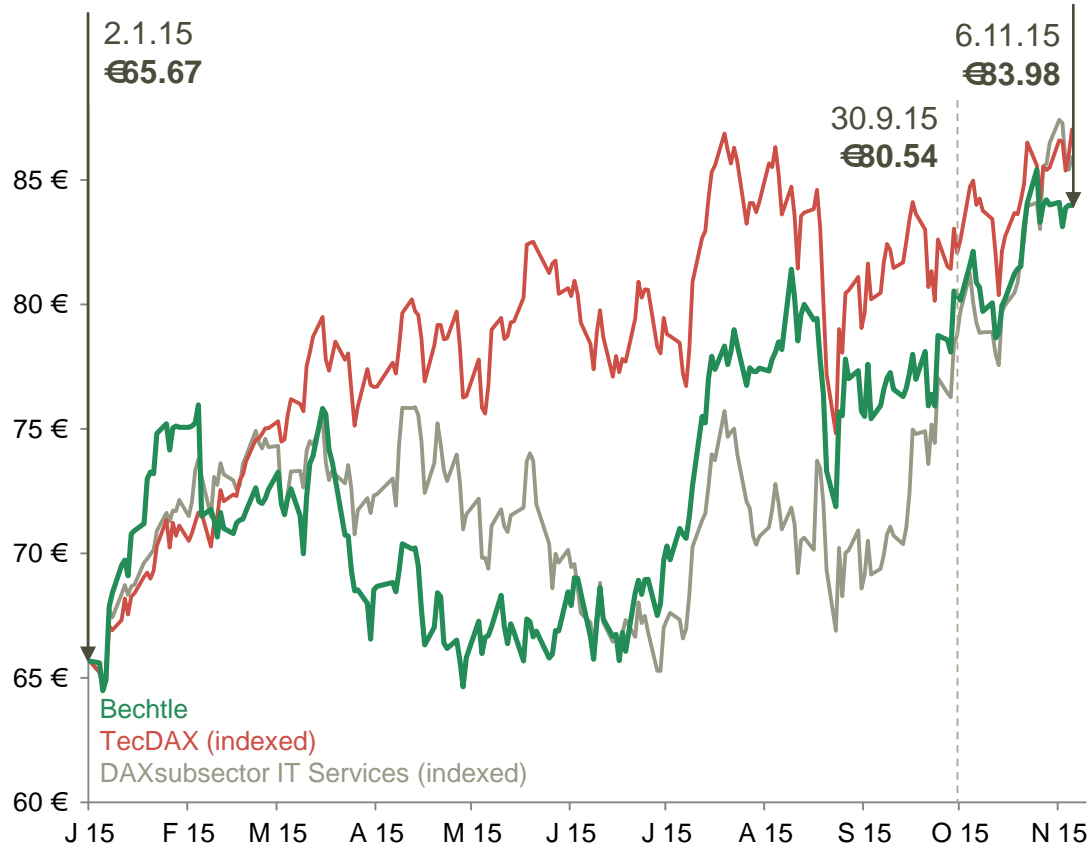
Employee figures continue to grow, topping 7,000 for the first time.

Key Financial Figures.



Balance sheet ratios healthy.

The Bechtle Share. Performance



Market Figures (6.11.15)

Market capitalisation €1,764m

Performance (ytd)

- Bechtle +27.9 %

- DAX +12.5 %

- TecDAX +32.5 %

- DAXsubsector +30.9 %

IT Services

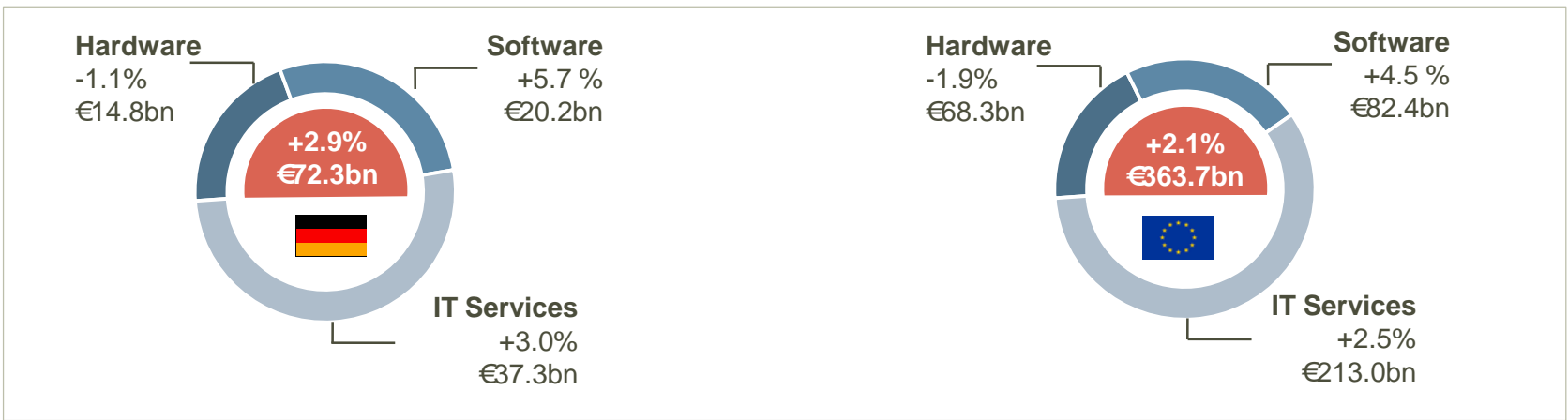
Strong share rise in third quarter, reaching a new all-time high in October.

The Latest Developments at Bechtle.

Selected Examples from Q3/Q4

- Bechtle Public Belgium NV was founded in Brussels – specialised in trading business with public-sector customers.
- Bechtle IT System House Mannheim opened a branch in Saarbrücken – close co-operation with Bechtle direct. Focus on customers in the German state of Saarland and the border regions of France and Luxembourg.
- Acquisition of Tritec GmbH: 23 employees, located in Künzelsau, strong presence in Hohenlohe economic region, close co-operation with IT System House Neckarsulm.
- 140 vocation trainees and university students join Bechtle – total of 493 young persons in training; impressive 8% training rate in Germany.
- Bechtle again ranked number one among Germany's largest IT system houses.

Economic Conditions. The IT Industry in 2015



Source: EITO, July 2015

- Dynamic declines compared to previous year: DE: 2.9% (2014: 3.9%), EU: 2.1% (2014: 2.6%).
- Weak PC market pulls hardware market into the red. Situation more encouraging in other product groups and business notebooks.
- Software remains the driving growth factor.

Industry developments must be monitored continuously.

Outlook.

2015 Fiscal Year

Revenue.

- High single-digit to low double-digit growth: Expansion of market share.
- IT System House: continue to drive the solutions and service business.
- Managed Services: expand long-term service agreements.
- IT E-Commerce: defend excellent competitive position.

Earnings.

- Margin to be slightly improved.

Employees.

- Additional, moderate growth beyond acquisitions.

Expansion.

- Acquisitions remain an integral part of our growth strategy.
- Tap into new markets and gain new customers through international alliances.

QUESTIONS?