



Bechtle AG

2nd Quarter and 1st Half-year 2018

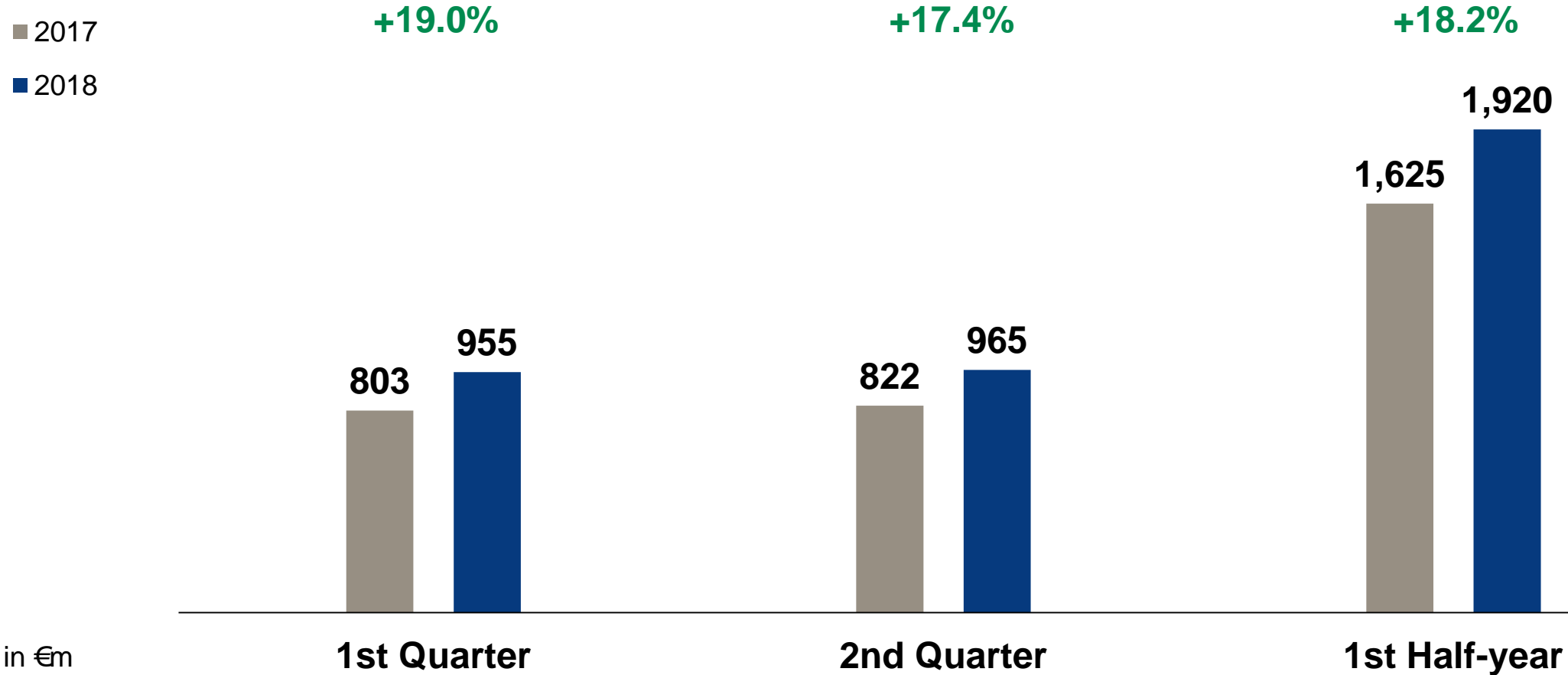
Neckarsulm | 10 August 2018

H1

Contents.

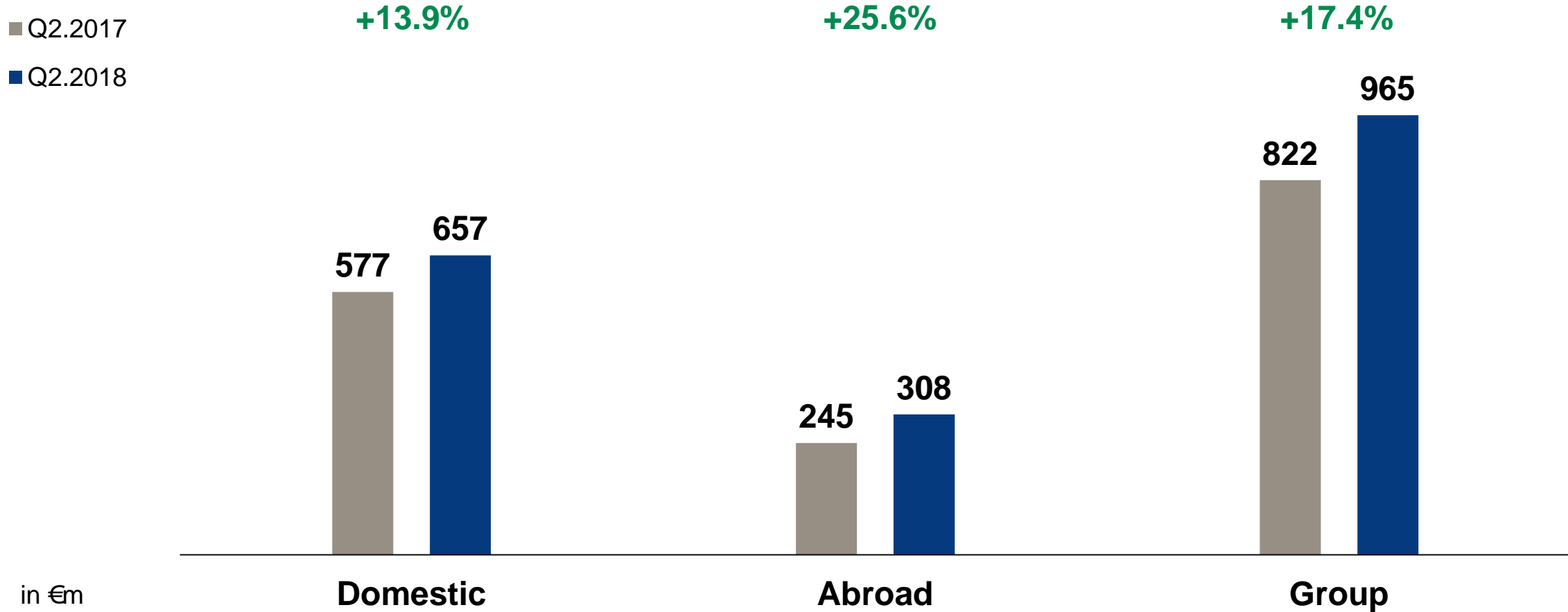
1. Business development
2. Share and dividends
3. News and updates
4. Outlook

Revenues – Growth remains high in Q2.

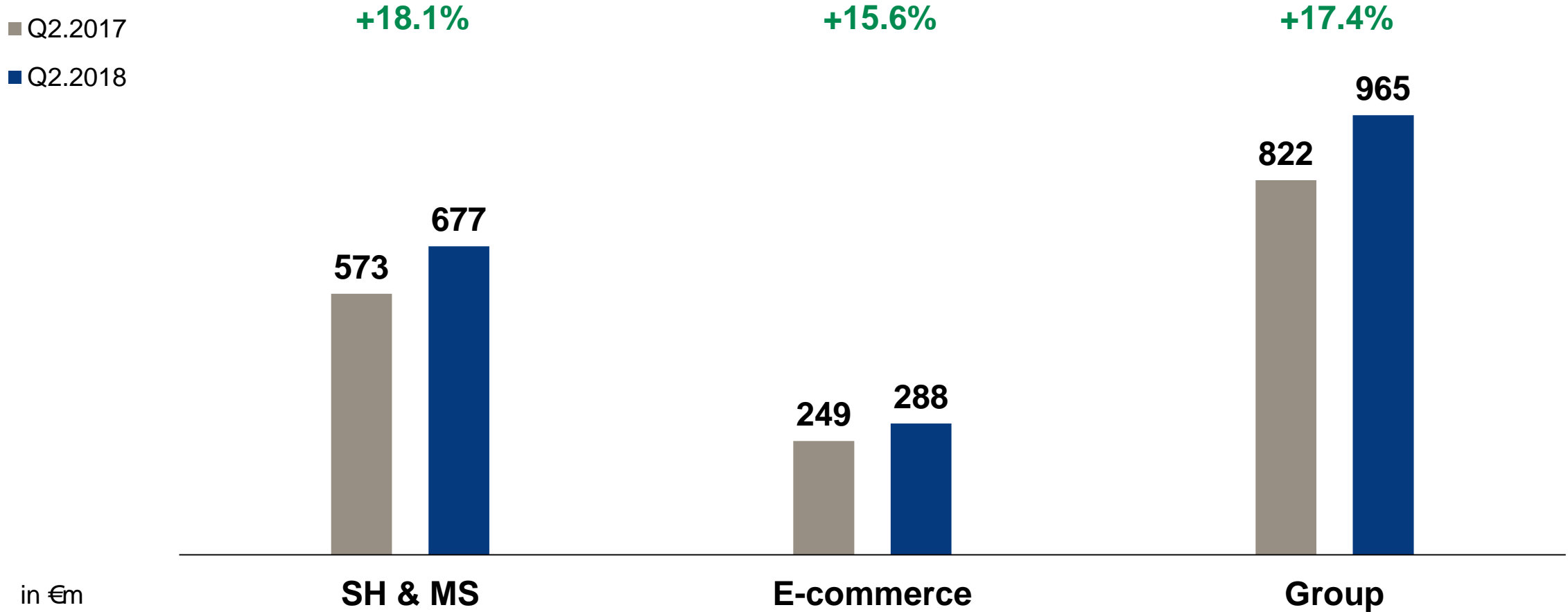


in €m

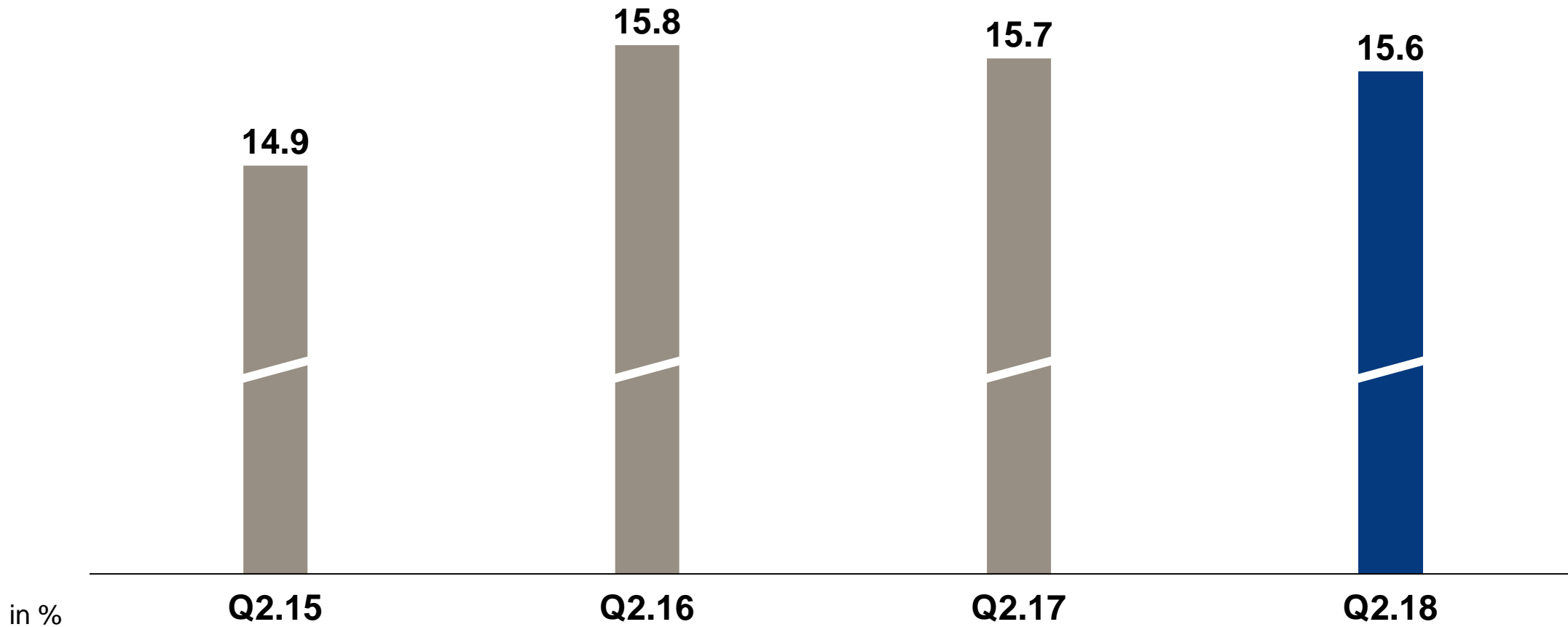
Revenues – Particularly strong growth abroad.



Revenue – Even growth between segments.

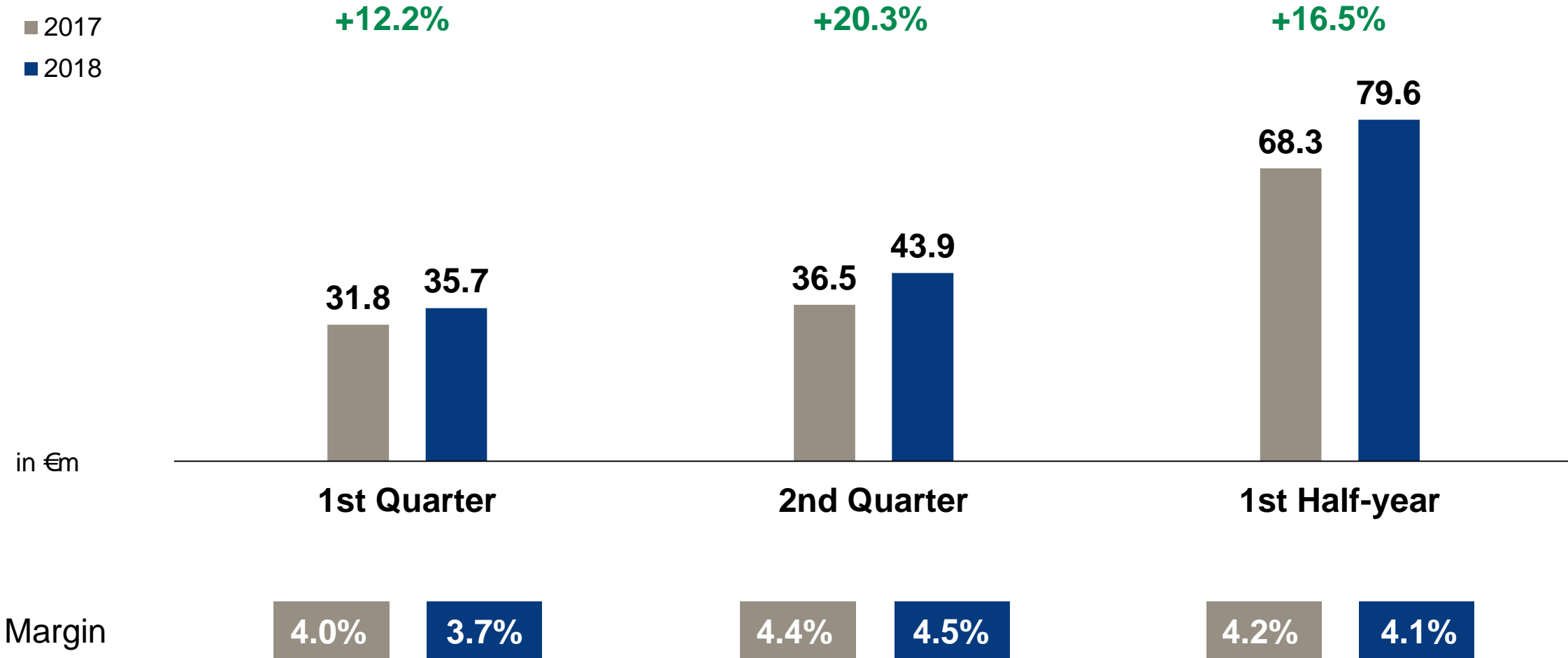


Gross margin – Remains consistently high.

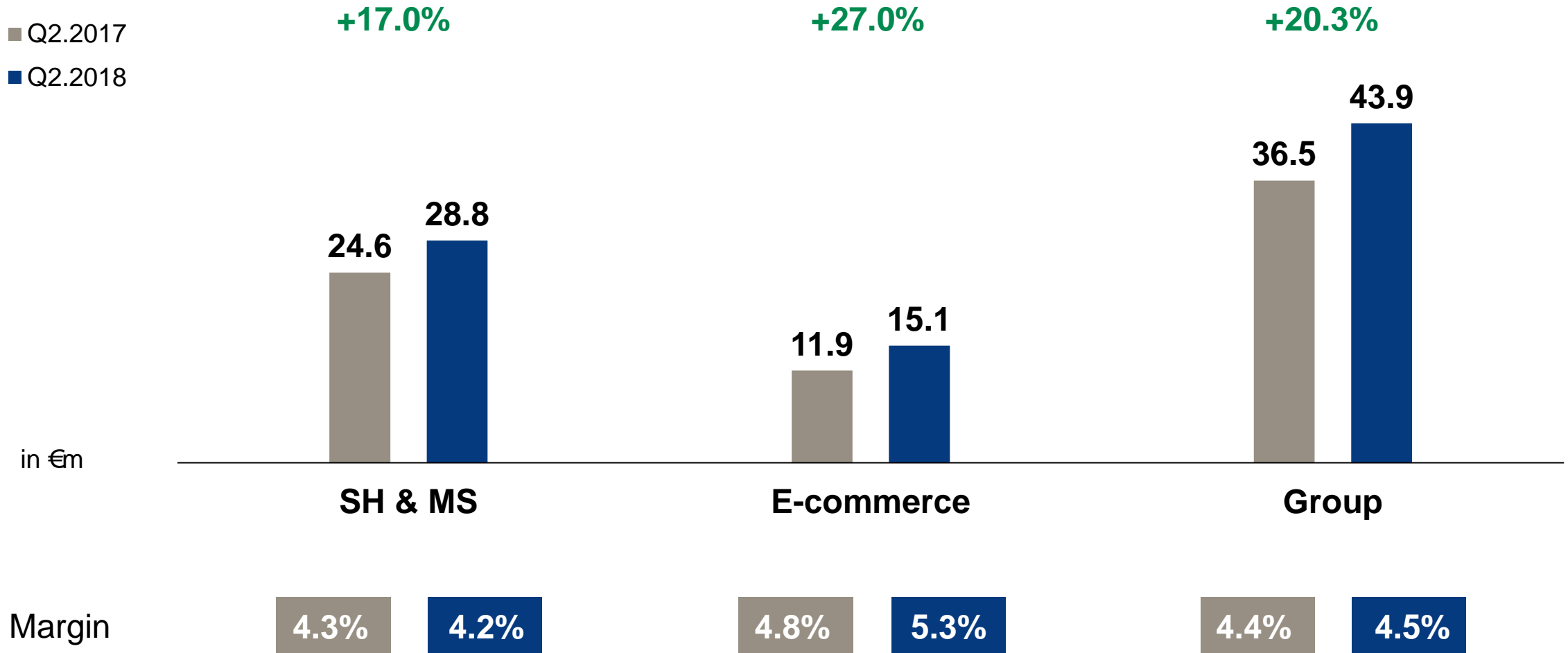


EBIT – Q2 margin up yoy.

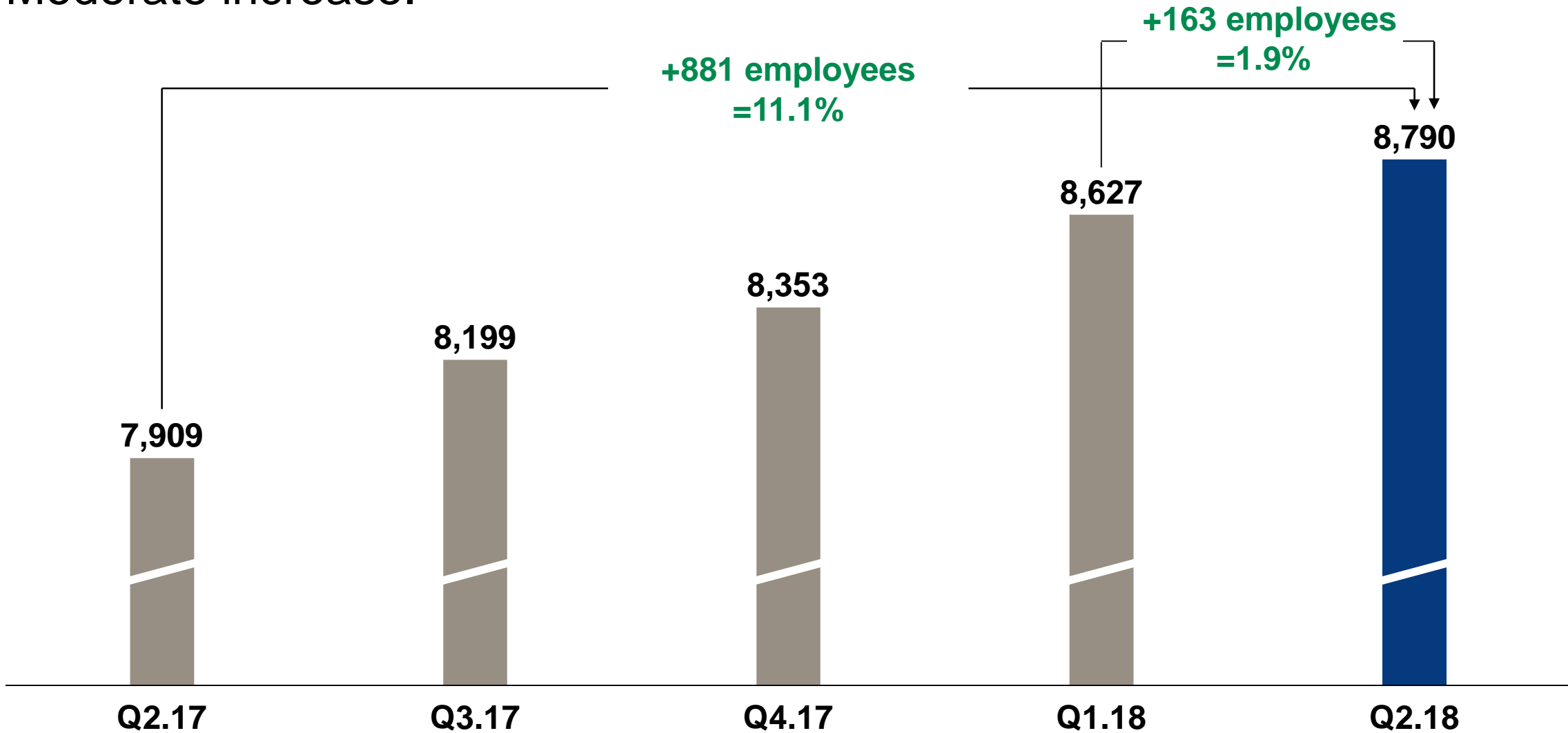
■ 2017
■ 2018



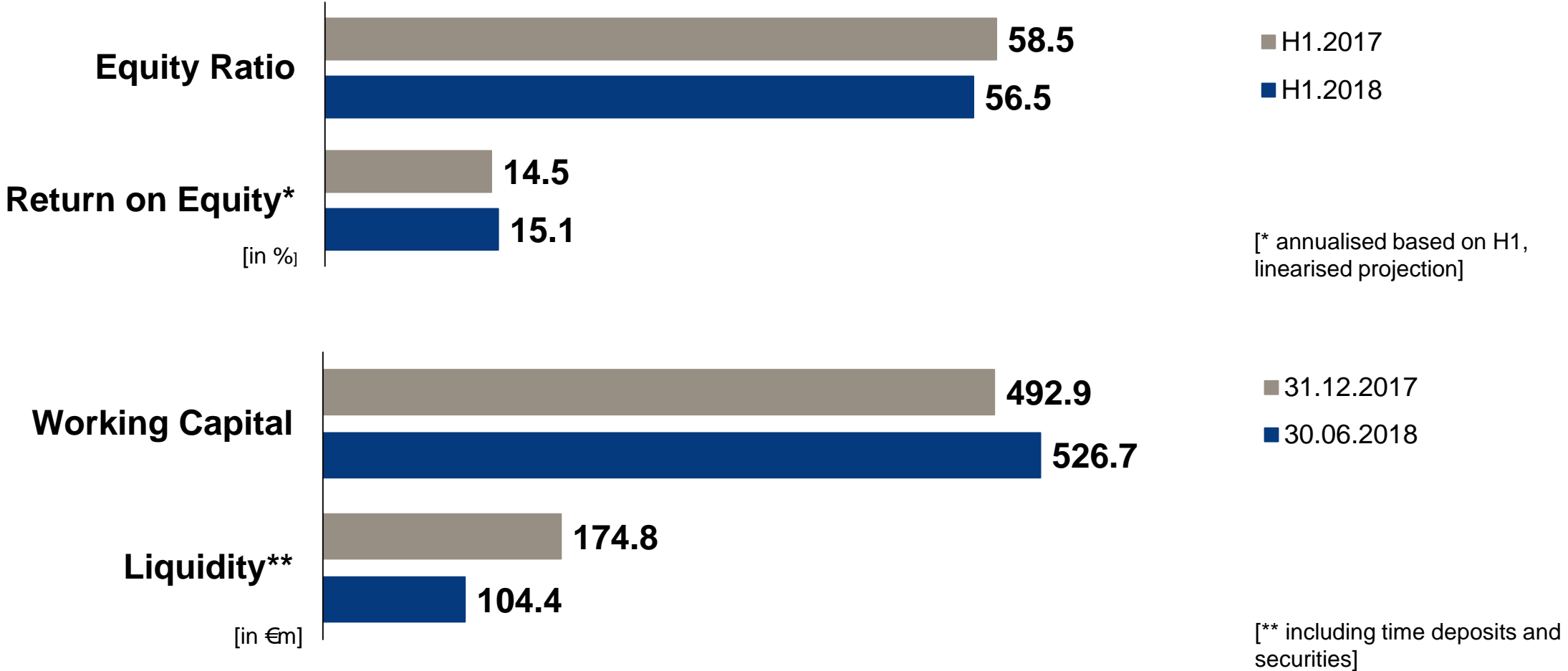
EBIT – Double-digit earnings growth in both segments.



Employees – Moderate increase.



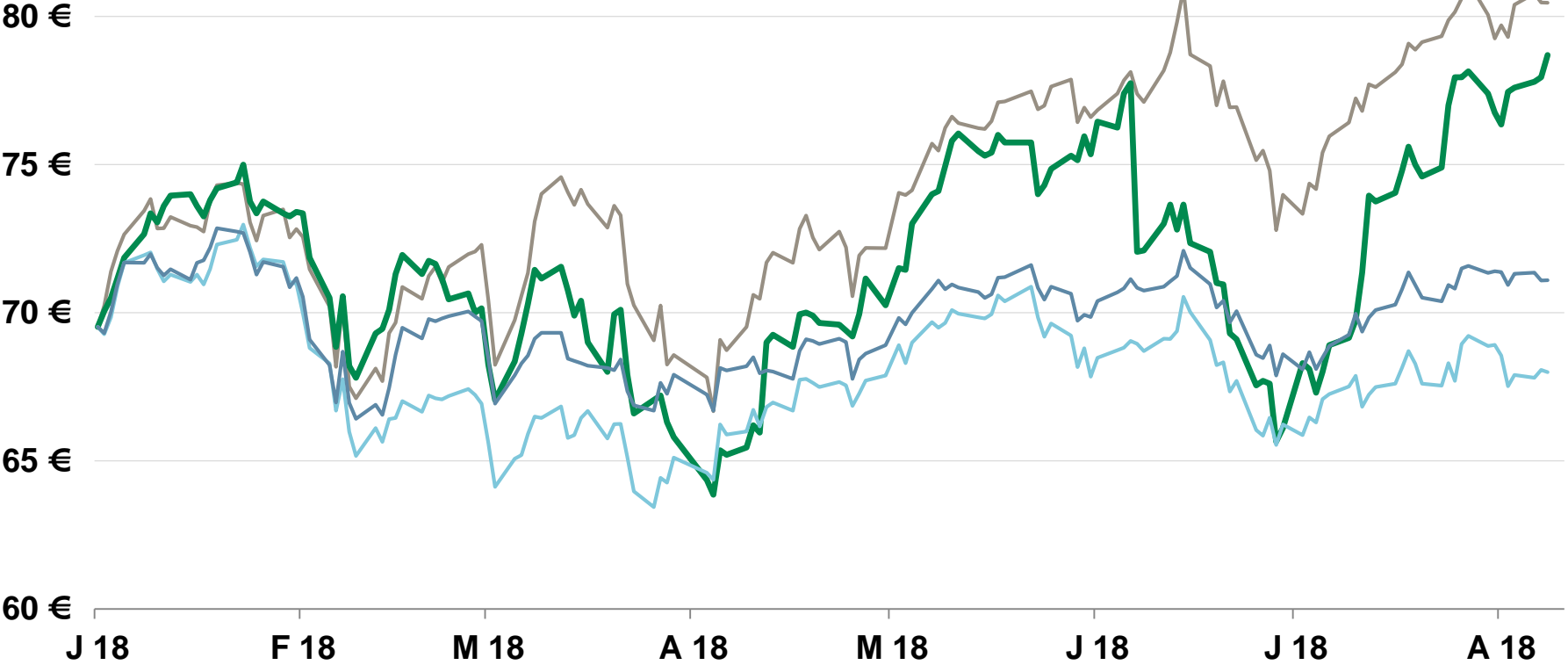
Key financial figures.



Bechtle share – New highs.

31.12.2017
69.52 €

08.08.2018
78.70 €



Performance 2018

TecDAX* +15.7 %

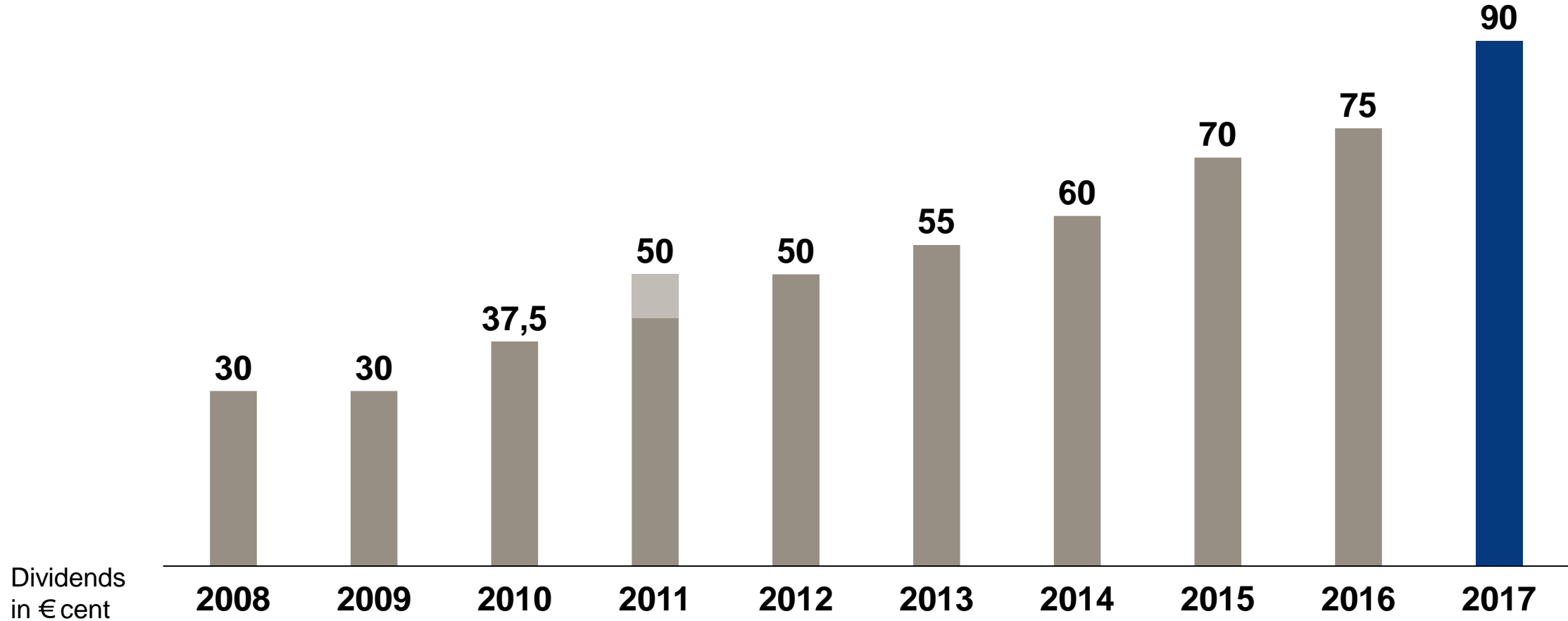
Bechtle +13.2 %

MDAX* +2.3 %

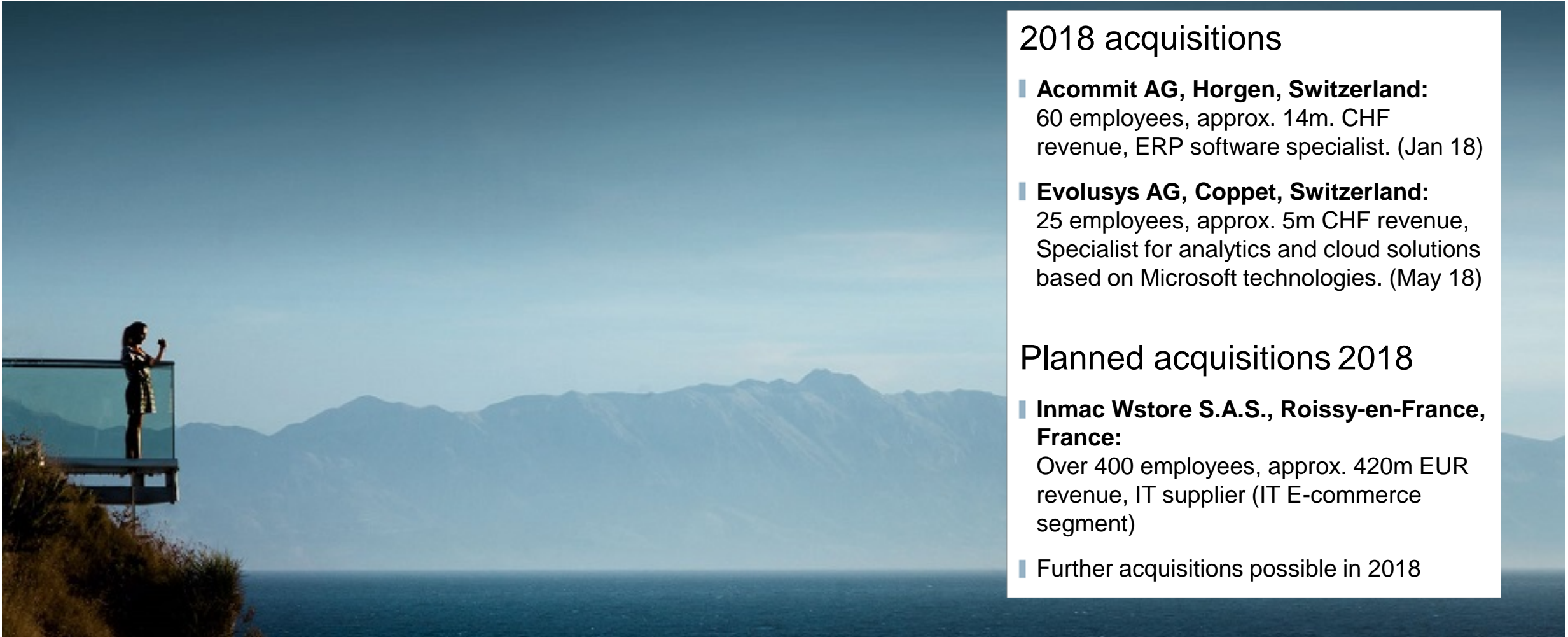
DAX* -2.2 %

(*indexed)

Dividends – Up by 20%. 8th increase in a row.



News and updates in 1st half-year 2018.



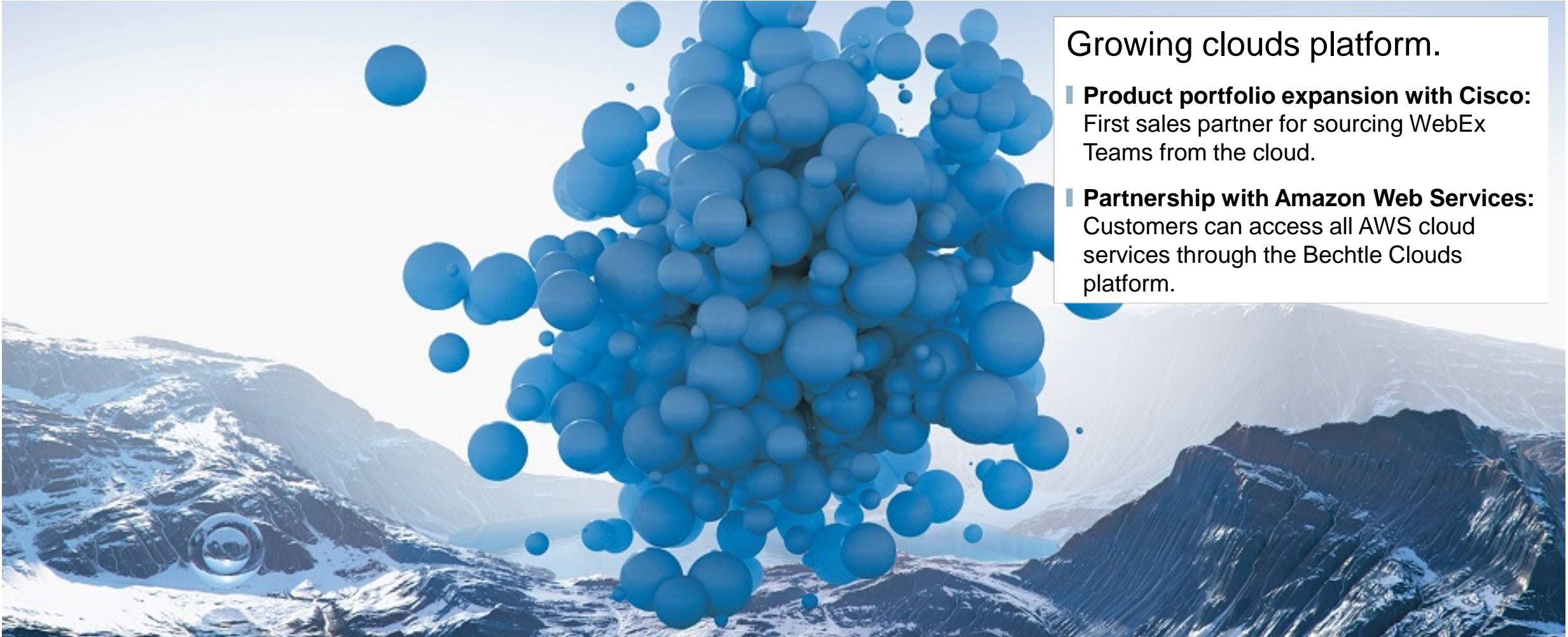
2018 acquisitions

- Acommit AG, Horgen, Switzerland:**
 60 employees, approx. 14m. CHF revenue, ERP software specialist. (Jan 18)
- Evolusys AG, Coppet, Switzerland:**
 25 employees, approx. 5m CHF revenue, Specialist for analytics and cloud solutions based on Microsoft technologies. (May 18)

Planned acquisitions 2018

- Inmac Wstore S.A.S., Roissy-en-France, France:**
 Over 400 employees, approx. 420m EUR revenue, IT supplier (IT E-commerce segment)
- Further acquisitions possible in 2018

News and updates in 1st half-year 2018.



Growing clouds platform.

- **Product portfolio expansion with Cisco:**
First sales partner for sourcing WebEx Teams from the cloud.
- **Partnership with Amazon Web Services:**
Customers can access all AWS cloud services through the Bechtle Clouds platform.

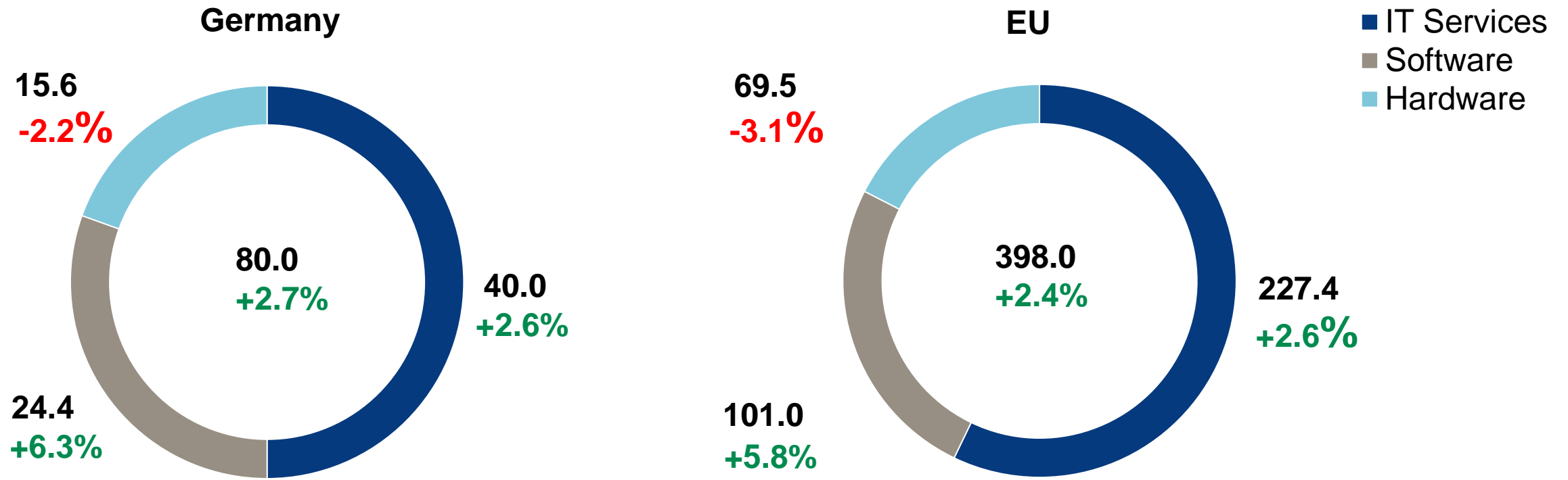
News and updates in 1st half-year 2018.



Supervisory Board reshuffle.

- **Klaus Winkler** - New chair of the Supervisory Board.
- **Dr Lars Grünert**, CFO, TRUMPF GmbH, elected to the Supervisory Board.

Economic conditions – IT market positive again in 2018.



[in €bn]

Source: EITO, July 2018,
Without telecommunications, incl. B2C

Outlook Fiscal Year 2018 – Forecast raised.

Economic conditions.

- Slightly weaker economic atmosphere in Germany and Europe, but still positive.
- Upwards trend in IT continues, showing a slight loss in momentum.

Forecast.

- Revenue: Original forecast was for “significant” growth. But: Very positive development in H1 and Inmac Wstore acquisition → Raised to “very significant” growth.
- Results: Also raised to “very significant” growth.
- Margin: Original forecast of “slight” margin increase confirmed.

Any questions?

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

