

# Bechtle AG

## 3rd Quarter 2017

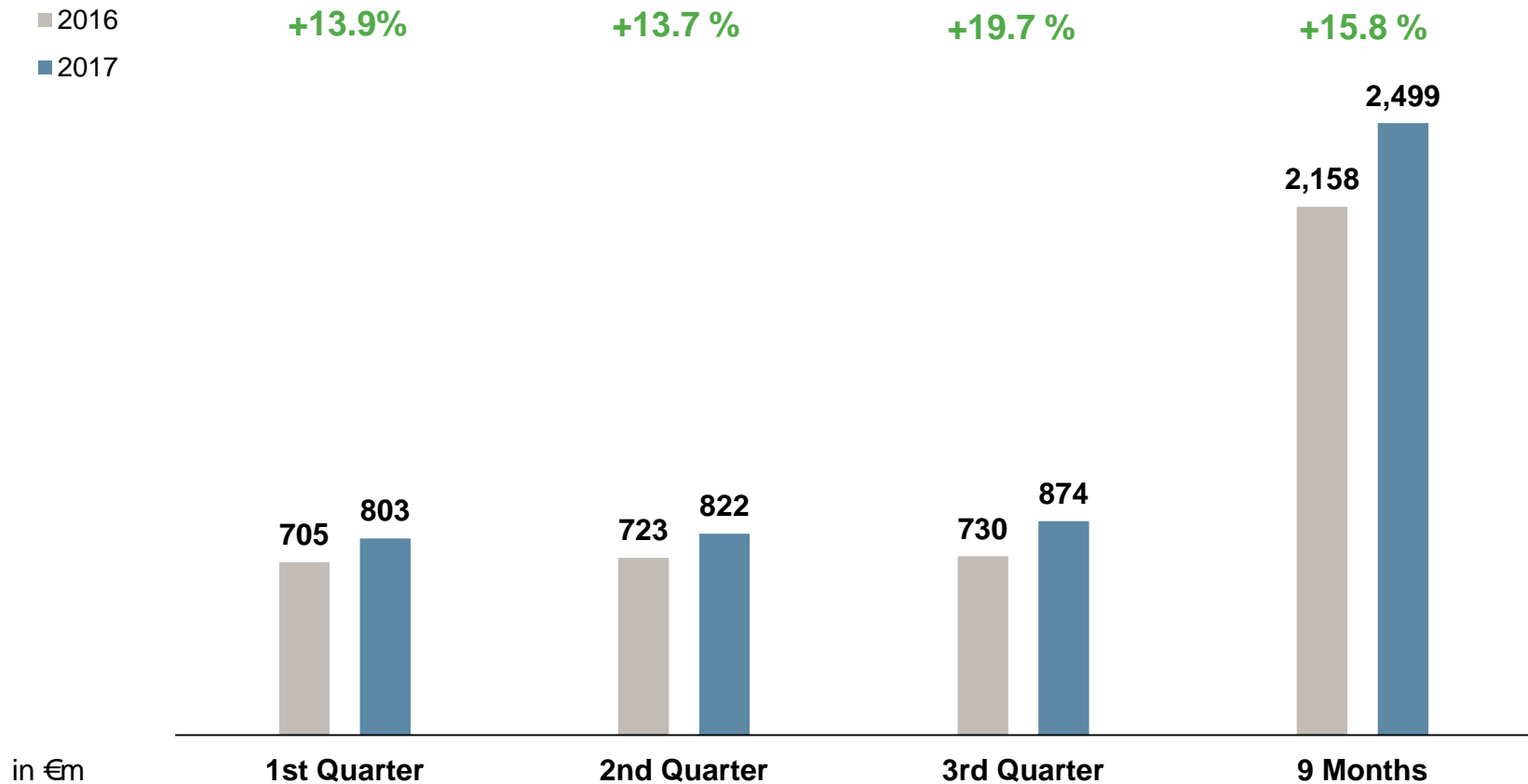
Neckarsulm | 10 November 2017

# Content.

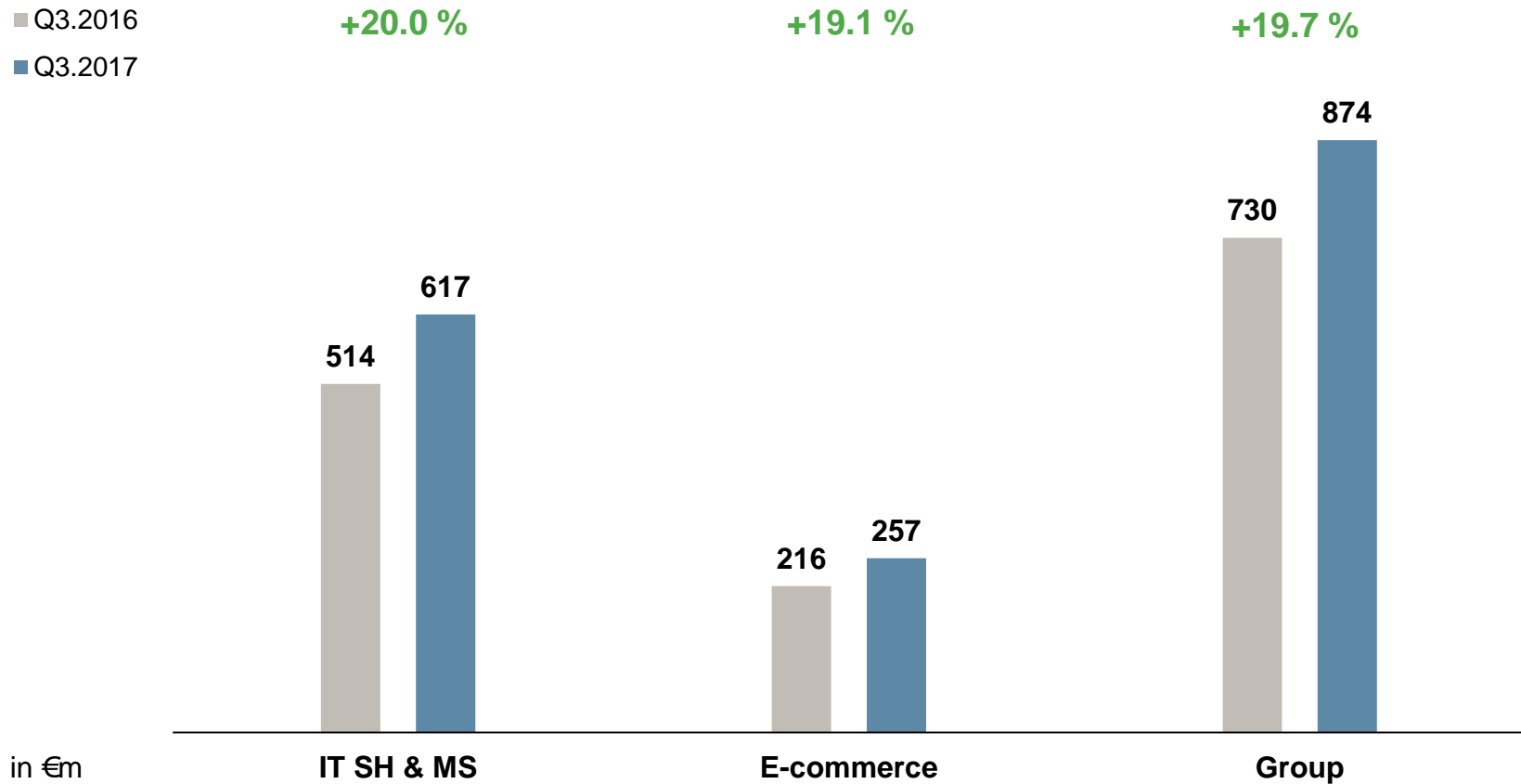
1. Business Development
2. The Bechtle Share
3. Company News
4. Forecast for 2017



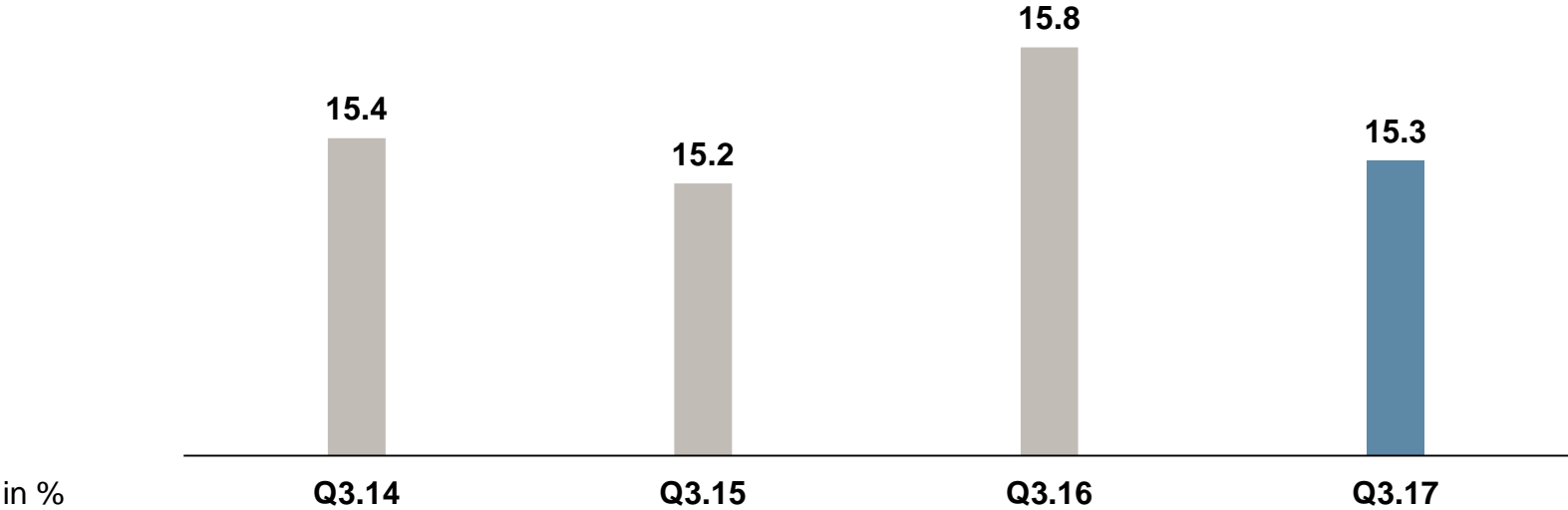
# Revenue – significant rise in growth in Q3.



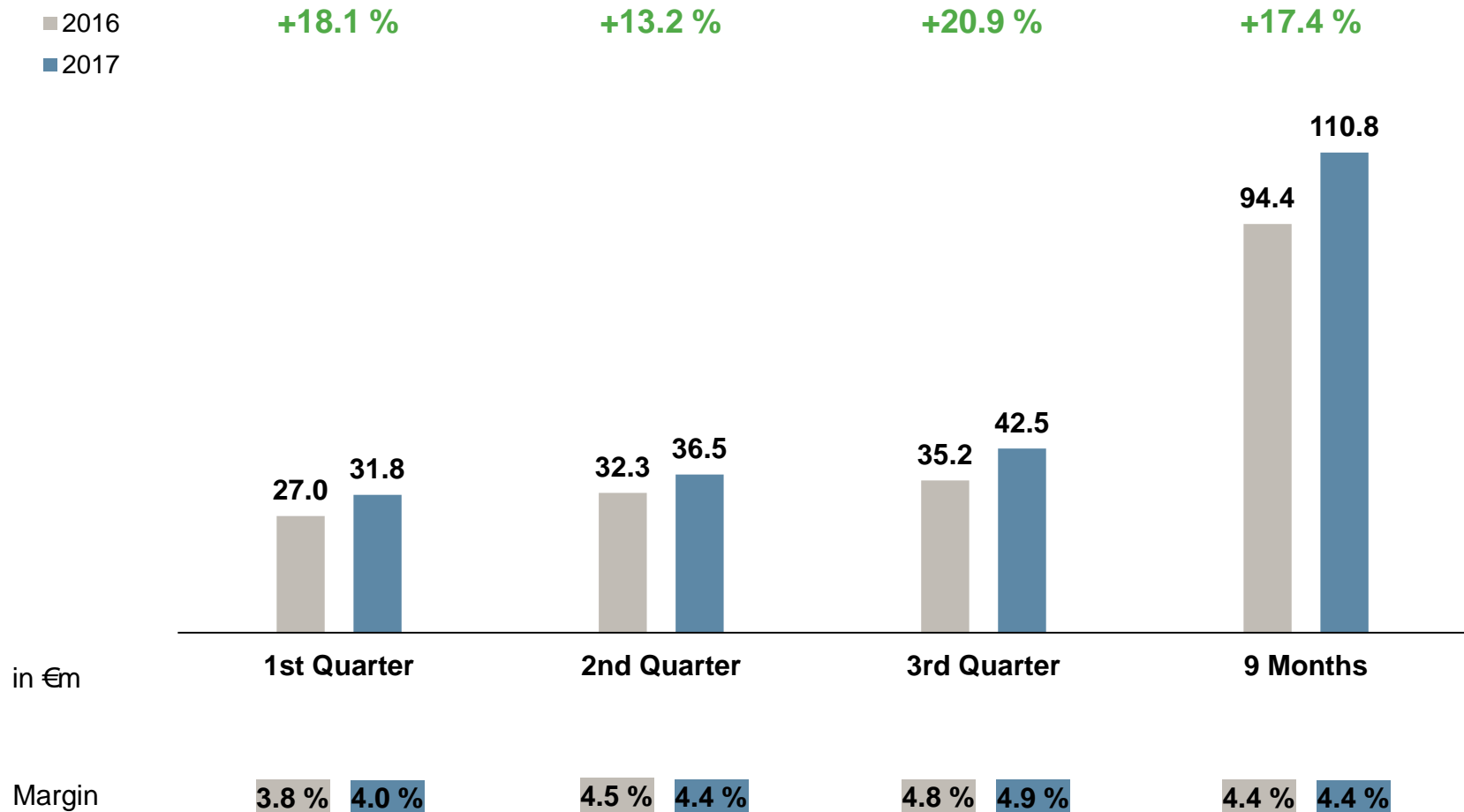
# Revenue – even growth in both segments.



# Gross margin at long-term average.



# EBIT growth disproportionate.



# EBIT – both segments show significant YOY increase

■ Q3.2016  
■ Q3.2017

**+22.2 %**

**+18.0 %**

**+20.9 %**

**29.4**

**24.1**

**13.1**

**11.1**

**42.5**

**35.2**

in €m

**IT SH & MS**

**E-commerce**

**Group**

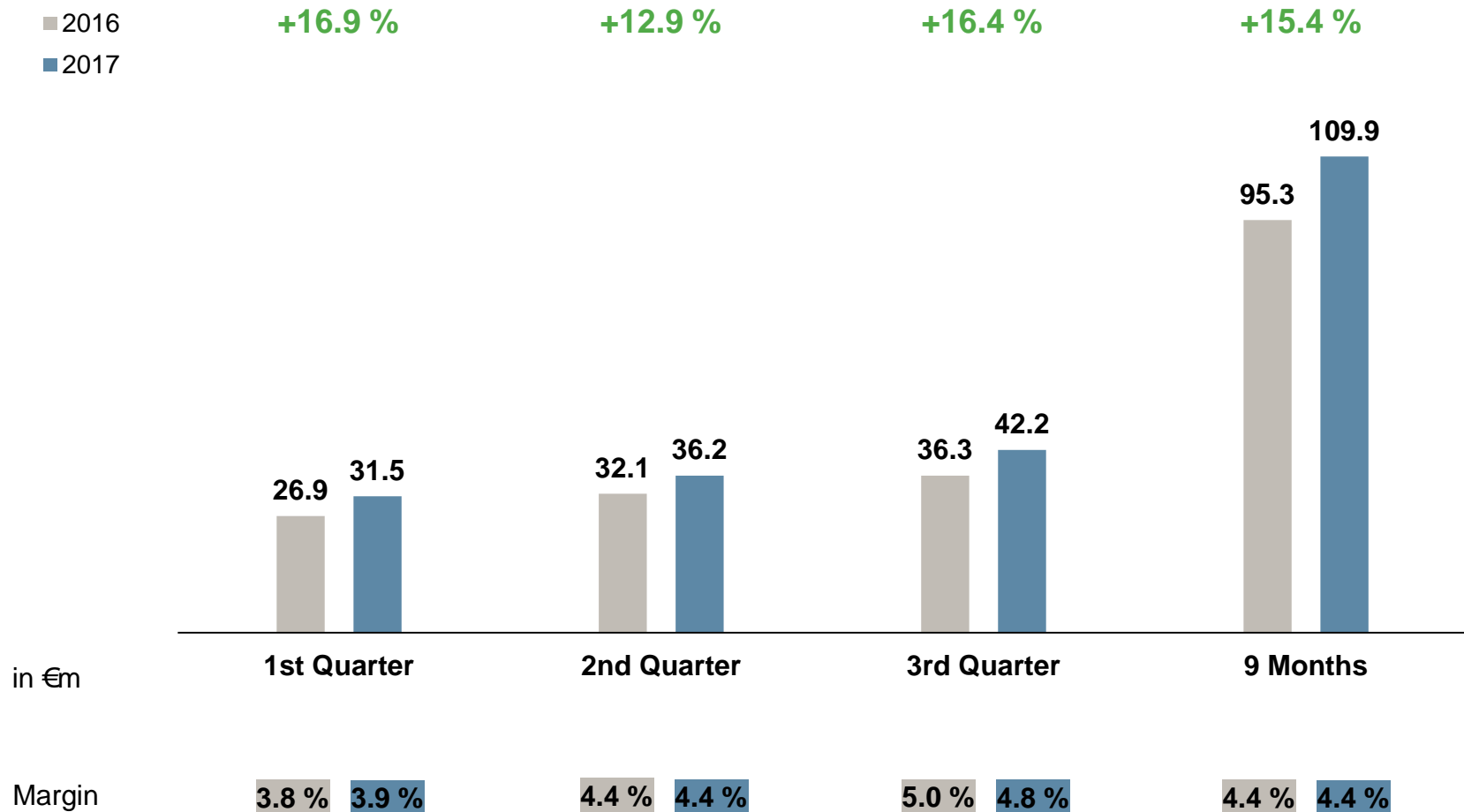
Margin

**4.7 %** **4.8 %**

**5.1 %** **5.1 %**

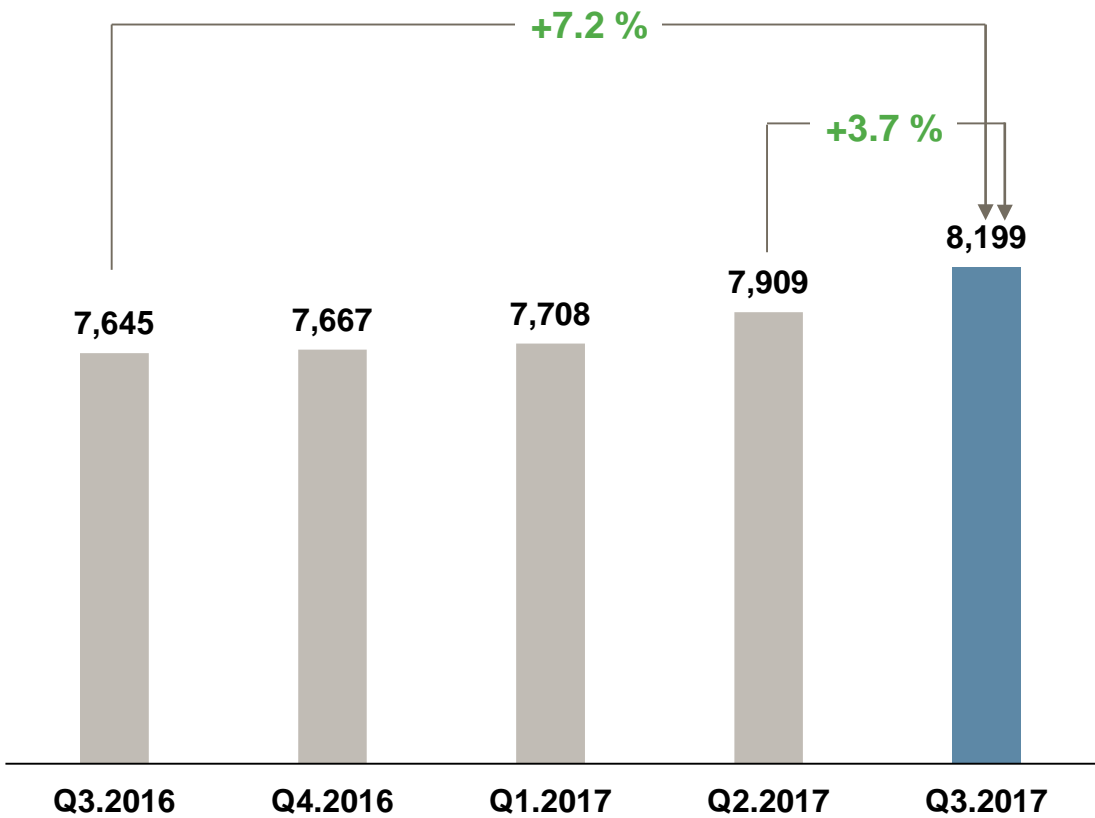
**4.8 %** **4.9 %**

# EBT – positive one-time effect in Q3 2016 skews comparison.

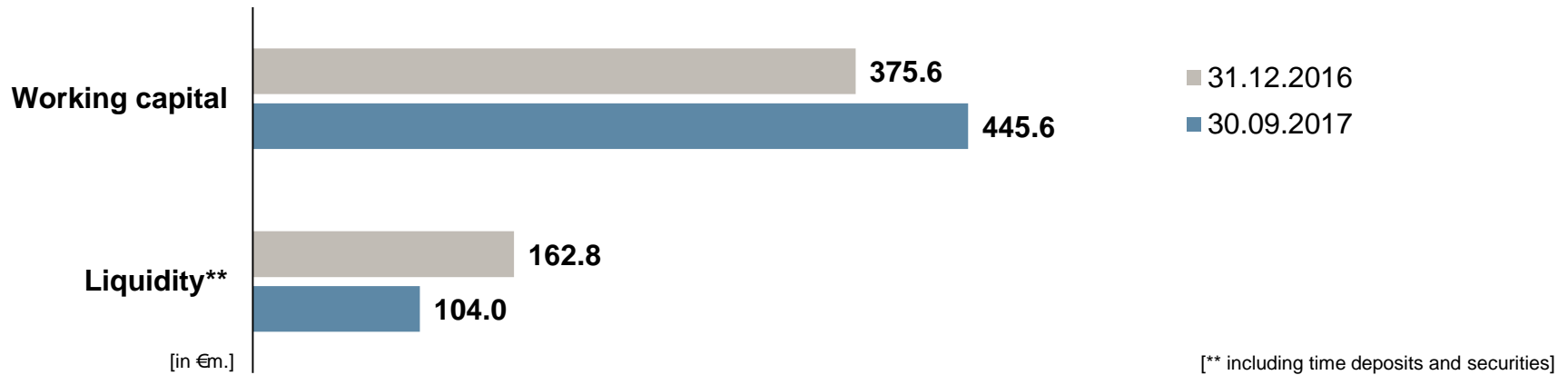
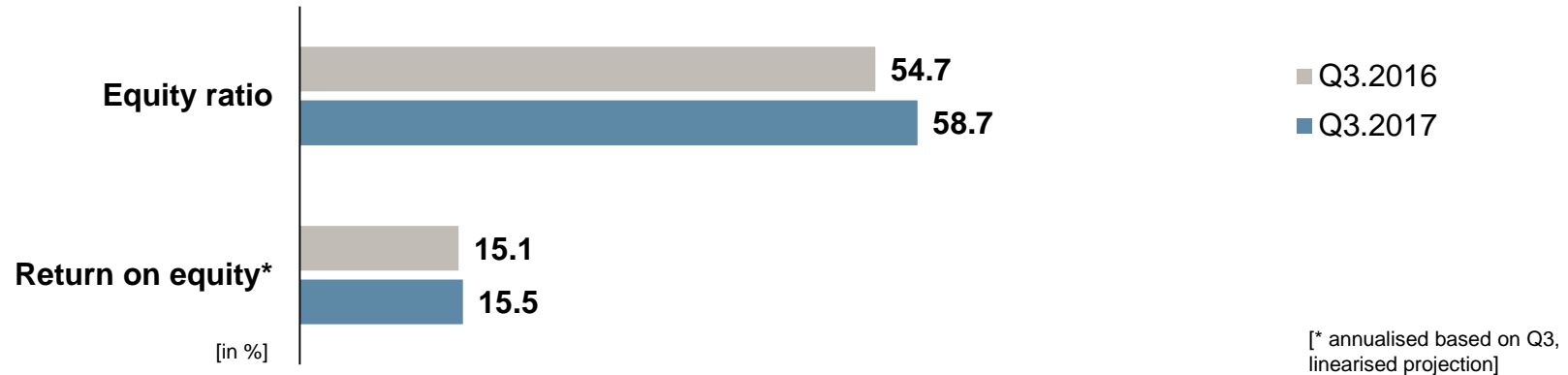




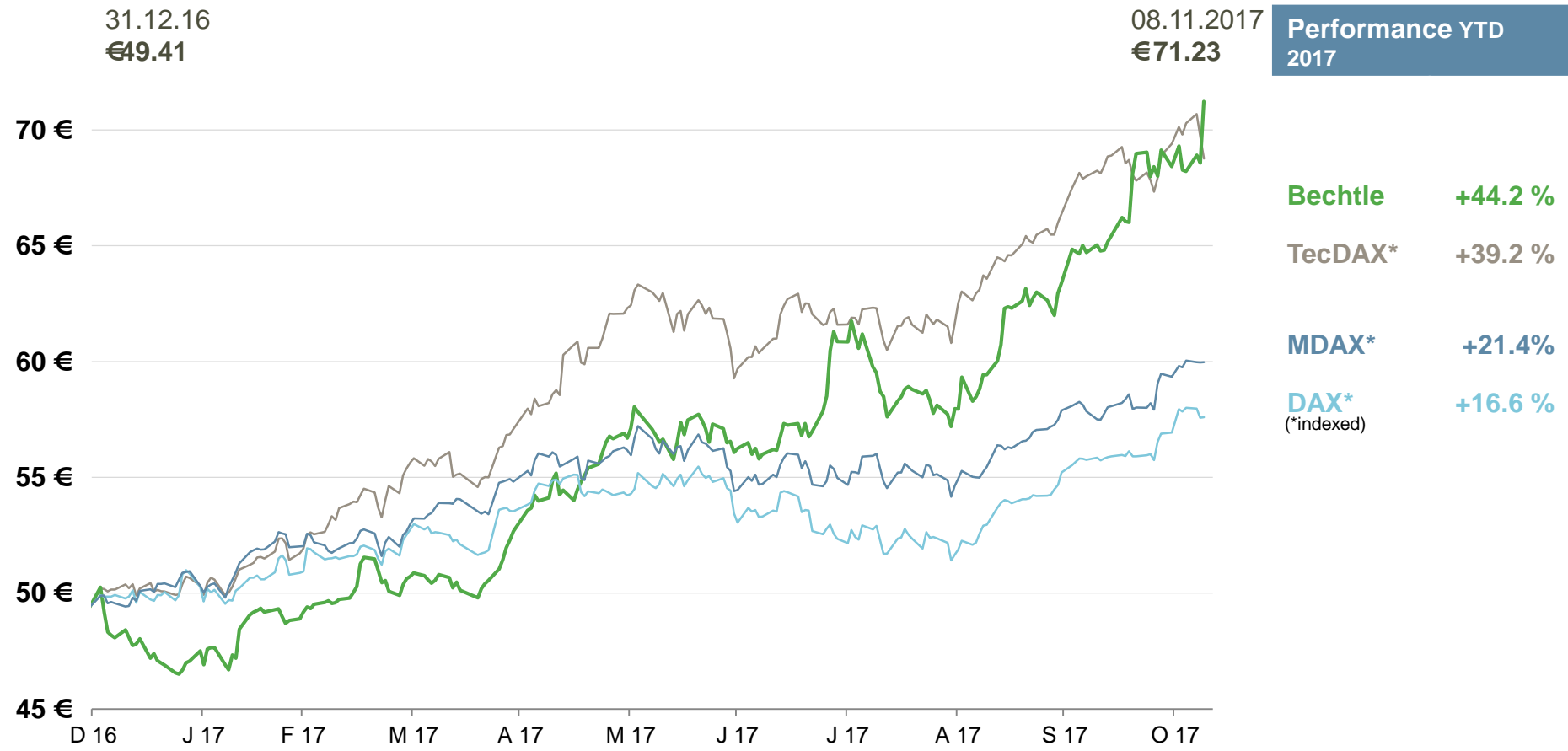
# Workforce continues to show growth.



# Key financial figures.



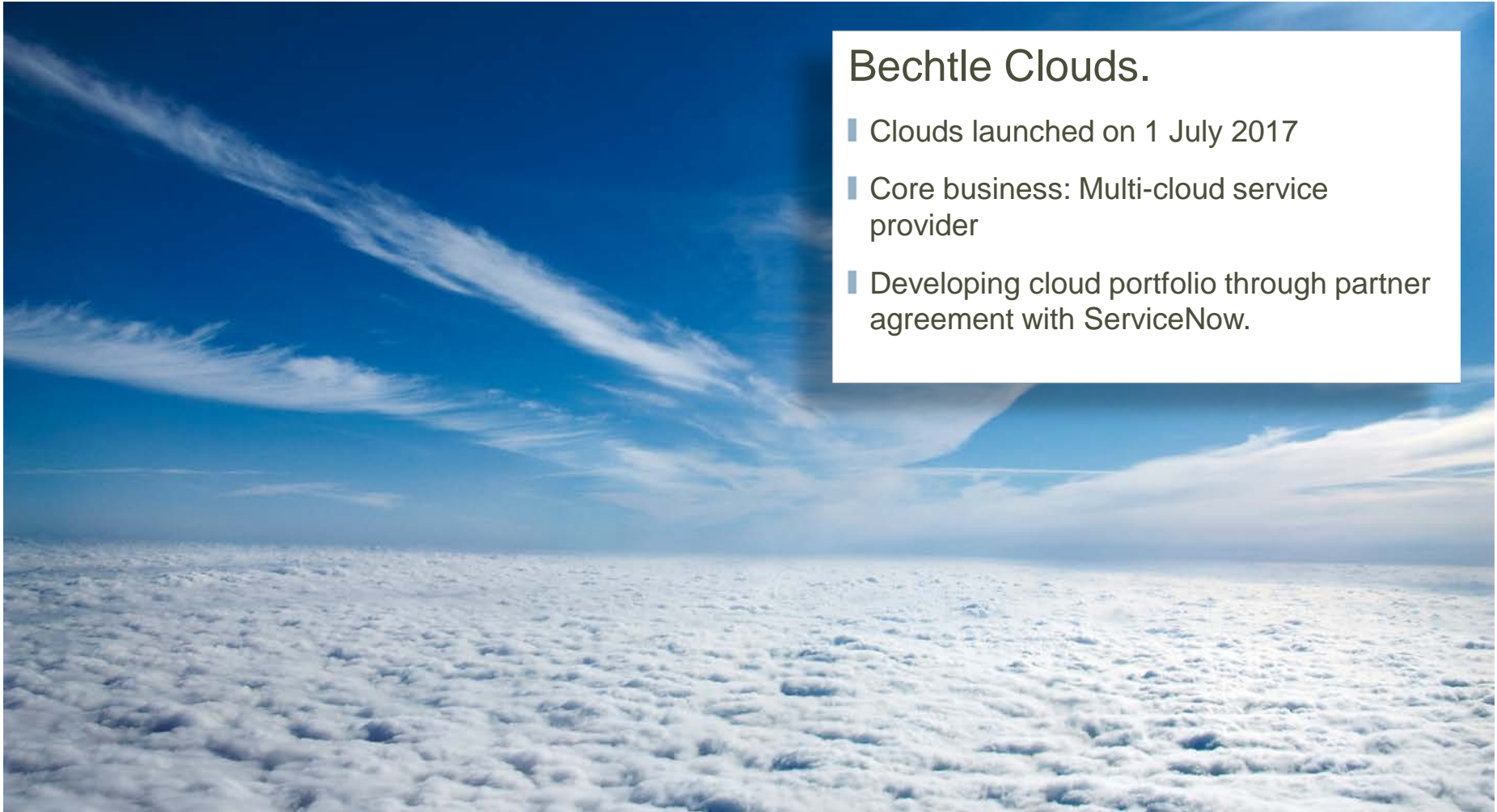
# Bechtle share – performance.



# Launch of the Bechtle Clouds platform.

## Bechtle Clouds.

- Clouds launched on 1 July 2017
- Core business: Multi-cloud service provider
- Developing cloud portfolio through partner agreement with ServiceNow.



# Healthy sales in the public sector.



## Successful public sector bids.

- **German Armed Forces:** 3rd framework agreement runs until 2021.
- **Dutch Ministry of the Interior:** 248m euros, 4 years, from 2017

# Portfolio expansion.



## 3D printing demo centre.

- The first of just three certified partners in Germany.
- HP Jet Fusion 3D 4200 print technology.
- Prototyping and mass production.



# Record training year.





# Forecast for 2017 – annual forecast raised.

## Economic conditions.

- Overall mood positive.
- Customer propensity to invest remains high – especially in Germany.
- Versatile, internal strategic projects to safeguard the future.

## Revenue and earnings.

- After two-digit growth rates over the first nine months, the Executive Board has raised its forecast for FY 2017 and now expects very significant YOY growth in revenue and earnings.
- Q4 momentum is expected to slow down compared to the exceptional year-end performance in 2016.

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

