

# CONSOLIDATED FINANCIAL STATEMENT

## Notes

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## I. GENERAL STATEMENTS

Bechtle AG, Bechtle Platz 1, 74172 Neckarsulm is a joint stock corporation under German law. Through its subsidiaries, Bechtle AG operates IT system houses in Germany, Austria, and Switzerland and as one stop shop for IT e-commerce solutions provides corporate clients in ten (since March 2009: eleven) European countries with a comprehensive range of services and solutions.

Bechtle has been quoted at the Frankfurt Stock Exchange (Prime Standard) since 2000 and listed on the TecDAX technology index since 2004. The company's shares are traded on all stock exchanges in Germany.

The consolidated financial statements of Bechtle AG for the fiscal year 2008 were released for publication on 2 March 2009 by the Executive Board (IAS 10.17).

Bechtle AG has issued a declaration of conformity with the German Corporate Governance Code in accordance with section 161 of the German Stock Corporation Act (AktG). An up-to-date version of the declaration is published on the company's website.

## II. SUMMARY OF KEY PRINCIPLES OF ACCOUNTING AND CONSOLIDATION

### Basis of Preparation

The parent company Bechtle AG, Bechtle Platz 1, 74172 Neckarsulm is a listed company and as such required under section 315a of the German Commercial Code (HGB) to prepare its consolidated financial statements in accordance with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB), and as adopted by the EU. All International Financial Reporting Standards mandatory for fiscal year 2008 have been applied and the information required under section 315a (1) German Commercial Code (HGB) has been disclosed in the notes to the consolidated financial statements.

The consolidated financial statements have been prepared on a historical cost basis, except for securities and derivative financial instruments that have been measured at fair value. The income statement was prepared using the function of expense method. The consolidated financial statements have been prepared in euros and rounded to nearest thousand unless explicitly stated otherwise.

### Restatement of Prior Year Results

For a better and more transparent representation of the financial position, certain balance sheet items previously reported in provisions have been reclassified to liabilities, while also retrospectively restating prior year results for better comparability. Similarly, non-current receivables and trade payables are subdivided into separate (new) balance sheet items and advance payments received and deferred income are combined in the (new) balance sheet item deferral items.

in th. euros	31.12.2007	Reclassifi- cation of Assets	Reclassifi- cation of Liabilities	31.12.2007
	Published			Adjusted
<b>Non-current assets</b>				
Trade receivables	0	264		264
Other non-current assets	2,210	-264		1,946
<b>Total assets</b>	<b>451,423</b>	<b>0</b>	<b>0</b>	<b>451,423</b>
<b>Non-current liabilities</b>				
Trade payables	0		7	7
Deferred income	3,769		-3,769	0
Deferral items	0		3,769	3,769
<b>Current liabilities</b>				
Other provisions	6,052		-2,742	3,310
Prepayments received	4,439		-4,439	0
Trade payables	88,274		-7	88,267
Other current liabilities	35,301		2,742	38,043
Deferred income	5,030		-5,030	0
Deferral items	0		9,469	9,469
<b>Total liabilities</b>	<b>451,423</b>	<b>0</b>	<b>0</b>	<b>451,423</b>

In this context, one item has been added to the consolidated cash flow statement to note the change in net assets.

### New Accounting Pronouncements

#### Adoption of new and/or Revised Accounting Standards and Interpretations

During the reporting period, Bechtle has for the first time applied the new and/or revised accounting standards and interpretations of the following new accounting pronouncements issued by the IASB/IFRIC and adopted by the EU ("endorsement"). Each of the following dates of the relevant EU regulation is mandatory:

- IFRS 8 Operating Segments (endorsed on 21 November 2007): IFRS 8 replaces IAS 14 Segment Reporting and follows the "Management Approach" for segment reporting. Consequently, information disclosed about operating segments is identified on the basis of internal reports. IFRS 8 is effective for fiscal years beginning on or after 1 January 2009, with earlier application encouraged. Bechtle has opted for early application of IFRS 8, beginning with the fiscal year ending on 31 December 2008. Bechtle notes that the segments reportable under IFRS 8 correspond closely to those previously reported under IAS 14. Additional information on the respective segments, together with the adapted comparative information, is disclosed in item IV "Segment Report" of the notes.

- IFRIC 11 IFRS 2 – Group and Treasury Share Transactions (endorsed on 1 June 2007): The interpretation is effective for fiscal years beginning on or after 1 March 2007. IFRIC11 addresses how to apply IFRS 2 to share-based payment arrangements involving an entity's own equity instruments or equity instruments of another entity in the same group. Since there are no share-based payment transactions at Bechtle, the application of IFRIC 11 has no effect on the consolidated financial statements.
- Amendments to IAS 39 and IFRS 7 – Reclassification of Financial Assets (endorsed on 15 October 2008): The amendments are linked to the current financial crisis and the fact that financial instruments are no longer traded or related markets have become inactive or distressed, and apply mandatorily with retroactive effect from 1 July 2008. This permits entities to reclassify financial assets recognised at fair value in profit or loss to another category under certain circumstances, together with extended disclosures in the notes. Since Bechtle holds no such financial instruments, the application of the amendments has no effect on the consolidated financial statements.

#### **New and/or Revised Accounting Standards and Interpretations not yet applied**

Bechtle has not applied, ahead of time for fiscal year 2008, the following new and/or revised accounting standards and interpretations of the following new accounting pronouncements issued by the IASB/IFRIC and adopted by the EU ("endorsement") at the balance sheet date. Each of the following dates of the relevant EU regulation is mandatory:

- Amendment to IAS 23 Borrowing Costs (endorsed on 10 December 2008): The revised standard is effective for fiscal years beginning on or after 1 January 2009. It lays down the capitalisation of borrowing costs in connection with the acquisition, construction or production of qualifying assets. The previous option of immediately recognising borrowing costs as an expense has been removed. A qualifying asset is an asset that necessarily takes a substantial period of time to get ready for its intended use or sale. Due to the negligible importance of qualifying assets, the application of this revised standard is not expected to have any major effect on the consolidated financial statements.
- Amendment to IFRS 2 Share-based Payment (endorsed on 16 December 2008): The revised standard is effective for fiscal years beginning on or after 1 January 2009. The amendment clarifies the concept of vesting conditions and specifies the accounting treatment of cancellations of a plan by a party other than the entity. Since there are no share-based payment transactions at Bechtle, the amendment of IFRS 2 is not expected to have any effect on the consolidated financial statements.
- IFRIC 13 Customer Loyalty Programmes (endorsed on 16 December 2008): This interpretation is effective for fiscal years beginning on or after 1 January 2009 and addresses accounting by entities offering customer loyalty programmes; specifically, it explains revenue recognition and the accounting of accrued expenses. The interpretation requires customer loyalty award credits to be accounted for as a separate component of the sales transaction in which they are granted. Therefore part of the fair value of the consideration received is allocated to the award credits and deferred. Revenue recognition takes place in the period in which the loyalty awards credits are redeemed or expire. Since Bechtle does not offer customer loyalty programmes, the interpretation is not expected to have any effect on the consolidated financial statements.
- IFRIC 14 IAS 19 – The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction (endorsed on 16 December 2008): This interpretation is effective for fiscal years beginning on or after 1 January 2009. It defines the upper limit in relation to the amount of the surplus that can be recognised as an asset – particularly when there is a statutory or contractual

minimum funding requirement. Since Bechtle has no pension plan surplus and no corresponding assets, the interpretation is not expected to have any major effect on the consolidated financial statements.

- Amendments to IAS 1 Presentation of Financial Statements (revised 2007) (endorsed on 17 December 2008): The revised standard is effective for fiscal years beginning on or after 1 January 2009, and includes changes to the structure and presentation of financial statements and minimum requirements for their content. Accordingly, the application of the revised standards will affect the structure and presentation of the financial statement, but not the recognition and valuation of assets and liabilities and thus not the actual assets, financial position and earnings of Bechtle.

At the balance sheet date, the following new and/or revised accounting standards and interpretations of the following new accounting pronouncements had been issued by the IASB/IFRIC but not yet adopted by the EU (no “endorsement”). Consequently, Bechtle has not yet applied these new and/or revised standards and/or interpretations. Each of the following dates of the relevant statements of the IASB or IFRIC is mandatory: If the announcement is subsequently adopted by the EU, the EU regulation will include its own date for the mandatory application.

- Amendments to IFRS 1 and IAS 27 – Cost of an Investment in a Subsidiary, Jointly Controlled Entity or Associate (published on 22 May 2008): The amendments are effective for fiscal years beginning on or after 1 January 2009 and address issues relating to the valuation of investments in the separate financial statements of a parent company. A subsequent adoption of the revised standards by the EU will have no effect on the Bechtle consolidated financial statements.
- IFRS 3 (revised) – Business Combinations (published on 10 January 2008): The revised standard is effective for fiscal years beginning on or after 1 July 2009. IFRS 3 revises how the purchase method of accounting is applied for all business combinations. The key changes relate to the valuation of non-controlling interests (formerly called minority interest), step acquisitions and the treatment of contingent consideration and acquisition-related costs. If adopted by the EU in this form, the application of this revised standard will affect Bechtle’s accounting of new acquisitions. The revised treatment of frequently occurring contingent considerations should be mentioned at this point. The revised standard requires contingent consideration to be recognised at fair value at the time of acquisition, with all subsequent changes in debt contingent consideration to be recognised as expense.
- Amendments to IAS 27 – Consolidated and Separate Financial Statements (published on 10 January 2008): The revised standard is effective for fiscal years beginning on or after 1 July 2009. In the revised standard, the partial disposal of an investment in a subsidiary while the parent company retains control, is accounted for as an equity transaction with owners, and recognised directly in equity. It also addresses how to calculate the profit or loss on deconsolidation of a subsidiary and how to remeasure any non-controlling equity investment remaining in the former subsidiary. In the Bechtle group, investments in a subsidiary always amount to 100 per cent. Applying these revised standards – after subsequent adoption by the EU – is not expected to have any major effect on Bechtle, as no such transactions, in particular reduced interests in subsidiaries, exist or are planned.
- Amendments to IAS 32 and IAS 1 – Puttable Financial Instruments and Obligations Arising on Liquidation (published on 14 February 2008): The amendments are effective for fiscal years beginning on or after 1 January 2009 and address the distinction between equity and debt capital in the accounting of capital shares with cancellation rights. While the investor’s puttable capital

has so far been classified as liability, it may now be classified as equity in certain cases. This is primarily relevant for partnerships. There are no such puttable capital contributions at Bechtle, since the parent company Bechtle AG is a listed company and thus subject to the relevant statutory and company regulations. A subsequent adoption of the revised standards by the EU will therefore have no effect on Bechtle's consolidated financial statements.

- Amendment to IAS 39 Financial Instruments: Recognition and Measurement – Eligible Hedged Items (published on 31 July 2008): The revised standard is effective for fiscal years beginning on or after 1 July 2009. The amendment addresses two particular situations: the designation of inflation in particular situations and the designation of a one-sided risk in a hedged item. It clarifies that an entity may also designate only part of the changes in the cash flows or fair value of a financial instrument as a hedged item. As there are no hedge relationships effective at Bechtle, applying this revised standards – after subsequent adoption by the EU – is not expected to have any effect on the consolidated financial statements.
- IFRIC 12 – Service Concession Arrangements (published on 30 November 2006): This interpretation is effective for fiscal years beginning on or after 1 January 2008 and governs the accounting for agreements where the public sector contracts with private sector operators for the fulfilment of public tasks. In order to fulfil these tasks, the private sector operators use infrastructure that remains under public control. The private sector operator is responsible for the construction, operation and maintenance of the infrastructure. A subsequent adoption of this interpretation by the EU is not expected to have any effect on Bechtle, as the entities included in the consolidated financial statement are not service concession operators under IFRIC 12.
- IFRIC 15 – Agreements for the Construction of Real Estate (published on 3 July 2008): This interpretation is effective for fiscal years beginning on or after 1 January 2009 and particularly relevant for real estate developers. It governs accounting treatment of real estate sales concluded before construction is complete. In particular, the interpretation clarifies in which cases IAS 11 or IAS 18 should be applied and when their revenue is to be recognised. As Bechtle does not develop nor sell real estate, applying this interpretation – after subsequent adoption by the EU – is not expected to have no effect on the consolidated financial statements.
- IFRIC 16 – Hedges of a Net Investment in a Foreign Operation (published on 3 July 2008): This interpretation is effective for fiscal years beginning on or after 1 October 2008 and addresses issued relating to the hedging of foreign currency risks arising from a net investment in a foreign operation. In particular, the interpretation defines what risks can be hedged, which subsidiary can hold the hedging instrument and how it should be recognised on disposal of the foreign operation. Currently, there are no such hedge relationships effective at Bechtle regarding foreign currency risks arising from net investments in foreign operations. However, such hedging relationships are likely in the future, on account of Bechtle's subsidiaries in Switzerland. Against this background, Bechtle is currently investigating possible consequences from the application of this interpretation – subject to subsequent adoption by the EU.
- IFRIC 17 – Distributions of Non-cash Assets to Owners (published on 27 November 2008): This interpretation is effective for fiscal years beginning on or after 1 July 2009 and provides guidance on distributions of non-cash assets to owners. In particular, the interpretation governs the date when the declaration of a dividend payment is announced and its calculation. The difference between the dividend paid and the carrying amount is to be recognised as expense. Since Bechtle does not currently pay nor plans to pay non-cash dividends, applying this interpretation – after subsequent adoption by the EU – is not expected to have any effect on the consolidated financial statements.

- IFRS 1 (revised) – First-time Adoption of International Financial Reporting Standards (published on 27 November 2008): The revised standard is merely an improved structure to make it easier for the reader to understand, no regulatory changes have been made. The revised standard is effective for fiscal years beginning on or after 1 July 2009 for first-time adopters of IFRS. Consequently, subsequent adoption of the revised standards by the EU will not have any effect on the Bechtle consolidated financial statements.
- Changes to IFRS “Improvements to International Financial Reporting Standards: Annual Improvements Process” (published on 22 May 2008): As part of the annual amendment process, minor and nonurgent changes are collected and published annually in a single omnibus standard. The amendments are primarily concerned with the elimination of inconsistencies between standards and unclear wording. This first omnibus of the 2007 annual amendment process contains 34 changes. It contains changes to the accounting standards as well as terminology and editorial changes. Most of the amendments are effective for fiscal years beginning on or after 1 January 2009. If adopted by the EU, Bechtle does not currently anticipate that the application of these amendments will have any major effect on the consolidated financial statements.
- Update to amendment to IAS 39 and IFRS 7: Reclassification of Financial Assets (published on 27 November 2008). The purpose of this revision of the amendment is simply to clarify the effective dates of the amendment. Consequently, any reclassification made on or after 1 November 2008 will be effective from the date of reclassification. However, reclassifications made before 1 November 2008, may become effective on 1 July 2008 or a later date. Reclassifications cannot be applied retrospectively before 1 July 2008. The application of the initial amendments to IAS 39 und IFRS 7, as previously adopted by the EU, has no effect on the consolidated financial statements, since Bechtle holds no such financial instruments. Consequently, a subsequent adoption of the updated amendments by the EU will have no effect on Bechtle’s consolidated financial statements.

### Consolidation Principles

The financial statements of Bechtle AG and its subsidiaries included in the consolidated financial statements were prepared using uniform group accounting policies. Capital consolidation has been effected by offsetting the carrying amount of participations against the value of the proportionate share of the equity of the subsidiaries at the time of acquisition. Positive differences are recognised as goodwill in accordance with IFRS 3.51, while under IFRS 3.56 (b) negative differences are recognised in the income statement. The consolidated income statement takes into account the earnings of the acquired companies from the date of acquisition, i.e. from the date the group attains control. Inclusion in the consolidated financial statements ends as soon as the parent company relinquishes control.

All intra-group profits and losses, revenues, expenses, income, receivables and liabilities are eliminated on consolidation. The required tax deferrals have been applied to the consolidation processes.

### Consolidated Companies

Bechtle AG, Neckarsulm and all its majority owned and controlled subsidiaries are included in the consolidated financial statements. Directly or indirectly, Bechtle AG owns all the shares in all the consolidated companies.

An overview of the entire shareholding is published in the electronic commercial register along with the annual financial statements of Bechtle AG. An overview of the most important subsidiaries is presented in Appendix A to these Notes.

The companies below have been included in the consolidated financial statements for the first time in this reporting period:

Company	Headquarters	Date of initial consolidation	Acquisition/founding
Comsoft direkt GmbH	Neckarsulm	01.01.08	Founding
Bechtle Printing Solutions AG	Bremgarten, Canton Aargau, Switzerland	18.02.08	Founding
Bechtle Direct Limited	Dublin, Ireland	10.03.08	Founding
BadenData GmbH*	Offenburg	18.03.08	Acquisition
Comsoft direkt GmbH	Vienna, Austria	15.05.08	Founding
MADRAS Computer Vertriebsgesellschaft mbH	Vienna, Austria	30.08.08	Acquisition
Netzwerk Beratung Informationssysteme Duisburg GmbH	Duisburg	09.09.08	Acquisition
SUPPORT EDV-Handelsgesellschaft mbH**	Vienna, Austria	12.09.08	Acquisition
Wrede Systemhaus GmbH	Meschede	18.09.08	Acquisition
Bechtle direct B.V.	Eindhoven, Netherlands	30.12.08	Founding

\* recently renamed Bechtle GmbH

\*\* recently renamed supportEDV GmbH

With the successful entry into the Commercial Register of the exclusion of the PSB AG (recently renamed Bechtle Managed Services AG) minority shareholders on 22 August 2008, Bechtle AG acquired the outstanding 1.7 per cent minority interest in PSB AG. Bechtle AG has thus increased its shareholding in PSB AG from 98.3 per cent as of 31 December 2007 to 100.0 per cent as of 31 December 2008 and the squeeze-out resolution passed by the Annual General Meeting of PSB AG on 16 June 2005 has thus become effective.

With effect from 13 November 2008, Bechtle AG also acquired the outstanding 0.2 per cent minority interest in Buyitdirect.com N.V., Hoofddorp, The Netherlands, and its subsidiary. Bechtle AG has thus increased its shareholding in Buyitdirect.com N.V. from 99.8 per cent as of 31 December 2007 to 100.0 per cent as of 31 December 2008.

On 1 September 2008, TomTech Gesellschaft für EDV und Büroorganisation mbH, Langenselbold was excluded from the group of consolidated companies through sale. TomTech was part of the IT e-commerce segment (Cash generating unit IT e-commerce). Taking into account the total net assets sold (1,873 thousand euros) and expenses for contract execution and performance (200 thousand euros), the deconsolidation resulted in capital gains of 466 thousand euros which was recognised as other operating income. The net assets sold included non-current assets of 478 thousand euros, current assets of 2,252 thousand euros and current liabilities of 857 thousand euros. Non-current assets included goodwill of 297 thousand euros (IAS 36.86). Current assets included primarily inventories (1,083 thousand euros) and trade receivables (815 thousand euros), while current liabilities consisted mainly of trade payables (719 thousand euros). Liquid assets were 37 thousand euros. In the reporting period, part of the sales proceeds was a cash item (1,000 thousand euros),



while the other non-cash portion was recognised as of 31 December 2008 in other current assets with 1,000 thousand euros and in other non-current assets amounting to 549 thousand euros (including 10 thousand euros compound interest for the discounted non-current liability).

### Currency Translation

Bechtle's subsidiaries keep their accounts in their respective local currency. Transactions in foreign currencies are converted at the closing rate on the day of the transaction. On the trade date, monetary assets and liabilities are valued at their closing rate, while non-monetary balance sheet items are converted at the rate on the day of the transaction. Exchange gains and losses arising from exchange rate fluctuations on foreign currency transactions are recognised in profit and loss. In contrast, currency translation differences based on net investments in a foreign business of a subsidiary are recognised under a separate item in the equity outside profit and loss.

Within the framework of the consolidation, assets and liabilities are converted into the functional currency euro at the closing rate in accordance with IAS 21. The revenue and expense accounts are converted at the average rate during the reporting period. Equity is determined on a historical cost basis. Any resulting exchange differences are recognised as a separate item under equity.

Changes in the exchange rates of important currencies in relation to the euro:

	Currency	Closing rate		Average rate	
		2008	2007	2008	2007
Switzerland	CHF	1.49	1.66	1.59	1.64
United Kingdom	GBP	0.96	0.73	0.80	0.68
USA	USD	1.40	1.47	1.47	1.37

### Accounting Policies

#### Goodwill

Goodwill from a company merger is recognised initially at the cost of acquisition, which is presented as the surplus of the cost of acquisition of the merged company over the share of net fair value of the identifiable assets, liabilities and contingent liabilities pursuant to IFRS 3. The goodwill identified in the context of a company merger is a payment that has been made in expectation of future economic benefit from assets that cannot be individually identified or separately assessed.

IFRS 3 stipulated that goodwill is not amortised. Instead it is tested for impairment annually pursuant to IAS 36.

### Other Intangible Assets

Other intangible assets in the Bechtle Group include acquired customer bases, brands, customer-service contracts and acquired and proprietary software.

The value of the **customer bases** is assessed at cost of purchase. The value of the customer base acquired in the context of company acquisitions is assessed in accordance with the anticipated economic benefits. Customer bases are amortised on a straight-line basis over a period whose duration depends on the expected benefit for the company. In principle it is assumed that customer relationships are long-term. The expected period of benefit is between five and ten years.

The value of the **brands** acquired in the context of company acquisitions is assessed corresponding to the resulting economic benefits. Benefit in perpetuity is to be assumed, as in accordance with an analysis of all relevant factors there is no foreseeable limitation of the period in which these brand name rights can prospectively generate net cash flows for the Bechtle Group. Consequently, in accordance with IAS 38 the brand name rights may not be amortised, but are to be tested for impairment at least annually pursuant to IAS 36.

The value of the **customer service contracts** is assessed at cost of purchase. The value of the customer service contracts acquired in the context of the company acquisition is assessed corresponding to the economic benefits that accrue. Customer service contracts are amortised over their respective residual terms corresponding to the benefit resulting from them.

The value of **software acquired** is assessed at the cost of purchase and on a straight-line basis depreciated over a useful life of three to eight years.

**Proprietary software** is capitalised under the conditions of IAS 38 insofar as both the technical realisability and also the marketing of the newly developed products are assured, the Group receives an economic benefit therefrom and either internal use or marketing is foreseen. Capitalisation takes place at cost, which includes all directly attributable, individual costs and reasonable mark-ups for overheads and depreciation. The costs that accrue in the period prior to technical feasibility are recognised immediately as research costs under expenditure. The straight-line depreciation of these capitalised costs occurs from the date of the commercial use of the asset over a useful life of three to five years. The depreciations are recognised under revenue, sales & marketing and administrative costs depending on their origin.

### Property, Plant and Equipment

Property, plant and equipment is measured at cost of purchase less scheduled depreciation. Where necessary, unscheduled impairments are also performed. Scheduled depreciation takes place on a pro rata temporis basis and mainly in accordance with a straight-line method on the basis of the prospective useful life of the asset.

The scheduled depreciation are based on the following assumed useful lives:

Office equipment:	3 – 5 years
Tools and equipment	5 – 20 years
Vehicle fleet:	3 – 6 years
Buildings:	25 – 50 years

Low-value asset of property, plant and equipment are fully depreciated in the year of accrual and recognised as a disposal.

Maintenance costs are recognised on the date on which they are incurred. Interest payable for debt capital is posted under current expenses.

For financing leasing contracts the economic ownership is attributed to the lessee in cases in which the latter bears all risks and opportunities that are associated with the property (IAS 17). In these cases, the respective tangible assets will be capitalised at the cost of purchase or at the lower present value of the minimum lease payments and depreciated on a straight-line basis in accordance with the economic useful life or over the shorter term of the leasing contract.

With operating leasing relationships, the leasing rates or rental payments are recognized as directly expense in the income statement.

#### **Impairment of Assets**

For goodwill as well as other intangible assets with an unlimited useful life, an impairment test is performed at least once a year. In the case of intangible assets with limited useful lives and plant, property and equipment, an impairment test is performed, if events or changes occur that suggest an impairment of value. In the Bechtle Group, the value in use as derived using the discounted cash flow method is generally used to test for impairment. The basis for this is the current budget drawn up by the management for the next three fiscal years. The budget assumptions are respectively adjusted in the light of the latest information. In the process, appropriate assumptions on macro-economic and historical trends are taken into account. The expected growth rates in the relevant markets are generally taken as the basis for the calculation of cash flows.

The depreciation requirement corresponds to the amount by which the carrying amount of the assets exceeds the fair value. Assets that are no longer intended for use in business operations are assessed at their carrying amount or a lower assignable value less costs of disposal. For the purposes of impairment tests on goodwill, these assets must be assigned to their corresponding cash-generating units. In the Bechtle Group, there are two cash generating units that coincide with the two segments "IT system house & managed services" and "IT e-commerce" from segment reporting.

#### **Deferred Taxes**

In accordance with IAS 12, deferred taxes are accumulated on all temporary differences between the carrying amounts in the consolidated balance sheet and the tax valuations of assets and liabilities (liability method) as well as for unused tax losses.

Deferred tax assets for accounting differences as well as for unused tax losses are only recognised insofar as it may be assumed with sufficient probability that these differences will in future lead to the realisation of the corresponding economic advantage. Deferred tax assets are offset against deferred tax liabilities provided that the tax creditor is identical in both cases. The assessment is based on the tax rates applicable in the year of reversal. Changes in the tax rates are taken into consideration, provided that they are adopted.

### Inventories

Merchandise is measured at the average costs of purchase pursuant to IAS 2. Interest on borrowed capital is not capitalised. Where necessary, reductions have been made to the lower net realisable value. These reductions also take into account all remaining inventory risks in addition to loss-free valuation. Insofar as the reasons that led to a write-down of inventories no longer exist, the impairment loss is reversed.

### Financial Instruments

Financial instruments are contracts that result simultaneously in a financial asset for one company and in a financial liability for another. This includes both primary financial instruments (e.g. trade receivables or payables) and derivative financial instruments (transactions to hedge against risks of change in value).

IAS 39 distinguishes between the following categories of financial instruments:

- Assets that are held for trading and recognised as expense at fair value
- Held to maturity investments
- Loans and receivables
- Available for sale financial assets
- Financial liabilities at amortised cost
- Financial assets and liabilities at fair value through profit or loss

Unless otherwise specified, financial instruments are recognised at fair value. The fair value of a primary financial instrument is generally the price obtainable on the market, i.e. the price at which the financial instrument can be traded freely between independent parties within a transaction. As a matter of principle, the purchase and sale of financial assets is recognised as of the settlement date. Loans and receivables are recognised at amortised cost.

Bechtle AG has so far not exercised the option to designate financial assets at their initial recognition as financial assets to be measured at fair value as affecting net income. The Group has thus far opted not to make use of the right of option of designating financial liabilities at their initial valuation as financial liabilities to be measured at fair value as affecting net income.

Derivate financial instruments are generally only used for hedging purposes at Bechtle. The company makes use of interest swaps in order to mitigate the interest rate change risk for financial liabilities resulting from future interest rate fluctuations. Forward exchange transactions are used in individual cases to hedge receivables and liabilities from commercial operations in foreign currencies against the risk of exchange rate fluctuations.

In accordance with IAS 39, all derivative financial instruments in the Bechtle Group are recognised at fair value as per the accounting policy on the settlement date. Fair values are determined with the aid of standardised mathematical models (mark-to-market method) or quoted prices. Gains and losses from the changes in the market values of derivative financial instruments that are not recognised within the framework of hedge accounting, as well as the change in the value of the item, are immediately taken into account in the income statement at their market value. Changes in the market value of the financial derivatives, insofar as they relate to the effective part, are recognised directly in equity in the company's interest swaps to be classified as cash flow hedges, taking account of the accruing deferred taxes. The market value of interest swaps is determined by discounting

the anticipated future payment flows over the residual term of the contract on the basis of the current market interest rates and the yield curve. Ineffective changes in market value are recognised as income or expense in the income statement.

Forward exchange transactions for hedging receivables or payables (= underlying transaction) in a foreign currency are recognised as a fair value hedge. A fair value hedge hedges the fair value of book assets and liabilities. The underlying fair value of a forward exchange contract is determined by means of the market value. Any changes in the fair value of the forward exchange transaction and a change in the market value of the underlying transaction based on the hedged risk are simultaneously recognised at their fair value as affecting net income.

Derivatives used for hedging purposes that do not, however, meet the strict criteria of IAS 39 are recognised in the income statement as held for trading purposes and measured at fair value.

#### **Trade Receivables and other Assets**

Trade receivables and other assets are measured at amortised costs taking into account appropriate reduction for all identifiable individual risks. Non-current liabilities with a residual term of more than one year are discounted on the basis of the corresponding interest rates on the balance sheet date. The general credit risk is, where documentable, also taken into consideration in appropriate valuation allowances.

Impairments of trade receivables are in principle performed via valuation allowance accounts. The decision as to whether a credit risk is taken into consideration through a valuation allowance account or through a direct impairment of the receivable depends on how reliable the assessment of the risk situation as well as the various, possibly country-specific framework conditions. This assessment is the responsibility of the individuals responsible for the portfolio.

Trade receivables in the Bechtle Group consist exclusively of financial instruments. The other assets also include non-financial assets.

#### **Securities**

Securities are generally classified as available for sale and measured at fair value. Changes in the fair value are adjusted directly in equity and only recognised as expense in the event of sale or significant impairment. The fair value is determined on the basis of the market value.

#### **Treasury Shares**

The total costs of the treasury shares acquired are reported openly under a separate item as a reduction in equity. The number of company shares outstanding, i.e. in circulation, is reduced in accordance with the number of treasury shares. The number of floating, i.e. issued shares remains unchanged. In the event of the resale of treasury shares, resulting profits or losses are offset against the capital reserves and recognised directly in equity in compliance with IAS 32.33.

#### **Cash and Cash Equivalents**

Cash and cash equivalents are measured as financial assets at amortised cost. They include the current bank balances and cash on hand as well as short-term financial investments with initial maturities of less than three months from the date of acquisition.

### **Pension Provisions**

Provisions for pensions are shown in the balance sheet and valued in accordance with IAS 19. Here a distinction is to be made between contribution and defined benefit pension plans.

In the case of defined contribution plans, Bechtle has no obligations over and above the regular payment of defined contributions. No actuarial assumptions are therefore required to measure the obligation or expense and no actuarial gains or losses can arise.

In contrast, the obligations arising from the defined benefit plans are to be measured on the basis of actuarial assumptions and calculations taking into account biometric assumptions. Here actuarial gains or losses may arise.

Pursuant to IAS 19.93A, Bechtle consistently recognises all actuarial gains or losses of all defined benefit plans directly in equity, taking into account deferred taxes directly in equity (retained earnings). These actuarial gains or losses are reported in the "Statement of recognised income and expense".

### **Other Provisions**

Other provisions are created where there is a current obligation to third parties arising from a past event. It must be possible to estimate the amount reliably and the balance of probabilities must be that it will result in an outflow of future resources. Provisions are only created for legal and substantive obligations with respect to third parties.

Long-term provisions with a residual term of more than one year are discounted on the basis of the relevant interest rates on the balance sheet date, where the interest rate effect was significant.

### **Trade Payables and other Liabilities**

Liabilities are reported under liabilities at amortised cost. Long-term liabilities with a residual term of more than one year are discounted on the basis of the relevant interest rates on the balance sheet date.

Liabilities from financial leasing are reported under liabilities at the present value from the future minimum leasing rates.

In the Bechtle Group, trade payables exclusively consist of financial instruments. The other liabilities also contain non-financial assets.

### **Accruals and Deferrals**

At Bechtle accruals and deferrals include all revenue and income accruals. These include in particular payments and deferred income on maintenance contracts and warranty services. These are valued in accordance with the services still to be rendered.

### Revenue Recognition

Revenues are realised in the IT system house & managed services and IT e-commerce segments, whereby a distinction is made between services and merchandise.

Revenues are recognised in accordance with IAS 18 after the provision of the service and acceptance by the customer, taking into account sales deductions. Sales deductions, contractual penalties and trade discounts are deducted. At this point, the volume of sales can be reliably measured and there is sufficient probability that the transaction will be of economic benefit.

Revenues and the associated expense are recognised independently of the underlying payment flows.

Maintenance contracts and other deliveries and services billed in advance are adjusted taking into account services already provided over the term.

### Research and Development Costs

With the exception of development costs accruing in connection with the production of software designated for internal use or for sale, there are no significant research and development costs. Please refer to our statement on proprietary software.

### Earnings per Share

Earnings per Share or EPS are calculated in accordance with IAS 33. IAS 33 prescribes the reporting of earnings per share for all companies that have issued ordinary shares. The earnings per share are the earnings accruing to the shareholders of Bechtle AG after tax, divided by the weighted average of the ordinary shares outstanding.

### Key Assumptions and Estimates

The preparation of the consolidated financial statements requires estimates and assumptions on the part of the Executive Board that affect the reported amount of assets, liabilities, income and expense in the consolidated financial statement as well as the disclosure of other financial liabilities and contingent liabilities. Reasonable allowance is made for existing uncertainties when calculating values. The actual earnings may, however, differ from these estimates. All estimates and assumptions are made to the best of our knowledge and belief in order to provide a true and fair picture of the earnings, assets, financial position of the Group.

The most important future-based assumptions as well as other significant sources of uncertainty in the estimates existing on the balance sheet date, as a result of which there is a considerable risk that it will be necessary to make a significant adjustment to carrying amounts of assets and liabilities within the next fiscal year, are explained below.

The impairment test for **goodwill, other intangible assets and property, plant and equipment** requires estimates of future cash flows from assets or the cash generating unit to determine the value in use as well as the selection of an appropriate discount rate to determine the present value of these cash flows. For estimates of future cash flows, long-term income forecasts are to be made in the context of economic setting and the development of the industry.

The scheduled depreciation of **property, plant and equipment** requires estimates and assumptions when determining the standardised useful life of assets for the Group as a whole.

Relevant assessments are required to measure the **deferred tax** assets and liabilities of the Group. In particular, the deferred tax assets on unused tax losses require estimates of the amount and dates of future taxable income as well as the future tax planning strategies. If there is doubt about the feasibility of the unused tax losses, these are not recognised or adjusted.

**Inventories** include valuation allowances to the lower net realisable value. The amount of the valuation allowances requires estimates and assumptions about the sales revenues likely to be generated.

In the case of bad **debts**, valuation allowances are made in order to account for expected losses resulting from customers' inability to pay. The structure of due dates for the net claims, experience of the derecognition of debts in the past, an estimate of the customer's creditworthiness as well as changes in payment performance form the basis for the assessment of the appropriateness of valuation allowances on bad debt.

The valuation of **pension obligations** is based on assumptions about the future development of certain factors. These factors include, among others, actuarial assumptions such as, for example, the discount rate, expected increases in the value of plan assets, expected salary and pension increases, mortality rates and the earliest retirement age. Due to the long-term nature of such plans, such estimates are subject to considerable uncertainties.

The recognition and valuation of **provisions** are connected with estimates to a significant extent. The assessment of the quantification of the possible sum of payment obligations is based on the respective situation and circumstances. Provisions are created for obligations where there is a risk of losses, losses are probable and their sum can be reliably estimated.

To determine whether an agreement constitutes a **leasing relationship**, it is necessary to assess whether the fulfilment of the contractual agreement depends on the use of a certain asset or certain assets and on whether the agreement grants the right to use the asset.



### III. FURTHER EXPLANATORY NOTES ON THE INCOME STATEMENT

#### (1) Revenues

The trade receivables charged to customers – less sales reductions and discounts – are stated under the revenues in the amount of 1,431,462 thousand euros (2007: 1,383,453 thousand euros).

Revenues are broken down by business segments and regions on the basis of segment reporting (Item VII).

#### (2) Classification of Expenses

in th. euros	Sales costs		Distribution costs		Administration costs	
	2008	2007	2008	2007	2008	2007
Material costs	1,079,543	1,057,410	0	0	0	0
Personnel expenses	100,447	97,185	67,116	61,591	50,147	44,477
Depreciation	6,206	6,057	4,001	3,982	3,703	3,462
Other operating expenses	27,135	27,469	19,338	15,782	21,859	19,297
<b>Total costs</b>	<b>1,213,331</b>	<b>1,188,121</b>	<b>90,455</b>	<b>81,355</b>	<b>75,709</b>	<b>67,236</b>

Other operating expenses mainly consist of expenses for office and building rent, vehicle expenses, communication expenses, and other expenses incurred within the scope of normal business operations.

#### (3) Other Operating Income

The other operating income was as follows:

in th. euros	2008	2007
Marketing allowances and other remuneration to suppliers	4,057	7,006
Revenue from currency conversion differences	1,564	773
Adjustment payments in connection with claims to construction contract services	700	0
Revenue from forward exchange transactions (without a qualified/designated hedging relationship)	501	0
Profit from the sale/deconsolidation of TomTech	466	0
Revenue from the disposal of property, plant and equipment assets and intangible assets	183	465
Revenue from operating a photovoltaic system	176	0
Revenue from the sale of non-current assets held for sale	0	1,936
Compensation payments in connection with a resolved legal dispute	0	650
Others	615	682
<b>Other operating revenue</b>	<b>8,262</b>	<b>11,512</b>

Under consideration of the currency translation expenses recorded under cost of revenue, distribution expenses, and administration expenses, the net expenses in the reporting period amounted to 535 thousand euros (prior year: income of 202 thousand euros).

The remaining other operating income essentially contains insurance payments, cost transfers as well as income from account consolidation.

#### (4) Financial Income and Financial Expenditure

As in the prior year, the financial income of 1,987 thousand euros (prior year: 1,263 thousand euros) consisted exclusively of interest income. The financial expenditure of 683 thousand euros (prior year: 510 thousand euros) contains interest costs of 278 thousand euros (prior year: 510 thousand euros) and valuation allowances (IAS 39.67) on available for sale securities of 405 thousand euros.

#### (5) Income Taxes

The paid and due taxes on income and earnings as well as deferred tax accruals are recognised as taxes on income.

The taxes expense in the reporting period was as follows:

in th. euros	2008	2007
Paid or due taxes		
Germany	12,542	14,472
Other countries	3,169	3,181
Deferred taxes		
from valuation differences in terms of time	-73	-1,014
from losses brought forward	467	1,408
<b>Income taxes</b>	<b>16,105</b>	<b>18,047</b>

The reconciliation of the actual tax expenses and the amount that applies taking into account a weighted domestic and foreign tax rate of around 27 per cent (prior year: 33 per cent) on the profit before taxes income for the reporting year is as follows:

in th. euros	2008	2007
Earnings before taxes	61,533	59,006
<b>Expected tax expense</b>	<b>16,453</b>	<b>19,416</b>
Disposal of goodwill	-373	0
Tax-free capital gains	-314	0
Tax rate change for deferred taxes	-45	-1,320
Tax expense of earlier years	0	52
Tax revenue of earlier years	-360	-114
Non-deductible expenses	646	500
Addition of deferred taxes assets	-532	-793
Depreciation/disposal of deferred tax assets	563	404
Others	67	-98
<b>Actual tax expense</b>	<b>16,105</b>	<b>18,047</b>

### (6) Earnings per Share

The following table shows the calculation of the result after tax with minority shares per ordinary share:

	2008	2007
Earnings after taxes (in th. euros)	45,428	40,959
of which: shares held by minorities (in th. euros)	56	62
<b>of which: shares held by Bechtle AG shareholders (in th. euros)</b>	<b>45,372</b>	<b>40,897</b>
Average number of shares (number)	21,164,950	21,200,000
<b>Earnings per share (euros)</b>	<b>2.1438</b>	<b>1.9291</b>

The earnings per share was calculated in accordance with IAS 33 on the basis of the earnings after taxes without minority shares and the average number of shares in circulation in the reporting period. Treasury shares correspondingly reduce the number of shares in circulation. The undiluted earnings per share are identical with the diluted earnings per share.

## IV. FURTHER EXPLANATORY NOTES ON THE BALANCE SHEET

### (7) Goodwill

The table below shows individual changes to goodwill in the reporting period as well as its allocation to both cash generating units.

in th. euros	IT system house & managed services	IT e-commerce	Group
<b>Cash-Generating Unit</b>			
<b>Situation as of 01.01.2008</b>	<b>72,920</b>	<b>26,989</b>	<b>99,909</b>
<b>Additions from acquisitions (IFRS 3.51)</b>	<b>3,433</b>		<b>3,433</b>
BadenData GmbH	100		
Madras Computer Vertriebsgesellschaft mbH	38		
Netzwerk Beratung Informationssysteme Duisburg GmbH	6		
Support EDV-Handelsgesellschaft mbH	1,558		
Wrede Systemhaus GmbH	1,731		
<b>Deconsolidation</b>		<b>-297</b>	<b>-297</b>
TomTech Gesellschaft für EDV und Büroorganisation mbH		-297	
<b>Acquisition of outstanding shares</b>	<b>389</b>		<b>389</b>
PSB AG für Programmierung und Systemberatung	389		
<b>Differential on currency translation (IAS 21.47)</b>	<b>1,146</b>	<b>1,243</b>	<b>2,389</b>
<b>Situation as of 31.12.2008</b>	<b>77,888</b>	<b>27,935</b>	<b>105,823</b>

To date, impairment tests on goodwill in accordance with IAS 36 have not shown a need for a write-down either for the "IT system house & managed services" cash-generating unit or for the "IT e-commerce" cash-generating unit.

The values in use calculated as part of the impairment test for goodwill were based on discount rates of between 8.4 and 8.8 per cent (prior year: 7.9 to 8.8 per cent), which correspond to the required return on investment and/or capital costs in the Bechtle Group. The applied cash flow forecasts are based on individual revenue and cost budgets approved by the management. To be on the safe side, the growth rates for years in the more distant future have been calculated in a very riskaverse way with values close to 0 per cent. The values in use determined in the reporting period exceed the balanced goodwill by a wide margin. By means of sensitivity analyses we have established that, even in the event of key assumptions differing within a realistic framework, there would be no need for an impairment of goodwill.

Further details on the goodwill generated in the fiscal year from acquisitions as well as the detailed purchase price allocations can be found in Item VIII "Acquisitions".

Furthermore, a statement of changes in goodwill is given in Appendix B and C to the notes.

### (8) Other Intangible Assets

in th. euros	31.12.2008	31.12.2007
Customer bases	12,957	12,383
Brands	2,879	3,187
Customer service contracts	286	475
Proprietary software	67	100
Acquired software	3,370	3,069
<b>Other intangible assets</b>	<b>19,559</b>	<b>19,214</b>

The brands have an unlimited useful life and are allocated to the cash-generating unit IT e-commerce. In the reporting period, an impairment amounting to the full book value of 600 thousand euros (IAS 36) has been recognised for the Dutch brand *Artikona* under depreciation and amortisation and thus under operating expenses, as this brand will no longer be used due to a name change and therefore will no longer contribute to the cash flow. In contrast, the value of the other brands is not impaired in any way.

By means of sensitivity analyses we have established that, even in the event of key assumptions differing within a realistic framework, there would be no need for an impairment of brands. The discount rate applied for the determination of the utilisation value of the brands within the scope of the impairment tests reflects the asset-specific risks.

	2008
<b>Customer Bases</b>	
Carrying amount (31.12.2008)	12,957
Remaining useful life (weighted average)	3.5 years
Accumulated depreciation by budgeted amounts	14,110
Accumulated impairment as per IAS 36	269
Differential on currency translation of accumulated depreciation	670
Scheduled depreciation 2008	3,375

The statement of changes in other intangible assets is given in detail in Appendix B and C to the notes.

**(9) Property, Plant and Equipment**

in th. euros	31.12.2008	31.12.2007
Property and buildings	5,786	4,202
Other equipment, furniture, fixtures and fittings	16,419	15,336
Plant and machinery	0	25
Advance payments and construction in progress	1,553	0
<b>Property, plant and equipment</b>	<b>23,758</b>	<b>19,563</b>

The plants recognised in the prior year under Plant and machinery were reassigned in the fiscal year to Other equipment, furniture, fixtures and fittings for reasons of materiality. There has been only negligible extraordinary depreciation on property, plant and equipment.

On the balance sheet date, there were contractual liabilities for the purchase of property, plant and equipment in the amount of 858 thousand euros in connection with plants under construction.

Leased assets worth 6 thousand euros (prior year: 113 thousand euros) are included under equipment as of 31 December 2008 in accordance with IAS 17.20 or IAS 17.25 (finance leases). On 31 December 2008, the present value of future minimum lease payments totalled 6 thousand euros (prior year: 126 thousand euros). In the fiscal year 2009, lease payments in the amount of 6 thousand euros will fall due (prior year: 121 thousand euros). The present value of these payments is 6 thousand euros (prior year: 119 thousand euros). Since no more leasing payments are due in the medium term (prior year: 7 thousand euros), the corresponding present value is 0 thousand euros (prior year: 7 thousand euros).

Following expiry of the basic term, which in principal corresponds to 60 per cent of the useful life of the leased objects, the lessee may purchase the leased object or extend the term of the lease. Following expiry of the basic term, the lessor is entitled to sell the leased object. Some 90 per cent of the proceeds of the sale is to be counted towards the remaining liability of the lessee.

The statement of changes in property, plant and equipment is shown in detail in Appendix B and C to the notes.

### (10) Deferred Taxes

Deferred tax assets and liabilities on hand are shown below. In addition to changes in the current year, these also include deferred taxes to be recorded in the context of the initial consolidation of acquired companies, as well as tax effects from changes in equity recognised directly in equity.

in th. euros	31.12.2008	31.12.2007
Unused tax losses	2,734	3,225
Pension provisions	1,668	1,056
Property, plant and equipment	243	231
Other provisions	102	190
Other assets	109	0
<b>Deferred tax assets prior to valuation allowances</b>	<b>4,856</b>	<b>4,702</b>
Valuation allowances	160	241
<b>Deferred tax assets</b>	<b>4,696</b>	<b>4,461</b>

in th. euros	31.12.2008	31.12.2007
Goodwill	5,755	4,912
Customer bases	3,059	2,667
Brands	527	600
Property, plant and equipment	571	492
Provisions	361	398
Inventories	623	313
Receivables	421	210
Investments	136	160
Customer service contracts	75	125
Loans	0	129
Other	30	96
<b>Deferred tax liabilities</b>	<b>11,558</b>	<b>10,102</b>

Valuation allowances are made to the carrying amount of deferred tax assets if the realisation of the expected gains from deferred taxes is not sufficiently probable. The estimate made for this purpose may be subject to changes in the course of time, which may lead to a reversal of valuation allowances in subsequent periods. The valuation allowance in the amount of 160 thousand euros (prior year: 241 thousand euros) relates to deferred tax assets from unused tax losses.

The applicable tax rates of the respective company in the year of the reversal are stated for the accrual/deferral of deferred taxes in Germany and in other countries.

The unused tax losses as at 31 December 2008 on which deferred tax assets have been based, concern domestic and foreign subsidiaries. Domestic unused tax losses include unused corporation tax losses of 1,338 thousand euros (prior year: 3,494 thousand euros) as well as trade unused tax losses of 5,390 thousand euros (prior year: 9,793 thousand euros). Some 10,646 thousand euros (prior year: 13,016 thousand euros) are attributable to losses of foreign subsidiaries.

Domestic unused tax losses are considered unlimited in accordance with the current fiscal provisions. The limited use of the loss offset options (minimum taxation) under German tax law has been taken into account in the assessment of the impairment of deferred tax assets on unused tax losses. Unused tax losses abroad expire in part after five years.

Deferred taxes amounting to 1,535 thousand euros (prior year: 1,135 thousand euros) on the assets side on unused tax losses of 6,275 thousand euros (prior year: 4,648 thousand euros) were not capitalised, as the tax claims are not expected to be realised in the near future.

As of 31 December 2008, as in the prior year, no deferred tax liabilities were recognised for taxes on non-transferred earnings of subsidiaries of Bechtle, either because these earnings are not taxable or because they are to be reinvested for an indefinite term.

Temporary differences in connection with interests in subsidiaries for which no tax liabilities were recognised amounted to a total of 5,558 thousand euros (prior year: 2,011 thousand euros).

### (11) Inventories

The company's inventories consist almost exclusively of merchandise.

in th. euros	31.12.2008	31.12.2007
Inventories, gross	53,972	49,084
Valuation allowances	1,854	2,267
<b>Inventories</b>	<b>52,118</b>	<b>46,817</b>

The carrying amount of value adjusted inventories came to 3,387 thousand euros as of 31 December 2008 (prior year: 5,816 thousand euros).

### (12) Trade receivables

in th. euros	31.12.2008		31.12.2007	
	short-term	long-term	short-term	long-term
Trade receivables, gross	191,218	366	191,995	264
Valuation allowances	2,816	0	2,683	0
<b>Trade receivables</b>	<b>188,402</b>	<b>366</b>	<b>189,312</b>	<b>264</b>



The maturity structure of the short-term trade receivables on the balance sheet date is as follows:

in th. euros	Carrying amount	Individually adjusted in full or in part	Valuation allowance	Consolidated individual value adjustment	Not overdue and not value-adjusted	Overdue				
						less than 30 days	between 31 and 60 days	between 61 and 90 days	between 91 and 180 days	between 181 and 360 days
<b>31.12.2008</b>										
Trade receivables	<b>188,402</b>	1,155	1,074	1,742	134,440	48,185	5,334	1,597	507	0
<b>31.12.2007</b>										
Trade receivables	<b>189,312</b>	1,129	979	1,704	128,591	50,184	9,001	1,786	1,238	66

The company allows the time for payment usual in the industry and country. With respect to trade receivables that are neither impaired nor overdue, there is no evidence as of the balance sheet date to suggest that the debtors will not meet their payment obligations.

The company's receivables are not collateralised. The company thus bears the risk that bad debts equal to the carrying amounts of the receivables could be incurred. In the past, the company has had to tolerate bad debts of minor significance on the part of individual customers or customer groups. In order to cover the general credit risk, appropriate valuation allowances are performed based on past experience.

The following is a statement of changes in valuation allowances on trade receivables:

in th. euros	2008	2007
<b>Situation of valuation allowances as of 1 January</b>	<b>2,683</b>	<b>2,430</b>
Exchange differences/Consolidation	44	39
Transfers (Expenses for valuation allowances)	805	732
Utilisation	203	287
Dissolutions	513	231
<b>Situation of valuation allowances as of 31 December</b>	<b>2,816</b>	<b>2,683</b>

The total sum of the transfer in the amount of 805 thousand euros (prior year: 732 thousand euros) is composed of transfers for individual valuation allowances amounting to 501 thousand euros (prior year: 456 thousand euros) and lumpsum individual valuation allowances of 304 thousand euros (prior year: 276 thousand euros).

The immediate derecognition of trade receivables resulted in expenses in the amount of 392 thousand euros (prior year: 317 thousand euros). There is only negligible income from the recovery of derecognised receivables.

In accordance with the requirements of IFRS 7, trade receivables are, as in the prior year, allocated in full to the category "Trade receivables".

### (13) Securities

Securities are classified as “available for sale” and hence as non-derivative financial assets. They are to be measured at fair value, quoted and market value in accordance with IAS 39.

in th. euros	31.12.2008	31.12.2007
Cost of purchase	743	1,999
<b>Quoted and market value</b>	<b>338</b>	<b>1,929</b>
Unrealised losses	-405	-106
Deferred interest	0	36

The unrealised losses on securities were recognised in the income statement for the first time in the fiscal year under financial expenditure (IAS 39.67).

In accordance with requirements of IFRS 7, securities are, as in the prior year, allocated in full to the category “Securities”.

### (14) Other Assets

The other assets consist of the following:

in th. euros	31.12.2008		31.12.2007	
	current	non-current	current	non-current
Refunds and other receivables from suppliers	10,358	0	9,989	0
Receivables from a leasing company	3,158	0	0	0
Receivables from the sale of Tomtech	1,000	549	0	0
Labour procurement reserves (blocked account in Switzerland)	0	823	0	768
Loan extended to a leasing company	0	793	0	818
Rental deposits	460	316	459	248
Due from staff	102	67	50	80
Insurance refunds	84	0	151	0
Employer contribution reserve	51	0	144	0
Unrealised gains from financial derivatives	0	0	79	0
Receivables from the sale of intangible assets	0	0	121	0
Other	388	16	319	32
<b>Total financial instruments</b>	<b>15,601</b>	<b>2,564</b>	<b>11,312</b>	<b>1,946</b>
Deferred income	1,356	0	731	0
Advance payments	1,065	0	848	0
Social security claims	974	0	373	0
VAT accruals	191	0	131	0
Claims from other taxes	223	0	0	0
<b>Total miscellaneous assets</b>	<b>3,809</b>	<b>0</b>	<b>2,083</b>	<b>0</b>
<b>Other assets</b>	<b>19,410</b>	<b>2,564</b>	<b>13,395</b>	<b>1,946</b>

The company’s assets are not collateralised. The company therefore bears the risk that bad debts equal to the carrying amounts of the receivables could be incurred.

The financial instruments included under other current assets have the following due dates on the respective balance sheet date:

in th. euros	Carrying amount	Not overdue	Overdue					
			less than 30 days	between 31 and 90 days	between 91 and 180 days	between 181 and 360 days	over 360 days	
<b>31.12.2008</b>								
Financial instruments	<b>15,601</b>	15,362	148	43	40	6	2	
<b>31.12.2007</b>								
Financial instruments	<b>11,312</b>	10,243	921	148	0	0	0	

As of the balance sheet date there is no evidence to suggest that debtors of assets not overdue will not meet their payment obligations.

In accordance with requirements of IFRS 7, the financial instruments included under other assets have been allocated in full to the category "Other financial assets". In the prior year 13,179 thousand euros were allocated to the category "Other financial assets" and 79 thousand euros to the category "Financial derivatives".

### (15) Cash and Cash Equivalents

The cash and cash equivalents in the amount of 77,300 thousand euros (prior year: 52,300 thousand euros) include current bank balances and cash on hand as well as short-term financial investments with initial maturities of less than three months from the date of acquisition.

In accordance with requirements of IFRS 7, cash and cash equivalents are allocated in full to the category "Cash and cash equivalents".

## (16) Equity

The changes in Group equity can be seen in the following statement of changes in equity.

in th. euros	Issued capital	Capital reserves	Revenue reserves		Treasury shares	Equity without minority shares	Minority shares	Total equity
			Accrued profits	Change in equity recognised directly in equity				
<b>Equity as of 1 January 2007</b>	<b>21,200</b>	<b>143,454</b>	<b>90,826</b>	<b>-6,555</b>	<b>0</b>	<b>248,925</b>	<b>289</b>	<b>249,214</b>
Profit distribution for 2006			-10,600			-10,600		-10,600
Earnings after taxes			40,897			40,897	62	40,959
Revenue and expenses directly recognised in equity				-3,111		-3,111		-3,111
Changes to consolidated companies						0	3	3
<b>Equity as of 31 December 2007</b>	<b>21,200</b>	<b>143,454</b>	<b>121,123</b>	<b>-9,666</b>	<b>0</b>	<b>276,111</b>	<b>354</b>	<b>276,465</b>
<b>Equity as of 1 January 2008</b>	<b>21,200</b>	<b>143,454</b>	<b>121,123</b>	<b>-9,666</b>	<b>0</b>	<b>276,111</b>	<b>354</b>	<b>276,465</b>
Profit distribution for 2007			-12,720			-12,720		-12,720
Earnings after taxes			45,372			45,372	56	45,428
Revenue and expenses directly recognised in equity				4,933		4,933		4,933
Acquisition of own shares					-2,247	-2,247		-2,247
Acquisition of outstanding minority shares						0	-410	-410
<b>Equity as of 31 December 2008</b>	<b>21,200</b>	<b>143,454</b>	<b>153,775</b>	<b>-4,733</b>	<b>-2,247</b>	<b>311,449</b>	<b>0</b>	<b>311,449</b>

## Issued Capital

As of 31 December 2008, the share capital of Bechtle AG consisted of 21,200,000 issued ordinary shares each with a nominal value of 1.00 euro. Each share confers one vote. The share capital has thus remained unchanged with respect to 31 December 2007.

The number of outstanding shares has been reduced to 20,990,500 shares as of 31 December 2008 (prior year: 21,200,000 shares) by the buyback of treasury shares. In the reporting period, the weighted average number of outstanding shares determined pursuant to IAS 33 was 21,164,950 shares (prior year: 21,200,000 shares).

## Authorised and Contingent Capital

In accordance with § 4 (3) of Bechtle AG's articles of incorporation, the Executive Board is authorised up to 10 June 2009 to increase the company's ordinary share capital by up to 10,600 thousand euros (authorised capital) with the consent of the Supervisory Board by issuing new, non-par bearer shares.

Capital increases may be against cash contributions and/or contributions in kind. The Executive Board is authorised to exclude the subscription right of shareholders for maximum amounts with the consent of the Supervisory Board. The Executive Board is moreover authorised to exclude the subscription right with the consent of the Supervisory Board, provided (1st scenario) the capital increase against contributions in kind is for the acquisition of companies or investments in companies

or (2nd scenario) the capital increase is against cash contributions, does not exceed ten per cent of the ordinary share capital on the date of issue and the issue price is not significantly below the quoted price or (3rd scenario) the capital increase is for the issue of employee shares and the proportional sum does not exceed ten per cent of the ordinary share capital on the date of issue.

The Executive Board is authorised to lay down further particulars for carrying out capital increases from the authorised capital with the consent of the Supervisory Board.

By way of a resolution adopted at the Annual General Meeting on 1 June 2001, the ordinary share capital was increased on a contingent basis by up to the nominal amount of 2,000 thousand euros by issuing 2,000,000 new shares with participating rights at the beginning of the year. The contingent capital is solely aimed at satisfying the subscription rights that were granted as part of the share option plan 2001/2008 in accordance with the resolution adopted at the Annual General Meeting on 1 June 2001 and shall, insofar, only be implemented if subscription rights are granted as part of the share option plan 2001/2008 and the holders of such subscription rights make use of them (**Contingent Capital 2001**).

Such subscription rights or share options did not exist in the fiscal years 2007 and 2008 and will not be issued in the future. Therefore, the company intends to cancel the contingent capital in 2009.

### Capital Reserve

The capital reserve mainly contains the offering premium (Agio) from the capital increases, and compared with the figure as of 31 December 2007 is unchanged at 143,454 thousand euros.

### Retained Earnings

#### Accrued Profits

At the Annual General Meeting of 17 June 2007, a resolution was passed to distribute a dividend of 0.60 euro for each individual share certificate for the 2007 fiscal year (dividend sum: 12,720 thousand euros). The dividend was paid on 18 June 2008.

Dividends may only be drawn from the company's retained earnings and revenue reserves as recognised in Bechtle AG's German financial statements. These amounts vary from the total equity compared with the figures stated in the consolidated financial statements in accordance with IFRS. The commitment to distribute future dividends is jointly proposed by the Executive Board and the Supervisory Board and voted on at the Annual General Meeting. The determining factors include, in particular, profitability, financial situation, capital requirements, business prospects as well as the general economic circumstances of the company. Since the company's strategy is geared toward internal and external growth, investments will be required that should – where possible – be financed internally. The Executive Board has decided to propose to the Supervisory Board and the Annual General Meeting that the retained profits for the fiscal year 2008 in the amount of 12,720 thousand euros be used to distribute a dividend of 0.60 euro per participating individual share certificate and to carry forward the dividend accruing to the treasury stock held by the company on the date of Annual General Meeting to a new account.

The retained earnings recognised in the annual financial statement of Bechtle AG prepared in accordance with German commercial law developed in the last fiscal year as follows:

in th. euros	
<b>Retained earnings as of 1 January 2008</b>	<b>12,720</b>
Distribution of dividends	-12,720
<b>Profit brought forward</b>	<b>0</b>
Earnings after taxes 2008	22,158
Allocation to reserves for treasury shares	-2,247
Allocation to other revenue reserves	-7,191
<b>Retained earnings as of 31 December 2008</b>	<b>12,720</b>

### Accumulated Earnings Recognised Directly in Equity

On the balance sheet date, the accumulated earnings recognised directly in equity were as follows:

in th. euros	31.12.2008	31.12.2007
Actuarial pension scheme gains and losses	-9,586	-5,548
Deferred taxes	1,882	1,091
Unrealised losses from securities	0	-106
Deferred taxes	0	27
Unrealised losses/profits from financial derivatives	-369	79
Deferred taxes	98	-21
Currency conversion differences from net investments in foreign business operations	-841	353
Deferred taxes	66	0
Currency conversion differences	4,017	-5,541
<b>Accumulated earnings recognised directly in equity</b>	<b>-4,733</b>	<b>-9,666</b>

### Treasury Shares

On 9 October 2008, the Executive Board of Bechtle AG decided to buy back up to 2.12 million own shares via the stock market (Xetra). The basis for the share buyback is the decision of the Annual General Meeting of 17 June 2008 that empowers the company under § 71 (1) no. 8 AktG to buy back up to ten per cent of equity in circulation on the date of the aforesaid resolution by 16 November 2009.

The acquisition of own shares by the company is conducted via the stock exchange or in the context of a public offering by the company. The cash value paid by the company per share may not be more than ten per cent above or below the average closing price for the shares in Xetra trading on the last five trading days prior to the buyback of the company's own shares, or in the case of a public offering, prior to the day of publication of the offer.

The authorisation has been exclusively issued for the following purposes: for the use of treasury shares to finance acquisitions; to change the capital structure of the company; for recalling shares; for issuing the shares of the company on foreign stock exchanges on which they have not been previously traded. For the rest, the buyback and use of treasury shares must comply with the conditions of the Annual General Meeting resolution.

In the reporting period, 209,500 treasury shares were bought back (prior year: 0 shares), meaning that as of 31 December 2008, the company held 209,500 treasury shares (prior year: 0 shares) and hence 0.99 per cent or 210 thousand euros of the equity. The valuation is performed on the basis of the total costs of the treasury shares bought back, which, given an average purchase price per share of 10.70 euros, totalled 2,247 thousand euros including transaction costs in the amount of 6 thousand euros. No treasury shares were sold during the reporting period.

### Minority Shares

As previously mentioned in the "Consolidated companies" section, Bechtle AG acquired all outstanding minority shares (1.7 per cent of the shares) in PSB AG. The purchase price was 795 thousand euros.

Prior to this acquisition, 56 thousand euros of the after tax earnings of PSB AG was apportionable during the reporting period to the minority interest in PSB AG already existing as of 31 December 2007 (350 thousand euros). Goodwill was increased by 389 thousand euros; the amount by which the nominal value of the minority interest exceeded the purchase price (406 thousand euros).

In addition, in the reporting period Bechtle AG acquired the outstanding minority shares (0.2 per cent of the shares) in Buyitdirect.com N.V. against payment of a purchase price equal to the balance sheet value of the minority shares (4 thousand euros). This did not result in a change in goodwill.

Hence, on 31 December 2008 no minority interests remained on the balance sheet (31 December 2007: 354 thousand euros).

### Capital Management

At 62.8 per cent, the equity ratio (equity in relation to the balance sheet total) at Bechtle (prior year: 61.2 per cent) shows a solid equity structure. The aim of Bechtle's capital management is to retain a strong equity base, in order to earn the trust of investors, creditors and the market, and facilitate future internal and external growth.

The Group controls its capital structure, and makes adjustments, in line with changes in the underlying economic conditions. To maintain or adjust the capital structure, the Group may adjust the dividend payments to the shareowners or issue new shares or buy back existing shares. As of 31 December 2008 or by 31 December 2007, no changes had been made to the goals, guidelines and procedures.

### (17) Pension Provisions

With the exception of the pension plans for Bechtle Holding Switzerland AG, Rotkreuz, Switzerland, and its subsidiaries, and at Bechtle Onsite Services GmbH, Neckarsulm, there are no defined benefit pension plans in place at the Bechtle Group.

#### Bechtle Holding Schweiz AG and Subsidiaries

Although the pension plans of Bechtle Holding Schweiz AG and its subsidiaries are contractually defined as defined contribution plans, they are to be shown in the balance sheet as defined benefit plans in accordance with IAS 19 because a financial contribution by the company cannot be excluded in the event of deficient cover.

Due to lacking information on the part of the Group of independent pension institutions (group insurers), in accordance with IAS 19.30 the pension plans were not stated as defined benefit plans up until 31 December 2005.

The "Bechtle Pension Fund", which is part of the group of independent funds and has its registered office in Rotkreuz, has been in place since 1 January 2006 for the companies of Bechtle Holding Switzerland AG located in Switzerland. It is a foundation within the meaning of Article 80 et seq. of the Swiss Civil Code, Article 331 et seq. of the Swiss Law of Obligations and Article 48 et seq. of the Swiss Federal Law on Occupational Old-Age, Survivors and Invalidity Pensions (BVG). The subsidiaries of Bechtle Holding Schweiz AG that are not domiciled in Switzerland are insured via external state (those in Germany, France and Austria) and private (Netherlands) pension funds. The Bechtle Pension Fund means that the necessary transparency has been in place since 1 January 2006 to show pension plans in the balance sheet as defined benefit plans pursuant to IAS 19.48 et seq. To this end, actuarial reports have been prepared regularly since 1 January 2006.

As of 31 December 2007, comparison of the projected assets (32,685 thousand euros) and the defined benefit obligation (37,992 thousand) yielded insufficient cover and a net obligation to be shown in the balance sheet of 5,307 thousand euros, which was duly recognised as a pension provision. This net obligation shown in the balance sheet was attributable to actuarial losses of 5,616 thousand euros that were recognised directly in equity (retained earnings) in accordance with IAS 19.93A after taking deferred taxes into account.

In the course of the reporting period, further actuarial losses of 3,629 thousand euros were accrued. Taking into account currency translation differences of 851 thousand euros, the actuarial losses stated in retained earnings as of 31 December 2008 were 9,736 thousand euros less deferred tax assets in the amount of 1,922 thousand euros.

During the reporting period, the employer's contributions paid exceeded the net pension payments recognised as affecting net income by 910 thousand euros, which was recognised accordingly as a reduction in personnel expenses and hence of the operating expenses.

After taking into account other currency translation differences of -95 thousand euros, the total net obligation to be shown in the balance sheet as of 31 December 2008, and hence the pension provisions thus amounted to 8,422 thousand euros.



### Bechtle Onsite Services GmbH

The pension obligations of Bechtle Onsite Services GmbH, Neckarsulm, are attributable to a subsidiary take-over as of 1 October 2005, and were initially stated in the Bechtle Group balance sheet as of 31 December 2005 on the basis of an actuarial expert opinion.

The obligations of this defined benefit pension plan are treated as direct commitments without drawing on of reserves. This is a reserve-financed pension system that is not fund-supported. For valuation purposes, actuarial expert opinions are prepared regularly. As of 31 December 2007, the pension provisions shown in the balance sheet were 468 thousand euros. The actuarial gains amounted to 68 thousand euros (deferred tax liabilities: 18 thousand euros).

As of 31 December 2008, the pension provisions fell by 31 thousand euros to 437 thousand euros. A reduction of 82 thousand euros was recognised directly in equity as an actuarial gain (passive deferred taxes: 22 thousand euros) while 51 thousand euros was recognised under expenses.

In total, as of 31 December 2008, the pension obligations of Bechtle Onsite Services GmbH and of Bechtle Holding Schweiz AG and subsidiaries stated in the consolidated balance sheet came to 8,859 thousand euros.

The reconciliation statement for the present value of the benefit-orientated liabilities is composed as follows:

in th. euros	2008	2007
<b>Present value of defined benefit obligation as of 01.01.</b>	<b>38,460</b>	<b>39,363</b>
Ongoing work time expenses (for pension entitlements earned in the reporting period)	1,654	1,792
Interest cost (for pension entitlements earned in the reporting period)	1,444	1,206
Employee contributions	1,719	1,771
Actuarial gains/losses	-2,473	-490
Company mergers	0	1,770
Paid pension benefits	-5,212	-5,812
Currency translation differences	4,100	-1,140
<b>Present value of defined benefit obligation as of 31.12.</b>	<b>39,692</b>	<b>38,460</b>

The fair value of the projected assets are transferred as follows:

in th. euros	2008	2007
<b>Fair value of projected assets as of 01.01.</b>	<b>32,685</b>	<b>33,979</b>
Expected revenue from projected assets	1,547	1,408
Employee contributions	1,719	1,771
Employer contributions	2,410	2,287
Actuarial gains/losses	-5,660	-1,460
Company mergers	0	1,504
Paid pension benefits	-5,212	-5,812
Currency translation differences	3,344	-992
<b>Fair value of projected assets as of 31.12.</b>	<b>30,833</b>	<b>32,685</b>

The following table shows the reconciliation statement for the pension provisions recognised in the balance sheet:

in th. euros	31.12.2008	31.12.2007	31.12.2006	31.12.2005	31.12.2004
<b>Present value of defined benefit obligation</b>	<b>39,692</b>	<b>38,460</b>	<b>39,363</b>	<b>559</b>	<b>-</b>
<b>Fair value of projected assets</b>	<b>30,833</b>	<b>32,685</b>	<b>33,979</b>	<b>0</b>	<b>-</b>
Net obligation	8,859	5,775	5,384	559	-
<b>Pension reserves shown in the balance sheet</b>	<b>8,859</b>	<b>5,775</b>	<b>5,384</b>	<b>559</b>	<b>-</b>

The net pension expenses shown in the income statement for the defined benefit pension plans are made up of the following:

in th. euros	2008	2007
Ongoing work time expenses (for pension entitlements in the reporting period)	1,654	1,792
Interest cost (for pension entitlements acquired at an earlier date)	1,444	1,206
Expected revenue from projected assets	-1,547	-1,408
<b>Net pension expenses for benefit commitments</b>	<b>1,551</b>	<b>1,590</b>

The defined benefit plans and their actuarial measurement are based on the following parameters:

	Bechtle Holding Schweiz AG (sub-group)	Bechtle Onsite Services GmbH
Discount rate	3.50%; 3.00% from 31.12.2008	6.00%
Inflation rate	1.50%; 1.75% from 31.12.2008	n/a
Long-term expected appreciation of projected assets	4.25%; 4.00% from 31.12.2008 "net" (i.e. after administration costs)	n/a
Salary increase (incl. inflation rate)	2.00%	0.00%
Pension increase	0.00%	n/a
Retirement likelihood, mortality, invalidity	BVG 2005	Heubeck guide 2005 G; Retirement likelihood conditional on age and company service
Likelihood of marriage	80%; age difference between husband and wife is three years	Heubeck guide 2005 G
Earliest retirement age	Men and women 100% aged 64 years	Men 62/63 and women 60/62 (after Pension Reform 1999)
Surcharge for longevity	None	None

The total projected returns result from the weighted average projected revenues from the investment categories maintained by the plan assets. The assessment of the projected revenues by the management is based on historical revenue series and market forecasts by analysts for the respective assets for the next twelve months.

The composition of the projected assets of Bechtle Holding Schweiz AG with respect to investment categories is as follows:

	31.12.2008
Obligations	41%
Equity instruments	23%
Property	17%
Others	11%
Liquidity	8%

The empirical valuation allowances to the defined benefit obligation and the projected assets are as follows:

in th. euros	31.12.2008	31.12.2007
Empirical adjustment to defined benefit obligation (gain)	6,468	341
Empirical adjustment to projected assets (loss)	-8,984	1,448

The actuarial expert opinions for Bechtle Holding Schweiz AG and Bechtle Onsite Services GmbH forecast the following figures for 2009:

in th. euros	2009
<b>Present value of defined benefit obligation as of 01.01.</b>	<b>39,692</b>
Ongoing work time expenses (for pension entitlements earned in the reporting period)	2,763
Interest cost (for pension entitlements earned in the reporting period)	1,120
Employee contributions	1,834
Paid pension benefits	-5,560
<b>Present value of defined benefit obligation as of 31.12.</b>	<b>39,849</b>

in th. euros	2009
<b>Fair value of projected assets as of 01.01.</b>	<b>30,833</b>
Projected revenue from projected assets	1,205
Employee contributions	1,834
Employer contributions	2,570
Paid pension benefits	-5,559
<b>Fair value of projected assets as of 31.12.</b>	<b>30,883</b>

in th. euros	31.12.2009
<b>Present value of defined benefit obligation</b>	<b>39,849</b>
<b>Fair value of projected assets</b>	<b>30,883</b>
Net obligation	8,966
<b>Pension reserves shown in the balance sheet</b>	<b>8,966</b>

in th. euros	2009
Ongoing work time expenses (for pension entitlements in the reporting period)	2,763
Interest cost (for pension entitlements acquired at an earlier date)	1,120
Projected revenue from projected assets	-1,205
<b>Net pension expenses for benefit commitments</b>	<b>2,678</b>

### (18) Other Provisions

in th. euros	31.12.2007	Changes to consolidated companies, Currency conversion	Utilisation	Release	Addition	31.12.2008
Guarantees	1,862	358	1,774	90	2,285	2,641
Legal and consulting costs	372	0	281	16	391	466
Other personnel costs	88	290	30	2	65	411
Investor relations	347	0	215	132	180	180
Closure costs	527	0	229	242	52	108
Others	341	0	223	0	547	665
	<b>3,537</b>	<b>648</b>	<b>2,752</b>	<b>482</b>	<b>3,520</b>	<b>4,471</b>
<b>Other long-term provisions</b>	<b>227</b>	<b>251</b>	<b>78</b>	<b>2</b>	<b>54</b>	<b>452</b>
<b>Other short-term provisions</b>	<b>3,310</b>	<b>397</b>	<b>2,674</b>	<b>480</b>	<b>3,466</b>	<b>4,019</b>

As previously explained in point II "Adjustment of the prior year's figures", the prior year's figures for provisions have been adjusted compared with those originally published: The other provisions for legal and consulting costs of 156 thousand euros and other personnel costs of 782 thousand euros as well as the remaining other provisions of 1,804 thousand euros were reallocated to the Other liabilities item.

The provisions for **guarantees** are formed on the basis of probable utilisation based on company-specific empirical values. The **legal and consulting costs** mainly relate to costs for legal advice. The **other personnel costs** mainly consist of back-payments. The provisions for **investor relations** mainly comprise costs incurred for the Annual General Meeting and annual report. The provisions for **closure costs** mainly comprise rental obligations. The **other provisions** mainly comprise provisions for anticipated losses, archiving and disposal costs.

### (19) Financial Liabilities, Interest Swaps and Credit Lines

in th. euros	31.12.2008		31.12.2007	
	short-term	long-term	short-term	long-term
– Sparkasse Schwäbisch Hall-Crailsheim, loan for various acquisitions 2008	857	5,143	0	0
– Deutsche Bank AG, loan for the acquisition of ARP Holding AG	2,728	0	2,452	2,451
– Sparkasse Schwäbisch Hall-Crailsheim, loan for the acquisition of ARP Holding AG	1,344	0	1,208	1,207
– Other long-term loans	114	42	107	51
– Landesbank Baden-Württemberg, two loans for the acquisition of the system house division of Eurodis Schweiz AG	0	0	1,449	0
<b>Loans with an initial term in excess of 1 year</b>	<b>5,043</b>	<b>5,185</b>	<b>5,216</b>	<b>3,709</b>
Other financial liabilities	5,423	0	833	0
<b>Total financial liabilities</b>	<b>10,466</b>	<b>5,185</b>	<b>6,049</b>	<b>3,709</b>

The **loan from Sparkasse Schwäbisch Hall-Crailsheim** in the amount of 6,000 thousand euros has a term until 30 September 2015. It is subject to a variable interest rate (Euribor-3M + 85 base points) and is repaid by way of annual payments of 857 thousand euros in each case due on 30 September. Collateral securities are stated in the negative pledge or in the pari passu clause when furnishing collateral. The risks of the variable interest rate of the loan are eliminated by way of an interest swap. The interest swap with an initial reference amount of 6,000 thousand euros is to be regarded as a cash flow hedge and 100 per cent effective in hedging the interest rate risk. Bechtle pays the fixed interest rate of 4.8 per cent and is provided with the Euribor-3M as a variable interest rate. The date of maturity is set as 30 September 2015. The market value of the interest swap on 31 December 2008 was –369 thousand euros. Taking into account hedging by the interest swap against the interest rate risk, this gives rise to an interest rate for the loan of 5.65 per cent.

The **loan from Deutsche Bank AG** in the amount of 2,728 thousand euros is denominated in Swiss francs (4,060 thousand CHF) and matures on 1 April 2009. It is subject to a variable interest rate (CHF-LIBOR-3M + 100 base points) and is repaid by way of annual payments of 2,728 thousand euros (4,060 thousand CHF) in each case due on 1 April. Collateral securities are stated in the negative pledge or in the pari passu clause when furnishing collateral. The risks of the variable interest rate of the loan are eliminated by way of an interest swap. The interest swap with an initial reference amount of 20,300 thousand CHF is to be regarded as a cash flow hedge and 100 per cent effective in hedging the interest rate risk. Bechtle pays the fixed interest rate of 1.50 per cent and is provided with the CHF-LIBOR-3M as a variable interest rate. The date of maturity is set as 1 April 2009. The market value of the interest swap on 31 December 2008 was –5 thousand euros. Taking into account hedging by the interest swap against the interest rate risk, this gives rise to an interest rate for the loan of 2.50 per cent.

The **loan from Sparkasse Schwäbisch Hall-Crailsheim** in the amount of 1,344 thousand euros is denominated in Swiss francs (2,000 thousand CHF) and matures on 1 April 2009. It is subject to a variable interest rate (CHF-LIBOR-6M + 90 base points) and is repaid by way of annual payments of 1,344 thousand euros (2,000 thousand CHF) in each case due on 1 April. Collateral securities are stated in the negative pledge or in the pari passu clause when furnishing collateral. The risks of the variable interest rate of the loan are eliminated by way of an interest swap. The interest swap with an initial reference amount of 10,000 thousand CHF is to be regarded as a cash flow hedge and 100 per cent effective in hedging the interest rate risk. Bechtle pays the fixed interest rate of 1.49 per cent and is provided with the CHF-LIBOR-6M as a variable interest rate. The date of maturity is set as 1 April 2009. The market value of the interest swap on 31 December 2008 was 5 thousand euros. Taking into account hedging by the interest swap against the interest rate risk, this gives rise to an interest rate for the loan of 2.39 per cent.

Two **loans from the Landesbank Baden-Württemberg (Baden-Württembergische Bank)** were completely repaid according to schedule on 30 December 2008.

The market value of the interest swaps in the reporting period was –370 thousand euros (prior year: 79 thousand euros) and after taking into account deferred taxes of 98 thousand euros (prior year: –21 thousand euros) is recognised directly in equity capital (retained earnings). There were no ineffective changes in market value to be recognised as affecting the income statement either in the reporting period or in the prior year.

The remaining financial liabilities included a low-interest loan from a manufacturer in the amount of 4,898 thousand euros (prior year: 833 thousand euros) and other overdrafts in the amount of 545 thousand euros (prior year: 0 thousand euros).

The company has at its disposal global **credit lines** of 42,326 thousand euros. On the balance sheet date, 0 thousand euros hereof had been used in cash loans and 2,444 thousand euros in aval-based loans resulting in unused credit lines of 39,882 thousand euros.

In accordance with requirements of IFRS, the financial liabilities are, as in the prior year, assigned in full extent to the category "Loans".

### (20) Trade Payables

in th. euros	31.12.2008		31.12.2007	
	short-term	long-term	short-term	long-term
<b>Trade payables</b>	<b>83,250</b>	<b>284</b>	<b>88,267</b>	<b>7</b>

Trade payables measured at 83,528 thousand euros (prior year: 88,148 thousand euros) were allocated to the IFRS 7 category of "Trade payables" and 6 thousand euros (prior year: 126 thousand) to the category "Finance Leasing".

## (21) Other Liabilities

The other liabilities consist of the following:

in th. euros	31.12.2008		31.12.2007	
	short-term	long-term	short-term	long-term
Personnel liabilities	21,375	123	15,987	0
Customer liabilities	3,284	0	3,426	0
Annual financial statement costs	653	0	607	0
Customer bonus	606	0	847	0
Rent and ancillary rental costs	392	0	278	0
Unrealised losses from financial derivatives	369	0	0	0
Security deposits	0	350	0	0
Insurance policies	154	0	156	0
Liabilities resulting from acquisition	135	0	2,647	135
Others	2,373	0	2,757	41
<b>Total financial instruments</b>	<b>29,341</b>	<b>473</b>	<b>26,705</b>	<b>176</b>
VAT	7,111	0	8,031	0
Wage and church tax	2,410	0	2,272	0
Social security contributions	1,672	0	903	0
Liabilities from other taxes	229	0	132	0
<b>Total miscellaneous liabilities</b>	<b>11,422</b>	<b>0</b>	<b>11,338</b>	<b>0</b>
<b>Other liabilities</b>	<b>40,763</b>	<b>473</b>	<b>38,043</b>	<b>176</b>

The other liabilities mainly relate to the various administrative and sales costs incurred in the context of normal business activities.

In accordance with IFRS 7 requirements, financial instruments measured at 29,445 thousand euros recognised in other liabilities are allocated to the category "Other financial assets" and 370 thousand euros to the category "Financial derivatives". In the prior year, the financial instruments recognised in other liabilities were allocated in full to the category "Other financial liabilities".

## (22) Deferral Items

The deferral items consist of the following:

in th. euros	31.12.2008		31.12.2007	
	short-term	long-term	short-term	long-term
Prepayments received	5,627	0	4,439	0
Deferred income	5,082	4,153	5,030	3,769
<b>Deferral items</b>	<b>10,709</b>	<b>4,153</b>	<b>9,469</b>	<b>3,769</b>

The deferred income mainly consists of deferrals for servicing contracts and extended guarantees.



## V. FURTHER EXPLANATORY NOTES ON THE CASH FLOW STATEMENT

The cash flow statement for the 2008 reporting period and the prior year was prepared in accordance with IAS 7 and reports cash flows broken down by cash inflows and cash outflows from operating, investing and financing activities. Cash flow is determined using the indirect method.

As in the prior year, cash and cash equivalents comprise cash on hand, checks and bank balances with a residual term of three months or less and are presented as the balance sheet item "Cash and cash equivalents". The currency translation effects on cash and cash equivalents are shown separately in the calculation.

### (23) Cash Flow from Operating Activities

Cash flow from operating activities amounts to 49,941 thousand euros (prior year: 41,993 thousand euros) and is derived indirectly from earnings before tax. The indirect method considers financial results, depreciation, amortisation, other non-cash income and expenses, and changes in key balance sheet items and other net assets.

The other non-cash income and expenses mainly comprise changes to provisions and valuation allowances. In 2008, this also includes a gain of 466 thousand euros from the disposal of the TomTech subsidiary.

Changes to balance sheet items are adjusted for assets and liabilities assumed (delivered) in acquisitions (deconsolidation) and currency translation effects.

### (24) Cash Flow from Investing Activities

The net cash flow used in investing activities amounts to 18,074 thousand euros (prior year: 9,500 thousand euros) and mainly comprises outgoing payments for the acquisition of new group enterprises and for investments in intangible assets and property, plant and equipment. These payments are diminished by cash inflows from interest payments and from the sale of property, plant and equipment, consolidated companies, and other assets.

The outgoing payments for the acquisition of new group enterprises comprise payments for the original acquisition and subsequent purchase price adjustments. Cash and cash equivalents acquired with the new group enterprises are deducted from outstanding purchase price payments in this item. An analogous method is used for sales of group enterprises. The amount of acquired liquid assets, purchase prices and further explanatory notes on the acquisition are contained in Item VIII.

The incoming payment from the sale of consolidated companies is netted against the surrendered cash and cash equivalents of the companies sold. The amount of cash and cash equivalents, the purchase price, and other explanations are provided under Item II "Consolidated Companies".

**(25) Cash Flow from Financing Activities**

The net cash flow used in financing activities is 10,136 thousand euros (prior year: 16,145 thousand euros) and comprises the assumption and repayment of financial liabilities, the distribution of dividends, the purchase of treasury shares and outgoing interest payments.

**VI. FURTHER DISCLOSURES ON FINANCIAL INSTRUMENTS AS PER IFRS 7**

**Information on Financial Instruments by Category**

The following tables show financial instrument carrying amounts and fair values for the classes of financial instruments described in IFRS 7:

in th. euros	Valuation category pursuant to IAS 39	Carrying amount according to the Balance Sheet	Amortised costs	Fair value recognised directly in equity	IAS 17	Fair value
<b>31.12.2008</b>						
<b>Classes following IFRS 7</b>						
<b>Assets</b>						
Trade receivables	AKuF	188,768	188,768			188,768
Securities	ZVvFV	338		338		338
Other financial assets	AKuF	18,165	18,165			18,165
Cash and cash equivalents	AKuF	77,300	77,300			77,300
<b>Liabilities</b>						
Loans	FVzfA	15,651	15,651			15,651
Trade payables	FVzfA	83,528	83,528			83,528
Other financial liabilities	FVzfA	29,445	29,445			29,445
Financial derivatives	n/a	369		369		369
Finance leasing	n/a	6			6	6
<b>Thereof aggregated according to valuation category pursuant to IAS 39:</b>						
	AKuF	284,233	284,233	0	0	284,233
	ZVvFV	338	0	338	0	338
	FVzfA	128,624	128,624	0	0	128,624

in th. euros	Valuation category pursuant to IAS 39	Carrying amount according to the Balance Sheet	Amortised costs	Fair value recognised directly in equity	IAS 17	Fair value
<b>31.12.2007</b>						
<b>Classes following IFRS 7</b>						
<b>Assets</b>						
Trade receivables	AKuF	189,576	189,576			189,576
Securities	ZVvFV	1,929		1,929		1,929
Other financial assets	AKuF	13,179	13,179			13,179
Cash and cash equivalents	AKuF	52,300	52,300			52,300
Financial derivatives	n/a	79		79		79
<b>Liabilities</b>						
Loans	FVzFA	9,758	9,758			9,758
Trade payables	FVzFA	88,148	88,148			88,148
Other financial liabilities	FVzFA	26,881	26,881			26,881
Finance leasing	n/a	126			126	126
<b>Thereof aggregated according to valuation category pursuant to IAS 39:</b>						
	AKuF	255,055	255,055	0	0	255,055
	ZVvFV	1,929	0	1,929	0	1,929
	FVzFA	124,787	124,787	0	0	124,787

The following abbreviations are used for the IAS 39 measurement categories:

AKuF = Loans and receivables

ZVvFV = Available-for-sale financial assets

FVzFA = Financial liabilities at amortised costs

Differences between the carrying amounts and fair values of the classes are insignificant due to the predominantly short-term nature of the instruments. The fair values of other non-current assets and liabilities are equal to the present values of the associated cash flows, after accounting for the then-current interest rate parameters.

The expenses, income, losses and profits from financial instruments can be classified into the following categories (net earnings):

in th. euros	From interest	From the subsequent valuation			From disposal	Net earnings	
		Currency translation	Valuation allowance	Fair value		2008	2007
Granted loans and receivables	1,969	-91	-292		-392	1,194	84
Financial liabilities at amortised costs	-269	-444				-713	21
Available for sale financial assets			-405	106		-299	-72
Held for trading purposes (only derivatives)					501	501	0
<b>Total</b>	<b>1,700</b>	<b>-535</b>	<b>-697</b>	<b>106</b>	<b>109</b>	<b>683</b>	<b>33</b>

Total interest income from financial assets is as shown above. The total interest cost for financial liabilities (not including interest rate swaps) is 346 thousand euros.

“Currency risk” (next section) contains more details on derivatives held for trading.

## Details on Risk Management of Financial Instruments

### Currency Risk

Receivables, liabilities, cash and cash equivalents not issued in the companies’ functional (local) currency are subject to currency risks from financial instruments. The Bechtle Group has taken out loans denominated in Swiss francs to finance several business acquisitions. It also holds financial instruments denominated in foreign currency from deliveries to and from subsidiaries in Switzerland and the United Kingdom as well as several dollar-denominated deliveries.

In individual cases, the Bechtle Group makes use of forward exchange contracts and currency swaps for hedging against risks from exchange-rate fluctuations in receivables and liabilities denominated in foreign currency. During the reporting period, the company executed EUR/CHF forward exchange contracts amounting to 7,330 thousand euros, EUR/USD forward contracts amounting to 6,569 US dollars, and EUR/USD currency swaps amounting to 3,963 thousand US dollars. As of the balance sheet date, these forward exchange contracts involved commitments for the sale of 3,811 thousand US dollars, which were carried as effective fair value hedges in accordance with IAS 39. The forward exchange contracts and currency swaps executed in the prior year were insignificant in amount, and there were no outstanding transactions as of the balance sheet date.

The following sensitivity analysis shows how a decrease (or increase) in the euro exchange rate would impact consolidated earnings before tax. It considers how different exchange rates could cause changes to the fair values of the financial assets and liabilities as carried on the balance sheet date. It does not consider exchange-rate-related differences from translating financial statements into the reporting currency.

in th. euros	2008		2007	
<b>Effects of a fall (or upgrading respectively) in the euro by 10% compared with</b>				
CHF	- 306	(+ 306)	- 906	(+ 906)
USD	+ 140	(- 140)	+ 18	(- 18)
GBP	+ 5	(- 5)	- 48	(+ 48)

Changes in the values of interest rate swaps are recognised directly in equity outside profit or loss. The analysis does not show the impact of exchange-rate changes on the value of Swiss-franc-denominated interest rate swaps because the amount in question is negligible.

Fluctuations in the CHF/EUR exchange rate can significantly affect consolidated earnings since a considerable portion of the business is generated in Switzerland. To hedge the EUR/CHF exchange-rate risks of current and future income generated by the subsidiaries in Switzerland, Bechtle AG took out several EUR/CHF forward exchange contracts with various maturities worth a total of 27.3 million Swiss francs without designating or qualifying this hedge for hedge accounting in accordance with IAS 39. The forward exchange contracts thus had to be classified as held for trading (IAS 39.9), measured at fair value and recognised in profit or loss. Since the EUR/CHF exchange rate developed quickly and significantly in a favourable direction, Bechtle AG exited its forward position early, realising a cash gain of 501 thousand euros which is reported under other operating income, and so there were no more derivatives that were not qualified and designated for hedge accounting in the Bechtle Group as of the balance sheet date.

### Interest Rate Risk

Interest rate risk is present primarily in the interest income earned by the Bechtle Group on its cash, cash equivalents and current securities.

Interest rate swaps were taken out as cash flow hedges to fully hedge the interest rate risk of the variable-rate loans procured to finance several business acquisitions. Since there is no ineffectiveness from the hedge, changes in interest rates only affect the fair value measurement of the interest rate swaps as recognized directly in equity. The group has a minimal position – and thus an insignificant interest rate risk – in both floating-rate financial instruments which are exposed to cash flow risks from a possible deterioration in interest rates and fixed-income financial instruments which are exposed to fair value risks from interest rate fluctuations.

The sensitivity analysis was conducted for the Bechtle Group’s cash, cash equivalents, and current fixed-income securities as of the balance sheet date, using the relevant interest rates for the relevant currencies (EUR, CHF, GBP, USD). A hypothetical increase or decrease of 100 basis points or one per cent p. a. (assuming constant exchange rates) would have increased or decreased our interest income by 773 thousand euros (prior year: 539 thousand euros).

In the case of the interest rate swaps, a similar increase or decrease in interest rates would have changed the fair values recognised directly in equity by –230 thousand euros or +218 thousand euros (prior year: –54 thousand euros or +54 thousand euros).

### Liquidity Risk

Liquidity risk from financial instruments arises from future interest and principal payments for financial liabilities and derivative financial instruments. The following tables show non-discounted payment obligations for the relevant balance sheet items as of the balance sheet date and the prior year's balance sheet date in accordance with IFRS 7.

The cash flows for the loans and interest rate swaps described in Item IV, No. 19 are grouped together as a 100 per cent effective cash flow hedge. The other liabilities also include non-financial liabilities of balance-sheet items to ensure better matching.

in th. euros	Financial liabilities		Trade payables		Other liabilities
	Loans and interest swaps	Other short-term liabilities	Non-interest bearing liabilities	Liabilities from finance leasing	
<b>Carrying amount as of 31.12.2008</b>	<b>10,228</b>	<b>5,423</b>	<b>83,528</b>	<b>6</b>	<b>41,236</b>
<b>Cash flow 2009</b>					
Interest	174				7
Repayment	5,043	5,423	83,266	6	40,763
<b>Cash flow 2010</b>					
Interest	124				7
Repayment	900		198		50
<b>Cash flow 2011</b>					
Interest	102				6
Repayment	857		99		146
<b>Cash flow 2012</b>					
Interest	80				4
Repayment	857				146
<b>Cash flow 2013</b>					
Interest	59				2
Repayment	857				146
<b>Cash flow 2014</b>					
Interest	38				
Repayment	857				
<b>Cash flow 2015</b>					
Interest	16				
Repayment	857				

in th. euros	Financial liabilities		Trade payables		Other liabilities
	Loans and interest swaps	Other short-term liabilities	Non-interest bearing liabilities	Liabilities from finance leasing	
<b>Carrying amount as of 31.12.2007</b>	<b>8,925</b>	<b>833</b>	<b>88,148</b>	<b>126</b>	<b>38,219</b>
<b>Cash flow 2008</b>					
Interest	157			2	
Repayment	5,216	833	88,148	119	38,043
<b>Cash flow 2009</b>					
Interest	92				
Repayment	3,709			7	176

The risk management report contains further disclosures on how the Bechtle Group manages risk and identifies risk concentrations for currency risk, interest rate risk, liquidity risk and other market risks, including its objectives, methods and processes.

## VII. SEGMENT INFORMATION

The segment information is, for the first time, being provided in conformity with IFRS 8 Operating Segments. As described in “New accounting pronouncements”, Bechtle applied this standard for the first time ever during the reporting period.

Bechtle AG currently has operations in two segments: “IT system house & managed services” (formerly “IT system house”) and “IT e-commerce”. The two segments differ in terms of their areas of activity and their sales processes for IT products. Their strategic alignment and expansion strategies are also different.

Bechtle’s **IT system house & managed services** segment caters to small and medium-sized businesses, financial service providers and the public sector by handling all their IT infrastructure and application support needs. Its services range from IT strategy consulting and supplying hardware and software to project planning and execution, system integration, maintenance and training to countless IT services, including full-service IT hosting. The Bechtle IT system house segment has over 50 offices distributed throughout Germany, Switzerland and Austria so it can remain close to its customers at all times.

“Managed services” was added to this segment’s name during the reporting period. This was done to clearly and visibly express the growing importance of managed services – i.e. the services involved in outsourcing and outtasking customer IT processes – which are closely tied to the conventional IT system house business. This was a change in name only; the service differentiation and allocation remains the same.

The **IT e-commerce** segment comprises the group's Internet, catalogue, and telesales-based trading activities. Bechtle pursues a multi-brand strategy in this segment. Its *Bechtle direct* brand is represented in ten European countries; its *ARP Datacon* brand operates in five countries; and its *Comsoft* software licensing companies are represented in four countries outside Germany. As a specialised IT reseller with more than 37,000 IT products, Bechtle offers the full range of standard products from about 300 manufacturers. To a limited extent, *ARP Datacon* also offers products under its own label.

Most of the Bechtle Group's offices are in Germany. It maintains foreign offices in Austria, Belgium, France, Ireland, Italy, the Netherlands, Spain, Switzerland, Taiwan and the United Kingdom.

Most of its administration – especially the strategic management of the individual companies – is centralised in Gaildorf and Neckarsulm with Bechtle AG as the group parent with the Executive Board.

The same accounting policies apply to the segment information as to the consolidated financial statements. An aggregation of operating segments has not been presented.

The segment information presented here conforms to the measures that are used in the internal reporting and management system and applied by the group's management to assess performance and allocate resources. It contains all the revenues, expenses, assets and liabilities of the Bechtle Group's central units/functions, as provided or used in the two segments "IT system house & managed services" and "IT e-commerce". The segments' earnings-related key performance indicator (KPI) is operating profit, i.e. earnings before financial income, financial expense and taxes. The KPI does not include financial earnings because Bechtle AG provides most of the financing for the segments, and so Bechtle AG incurs/earns most of the external interest cost/income. For this reason, financial income and expenses are only recognised at the group level and used to determine financial earnings. This is then used to determine earnings before taxes in the Bechtle Group and, after accounting for taxes at the group level, earnings after taxes in the Bechtle Group.

An asymmetric allocation (IFRS 8.27 f) exists in the sense that the segments' reported assets and liabilities comprise interest-bearing assets and liabilities as well as tax assets and liabilities. If the allocation was symmetrical, segment assets and liabilities would be lower and the segments' earnings-related KPI would be broader and also include financial income, finance expenses and taxes.

An insignificant volume of transactions is conducted between the two segments. The transactions are settled at market rates. The transactions along with their revenues, receivables and payables are expressly disclosed below in the interest of completeness and transparency. External revenue consists of revenue generated by the two segments with non-group entities and thus, in its sum, constitutes the consolidated revenue of the Bechtle Group. The same principle applies to the receivables, payables, assets and liabilities of the two segments and, thus, of the Bechtle Group.

The investments, depreciation and amortisation are recognised for intangible assets (including goodwill) and property, plant and equipment.



In the segment report according to regions (domestic or abroad), revenue is assigned to the country where the subsidiary is domiciled. From the subsidiary's point of view, it only generates revenue in its own country. Only external revenue is reported. Assets, liabilities and investments are also assigned to the domestic market (Germany) or abroad depending on the subsidiary's domicile.

in th. euros	2008			2007		
	IT system house & managed services	IT e-commerce	Total Group	IT system house & managed services	IT e-commerce	Total Group
<b>According to Segments</b>						
Total segment revenues	928,216	504,010		887,762	497,945	
minus revenues with another segment	-686	-78		-1,990	-264	
External revenues	927,530	503,932	1,431,462	885,772	497,681	1,383,453
Amortisation/depreciation	9,402	4,508	13,910	9,743	3,758	13,501
<b>Operating earnings</b>	38,444	21,785	60,229	33,065	25,188	58,253
Financial result			1,304			753
<b>Earnings before taxes</b>			61,533			59,006
Income taxes			16,105			18,047
<b>Earnings after taxes</b>			45,428			40,959
Investments	12,054	2,018	14,072	8,434	2,851	11,285
Investments by changes to consolidated companies	7,509	0	7,509	4,816	2,881	7,697
Total segment assets	326,971	169,254		296,276	155,789	
minus receivables from another segment	-125	-32		-81	-561	
<b>Assets</b>	326,846	169,222	496,068	296,195	155,228	451,423
Total segment liabilities	122,559	62,217		104,550	71,050	
minus liabilities to another segment	-32	-125		-561	-81	
<b>Liabilities</b>	122,527	62,092	184,619	103,989	70,969	174,958

The IT e-commerce segment's reported operating profit for the reporting period contains the following significant non-cash items: an impairment of 600 thousand euros for the *Artikona* brand and a capital gain of 466 thousand euros from the deconsolidation of TomTech. The other non-cash items in the two segments are restricted to the customary transactions occurring in the ordinary course of business (e.g. changes in trade receivables and trade liabilities).

in th. euros	2008			2007		
	Domestic market	Abroad	Total Group	Domestic market	Abroad	Total Group
<b>According to Regions</b>						
External sales	938,868	492,594	<b>1,431,462</b>	902,367	481,086	<b>1,383,453</b>
Investments	10,988	3,084	<b>14,072</b>	6,794	4,491	<b>11,285</b>
Investments by changes to consolidated companies	4,148	3,361	<b>7,509</b>	1,519	6,178	<b>7,697</b>
Assets	273,040	223,028	<b>496,068</b>	251,590	199,833	<b>451,423</b>
Liabilities	103,296	81,323	<b>184,619</b>	98,821	76,137	<b>174,958</b>

Switzerland accounted for 250,870 thousand euros of the external revenue (prior year: 253,114 thousand euros). The rest is distributed among the remaining countries of Austria, Belgium, France, Ireland, Italy, the Netherlands, Spain, Taiwan and the United Kingdom, each of which contributed less than five per cent of the Bechtle Group's external revenue.

There was no customer who accounted for more than ten per cent of the Bechtle Group's revenue in the reporting period or in the prior year (IFRS 8.34).

Employee numbers, broken down by segment and region, are disclosed in Item X. "Employees" of the notes to the consolidated financial statements.

## VIII. ACQUISITIONS AND PURCHASE PRICE ALLOCATIONS

### **BadenData GmbH, Offenburg (BadenData)**

All shares in BadenData GmbH, Offenburg, were acquired at the time of acquisition on 18 March 2008.

The recognition of the company acquisition on the balance sheet occurred using the purchase method (IFRS 3.16 et seq.).

In addition to the appointed assets and liabilities accrued from the acquired company, a customer base (140 thousand euros) was newly identified pursuant to the IFRS 3 in connection with IAS 38. In the course of capitalising the customer base, which is depreciated over five years, deferred tax liabilities were created (41 thousand euros).

With due regard to the total acquired net assets (201 thousand euros), the capital consolidation gave rise to a difference of 100 thousand euros which is recognised as goodwill.

With the acquisition of BadenData (5 employees), the Bechtle Group has further strengthened its presence in IT system house & managed services segment by having its own location in the economically-attractive Ortenau district. BadenData GmbH has meanwhile been renamed Bechtle GmbH.

Since the acquisition and purchase price allocation of BadenData viewed individually is immaterial for the Bechtle Group, it will be shown in the balance sheet at the time of initial consolidation pursuant to IFRS 3.68 summarised with the other individually viewed immaterial acquisitions and their purchase price allocations at the end of this Item VIII.

### **MADRAS Computer Vertriebsgesellschaft mbH, Vienna, Austria (Madras Computer)**

All shares in MADRAS Computer Vertriebsgesellschaft mbH, Vienna, Austria, were acquired at the time of acquisition on 30 August 2008.

The recognition of the company acquisition on the balance sheet occurred using the purchase method (IFRS 3.16 et seq.).

In addition to the appointed assets and liabilities accrued from the acquired company, a customer base (135 thousand euros) was newly identified pursuant to the IFRS 3 in connection with IAS 38. In the course of capitalising the customer base, which is depreciated over five years, deferred tax liabilities were created (34 thousand euros).

With due regard to the total acquired net assets (248 thousand euros), the capital consolidation gave rise to a difference of 38 thousand euros which is recognised as goodwill.

With the acquisition of Madras Computer (12 employees), the Bechtle Group has established a first beachhead in the IT system house & managed services segment in Austria, and thus is continuing to implement its strategic goal of achieving geographical coverage in the region of Germany, Austria and Switzerland.

Since the acquisition and purchase price allocation of Madras Computer viewed individually is immaterial for the Bechtle Group, it will be shown in the balance sheet at the time of initial consolidation pursuant to IFRS 3.68 summarised with the other individually viewed immaterial acquisitions and their purchase price allocations at the end of this Item VIII.

### **Netzwerk Beratung Informationssysteme Duisburg GmbH, Duisburg (NBI)**

All shares in Netzwerk Beratung Informationssysteme Duisburg GmbH, Duisburg, were acquired at the time of acquisition on 9 September 2008.

The recognition of the company acquisition on the balance sheet occurred using the purchase method (IFRS 3.16 et seq.).

In addition to the appointed assets and liabilities accrued from the acquired company, a customer base (570 thousand euros) and customer service contracts (90 thousand euros) were newly identified pursuant to the IFRS 3 in connection with IAS 38. In the course of capitalising the customer base, which is depreciated over five years, and the customer service contracts, which are depreciated over their residual terms, deferred tax liabilities were created (213 thousand euros).

With due regard to the total acquired net assets (1,000 thousand euros), the capital consolidation gave rise to a difference of 6 thousand euros which is recognised as goodwill.

With the acquisition of NBI (10 employees), the Bechtle Group has further strengthened its presence in the IT system house & managed services segment in North Rhine-Westphalia by a company already established in the market with a primary focus in the customer segment comprising public clients.

Since the acquisition and purchase price allocation of NIB viewed individually is immaterial for the Bechtle Group, it will be shown in the balance sheet at the time of initial consolidation pursuant to IFRS 3.68 summarised with the other individually viewed immaterial acquisitions and their purchase price allocations at the end of this Item VIII.

### **SUPPORT EDV-Handelsgesellschaft mbH, Vienna, Austria (supportEDV)**

All shares in SUPPORT EDV Handelsgesellschaft mbH, Vienna, Austria, were acquired at the time of acquisition on 12 September 2008.

The recognition of the company acquisition on the balance sheet occurred using the purchase method (IFRS 3.16 et seq.).

In addition to the appointed assets and liabilities accrued from the acquired company, a customer base (1,300 thousand euros) and customer service contracts (50 thousand euros) were newly identified pursuant to the IFRS 3 in connection with IAS 38. In the course of capitalising the customer base, which is depreciated over five years, and the customer service contracts, which are depreciated over their residual terms, deferred tax liabilities were created (338 thousand euros).

With due regard to the total acquired net assets (1,097 thousand euros), the capital consolidation gave rise to a difference of 1,558 thousand euros which is recognised as goodwill.

With the acquisition of supportEDV (20 employees), the Bechtle Group is now represented in the IT system house & managed services segment with a second renowned and established company in Austria and thus is continuing to implement its goal of full geographic coverage in the entire German-speaking market.

Since the acquisition and purchase price allocation of supportEDV viewed individually is immaterial for the Bechtle Group, it will be shown in the balance sheet at the time of initial consolidation pursuant to IFRS 3.68 summarised with the other individually viewed immaterial acquisitions and their purchase price allocations at the end of this point VIII.

### **Wrede Systemhaus GmbH, Meschede (Wrede Systemhaus)**

All shares in Wrede Systemhaus GmbH, Meschede, were acquired at the time of acquisition on 18 September 2008.

The recognition of the company acquisition on the balance sheet occurred using the purchase method (IFRS 3.16 et seq.).

In addition to the appointed assets and liabilities accrued from the acquired company, a customer base (1,330 thousand euros) was newly identified pursuant to the IFRS 3 in connection with IAS 38. In the course of capitalising the customer base, which is depreciated over five years, deferred tax liabilities were created (407 thousand euros).

With due regard to the total acquired net assets (1,058 thousand euros), the capital consolidation gave rise to a difference of 1,731 thousand euros which is recognised as goodwill.

With the acquisition of Wrede Systemhaus (30 employees), the Bechtle Group has further strengthened its presence in the IT system house & managed services segment in North Rhine-Westphalia by a company already established in the market, whose customers include in particular local medium-sized companies from a wide variety of sectors as well as public clients.

Since the acquisition and purchase price allocation of Wrede Systemhaus viewed individually is immaterial for the Bechtle Group, it will be shown in the balance sheet at the time of initial consolidation pursuant to IFRS 3.68 summarised with the other individually viewed immaterial acquisitions and their purchase price allocations at the end of this Item VIII.

### Additional Information Summarised

Since the five acquisitions named above BadenData, Madras Computer, NBI, supportEDV and Wrede Systemhaus viewed individually are immaterial for the Bechtle Group, they will be shown in the balance sheet at the time of initial consolidation and further information is summarised in the following (IFRS 3.68).

In balance sheet terms, the acquisitions at the time of initial consolidation with provisional values appear as follows:

in th. euros	
Non-current assets	
Goodwill	3,433
Other intangible assets	3,624
Property, plant and equipment	452
Other non-current assets	210
	<b>7,719</b>
Current assets	
Inventories	783
Trade receivables	2,266
Other current assets	348
Cash and cash equivalents	1,112
	<b>4,509</b>
<b>Total assets</b>	<b>12,228</b>
Non-current liabilities	
Long-term provisions and liabilities	229
Deferred taxes	1,031
	<b>1,260</b>
Current liabilities	
Trade accounts payable	1,103
Liabilities from income taxes	439
Other short-term provisions and liabilities	1,428
Deferral items	961
	<b>3,931</b>
<b>Total liabilities</b>	<b>5,191</b>
Total assets	
– Total liabilities	
= Cost of purchase	<b>7,037</b>

The costs of purchase produced an outflow of cash and cash equivalents in the same amount.

Furthermore, the acquisition agreement for the acquisition of NBI contains an increase in the cost of purchase by up to 500 thousand euros depending on the future contribution margin of the acquired company, which then would be reflected in a higher level of goodwill.

Furthermore, the company purchase contract for the acquisition of supportEDV contains an increase in the cost of purchase by up to 500 thousand euros depending on the future earnings before taxes of the acquired company, which then would be reflected in a higher level of goodwill.

The earnings after taxes of the Bechtle Group disclosed for the reporting period includes earnings for BadenData, Madras Computer, NBI, supportEDV and Wrede Systemhaus totalling 33 thousand euros (IFRS 3.67i).

### Information under the Assumption of the Acquisition as of 1 January 2008

Had the companies acquired in the reporting period already been acquired at the beginning of fiscal year 2008, the following selected key figures would have resulted (IFRS 3.70):

Pro forma figures in th. euros	01.01.–31.12. 2008
Revenues	1,445,894
Earnings after taxes	46,090
Earnings per share in euros	2.1777

## IX. INFORMATION ON THE EXECUTIVE BOARD AND THE SUPERVISORY BOARD

### Executive Board members

Until 31 December 2008

**Ralf Klenk**, CEO

Place of residence: Heilbronn

Board member responsible for corporate development, business segments (IT system house & managed services, IT e-commerce), public relations, HR and IT

- Chairman of the Supervisory Board  
of Bechtle direkt Holding AG, Neckarsulm, Germany  
of PP 2000 Business Integration AG, Stuttgart, Germany
- Member of the Supervisory Board  
of Volksbank Heilbronn eG, Heilbronn, Germany  
of Hochschule Heilbronn, Heilbronn, Germany

**Dr. Thomas Olemotz**, CFO

Place of residence: Rabenau

Board member responsible for finances, controlling and investor relations

- Member of the Supervisory Board  
of Bechtle Systemhaus Holding AG, Neckarsulm, Germany  
of Bechtle direkt Holding AG, Neckarsulm, Germany  
of PSB AG, Neckarsulm, Germany

Since 1 January 2009

**Dr. Thomas Olemotz**, Executive Board spokesman

Place of residence: Rabenau

Board member responsible for finance & controlling, corporate communication and investor relations, IT, logistics & service, human resources, and legal

- Chairman of the Supervisory Board  
of Bechtle direkt Holding AG, Neckarsulm, Germany  
of Bechtle Systemhaus Holding AG, Neckarsulm, Germany  
of PP 2000 Business Integration AG, Stuttgart, Germany
- Member of the Supervisory Board  
of Bechtle Managed Services AG, Neckarsulm, Germany (formerly: PSB AG)



**Michael Guschlbauer**

Place of residence: Ludwigsburg

Board member responsible for IT system house & managed services

- Member of the Supervisory Board  
of Bechtle Systemhaus Holding AG, Neckarsulm, Germany  
of PP 2000 Business Integration AG, Stuttgart, Germany

**Jürgen Schäfer**

Place of residence: Heilbronn

Board member responsible for IT e-commerce

- Member of the Supervisory Board  
of Bechtle direkt Holding AG, Neckarsulm, Germany

**Number of Shares in Bechtle AG**

	31.12.2008	31.12.2007
Dr. Thomas Olemotz	0	0
Ralf Klenk	182,462	182,462
Michael Guschlbauer	0	0
Jürgen Schäfer	4,000	4,000

**Compensation of the Executive Board Members**

The total remuneration granted for the activity of the Executive Board of Bechtle AG for fiscal year 2008 amounted to 1,356 thousand euros. The fixed compensation came to 556 thousand euros and the variable compensation to 800 thousand euros.

Based on the resolution of the Annual General Meeting on 20 June 2006, the compensation of the Executive Board members is not presented individually.

**Supervisory Board Members and their Compensation**

The compensation of the Supervisory Board in the reporting period came to 315 thousand euros. All other information on the Supervisory Board that is to be made on the basis of legal requirements is summarised in Appendix D to these Notes.

Information based on a recommendation of the government commission German Corporate Governance Code is presented in the Management Report in the Corporate Governance Report.

## X. OTHER INFORMATION

### Operating Leases

Within the context of rental, tenancy and leasing agreements that are to be classified as "Operating leases" in accordance with IAS 17, the Group leases property, plant and equipment. The resulting lease or rental payments are recognised directly as expense in the income statement.

Within the context of non-terminable operating leases in the basic term, Bechtle leased buildings, vehicles, IT commodities and various services. Payments in the amount of 20,044 thousand euros (prior year: 18,998 thousand euros) have been recognised in the expenses within the context of rental and leasing contracts.

The future minimum lease payments from the above-named contracts amount to 85,859 thousand euros as of 31 December 2008 (prior year: 75,641 thousand euros).

Due within one year	17,826
Due between 1 and 5 years	35,748
Due after 5 years	32,285
<b>Total minimum rental payments</b>	<b>85,859</b>

Included in this are 40,151 thousand euros from the lease contract on the central logistics and administration building in Neckarsulm from the year 2002 and the extension from the year 2008/2009. The owner of the building is Fabiana Grundstücksverwaltungsgesellschaft mbH, Munich (Fabiana). Bechtle AG has no direct or indirect stake in Fabiana. After the expiration of the lease contract in the year 2022, Bechtle AG has a buyer's option to the building.

Within the scope of a sale-and-lease-back transaction, the extension will be completed by Bechtle AG as general contractor by 30 June 2009, the binding date of completion, transferred to Fabiana, and subsequently leased back from Fabiana. For the building work, a compensation amounting to the substantiated costs has been agreed with a cap of 6,600 thousand euros. The compensation will be paid on a one-off basis following the flawless final acceptance of the subject matter by Fabiana. As of the balance-sheet date, Fabiana owed Bechtle AG an amount of 3,158 thousand euros from this deal, which is presented under other current assets.

In return, Bechtle appears as the lessor within the context of operating leases. Primarily, this relates to the leasing of IT commodities. As a rule, the term of lease agreements amounts to between 3 and 5 years. The corresponding minimum lease payments from these agreements come to 2,867 thousand euros for the year 2009, 3,724 thousand euros for 2010 to 2013 and thus in total 6,591 thousand euros.

### Contingent Liabilities

Pursuant to IAS 37.86, no incidents are known to the company with regard to legal disputes that would have or did have a considerable disadvantageous impact on the revenue, liquidity or financial situation within the last two years.

### Employees

The personnel expenses are structured as follows:

in th. euros	2008	2007
Wages and salaries	185,961	173,176
Social security contributions and expenses for pension schemes and support	31,749	30,077
<b>Total personnel expenses</b>	<b>217,710</b>	<b>203,253</b>

The employee numbers in the Bechtle Group break down as follows in total as of the balance sheet date and on an annual average:

	31.12.2008	31.12.2007	2008	2007
Full-time staff	4,056	3,921	3,971	3,805
Apprentices	281	257	246	232
Employees on parental leave or military or national service	68	72	71	66
Assistants	107	114	113	114
<b>Total</b>	<b>4,512</b>	<b>4,364</b>	<b>4,401</b>	<b>4,217</b>

Of the average number of full-time employees listed above, 64 (prior year: 68) are directors or members of the executive boards of subsidiaries.

The employee numbers (excl. auxiliaries) break down by segments and regions as follows:

	31.12.2008	31.12.2007	2008	2007
<b>System house &amp; managed services</b>	<b>3,450</b>	<b>3,303</b>	<b>3,309</b>	<b>3,224</b>
Domestic	2,830	2,680	2,708	2,609
Abroad	620	623	601	615
<b>IT-E-Commerce</b>	<b>955</b>	<b>947</b>	<b>979</b>	<b>879</b>
Domestic	339	356	370	332
Abroad	616	591	609	547

The employee numbers (excl. employees on maternity leave or on military/civilian service and excl. auxiliaries) break down by functional areas as follows:

	31.12.2008	31.12.2007	2008	2007
Service	2,121	2,103	2,070	2,026
Sales	1,353	1,313	1,330	1,280
Administration	863	762	817	731

### Auditor's Fee

The following fees were recognised as expense in fiscal year 2008 for services rendered by the auditor of the consolidated financial statements, Ernst & Young AG Wirtschaftsprüfungsgesellschaft, Steuerberatungsgesellschaft:

in th. euros	2008
Balance sheet audits	503
Other audit-related confirmation services	52
Other services rendered for Bechtle AG or subsidiaries	28
<b>Auditor's fee</b>	<b>583</b>

The fees for audits include the fees for the consolidated financial statement audit as well as for the audit of the financial statements of Bechtle AG and its domestic subsidiaries.

### Related Party Transactions

In accordance with IAS 24, individuals or companies that are influenced by the reporting company or who can exercise influence on the company must be disclosed insofar they have not already been included in the consolidated financial statements as a consolidated company.

In principle, related parties in respect of the Bechtle Group include Executive Board and Supervisory Board members of Bechtle AG and their close relatives.

During the reporting period no transactions were conducted with members of the Executive Board, of the Supervisory Board or with their relatives.

**Use of Section 264 (3)/Section 264b HGB**

The following companies that are affiliated consolidated companies of Bechtle AG and for which the consolidated financial statements of Bechtle AG represent the exempting consolidated financial statements make full use of the exemption option pursuant to Section 264 (3) and Section 264b HGB:

- Bechtle GmbH & Co. KG, Bielefeld, Germany
- Bechtle GmbH & Co. KG, Bonn, Germany
- Bechtle GmbH & Co. KG, Chemnitz, Germany
- Bechtle GmbH & Co. KG, Darmstadt, Germany
- Bechtle GmbH & Co. KG, Friedrichshafen, Germany
- Bechtle GmbH & Co. KG, Karlsruhe, Germany
- Bechtle GmbH & Co. KG, Krefeld, Germany
- Bechtle GmbH & Co. KG, Mannheim, Germany
- Bechtle GmbH & Co. KG, Münster, Germany
- Bechtle GmbH & Co. KG, Neckarsulm, Germany
- Bechtle direkt GmbH, Neckarsulm, Germany
- Bechtle direkt Holding AG, Neckarsulm, Germany
- Bechtle Field Services GmbH & Co. KG, Neckarsulm, Germany
- Bechtle Logistik & Service GmbH, Neckarsulm, Germany
- Bechtle Remote Services GmbH & Co. KG, Neckarsulm, Germany
- Bechtle Systemhaus Holding AG, Neckarsulm, Germany
- Bechtle ÖA direkt GmbH, Neckarsulm, Germany
- Bechtle GmbH & Co. KG, Oberhausen, Germany
- Bechtle GmbH & Co. KG, Ober-Mörlen, Germany
- Bechtle GmbH & Co. KG, Regensburg, Germany
- Bechtle GmbH & Co. KG, Rottenburg, Germany
- Bechtle GmbH, Würzburg, Germany

## XI. EVENTS FOLLOWING THE END OF THE REPORTING PERIOD

Within the context of the share buy-back programme begun in October 2008, Bechtle AG acquired a further 4,403 treasury shares from 1 January to 2 March 2009 at an average purchase price per share of 11.09 euros (total costs including transaction costs: 49 thousand euros). The total number of treasury shares bought back since 9 October 2008 thus comes to 213,903 which are to be valued in the amount of 2,296 thousand euros with open overall costs to be recognised as a reduction in equity.

The establishment of Bechtle direct Portugal, Sociedade Unipessoal Lda, at the beginning of March 2009, brings the number of European countries in which the Bechtle Group is represented with the IT e-commerce segment to eleven. No material impacts on the asset, finance or revenue situation or cash flows of the Bechtle Group are to be expected from this newly founded company for fiscal year 2009.

No other events of particular significance occurred after the reporting period.

Neckarsulm, 2 March 2009  
Bechtle AG

The Executive Board

## SIGNIFICANT GROUP COMPANIES

as of 31 December 2008 (Appendix A to Notes)

### Germany

Company	Headquarters
Bechtle GmbH	Aachen
Bechtle GmbH	Berlin
Bechtle GmbH & Co. KG	Bielefeld
Bechtle GmbH & Co. KG	Bonn
Bechtle GmbH & Co. KG	Chemnitz
Bechtle GmbH & Co. KG	Darmstadt
ARP Datacon GmbH	Dietzenbach
PSB GmbH	Dreieich
Netzwerk Beratung Informationssysteme Duisburg GmbH	Duisburg
Bechtle GmbH	Essen
ITZ Informationstechnologie GmbH	Essen
Bechtle GmbH	Frankfurt
Bechtle GmbH	Freiburg
Bechtle GmbH & Co. KG	Friedrichshafen
Bechtle Finanz- & Marketingservices GmbH	Gaildorf
Bechtle GmbH	Hamburg
Bechtle GmbH	Hannover
Bechtle GmbH & Co. KG	Karlsruhe
Bechtle GmbH	Köln
Bechtle GmbH	Konstanz
Bechtle GmbH & Co. KG	Krefeld
Bechtle IT-Systemhaus GmbH	Krefeld
Bechtle GmbH	Langenzenn
Bechtle GmbH & Co. KG	Mannheim
Wrede Systemhaus GmbH	Meschede
Bechtle GmbH & Co. KG	Münster
Bechtle direkt GmbH	Neckarsulm
Bechtle direkt Holding AG	Neckarsulm
Bechtle GmbH & Co. KG	Neckarsulm
Bechtle Logistik & Service GmbH	Neckarsulm
PSB Aktiengesellschaft für Programmierung und Systemberatung (since 8 January 2009: Bechtle Managed Services AG)	Neckarsulm
Bechtle ÖA direkt GmbH	Neckarsulm
Bechtle Onsite Services GmbH	Neckarsulm
Bechtle Remote Services GmbH & Co. KG	Neckarsulm
Bechtle Softwarelösungen GmbH	Neckarsulm
Bechtle Systemhaus Holding AG	Neckarsulm
Comsoft direkt GmbH	Neckarsulm
Bechtle GmbH & Co. KG	Oberhausen
Bechtle IT-Systemhaus GmbH & Co. KG	Ober-Mörlen
PSB IT-Service GmbH	Ober-Mörlen
Bechtle GmbH	Offenburg
Bechtle GmbH & Co. KG	Regensburg
Bechtle GmbH & Co. KG	Rottenburg
Bechtle GmbH	Schkeuditz
CSB IT Systemhaus GmbH	Schorndorf
Bechtle GmbH	Solingen

## Germany

Company	Headquarters
Bechtle GmbH	Stuttgart
PP 2000 Business Integration AG	Stuttgart
Bechtle GmbH	Weimar
Bechtle GmbH	Würzburg

## Worldwide

Company	Country	Headquarters
Bechtle direct NV	Belgium	Hamont-Achel
ARP SAS	France	Valbonne-Sophia Antipolis
Bechtle direct s.a.r.l.	France	Molsheim
Comsoft SOS Developers SAS	France	Villiers Sur Marne
Bechtle direct Ltd.	Great Britain	Chippenham-Wiltshire
Bechtle Direct Limited	Ireland	Dublin
Bechtle direkt S.r.l.	Italy	Bolzano
ARP Datacon B.V.	Netherlands	Maastricht
ARP Nederland B.V.	Netherlands	Maastricht
ARP Supplies B.V.	Netherlands	Maastricht
Bechtle Direkt B.V.	Netherlands	Eindhoven
Bechtle Holding B.V.	Netherlands	Eindhoven
Buyitdirect.com N.V.	Netherlands	Hoffddorp
Comsoft direct B.V.	Netherlands	Maastricht
ARP Datacon GmbH	Austria	Wiener Neudorf
Bechtle direkt GmbH	Austria	Linz
Comsoft direct GmbH	Austria	Wiener Neudorf
Madras Computer Vertriebsgesellschaft m.b.H.	Austria	Wien
supportEDV GmbH	Austria	Wien
ARP Datacon AG	Switzerland	Rotkreuz
Bechtle Bern AG	Switzerland	Bern
Bechtle direct AG	Switzerland	Gland
Bechtle Dübendorf AG	Switzerland	Dübendorf
Bechtle Holding Schweiz AG	Switzerland	Rotkreuz
Bechtle Management AG	Switzerland	Rotkreuz
Bechtle Marketing AG	Switzerland	Regensdorf
Bechtle Printing Solutions AG	Switzerland	Regensdorf
Bechtle Regensdorf AG	Switzerland	Regensdorf
Bechtle St. Gallen AG	Switzerland	St. Gallen
Coma Services AG	Switzerland	Bremgarten
Comsoft direct AG	Switzerland	Hünenberg
Gate Informatic AG	Switzerland	Ecublens
Bechtle S.L.	Spain	Madrid
ARP Datacon Ltd.	Taiwan R.O.C.	Taipei



## CHANGES IN INTANGIBLE ASSETS AND PROPERTY, PLANT AND EQUIPMENT

from 1 January to 31 December 2008 (Appendix B to Notes)

in th. euros	Cost of purchase						31.12.2008
	01.01.2008	Change in scope of consoli- dation	Other additions	Differ- ences in currency	Disposals*	Transfer/ Restructure	
<b>I. Goodwill</b>	<b>99,909</b>	<b>3,433</b>	<b>389</b>	<b>2,389</b>	<b>297</b>	<b>0</b>	<b>105,823</b>
<b>II. Other intangible assets</b>							
1. Customer base	22,859	3,475	0	1,267	265	0	27,336
2. Brands	3,187	0	0	292	0	0	3,479
3. Customer service contracts	1,038	140	0	42	0	0	1,220
4. Software							
proprietary software	1,916	0	0	0	0	0	1,916
acquired software	11,609	9	1,669	354	817	0	12,824
	<b>40,609</b>	<b>3,624</b>	<b>1,669</b>	<b>1,955</b>	<b>1,082</b>	<b>0</b>	<b>46,775</b>
<b>III. Property, plant and equipment</b>							
1. Property and buildings	4,778	0	1,700	0	0	0	6,478
2. Miscellaneous equipment and fixtures	39,901	452	8,761	1,066	6,257	52	43,975
3. Plant and machinery	52	0	0	0	0	-52	0
4. Advance payments and construction in progress	0	0	1,553	0	0	0	1,553
	<b>44,731</b>	<b>452</b>	<b>12,014</b>	<b>1,066</b>	<b>6,257</b>	<b>0</b>	<b>52,006</b>
	<b>185,249</b>	<b>7,509</b>	<b>14,072</b>	<b>5,410</b>	<b>7,636</b>	<b>0</b>	<b>204,604</b>

\* Includes disposals from the sale of TomTech amounting to 775 thousand euros in acquisition costs and 314 thousand euros in accumulated depreciation and amortisation.

	Accumulated depreciation and amortisation					Carrying amount		
	01.01.2008	Other additions	Differences in currency	Disposals*	Transfer-restructure	31.12.2008	31.12.2008	31.12.2007
	0	0	0	0	0	0	105,823	99,909
	10,476	3,375	670	142	0	14,379	12,957	12,383
	0	600	0	0	0	600	2,879	3,187
	563	349	22	0	0	934	286	475
	1,816	33	0	0	0	1,849	67	100
	8,540	1,520	188	794	0	9,454	3,370	3,069
	<b>21,395</b>	<b>5,877</b>	<b>880</b>	<b>936</b>	<b>0</b>	<b>27,216</b>	<b>19,559</b>	<b>19,214</b>
	576	116	0	0	0	692	5,786	4,202
	24,565	7,917	647	5,600	27	27,556	16,419	15,336
	27	0	0	0	-27	0	0	25
	0	0	0	0	0	0	1,553	0
	<b>25,168</b>	<b>8,033</b>	<b>647</b>	<b>5,600</b>	<b>0</b>	<b>28,248</b>	<b>23,758</b>	<b>19,563</b>
	<b>46,563</b>	<b>13,910</b>	<b>1,527</b>	<b>6,536</b>	<b>0</b>	<b>55,464</b>	<b>149,140</b>	<b>138,686</b>

## CHANGES IN INTANGIBLE ASSETS AND PROPERTY, PLANT AND EQUIPMENT

from 1 January to 31 December 2007 (Appendix C to Notes)

in th. euros	Cost of purchase						31.12.2007
	01.01.2007	Change in scope of consoli- dation	Other additions	Differ- ences in currency	Disposals	Transfer/ Restructure	
<b>I. Goodwill</b>	<b>97,663</b>	<b>1,892</b>	<b>1,000</b>	<b>-646</b>	<b>0</b>	<b>0</b>	<b>99,909</b>
<b>II. Other intangible assets</b>							
1. Customer base	21,464	2,731	133	-336	1,133	0	22,859
2. Brands	3,266	0	0	-79	0	0	3,187
3. Customer service contracts	1,283	645	0	-7	883	0	1,038
4. Software							
proprietary software	3,717	0	100	0	1,901	0	1,916
acquired software	10,947	0	1,449	-103	684	0	11,609
	<b>40,677</b>	<b>3,376</b>	<b>1,682</b>	<b>-525</b>	<b>4,601</b>	<b>0</b>	<b>40,609</b>
<b>III. Property, plant and equipment</b>							
1. Property and buildings	4,778	0	0	0	0	0	4,778
2. Miscellaneous equipment and fixtures	36,759	2,429	8,603	-167	7,723	0	39,901
3. Plant and machinery	52	0	0	0	0	0	52
	<b>41,589</b>	<b>2,429</b>	<b>8,603</b>	<b>-167</b>	<b>7,723</b>	<b>0</b>	<b>44,731</b>
	<b>179,929</b>	<b>7,697</b>	<b>11,285</b>	<b>-1,338</b>	<b>12,324</b>	<b>0</b>	<b>185,249</b>

	Accumulated depreciation and amortisation					Carrying amount		
	Stand am	Other additions	Differences in currency	Disposals	Transfer-restructure	31.12.2007	31.12.2007	31.12.2006
	0	0	0	0	0	0	99,909	97,663
	8,541	3,062	-128	999	0	10,476	12,383	12,923
	0	0	0	0	0	0	3,187	3,266
	1,042	405	-1	883	0	563	475	241
	3,673	44	0	1,901	0	1,816	100	44
	7,848	1,307	-10	605	0	8,540	3,069	3,099
	<b>21,104</b>	<b>4,818</b>	<b>-139</b>	<b>4,388</b>	<b>0</b>	<b>21,395</b>	<b>19,214</b>	<b>19,573</b>
	457	119	0	0	0	576	4,202	4,321
	22,325	8,560	-96	6,224	0	24,565	15,336	14,434
	23	4	0	0	0	27	25	29
	<b>22,805</b>	<b>8,683</b>	<b>-96</b>	<b>6,224</b>	<b>0</b>	<b>25,168</b>	<b>19,563</b>	<b>18,784</b>
	<b>43,909</b>	<b>13,501</b>	<b>-235</b>	<b>10,612</b>	<b>0</b>	<b>46,563</b>	<b>138,686</b>	<b>136,020</b>

## SUPERVISORY BOARD MEMBERS

(Appendix D to the Notes)

### Shareholder Representatives

Name	Member since	Profession	Membership in supervisory boards and other supervisory bodies pursuant to Section 125 (1) sentence 3 of the German Stock Corporation Act (AktG)
Otto Beilharz	20 May 1999 to 17 June 2008	Retired Director	Member of the Supervisory Board – PSB AG für Programmierung und Systemberatung, Neckarsulm (until 30 September 2008) Chairman of the Advisory Board – Karl Schüssler GmbH & Co. KG, Bodelshausen
Kurt Dobitsch	20 May 1999	Businessman	Chairman of the Supervisory Board – United Internet AG, Montabaur – Nemetschek AG, München Member of the Supervisory Board – 1 & 1 Internet AG, Montabaur – PSB AG für Programmierung und Systemberatung, Neckarsulm, (until 30 September 2008) – DocuWare AG, Germering – Graphisoft S.E., Budapest, Hungary Member of the Board of Directors – Hybris AG, Zurich, Switzerland
Dr. Walter Jaeger	17 June 2008	Businessman	Chairman of the Supervisory Board – Wirthwein AG, Creglingen – Würth Finance International B.V., Amsterdam, Netherlands Member of the Supervisory Board – Läpple AG, Heilbronn – Läpple Beteiligungs AG, Heilbronn – Kaufland Stiftung & Co. KG, Neckarsulm – Lidl Stiftung & Co. KG, Neckarsulm Chairman of the Advisory Board – Hohenloher Spezialmöbelwerk Schaffitzel GmbH & Co. KG, Öhringen (since 27 May 2008) – Mosolf GmbH & Co. KG, Kirchheim unter Teck, – Vollert Anlagenbau GmbH & Co. KG, Weinsberg,
Gerhard Schick Chairman of the Supervisory Board	22 March 2004	Businessman	Chairman of the Supervisory Board – Bechtle Systemhaus Holding AG, Neckarsulm, (until 31 Dezember 2008) – PSB AG für Programmierung und Systemberatung, Neckarsulm Chairman of the Board of Directors – Bechtle Holding Schweiz AG, Rotkreuz, Switzerland
Karin Schick	(2 October 2003 – 22 March 2004) 9 August 2004	Clerk	
Klaus Winkler	20 May 1999	Director	Member of the Supervisory Board – IMS Gear GmbH, Donaueschingen Member of the Advisory Board – Dieffenbacher GmbH & Co., Eppingen – Joma-Polytec Kunststofftechnik GmbH, Bodelshausen

## Shareholder Representatives

Name	Member since	Profession	Membership in supervisory boards and other supervisory bodies pursuant to Section 125 (1) sentence 3 of the German Stock Corporation Act (AktG)
Dr. Jochen Wolf 2nd Deputy Chairman of the Advisory Board	2 October 2003	Director	Chairman of the Advisory Board – Storsack Holding GmbH, Viernheim Member of the Supervisory Board – Behr GmbH & Co. KG, Stuttgart (since 1 November 2008) – IMS Gear GmbH, Donaueschingen – LTS Lohmann Therapie-Systeme AG, Andernach, – R-Biopharm AG, Darmstadt Member of the Board of Directors – E.G.O. Blanc & Fischergruppe, Oberderdingen, Chairman of the Advisory Board – Joma-Polytec Kunststofftechnik GmbH, Bodelshausen Member of the Advisory Board – Bardusch GmbH + Co. KG, Ettlingen – Vetter Pharma-Fertigung GmbH & Co. KG, Ravensburg

## Employee Representatives

Name	Member since	Profession	Membership in supervisory boards and other supervisory bodies pursuant to Section 125 (1) sentence 3 of the German Stock Corporation Act (AktG)
Udo Bettenhausen	18 January 2007	Clerk	
Rüdiger Dibbert	22 June 2007 until 17 June 2008	Executive	
Uli Drautz Stellvertretender Aufsichtsrats- vorsitzender	15 October 2003	Executive	Member of the Supervisory Board – Bechtle direkt Holding AG, Neckarsulm – Bechtle Systemhaus Holding AG, Neckarsulm – PSB AG für Programmierung und Systemberatung, Neckarsulm (since 7 October 2008) – PP 2000 Business Integration AG, Stuttgart (since 1 January 2008)
Daniela Eberle	15 October 2003	Clerk	
Jürgen Ergenzinger	17 June 2008	Union Secretary IG Metall, Administrative office Heilbronn-Neckarsulm	
Sonja Glaser-Reuss	17 June 2008	Kfm. Angestellte	
Barbara Greyer	15 October 2003	Union Secretary ver.di, State District Baden-Württemberg	
Dr. Rudolf Luz	15 October 2003 until 17 June 2008	First Authorised Representative of IG Metall, Heilbronn-Neckar- sulm	Vice-Chairman of the Supervisory Board – Kolbenschmidt Pierburg AG, Neckarsulm Member of the Supervisory Board – Rheinmetall AG, Düsseldorf – Wirtschaftsförderung Raum Heilbronn GmbH, Heilbronn