

THE STRATEGY

“Full power to sales” is the strategy the Würth Group bets on. Apart from the continuous expansion of the sales organization, the Würth Group is also opening additional branch offices inside and outside Germany. Worldwide, a network of more than 1,200 branch offices covers the immediate needs of craft customers. An additional 260 branch offices are planned to open in 2012.

“To each customer their own Würth” means Würth is not simply offering the same services to every customer. Small or larger craft enterprises, nationally and internationally operating key account customers - they all have different requirements. This means every Würth customer is offered specific consulting and delivery concepts tailored to their specific needs. In 2009, the Würth Group won the German Logistics Award of the German Logistics Association for its modular system logistics. With the new distribution center in Künzelsau, Adolf Würth GmbH & Co. KG has been provided with the logistic resources for further growth. Upon completion of the new center, the company will be able to process 60,000 additional order lines per day. The Group's parent company plans to increase its sales volume to EUR 2 billion by 2016.



The distribution center of Adolf Würth GmbH & Co. KG in Künzelsau-Gaisbach

ART AND CULTURE

Kunsthalle Würth, Schwäbisch Hall

In the exhibition “Forest Fascination. Trees and Wood in Paintings and Sculptures of the Würth Collection”, Kunsthalle Würth in Schwäbisch Hall is contemplating the various cultural and historical aspects of the perception of nature and forests, particularly in Germany. The artistic representations of forests clearly reflect humanity's connection with its environment, which has been subject to radical changes and various fashion trends over the centuries. With approximately 150 distinctive works of art of the Würth Collection ranging from Cranach to Hockney, the extensive presentation traces the constantly changing artistic statements on the myth of the forest.



Children indulging in their interest in art at Art Forum Würth Capena

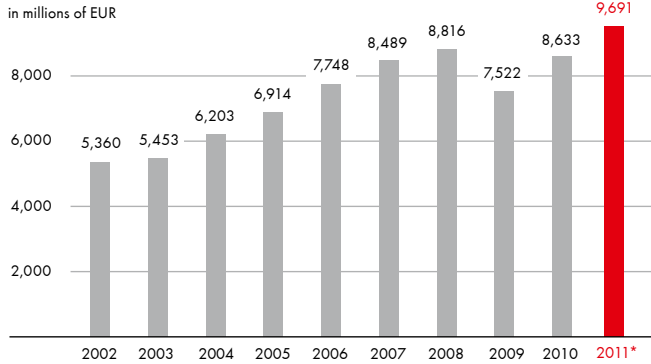
Art Forum Würth Capena, Italy

The international reputation of the Nobel Prize Laureate in Literature, Günter Grass, is based mostly on the author's written works. The exhibition at Art Forum Würth Capena in Italy is presenting the author's lesser known side with water colors, drawings and sculptures. The works, created in the period from 1952 through today, convey a comprehensive image of his visual artistic work. Major artistic work cycles such as “My Century” form the centerpiece of this exhibition.

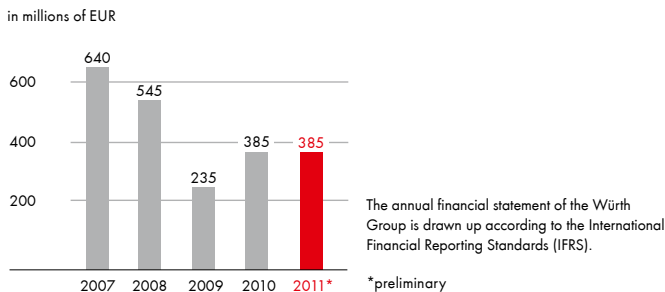
FACTS AND FIGURES

The Würth Group **2011**

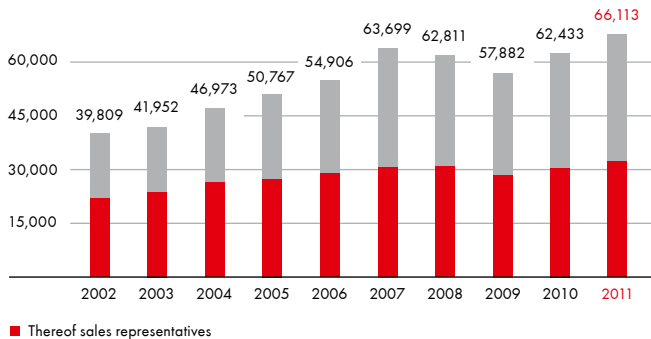
Sales Würth Group



Pre-tax Operating Result Würth Group



Employees Würth Group



THE BUSINESS YEAR 2011

With sales of EUR 9.7 billion, the Würth Group set a new sales record in 2011. According to the preliminary annual financial statement, the company grew by 12.3%. The Würth Group's sales growth was particularly strong in Germany, where the Group's sales increased by 14.0% to a total of EUR 4.4 billion. Adolf Würth GmbH & Co. KG was the driving force behind this development. The Group's parent company stepped up sales by 13.2% to EUR 1.2 billion. In order to continue promoting this dynamic development, further investments have been made at the company's headquarters in Künzelsau. On 6 December 2011, the foundation stone of the most efficient and modern distribution center in the Würth Group was laid. The investment volume of this project amounts to EUR 60 million. The annex of the administrative building in Künzelsau will already be completed in spring 2012.

The operating result of 2011 has been burdened by losses in the production of solar modules and one-time effects in connection with the discontinuation of solar production amounting to EUR 80 million. In total, the Würth Group is expecting the operating result of the year 2011 to remain on the level of the previous year (2010: EUR 385 million).

The number of employees increased by 3,680 to 66,113. The fact that almost half of the entire Würth workforce operates as sales representatives in the field reflects the company's strong focus on the sales sector. In Germany, an additional 1,446 employees were hired.



Würth administration building in Künzelsau-Gaisbach

THE CORPORATE GROUP

Building-up the Würth Group is the life's work of entrepreneur Prof. Dr. h. c. mult. Reinhold Würth. The Chairman of the Supervisory Board of the Würth Group's Family Trusts turned the screw wholesale business, which was founded by his father in 1945, from a two-man business into today's Würth Group. Today, the world market leader in the trade with assembly and fastening technology is represented by more than 400 companies in 84 countries.

Global trade with assembly and fastening materials is the core business of the Würth Group. Würth's classic product range, which is distributed through an international network of Würth Line companies, comprises more than 100,000 products for craft and industry: from screws, screw accessories and anchors to tools, chemical-technical products and personal protective equipment. The Allied Companies of the Würth Group are trading or production companies operating mostly in similar or diversified business fields. They sell products for markets related to the Group's traditional core business such as products for DIY stores, material for electrical installations, electronic components (e.g. circuit boards) and financial services.

Over 3 million craft and industry customers trust in the products, the quality and the services of Würth. To live up to the confidence placed in us, more than 32,000 sales representatives worldwide are on the road to attend to our customers, providing knowledgeable advice and fast deliveries.

i For more detailed information on the Würth Group and its business divisions, please refer to our website www.wuerth.com.