



Würth expands its e-business activities: Our customers can use the Würth App to order products directly at the construction site.

## The Strategy

### Making the customer's life easier

Würth is wherever materials need to be drilled, glued, plugged, anchored and screwed together. The aim is very simple: to make the customers' work easier by providing individual services, practical system solutions and an extensive range of products. Würth remains close to the action, close to the trades and close to the customer by providing personal contact with the help of its more than 32,000 salaried sales representatives and its additional availability via Internet, app and phone. Customers can cover their immediate needs in more than 1,800 branch offices all over the world.

With more than 470 branch offices, Adolf Würth GmbH & Co. KG in Germany is closer to its customers than any of its competitors. With the online shop or our Würth App, via e-procurement and other scanner-based ordering systems such as ORSY®scan, we offer our customers further options for ordering products. The Würth Group inspires its 3.5 million customers from trade, construction and industry with its pioneering sales and logistics solutions. Our customers concentrate on their work – Würth takes care of the rest.

### Würth Group

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## Art and Culture

### Newly acquired works at Kunsthalle Würth in Schwäbisch Hall

The Würth Collection has always featured a great variety of special works, and a wealth of exciting new pieces of international art has again been added over the past decade. An opulent selection of about 200 works of art is now presented to the public – most of them for the first time – at Kunsthalle Würth in Schwäbisch Hall. Most of the recent acquisitions are either paintings or sculptures. The exhibition "As Far as the Eye Can See. New Insight into the Würth Collection" covers a wide variety of subjects in several chapters.

### Hélène de Beauvoir at Musée Würth France Erstein

Musée Würth France Erstein is currently showing works by French painter Hélène de Beauvoir (1910 – 2001) in its exhibition entitled "Hélène de Beauvoir. Artiste et femme engagée." (artist and dedicated woman). Hélène de Beauvoir has long stood in the shadow of her more famous sister, the author Simone de Beauvoir. During a tour of the exhibition, visitors learn all about the artist's life and her talent of reconciling the influences of various styles and combining abstract and pictorial presentations. After spending time in Portugal, Serbia, Morocco and Italy, the painter settled in Alsace, where she continued her work for almost 40 years.

Musée Würth France Erstein shows works of painter Hélène de Beauvoir



TGFU-SC-LA-3'-05/18 © by Würth Group, Künzelsau

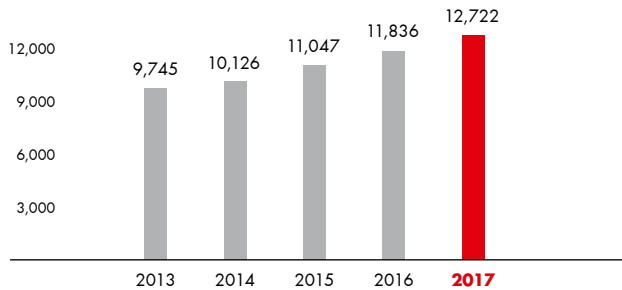
# Facts and Figures

## Würth Group 2017



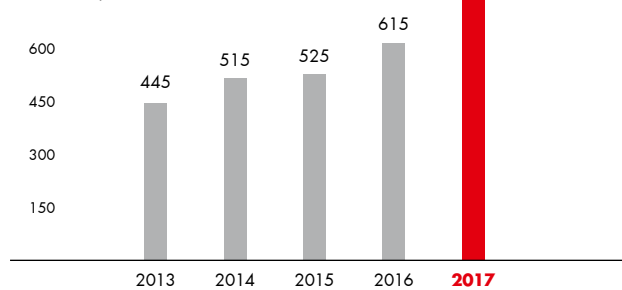
**Sales**

Würth Group in millions of EUR



**Operating result before taxes**

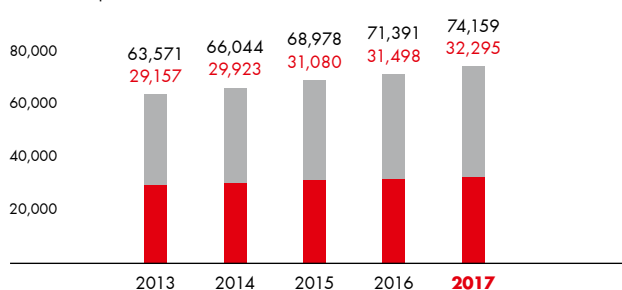
Würth Group in millions of EUR



The consolidated financial statements of the Würth Group is prepared in accordance with the International Financial Reporting Standards (IFRS).

**Employees**

Würth Group as of 31 December



■ of which are sales representatives

**The 2017 Fiscal Year**

**The Würth Group** set a new sales record of EUR 12.7 billion in 2017 (previous year: EUR 11.8 billion). This corresponds to a growth of 7.5 percent. Adjusted for foreign currency effects, growth came to 7.9 percent. In particular, companies in Eastern and Southern Europe grew dynamically. Overall, sales could be improved in all business units: The business unit Electronics achieved above-average growth of 17.5 percent. In the Würth Line, sales growth was especially strong in the divisions Industry and Construction. In 2017, e-business sales grew by 19.3 percent.

**The operating result** has reached a new record high of EUR 780 million, making it the highest in the Würth Group's corporate history (previous year: EUR 615 million). This is an increase of 26.8 percent on the previous year.

**The number of employees** increased by 2,768 in 2017, from 71,391 to 74,159. The majority of employees is still located in Germany (22,620 in 2017). The Group currently has 32,295 sales force employees on the payroll.

**Carmen Würth Forum**

On 18 July 2017, the Würth Group celebrated two major events. Carmen Würth, the wife of Reinhold Würth, celebrated her 80th birthday. At the same time, the convention center Carmen Würth Forum, which is named after her, was inaugurated. This exclusive convention center in Künzelsau was designed by David Chipperfield Architects. The multi-functional building, measuring a total of approx. 11,000 square meters, houses an event hall that can be divided into several rooms, the Great Hall with room for up to 2,500 visitors, and Reinhold Würth Hall, a chamber music hall large enough for 580 people. In addition, it features an entrance hall and a terrace. The park in front of the forum offers enough space to host up to 10,000 guests. Carmen Würth Forum can be used for all sorts of events organized by the Würth Group or can be hired out to third parties. The architects were awarded the Hugo Häring Prize for their architectural performance.

**The Corporate Group**

**Würth Group**

The core business of the Würth Group entails the trade of fastening and assembly materials. Adolf Würth laid the foundation in 1945 when he set up Adolf Würth GmbH & Co. KG in Künzelsau, today's parent company of the Würth Group. After his father's early death in 1954, Reinhold Würth took over at the helm of the family business at the age of 19. The company began to expand into international territory in 1962 as the first foreign company was founded in the Netherlands. Over 400 companies in more than 80 countries form part of the Würth Group, which currently employs over 75,000 people worldwide.

**The operational units**

The Würth Group is split up into two operational units: Würth Line and Allied Companies. The Würth Line companies are responsible for the Group's conventional core business, the sale of assembly and fastening materials. The product portfolio contains, among other things, screws, bolts, screw accessories, anchors, chemical products, furniture and building fittings, tools, storage and retrieval systems, and protective equipment for professional users. The entire product range comprises over 125,000 products. The Allied Companies are composed of trading or manufacturing companies in related business areas, including financial service providers, hotels and restaurants.



Carmen Würth Forum cultural and convention center

Photo: Ufuk Arslan, Schw. Hall