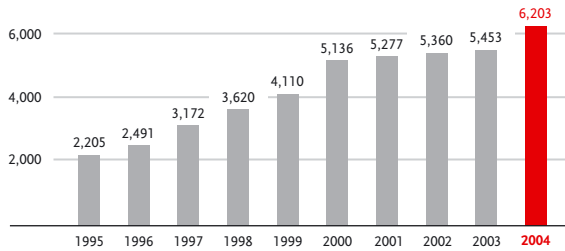


KEY FIGURES

Sales

Würth Group

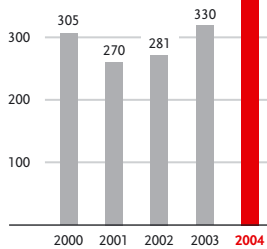
in millions of EUR



Operating result before taxes

Würth Group

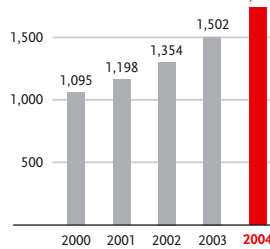
in millions of EUR



Equity capital

Würth Group

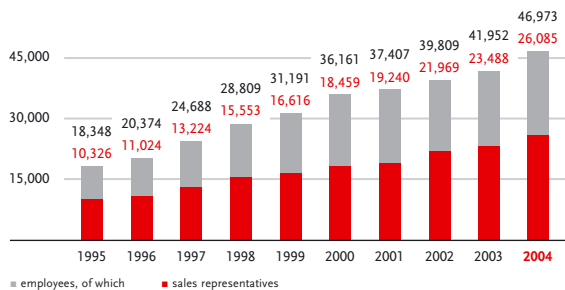
in millions of EUR



Since 1999, the annual financial statement of the Würth Group has been drawn up according to the International Financial Reporting Standards (IFRS).

Employees

Würth Group



ART AND CULTURE



Andreas Haider (about 1495–1544/45)
Picture of man with red
beret, 1516/17
Würth Collection, Inv. 6558

>>> **HIGHLIGHTS 2004:** Reopening of the listed “Sudhaus”, which is situated next to Kunsthalle Würth, and serves both as place for conferences and gastronomy as well as provides an additional 650 square meters of exhibition area for Kunsthalle Würth. The première exhibition was dedicated to the British sculptor Sir Anthony Caro.

Opening of exhibition of the late medieval Art Collection of Fürstlich Fürstenbergische Collection from Donaueschingen that was acquired by Reinhold and Carmen Würth for the Würth Collection. In the presence of 1,000 guests, Premier Teufel acknowledged the acquisition of the outstanding collection of old masters for the land of Baden-Württemberg.

Musée d’Art et d’Histoire in Fribourg/Switzerland exhibited abstract works from the Würth Collection and in the United States the two-year exhibition tour titled “Christo & Jeanne-Claude. The Würth Museum Collection” started in New York.

The Würth Prize for European Literature was awarded to Harald Hartung and at the Würth Open Air Concert Justus Frantz and his Philharmonic Orchestra of Nations were as much celebrated by the audience as Chris Norman, Golden Earring, Roger Chapman & The Shortlist, Bonnie Tyler, Kim Wilde und Dave Dee, Dozy, Beaky, Mick & Tich.



The Würth Group

2004

FIGURES
AND FACTS

THE COMPANY



>>> **THE BUILDING UP OF THE WÜRTH GROUP** is the lifework of Professor Reinhold Würth. Within a period of 50 years, he established a worldwide trading business with 314 companies in 80 countries of the world. The core business of the Würth Group is the global trade with connecting and assembly technology that is implemented through an international network of 120 of the 314 Group companies. Our 194 Allied Companies work in the business fields bordering on that of the Würth Line.

Over 2.65 million customers from trade and industry trust in the products, the quality and the service of Würth. In order to do justice to our customers' trust, over 26,000 sales representatives worldwide are on the road every day to service our customers with competent advice and fast deliveries.

WÜRTH | Quality
stands for | Service
Reliability
Speed

BUSINESS YEAR 2004

>>> **IN THE FINANCIAL YEAR 2004**, the Würth Group attained new record sales. Group sales rose by 13.8 percent to EUR 6.2 billion. Adjusted for exchange rates and acquired companies the growth amounted to ten percent.

>>> **IN GERMANY**, the Würth Group increased sales to EUR 2.5 billion. This corresponds to a growth of 14.6 percent.

>>> **THE INTERNATIONAL COMPANIES** of the Würth Group generated a growth of 13.2 percent. The sales volume of the Würth Group International consequently went up to EUR 3.7 billion.

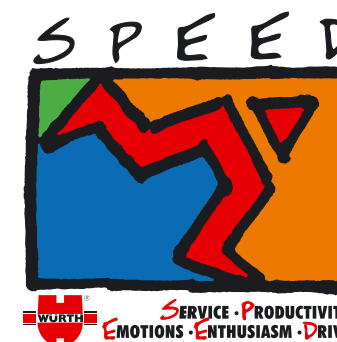
>>> **THE OPERATING RESULT** grew faster than the sales and reached a record level of EUR 395 million.

>>> **AT THE END OF THE YEAR 2004**, the Würth Group had 46,973 employees on its payroll worldwide. Compared to the preceding year the number of employees consequently rose by 5,021 (twelve percent). The number of sales representatives went up by 11.1 percent to 26,085 worldwide. The number of in-house staff increased by 13.1 percent to a total of 20,888.

SPEED

IN 2005, THE WÜRTH GROUP WILL CELEBRATE ITS 60TH COMPANY ANNIVERSARY. WE HAVE STAYED YOUNG AND WANT TO CONTINUE WITH OUR DOUBLE-DIGIT GROWTH.

"SPEED" IS THE CATCHWORD IN THIS CONNECTION. WITH THE HELP OF GOOD SERVICE AND HIGH QUALITY WE WANT TO FILL OUR CUSTOMERS WITH ENTHUSIASM ABOUT WÜRTH.



OUR MOTTO FOR THE YEAR 2005

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