

THE STRATEGY

“Full power to sales” is the strategy the Würth Group bets on. Apart from extending the sales organization, the opening of further branch offices in Germany and abroad is planned to cover the immediate needs of craft customers. By now, there are more than 1,100 branch offices. “To each customer their own Würth”. This means: Würth does not only offer top quality when it comes to its products, but also with regard to the services provided. The solutions offered are always tailored to the specific needs of the respective customers. In 2009, the Würth Group was awarded the German Logistics Award of the German Logistics Association for its modular system logistics.



Würth customers can purchase on the spot: in more than 330 branch offices in Germany and in more than 1,100 all around the world.

Over three million customers from trade and industry trust in the products, the quality and the service of Würth. To live up to the confidence placed in us, more than 30,000 sales representatives worldwide are on the road to attend to our customers, providing sound advice and fast deliveries.

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ART AND CULTURE

Kunsthalle Würth, Schwäbisch Hall

In a large survey exhibition, the wide-ranging work of the multifaceted and truly popular artist Niki de Saint Phalle (1930–2002) is shown. Through her paintings, assemblages, shooting paintings (tirs), sculptures and installations, she created a unique cosmos. Niki de Saint Phalle found a valid form for the elemental force of femininity, particularly in her “Nanas”. The exhibition “Niki de Saint Phalle - Play with me” provides an extensive overview of her oeuvre, from the early paintings to the late sculptures.



Sculptures by Niki de Saint Phalle crowd Kunsthalle Würth, Schwäbisch Hall.

Alicja Kwade awarded with 9th Robert-Jacobsen Prize

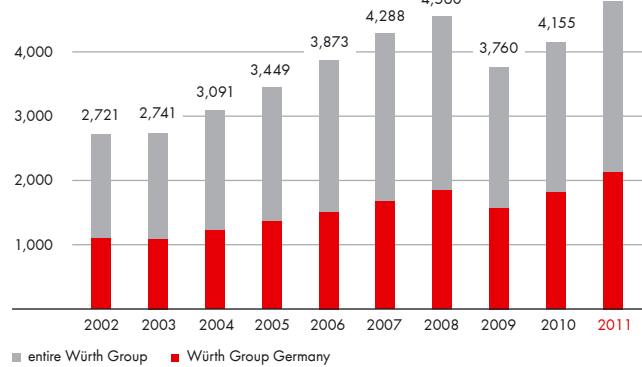
Sculptor Alicja Kwade was awarded the 9th Robert-Jacobsen Prize of the Charitable Würth Foundation, endowed with EUR 25,000. This prize is awarded in remembrance of the well-known Danish sculptor Robert Jacobsen, whose 100th birthday will be celebrated in 2012. The prize was awarded together with a presentation of the artist’s works at Würth House Berlin.

FACTS AND FIGURES

The Würth Group **2011**

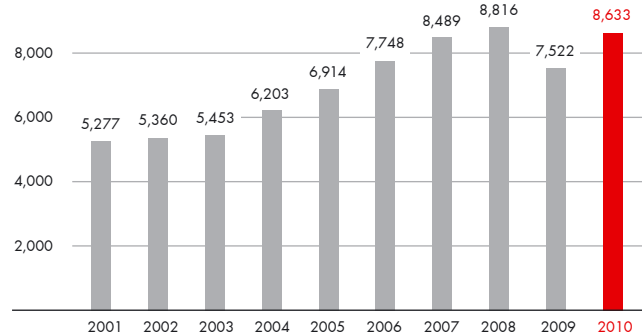
Sales of the first six months

as of 30 June in million EUR



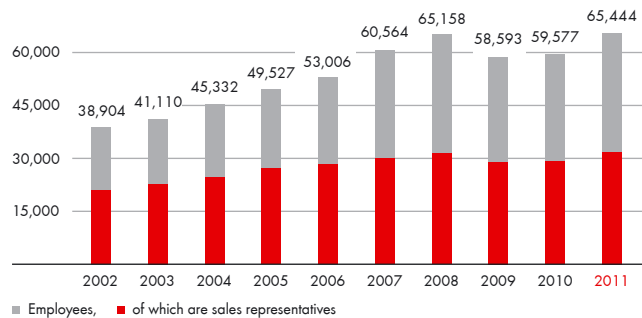
Annual sales

in million EUR



Employees in the first six months

as of June 30



BUSINESS DEVELOPMENT IN THE 1ST HALF OF 2011

The Würth Group managed to close the first six months of 2011 with total sales of EUR 4.78 billion. The family business consequently reports a new sales record: Compared to the same period of last year, this corresponds to a growth of 15.1 percent. The German companies increased their sales by 17.3 percent compared to the first six months of 2010 to EUR 2.1 billion (on an international level: +13.4 percent). Adolf Würth GmbH & Co. KG, the parent company, in particular, as well as Würth Industrie Service GmbH & Co. KG and the Würth Elektronik Group contributed decisively to this success.

The operating result of the first six months of 2011 amounted to EUR 245 million (first six months of 2010: EUR 196 million). Thus, the operating result also reflects the overall positive trend of the Würth Group.

The number of employees was stepped up further by the Würth Group to achieve this growth. Compared to the end of the year 2010, the Group had 3,011 more employees on the payroll, translating into an increase of 4.8 percent. Currently, the Würth Group has a total of 65,444 employees, of which 31,761 work in the sales force. In Germany, the Würth Group has a total of 18,399 employees, while the Würth companies abroad report the number of 47,045 employees.



Würth administration building in Künzelsau-Gaisbach

THE CORPORATE GROUP

Building-up the Würth Group is the life's work of the entrepreneur Prof. Dr. h. c. mult. Reinhold Würth. The Chairman of the Supervisory Board of the Würth Group's Family Trusts, has turned the wholesale screw business, which was founded by his father in 1945, from a two-man business into today's Würth Group. The world market leader for assembly and fastening technology is represented by more than 410 companies in 84 countries.

The global trade in fastening and assembly materials

through an international network of Würth Line companies is the core business of the Würth Group. The product range for craft and industry comprises over 100,000 products; from screws, screw accessories and anchors, to tools, chemical-technical products and personal protection equipment. Other companies operate under their own name. These so-called Allied Companies operate in diversified business fields and markets adjacent to the core business. They sell products for DIY stores, material for electrical installations, electronic components (e.g. circuit boards), financial services, solar modules etc.

Würth remains a family business at heart.

On 1 March 2006, Bettina Würth was appointed Chairwoman of the Advisory Board of the Würth Group. Robert Friedmann is the Chairman of the Central Managing Board. The Central Managing Board – comparable to the board of directors of a group holding company – is the top-level decision-making body in the Würth Group and consists of seven members. Its most important tasks include strategic planning, the selection of executive personnel, and the operational management of strategic business units and functional areas.

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