



Photo: Hans Neukircher

Customers can shop around the clock at all Würth24 shops in Germany.

## The strategy

### Multi-channel strategy, logistics and innovations as success factors

An increasing number of the more than four million Würth customers worldwide digitalize their procurement processes and order via the online shop, the Würth app or automate their purchasing processes using e-procurement and system solutions. The more than 2,700 shops and customer service over the phone round off these possibilities. As a central point of contact, Würth's sales representatives remain an indispensable link between Würth and its customers.

Besides sales, logistics is the heart of the Würth Group. Automated processes increase efficiency and productivity, making sure that customers receive their goods quickly and reliably. At the same time, Würth focuses on product development at Reinhold Würth Innovation Center Curio at its headquarters in Künzelsau.

### Würth Group

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## Würth cares

The Würth Group and the charitable Würth Foundation contribute to a vibrant cultural landscape and the people's social welfare. Five corporate museums and ten art galleries of the Würth Group in Europe showcase the works owned by the Würth Collection, meanwhile comprising over 20,000 works of art. All of the company's museums are open to the public free of charge. The establishment of Würth Philharmoniker as the musical ensemble of Reinhold Würth Musikstiftung gGmbH in 2017 provided the foundation for the Group's involvement in classical music. In addition, the Würth Group and the Würth Foundation are committed to helping people with disabilities. Further attention is paid to education, science, and research. The Würth Group's main sports sponsorship focus is on soccer and winter sports.



Niki de Saint Phalle: Nana dansante bleue, 1995, polyester, painted, 620 x 490 x 240 cm, Würth Collection, Inv. 17523; photo: Julia Schrambeck / Ulrich Schmitt

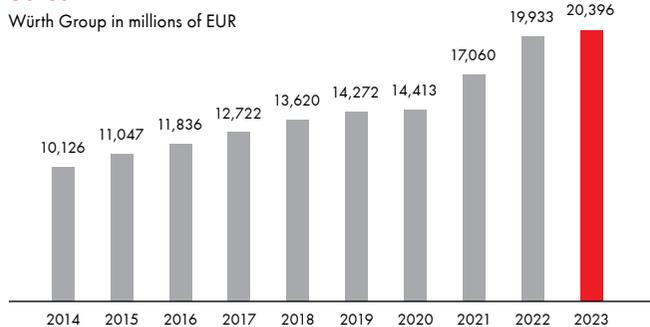
The extensive sculpture garden at Carmen Würth Forum invites visitors to take an art walk through the who is who of international sculpture. There, visitors can also find Niki de Saint Phalle's *Nana dansante bleue*.

# Facts and figures

## Würth Group 2023

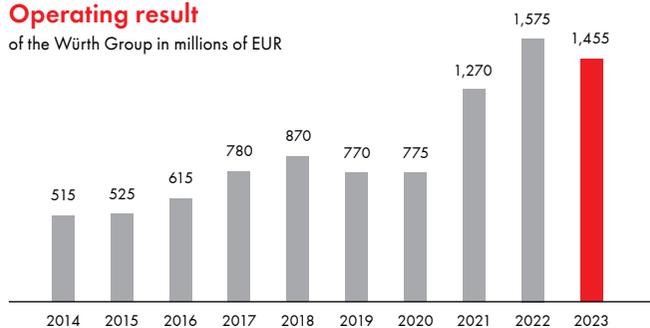
Sales

Würth Group in millions of EUR



Operating result

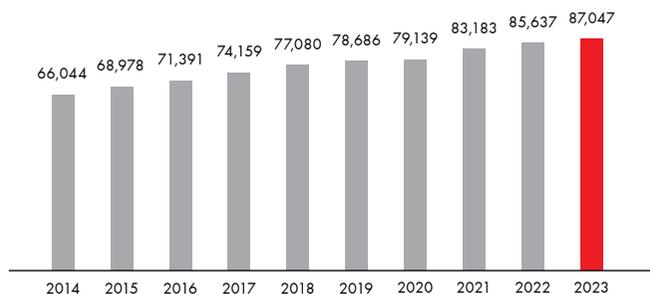
of the Würth Group in millions of EUR



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

Employees

Würth Group as of 31 December



The 2023 fiscal year

The Würth Group reported sales of EUR 20.4 billion in 2023 (2022: EUR 19.9 billion), which is a plus of 2.3 percent, or 3.5 percent adjusted for exchange rates. In Germany, sales rose by 5.6 percent to EUR 8.3 billion (2022: EUR 7.8 billion). The Würth companies outside of Germany grew slightly by 0.2 percent to EUR 12.10 billion (2022: EUR 12.08 billion).

At EUR 1,455 million, the Würth Group's operating result remained slightly below the previous year (2022: EUR 1,575 million), yet still reached the second-highest level in the history of the Würth Group.

The number of employees in the Group increased by 1,410 to a total of 87,047 in 2023 (2022: 85,637), with 43,967 people working in the sales force of the Würth Group. In Germany, the number of employees amounts to 27,128.

Cordless drill drivers, 18V M-CUBE battery and ORSY® system case Cradle to Cradle Certified®

We strive to transform the Würth Group, moving on from a linear to a circular economy and paying particular attention to the following three areas of transformation: climate, material life cycles and social standards. Our cordless ABS 18 Compact and ABS 18 Subcompact M-CUBE drill drivers are the first power tools in the world to be Cradle to Cradle Certified®. The 18V M-CUBE battery and the ORSY® system case also received certification: Bronze for the power tools and battery, Silver for the case. Five categories were evaluated: Material Health, Product Circularity, Clean Air and Climate Protection, Water and Soil Stewardship, and Social Fairness. The recyclability of power tools and batteries is up to 88 percent, while recyclability of the case is up to 100 percent.

For more detailed information on the Würth Group and its operational units, please refer to our website at [www.wuerth.com](http://www.wuerth.com).

The corporate group

From a two-man business to global player

The Würth Group's success story began in the middle of the last century: Adolf Würth founded the screw wholesale business of the same name in Künzelsau in 1945. After his death in 1954, his 19-year-old son Reinhold took over the business.

With vision and entrepreneurial passion, he turned the two-man business into a globally operating group employing more than 87,000 people, roughly 44,000 of whom work in sales. The Würth Group consists of more than 400 companies operating in 80 countries. Adolf Würth GmbH & Co. KG is the founding company and the largest individual company of the Würth Group to this day.

The operational units of the Würth Group

The Würth Group is divided into two operational units: The core business of Würth involves the manufacture and sale of fastening and assembly materials. Other trading and production companies, known as the Allied Companies, operate in related business areas, ranging from electrical wholesaling and electronics to financial services. The Würth Group's international and decentralized structure as well as its activities across various industries help ensure the Group's independence and stability.



Cradle to Cradle Certified® cordless ABS 18 Compact and ABS 18 Subcompact drill drivers, 18V M-CUBE battery and ORSY® system case