

THE STRATEGY

Making the customer's life easier. That's exactly the point. If customers can fully concentrate on their work, Würth has done a good job. With about 400 branch offices Adolf Würth GmbH & Co. KG is closer to the customer than any competitor. The aim is that no customer should need more than 10 minutes to the next branch office. In approximately 1,500 branch offices all over the world the customers can cover their immediate demand. Service technicians and fitters can buy our products directly on their way to the customer or the construction site. The world's biggest sales organization for



Pick-by-voice: The new Würth logistics center West uses a pick-by-voice system. Orders are wirelessly transmitted to the picker by the inventory management system.

employed sales representatives with about 30,000 members of staff in the sales force guarantees competent advice and fast delivery to the customer. We want to be available for our customers at any time. As a consequence, it goes without saying that the quality of the over 100,000 products Würth is selling has to be perfect. This is reflected in the guiding principle of Würth's quality management: "Würth is quality - everywhere and every time". No trouble at the building site caused by missing or defective tools - work is simply easier. Over three million customers from craft and industry trust us, which is proven by a total of 35 million orders annually. In other words: 35 million times a customer says YES to Würth.

Würth Group
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ART AND CULTURE

Kunsthalle Würth, Schwäbisch Hall

In a varied course, the current exhibition "Menagerie - An Animal Show from the Würth Collection" sheds light onto the fascination of the world of animals at Kunsthalle Würth in Schwäbisch Hall. The exhibition focuses on the permanently changing relationship between human being and animal. Paintings, sculptures, drawings, art handicraft, jewelry and furniture by more than 100 artists take the visitor into a world of animalistic surprises. About 200 works of art forge a bridge from the Late Middle Ages to the present.



Twelve works of art from renowned artists form the so-called Walk of Modern Art in the center of Salzburg.

Würth Collection in Salzburg

Twelve internationally renowned artists from Marina Abramovic over Stefan Balkenhol, Anthony Cragg, Anselm Kiefer and Markus Lüpertz to Erwin Wurm have created works of art for the medieval town center of Salzburg. They have meanwhile become part of the Würth Collection. In cooperation with the Salzburg Stiftung of the American Austrian Foundation the Würth Collection presents further sculptures in the Würth Sculpture Garden at Arenberg Castle free of charge throughout the year. Exhibited are works by Heinrich Brummack, Bernhard Heiliger, Jeppe Hein, Stephan Kern, Helge Leiberg, Markus Redl, Gertrude Reum, Lun Tichnowski and Bernar Venet.

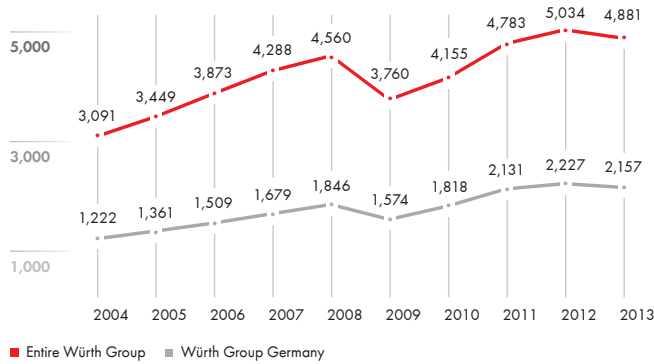
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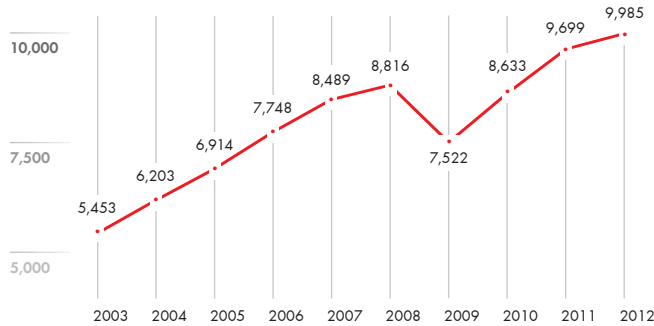
FACTS AND FIGURES The Würth Group 2013

1st half of 2013

SALES OF THE FIRST SIX MONTHS Würth Group, as of 30 June, in millions of EUR

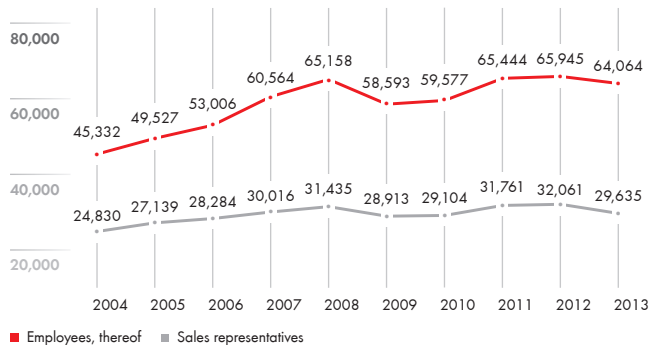


ANNUAL SALES Würth Group, in millions of EUR



The annual financial statement of the Würth Group is drawn up according to the International Financial Reporting Standards (IFRS).

EMPLOYEES IN THE FIRST SIX MONTHS Würth Group, as of 30 June



BUSINESS DEVELOPMENT IN THE 1ST HALF OF 2013

The Würth Group closed the first half of 2013 with total sales of EUR 4.9 billion, which corresponds to sales decline compared to last year of 3.0 percent. This can be attributed to the difficult economic environment in key markets such as Germany, especially in the first quarter of the year 2013. The long winter, for example, hindered sales growth in the strategically important construction sector. The unstable economic situation in Southern Europe is adding to this development, putting a drag on Würth's business for several years now. After adjusting for the Group's solar activities, which have been abandoned in the meantime, the overall decline in sales comes to 0.8 percent.

The operating result of the Würth Group remains with a total of EUR 205 million on last year's level (first half of 2012: EUR 205 million). The Group expects adequate operating result development by the end of 2013.

The number of employees dropped to 64,064 in the first half of 2013 (December 2012: 65,169.) The negative sales development forced the Group to further reduce its workforce. The Würth Group has 29,635 employees working in the sales force worldwide. In Germany, the Würth Group has a total of 19,413 employees, while the Würth companies abroad report the number of 44,651 employees.

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



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 turned the hardware wholesale business, which was founded by his father in 1945, from a two-man business into today's Würth Group. Currently, the world market leader in the trade with assembly and fastening technology is represented by more than 400 companies in over 80 countries.

Global trade with fastening and assembly 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.

Adolf Würth GmbH & Co. KG builds new logistics center

On 6 May 2013, the parent company of the Würth Group inaugurated the Logistics Center West at the location in Künzelsau. With an additional capacity of over 60,000 order lines per day Würth will be in the position to meet the customers' wishes even faster.

Würth Group restructures Central Managing Board

The Supervisory Board of the Würth Group's Family Trusts and the Advisory Board of the Würth Group decided to streamline the Central Managing Board to increase its clout. The body was reduced from seven to four members. Robert Friedmann will remain Chairman and Peter Zürn Deputy Chairman of the Central Managing Board, Joachim Kaltmaier will continue to see to the Group's finance sector. Newly appointed body member is Uwe Hohlfield, who will be in charge of strategic planning and controlling.