

STRATEGY

Making the customer's life easier. That's exactly the point. If the 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. A sales organization of more than 30,000 sales representatives worldwide guarantees expert advice and fast deliveries for our craft and industry customers. We want to be



Taking along what is missing to quickly continue one's way to the customer or to the construction site: Würth customers cover their immediate demand directly at the branch offices.

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 any time". No trouble at the building site caused by missing or defective tools - work is simply easier. Over three million customers from trade and industry believe in us.

ART AND CULTURE

Galleri Würth, Norway

With the exhibition "Joan Miró and Friends: Hans Arp, Alexander Calder, Max Ernst, Fernand Léger, André Masson, Pablo Picasso. Works from the Würth Collection" the Galleri Würth in Norwegian Nittedal reopened after more than one year of reconstruction. The exhibition area has doubled. The detached building whose characteristic roofscape with saw-tooth roof was preserved, includes, besides a new room for the conveying of art, also an enlarged café and extended museum shop. The opening exhibition is dedicated to the highly popular Catalan artist Joan Miró (1893-1983). From the very beginning, his works have been setting the tone of the Würth Collection with its



In 14 museums and associated galleries Würth shows its art collection. After its extension, the Galleri Würth in Norway was reopened.

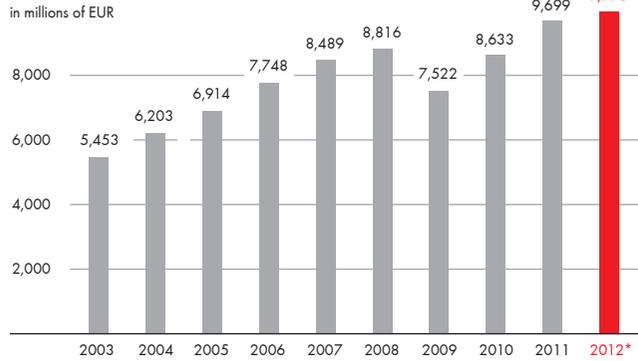
meanwhile 15,000 pieces of art. These works enter into dialog with Miró's friends and kindred spirits Pablo Picasso, André Masson, Max Ernst, Fernand Léger, Hans Arp and Alexander Calder.

Kunsthalle Würth, Schwäbisch Hall

"From Head to Toe. Portraits and Human Images in the Würth Collection" is the name of the current exhibition at Kunsthalle Würth art gallery in Schwäbisch Hall. At an area of 2,600 square meters an artscape of change versus consistency of the human image is being created. The majority of the over 200 works from more than 100 artists, among them spectacular new acquisitions, are exhibited for the first time.

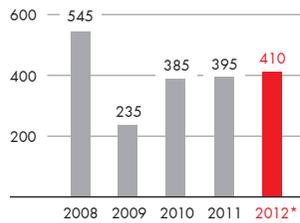
FACTS AND FIGURES The Würth Group **2012**

Sales Würth Group



Operating result before taxes

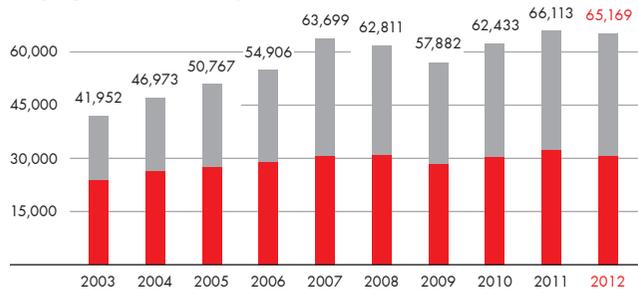
Würth Group in millions of EUR



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

* preliminary

Employees Würth Group



thereof ■ sales representatives

THE BUSINESS YEAR 2012

The Würth Group achieved the highest sales volume in corporate history at EUR 9.98 billion in the business year 2012. According to the preliminary annual financial statement, the company thus grew by 2.9 percent. The growth of the Würth Group, which is low compared to the past years, is primarily to be explained by the sales decline in Southern Europe. The planning for 2013 sees the Würth Group reporting growth in the medium single-digit range owing to the fact that in the currently insecure development of the global economy we do not expect any growth impulses.

The operating result 2012 will increase disproportionately to the Group's sales to EUR 410 – 420 million.

The number of employees went down by 1.4 percent to 65,169 worldwide (previous year: 66,113). Thereof, 30,790 employees work in the sales force. In Germany, the Würth Group has a total of 19,605 employees, while the Würth companies abroad report a total of 45,564 employees.



Würth administration building in Künzelsau-Gaisbach

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

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) as well as financial services.

Adolf Würth GmbH & Co. KG builds new logistics center:

The parent company of the Würth Group is building the Logistics Center West at the location in Künzelsau. It is going to be inaugurated on 6 May 2013. 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.

The Würth Group acquires two chemical companies,

Dinol GmbH based in Lügde, Germany, and Diffutherm B.V. based in Bergeijk, Netherlands. These acquisitions complement the strategic orientation of the Group in the field of construction chemicals and above all in the automotive retrofitting and accessories market, which is of particular importance for the Würth Group.