

## Strategy

### Making the customer's life easier

Würth is wherever materials need to be drilled, glued, plugged, anchored and screwed together. The aim is very simple: to make the customer's work easier by providing individual services, practical system solutions and an extensive range of products. Würth remains close to the action, close to the trades and close to the customer by providing personal contact with the help of its 33,500 salaried sales representatives and its additional availability per Internet, app and phone. Customers can cover their immediate needs in more than 2,000 branch offices all over the world.

With more than 500 branch offices, Adolf Würth GmbH & Co. KG in Germany is closer to its customers than any of its competitors. Würth inspires its 3.7 million customers from the trades, construction and industry with numerous options for ordering products and pioneering sales and logistics solutions. We take your ideas and requirements into account and put them into practice:

This is how the new cordless drill driver ABS 18 COMPACT came into being, whose many different features reflect the wishes expressed by our customers.



Developed from the ideas of real tradespeople. Made by Würth. The technology of the new battery-powered ABS 18 COMPACT drill driver reveals itself

### Würth Group

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## Art and Culture

### Kunsthalle Würth shows modern art from Paris

The Paris-based modern art museum Musée d'Art moderne de la Ville de Paris is currently exhibiting some 200 of its masterpieces in Schwäbisch Hall. The exhibition "From Henri Matisse to Louise Bourgeois" is home to many outstanding pieces of art. Be it works by André Derain, Pablo Picasso or Yves Klein, be it Fauvism, Cubism or New Realism: The exhibition features a wide range of exceptional works and an insightful walk through Paris' art history from the 1900s. The presentation is rounded off by works from the Würth Collection.



"Paris is always a good idea": The exhibition "From Henri Matisse to Louise Bourgeois" attracts around 1,000 visitors per day.

The new exhibition "Up for More. News from the Würth Collection on Art Created Since 1960" will open at Kunsthalle Würth on 30 September 2019. It will feature important works by Georg Baselitz and Christo, Alex Katz and Anselm Kiefer as well as A. R. Penck and Neo Rauch.

### Now on Instagram: The Würth Collection squared

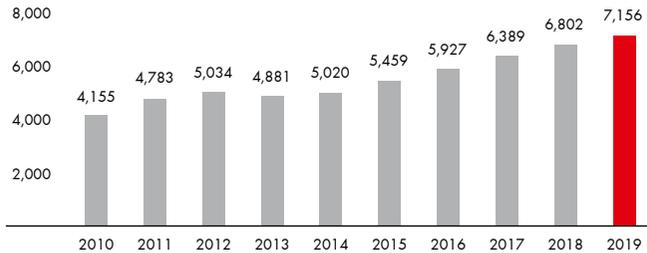
To mark the launch of the new Würth Collection Instagram channel, Würth's art and culture team has been on the hunt for some exciting visual impressions of the exhibition "From Henri Matisse to Louise Bourgeois". On their search for new and unusual perspectives on modern art, the team has literally criss-crossed the art of the 20th and 21st century. Now, visitors can take a digital stroll through the Parisian collection or look up their favorite works directly.

# Facts and Figures

## Würth Group 1st half of 2019

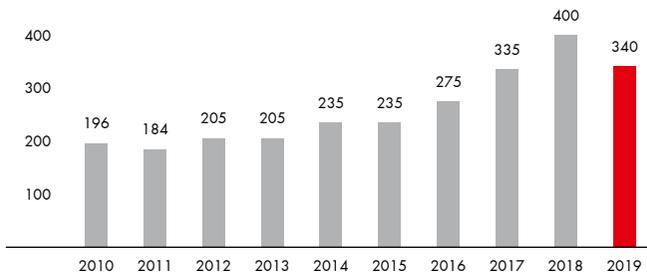
**Sales in the first half of the year**

Würth Group as of 30 June, in millions of EUR



**Operating result before taxes in the first half of the year**

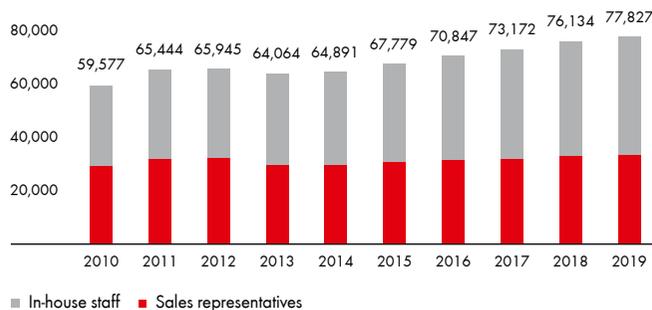
Würth Group as of 30 June, in millions of EUR



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

**Employees in the first half of the year**

Würth Group as of 30 June



**Business development in the first half of 2019**

The Würth Group reported sales of EUR 7.2 billion in the first half of 2019, which corresponds to an increase of 5.2 percent. The companies in Germany achieved sales growth of 3.6 percent and total sales of EUR 3.0 billion, while sales growth abroad amounted to 6.3 percent. Reporting growth of 11.8 percent, the Southern European companies boast the highest growth rates among all companies, continuing their exceptional development. At 13.8 percent, the Electrical Wholesale Unit achieved the strongest growth among all units of the Group, which is partly attributable to recent acquisitions. Adolf Würth GmbH & Co. KG, the parent company and at the same time the largest single company of the Würth Group, generated sales of EUR 1,035 million in the first half of 2019, a plus of 6.6 percent.

The operating result of the Würth Group came out at EUR 340 million in the first half of 2019 (2018: EUR 400 million).

The number of employees increased by 747, from 77,080 at the end of 2018 to 77,827 in the first half of 2019. In Germany, the number of employees amounts to 24,044, increasing by 3.2 percent on the previous year. The Group currently has 33,585 sales force employees on the payroll.

**New innovation center**

Würth is building a new innovation center at the Künzelsau-Gaisbach site, investing thus into the further growth of the company. The groundbreaking ceremony for the project to the tune of EUR 70 million was in March 2019, completion is scheduled for the end of 2021. State-of-the-art laboratories and workshops will be built on some 15,000 square meters and approximately 250 people will work there: employees of the research and development department of Adolf Würth GmbH & Co. KG and from Group companies that operate in the manufacturing sector, as well as external researchers. Moreover, thanks to a cooperation with three universities, in-house expertise and innovative strength will be enhanced by external know-how and ideas. One main objective of this large-scale project will be to reduce product innovation cycles – one of the backbones for sales and growth.

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

**The Corporate Group**

**Würth Group**

The core business of the Würth Group entails the sale of fastening and assembly materials. Adolf Würth laid the foundation in 1945 when he set up Adolf Würth GmbH & Co. KG in Künzelsau, today's parent company of the Würth Group. After his father's early death in 1954, Reinhold Würth took over at the helm of the family business at the age of 19. The company began to expand into international territory in 1962 as the first foreign company was founded in the Netherlands. Over 400 companies in more than 80 countries form part of the Würth Group, which currently employs over 77,800 people worldwide.

**The operational units**

The Würth Group is split up into two operational units: Würth Line and Allied Companies. The Würth Line companies are responsible for the Group's conventional core business, the sale of assembly and fastening materials. The product portfolio contains, among other things, screws, bolts, screw accessories, anchors, chemical products, furniture and building fittings, tools, storage and retrieval systems, and protective equipment for professional users. The entire product range comprises over 125,000 products. The Allied Companies round off the range by offering products for DIY stores, material for electrical installations, electronic components such as circuit boards and financial services.



The polygonal and expressive shape of the building underpins its importance as an innovation center.