



Shopping around the clock: first Würth24 shop in Vöhringen, directly off the A7 highway. The shop can be accessed with the Würth App. The combination of e-commerce and brick-and-mortar business provides even more flexibility to our customers.

The 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 customers' 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 33,000 salaried sales representatives and its additional availability per Internet, app and phone. Customers can cover their immediate needs in more than 1,900 branch offices all over the world.

With more than 480 branch offices, Adolf Würth GmbH & Co. KG in Germany is closer to its customers than any of its competitors. With the online shop or our Würth App, via e-procurement and other scanner-based ordering systems such as ORSY®scan, we offer our customers additional options for ordering products. The Würth Group inspires its 3.6 million customers from the trades, construction and industry with its pioneering sales and logistics solutions. Our customers concentrate on their work – Würth takes care of the rest.

Würth Group

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Art and Culture

Siegfried Anzinger at Museum Würth

With its exhibition "Siegfried Anzinger – A Look Backwards and Forwards", Museum Würth is honoring one of the internationally most renowned Austrian artists of his generation. Anzinger, who has called Cologne his home for more than 30 years, has been represented in the Würth Collection with around 150 paintings, drawings and sculptures from different phases in his artistic career. The majority of these works is now presented to the public for the first time in the context of his latest artistic developments. In close cooperation with the artist, and including numerous recent works from his studio, the exhibition follows the highways and byways taken by his multi-faceted oeuvre, which appears simultaneously sensual, complex, exciting, playful and torn.



"La Llamada del Bosque", Forest Fascination at Museo Würth La Rioja in Agoncillo, Spain. Visitor admiring a work by Anselm Kiefer.

Forest Fascination at Museo Würth La Rioja

The Würth Collection's traveling exhibition "Forest Fascination" lives up to its name, offering glimpses of this fascinating world. After four stops in Germany, France and Switzerland, the traveling exhibition is continuing its successful run in the Spanish Museo Würth La Rioja. The fantastic depictions of the forest on the 120 works on display by artists including Ernst Ludwig Kirchner, Christo or Anselm Kiefer show that, even in the 21st century, people's feelings and thoughts are still closely attuned to the forest.

1GFU-SC-LA-3'-01/19 © by Würth Group, Künzelsau

Facts and Figures

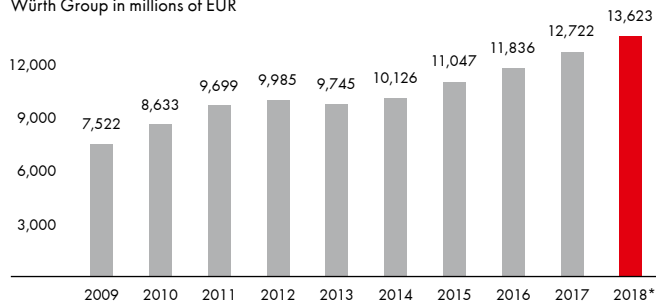
Würth Group 2018

**Preliminary consolidated
financial statements**



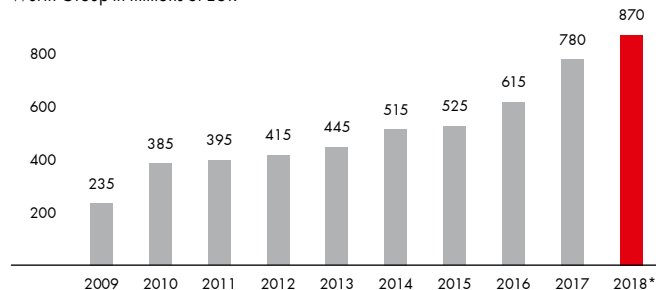
Sales

Würth Group in millions of EUR



Operating result before taxes

Würth Group in millions of EUR

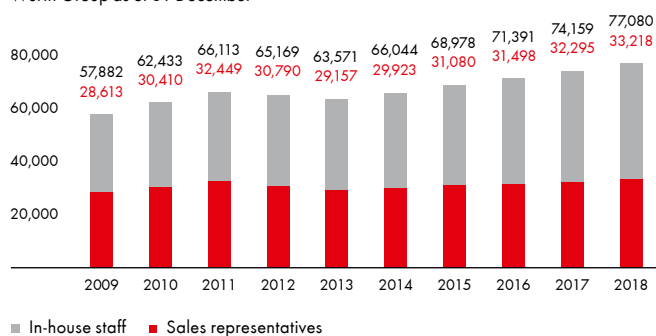


The consolidated financial statements of the Würth Group are prepared in accordance with the International Financial Reporting Standards (IFRS).

* preliminary

Employees

Würth Group as of 31 December



The 2018 fiscal year

The Würth Group reported sales of EUR 13.6 billion in 2018 (previous year: EUR 12.7 billion) according to the preliminary financial statements, which translates into growth of 7.1 percent. Adjusted for foreign currency effects, growth came out at 8.6 percent. All companies of the individual regions reported successful developments throughout in the past year. The business units Electronics and Electrical Wholesale showed above-average growth rates.

The operating result of the Würth Group ranges between EUR 860 and 880 million according to preliminary calculations, which is a new record and a clear increase over the previous year (2017: EUR 780 million).

The number of employees increased by 2,921 from 74,159 to 77,080 in 2018. In Germany, the number of employees amounts to 23,772 corresponding to an increase of 5.1 percent. The Group currently has 33,218 sales force employees on the payroll.

Investments in logistics

In June 2018, Adolf Würth GmbH & Co. KG celebrated the groundbreaking for its new freight hub in the Gewerbepark Hohenlohe industrial area directly next to the A6 highway – an investment in the company's continued growth. The objective is to avoid split deliveries and consolidate individual order items to make sure customers receive only one shipment in the future. Apart from the high quality of its products, Adolf Würth GmbH & Co. KG will continue to develop its range of services to further expand the partnership with its customers. Around EUR 73 million will be invested in the new European transport hub that will be erected on a surface area of around 50,000 m² – 20 percent of all orders handled there will be shipped directly to other European countries.

i For more detailed information on the Würth Group and its business units, please refer to our website at 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 77,000 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, passive electronic components, circuit boards and financial services.



Under construction: the new freight hub of Adolf Würth GmbH & Co. KG next to the A6