

STRATEGY

Making the customer's life easier

Our customers concentrate on their work – the rest is done by Würth. With more than 420 branch offices in Germany, Adolf Würth GmbH & Co. KG is closer to its customers than any of its competitors. Our aim is that no customer should need more than 10 minutes to the next branch office. Customers can cover their immediate demand in 1,600 branch offices all over the world. Service technicians and fitters can buy our products directly on



Würth expands e-business: The customer uses the Würth App to order products directly at the construction site.

their way to the customer or construction site. The new Würth Express Service guarantees same-day deliveries. The world's largest sales organization with over 30,000 permanently employed sales representatives guarantees professional advice and fast deliveries to the customer. We are always within reach for our customers. This is why Würth has strongly expanded its e-business sector. The Würth online shop, e-procurement, scan-supported ordering systems such as ORSY® scan or the Würth App are answers to the changed ordering behavior of our customers. Something that does not change is quality. Over three million customers in trade and industry attest that Würth is on the right track.

ART AND CULTURE

Botero at Musée Würth France Erstein

Musée Würth France Erstein presents a rich selection of works of the Colombian painter and sculptor Fernando Botero. The works which come from the Würth Collection and the artist's atelier cover a long creative period from the 1960s through today. Botero's style is unique. Rounded, massive forms, voluminous figures, which embody baroque lust, or still lives that radiate extravagant lushness with oversized fruits are characteristic of his style. The exhibition provides an overview of the topics the artist has dealt with over years: bullfights, circus, Latin America, still lives, references to art history. His works are marked by a tension between a sometimes satirical humor and a certain sadness. Only if viewers take a closer look will they see that the often superficial cheeriness conceals social and cultural problems.



The current exhibition at Musée Würth France Erstein shows works of the Colombian artist Fernando Botero.

Hann Trier at Hirschwirtscheuer

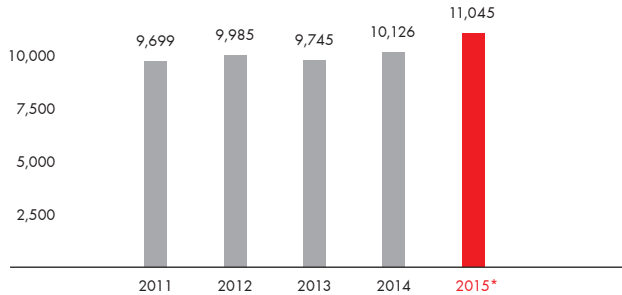
With Hann Trier (1915 - 1999), Hirschwirtscheuer Künzelsau is presenting one of the most important representatives of the German post-war art of abstraction. Hann Trier was born in Kaiserswerth near Düsseldorf. On the occasion of the artist's 100th birthday, the Würth Collection is presenting its entire collection of paintings and water-color drawings in one exhibition for the first time. The 40 works cover the years from 1948 to 1994, thus representing a good cross section of the artist's entire oeuvre.

FACTS AND FIGURES 2015

The Würth Group

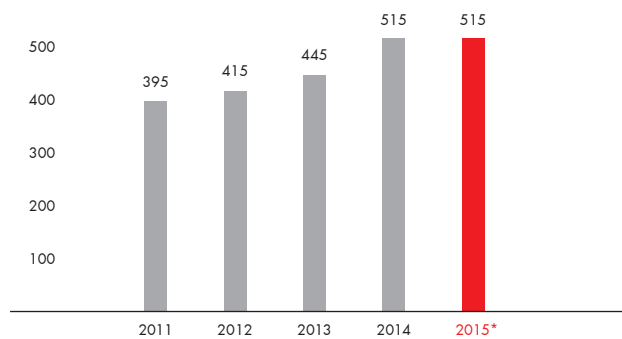
SALES

WÜRTH GROUP in millions of EUR



OPERATING RESULT BEFORE TAXES

WÜRTH GROUP in millions of EUR

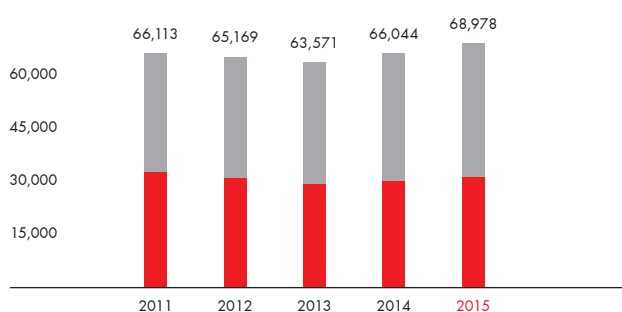


The consolidated financial statement of the Würth Group is prepared in accordance with the International Financial Reporting Standards (IFRS).

* Preliminary

EMPLOYEES

WÜRTH GROUP as of 31 December 2015



Thereof ■ sales representatives

THE BUSINESS YEAR 2015

The Würth Group reports a sales volume of EUR 11.05 billion (according to the preliminary annual financial statement), which corresponds to an increase by 9.1 percent (previous year: EUR 10.13 billion). Regions like Southern and Eastern Europe are reporting above-average growth rates: the sales volume in Spain was expanded by 11.6 percent. In Germany, the Würth Group's sales volume grew by 4.3 percent.

The operating result of the Würth Group in 2015 is expected to remain on the level of the previous year (2014: EUR 515 million). With equity increasing by EUR 300 million to around EUR 4.0 billion in 2015, the Würth Group is posting an equity ratio of around 44 percent.

The number of employees in the Group increased from 66,044 to 68,978. In 2015, 1,000 additional sales representatives were hired all over the world. In Germany alone, more than 900 new employees were hired. A total of 1,300 employees were added to the Würth Group through acquisitions.

Acquisition in North America

On 8 July 2015, Würth acquired 100 percent of the shares in Northern Safety Co., Inc. based in Frankfort, New York, USA – a company specializing in the distribution of industrial safety products. The company generated sales of USD 180 million in 2015.

Groundbreaking for congress and culture center

On 2 December 2015, Adolf Würth GmbH & Co. KG celebrated the groundbreaking of the Carmen Würth Forum. The investment amounts to EUR 59 million. Carmen Würth Forum will cover an area of approx. 11,000 square meters, being mainly intended as a location to celebrate company and cultural events.

i For more detailed information on the Würth Group and its business units, please visit 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. The world market leader in the trade with assembly and fastening materials is currently represented by more than 400 companies in over 80 countries. On 20 April 2015, Reinhold Würth celebrated his 80th birthday together with 500 guests, friends as well as personal and business acquaintances. Together with his 65th employment anniversary and the 70th company anniversary of Adolf Würth GmbH & Co. KG, the Group's parent company, this event forms part of an anniversary trilogy, which culminated in an Open House at the Group's headquarters in Künzelsau on 21 June 2015.

The 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 125,000 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.



Würth administration building in Künzelsau