

THE STRATEGY

Making the customer's life easier

Our customers concentrate on their work – the rest is done by Würth. With more than 400 branch offices, 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 their way to the customer or construction



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

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

Würth Collection at Martin-Gropius-Bau, Berlin

For a period of four months, Martin-Gropius-Bau in Berlin will be temporarily home to the Würth Collection. To offer the visitor an insight into the diversity and distinctiveness of the approx. 16,800 works of the Würth Collection, an opulent selection of 400 works of art of international significance is sent to the capital. The exhibition also honors the collector and patron of the arts Reinhold Würth, who celebrates his 80th birthday this year.



Works of the winners of the Robert Jacobsen Prize are exhibited at the Würth Museum in Künzelsau-Gaisbach.

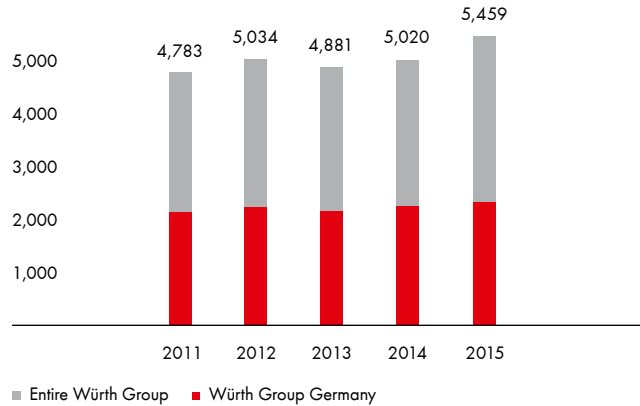
Robert Jacobsen Prize to Michael Sailstorfer

Michael Sailstorfer is awarded the eleventh Robert Jacobsen Prize. His works are shown in the context of the current exhibition at Museum Würth in Künzelsau. This exhibition is bringing together for the very first time works by all the artists who have won the Robert Jacobsen Prize of the Würth Foundation. The result is a multi-faceted show of works of contemporary art representing different international positions and providing an impression of the concept of sculpture over the past decades. The works of Lun Tichnowski, Richard Deacon, Magdalena Jetelová, Gereon Lepper, Stephan Kern, Rui Chafes, Bernar Venet, Monika Sosnowska, Alicja Kwade and Jeppe Hein embody a strikingly distinctive approach. The sculptural works enter into exciting discourses, both with each other and with Robert Jacobsen's installation in the forecourt of the Museum Würth, the largest realized by the artist during his lifetime.

FACTS AND FIGURES The Würth Group 2015

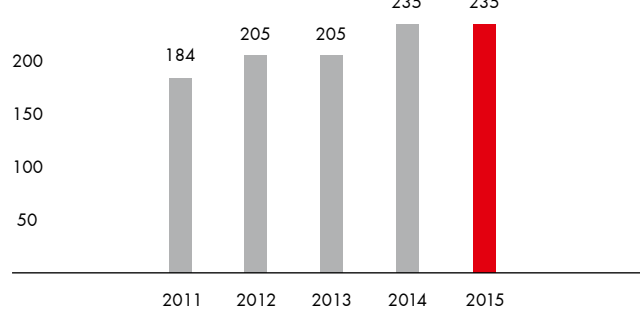
SALES OF THE FIRST SIX MONTHS

as of 30 June, in million EUR



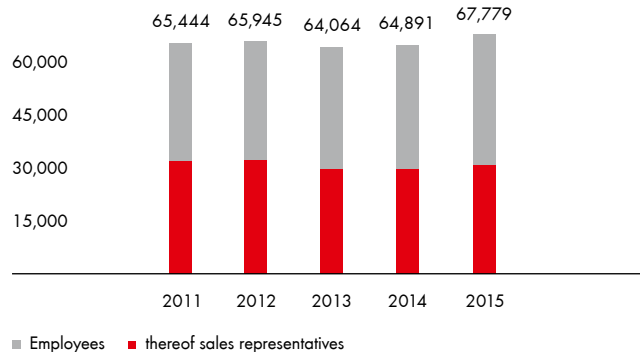
OPERATING RESULT BEFORE TAXES IN THE FIRST SIX MONTHS

as of 30 June, in million EUR



EMPLOYEES IN THE FIRST SIX MONTHS

as of June 30



BUSINESS DEVELOPMENT IN THE 1ST HALF OF 2015

The Würth Group closed the first half of 2015 with total sales of EUR 5.5 billion. This corresponds to year-over-year growth of 8.7 percent. Growth in local currency amounts to 5.5 percent.

After six months, the operating result has reached the same level as in the previous year. This stagnation is attributable to exchange losses in connection with the appreciation of the Swiss franc as well as investments in the sales force. The Würth Group employs 30,686 sales representatives, which corresponds to an increase by approximately 1,000 compared to the previous year.

Taking into account all acquisitions, the number of employees increased by 2.6 percent to 67,779 in the first half of 2015 (December 2014: 66,044).

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 190 million in 2014 and has 472 employees on the payroll.

Interest in Paravan GmbH

Adolf Würth GmbH & Co. KG has acquired 51 percent of Paravan GmbH based in Pfronstetten-Aichelau, Germany. The company specializes in the customization of vehicles for people with a physical disability and the drive-by-wire concept. In 2014, the company generated sales of EUR 20 million.

Inauguration of IT Technology Center

In June 2015, the Würth Group opened its new IT technology center in Niedernhall, featuring an energy-efficient data center with a surface area of 1,000 square meters and workplaces for 125 employees. Together with two more data centers in the region, the new location forms the so-called "Hohenlohe Ring". This real-time backup network can be considered a milestone of IT availability and IT security for the entire Group.

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. Today, the world market leader in the trade with assembly and fastening materials is 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 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.



Würth administration building in Künzelsau