

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 sales branches, Adolf Würth GmbH & Co. KG in Germany is closer to its customers than any of its competitors. The Würth Group inspires its 3.6 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, which reflect the wishes expressed by our customers in many respects.



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

The Würth Group

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Art and Culture

Kunsthalle Würth shows modern art from Paris

For one summer, Paris-based modern art museum Musée d'Art moderne de la Ville de Paris will exhibit some 200 of its masterpieces in Schwäbisch Hall. The exhibition "From Henri Matisse to Louise Bourgeois" will run from 15 April to 15 September 2019. Crowd-pullers such as Pablo Picasso, Robert Delaunay or Yves Klein will be on display alongside great Paris artists from the international École de Paris, surrealists and new realists, as well as representatives of prominent strands of contemporary art. That is why the exhibition turns out to be a compelling journey through the history of modern and contemporary art as seen through Parisian eyes. The presentation is rounded off by works from the Würth Collection added here and there.



This summer, Paris is only sixty kilometers from Stuttgart: The exhibition "From Henri Matisse to Louise Bourgeois" brings the esprit of the city of Paris and modernity to Schwäbisch Hall.

"Joan Miró—Everything is poetry" at Forum Würth Arlesheim

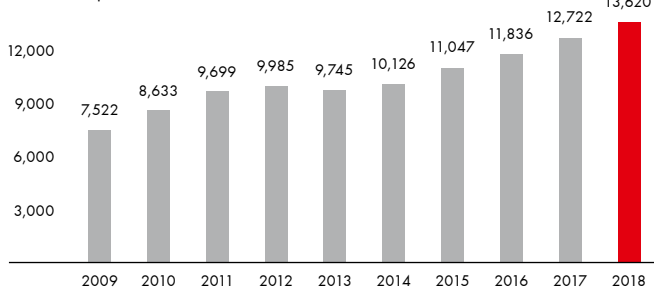
Until 26 January 2020, Forum Würth Arlesheim will host the exhibition "Joan Miró—Everything is poetry", which shows mainly drawings from the late work of the world-famous Catalan surrealist (1893–1983). Miró's visual language is characterized by emblematic shapes and clear colors. Although the motifs seem to be childlike and playful sometimes, they are based on calculated preparatory work, and now and then hide their serious subtext in times of the Spanish civil war characterized by violence and the dictatorship under General Franco.

Facts and figures

Würth Group 2018

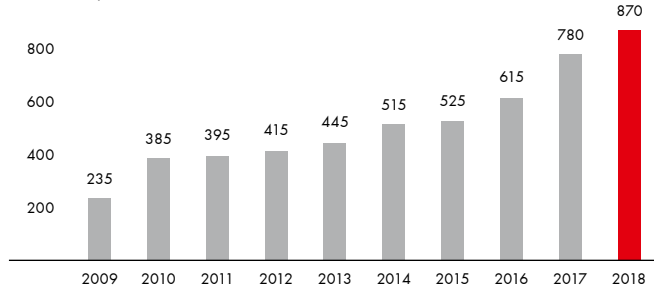
Sales

Würth Group in millions of EUR



Operating result before taxes

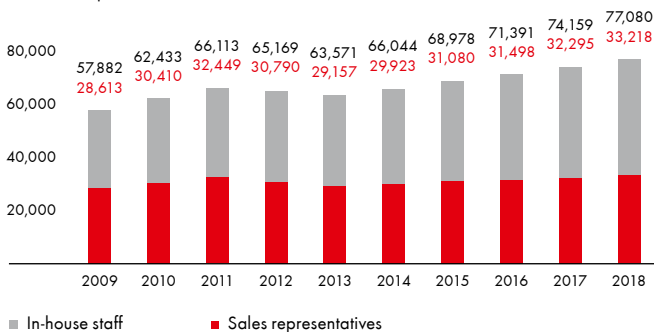
Würth Group in millions of EUR



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

Employees

Würth Group as of 31 December



The 2018 fiscal year

The Würth Group achieved a new record for sales at EUR 13.6 billion (previous year: EUR 12.7 billion) in 2018, representing an increase of 7.1 percent. After adjustments to reflect exchange rate effects, the rate of growth came out at 8.6 percent. All individual regions reported successful developments throughout in the past year. Southern Europe reported a growth rate of 12.9 percent and thus became the region within the Würth Group reporting the strongest growth. The Electronics and Electrical Wholesale units posted above-average sales growth in their business segments.

The operating result of the Würth Group rose to EUR 870 million (2017: EUR 780 million), at a much faster rate than sales growth. This marks a record result for the company's entire history.

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.

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 from the research and development department of Adolf Würth GmbH & Co. KG and from Group companies active 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.

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.



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