



Shop around the clock: Tradespeople can cover their immediate needs in 15 Würth24 shops outside the normal opening hours. 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 almost 34,000 salaried sales representatives and its additional availability over the Internet, the app and, traditionally, the phone. Customers can cover their immediate needs in more than 2,000 pick-up shops all over the world.

Würth inspires its more than 3.7 million customers from the trades, construction and industry with numerous options for ordering products and pioneering sales and logistics solutions. Our customers concentrate on their work—Würth takes care of the rest.

### Würth Group

Adolf Würth GmbH & Co. KG, Reinhold-Würth-Straße 12-17, 74653 Künzelsau, Germany  
 info@wuerth.com | www.wuerth.com

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## Art and Culture

### Cultural events attracted more than half a million visitors

In 2019, over 533,000 people visited the exhibitions and cultural events of the Würth Group in Europe, another 24,000 guests more than in 2018. About 313,000 visitors were welcomed to the region of Hohenlohe. The classical concert program alone inspired about 11,000 people in 2019.



Bronze eagle wings spread a pile of books: "The Language of the Birds" by Anselm Kiefer (2019) is the latest loan of the Würth Collection for the "Walk of Modern Art" in Salzburg.

### Salzburg Art Project: Walk of Modern Art

Between 2002 and 2011, the Salzburg Foundation invited international artists to create works of art just for the old city center of Salzburg. In the meantime, the "Walk of Modern Art" has developed into a unique tour of 14 sculptures leading visitors through the world heritage city. Since 2013, these works have been on permanent loan from the Würth Collection for the city of Salzburg. Art connoisseurs can freely access the sculptures that are all within walking distance. "The Language of the Birds" by Anselm Kiefer is the latest work on loan that could be added. Kiefer sees the four meters tall artwork made of bronze and installed at Chiemseehof as a sign "that the knowledge hidden in books cannot be constrained merely to those pages".

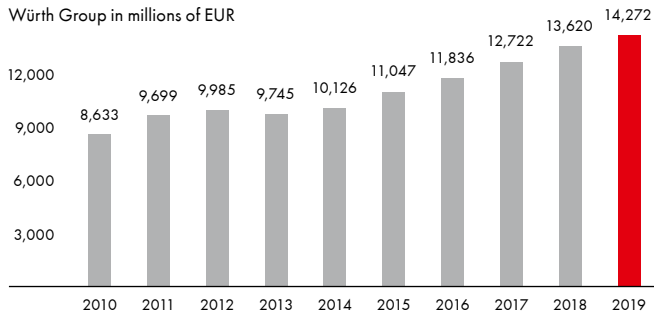
"The Language of the Birds" by Anselm Kiefer, 2019, Würth Collection, Inv. 181.66  
 Photo: Christian Ecker © Anselm Kiefer

# Facts and Figures

## Würth Group 2019

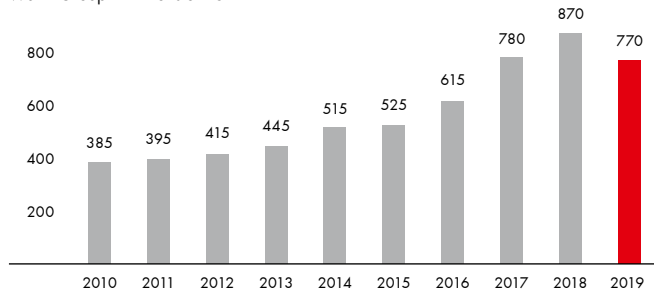
**Sales**

Würth Group in millions of EUR



**Operating result before taxes**

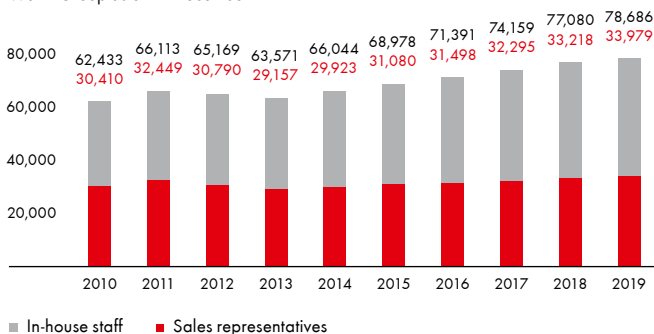
Würth Group in millions of EUR



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 2019 Fiscal Year**

**The Würth Group** reported a sales volume of EUR 14.27 billion in 2019 (previous year: EUR 13.62 billion). This corresponds to growth of 4.8 percent. Adjusted for foreign currency effects, growth came out at 4.2 percent. In Germany, sales growth was rather modest, at a rate of 2.2 percent. The Group achieved sales growth of 6.7 percent outside of Germany.

**The operating result** of the Würth Group amounted to EUR 770 million, which is 11.5 percent below the previous year (2018: EUR 870 million).

**The number of employees** increased by 1,606 to 78,686 in 2019. In Germany, the number of employees grew by 2.4 percent to 24,344 employees in total. The Group currently has 33,979 sales representatives on the payroll.

**Investments in logistics**

In May 2020, the new transshipment depot at Gewerbepark Hohenlohe industrial park directly next to the A6 highway will officially be opened. This hub for flows of goods throughout Europe is based on a completely new logistics concept that Würth developed from the customer's perspective. Based on the motto "all in one package", orders will be bundled so that the customer receives exactly one shipment, reducing the number of packages and the volume of filling material required. The investment amounts to EUR 73 million. This additional logistics investment made by the Würth Group is, first of all, a sign of the company's clear commitment to the development of the Hohenlohe region and, second, signals expectations of further growth at Adolf Würth GmbH & Co. KG. The warehouse offers 74 docking stations for trucks and covers a surface area of some 50,000 square meters. A total of 300 employees are going to work there in two shifts.

 For more detailed information on the Würth Group and its operational 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. Today, over 400 companies in more than 80 countries form part of the Würth Group, which currently employs about 79,000 people worldwide.

**The operational units**

The Würth Group is divided 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 freight hub of Adolf Würth GmbH & Co. KG directly next to A6 highway