

THE STRATEGY

Making the customer's life easier

Our customers concentrate on their work – Würth takes care of the rest. The main focus here is striking the right balance between e-business, branch office sales and direct selling. Partnership with our customers, personal contact and open dialogue are still our basic notion of a successful customer relationship. With 430 branch offices in Germany, Adolf Würth GmbH & Co. KG is closer to its customers than any of its competitors. No customer should be more than 10 minutes away from the nearest branch office. Our customers can cover their immediate needs at 1,700 branch offices all around



Our customers can use the Würth App to order products directly at the construction site.

the world. With more than 31,000 employees on our sales force, we remain the world's biggest employer of salaried sales personnel. The Würth online shop, e-procurement, scan-supported ordering systems such as ORSY®scan, KANBAN systems, and the Würth App are our answers to the changing ordering behavior of our customers. What does not change is the quality. Over three million customers in trade and industry attest to the fact that Würth is on the right track.

ART AND CULTURE

Miró at Museo Würth La Rioja

With his vibrant colors and fanciful symbolism, Joan Miró (*1893 Barcelona †1983 Palma de Mallorca) is considered one of the most popular artists of the 20th century. The exhibition "Ink Traces. Joan Miró in the Würth Collection" at Museo Würth La Rioja showcases many of the artist's works from the Würth Collection for the first time in Spain. It brings together graphics, paintings and sculptures from all of this artist's creative periods. Miró, who did not draw a distinction between painting and poesy in his work, also created numerous book illustrations, which are on exhibit as well.



The exhibition at Museo Würth La Rioja is dedicated to Joan Miró.

Würth Prize of Jeunesses Musicales Deutschland

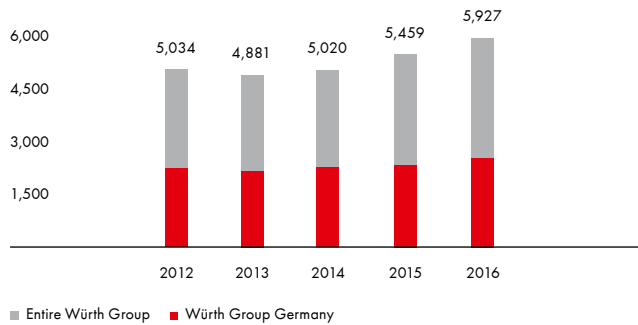
The vision string quartet in Berlin was awarded the 25th Würth Prize of Jeunesses Musicales Deutschland. The four young musicians have a broad stylistic repertoire, playing not only conventional, classical pieces, but also jazz, rock and funk, in addition to their own compositions. They blend these different genres together to create original performances. The award, which includes prize money in the amount of EUR 15,000, was presented at Würth Haus Berlin.

FACTS AND FIGURES

The Würth Group **2016**

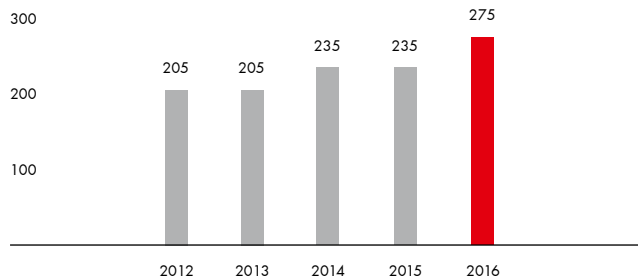
SALES IN THE FIRST SIX MONTHS

WÜRTH GROUP as of 30 June, in million EUR



OPERATING RESULT BEFORE TAXES IN THE FIRST SIX MONTHS

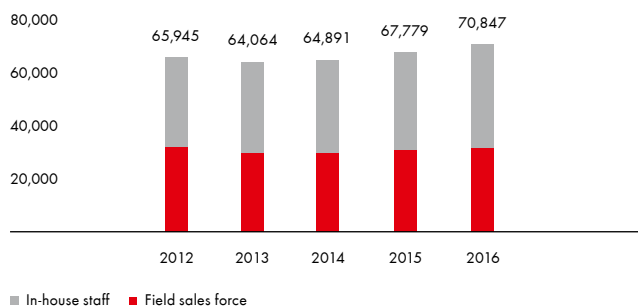
WÜRTH GROUP as of 30 June, in million EUR



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

EMPLOYEES IN THE FIRST SIX MONTHS

WÜRTH GROUP as of 30 June



BUSINESS DEVELOPMENT IN THE 1ST HALF OF 2016

In the first half of 2016, **the Würth Group** increased its total sales to EUR 5.9 billion (2015: EUR 5.5 billion). This represents an increase of 8.6 percent. Adjusted for local currencies, growth amounted to 10.0 percent. Southern Europe reported positive development. The Würth Group in Germany grew by 8.1 percent.

The operating result of the Würth Group came out at EUR 275 million in the first half of 2016. This corresponds to an above-average increase of 17.0 percent in relation to the sales volume.

Taking into account all acquisitions, **the number of employees** increased by 2.7 percent to 70,847 in the first half of 2016 (December 2015: 68,978).

70,000th employee hired

At the beginning of June 2016, Würth Spain welcomed Ms. Itziar Abal, a sales representative and the 70,000th employee in the Würth Group. She will attend to Würth customers from the Automotive Division in the region of Guipúzcoa in northern Spain. This is particularly pleasing as Würth Spain reported a significant sales increase of 12.5 percent once again in the first half of 2016.

Investments in the Hohenlohe region

In the last ten years, the Würth Group has invested approximately EUR 4 billion. Recent examples demonstrate the Group's commitment to the Hohenlohe region: In June, Adolf Würth GmbH & Co. KG inaugurated a new branch office and administration building at its corporate headquarters in Künzelsau-Gaisbach. Arnold Umformtechnik invested in three new industrial halls for a new plant at the Dörzbach location. Würth Elektronik eiSos opened a new logistics center along with a fully automated shuttle warehouse, one of the most modern of its kind in Europe.

THE CORPORATE GROUP

The Würth Group is the global market leader in the trade of assembly and fastening materials. Adolf Würth laid the foundation in 1945 when he set up Adolf Würth GmbH & Co. KG in Künzelsau, a simple screw company that would later become the parent company of the Würth Group. After his father's early death in 1954, Reinhold Würth (the current Chairman of the Supervisory Board of the Würth Group's Family Trusts) took over the family business at the age of 19, at that time with an annual sales volume of EUR 80,000. The company began to expand into international territory in 1962 as the first foreign company was founded in the Netherlands. Today, the Group has more than 400 companies and operates in over 80 countries.

The business units of the Würth Group are divided into Würth Line companies and Allied Companies. The Würth Line companies are responsible for the Group's conventional core business, the sale of assembly and fastening materials. Our high quality demands are applied to more than 125,000 products: screws, bolts, screw accessories, anchors, chemical products, furniture and building fittings, tools, storage and retrieval systems, and protective equipment for professional users. The Allied Companies operate in similar business areas with sales or manufacturing companies. Financial service providers as well as hotels and restaurants are also included in this unit.



New branch office and administration building at Adolf Würth GmbH & Co. KG in Künzelsau-Gaisbach