

## 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 31,500 salaried sales representatives and its availability per Internet, app and phone. Customers can cover their immediate needs in more than 1,700 branch offices all over the world.



Würth expands its e-business activities: Our customers can use the Würth App to order products directly at the construction site.

With more than 430 sales branches, Adolf Würth GmbH & Co. KG is closer to its customers than any of its competitors. With the online shop or our Würth App, via e-procurement and other scanner-based ordering systems such as ORSY®scan, we offer our customers additional options for ordering products. The Würth Group inspires its more than three million customers from the trades, construction and industry with its pioneering sales and logistics solutions. Our customers concentrate on their work – Würth takes care of the rest.

**Würth Group**  
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## ART AND CULTURE

### Austrian art at Art Forum Würth Capena

No other collection outside of Austria has as many pieces of Austrian origin as the Würth Collection housed in Germany, which owns more than 1,500 Austrian works. An exquisite selection of 50 works by 33 artists called "A.E.I.O.U. From Klimt to Hausner to Wurm – Austrian Art in the Würth Collection" can now be viewed at Art Forum Würth Capena in Southern Italy. The multi-faceted presentation includes items ranging from the end of the 19th century to contemporary pieces and contains paintings, sculptures and works on paper.



Works of Austrian artists are presented at Art Forum Würth Capena in Southern Italy.

### Art from the ice age at Museum Würth in Künzelsau

The oldest prehistoric art ever discovered comes from the Swabian Alb region. It was here, approximately 40,000 years ago, that a huge leap in the development towards modern man took place. Archaeological finds of jewelery, sculptures and musical instruments are proof of this. A traveling exhibition on the gallery of Museum Würth showcases these fascinating objects of art and culture. It provides concise information about the six sites and the finds in texts, pictures and replicas. Subsequently, the exhibition will be on display at Forum Würth Rorschach.

1GFU-SC-LA-3'-05/17 © by Würth Group, Künzelsau

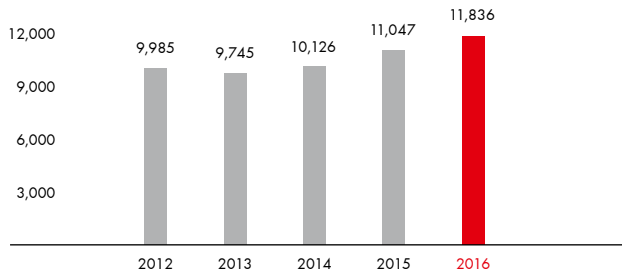
# FACTS AND FIGURES

The Würth Group **2016**

According to Financial Statement 2016

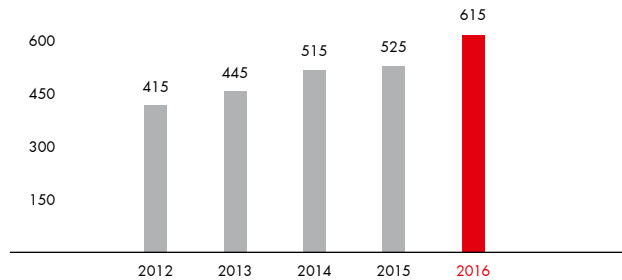
**SALES**

WÜRTH GROUP in millions of EUR



**OPERATING RESULT BEFORE TAXES**

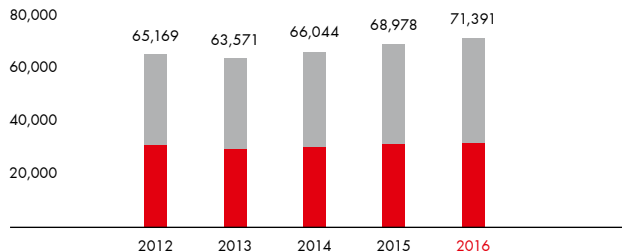
WÜRTH GROUP in millions of EUR



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

**EMPLOYEES**

WÜRTH GROUP as of 31 December



Thereof ■ sales representatives

THE 2016 BUSINESS YEAR

**Sales of the Würth Group**

With sales of EUR 11.8 billion, the Würth Group set a new sales record in 2016 (2015: EUR 11.0 billion). This increase of 7.1 percent translates to a plus of 7.9 percent in local currencies, i.e. exchange rates had a slightly negative impact. The regions of Southern and Eastern Europe reported above-average growth rates. In Germany, the Würth Group's sales volume grew by 6.0 percent.

**The operating result of the Würth Group** is up considerably on the previous year with EUR 615 million (2015: EUR 525 million). This corresponds to an increase of 17.1 percent.

**The number of employees** in the Würth Group exceeded the 70,000 mark for the first time. At the end of December, the Würth Group had 71,391 employees on its payroll (2015: 68,978). The largest team of them, 21,697, is employed in Germany.

**Investments in e-business**

On 1 December 2016, the Group launched its B2B e-procurement platform Wucato ([www.wucato.de](http://www.wucato.de)). Customers can select from more than 500,000 products from suppliers within the Würth Group as well as third-party suppliers.

**Carmen Würth Forum**

On 18 July 2017, Carmen Würth Forum, an exclusive event center at the Künzelsau site designed by David Chipperfield Architects Berlin, will be inaugurated. The multifunctional building, measuring a total of approx. 11,000 sqm will contain an event hall that can be divided, a large hall for more than 2,000 visitors and Reinhold Würth Hall, a chamber music hall large enough for 600 people. In addition, it will feature a lounge and a terrace for get-togethers and evening events. The park in front of the forum is intended for open-air festivals and outdoor activities for up to 10,000 people. Thus, Carmen Würth Forum can be used for all types of events organized by the Würth Group or can be hired by third parties.

THE CORPORATE GROUP

**Würth Group**

The core business of the Würth Group entails the trade 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 71,000 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 personal protective equipment for professional users. Over 125,000 products are subjected to our strict quality standards. The Allied Companies are comprised of sales or manufacturing companies in related business areas, including financial service providers, hotels and restaurants.



Carmen Würth Forum cultural and convention center

© David Chipperfield Architects