



Photo: Hans Neukircher/Neale

Customers can shop around the clock at all Würth24 shops in Germany.

The Strategy

From direct selling to multi-channel approach

Now as before, the partnership between Würth and its over four million customers is extremely strong. The direct contact is the decisive factor for trustful cooperation. That is why we have more than 33,000 employees working in the sales force worldwide. Würth retains its strong focus on its customers' needs in the age of digitalization. Würth stands for multi-channel selling. This means that e-business, sales force and shops interact seamlessly with each other. A wide range of ordering options such as the online shop, the Würth App, e-procurement, scanner-supported ordering systems and Würth's availability on the phone make life easier for the customers. They can cover their immediate needs in roughly 2,500 shops worldwide.

Würth Group

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You can find us on:



Würth cares

The Würth Group and the Würth Foundation contribute to a vibrant cultural landscape and to people's social welfare. The Group runs, for instance, five museums in the German Hohenlohe region and another ten associated galleries across Europe that display international works of art, mainly from the Würth Collection. Admission to the museums is free. The Würth Philharmoniker as the musical ensemble of Reinhold Würth Musikstiftung gGmbH provide the foundation of the Würth Group's commitment to classical music. In addition, the Würth Group and the Würth Foundation are committed to helping people with disabilities. Hotel-Restaurant Anne-Sophie and the Group's commitment to Special Olympics are just two examples. Another focus is on education and research, be it at the independent Freie Schule Anne-Sophie schools, funded by the Würth Foundation, or Reinhold-Würth-Hochschule. The Würth Group's main sports sponsorship focus is on soccer and winter sports.



Photo: Julia Schambach

"Sports, Fun and Games in the Würth Collection": The current exhibition at Kunsthalle Würth in Schwäbisch Hall focuses on the phenomenon of leisure time.

The Group also fulfils its corporate responsibility. Being ready for a circular economy, becoming carbon-neutral and providing for social and intergenerational justice: these are all basic values that chart the general course of the Würth Group into a more sustainable future. The Würth Group is guided by the 17 Sustainable Development Goals of the United Nations. The sustainability report planned for the fall of 2022 will provide information on relevant activities at Group level.

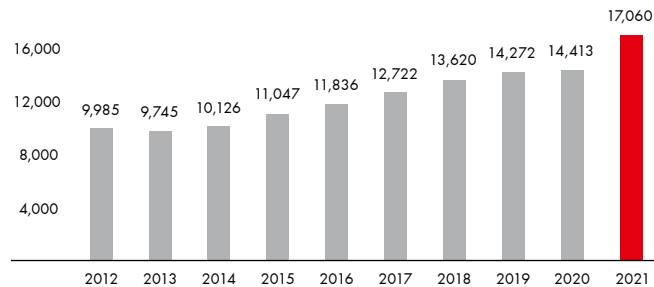
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Facts and Figures

Würth Group 2021

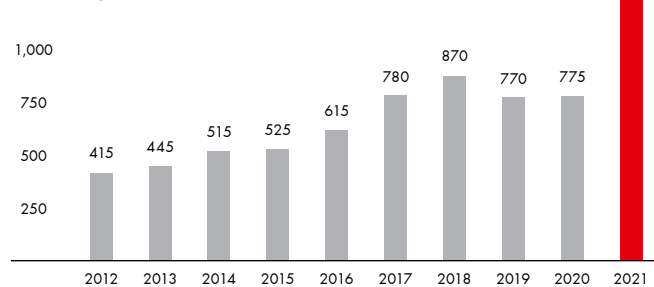
Sales

Würth Group in millions of EUR



Operating result before taxes

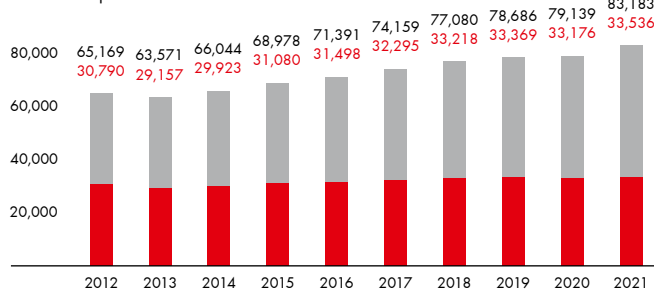
Würth Group in millions of EUR



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



■ Sales representatives

The 2021 Fiscal Year

The Würth Group generated sales of EUR 17.1 billion in the 2021 fiscal year, thus clearly exceeding the sales level of the previous year (2020: EUR 14.4 billion). The plus of 18.4 percent increased to 19.0 percent after adjusting for currency effects. In Germany, the Würth Group generated growth of 14.3 percent to EUR 6.9 billion (2020: EUR 6.1 billion). The companies outside of Germany stepped up their sales volume by 21.4 percent to EUR 10.1 billion (2020: EUR 8.3 billion).

At EUR 1,270 million, **the operating result** came out significantly higher than last year (2020: EUR 775 million) and marked a new record in the history of the Würth Group.

The number of employees in the Würth Group increased by 4,044 to 83,183 in the 2021 fiscal year. In Germany, the number of employees amounts to 25,438. Around the world, the Würth Group employs more than 33,000 sales representatives.

New administration building

Würth is erecting a new office and administration building in the immediate vicinity of the corporate headquarters in Künzelsau-Gaisbach. A 49-meter high-rise building is being erected, providing around 375 workplaces. Adolf Würth GmbH & Co. KG had launched an international architectural competition for the planning and implementation of this construction project. ORANGE BLU building solutions from Stuttgart won the competition with its design "sculpture of sustainability". The focus of this building project is on sustainability and circular construction solutions: the building will consist of a wood-hybrid construction. The large share of prefabricated timber elements reduces the carbon footprint. The new building shows the company's clear commitment in favor of the further development of the Hohenlohe location and corroborates the further growth of the largest single company of the Würth Group.

i For more detailed information on the Würth Group and its operational units, please refer to our website at www.wuerth.com

The Corporate Group

The success story of the Würth Group

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 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, the Würth Group is the global market leader in its core business: the development, production and sale of assembly and fastening materials. Today, the globally operating Würth Group consists of more than 400 companies represented with about 2,500 pick-up shops in over 80 countries. The Group has more than 83,000 employees on the payroll.

The operational units of the Würth Group

The Würth Group is divided into two operational units: Würth Line and Allied Companies. In the core business of the Würth Line—the development, production and sale of assembly and fastening materials—the Würth Group is a firmly established market player. Offering a range of more than 125,000 products, Würth is a reliable partner to over four million customers from the trades and industry. Other trading and production companies, known as the Allied Companies, operate in related business areas, ranging from the electrical wholesale and electronics to financial services. The performance of the Würth Group is distinguished by customer proximity, service and excellent quality.



Construction start for the new office and administration building in Künzelsau is scheduled for 2024.