



With its new external warehouse at the highway A6 near Künzelsau, Würth is expanding its service portfolio and strengthening the partnership with its customers.

## 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 per Internet, app and, traditionally, phone. Customers can cover their immediate needs in more than 2,000 branch offices 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. Supplying customers in and outside Germany from the new centralized external warehouse at the highway A6, which boasts a total of more than 19,000 pallet spaces, will provide for faster and improved services.

### Würth Group

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## Art and Culture

### Debut: Würth Philharmoniker release first CD

In Vienna, the orchestra Würth Philharmoniker presented their first concert recording. This CD brings Brahms' Academic Festival Overture and his Piano Quartet No. 1 – arranged for orchestra by Arnold Schönberg – to the homes of all fans of classical music. Milanese conductor Claudio Vandelli led the orchestra. He is the new Principal Conductor of Würth Philharmoniker. At the audio mixer, the distinguished Dutch producer Bert van der Wolf provided for the perfect sound. You can listen to sound samples at [www.wuerth-philharmoniker.de](http://www.wuerth-philharmoniker.de).



Würth Philharmoniker – the orchestra in residence at Carmen Würth Forum – presented their first CD.

### Kunsthalle Würth on the pulse of the time

Presenting 170 works of art by 70 artists, the current exhibition "Up for more. News from the Würth Collection on art since 1960" shows visionary aesthetics, socio-critical pieces and provocative statements. The exhibition focuses on US artists, including John Baldessari, David Lynch and David Salle. Renowned European contemporary artists from Baselitz to Lassnig and Quinn – and powerful sculptors such as Sailstorfer and Hohen are featured heavily in the exhibition as well.

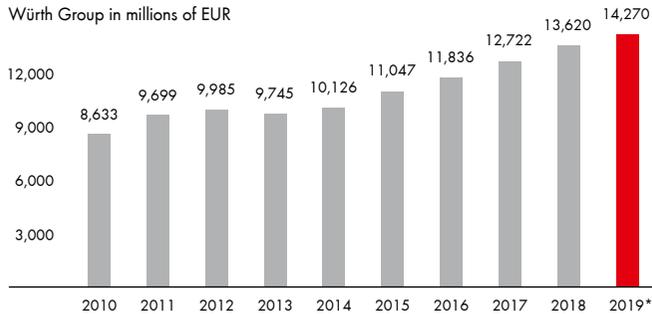
The Würth Collection comprises more than 18,300 works of art from the 16th century to the present. In temporary exhibitions in 14 museums and associated galleries all over Europe, Würth provides access to art to a wide public free of charge.

# Facts and Figures

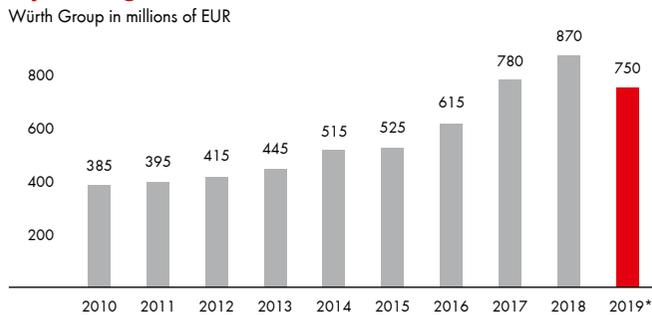
## Würth Group 2019

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**Sales**



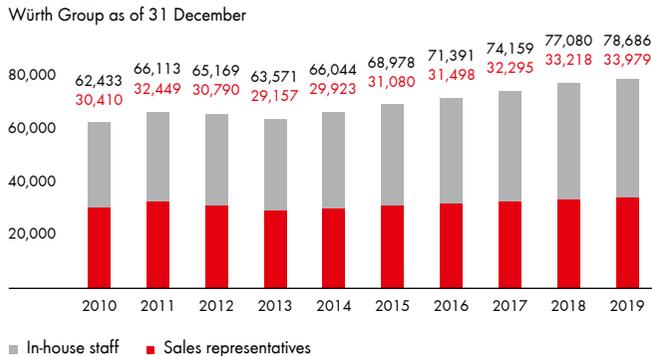
**Operating result before taxes**



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

\* preliminary

**Employees**



**The 2019 Fiscal Year**

According to the preliminary annual financial statement, **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 2.1 percent. The Group achieved sales growth of 6.8 percent outside of Germany.

According to preliminary figures, **the operating result** of the Würth Group amounted to EUR 750 million, which is 13.8 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 amounts to 24,344, corresponding to an increase of 2.4 percent. The Group currently has 33,979 sales force employees on the payroll.

**RELAST reinforcement system**

The manufacturing expertise of individual Group companies is a strong mainstay of the Würth Group. TOGE Dübel GmbH & Co. KG, based in Nuremberg, developed the RELAST reinforcement system, which now has been approved by Deutsches Institut für Bautechnik (German Institute for Construction Technology, DIBt) in Berlin: Thanks to RELAST, complex repair measures on bridges, car parks, tunnels, underpasses and buildings can be made easily, quickly and efficiently, without taking the structures in question out of service. As the system may be installed either from the top or the bottom of a structure. Using RELAST for reinforcing existing structures offers great advantages in costs and time, at the same time being a sustainable solution since demolition and rebuilding can be avoided.

**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 78,500 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, electronic components such as circuit boards and financial services.



A class of its own in reinforcing existing structures: The new Würth RELAST System developed by TOGE Dübel GmbH & Co. KG, a company of the Würth Group.