

## PRESS RELEASE

### **Würth Industrial Network concludes the financial year 2025 with sales of EUR 1.8 billion worldwide – Würth Industrie Service Germany records sales of around EUR 719 million.**

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*Bad Mergentheim/Main-Tauber region.* WINWORK®, short for Würth Industrial Network, brings together the companies within the Würth Group specialising in industrial requirements, and enables seamless integration and implementation of efficient C-Parts solutions for industry customers. As part of WINWORK®, Würth Industrie Service GmbH & Co. KG is responsible for the industrial supply across Europe and ensures reliable and efficient supply of production and operations processes with its holistic procurement and logistics concepts. The Würth Group generated record sales of around EUR 20.7 billion according to the preliminary annual financial statements of 2025. With regard to Würth Line Industry, WINWORK® recorded a turnover of around EUR 1.8 billion in the financial year 2025. Würth Industrie Service in Germany concluded the year 2025 with sales of over EUR 719 million.

### **Market development and economic conditions**

The year 2025 was characterised by a sustained economic slowdown as well as fragmented political conditions. Increasing protectionist tendencies, geopolitical tensions and high energy prices put a strain on international trade. Europe in particular, with its strong export-oriented industrial companies, found itself caught between rising security policy demands and continually reduced industrial production. External pressures affected the procurement behaviour of the industry customers of Würth Industrie Service. Many companies operated in a more cautious manner, managed procurements for shorter lead times and withheld investments. In the supply of C-Parts, this led to intense demand fluctuations, which were directly mirrored in the revenue trend. At the same time, the changed risk environment demanded more transparency, efficiency and resilience along the supply chain. “2025 was a year in which predictability became a scarce resource – and trust in functioning partnerships became all the more crucial”, emphasised Martin Jauss, Executive Vice President of the Würth Group and CEO of Würth Industrie Service. As a company of the Würth Group and part of the WINWORK®, the C-Parts specialist benefits from a strong industrial network. Additionally, the consistent central strategy of Würth Line Industry Europe and the focus on a robust supply network reinforced stability. The expertise in logistics, procurement, engineering and system development consolidated at the Bad

Mergentheim location has further strengthened resilience and ensures supply security for more than 20,000 customers in Europe. “Our task was to establish stability, where the market created uncertainties”, continued Martin Jauss. “We could meet this expectation reliably thanks to the extraordinary commitment of all employees worldwide, clear structures and the use of modern technologies.”

### **Progress in C-Parts management**

For more than 25 years, Würth Industrie Service has stood for holistic procurement and logistics solutions in C-Parts management – across industries, scalable and consistently aligned with the requirements of modern production processes. The service portfolio contains a reliable supply of direct production material like screws, washers, and nuts, as well as indirect material like occupational safety items, chemicals and tools. Here, tried and tested supply systems build the foundation for efficiency. RFID-enabled Kanban solutions enable material supply driven by demand and consumption directly at the place of use. The range is complemented by the ORSY®mat system world, which includes modular and intelligent vending systems for tools, operating material and consumables. Building on this, Würth Industrie Service is consistently driving further development of digital and automated supply solutions. Along with the complete digitalisation of classic Kanban systems through iTERMINAL as the central digital interaction point and iDISPLAY as the intelligent rack display, various innovative components complement the supply solutions: the battery-operated iPLACER® enables automated management of requirements via RFID directly at the place of use, while iSCALE and iSCALEpal, equipped with sensor-enabled weighing systems, continuously monitor the inventory and ensure precise replenishment. The modular supply concept CPS®miLOGISTICS connects these systems into a holistic approach that integrates product ranges across suppliers and centrally bundles the procurement, logistics and information flows – ensuring more transparency, supply security and efficiency along the entire supply chain. The C-Parts partner has once again been honoured with the “Germany’s Most Innovative Companies 2025” and “Digital Champions 2025” awards for its innovation capabilities and digital excellence.

### **Investment in Bad Mergentheim for Europe**

The Bad Mergentheim site is home to one of the most modern logistics centres for industrial supply in Europe – the logistical linchpin of Würth Industrie Service. European industry customers are reliably supplied from here – supported by a highly automated infrastructure and continuous investments in capacity, innovation

and process reliability. Since its establishment in 1999, the company has invested more than EUR 520 million to ensure maximum supply security. Würth Industrie Service has more than 700,000 storage spaces, including 235,000 pallet storage spaces in the high-bay warehouse as well as two shuttle warehouses with around 200,000 storage spaces on a logistics area of 70,000 square meters. Modern conveyor and storage technology, intelligent IT systems, as well as highly automated processes ensure excellent availability of goods and capacity to supply more than 20,000 industry customers in Europe.

### **WINWORK® – Global expertise for the industry**

The Würth Industrial Network – WINWORK® – brings together the national subsidiaries within the Würth Group that specialise in industrial requirements across more than 40 countries, ensuring seamless integration of intelligent C-Parts solutions with a consistently high level in terms of products, systems, quality, service and knowledge. The combined expertise is specifically developed to operate at an international level, ensuring reliable supply to industry customers across Europe at their respective locations. In the financial year 2025, WINWORK® generated sales of more than EUR 1.8 billion, and employed more than 5,700 employees globally. The decline in key figures compared to the previous year can be primarily attributed to structural adjustments within the network. Regardless, WINWORK® is aimed at further strengthening international performance and sustainably consolidating industrial expertise within the Würth Group.

### **Sustainability – thinking long-term and acting responsibly**

At Würth Industrie Service, sustainability is firmly anchored in the corporate strategy and is an important driving factor for long-term viability. The company thus strives to create circular connections that can continually generate new opportunities for future generations. Three areas of transformation are instrumental for a circular economic system: climate, material cycles and social standards. For Würth Industrie Service, this means relying on renewable energy in the long run, using material cycles as the qualitative foundation for growth and advocating for fair cooperation in the global supply chain. The focus lies on energy and resource efficiency. In 2025, Würth Industrie Service successfully obtained the ISO 50001 certification. The international standard reiterates systematic energy management as well as continuous optimisation of energy-related processes.

### **Employees as the foundation of corporate success**

The Würth Group employs more than 86,000 employees in more than 400 companies worldwide. More than 5,700 of them are employed within the WINWORK® and the number of employees at Würth Industrie Service in Germany is over 1,750. A clear focus on developing young talent: In more than 20 job profiles, over 160 apprentices and students of dual study programmes are being prepared for their future career. For its commitment to vocational training, Würth Industrie Service was honoured as one of "Germany's Best Trainers 2025". The Tauber-Franconian employer also places high importance on diversity and inclusion. Measures for promoting equal opportunity, better work-life balance and to consider different phases of life. As part of the survey "Role Model in Variety and Diversity 2025", Würth Industrie Service emerged as the industry winner.

### **Outlook for 2026**

Considering the continued challenges in the industrial landscape and current geopolitical crises, the company remains cautiously optimistic about 2026. The developments in the past few months indicate that the measures taken to ensure stability as well as further development have been effective and have established a resilient starting point for the upcoming year. The continuous optimisation of the standard C-Parts management processes is gaining importance, particularly in view of rising demands for efficiency and performance. The foundation is an integrated logistics concept designed to redefine parts supply, integrating intelligent logistics systems, digital applications as well as an extensive product range. Reliable supply to more than 20,000 industry customers across Europe remains a key guiding principle in business operations. The expansion of the General Management with the appointment of Alexandros Mikros as the General Manager - Sales from 1 January 2026 underscores this commitment and specifically strengthens customer orientation, market presence, and sustainable growth.

### **Images**

#### **Captions:**



Image 1: Aerial view of Würth industrial park.jpg

Caption 1: Würth Industrial Park in Bad Mergentheim

Image source 1: Würth Industrie Service GmbH & Co. KG



Image 2: Diversity.jpg

Caption 2: A company culture where every person is valued for and encouraged in their own uniqueness.

Image source 2: Würth Industrie Service GmbH & Co. KG



Image 3: Connected systems.jpg

Caption 3: Connected solutions by Würth Industrie Service ensure reliable and efficient supply of production and operations processes.

Image source 3: Würth Industrie Service GmbH & Co. KG

#### Brief profile of Würth Industrie Service GmbH & Co. KG

Within the Würth Group, Würth Industrie Service GmbH & Co. KG is responsible for supplying to the industrial sector. Since its foundation in the year 1999, the company is located at Würth Industrial Park in Bad Mergentheim, Germany with over 1,800 employees.

As a one-stop C-Parts provider, the company offers its customers a specialised product range with over 1,400,000 items: from screws and tools to connection and fastening technology, technical chemicals as well as occupational safety solutions. Aside from the extensive standard product range, the strength of the company lies in its customer-specific, logistical and dispositive supply and service concepts as well as special parts. Under the service brand "CPS® – C-Product Service", the company offers modular solutions customised as per the customer's requirements. These consumption-based and demand-based systems streamline the processes for Purchase, Logistics and Quality assurance while enabling the procurement of small parts in a cost-optimised manner. Logistic and dispositive services such as shelving systems that use scanners or a just-in-time supply using Kanban bin systems play a significant role in increasing productivity.