

## 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 over 32,000 salaried sales representatives and its additional availability per Internet, app and phone. Customers can cover their immediate needs in more than 1,700 sales branches 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 450 sales branches in Germany, 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 3.5 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.

## ART AND CULTURE

### "The Collector's Eye" at Forum Würth in Arlesheim

This exhibition illustrates the diverse developments in the Würth Collection, which currently contains more than 17,000 works of art. The selection includes exhibits that were added to the collection in the course of the continuing dialog between the collector Reinhold Würth and his Art Advisory Board. The dynamic variety of works reflects the endeavor to complete the Würth Collection by acquiring famous works of established artists such as Max Ernst, Max Beckmann, Emil Nolde or Rufino Tamayo while promoting the lively exchange between contemporary and modern art.



"The Collector's Eye" features works by Christo, Gerhard Richter, Julian Schnabel and Imi Knoebel at Forum Würth in Arlesheim, Switzerland.

### Baselitz at Galleri Würth in Norway

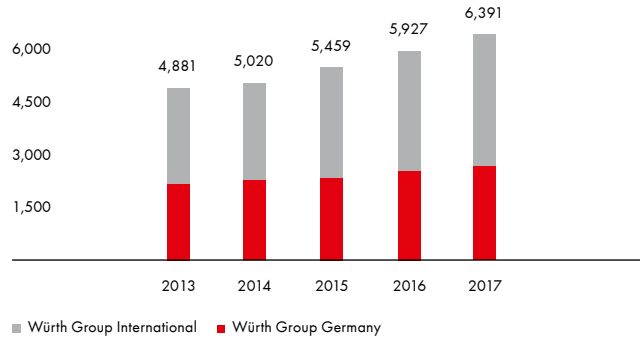
A monographic exhibition of works by Georg Baselitz is currently on display at Galleri Würth in Norway. Baselitz, who was born in 1938, is considered one of the most influential contemporary artists. His works form an important pillar of the Würth Collection. The current exhibition at Galleri Würth in Norway shows a representative selection of his works from the 1960s through 2008. Baselitz' general idea was turning his subjects upside down to underline the independence of painting.

# FACTS AND FIGURES

## The Würth Group 2017

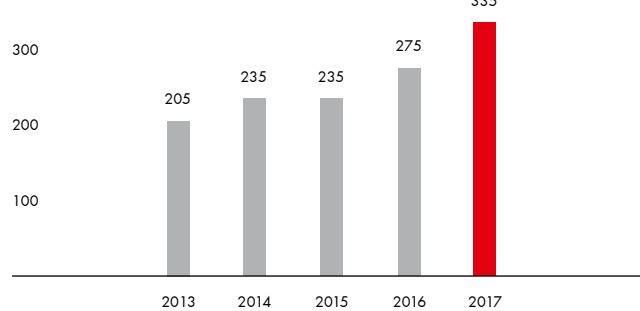
**SALES IN THE 1ST HALF OF 2017**

WÜRTH GROUP as of 30 June, in millions of EUR



**OPERATING RESULT BEFORE TAXES IN THE 1ST HALF OF 2017**

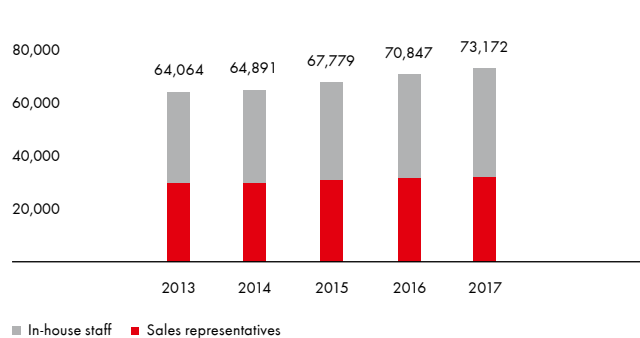
WÜRTH GROUP as of 30 June, in millions of EUR



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

**EMPLOYEES IN THE 1ST HALF OF 2017**

WÜRTH GROUP as of 30 June



**BUSINESS DEVELOPMENT IN THE 1ST HALF OF 2017**

The Würth Group generated sales of EUR 6.4 billion in the first half of 2017, which corresponds to an increase of 7.8 percent on last year. In local currency terms, this translates into growth of 7.1 percent. The development in Southern and Eastern Europe is especially pleasing. The German group reports 5.2 percent growth.

The operating result of the Würth Group came out at EUR 335 million in the first half of 2017. This corresponds to a growth rate of 21.8 percent on last year (2016: EUR 275 million).

The number of employees worldwide increased by 2.5 percent to a total of 73,172 in the first half of 2017 (December 2016: 71,391). The Würth Group employs 32,034 people in the sales force worldwide. The German group has a total of 22,223 employees on the payroll.

**CARMEN WÜRTH FORUM**

On 18 July 2017, the Würth Group celebrated two major events. Carmen Würth, the wife of Reinhold Würth, celebrated her 80th birthday. At the same time, the convention center CARMEN WÜRTH FORUM, which is named after her, was inaugurated.

This exclusive convention center located in Künzelsau was designed by the architect David Chipperfield. The multifunctional building, measuring a total of approx. 11,000 square meters, will contain an event hall that can be divided into several rooms, the Great Hall with room for up to 2,500 visitors, and the Reinhold Würth Hall, a chamber music hall large enough for 600 people. In addition, it will feature a foyer and a terrace for get-togethers and evening events. The park in front of the forum offers enough space to host up to 10,000 guests. CARMEN WÜRTH FORUM can be used for all sorts of events organized by the Würth Group or be hired out to 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 73,000 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 protective equipment for professional users. The entire product range comprises over 125,000 products. The Allied Companies are comprised of sales or manufacturing companies in related business areas, including financial service providers, hotels and restaurants.



CARMEN WÜRTH FORUM convention center

Photo: Ufuk Arslan, Schw. Hall