



Shopping around the clock – first Würth24 shop in Vöhringen directly off the A7 highway. The shop can be accessed with the Würth App. The combination of e-commerce and brick-and-mortar business provides even more flexibility to our customers.

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 33,000 salaried sales representatives and its additional availability per Internet, app and phone. Customers can cover their immediate needs in more than 1,800 branch offices all over the world.

With more than 480 branch offices, Adolf Würth GmbH & Co. KG in Germany 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 further options for ordering products. The Würth Group inspires its 3.5 million customers from trade, 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

Apples and Pears and Other Vegetables at Museum Würth

Pastor Korbinian Aigner (1885–1966) was very passionate about apples and pears. He painted many of them in every detail in postcard-sized watercolor paintings. These paintings are not just fascinating due to their documentary approach, but also due to their lively presence, as they are all painted in a very realistic manner. The exhibition at Museum Würth shows over 600 of Aigner's fruit paintings from the rich inventory of the TUM.Archiv of Technical University of Munich (TUM). The paintings are presented in an exciting dialog with sculptures, photographs and pictures from the Würth Collection.

"Art to wonder at" shown at DomQuartier Salzburg

At DomQuartier Salzburg, the exhibition "Art to wonder at. Treasures from the Würth Collection" presents a facet of the Würth Collection still waiting to be discovered. The exquisite exhibition shows mainly works from the 17th century, among them imaginatively ornamented goblets and drinking vessels from silver or other precious materials, as well as carvings from ivory, alabaster and boxwood made by the best masters of their time such as Leonhard Kern, Georg Petel and Matthias Steinl. The exhibition with about 70 works on display is complemented by gems of contemporary artists, which also form part of the Würth Collection.

Insight into the exhibition "Art to wonder at" at DomQuartier Salzburg



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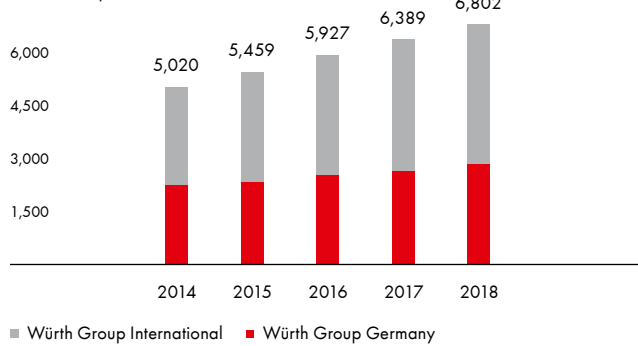
Facts and Figures

Würth Group 1st half of 2018



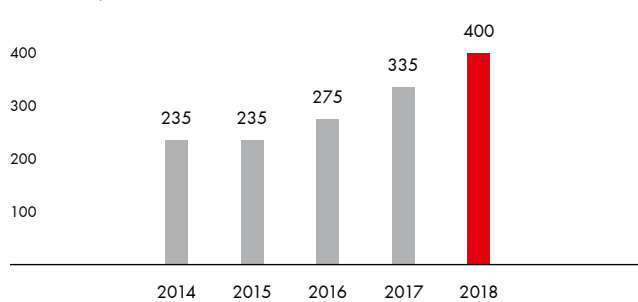
Sales in the first half of the year

Würth Group as of 30 June, in millions of EUR



Operating result before taxes in the first half of the year

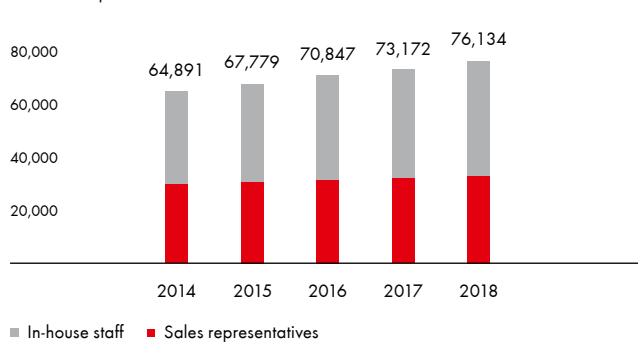
Würth Group as of 30 June, in millions of EUR



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

Employees in the first half of the year

Würth Group as of 30 June



Business development in the first half of 2018

The Würth Group reported sales of EUR 6.8 billion in the first half of 2018. This corresponds to an increase of 6.5 percent. Adjusted for foreign currency effects, growth comes to 9.0 percent. The companies in Germany achieved sales growth of 7.9 percent and total sales of EUR 2.9 billion, while sales growth abroad amounted to 5.4 percent. The Würth Group's companies in Eastern and Southern Europe are still developing very well, reporting sales growth rates in the double digits. Adolf Würth GmbH & Co. KG, the Würth Group's parent company, reported a new monthly sales record of more than EUR 150 million in June. In the first half of 2018, the largest individual company within the Würth Group generated sales of EUR 811 million.

The operating result of the Würth Group improved by 19.4 percent to EUR 400 million in the first half of the year.

The number of employees increased by 1,975, from 74,159 at the end of 2017 to 76,134 in the first half of 2018. In Germany, the number of employees amounts to 23,305, increasing by 4.9 percent on the previous year. The Group currently has 32,898 sales force employees on the payroll.

Investments in logistics

In June, Adolf Würth GmbH & Co. KG celebrated the ground-breaking for its new freight hub in the Gewerbepark Hohenlohe industrial area directly next to the A6 highway – an investment in the company's continued growth. The objective is to avoid split deliveries and consolidate individual order items to make sure customers receive only one shipment in the future. Apart from the high quality of its products, Adolf Würth GmbH & Co. KG will continue to develop its range of services to further expand the partnership with its customers. Around EUR 73 million will be invested in the new European transport hub that will be erected on a surface area of around 50,000 m² – 20 percent of all orders handled there will be shipped directly to other European countries.

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

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 76,000 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. The entire product range comprises over 125,000 products. The Allied Companies are composed of trading or manufacturing companies in related business areas, including financial service providers, hotels and restaurants.



Under construction: new freight hub of Adolf Würth GmbH & Co. KG directly next to the A6