

## THE STRATEGY

“Full power to sales” is the strategy the Würth Group bets on. Apart from extending the sales organization, the opening of further branch offices in Germany and abroad is planned. Meanwhile, craft customers can cover their immediate needs in more than 1,000 shops all over the world. „To each customer their own Würth” means: Würth does not only offer top quality when it comes to its products, but also with regard to the services offered. The solutions offered are always tailored to the specific needs of the individual customers. In 2009, the Würth Group was awarded the German Logistics Award of the German Logistics Association (BVL) for its modular system logistics.



The logistics center of Adolf Würth GmbH & Co. KG in Künzelsau-Gaisbach

**Over three million customers** from craft and industry trust in the products, the quality and the service of Würth. To live up to the confidence placed in us, more than 30,000 sales representatives worldwide are on the road to attend to our customers, providing competent advice and fast deliveries.

Würth Group  
Headquarters: Reinhold-Würth-Straße 12-17, 74653 Künzelsau, Germany  
Secondary headquarters: Hauptstrasse 78, 9400 Rorschach, Switzerland  
info@wuerth.com | www.wuerth.com

## ART AND CULTURE

### Kunsthalle Würth, Schwäbisch Hall

In a large survey exhibition, the wide-ranging work of the multifaceted and truly popular artist Niki de Saint Phalle (1930-2002) is shown. Through her paintings, assemblages, shooting paintings (tirs), sculptures and installations, she created a unique cosmos. Niki de Saint Phalle found a valid form for the elemental force of femininity, particularly in her „Nanas”. The exhibition „Niki de Saint Phalle. Play with me” provides an extensive overview of her oeuvre, from the early paintings to the late sculptures and embraces numerous works on loan.



Sculptures by Niki de Saint Phalle crowd Kunsthalle Würth, Schwäbisch Hall.

### Musée Würth France Erstein

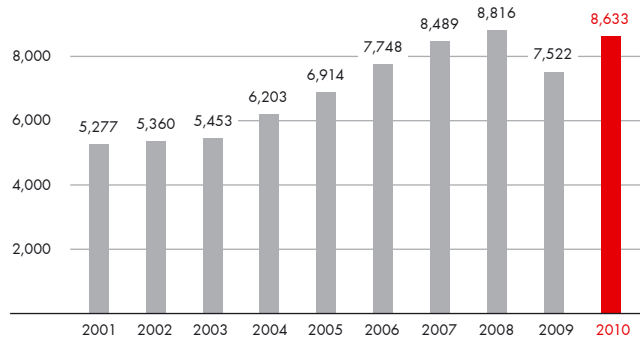
The exhibition „Anselm Kiefer in the Würth Collection” is organized around the themes of the heroic landscape, poetry and cosmogonies. It leads visitors through an imaginary geography, suggesting a cartography of the historic, poetic and philosophical thought that is so important to the artist. His constant dialogue with poetry provides Kiefer with an inexhaustible source of intellectual and emotional stimulation while at the same time offering him a contact with history which is so vital for him. The museum in the Alsace region offers an insight into this extraordinary cosmos of imagination and thinking with monumental works, artist’s books and a vital, early picture cycle from the Würth Collection.

# FACTS AND FIGURES

The Würth Group **2010**

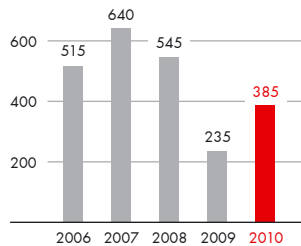
Sales of the Würth Group

in millions of EUR



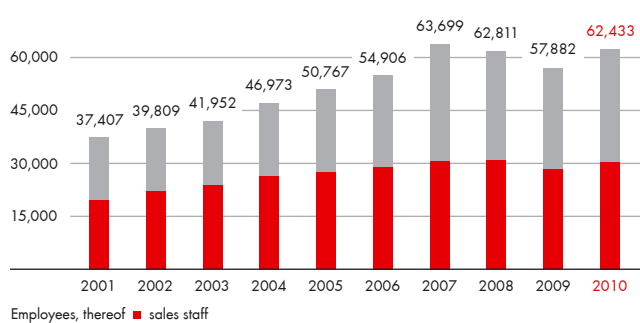
Pre-tax operating result

of the Würth Group in millions of EUR



The consolidated financial statements of the Würth Group are prepared according to the International Financial Reporting Standards (IFRS).

Employees of the Würth Group



THE BUSINESS YEAR 2010

The Würth Group generated sales of EUR 8.6 billion in 2010. Therefore, the company grew by 14.8 percent.

Adolf Würth GmbH & Co. KG, the Group's parent company, succeeded as the first individual Würth Group company in surpassing the one billion Euro mark. This corresponds to a share of 12.2 percent of the total sales of the Würth Group. All over Germany, the Würth Group increased its sales volume remarkably. The Group grew by 17.6 percent, reporting EUR 3.9 billion in sales. The Würth subsidiaries abroad also reported double-digit growth of 12.6 percent.

The operating result of the Würth Group could be improved by 63.8 percent to EUR 385 million (2009: EUR 235 million) in the past financial year. This corresponds to an increase by EUR 150 million. With a clear sales growth and despite investments in areas close to sales, the return on sales improved from 3.1 percent in 2009 to 4.5 percent in 2010.

New employees were hired. Due to the global economic recovery, the Würth Group returned to expanding their staff in 2010. Around the world, the number of employees increased by 4,551 (+7.9 percent) to 62,433. In Germany alone, 1,525 new employees were hired (+9.4 percent). Globally, a total of 3,026 new employees joined the Würth Group (+7.3 percent).



Würth administration building in Künzelsau-Gaisbach

THE CORPORATE GROUP

Building-up the Würth Group is the life's work of the entrepreneur Prof. Dr. h. c. mult. Reinhold Würth. The Chairman of the Supervisory Board of the Würth Group's Family Trusts has turned the screw wholesale business that was founded by his father in 1945 from a two-man business into today's Würth Group. The world market leader for assembly and fastening technology is represented by more than 400 companies in 84 countries.

The core business of the Würth Group is the global trade in fastening and assembly materials through an international network of Würth Line companies. In the company's core business, the sales range for craft and industry comprises over 100,000 products: From screws, screw accessories and anchors to tools, chemical-technical products and personal protection equipment. Other companies operate under their own name. These so-called Allied Companies operate in diversified business fields and markets adjacent to the core business. They sell products for DIY stores, material for electrical installations, electronic components (e.g. circuit boards), financial services, solar modules etc.

Würth remains a family business at heart. On March 1, 2006, Bettina Würth was appointed Chairwoman of the Advisory Board of the Würth Group. Robert Friedmann is the Chairman of the Central Managing Board. The Central Managing Board – comparable to the board of directors of a group holding company – is the top-level decision-making body in the Würth Group and consists of seven members. Its most important tasks include strategic planning, the selection of executive personnel, and the operational management of strategic business units and functional areas.

**i** For more detailed information on the Würth Group and the business divisions, please refer to our website [www.wuerth.com](http://www.wuerth.com).