

WÜRTH  GROUP

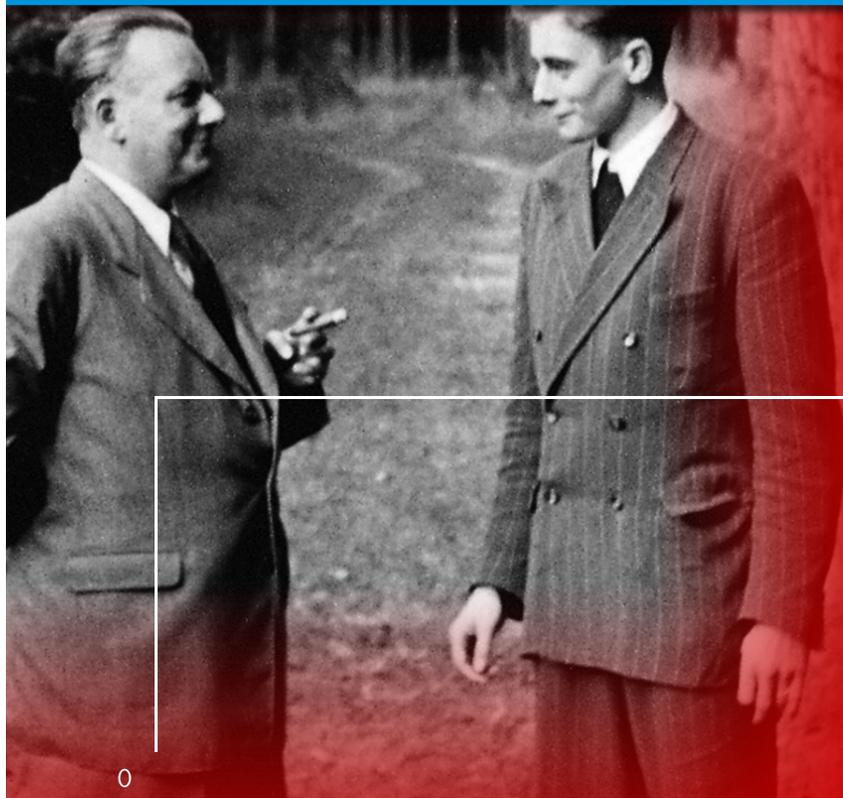
# THE WÜRTH GROUP – COMPANY PRESENTATION



# IN 1954 AT AGE 19, REINHOLD WÜRTH TOOK OVER HIS FATHER'S **LOCAL IRONWARE TRADE BUSINESS**

WÜRTH  GROUP

SALES DEVELOPMENT FROM 1954 TO 2022, IN MILLION €



When Reinhold Würth took over the business, the **yearly revenue** was around **80,000€**.

Apart from the owner, there was **only one other employee.**

0  
1954 1956 1958 1960 1962 1964 1966 1968 1970 1972 1974 1976 1978 1980 1982 1984 1986 1988 1990 1992 1994 1996 1998 2000 2002 2004 2006 2008 2010 2012 2014 2016 2018 2020 2022

# FROM THEN ON, REINHOLD WÜRTH DEVELOPED THE LOCAL STORE TO A **BILLION EURO BUSINESS ...**

**SALES DEVELOPMENT FROM 1954 TO 2022, IN MILLION €** 



## In 1960, ...

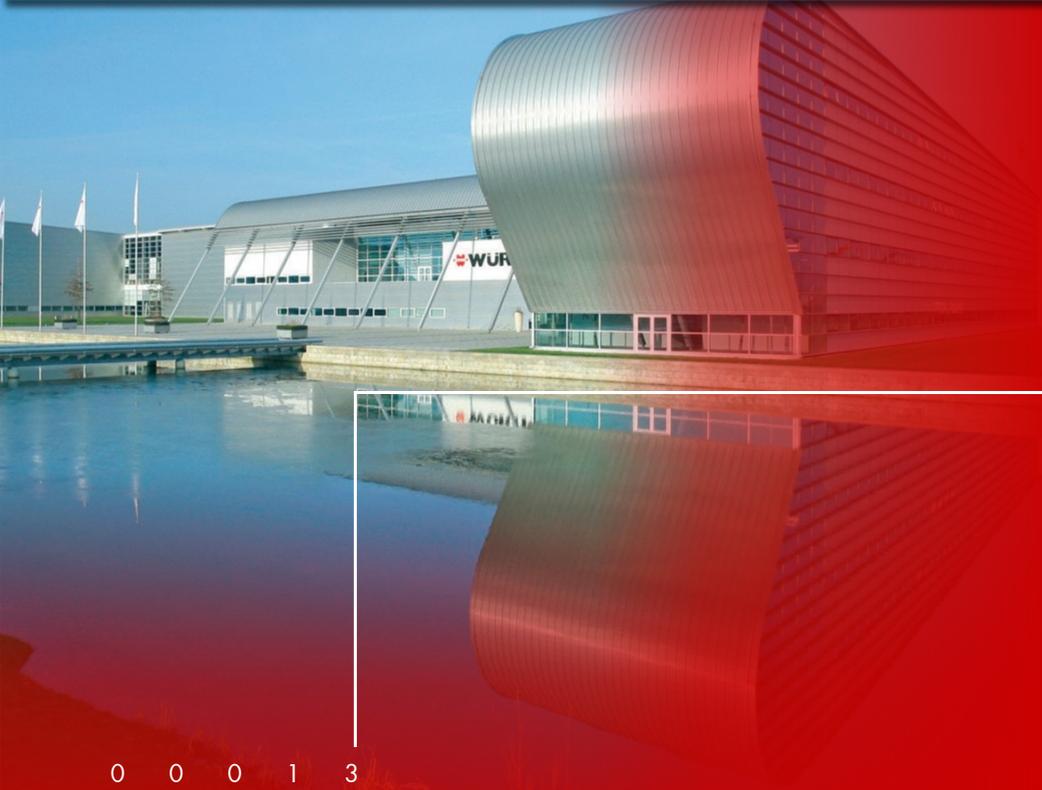
... Würth reached its **first million** in annual sales.



# FROM THEN ON, REINHOLD WÜRTH DEVELOPED THE LOCAL STORE TO A **BILLION EURO BUSINESS ...**



**SALES DEVELOPMENT FROM 1954 TO 2022, IN MILLION €**



## 1962 International Expansion

As first foreign subsidiary,  
WÜRTH NETHERLANDS was opened.



# FROM THEN ON, REINHOLD WÜRTH DEVELOPED THE LOCAL STORE TO A **BILLION EURO BUSINESS ...**

**SALES DEVELOPMENT FROM 1954 TO 2022, IN MILLION €**



**1987**

Würth is represented on **six continents.**

**1989**

Würth reaches its **first billion €** in annual sales.

1.018

1954 1956 1958 1960 1962 1964 1966 1968 1970 1972 1974 1976 1978 1980 1982 1984 1986 1988 1990 1992 1994 1996 1998 2000 2002 2004 2006 2008 2010 2012 2014 2016 2018 2020 2022

# FROM THEN ON, REINHOLD WÜRTH DEVELOPED THE LOCAL STORE TO A **BILLION EURO BUSINESS ...**

**SALES DEVELOPMENT FROM 1954 TO 2022, IN MILLION €**



## 1994

Reinhold Würth resigns from operational management and ...

... takes the **chair of the advisory board** of the Würth Group.



# FROM THEN ON, REINHOLD WÜRTH DEVELOPED THE LOCAL STORE TO A **BILLION EURO BUSINESS ...**

**SALES DEVELOPMENT FROM 1954 TO 2022, IN MILLION €**



**2006**

Reinhold Würth's **daughter Bettina** takes over his chair in the advisory board.



# FROM THEN ON, REINHOLD WÜRTH DEVELOPED THE LOCAL STORE TO A **BILLION EURO BUSINESS ...**

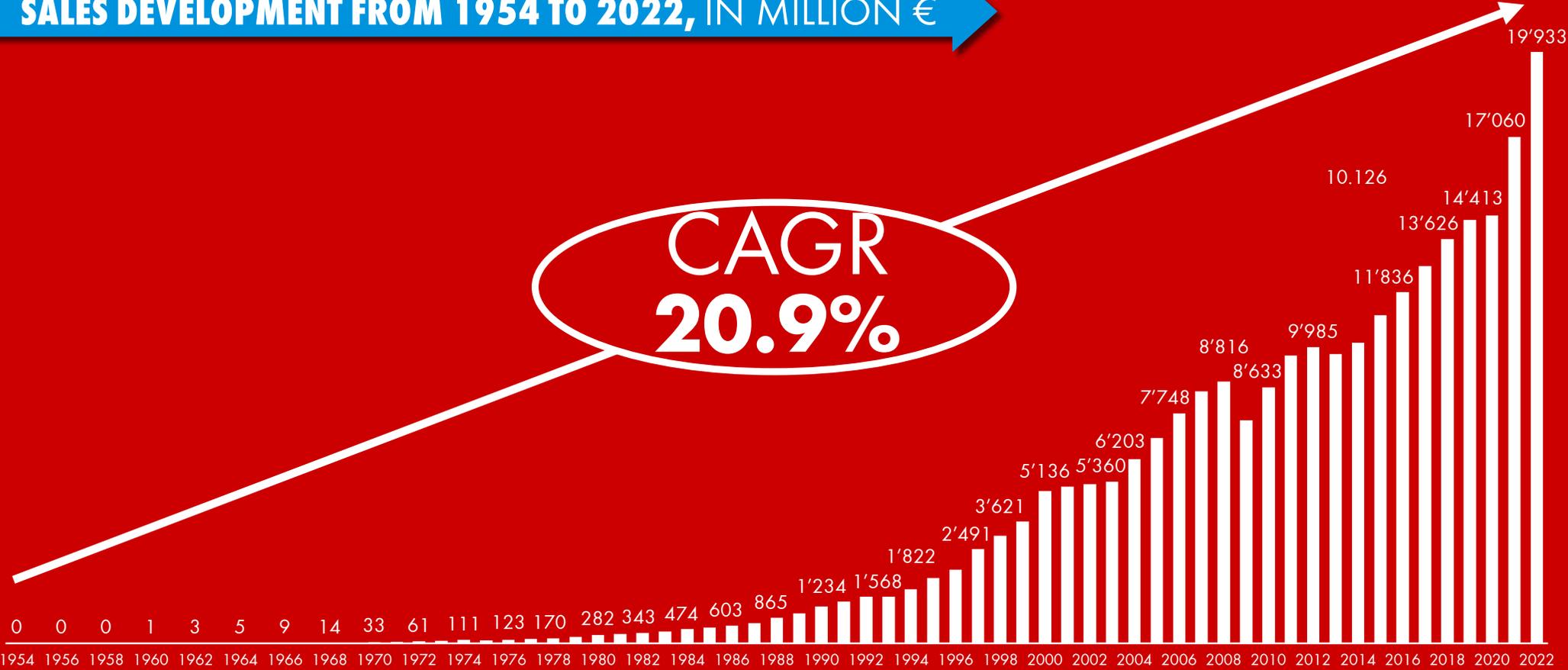
**SALES DEVELOPMENT FROM 1954 TO 2022, IN MILLION €**



# FROM THEN ON, REINHOLD WÜRTH DEVELOPED THE LOCAL STORE TO A **BILLION EURO BUSINESS ...**

**SALES DEVELOPMENT FROM 1954 TO 2022, IN MILLION €**

**CAGR  
20.9%**



**WITH OUR PRESENCE IN 80 COUNTRIES, WE CAN TRULY CLAIM TO BE **CLOSE TO OUR CUSTOMERS****

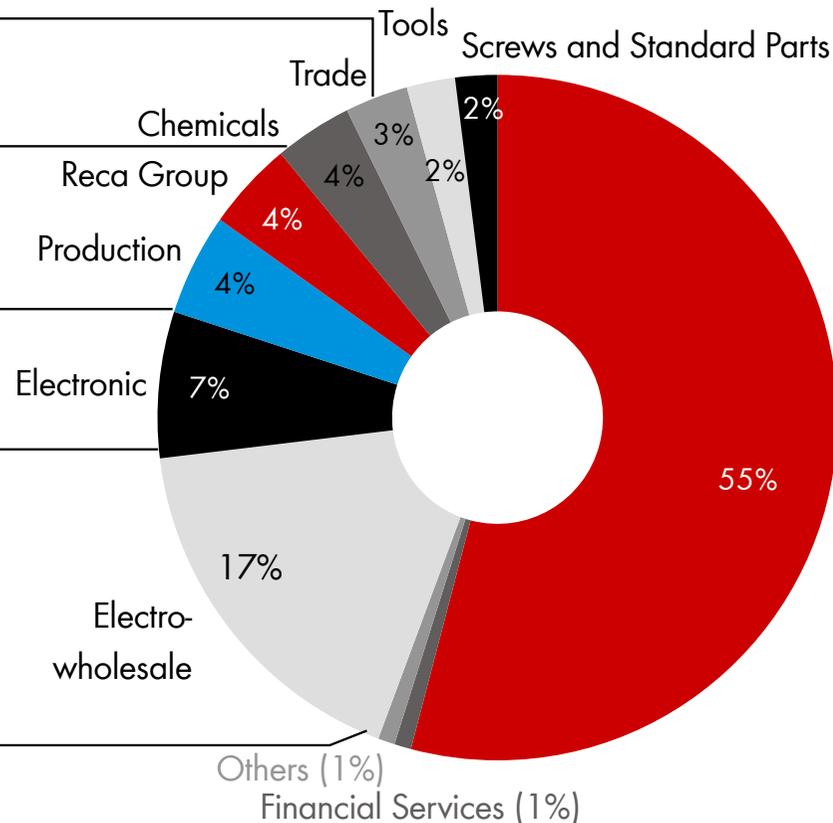
**WÜRTH  GROUP**



**WÜRTH**  
HAHN+KOLB GROUP   
 **Unielektro**  
WÜRTH | LEASING  
 **SWG**  
Schraubenwerk Gaisbach GmbH  
 **WÜRTH ELEKTRONIK**  
**FEGA & SCHMITT**  
ELEKTROGROSSHANDEL  
**WASI**  
  
Waldenburger  
Versicherung AG  
**+390 more**

# THE WÜRTH GROUP CONSIST OF THE **WÜRTH LINE** AND ALLIED COMPANIES FROM RELATED SECTORS

WÜRTH  GROUP



**400** different companies  
within the Würth Group



Würth-Line

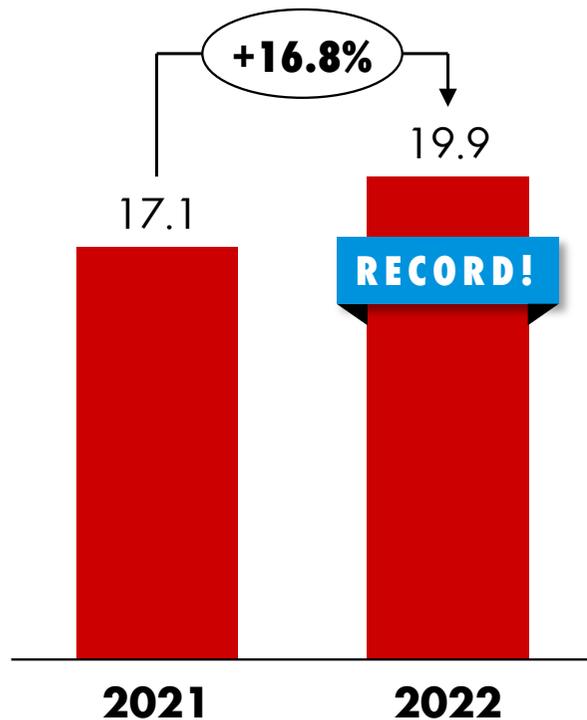
**144 companies selling products under the Würth brand in ~80 countries WORLDWIDE**

E.g., Würth Germany (Adolf Würth GmbH & Co. KG), Würth Industrie, Würth Italy, Würth Brazil, Würth Indonesia, Würth South Africa, etc.

# PROVING OUR HISTORY OF SUCCESS, OUR LAST YEAR'S PERFORMANCE MARKED **NEW RECORDS**

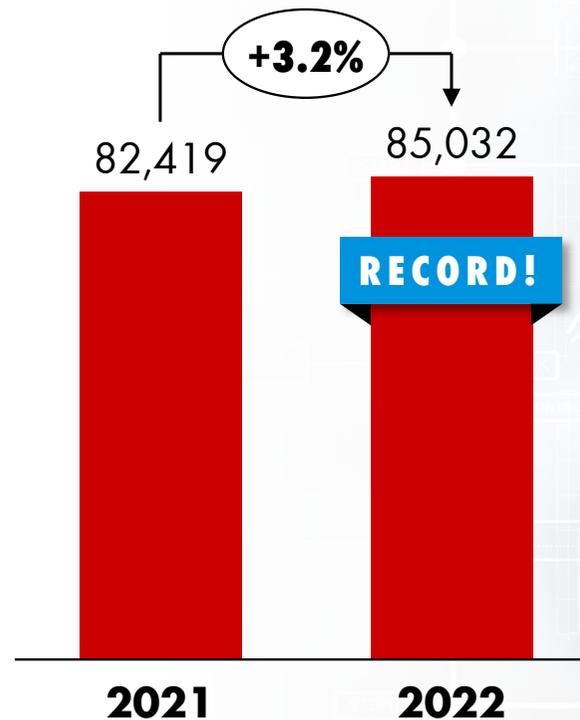
## SALES

in EUR bn



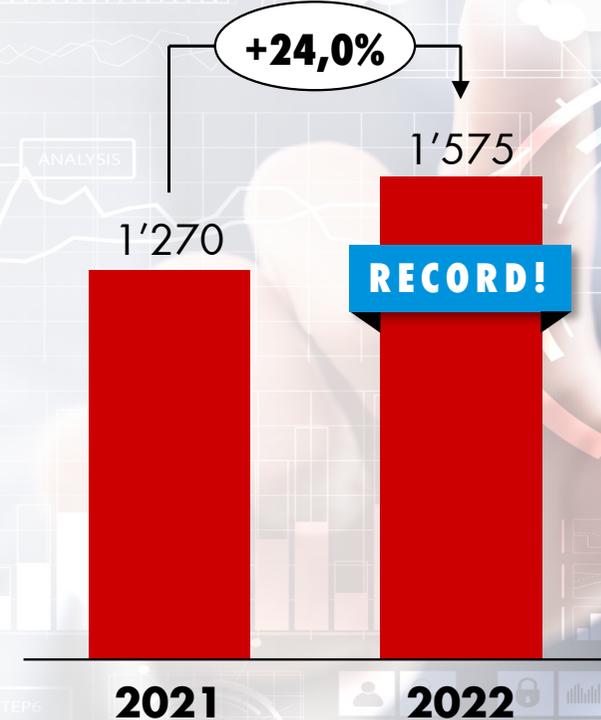
## EMPLOYEES

FTE in #



## OPERATING RESULT

in EUR bn

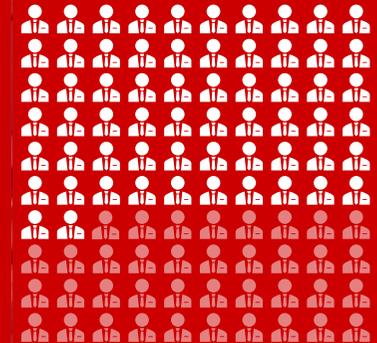


# TO PUT IT IN A NUTSHELL - **SALES IS AND HAS BEEN OUR DNA FROM THE VERY BEGINNING**

WÜRTH  GROUP

Würth is the **world's largest employer of direct sales personnel**, with almost **32,000 reps**

Almost **53,000** of our **employees** work in **SALES**



That amounts to approx. **62%** of total employees

# TELESALES ARE BECOMING MORE AND MORE IMPORTANT AND **GROWING DOUBLE-DIGIT**



About **1,800** telesales reps, achieving sales growth of **10.7%** in **2022**

## KEY FACTS/YEAR

# COMPANIES\*

**148**



# ORDERS

**3.1 MILLION**



SAVED KM PER YEAR\*\*

**216 MILLION**



IN ADDITION TO OUR SALES FORCE, WE MEET  
CUSTOMER NEEDS IN OUR **> 2,500 SHOPS WORLDWIDE**

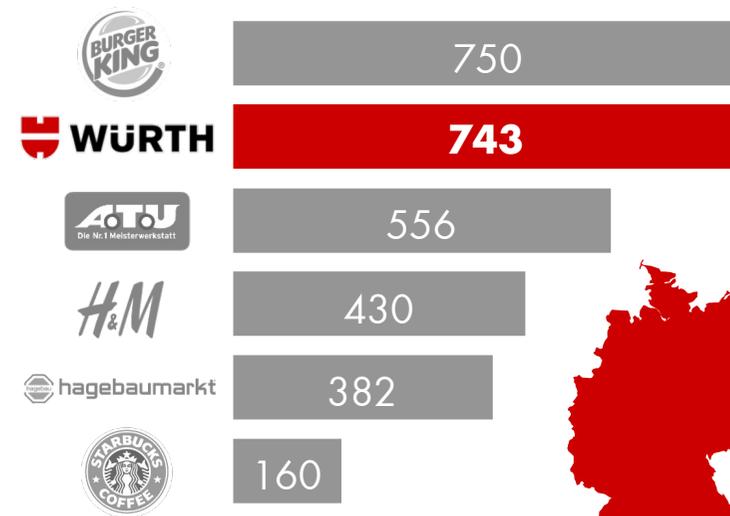
WÜRTH  GROUP

**> 2,500** shops in 69 companies



### NUMBER OF SHOPS IN GERMANY

as of 2022



**FURTHERMORE, OUR E-BUSINESS SOLUTIONS  
GUARANTEE A 24/7 AVAILABILITY**

**WÜRTH  GROUP**



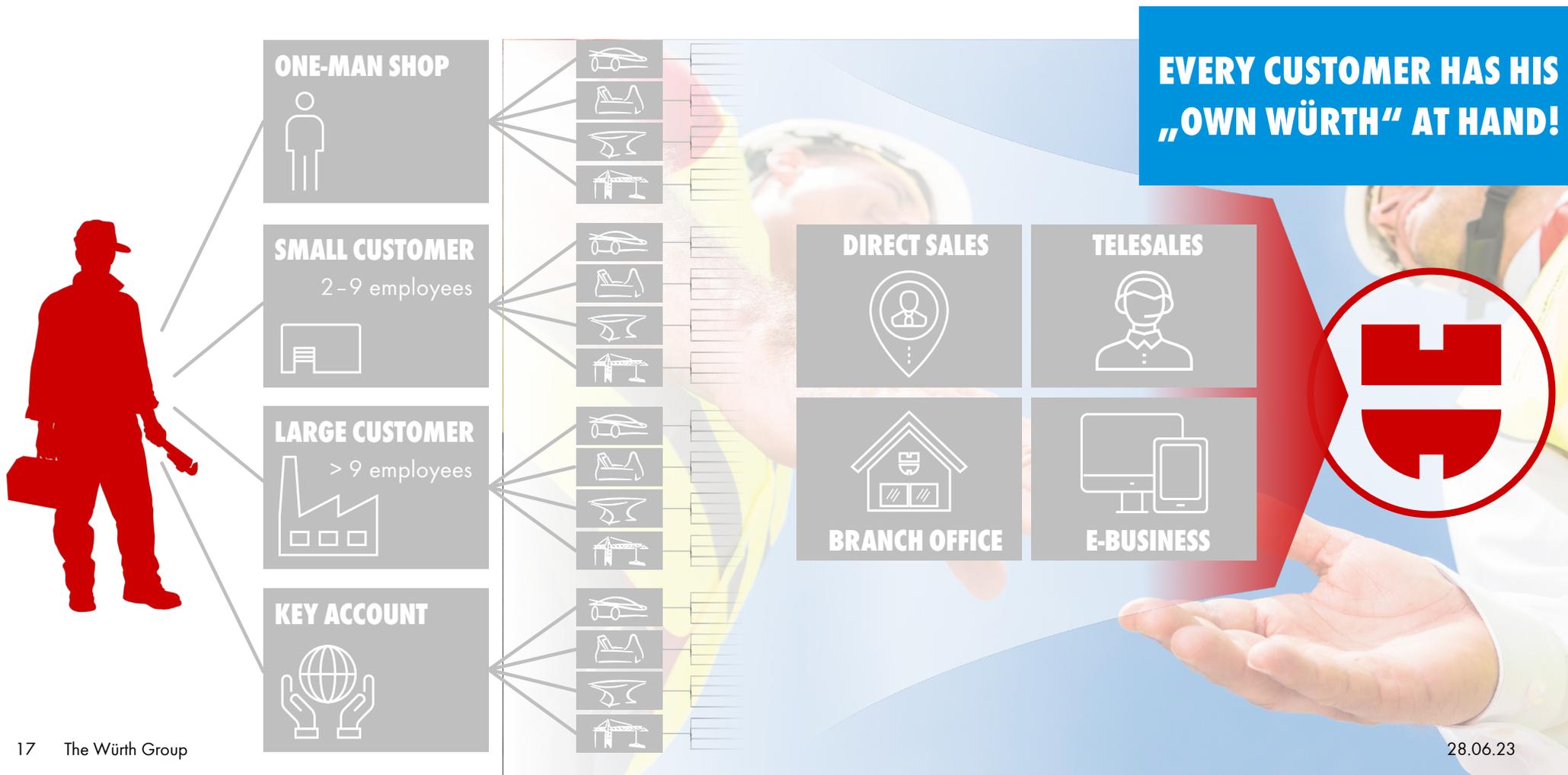
... awarded **ONLINE-SHOP** ...

Our practical **APP** ...

**LEAD TO A  
TOTAL E-BUSINESS  
SHARE IN SALES  
OF 21.4%**

... and **ERP-INTEGRATIONS!**

# OUR MULTICHANNEL APPROACH REPRESENTS OUR EFFORT TO **BEST MEET OUR CUSTOMERS' NEEDS**



# ADDITIONALLY, IT IS OUR TRADITION TO EXCITE OUR CUSTOMERS WITH **INNOVATIVE SERVICE SOLUTIONS ...**

## STANDARD SHIPMENT



48 h

## SERVICE 24



24 h

## WÜRTH DIRECT DELIVERY



3 h

## CLICK & COLLECT



60 min

## BRANCH OFFICES



20 min

## ORSY®RACK



1 min

## ORSY®MOBILE



1 min

## VENDING MACHINES



1 min

**... OR BY USING OUR CUSTOMER KNOWLEDGE AND  
MANUFACTURING OUR OWN PRODUCTS**

**WÜRTH  GROUP**



**AND SINCE OUR CULTURE IS ABOUT HAVING FUN,  
WE SUPPORT THE FUN THINGS IN LIFE**

WÜRTH  GROUP



**WE LOVE PERFORMANCE !**



**AND SINCE OUR CULTURE IS ABOUT HAVING FUN,  
WE SUPPORT THE FUN THINGS IN LIFE**

**WÜRTH  GROUP**

**WE LOVE PERFORMANCE !**



**WHETHER IN SPORTS ...**

**AND SINCE OUR CULTURE IS ABOUT HAVING FUN,  
WE SUPPORT THE FUN THINGS IN LIFE**

**WÜRTH  GROUP**

**WE LOVE PERFORMANCE !**



**WHETHER IN SPORTS ...**

**... OR IN CULTURE**

**TO CLOSE, AT WÜRTH WE ALWAYS  
SERVICE OUR CUSTOMERS WHOLEHEARTEDLY**

**WÜRTH  GROUP**

