



Photo: Hans Neukircher

Customers can shop around the clock at all Würth24 shops in Germany.

The strategy

Multi-channel strategy, logistics and innovations as success factors

An increasing number of the more than four million Würth customers worldwide digitalize their procurement processes and order via the online shop, the Würth App or automate their purchasing processes with e-procurement solutions. The more than 2,700 shops and customer service over the phone round off these possibilities. As a central point of contact, Würth's sales representatives remain an indispensable link between Würth and its customers.

Besides sales, logistics is the heart of the Würth Group. Automated processes increase efficiency and productivity, making sure that customers receive their goods quickly and reliably. At the same time, Würth focuses on product development in the Reinhold Würth Innovation Center Curio located in Künzelsau.

Würth Group

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Würth cares

The Würth Group and the charitable Würth Foundation contribute to a vibrant cultural landscape and the people's social welfare. Five corporate museums and ten art galleries of the Würth Group in Europe showcase the works owned by the Würth Collection, comprising around 20,000 exhibits. All of the company's museums are open to the public free of charge.

The establishment of Würth Philharmoniker as the musical ensemble of Reinhold Würth Musikstiftung gGmbH was the result of the Group's involvement in classical music. In addition, the Würth Group and the Würth Foundation are committed to helping people with disabilities. Further attention is paid to education, science, and research as well as integration. The Würth Group's main sports sponsorship focus is on soccer and winter sports.



Max Beckmann: *Self-Portrait Yellow-Pink*, 1943, Würth Collection, Inv. 18854, and *Quappi in blue in a boat*, 1926/1950, Würth Collection, Inv. 5835, Photo: Ulrik Aslan

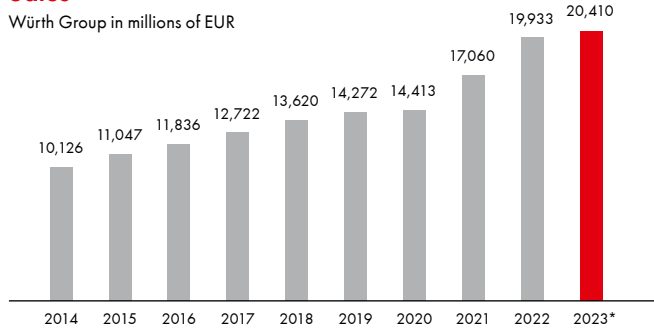
Until the spring of 2025, Museum Würth 2 in Künzelsau will host the exhibition "Terrific - Fascination Würth Collection". There, Max Beckmann's brilliant *Self-Portrait Yellow-Pink* is shown next to the impressive portrait of his wife, titled *Quappi in blue in a boat*.

Facts and figures

Würth Group 2023

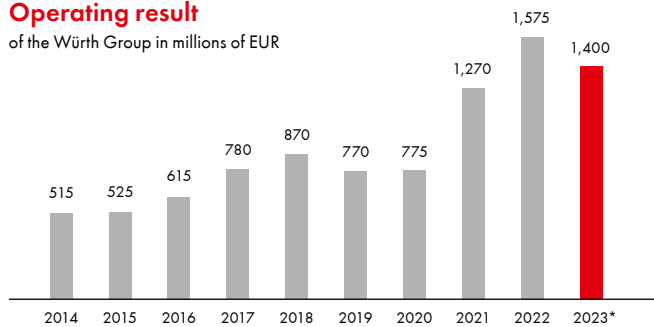
Sales

Würth Group in millions of EUR



Operating result

of the Würth Group in millions of EUR

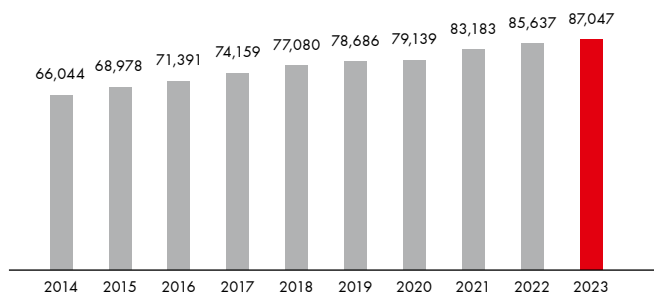


The Würth Group's consolidated financial statements are prepared in line with the International Financial Reporting Standards (IFRS).

*preliminary

Employees

Würth Group as of 31 December



The 2023 fiscal year

The Würth Group reports sales of EUR 20.4 billion in the 2023 fiscal year according to its preliminary consolidated financial statements (2022: EUR 19.9 billion), a plus of 2.4 percent. Adjusted for exchange rates, growth came out at 3.5 percent. In Germany, sales increased by 5.6 percent to EUR 8.3 billion (2022: EUR 7.8 billion). The Würth companies outside of Germany grew slightly by 0.3 percent to EUR 12.1 billion (2022: EUR 12.1 billion).

The operating result of the Würth Group is below last year's result at EUR 1.4 billion (2022: EUR 1.6 billion) according to its preliminary consolidated financial statements, the second best result in the history of the Group.

The number of employees in the Group increased by 1,410 to 87,047 in 2023 (2022: 85,637 employees). Currently, the Würth Group employs 43,967 people in the sales force. In Germany, the number of employees amounts to 27,128.

Product REINFORCE AC contributes to sustainable construction

Installing photovoltaic systems on existing roofs promotes the energy transition and avoids new land consumption. However, older industrial roofs made of aerated concrete are often not suitable for photovoltaic systems as their load-bearing capacity is insufficient. In a joint research project at Reinhold Würth Innovation Center Curio, Adolf Würth GmbH & Co. KG and Toge Dübel GmbH & Co. KG developed REINFORCE AC, a system that increases the load-bearing capacity of old aerated concrete roofs. Using screws and a strengthening mortar, the load-bearing capacity of roofs can be increased by up to 80 percent. Furthermore, already damaged aerated concrete elements can be secured beyond the original load-bearing capacity. REINFORCE AC received the 2023 Environmental Technology Award of the federal state of Baden-Württemberg in the material efficiency category.

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

The corporate group

From a two-man business to world market leader

The success story of the Würth Group began in the middle of last century: Adolf Würth founded the screw wholesale business of the same name in Künzelsau in 1945. After his death in 1954, his 19-year-old son Reinhold took over the business.

With vision and entrepreneurial passion, he turned the two-man business into a globally operating group employing more than 87,000 people, roughly 44,000 of whom work in sales. The Würth Group consists of more than 400 companies operating in 80 countries. Adolf Würth GmbH & Co. KG is the founding company and the largest individual company of the Würth Group to this day.

The operational units of the Würth Group

The Würth Group is divided into two operational units: The core business of Würth involves the manufacture and sale of fastening and assembly materials. Other trading and production companies, known as the Allied Companies, operate in related business areas, ranging from electrical wholesaling and electronics to financial services. The Würth Group's international and decentralized structure as well as its activities across various industries help ensure the Group's independence and stability.



Developed in Reinhold Würth Innovation Center Curio: REINFORCE AC mounting system

Photo: Peter Peter/Würth