

PRESSEMITTEILUNG/PRESS RELEASE

Sales volume pulled in by the Würth Group grows by 8.6 percent: Würth generates EUR 5.9 billion in the first half year of 2016

- Sales increase by 8.6 percent to EUR 5.9 billion
- Operating result at EUR 275 million considerably on the positive side
- Capex volume quite high at more than EUR 450 million

Künzelsau. In the first half of 2016, the Würth Group increased sales to EUR 5,927 million. This corresponds to growth of 8.6 percent over the previous year. Growth in local currencies amounts to 10.0 percent. The global market leader in assembly and fastening technology reports very strong growth in Southern Europe and can therefore link up to the positive development of past quarters. The German Group, too, reports 8.1 percent growth. "All in all we are satisfied with the development of the Würth Group", says Robert Friedmann, Chairman of the Central Managing Board. "Our multi-channel sales concept is bearing fruit: direct selling, brick-and-mortar stores and e-business - Würth customers appreciate our presence." Double-digit growth of the operating result is particularly pleasing: Thanks to above-average growth of 17 percent compared with sales, the Würth Group reports an operating result of EUR 275 million in the first half year.

70,000th employee hired

Taking into account all acquisitions, the number of employees increased by 2.7 percent to 70,847 in the first half of 2016 (December 2015: 68,978). At the beginning of June 2016, Würth Spain welcomed Ms. Itziar Abal, a saleswoman and 70,000th employee of the Würth Group. She will attend to Würth customers in the Automotive Division in the region of Guipúzcoa in Northern Spain. This is particularly pleasing in that Würth Spain reports distinct sales growth of 12.5 percent again in the first half of 2016.

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Investments in the Hohenlohe region

In the last ten years, the Würth Group invested roughly EUR 4 billion in all. Current examples prove the Group's commitment to the region:

- Recently, Adolf Würth GmbH & Co. KG inaugurated the new branch office and administration building at the location of corporate headquarters in Künzelsau-Gaisbach.
- Arnold Umformtechnik invests in three new halls for new machinery at the Dörzbach location.
- Würth Elektronik eiSos opens a new logistics center along with a fully automated shuttle warehouse, one of the most modern of its kind in Europe.

Outlook

For the overall year 2016 we expect a sales increase of roughly EUR 11.9 billion and reckon with an adequate development of the operating result.

About the Würth Group

The Würth Group is the world's market leader in its core business, the trade in assembly and fastening materials. It currently consists of more than 400 companies in over 80 countries with more than 70,000 employees on its payroll. Approximately 31,000 of those employees are salaried sales representatives. In the business year 2015, the Würth Group attained a worldwide sales volume of EUR 11.0 billion.

In its core business, the Würth Line, the sales range for trade and industry comprises over 125,000 products: from screws, screw accessories and anchors to tools, chemical-technical products and personal protective equipment.

The Allied Companies of the Würth Group which either operate in business areas related to the core business or in diversified business areas, round off the range by offering products for DIY stores, material for electrical installations, electronic components such as circuit boards, and financial services.