



THE WÜRTH GROUP

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Würth Italy



 vibrant
CURIOSITY

The Würth Group



The Family Business Adolf Würth Group GmbH & Co. KG Foundation in the year 1945, Künzelsau



The Würth-Group

A Family Business



 vibrant
CURIOSITY

That's Würth



- The core business of the Würth Group is trade with fastening and assembly material
- Sales and distribution are carried out from own locations and employees from small business to industry customers
- The range of products contains more than 1,000,000 products from the C-parts segment
- Servicing more than 2.9 million customers worldwide across a wide range of companies
- Allied Companies handle the related business areas in addition to the core business
- Würth produces approx. 5% of sales inhouse, mainly specials
- IT services, financial services, Solar and Nano technologies

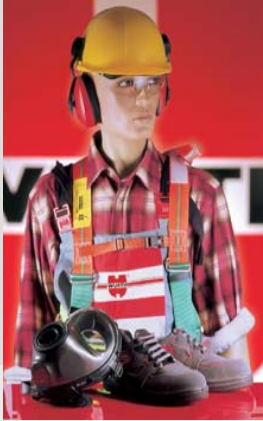


The Classical Würth Assortement



The Würth Product Range

(more than 50.000 items)



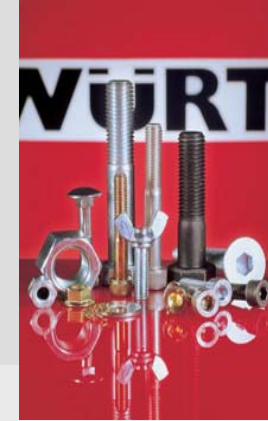
Personal safety products



Electrical and pneumatic tools



Technical equipment for stores



Fasteners



Chemical products



Fixing products and systems, anchors



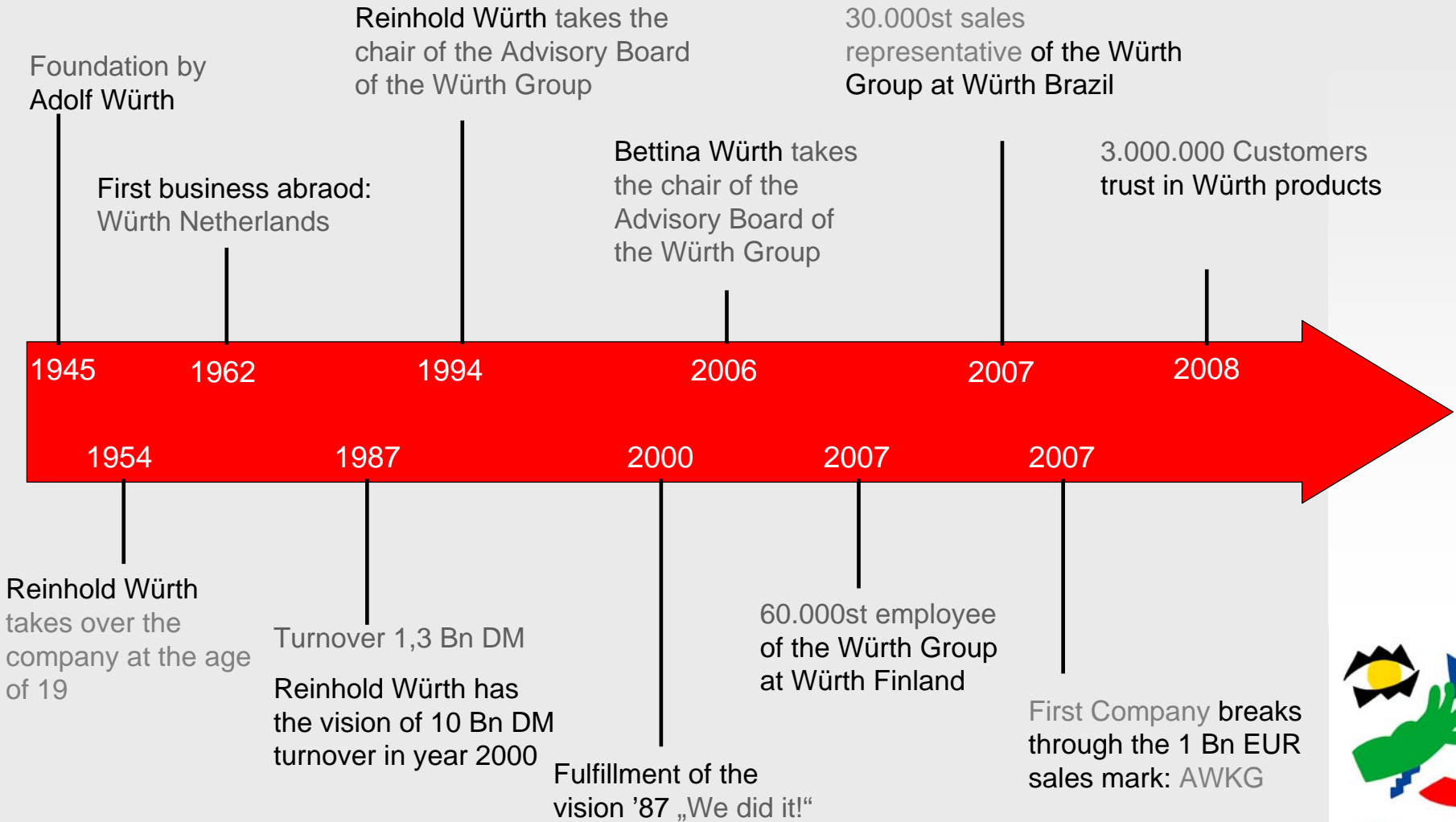
Handtools



Other materials



Milestones of Würth's History



The Würth Group in Numbers

(Status 12/2008)

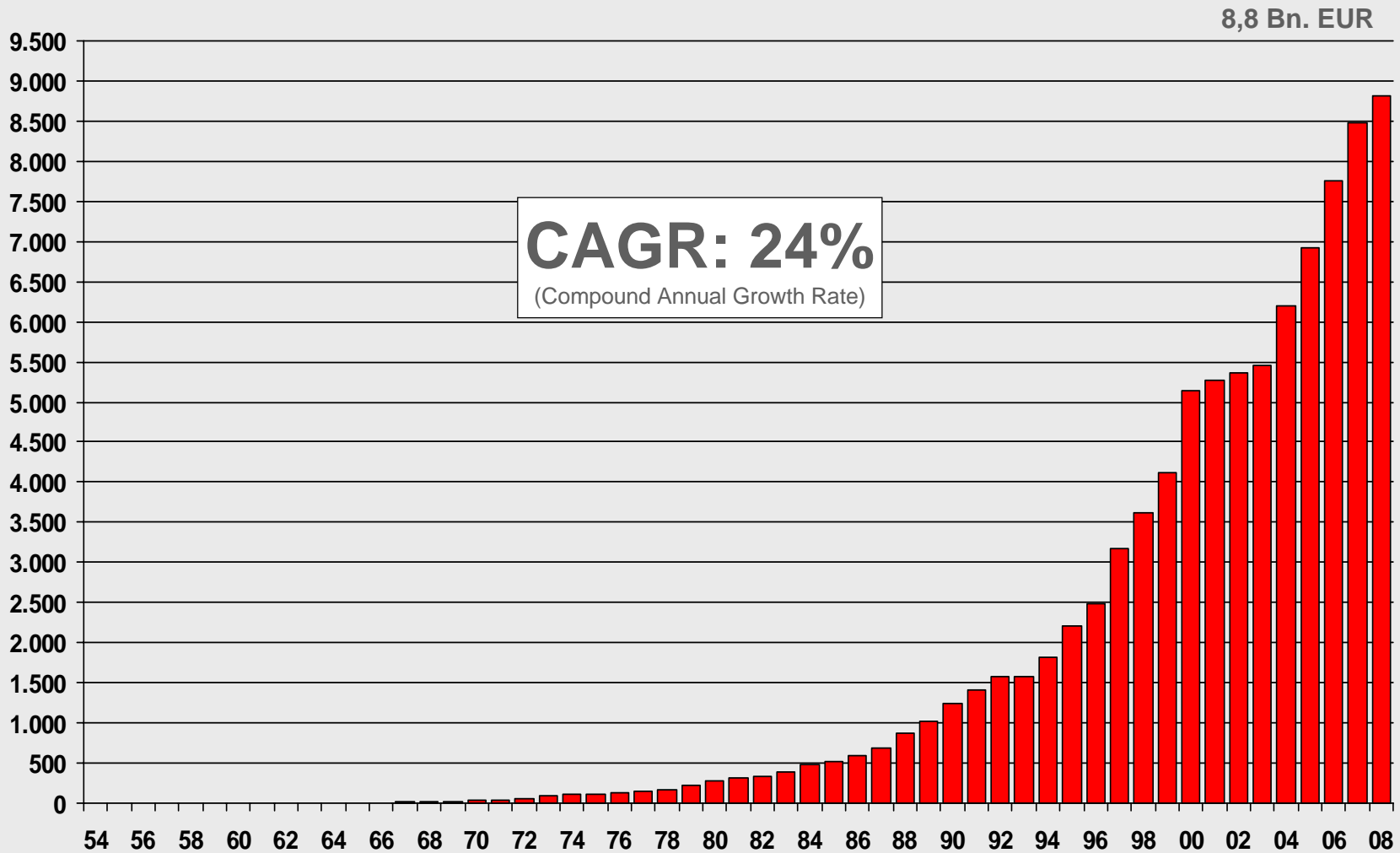


Total turnover	2006	:	7,74 Bn. €
Total turnover	2007	:	8,50 Bn. €
Total turnover	2008	:	8,8 Bn. €
Employees	2006	:	54.200
Employees	2007	:	65.000
Employees	2008	:	62.811
Companies		:	416 in 86 countries
Rating		:	A/Outlook Stable
Equity ratio		:	49,5%



Turnover of the Würth Group

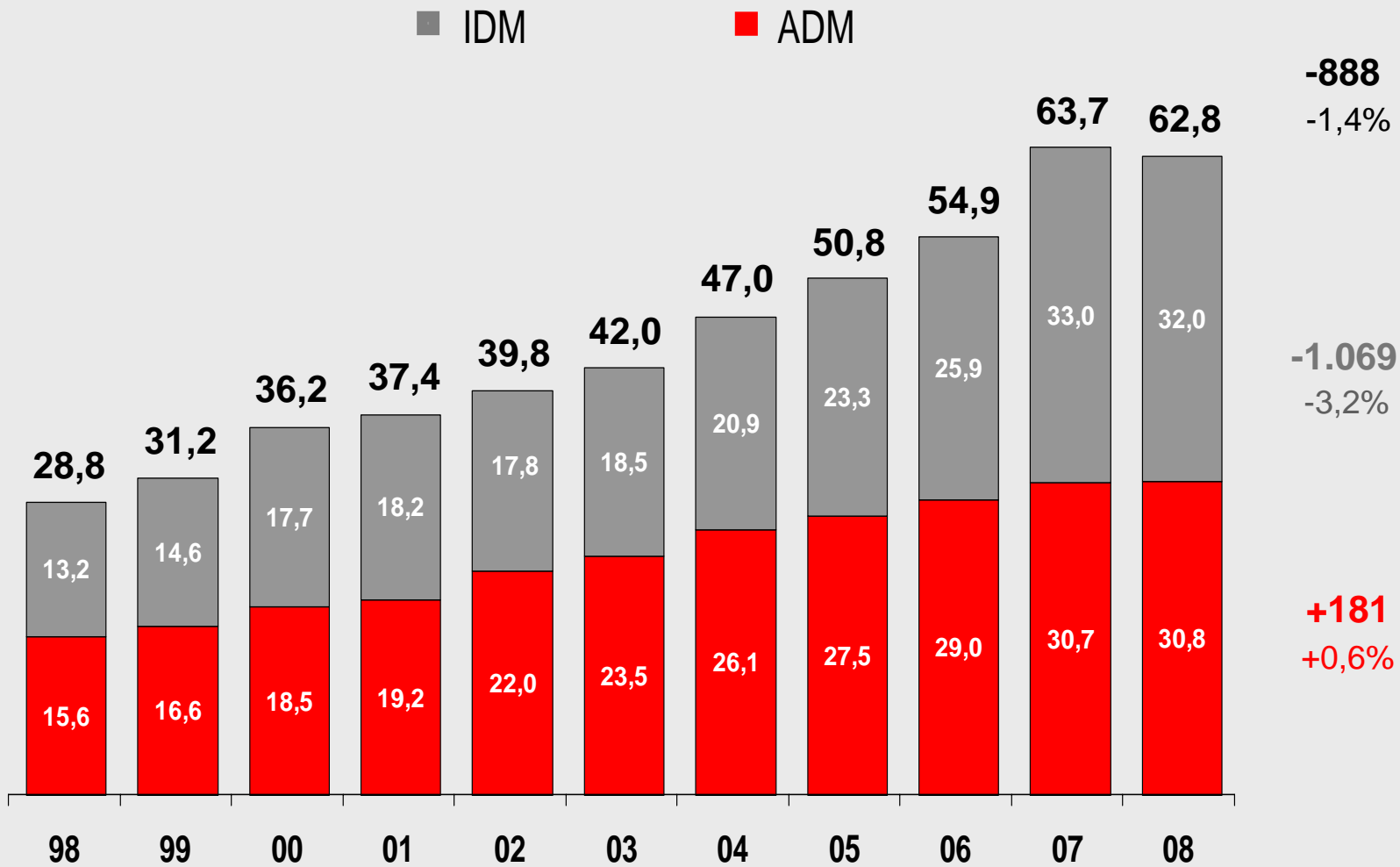
(1954 – 2008, in Mill. EUR)



**vibrant
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Employee Development of the Würth Group

(1998 – 2008 Status December in thousand)



Our Core Competence



„We are the employees of our customers“
Prof. Dr. h.c. Reinhold Würth



425 in 86 countries
136 Würth companies, 280 Allied Companies



Trade

- Assembly technology
- Fasteners
- DIN- and standard parts
- Hand and assembly tools
- Lubricants, cleanin and care products



Production

- Connecting parts
- Fittings
- Electrical engineering and solar technology
- Operating equipment
- Chemical products



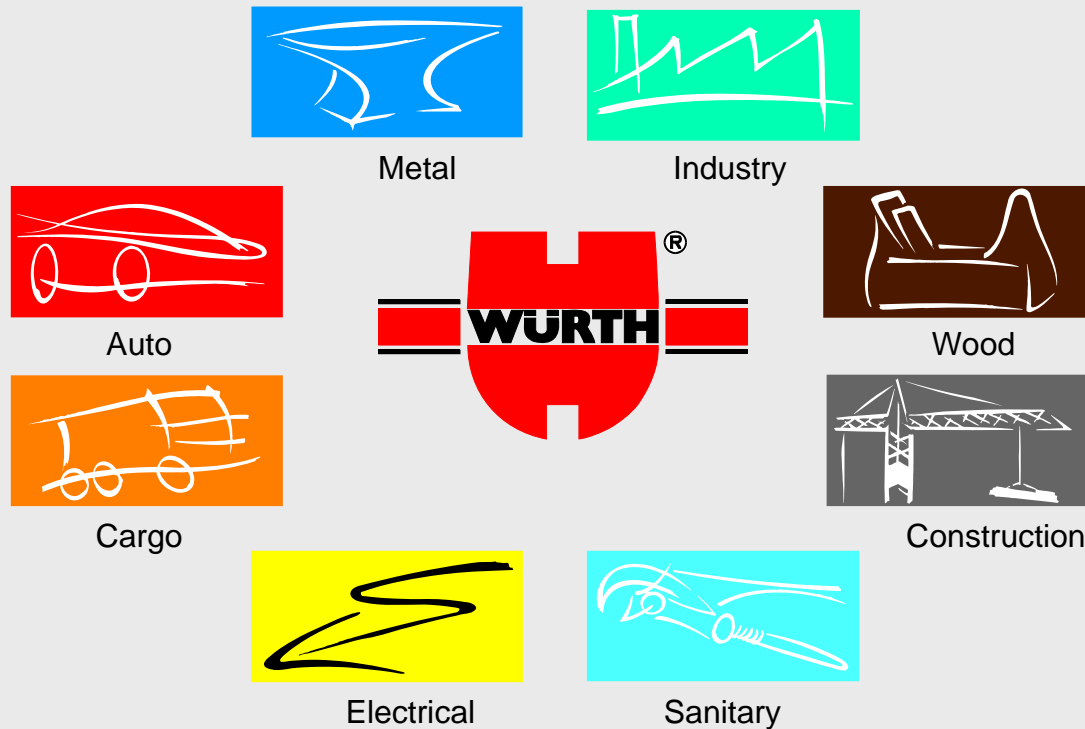
Industry

- C-Parts-Management
- Special parts / Drawing parts
- Delivery systems





The Assembly Professionals

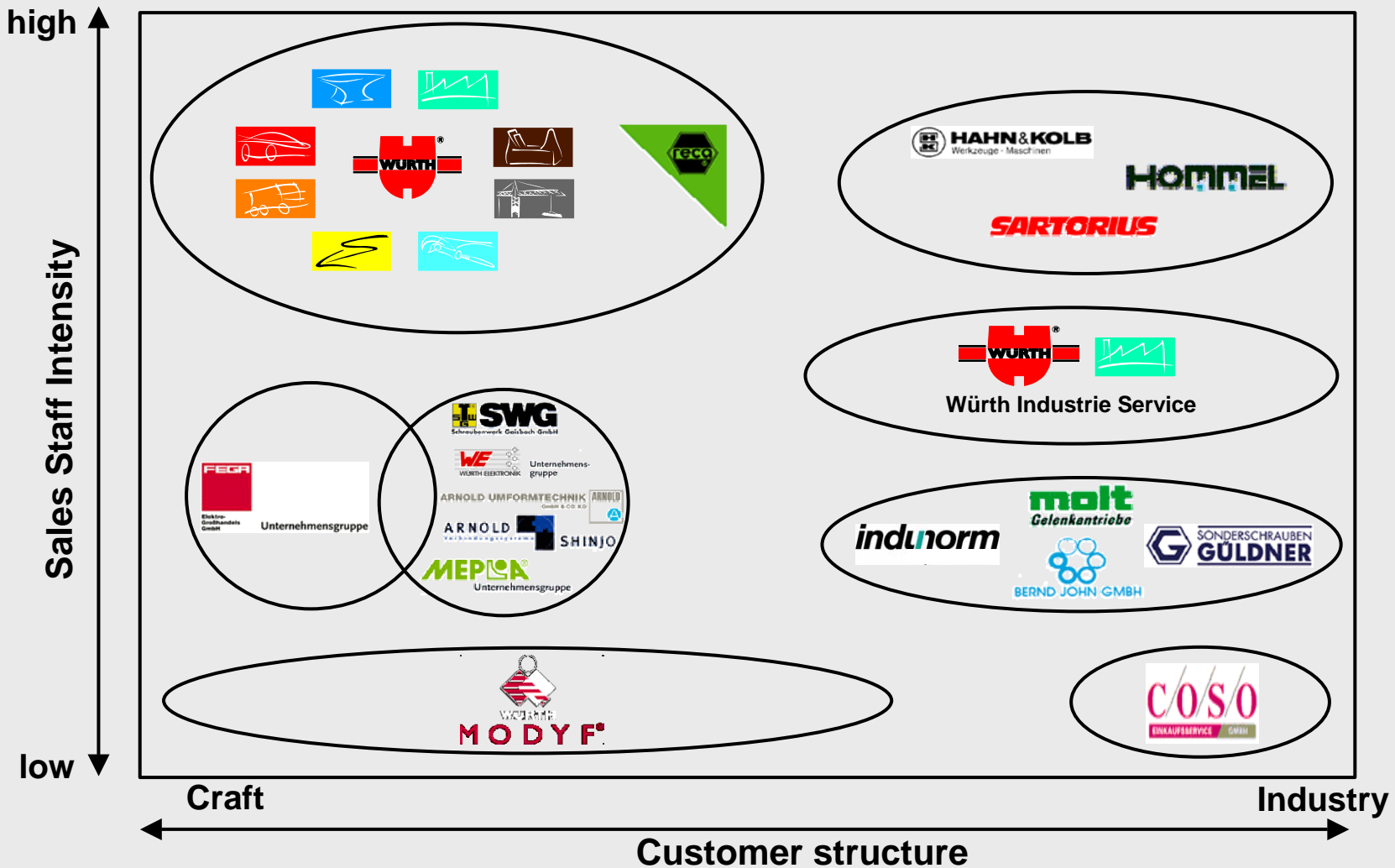


Allied Companies

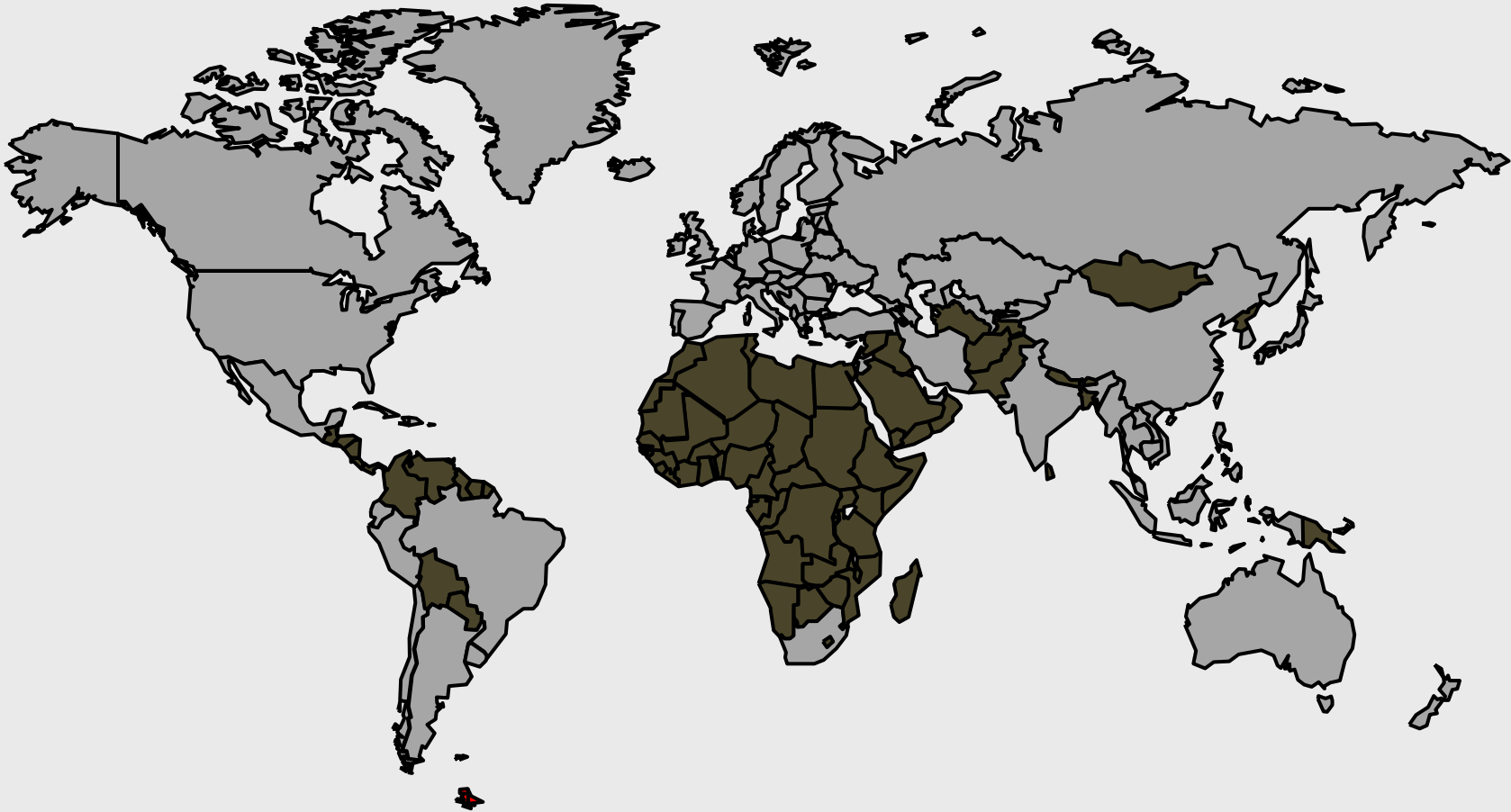
(Extract)

Tools	Production	Electronic	Specialists	Electric Distribution

Business Areas of the Würth Group



The Würth Global Coverage

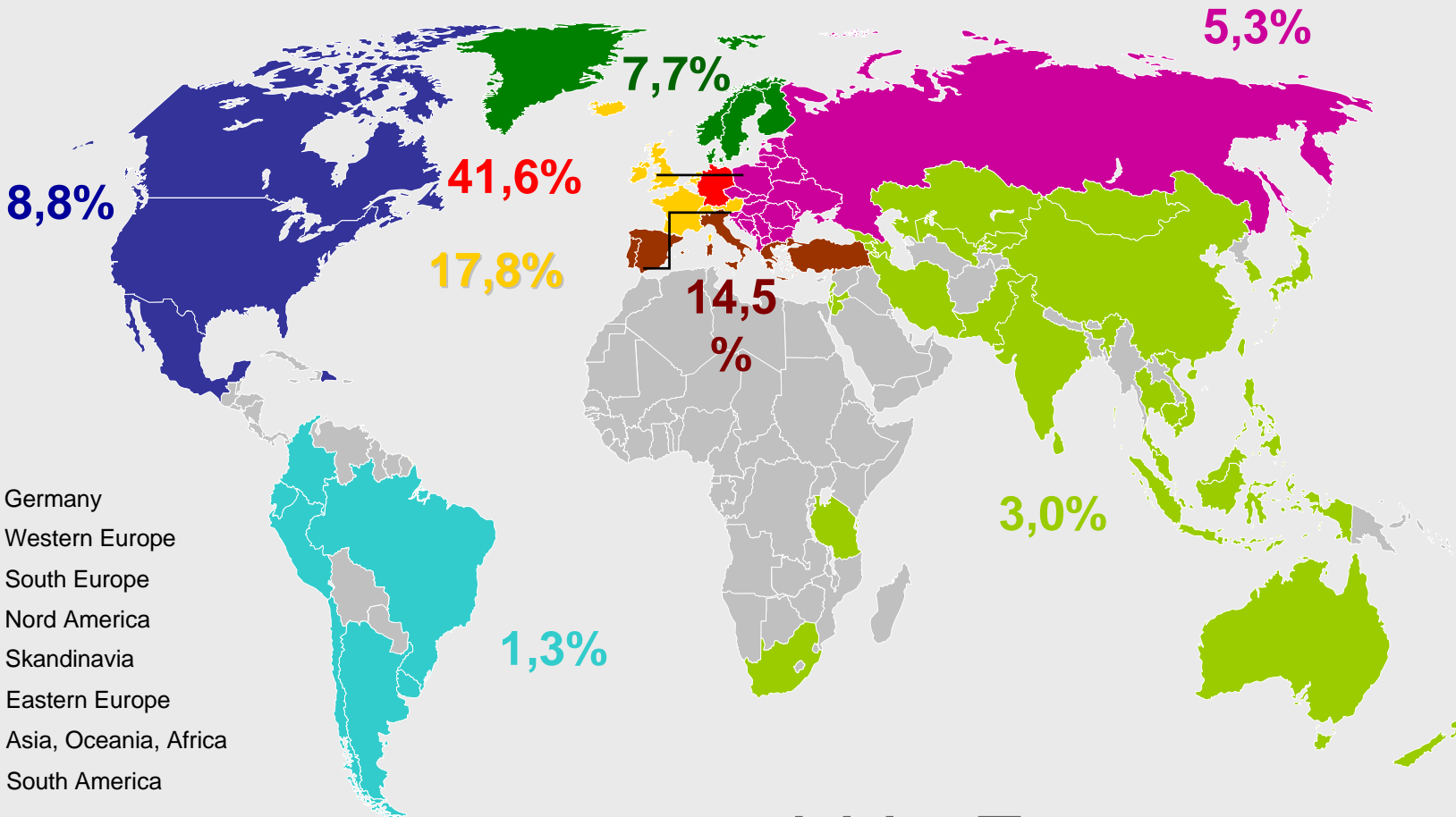


□ Countries, in which  is represented



Turnover of the Würth Group by Region

(External Turnover in %, YTD December 2008)



87% whitin Europa

- Germany
- Western Europe
- South Europe
- Nord America
- Skandinavia
- Eastern Europe
- Asia, Oceania, Africa
- South America



Würth Success Factors

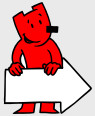
Management technique



Business idea



Internationalization



Market-oriented strategy of the entire company



Product innovation, patents



Quality beats price

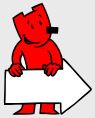


Company brand policy



Würth Success Factors

Management technique



Performance-oriented, young, sportive



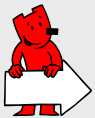
Confidence, reliability, openness, honesty



Motivation



Grateful recognition and appreciation



Delegation of responsibility



Flat hierarchies



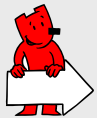
The Corporate Culture of Würth



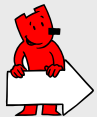
Leading through conviction and advantage



Promotion of initiative, flexibility and creativity



Demand for permanent will to innovation



Flat hierarchies



Day-to-day business



Multiplication of successes



How can Würth support you?

Adoption of the whole
C-parts handling

+

Improvement of the
logistic process.

+

Information- and technology
instruments

= A competent service-partner !



Administrative center Egna (BZ)



Logistic center Egna (BZ)



Logistic center Capena (Roma)



Selling Sectors in Italy



Automec

since 1963



Legno

since 1978



Metallo

since 1984



Auto Car

since 1990



Edilizia

since 1990



Elettrico

since 1994



Industria

since 1995



Cargo

since 1996



Termosanitario

since 1996



ORSY mobil

since 1998



Prineto

since 1999



Manutenzione

since 2001



Promotionline

since 2002



Kolibri

since 2003



The Branch Offices of Würth

