

# WÜRTH GROUP AT A GLANCE

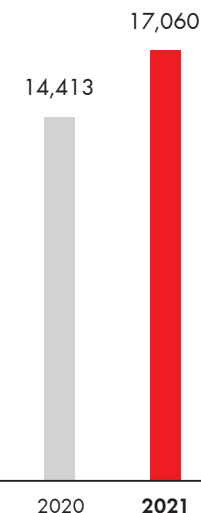
		2020	2021
Sales	in millions of EUR	14,413	17,060
Employees	no. of	79,139	83,183
Pre-tax operating result*	in millions of EUR	775	1,270
Return on sales	in %	5.4	7.4
EBIT	in millions of EUR	809	1,261
EBITDA	in millions of EUR	1,588	2,036
EBITDAR	in millions of EUR	1,650	2,101
Net income for the year	in millions of EUR	604	965
Cash flows from operating activities	in millions of EUR	1,600	1,034
Investments	in millions of EUR	852**	861**
Equity	in millions of EUR	5,920	6,824
Net indebtedness	in millions of EUR	601	567
Balance sheet total	in millions of EUR	13,478	15,114
Rating by Standard & Poor's		A/stable	A/stable

The consolidated financial statements of the Würth Group are prepared in accordance with the International Financial Reporting Standards (IFRS).

\* Earnings before taxes, before amortization of goodwill and financial assets, before the collection of negative differences recognized in profit or loss, before the adjustment of purchase price liabilities from acquisitions through profit or loss, and before changes recognized in profit or loss of non-controlling interests disclosed as liabilities

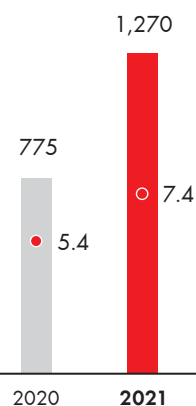
\*\* Incl. additions of right-of-use assets

## SALES in millions of EUR



**With sales** of EUR 17.1 billion (2020: EUR 14.4 billion), the Würth Group set another sales record in 2021. This corresponds to an increase of 18.4 percent. Adjusted for currency effects, growth came out at 19.0 percent. In Germany, the Würth Group managed growth of 14.3 percent. Adolf Würth GmbH & Co. KG—parent company and at the same time largest individual company in the Würth Group—grew by 13.4 percent thus reporting the strongest growth in the last 10 years. The companies outside Germany increased sales by 21.4 percent.

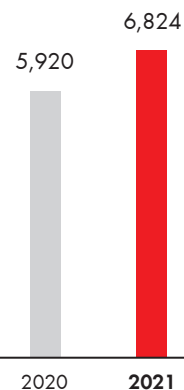
## PRE-TAX OPERATING RESULT in millions of EUR



At EUR 1,270 million, **the operating result** came out significantly higher than last year and marks a new record in the history of the Würth Group. Compared to the previous year, the return on sales went up significantly to 7.4 percent (2020: 5.4 percent).

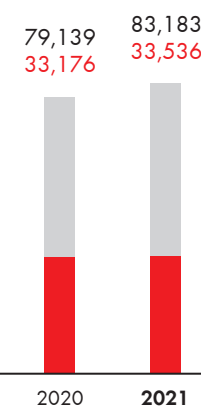
● Return on sales in percent

## EQUITY in millions of EUR



**The equity** of the Würth Group increased by 15.3 percent to EUR 6,824 million last year. This increase of EUR 904 million made it possible for the Würth Group to achieve an equity ratio of 45.2 percent (2020: 43.8 percent), which is very good for a trading company.

## EMPLOYEES as of 31 December



**The number of employees** in the Würth Group rose by 5.1 percent to 83,183. In Germany, the Würth Group had 25,438 employees on the payroll (2020: 24,514), while Würth companies abroad reported 57,745 employees (2020: 54,625). There were 33,536 employees working as permanent sales representatives worldwide in the 2021 fiscal year (2020: 33,176).

■ Sales force employees