

WÜRTH INDUSTRY OF CANADA

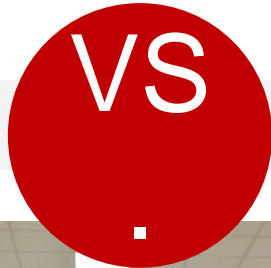
LET

US START WITH AN INTERESTING

THESIS...



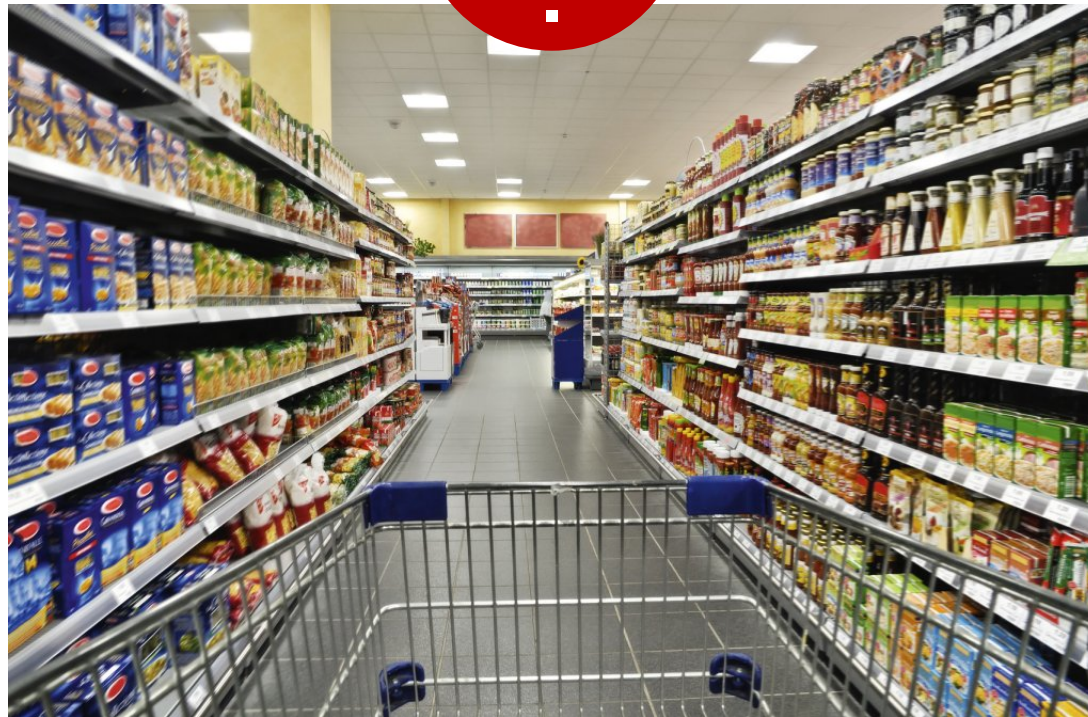
How would you rather go **shopping** groceries in your private life **after work**?



MANY DIFFERENT SHOPS

1 SUPERMARKET

- Time intensive
- Would you spend hours of time comparing the prices for milk?



- Many products
- Fair price
- Product availability
- Quality
- All from one source?

How would you rather go **shopping**?

MANY DIFFERENT STORES



VS

BUYING ALL FROM ONE SOURCE?!



Making a long story short:

- Do you want to **save** costs?
- Are you thinking about **optimizing** your purchasing process?
- Do you want to **reduce** suppliers?
- Are you looking for a **one**-stop solution?



We haven't taken this example and "translated" it to our business

IN BUSINESS WE WOULD LIKE TO BE

YOUR **RELIABLE PARTNER**

OFFERING A UNIQUE **ONE-STOP**
SOLUTION

WHAT IF...

... WE CAN REFILL YOUR „FRIDGE“ THROUGH CUSTOMIZED SOLUTIONS?



... we were able to provide this solution in **business life?**

... we do not only deliver the products to you, but also **stock** them on your shelves **ready to use** - everything you need right where you need it?

... we agree on min and max level and make sure that there is always a **full availability** through Kanban / ORSY® racks for example?

LET US GO FURTHER AND EXPLAIN
OUR COMPETENCIES TO YOU!



WHAT IF

WE COULD SAVE YOU **TIME, MONEY AND RESOURCES?**

COST **SAVINGS**

RELIABILITY

SINGLE SOURCE

SUPPLIER

PERSONAL CONTACT PERSON

INCREASING EFFICIENCY

REDUCING
COMPLEXITY

TRANSPARENCY

E-COMMERCE



WHAT IF

WE WERE ABLE TO SUPPLY YOU WITH
CUSTOMIZED PRODUCTS PERFECTLY FITTED TO
YOUR NEEDS?



WHAT IF WE CAN SUPPLY YOU WITH EVEN MORE?

STANDARD PARTS *



SPECIAL PARTS *



THIRD PARTY PARTS *



**PLEASE INSERT CUSTOMER
LOGO HERE**

* Abstract, more product groups available, please contact us for further information

WHAT IF....

....WE PUT CUSTOMIZED

SOLUTIONS

FIRST



WHAT IF

YOU DON'T HAVE TO WORRY ABOUT STOCKING THOSE PRODUCTS?



ORSY® racks



Kanban



Vending



Container Solutions



Shop in Shop



- Customization: Tailor-made solutions reducing costs in your supply chain as well as procurement costs
- Fewer contact points for procurement and storage of items
- Optimum utilization of your warehouse / storage area
- No more stock outs increasing your process reliability
- Greater efficiency and transparency: Easy inventory overview and control of stock

INCREASED RELIEF AS WE FOCUS ON THE SUPPLY –
YOU CAN FOCUS ON WHAT IS REALLY IMPORTANT: **YOUR DAILY BUSINESS!**



WHAT IF THERE IS EVEN MORE SUPPORT POSSIBLE?

One Face to the customer,
Personal direct support



Technical **support**



e-Commerce



Process Analysis



- global player and currently active on all five continents
- 400+ Würth companies: You can reach us easily!
- There are certain ways to receive Würth's top-rate product and service quality - wherever you may be

International Contract



Cross border, globally



WHAT IF
BEING LOCATED CLOSE TO
OUR CUSTOMERS IS OUR PHILOSOPHY?



WHAT IF INTEGRATED SOLUTIONS ARE THE KEY OF OUR PARTNERSHIP?



1

Access to over
1.8 Million
products

+

2

Services &
Solutions

+

3

Global
presence

+

4

Personal
contact person

SINGLE SOURCE SUPPLIER

The entire range of the Würth Group enables you to gain access to more than 1.8 million products.

SERVICES + SOLUTIONS

Worldwide, customized solutions help you to simplify your supply chain and procurement processes and to cut costs sustainably.

GLOBAL PRESENCE

With a presence on every continent (400+ companies in 80+ countries) we are where you are - on every hotspot around the world!

PERSONAL CONTACT

More than 65,000 employees are working for the support of the customer - 30,000 sales representatives meet 300,000 customers daily!

WHAT IF

YOU HAD CONTROL AND TRANSPARENCY OF YOUR PROCUREMENT PROCESS?



HAVING SOME ISSUES?

- Nontransparent, complex processes in your supply chain?
- Many suppliers for similar product groups?
- High process costs?

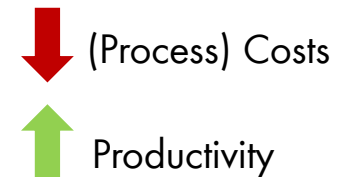


BUILDING OUR UNIQUE PARTNERSHIP

ONE STOP SOLUTION

- Simplification of processes
- Supplier Reduction
- All from one source!

PROCESS OPTIMIZATION



WHAT IF THE GOAL SEEMS EASY?

DECREASING PROCESS STEPS TO SAVE MONEY



WHAT IF SAVING MONEY THROUGH SOLUTIONS IS PROVEN?



- cross-channel integration and automatization of processes and systems.
- Key for productivity: Saving time by locating items close to work stations.
- Product availability 24/7: No stock-outs and out-of-stock costs.
- Increasing efficiency through sophisticated high-end solutions.
- Reduction of product usage by up to 35%.

EUROPEAN INDUSTRY: PROCESS COSTS FOR A C-PART ORDER ARE **\$132, ON AVERAGE.**

REALIZED CUSTOMER PROJECTS SHOW THAT **CUTTING COSTS UP TO 70%** IS REALISTIC.

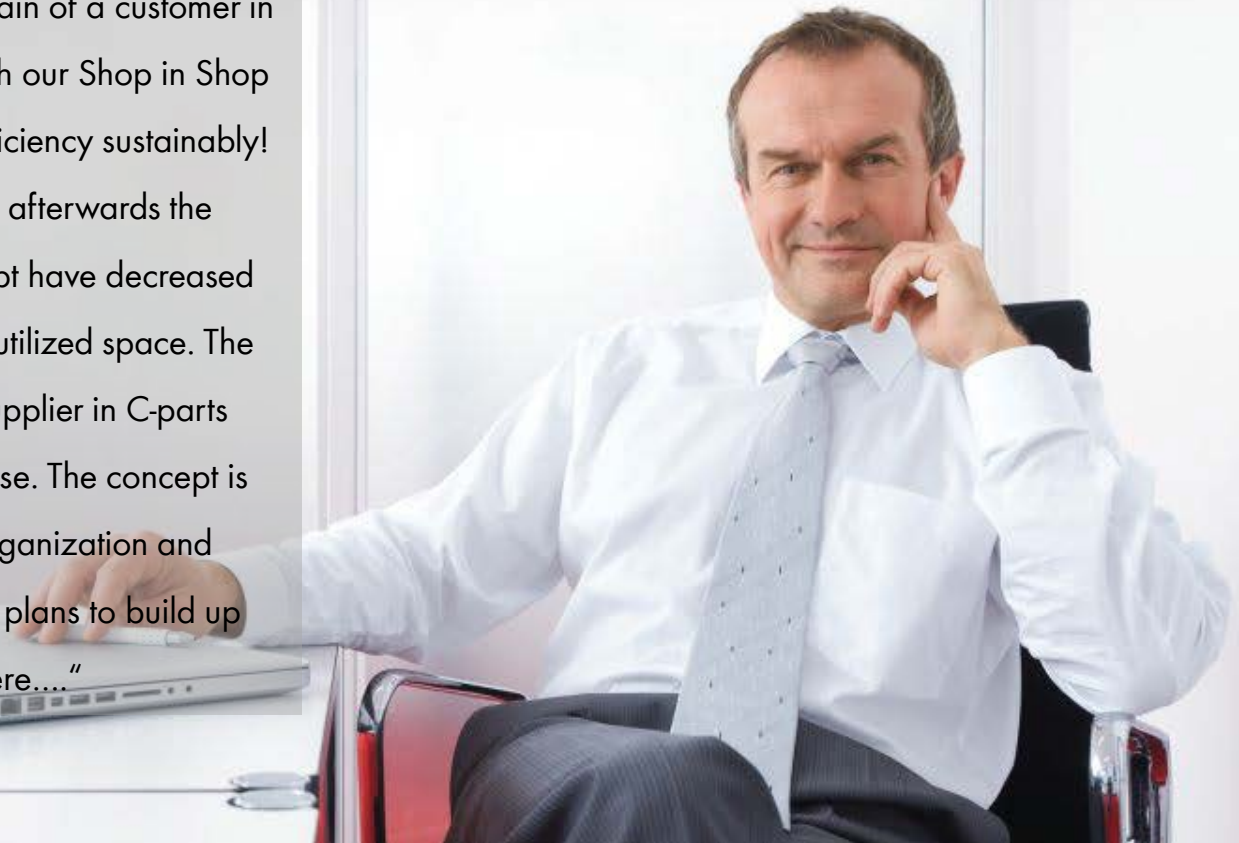
WHAT IF THE GOAL SEEMS EASY? TOP PERFORMANCE FOR MORE EFFICIENCY

„..... Optimizing the supply chain of a customer in the Oil & Gas industry through our Shop in Shop Concept has increased his efficiency sustainably!

The strategic analysis and afterwards the implementation of the concept have decreased stock outs, waiting time and utilized space. The

Würth Group is the only supplier in C-parts directly in the local warehouse. The concept is

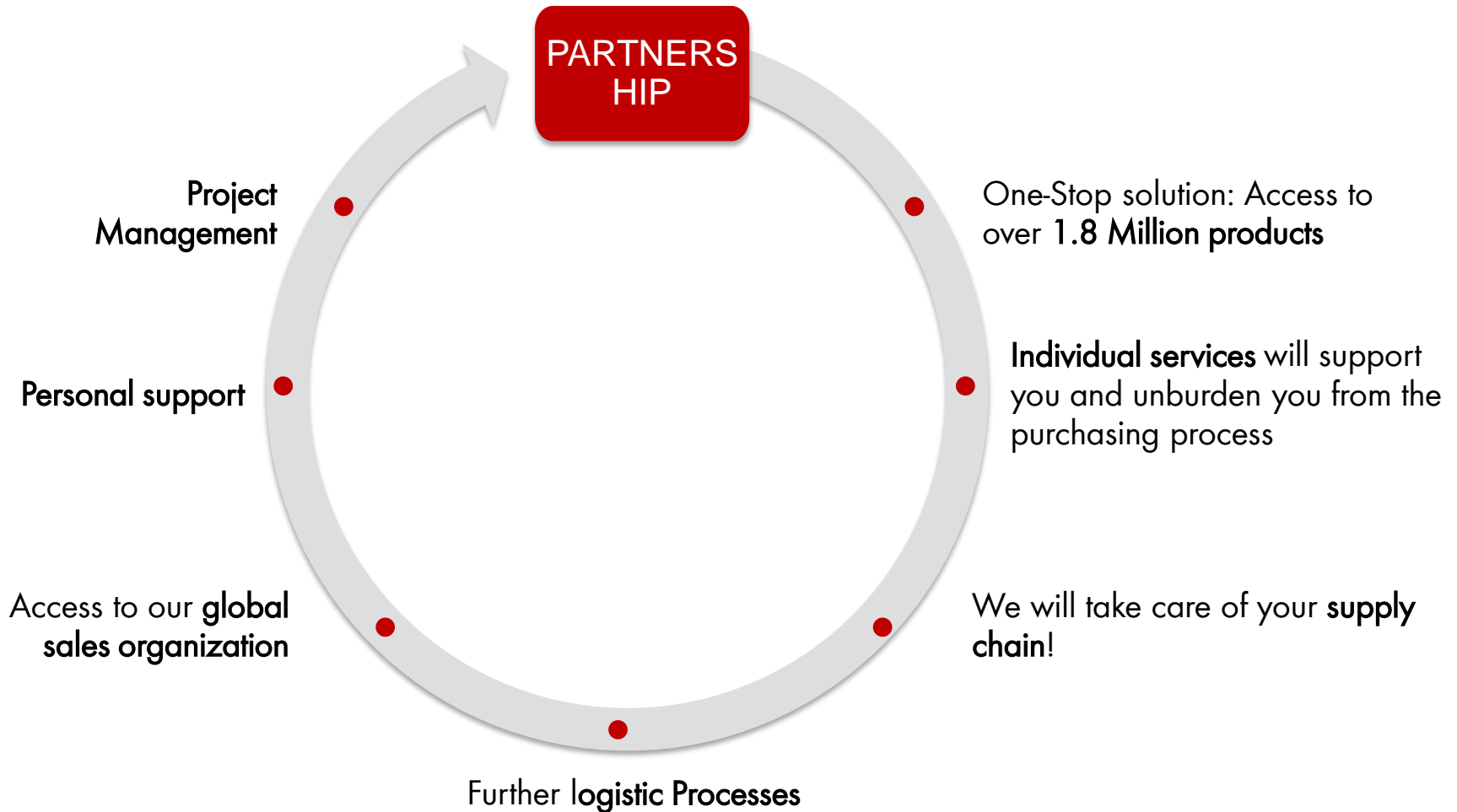
working well within the organization and therefore, there are already plans to build up another shop there....“



WHAT IF



WE CAN BE YOUR DEDICATED PARTNER – DURING ALL STEPS IN THE PURCHASING PROCESS – AND AFTERWARDS?



YOUR INDUSTRY'S DEMANDS AND SITUATION

High quality requirements

On-Time delivery

Global Presence

Individualization

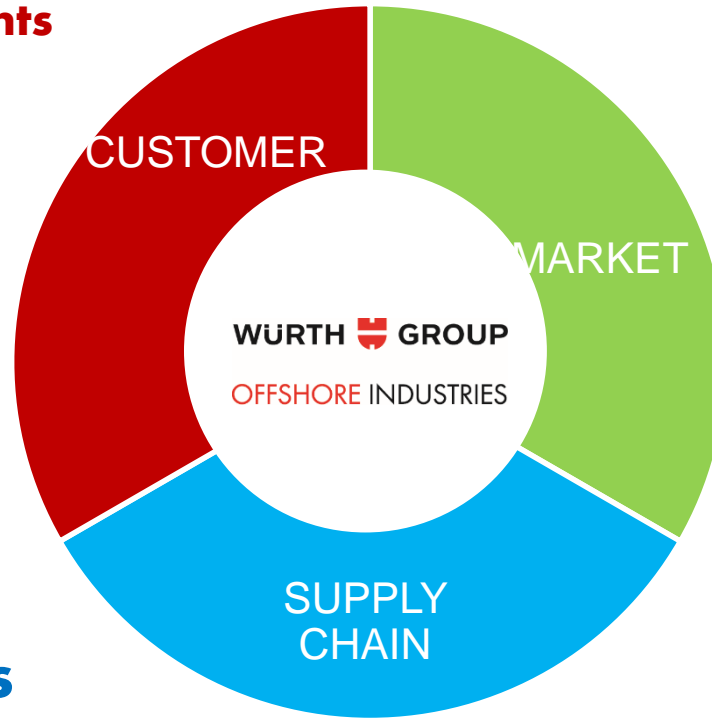
Services and Solutions

Simplicity

Strategic Projects

Global perspective

High quality requirements



Low oil price

Oil market is oversupplied

Companies need to decrease costs and save money

Service companies and equipment suppliers come under pressure

Decrease risk

One Stop Solution

Hand in Hand

WE CAN REFILL YOUR „FRIDGE”
THROUGH CUSTOMIZED
SOLUTIONS.

WE ARE ABLE TO SUPPLY YOU WITH ALL
PRODUCTS FITTING PERFECTLY TO YOUR
NEEDS.

DECREASING PROCESS STEPS
SAVING MONEY.

YOU DO NOT HAVE TO TAKE CARE FOR
THE **SUPPLY** OF THOSE PRODUCTS.

CLOSENESS TO THE CUSTOMER IS OUR
PHILOSOPHY.

INTEGRATED SOLUTIONS ARE THE KEY OF OUR
PARTNERSHIP AND WILL GIVE YOU CONTROL AND
TRANSPARENCY OF YOUR PROCUREMENT PROCESS.

WE CAN BE YOUR **DEDICATED PARTNER** – AT **ALL STEPS** IN THE
PURCHASING PROCESS – AND AFTERWARDS.

WHAT IF
THE WÜRTH INDUSTRY OF CANADA CAN
ANSWER ALL “WHAT-IF’S”?



WE ARE THE GLOBAL NETWORK

OUR TEAM

- global team of multicultural specialist around the globe
- 69,000 employees
- 31,000 direct sales reps guaranteeing competent advice and fast delivery for our customers

OUR PORTFOLIO

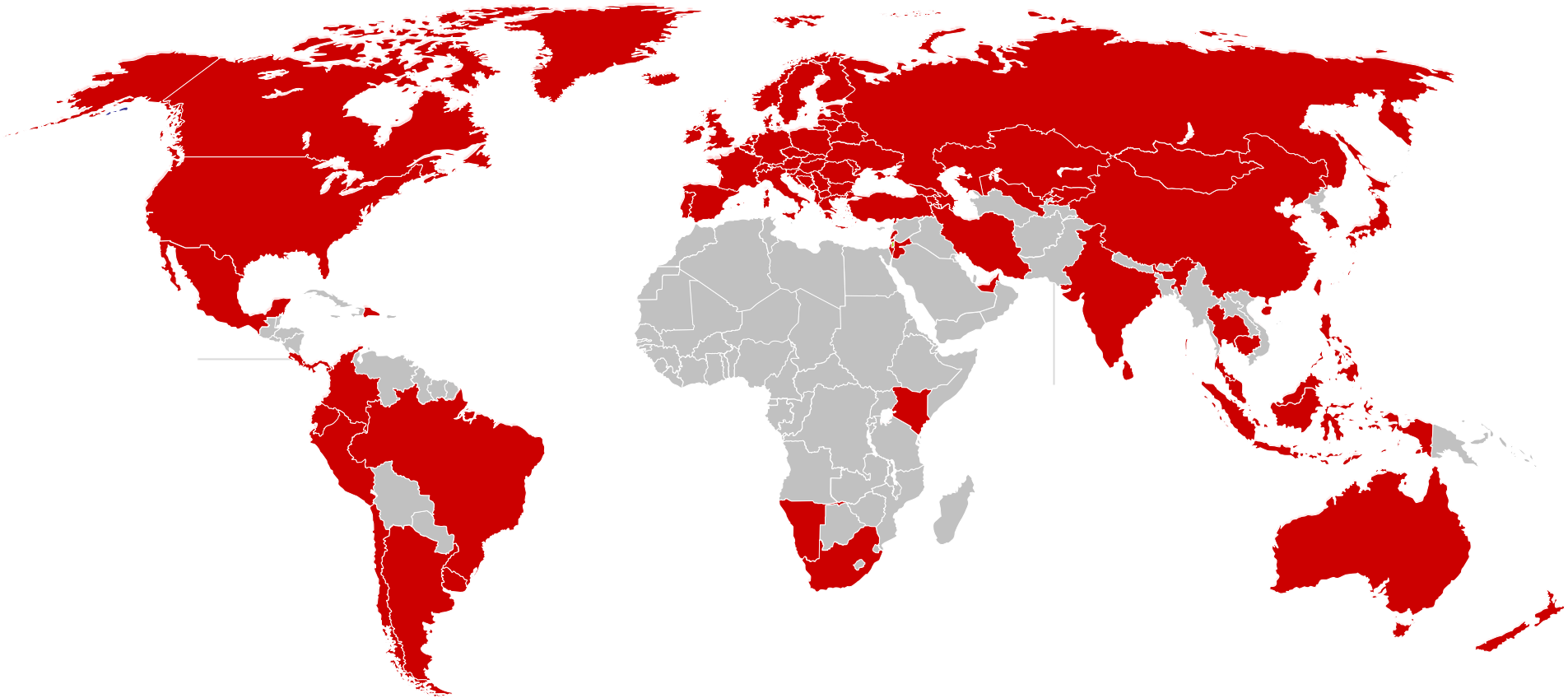
- access to 1.8 million products
- over 1,640 branch offices in 51 countries
- 400 legally independent companies in 80+ countries
- Several customized solutions and services available

OUR GOAL

- building a strong partnership to our customers around the globe to meet your requirements!
- Improving your processes and cutting costs
- Saving you time, money and resources!

LET US START ESTABLISHING OUR VALUABLE PARTNERSHIP TODAY!

OUR NETWORK:
GLOBAL REACH TO ALL 400 COMPANIES
AROUND THE GLOBE



OUR FURTHER STRENGTHS

Over **69,000** employees worldwide

42,918 Employees in Sales
(62 %) as of December 2015

Over **400** legally independent
companies in more than **80** countries

World **MARKET LEADER** in the trade with assembly and
connecting materials

Extensive but highly dedicated - access to a
broad product range

Driving force of our success is **DIRECT SELLING**
- Every day, over **30,000** sales representatives
meet **300,000** customers

FAST FACTS WÜRTH GROUP

\$17.05 billion

Annual Sales in 2015

69.000

Employees worldwide

400+

decentralized companies

80+

countries

125,000 products

core product range (Würth Line companies)

1.8 million products

product range of the entire group

31,080

Sales reps meeting 300,000 customers daily



OUTLOOK

STRATEGY BUILD ON WÜRTH'S STRENGTHS

		SERVICE ORIENTATION
		VARIOUS SERVICES AND SOLUTIONS
		LOGISTIC SOLUTIONS
		MULTI-CHANNEL:
		ONLINE-SHOP, E-COMMERCE, APP *
		CUSTOMER SERVICE

NO MATTER WHICH SERVICE OR SOLUTION WE CAN OFFER TO YOU - **YOU** AND YOUR **INDIVIDUAL NEEDS** ARE ALWAYS IN FOCUS!

EVERY SOLUTION WILL BE **FULLY CUSTOMIZED!**



*Not all services may be available in your region at this time. Please contact us for further information.

SUMMARY

DEDICATED

ACCOUNT TEAM

THINK **GLOBAL** -
ACT **LOCAL**

A BUSINESS ETHOS OF
ADDING VALUE & COST SAVING



BESPOKE **SOLUTIONS**

PROVEN SYSTEMS &
PROCESSES IN PLACE

FINANCIAL **STABLE** PARTNER*

EXPERIENCES IN
PROJECT IMPLEMENTATION

*(Standard & Poor's Rating A for more than 10 years)

CONTACT DETAILS

YOUR PERSONAL CONTACT PERSON



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Brantford, ON
N3S 0E7

BACK UP SLIDES

VARIOUS SERVICES AND SOLUTIONS

ORSY® RACK



CONTAINER SOLUTIONS



SHOP IN SHOP



KANBAN



VENDING MACHINES



ORSY® RACK SYSTEM

MANAGING YOUR WAREHOUSE EFFICIENTLY



You do not want to spent time looking for C-parts, you want to **find them right away**.
No problem with our **ORSY® rack system**.

- Flexible, individual rack components customized to your requirements



YOUR BENEFITS

- Reduction of procurement and storage costs
- Optimum use of available storage space, optimal utilization of storage area
- Optimum overview and inventory control
- Fast, secure, quick access and direct removal
- Greater efficiency: Constant availability of merchandise

KANBAN

OUR LOGISTICS AT YOUR SITE

Our **Kanban system** is a possible alternative to the ORSY® rack system. Best storage of and access to your C-parts!

- Modular Kanban rack components with perfectly fitting boxes for storing C-parts

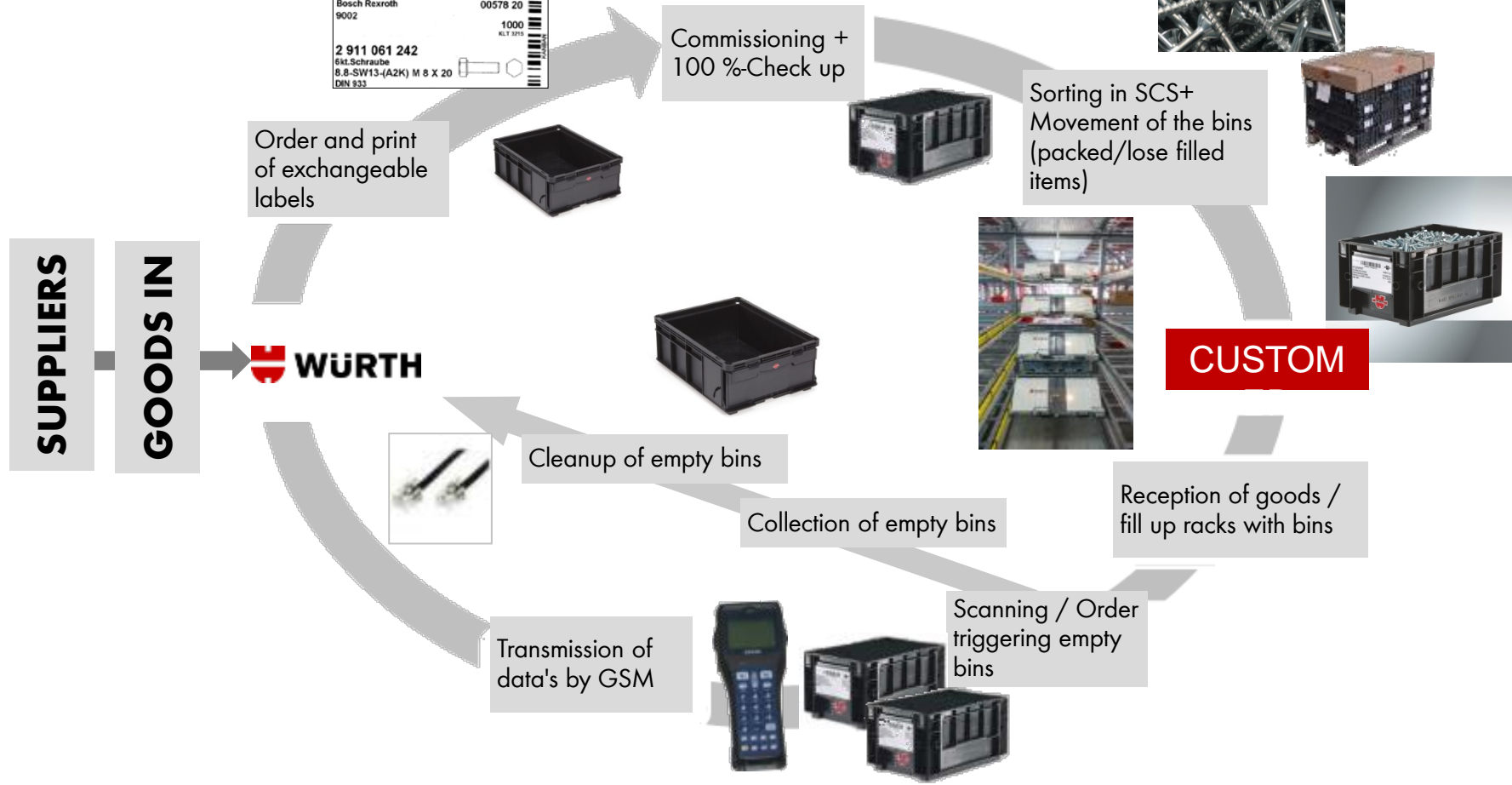


YOUR BENEFITS

- Empty boxes are taken from the Kanban rack and stored at a collection point till the next reordering. We provide full services
 - Materials planning
 - Rack stocking
 - Rack maintenance
- Simplification of processes: No coordination between premise and disposition longer necessary
- Low capital commitment through reduction of stock
- Inventories are unnecessary
- Reducing the number of suppliers

KANBAN

OUR LOGISTICS AT YOUR SITE



VENDING MACHINES

AUTOMATED SOLUTIONS AT YOUR SITE



YOUR BENEFITS

- Reduction of maintenance downtime by improving 24/7 availability → No stock-outs + out-of-stock costs
- Standardization and consolidation opportunities
- Cost reduction (supply chain)
- Reduction of product usage by up to 35%
- Detailed reporting and usage restrictions possible (partially) → High transparency and traceability



MOBILE CONTAINER SOLUTIONS

AVAILABILITY OF OUR SERVICES AT YOUR SIDE!

BAULOC-SERVICE BOX

- Fixed or mobile stock equipped with ORSY®-racks



MOBILE OFFSHORE CONTAINER

- Individual Container solutions for your needs, also at the Dry-dock



YOUR BENEFITS

- Available material: Any time, any place
- Anti-theft-protection
- Mobility on construction sites
- Equipment adjusted on construction site

SHOP IN SHOP

OUR SHOP AT YOUR FACILITY!

Shop-in-Shop Concept - either automatically or with a person on site.



YOUR BENEFITS

- No stock-outs = no waiting time = displaced resources!
- No long walking distance as facility is at the side
- Single point of contact: Saved trips to a shop/warehouse outside your production facility → Cost savings!

HOW MUCH IS AN ORDER?

SEVERAL STUDIES SHOW...

IN THE EUROPEAN INDUSTRY
PROCESS COSTS FOR A C-PART ORDER
ARE **\$132, ON AVERAGE.**

REALIZED CUSTOMER PROJECTS
SHOW THAT **CUTTING COSTS UP TO
70% IS REALISTIC.**



PROCUREMENT - DEPARTMENTS INVOLVED

