

## HILTI BREAKS 5 BILLION SALES MARK

**Schaan (FL), January 22, 2018 – In 2017, the Hilti Group continued to grow throughout all business regions with sales increasing significantly to CHF 5.1 billion. Year-on-year, sales were up +10.8 percent in Swiss Francs and +9.6 percent in local currencies.**

“We owe this milestone to our global team that is working with consistency and dedication to implement the objectives of our corporate strategy. Once again, we have launched more than 60 new products, extended our portfolio significantly and strengthened our global sales team. With this solid foundation firmly in place, we managed to make even better use of last year’s favorable market conditions. It is our intention to maintain this momentum,” says CEO Christoph Loos expressing his confidence for 2018.

The performance of the business regions reflects the broad-based growth of the company. With all markets in good condition, Europe was up +9.7 percent in local currencies. Growing at +8.5 percent, North America has taken yet another significant step ahead. In Latin America (+9.7%), the upward trend strengthened further although the economy as a whole continues to stabilize at a slow pace. In Asia/Pacific, the Hilti Group maintains its growth trajectory, with sales up +5.3 percent. The dynamic performance of the Eastern Europe / Middle East / Africa region (+17.4%) is particularly noteworthy, with Russia leading the way by reporting yet another set of strong growth figures.

**Sales growth 2017 vs. 2016**

	2017 in CHF million	2016 in CHF million	Change in CHF (%)	Change in local currencies (%)
Europe	2,469	2,222	11.1	9.7
North America	1,218	1,120	8.7	8.5
Latin America	128	117	9.4	9.7
Asia/Pacific	700	662	5.7	5.3
Eastern Europe / Middle East / Africa	618	512	20.7	17.4
<b>Hilti Group*</b>	<b>5,133</b>	<b>4,633</b>	<b>10.8</b>	<b>9.6</b>

**\*Comment:**

Group sales include a growth effect of +0.8 percent and CHF 38 million due to the acquisition of the Oglaend System Group effective August 2017.

**Note:** Detailed annual figures for 2017 will be published on March 16, 2018.

---

The Hilti Group supplies the worldwide construction industry with technologically leading products, systems, software and services that provide construction professionals with innovative solutions and superior added value. The Group employs more than 26,000 team members in over 120 countries who passionately create enthusiastic customers and build a better future. Hilti generated annual sales of CHF 5.1 billion in 2017. Hilti's corporate culture is based on integrity, teamwork, commitment and the courage to embrace change. The headquarters of the Hilti Group are located in Schaan, Liechtenstein.