

HILTI ACHIEVES DOUBLE-DIGIT SALES GROWTH

Schaan (FL), January 25, 2019 – The Hilti Group closed 2018 with sales growth of 10.7 percent to CHF 5.6 billion. Without acquisition effects, sales increased 9.7 percent.

«2018 was an important year for the Hilti Group. We made substantial investments into innovations, market reach and our infrastructure, laying the foundation for long-term profitable growth. With double-digit sales growth, we have reached our goal. However, due to the continuing global trade tensions, we see a reduction in growth dynamic», CEO Christoph Loos summarizes the year.

Group sales increased 10.7 percent compared to 2017 to CHF 5.6 billion. In local currencies, sales grew 9.8 percent.

In Europe, Hilti achieved strong sales growth of 10,6 percent in local currencies. The only exception here was in the United Kingdom, where Brexit is creating uncertainties in the construction industry. North America again saw double-digit sales growth (+10.4%), while Latin America continued its upward swing with an increase of 8.6 percent. In Asia Pacific, sales grew 7.0 percent. In spite of the challenges in countries like Turkey, Russia and Saudi Arabia, the region Eastern Europe / Middle East / Africa grew sales by 9.3 percent.

Note: The detailed 2018 results will be published on March 15, 2019.

Growth in Sales 2018 vs. 2017

	2018 in CHF million	2017* in CHF million	Change in CHF (%)	Change in local currencies (%)
Europe	2,809	2,460	14.2%	10.6%
North America	1,331	1,213	9.7%	10.4%
Latin America	129	128	0.9%	8.6%
Asia Pacific	741	697	6.3%	7.0%
Eastern Europe / Middle East / Africa	649	615	5.5%	9.3%
Hilti Group	5,659	5,113	10.7%	9.8%

* 2017 values have been restated due to the adoption of IFRS 15 changes.

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 28,000 team members in over 120 countries who passionately create enthusiastic customers and build a better future. Hilti generated annual sales of CHF 5.6 billion in 2018. 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.