

## HILTI POSTS GROWTH AMID A MORE DEMANDING ENVIRONMENT

**Schaan (FL), September 20, 2019 – The Hilti Group increased sales over the first eight months of the year by 4.2 percent, to CHF 3908 million. The construction technology group posted significant growth in terms of both operating result (11.1%) and net income (+11.2%).**

“Due to political tensions at both the international and local levels the economic climate has not grown any easier. Overall, the market dynamics have eased somewhat, which can be seen in the slight reduction of our growth rates,” commented Hilti CEO Christoph Loos on the intermediate result.

In local currencies the rise in sales over the last eight months was 6.4 percent. Negative currency influences have increased in recent months due, among other factors, to the renewed weakness of the euro and devaluation of the British pound.

The regions of Europe and North America were the growth pacesetters, both advancing 7.1 percent in local currencies. Latin America also posted strong growth, at 9.4 percent, with the recovery in Brazil making a significant contribution. The Asia/Pacific region achieved growth of 4.7 percent and saw negative influences in the difficult environments in both Hong Kong and Korea. The situation in the Eastern Europe / Middle East / Africa region (+2.8%) was mixed with Russia and the Eastern European markets contributing to growth while the course of business in the Gulf States and in Turkey remained difficult due to ongoing political uncertainties.

Despite increasingly negative currency influences and continuing investments, the Group’s operating result was 11.1 percent higher (CHF 506 million) while net income also grew by 11.2 percent (CHF 365 million). This resulted in solid levels for both return on sales (12.9%) and return on capital employed (21.6%).

Against the background of local challenges in certain countries and international trade disputes, the Hilti Group anticipates an increasingly volatile economic environment. For the full year the company expects growth rates in both sales and profitability to be in the mid-single-digit range.

**Key figures**

January-to-August (in CHF million)	2019 (1-8)	2018 (1-8)	Change (%)
Net sales	3,908	3,751	4.2
Operating result	506	456	11.1
Net income	365	329	11.2
Free cash flow, excluding acquisition	24	45	-46.7
Return on sales (%)	12.9	12.1	0.8
Return on capital employed (%)	21.6	22.2	-0.6
Research & development expenditure	237	225	5.3
Head count (as of August 31)	29,644	28,566	3.8

**Sales development January-to-August 2019 compared to previous year**

	2019 (1-8) in CHF million	2018 (1-8) in CHF million	Change in CHF (%)	Change in local currencies (%)
Europe	1,910	1,847	3.4	7.1
North America	968	888	9.0	7.1
Latin America	89	86	3.5	9.4
Asia / Pacific	511	496	3.0	4.7
Eastern Europe / Middle East / Africa	430	434	-0.9	2.8
<b>Hilti Group</b>	<b>3,908</b>	<b>3,751</b>	<b>4.2</b>	<b>6.4</b>

**Consolidated income statement**

January-to-August (in CHF million)	2019 (1-8)	2018 (1-8)
<b>Net sales</b>	<b>3,908.1</b>	<b>3,750.6</b>
Total operating revenue	4,010.2	3,836.9
<b>Operating result</b>	<b>505.9</b>	<b>455.5</b>
Other revenue and expenses (net)	-13.1	-24.8
Finance costs	-35.0	-20.3
<b>Net income before tax expense and minority interests</b>	<b>457.8</b>	<b>410.4</b>
Income tax expense	-91.6	-82.1
Non-controlling interests	-1.0	0.2
<b>Net income</b>	<b>365.2</b>	<b>328.5</b>

**Consolidated balance sheet overview**

(in CHF million)	Aug. 31, 2019	Aug. 31, 2018
<b>ASSETS</b>		
Non-current assets	3,043.5	2,409.9
Current assets	2,985.0	3,083.8
<b>Total assets</b>	<b>6,028.5</b>	<b>5,493.7</b>
<b>LIABILITIES</b>		
<b>Equity attributable to equity holders of the parent</b>	<b>3,120.0</b>	<b>2,901.8</b>
Non-controlling interests	4.6	1.9
Non-current liabilities	1,507.4	1,103.1
Current liabilities	1,396.5	1,486.9
<b>Total Liabilities</b>	<b>2,903.9</b>	<b>2,590.0</b>
<b>Total equity and liabilities</b>	<b>6,028.5</b>	<b>5,493.7</b>

The Hilti Group supplies the worldwide construction and energy industries with technologically leading products, systems, software and services. With more than 29,000 team members in over 120 countries the company stands for direct customer relationships, quality and innovation. Hilti generated annual sales of CHF 5.6 billion in 2018. The headquarters of the Hilti Group have been located in Schaan, Liechtenstein, since its founding in 1941. The company is privately owned by the Martin Hilti Family Trust, which ensures its long-term continuity. The Hilti Group's strategic orientation is based on a caring and performance-oriented culture and the goals of creating enthusiastic customers and building a better future.