

Ad hoc announcement pursuant to Art. 53 LR

HILTI GROUP ACHIEVES DOUBLE-DIGIT SALES GROWTH IN LOCAL CURRENCIES

Schaan (FL), January 25, 2023 – Amid a volatile environment, the Hilti Group increased sales by 10.0 percent in local currencies in 2022. This resulted in sales of more than CHF 6.3 billion and corresponds to an increase of 6.2 percent in Swiss francs.

The strongest sales growth, 16.5 percent in local currencies, was recorded by the Americas region. Europe achieved an increase of 9.6 percent. In Asia/Pacific, growth was 8.2 percent, significantly slowed by the impact of COVID-19 restrictions in China. As expected, the war in Ukraine and the corresponding sanctions against Russia resulted in a decline in sales for the Eastern Europe / Middle East / Africa region (-2.3%).

The Swiss franc continued to appreciate against most currencies, the U.S. dollar being one exception. Overall, there was a negative currency effect on sales of 3.8 percentage points.

“The last four months of the 2022 business year remained challenging, but we could nonetheless accelerate growth and were thus able to close the year with double-digit growth in local currencies. The launch of our new Nuron battery platform in North America and Europe was one important growth driver,” concluded CEO Jahangir Doongaji.

The environment is expected to remain volatile given continued inflation and increasing interest rates, ongoing geopolitical tensions and a softening economic growth. Benefiting from significant investments in market reach and innovation, the Hilti Group expects a high single-digit growth, in local currencies, for 2023.

2022 sales growth compared to the previous year

	2022 in CHF million	2021 in CHF million	Change in CHF (%)	Change in local currencies (%)
Europe	3,201	3,128	2.3	9.6
Americas	1,841	1,526	20.6	16.5
Asia/Pacific	763	732	4.2	8.2
Eastern Europe / Middle East / Africa	542	592	-8.4	-2.3
Hilti Group	6,347	5,978	6.2	10.0

Note: The company's detailed 2022 business results will be published on March 17, 2023.

The Hilti Group supplies the worldwide construction and energy industries with technologically leading products, systems, software and services. With about 32,000 team members in over 120 countries the company stands for direct customer relationships, quality and innovation. Hilti generated annual sales of more than CHF 6.3 billion in 2022. 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.