

HILTI GROUP HOLDS ITS GROUND WITH SALES OF CHF 6.4 BILLION

Schaan (FL), March 14, 2025 – With sales growth of 1.5 percent in local currencies (-1.4 percent in Swiss francs), the Hilti Group reported turnover of CHF 6.4 billion in 2024. The Group managed to gain further market share in a challenging market environment. Despite a strongly negative currency impact, the operating result matched that of the previous year and amounted to CHF 769 million. In 2024, Hilti continued to significantly invest in innovation and the strategic priorities outlined in its corporate strategy Lead 2030.

“In the volatile environment of 2024, we grew our sales in local currencies. Despite significant negative currency effects, and despite continued strong investments into our business, we managed to maintain our operating result at the level of the previous year. We will continue investing in 2025, implementing our Lead 2030 strategy,” says CEO Jahangir Doongaji.

In Europe, Hilti maintained its sales level in local currencies (-0.2%). Central and Northern Europe were most affected by the challenging economic environment, while Southern Europe reported solid growth. In the Americas, the company increased sales by 2.2 percent, with double-digit growth in Latin America. Sales grew by 4.7 percent in Asia/Pacific, with an overproportionate contribution from Northern Asia. The Eastern Europe / Middle East / Africa region reported growth of 5.9 percent in local currencies.

With more than 80 new products and services launched in 2024, the Hilti Group continued to benefit from investments in its innovation pipeline. Investments in research and development reached CHF 466 million (+2.6%), equaling 7.2 percent of Group sales. Hilti also significantly expanded its global production network in order to secure the long-term resilience of its supply chain. In the reporting year, the jobsite management software solution Fieldwire was launched in additional markets. The Netherlands-based business software solution provider 4PS was successfully integrated following its acquisition in 2023. At the end of 2024, the Hilti Group had 34,353 team members, an addition of 242 employees (+0.7%) compared to the previous year.

The operating result remained on a similar level with CHF 769 million (2023: CHF 770 million), despite a significant negative currency effect of CHF 71 million. With CHF 561 million, net income was also at the previous year's level (2023: CHF 560 million). Return on sales (ROS) grew slightly to 12.0 percent (2023: 11.8%), while return on capital employed (ROCE) decreased by 0.4 percentage points to 12.9 percent (2023: 13.3%).

Construction market forecasts point to a similar business environment in 2025, strongly

varying by geographic area. This volatility and uncertainty in the markets will likely cause the Swiss franc to remain strong. In line with its purpose of Making Construction Better, Hilti will continue to significantly invest in innovation and build up market reach resources. In 2025, the Hilti Group expects low single-digit sales growth in local currencies with a similar ROS compared to 2024.

The 2024 Company Report (including the Financial Report and the Sustainability Report) are available online. Follow this link: <https://reports.hilti.group>

2024 sales growth compared to the previous year

	2024 in CHF million	2023 in CHF million	Change in CHF (%)	Change in local currencies (%)
Europe	3,289	3,351	-1.9	-0.2
Americas	1,854	1,874	-1.1	2.2
Asia/Pacific	794	791	0.4	4.7
Eastern Europe / Middle East / Africa	492	504	-2.4	5.9
Hilti Group	6,429	6,520	-1.4	1.5

Key figures

(in CHF million)	2024	2023	Change (%)
Net sales	6,429	6,520	-1.4
Operating result	769	770	-0.1
Net income	561	560	0.2
Free cash flow, excluding acquisition	379	359	5.6
Return on sales (%)	12.0	11.8	0.2%-pts
Return on capital employed (%)	12.9	13.3	-0.4%-pts
Research & development expenditure	466	454	2.6
Number of employees (as of December 31)	34,353	34,111	0.7

The Hilti Group supplies the worldwide construction industry with technologically leading products, systems, software and services. With more than 34,000 team members in over 120 countries the company stands for direct customer relationships, quality and innovation. Hilti generated annual sales of more than CHF 6.4 billion in 2024. 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 purpose is Making Construction Better, based on a passionate and inclusive global team and a caring and performance-oriented culture.