

## Hilti with Flat Sales Development in the First Eight Months

**Schaan (FL), September 25, 2025 – The Hilti Group reported sales growth of 1.4 percent in local currencies over the first eight months of 2025. Negative currency effects led to a 2.4 percent decrease in sales to CHF 4163 million.**

In the Americas, the Hilti Group increased sales by 8.4 percent in local currencies, mainly driven by strong growth in North America. In Europe, sales in local currencies declined by 2.1 percent. Asia/Pacific also recorded a decline in local currencies (-2.3%), while the Middle East / Africa region grew at a double-digit rate in local currencies (+10.5%).

“While we see good momentum in the Americas and the Middle East, we are focusing on initiatives to get back to growth in the challenging environment we face in parts of Europe and Asia,” said CEO Jahangir Doongaji.

Compared to the same period of the previous year, the operating result decreased by 6.7 percent to CHF 456 million. Net income reached CHF 310 million (-10.1%).

For the full business year 2025, the Hilti Group expects low single-digit sales growth in local currencies.

### Key figures

January-August (in CHF million)	2025 (1-8)	2024 (1-8)	Change (%)
Net sales	4,163	4,265	-2.4
Operating result	456	489	-6.7
Net income	310	345	-10.1
Free cash flow, excluding acquisition	255	87	193.1
Return on sales (%)	11.0	11.5	-0.5%-pts
Return on capital employed (%)	11.9	13.4	-1.5%-pts
Research & development expenditure	297	294	1.0
Number of employees (as of August 31)	34,424	34,000	1.2

### Sales growth January-August 2025 compared to the previous year

	2025 (1-8) in CHF million	2024 (1-8) in CHF million	Change in CHF (%)	Change in local currencies (%)
Europe	2,202	2,298	-4.2	-2.1
Americas	1,273	1,245	2.2	8.4
Asia/Pacific	491	528	-7.0	-2.3
Middle East / Africa	197	194	1.5	10.5
<b>Hilti Group</b>	<b>4,163</b>	<b>4,265</b>	<b>-2.4</b>	<b>1.4</b>

### Consolidated income statement

January-August (in CHF million)	2025 (1-8)	2024 (1-8)
<b>Net sales</b>	<b>4,163</b>	<b>4,265</b>
Total operating revenue	4'336	4,423
<b>Operating result</b>	<b>456</b>	<b>489</b>
Other revenue and expenses (net)	-26	-13
Finance costs	-32	-33
<b>Net income before tax expense and minority interests</b>	<b>398</b>	<b>443</b>
Income tax expense	-88	-98
Non-controlling interests	0	0
<b>Net income</b>	<b>310</b>	<b>345</b>

**Consolidated balance sheet overview**

(in CHF million)

	<b>Aug. 31, 2025</b>	<b>Aug. 31, 2024</b>
<b>ASSETS</b>		
Non-current assets	4,450	4,469
Current assets	3,663	3,414
<b>Total assets</b>	<b>8,113</b>	<b>7,883</b>
<b>LIABILITIES</b>		
<b>Equity attributable to equity holders of the parent</b>	<b>4,900</b>	<b>4,751</b>
Non-controlling interests	18	15
Non-current liabilities	1,645	1,623
Current liabilities	1,550	1,494
<b>Total liabilities</b>	<b>3,195</b>	<b>3,117</b>
<b>Total equity and liabilities</b>	<b>8,113</b>	<b>7,883</b>

The Hilti Group supplies the worldwide construction industry with technologically leading products, systems, software and services. With about 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.