

HILTI CONTINUES TO GROW

Schaan (FL), May 15, 2019 – Sales of the Hilti Group increased by 6.2 percent over the first four months of 2019 to total CHF 1931 million. Growth in local currencies amounted to 7.6 percent compared to the same period one year ago.

“Overall, we had a positive start to 2019 in the first four months and sales are within our expectations. For the entire year, we continue to expect growth in the mid-to-high single digits, even though the dynamics in the construction industry have slowed somewhat in several regions,” explained Hilti CEO Christoph Loos.

In Europe and North America, the Hilti Group was able to maintain strong growth amid an ongoing positive market environment, growing sales in local currencies by 9.6 and 8.1 percent, respectively. Sales in Latin America grew 5.6 percent while the Asia/Pacific region saw a rise of 3.2 percent. The Eastern Europe / Middle East / Africa region grew by 3.0 percent in the face of economic tensions in Russia, Turkey and the Gulf States.

Sales growth from January-April 2019 compared to the previous year

	1-4/2019 in CHF million	1-4/2018 in CHF million	Change in CHF (%)	Change in local currencies (%)
Europe	970	914	6.1%	9.6%
North America	462	411	12.4%	8.1%
Latin America	42	42	-0.2%	5.6%
Asia/Pacific	247	239	3.3%	3.2%
Eastern Europe / Middle East / Africa	210	212	-0.9%	3.0%
Hilti Group	1,931	1,818	6.2%	7.6%

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.