

Ad hoc announcement pursuant to Art. 53 LR

HILTI GROUP REMAINS ON GROWTH TRACK

Schaan (FL), May 16, 2023 – The Hilti Group increased sales by 5.4 percent over the first four months of 2023, reaching CHF 2142 million. In local currencies, growth amounted to 9.7 percent.

Hilti continued on its growth path and posted a sales growth of 10.3 percent in local currencies in Europe. An increase of 13.7 percent was recorded in the Americas region, with double-digit growth in both North and Latin America. In the Asia/Pacific region sales grew by 17.0 percent, led by strong results in South Asia and the Pacific region. On the other hand, the recovery in China is sluggish because of a delayed project business resumption after the COVID-19 lockdowns. Sales growth in the Eastern Europe / Middle East / Africa region was at -15.1 percent, which was expected due to the ongoing war in Ukraine.

The Swiss franc remained strong against the euro, US dollar and other currencies, resulting in -4.3 percentage points sales impact from January to April.

“Interest rate hikes, continued inflation and geopolitical tensions still have a negative impact on the global construction market. However, we observe geographic differences with a negative sentiment in Europe, a mixed picture in the Americas and positive signals from Asia. We are adapting to this situation and our growth level for the first four months is in line with our expectations,” explains CEO Jahangir Doongaji.

The Hilti Group continues to expect a high-single digit sales growth in local currencies for the full year 2023.

Sales growth from January-April 2023 compared to the previous year

	1-4 2023 in CHF million	1-4 2022 in CHF million	Change in CHF (%)	Change in local currencies (%)
Europe	1,112	1,058	5.1	10.3
Americas	610	549	11.1	13.7
Asia/Pacific	258	237	8.9	17.0
Eastern Europe / Middle East / Africa	162	189	-14.3	-15.1
Hilti Group	2,142	2,033	5.4	9.7

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 purpose is making construction better, based on a passionate and inclusive global team and a caring and performance-oriented culture.