

## HILTI ACHIEVES FURTHER SALES GROWTH

**Schaan (FL), January 24, 2020 – The Hilti Group grew sales by 4.3 percent in the 2019 business year to CHF 5.9 billion. In local currencies growth was 6.3 percent against the previous year.**

“2019 was another successful year for us with exclusively organic growth. The economic environment has become more volatile while global construction growth has noticeably slowed. Additionally, currencies largely displayed depreciation tendencies against the Swiss franc. Against this background we’re satisfied with our growth level and are pleased that we gained additional market share,” commented Hilti CEO Christoph Loos on the developments in the 2019 business year.

Hilti achieved an increase of 6.9 percent in local currencies in the Europe business region, despite Brexit uncertainties and a substantial downturn of the construction economy in Scandinavia. North America continued to develop positively, advancing 7.3 percent. Significant growth was also achieved in Latin America (+8.5%), where the recovery in Brazil made a considerable contribution. In the Asia/Pacific region, the growth level of 4.3 percent was slowed by the difficult environments in both Hong Kong and South Korea. The situation in the Eastern Europe / Middle East / Africa region remained disparate (+3.7%), with Russia and the Eastern European markets driving growth while business remained difficult in the Gulf States and in Turkey due to ongoing political uncertainties.

*Please note: The detailed 2019 financial figures will be published on March 13, 2020.*

### 2019 sales growth compared to the previous year

	2019 in CHF million	2018 in CHF million	Change in CHF (%)	Change in local currencies (%)
Europe	2,900	2,809	3.2	6.9
North America	1,445	1,331	8.6	7.3
Latin America	132	129	2.3	8.5
Asia/Pacific	765	741	3.2	4.3
Eastern Europe / Middle East / Africa	658	649	1.4	3.7
<b>Hilti Group</b>	<b>5,900</b>	<b>5,659</b>	<b>4.3</b>	<b>6.3</b>



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The Hilti Group supplies the worldwide construction and energy industries with technologically leading products, systems, software and services. With 30,000 team members in over 120 countries the company stands for direct customer relationships, quality and innovation. Hilti generated annual sales of CHF 5.9 billion in 2019. 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.