

HILTI SALES UP IN THE FIRST FOUR MONTHS

Schaan (FL), Mai 17, 2017 – The Hilti Group continues its growth course in 2017. Despite persistent global uncertainties, sales in the first four months were up +4.9 percent versus the corresponding period of the previous year. In local currencies, sales have grown by +4.8 percent. After adjusting for the divestment of the solar company Unirac, sales in Swiss Francs were up +6.1 percent.

Strong growth was achieved in the regions of North America with +7.6 percent (excluding the Unirac effect) and Eastern Europe / Middle East / Africa with +8.5 percent in local currencies. In Europe, the Hilti Group posted solid growth at +5.5 percent, while the Asia/Pacific region has grown by +2.6 percent. Against the backdrop of the ongoing economic crisis in Brazil, the sales increase of +7.6 percent in Latin America is particularly gratifying.

“Following a slower start into the year, our business has regained significant momentum in the past two months. For 2017, we will continue to adhere to our objective of achieving slightly higher sales growth than in the previous year. Furthermore, we will proceed on our investment course focusing on our product portfolio and sales capacities,” said CEO Christoph Loos.

January to April 2017 sales growth compared to the previous year

	1-4/2017 in CHF million	1-4/2016 in CHF million	Change in CHF (%)	Change in local currencies (%)
Europe	748	727	2.9	5.5
North America	384	367	4.6	2.8
<i>net of Unirac effect</i>	384	350	9.7	7.6
Latin America	40	36	11.1	7.6
Asia/Pacific	219	209	4.8	2.6
Eastern Europe / Middle East / Africa	183	161	13.7	8.5
Hilti Group	1,574	1,500	4.9	4.8

Note: Effective April 15, 2016, the US-based solar affiliate Unirac was divested. Without consideration of this business activity, the sales growth of the Hilti Group amounts to 6.1 percent in Swiss Francs.

The Hilti Group supplies the worldwide construction industry with technologically leading products, systems, software and services that provide construction professionals with innovative solutions and superior added value. The Group employs more than 25,000 team members in over 120 countries who passionately create enthusiastic customers and build a better future. Hilti generated annual sales of CHF 4.6 billion in 2016. Hilti's corporate culture is based on integrity, teamwork, commitment and the courage to embrace change. The headquarters of the Hilti Group are located in Schaan, Liechtenstein.