

HILTI CONTINUES ON GROWTH TRACK IN 2016

Schaan (FL), January 24, 2017 – In its 2016 financial year, the Hilti Group achieved sales growth of +5.7 percent to CHF 4.6 billion in a challenging environment. In local currencies, sales were up +5.3 percent. After adjusting for the divestment of US-based solar affiliate Unirac, sales in Swiss Francs have increased by +7.1 percent.

The Hilti Group has generated broad-based sales growth again in 2016. The development in North America is particularly noteworthy where Hilti showed a strong performance in a consistently dynamic construction market (+11.6% in local currencies, excluding the Unirac effect). The European region was up +6.2%, with Southern European markets displaying growing momentum. As a result of the persistent economic crisis in Brazil, the Latin American region was slightly below the previous year's performance (-1.2%). Continued sales increases were achieved in the regions of Eastern Europe / Middle East / Africa (+5.6%) and Asia/Pacific (+3.3%).

“These figures prove that our major investments made over the past few years are now materializing. Sales growth was particularly spurred by our enhanced R&D activities as well as the further expansion of our sales capacity. Thus, we are happy to look back on 2016 with satisfaction,” concludes CEO Christoph Loos. On expectations for 2017, he said: “Both the market and currency environments will remain challenging given the large number of unsolved global issues. We are confident we will outperform the market in 2017 once again. In order to achieve this, we will continue to invest in our products, services and software and further expand our sales team.”

Sales growth – 2016 vs. 2015

	2016 in CHF million	2015 in CHF million	Change in CHF (%)	Change in local currencies (%)
Europe	2,222	2,081	6.8	6.2
North America	1,120	1,046	7.1	5.2
<i>excluding Unirac effect</i>	<i>1,103</i>	<i>972</i>	<i>13.5</i>	<i>11.6</i>
Latin America	117	132	-11.4	-1.2
Asia/Pacific	662	627	5.6	3.3
Eastern Europe / Middle East / Africa	512	498	2.8	5.6
Hilti Group	4,633	4,384	5.7	5.3

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 7.1 percent in Swiss Francs.

Note: The 2016 detailed annual Financial Report will be published on March 10, 2017.

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 24,000 persons 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.