

HILTI CONTINUES TO BOOST SALES

Schaan (FL), May 16, 2018 – In the first four months of 2018, the Hilti Group grew sales by 16 percent to CHF 1,818 million. In local currencies, the company's sales increased 13 percent over the same period last year.

The successful start into the current financial year is based on continued investments in the product portfolio and direct sales combined with a generally positive market environment. CEO Christoph Loos remains confident: "Our positive start confirms that the course we continue to consistently follow is the right one. We expect double-digit growth over the entire financial year despite more pronounced political uncertainties in certain regions."

In local currencies, almost all business regions posted double-digit sales growth rates in the first four months of 2018: North America was up 12 percent while Europe grew by 13 percent. Significantly better sales figures were recorded both in Latin America (+11%) and the Asia/Pacific region (+9%). Sales in the Eastern Europe / Middle East / Africa region were up 19 percent.

Sales development January-to-April 2018 compared to the previous year

	2018 (1-4) in CHF million	2017 (1-4)* in CHF million	Change in CHF (%)	Change in local currencies (%)
Europe	914	745	23%	13%
North America	411	383	7%	12%
Latin America	42	40	5%	11%
Asia/Pacific	239	219	9%	9%
Eastern Europe / Middle East / Africa	212	182	16%	19%
Hilti Group	1,818	1,569	16%	13%

** 2017 values have been restated due to adoption of IFRS 15 changes.*

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 roughly 27,000 team members in over 120 countries who passionately create enthusiastic customers and build a better future. Hilti generated annual sales of CHF 5.1 billion in 2017. 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.