

Ad hoc announcement pursuant to Art. 53 LR

HILTI GROUP ACHIEVES DOUBLE-DIGIT SALES GROWTH

Schaan (FL), January 26, 2022 – The Hilti Group achieved total sales of nearly CHF 6 billion in 2021, 12.1 percent above the previous year’s level. In local currencies the increase in sales amounted to 12.2 percent.

“The recovery trend in the construction industry continued during the last four months of 2021. We were able to maintain double-digit growth in a relatively stable currency environment and fully compensate for the coronavirus-related decline in sales of the previous year. This has allowed us to close the year well above the pre-crisis level in local currencies,” explains CEO Christoph Loos.

In Europe, sales increased by 13.8 percent in local currencies. The Mediterranean countries, in particular, experienced a strongly improved environment. The Americas also generated double-digit growth of 10.5 percent, with Latin America posting disproportionately high gains. In Asia/Pacific, sales increased by 8.9 percent. Southeast Asia, in particular, still had to contend with severe COVID-19-related restrictions. The Eastern European countries primarily contributed to the significant increase of 12.3 percent in the Eastern Europe / Middle East / Africa region. Due to ongoing challenges, the Gulf States unsurprisingly fell short of expectations, while Turkey’s currency devaluation had a negative impact.

Despite COVID-19, ongoing challenges in the global supply chain and current political tensions the Hilti Group expects a positive development in the construction industry in 2022 and is once again targeting double-digit sales growth.

2021 sales growth compared to the previous year

	2021 in CHF million	2020 in CHF million	Change in CHF (%)	Change in local currencies (%)
Europe	3,128	2,718	15.1	13.8
Americas	1,526	1,405	8.6	10.5
Asia/Pacific	732	670	9.3	8.9
Eastern Europe / Middle East / Africa	592	539	9.8	12.3
Hilti Group	5,978	5,332	12.1	12.2

Note: The detailed 2021 business result will be published on March 18, 2022.

The Hilti Group supplies the worldwide construction and energy industries with technologically leading products, systems, software and services. With about 31,000 team members in over 120 countries the company stands for direct customer relationships, quality and innovation. Hilti generated annual sales of nearly CHF 6 billion in 2021. 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.