

HILTI BACK TO GROWTH

Schaan (FL), May 20, 2021 – In the first four months of 2021 the Hilti Group increased sales by 14.7 percent, to CHF 1925 million. In local currencies, growth amounted to 16 percent compared to the same period of the previous year.

“The recovery trend in the global construction industry has continued and we have made a good start to the new fiscal year. It is pleasing to note that we have not only made gains compared with the low basis from 2020, but also achieved growth of around 6 percent in local currencies versus the first four months of 2019,” said CEO Christoph Loos.

Compared with the first four months of the previous year, the Europe business region recorded a sales increase of 22 percent in local currencies. In addition to a solid growth rate in Northern and Central Europe the dynamic recovery in the Mediterranean countries, in particular, contributed to this result. In the Americas, the 9.9 percent increase was broad-based, highlighted by the positive development in Canada and Brazil. Asia/Pacific posted a 13.6 percent increase in sales, despite the very serious ongoing COVID-19 situation in India. By contrast, growth in the Eastern Europe / Middle East / Africa region was only slightly positive (+5%) and still below pre-crisis levels due to the unchanged problematic situation in the Middle East.

Currency developments in the first four months of 2021 were also pleasing. The weakening tendencies of the Swiss franc since the last quarter of 2020 have roughly aligned Group-level business performance in local currencies with the picture in Swiss francs.

Due to the strong base effects compared to the lockdown phase of the previous year, the current growth rate is not indicative of the months to come. For the full year, the Hilti Group continues to expect a sales growth in the high single-digit range in local currencies.

Sales growth January-April 2021 compared to the previous year

| | 1-4/2021 in CHF million | 1-4/2020 in CHF million | Change in CHF (%) | Change in local currencies (%) |
|--|----------------------------|----------------------------|----------------------|-----------------------------------|
| Europe | 1,022 | 820 | 24.6 | 22.0 |
| Americas | 486 | 466 | 4.3 | 9.9 |
| Asia/Pacific | 240 | 212 | 13.2 | 13.6 |
| Eastern Europe / Middle East / Africa | 177 | 180 | -1.7 | 5.0 |
| Hilti Group | 1,925 | 1,678 | 14.7 | 16.0 |

The Hilti Group supplies the worldwide construction and energy industries with technologically leading products, systems, software and services. With about 30,000 team members in over 120 countries the company stands for direct customer relationships, quality and innovation. Hilti generated annual sales of CHF 5.3 billion in 2020. 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.