

## HILTI CONTINUES POSITIVE TREND – SALES AND RESULT UP

**Schaan (FL), September 22, 2017 – In the first eight months of 2017, the Hilti Group increased sales (+7.5%) and operating result (+16.2%), driven mainly by its extended product portfolio and the consistent expansion of sales capacities around the globe.**

“2017 has been a promising business year to date. The strategic investments made over the past few years are bearing fruit while the largely solid construction market also contributes positively to our business. We are particularly pleased with the fact that we have generated growth in all regions. Looking ahead, we do not anticipate any major changes in the next few months, which strengthens our confidence to be able to continue the growth trend in both sales and operating result,” said CEO Christoph Loos when commenting on the company’s intermediate figures.

Compared to the corresponding previous-year period, overall sales in Swiss francs were up 7.5 percent to CHF 3,279 million. In local currencies, sales grew by 7.4 percent. On a regional basis, Hilti North America managed to increase sales further in the wake of a consistently dynamic construction sector (+6.1% in local currencies). Showing a plus of 8.5 percent, Europe also pursued its upward trend. In the Eastern Europe / Middle East / Africa region sales were up 10.9 percent, with the main impetus coming from Russia. In Asia/Pacific, sales grew by 3.0 percent. Latin America’s growth (+10.7%) is beginning to indicate a recovery.

As a result of the positive sales figures and further productivity gains, Hilti managed to improve return on sales (ROS) to 13.1 percent and return on capital employed (ROCE) to 22.8 percent. Despite continued investments, operating result (CHF 428 million, +16.2%) and net income (CHF 319 million, +10.4%) were clearly above the corresponding figures of last year. Head count was up 7.7 percent to 26,064. The company’s R&D spend grew by 6.7 percent to CHF 191 million.

According to Christoph Loos, the company is set to pursue its growth course in a focused and efficient way: “We will continue to invest in products and sales to expand our digital offering in particular and to gain new customers. Furthermore, we expect that the recent acquisition of the Norwegian Oglænd System Group will have a positive effect on our business and our position in the offshore market.”

**Key figures**

January to August (in CHF million)	2017 (1-8)	2016 (1-8)	Change in %
Net sales	3,279	3,049	7.5
Operating result	428	369	16.2
Net income	319	289	10.4
Free cash flow, excluding acquisition	142	61	133
Return on sales (%)	13.1	12.1	1.0
Return on capital employed (%)	22.8	21.2	1.6
Research & development expenditure	191	179	6.7
Head count (as at August 31)	26,064	24,190	7.7

**Sales development January to August 2017 compared to previous year**

	2017 (1-8) in CHF million	2016 (1-8) in CHF million	Change in CHF (%)	Change in local currencies (%)
Europe	1,557	1,451	7.3	8.5
North America	801	750	6.8	6.1
Latin America	84	75	12.0	10.7
Asia/Pacific	453	438	3.4	3.0
Eastern Europe / Middle East / Africa	384	335	14.6	10.9
<b>Hilti Group</b>	<b>3,279</b>	<b>3,049</b>	<b>7.5</b>	<b>7.4</b>

**Consolidated income statement**

January to August (in CHF million)	2017 (1-8)	2016 (1-8)
<b>Net sales</b>	<b>3,279.3</b>	<b>3,049.2</b>
Total operating revenue	3,351.5	3,115.9
<b>Operating result</b>	<b>428.3</b>	<b>368.7</b>
Other revenue and expenses (net)	-10.6	-4.8
Finance costs	-17.3	-16.7
<b>Net income before tax expense and minority interests</b>	<b>400.4</b>	<b>347.2</b>
Income tax expense	-80.3	-62.4
Non-controlling interests	-1.1	4.1
<b>Net income</b>	<b>319.0</b>	<b>288.9</b>

**Consolidated balance sheet overview**

(in CHF million)	Aug. 31, 2017	Aug. 31, 2016
<b>ASSETS</b>		
Non-current assets	2,214.2	1,826.6
Current assets	2,638.0	2,618.8
<b>Total assets</b>	<b>4,852.2</b>	<b>4,445.4</b>
<b>LIABILITIES</b>		
<b>Equity attributable to equity holders of the parent</b>	<b>2,606.2</b>	<b>2,350.8</b>
Non-controlling interests	5.2	4.7
Non-current liabilities	1,052.2	874.7
Current liabilities	1,188.6	1,215.2
<b>Total liabilities</b>	<b>2,240.8</b>	<b>2,089.9</b>
<b>Total equity and liabilities</b>	<b>4,852.2</b>	<b>4,445.4</b>

**Note about the income statement and balance sheet overviews:**

The consolidated interim financial statement information above covers the reporting period from January to August 2017. It is based on the internal four-month reporting cycle which has been adopted instead of the customary half-year reporting period. In the period under review, there have been no material changes in consolidation and accounting policies. The interim financial statements should be read in conjunction with the annual financial statements for 2016.

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 26,000 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.