
# 2022 Financial Report

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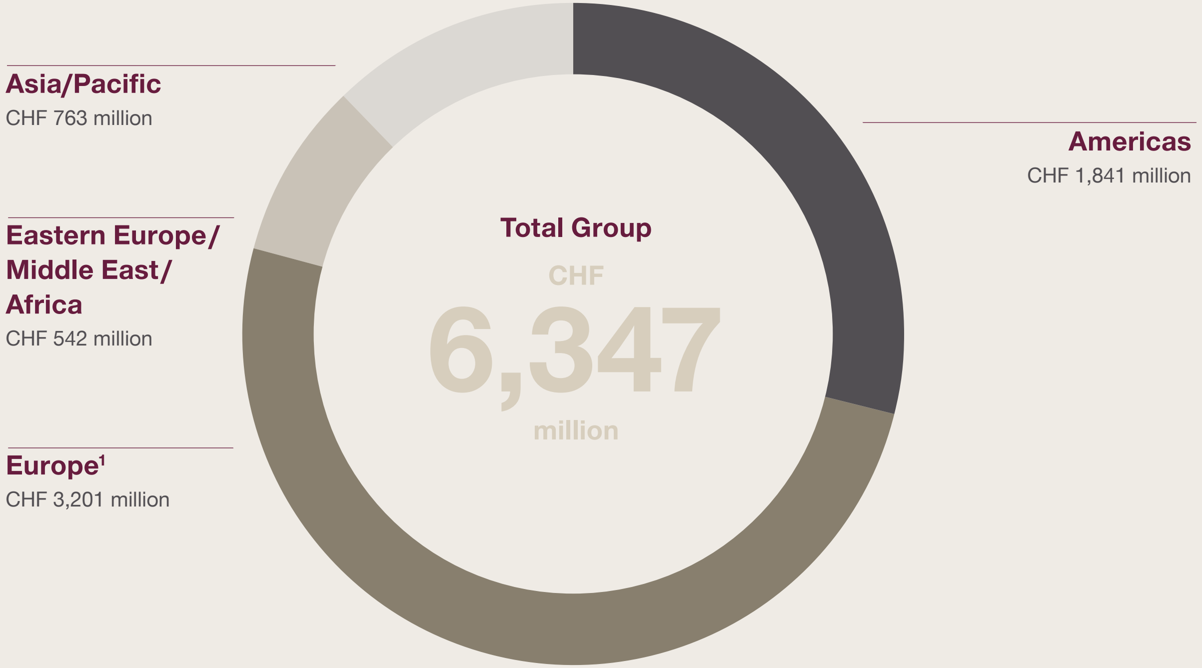
# Group at a Glance

## Net sales by region




[1] Excl. Eastern Europe

CHF **731** million

**Operating result**

CHF **565** million

**Net income**

CHF **-147** million

**Free cash flow**

**32,487**

**Employees (as at December 31)**

# KEY FINANCIAL INFORMATION

## of the Group

financial amounts in CHF million

| | 2018 | 2019 | 2020 | 2021 | 2022 |
|---|---|---|---|---|---|
| **Results** | | | | | |
| Net sales | 5,659 | 5,900 | 5,332 | 5,978 | 6,347 |
| Depreciation and amortization | (202) | (374) | (395) | (412) | (440) |
| Operating result | 728 | 783 | 728 | 847 | 731 |
| Net income before tax | 668 | 716 | 652 | 805 | 668 |
| Net income | 546 | 591 | 531 | 675 | 565 |
| Return on capital employed (ROCE) in % (operating result)[1] | 20.6 | 19.8 | 16.4 | 17.1 | 13.2 |
| Return on equity (ROE) in % (net income) | 18.4 | 18.6 | 15.7 | 17.4 | 12.7 |
| Return on sales (ROS) in % | 12.9 | 13.3 | 13.7 | 14.2 | 11.5 |
| Free cash flow[2] | 244 | 314 | 463 | 377 | (147) |
| **Balance sheet** | | | | | |
| Total equity | 3,075 | 3,276 | 3,472 | 4,294 | 4,579 |
| Total equity in % of total equity and liabilities | 55 | 51 | 53 | 57 | 62 |
| Total non-current liabilities[3] | 1,088 | 1,582 | 1,673 | 1,470 | 1,130 |
| Total current liabilities[3] | 1,448 | 1,521 | 1,401 | 1,705 | 1,717 |
| Capital expenditures on intangible assets and on property, plant and equipment | 334 | 412 | 345 | 401 | 445 |
| Intangible assets and property, plant and equipment | 1,702 | 1,846 | 1,902 | 2,250 | 2,350 |
| Other non-current assets[3] | 835 | 1,405 | 1,374 | 1,486 | 1,551 |
| Total current assets | 3,075 | 3,128 | 3,270 | 3,733 | 3,525 |
| Total assets | 5,612 | 6,379 | 6,546 | 7,469 | 7,426 |
| Dividend[4] | 272 | 294 | – | 337 | 281 |
| **Employees (as at December 31)** | 29,004 | 30,006 | 29,549 | 31,115 | 32,487 |

[1] Capital employed is defined as the average of the total equity and interest-bearing liabilities of the last two years
[2] In 2021, the Group decided to change the definition of free cash flow, excluding the cash flow from financial investments and disclosing it as a separate line item. Prior period figures were restated accordingly
[3] Due to the adoption of IFRS 16 Leases, starting from 2019 these line items include right of use assets and lease liabilities, respectively
[4] As proposed by the Board of Directors

# SALES DEVELOPMENT ACROSS REGIONS

Change in CHF (%)

**Europe**[1]
**In local currencies: 9.6%**

**2.3%**

**Asia/Pacific** (Asia, Australia and the Pacific)
**In local currencies: 8.2%**

**4.2%**

**Americas** (North and Latin America)
**In local currencies: 16.5%**

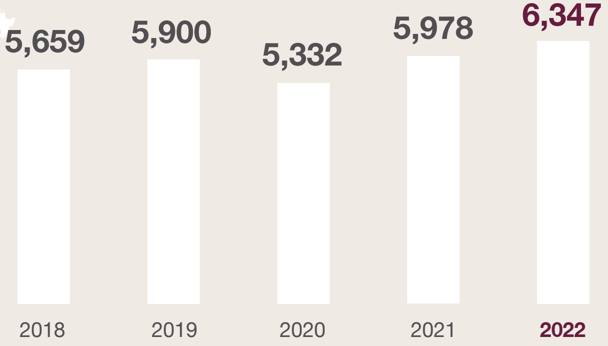
**20.6%**

**Eastern Europe/Middle East/Africa**
**In local currencies: -2.3%**

**-8.4%**

## Total net sales

in CHF million




[1] Excl. Eastern Europe



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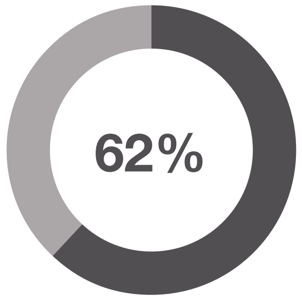
# INFORMATION ON FINANCING AND CAPITAL

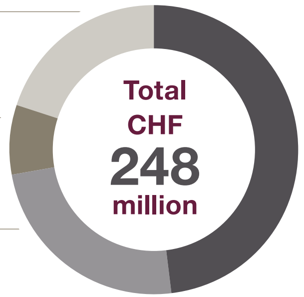
## Equity ratio

Total equity in % of total equity and liabilities

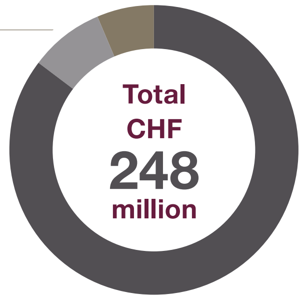



## Bank borrowings

Currencies




Time to maturity

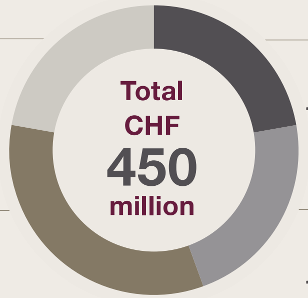



## Information on bonds (nominal values)

in CHF million

| | 2020 | 2021 | 2022 |
|---|---|---|---|
| CHF bond 1.875% 13/23 (early call for tax reasons only) | 100 | 100 | 100 |
| CHF bond 0.2% 17/24 (early call for tax reasons only) | 100 | 100 | 100 |
| CHF bond 0.4% 17/27 (early call for tax reasons only) | 100 | 100 | 100 |
| CHF bond 0.05% 20/25 (early call for tax reasons only) | 150 | 150 | 150 |

Time to maturity



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# OUTLOOK

In 2023, the Hilti Group expects **high single-digit sales growth** in local currencies and a similar ROS level in Swiss francs compared to 2022.

**Construction market** forecasts point to **softer growth** in 2023 caused by further interest rate hikes, ongoing geopolitical tensions and further appreciation of the Swiss franc.

The Groups' strategic objective, value creation through leadership, built on differentiation and direct customer relationships, encompasses **value creation for all stakeholders** and achieving a **positive impact on society** beyond financial considerations. Hilti wants to secure long-term success through **a business strategy that values ecological, people and social aspects in addition to economic factors.**

The company strives to **lead the transformation of the construction industry** and will continuously invest to drive innovation in both hardware and software solutions and to build up its market reach resources. The company focusses on **better designed buildings, higher productivity and increased user health and safety.**

# Management Report

# SALES OF CHF 6.3 BILLION IN A CHALLENGING ENVIRONMENT

**With sales growth of 10.0 percent in local currencies (6.2 percent in Swiss francs), Hilti reached a turnover level of more than CHF 6.3 billion. The operating result was CHF 731 million, a decline of 13.7 percent compared to the all-time high achieved in 2021. This decline is due to the unprecedented increase of raw material, component and transport costs, the devaluation of the euro and other currencies against the Swiss franc, the impact of the war in Ukraine and increased investments into innovation and into the long-term strategic strength of the Hilti Group.**

Hilti achieved double-digit sales growth in 2022 in local currencies. On a regional level, the Americas and South Asia managed to close the year with strong growth of 16.5 and 18.6 percent, respectively. European regions achieved growth rates between 7 and 11 percent, while Middle East / Africa grew by 15.1 percent. North Asia, heavily impacted by COVID-19 lockdowns in China, did not contribute to the overall growth. The war in Ukraine had an impact on the entire Eastern Europe region, which recorded a decline of -13.7 percent. Overall, the weaker euro and the devaluation in a number of currencies resulted in a negative impact on sales in Swiss francs, totaling 3.8 percentage points.

## Continued strong investments

The Group used its solid financial position to make significant investments into innovation and the long-term strategic strength of the company. In 2022, the new battery platform, Nuron, was launched with more than 70 tools in the initial offering. This was the largest product launch in the company's history. Expenditure for research and development reached CHF 437 million, a share of 6.9 percent of net sales.

Hilti continued to invest into the transformation of the construction industry. The company focusses on productivity, safety and sustainability to be the customers' best partner in this transformation. Following the acquisition of U.S.-based Fieldwire


Inc. in 2021, Hilti successfully launched the jobsite management software in Europe to accelerate and broaden the software portfolio.

As of the end of the year, the Group had 32,487 team members, an addition of 1372 (+4.4%) employees compared to the previous year.

## Profit development

The operating result decreased by 13.7 percent to CHF 731 million (2021: CHF 847 million) while net income decreased by 16.3 percent to CHF 565 million (2021: CHF 675 million). Raw material, component and transport costs increases, additional investments, the appreciating Swiss franc and the war in Ukraine led to a return on sales (ROS) of 11.5 percent (-2.7 percentage points). Consequently, the return on capital employed (ROCE) was at 13.2 percent (-3.9 percentage points). Beside the operating result decline, this was caused by a significant increase in inventory value of more than CHF 200 million, due to sourcing cost increases, the launch of the Nuron platform and longer lead times.

Free cash flow was negative for the first time at CHF -147 million (2021: CHF 377 million). This is a result of the decline in operating profit, a more than CHF 200 million inventory buildup and a normalization of variable salary components in all organizations compared to the COVID-19 crisis phase.

The pronounced negative development of the euro exchange rate and the ongoing depreciation of other currencies compared to the Swiss franc had – despite the appreciating U.S. dollar and good natural hedging in the main currencies – a negative impact of CHF -81 million on the operating result (2021: CHF -11 million).

## Healthy balance sheet and solid liquidity

The equity ratio of 62 percent was 5 percentage points higher than in 2021 and continues to be significantly above the target level of 50 percent. At CHF 1 billion, cash and cash equivalents remained solid and were CHF 0.3 billion lower than the previous year (CHF 1.3 billion). This was mainly caused by the negative free cash flow and the dividend payment. The syndicated revolving credit facility of CHF 600 million was extended by one year with maturity in 2027. Given the Group's healthy financial situation, the Board of Directors proposes the payout of an ordinary dividend of CHF 281 million for the 2022 financial year (2021: CHF 337 million).

## Sustainability reporting

At the end of 2022, the Hilti Group committed to significantly reduce greenhouse gas emissions along the entire value chain, in line with the “Science Based Targets initiative,” and to achieve net-zero emissions by 2050. Sustainability is at the core of the new Group Strategy Lead 2030. Hilti secures long-term success through a business strategy that values ecological, people and social aspects equally in addition to economic factors.

To prepare for more robust external reporting, Hilti conducted an audit of the two non-financial metrics, Greenhouse Gas Emissions and Lost Time Incident Rate. Both metrics received a limited assurance by the auditor PWC. Going forward, requirements arising from, among others, the Taskforce of Climate-related Financial Disclosures or the Corporate Sustainability Reporting Directive, will be integrated into the financial reporting on a step-by-step basis.

## Outlook

Construction market forecasts point to softer growth in 2023 caused by further interest rate hikes, ongoing geopolitical tensions and further appreciation of the Swiss franc. In 2023, the Hilti Group will roll out the new Lead 2030 strategy. The company strives to lead the transformation of the construction industry and will continuously invest to drive innovation in both hardware and software solutions and to build up its market reach resources. The Group has updated its financial guardrails and will keep ROS in a range of 10 to 14 percent, and ROCE between 12 and 18 percent. The Hilti Group expects high single-digit sales growth in local currencies and a similar ROS level in Swiss francs compared to 2022.

# Group Financial Statements

# CONSOLIDATED INCOME STATEMENT

in CHF million

| | Note | 2021 | 2022 |
|---|---|---|---|
| Net sales | 2 | 5,978 | 6,347 |
| Other operating income | 2 | 170 | 184 |
| **Total operating income** | | **6,148** | **6,531** |
| Material costs | 2 | (1,570) | (1,767) |
| Personnel expenses | 3 | (2,602) | (2,710) |
| Depreciation and amortization | 4 | (412) | (440) |
| Losses on trade and other receivables | | (30) | (39) |
| Other operating expenses | 2 | (884) | (1,052) |
| Capitalized costs | | 197 | 208 |
| **Total operating expenses** | | **(5,301)** | **(5,800)** |
| **Operating result** | | **847** | **731** |
| Other income and expenses (net) | 5 | 3 | (12) |
| Finance costs | 5 | (45) | (51) |
| **Net income before income tax expenses** | | **805** | **668** |
| Income tax expenses | 8 | (130) | (103) |
| **Net income** | | **675** | **565** |
| Attributable to: | | | |
| Equity holders of the parent | | 673 | 561 |
| Non-controlling interests | | 2 | 4 |

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

in CHF million

| | Note | 2021 | 2022 |
|---|---|---|---|
| **Net income** | | **675** | **565** |
| Net movement on cash flow hedges (incl. deferred tax) | 5/8 | 3 | (4) |
| Foreign currency translation differences (incl. deferred tax) | 8 | (40) | (91) |
| **Items that may be subsequently reclassified to the income statement** | | **(37)** | **(95)** |
| Remeasurements on employee benefits (incl. deferred tax) | 3/8 | 184 | 152 |
| **Items that will never be reclassified to the income statement** | | **184** | **152** |
| **Other comprehensive income (OCI)** | | **147** | **57** |
| **Total comprehensive income** | | **822** | **622** |
| Attributable to: | | | |
| Equity holders of the parent | | 820 | 618 |
| Non-controlling interests | | 2 | 4 |

# CONSOLIDATED BALANCE SHEET

## as at December 31

**Assets**

in CHF million

| | Note | 2021 | 2022 |
|---|---|---|---|
| Property, plant and equipment | 4 | 995 | 1,066 |
| Right of use assets | 4 | 432 | 418 |
| Intangible assets | 4 | 1,255 | 1,284 |
| Deferred income tax assets | 8 | 162 | 185 |
| Other financial assets | 5 | 23 | 22 |
| Other assets | 7 | 5 | 5 |
| Trade and other receivables | 6 | 864 | 921 |
| **Total non-current assets** | | **3,736** | **3,901** |
| Inventories | 6 | 756 | 959 |
| Trade and other receivables | 6 | 1,370 | 1,371 |
| Accrued income and prepaid expenses | 6 | 97 | 117 |
| Other financial assets | 5 | 246 | 87 |
| Cash and cash equivalents | 6 | 1,264 | 991 |
| **Total current assets** | | **3,733** | **3,525** |
| **Total assets** | | **7,469** | **7,426** |

**Equity and liabilities**

in CHF million

| | Note | 2021 | 2022 |
|---|---|---|---|
| Non-controlling interests | | 10 | 14 |
| Equity attributable to equity holders of the parent | | 4,284 | 4,565 |
| **Total equity** | 5 | **4,294** | **4,579** |
| Employee benefits | 3 | 358 | 162 |
| Deferred income tax liabilities | 8 | 165 | 198 |
| Trade and other payables | 6 | 28 | 27 |
| Other financial liabilities | 4/5 | 821 | 704 |
| Other liabilities | 7 | 98 | 39 |
| **Total non-current liabilities** | | **1,470** | **1,130** |
| Employee benefits | 3 | 69 | 16 |
| Trade and other payables | 6 | 680 | 661 |
| Accrued liabilities and deferred income | 6 | 570 | 536 |
| Other financial liabilities | 4/5 | 260 | 436 |
| Other liabilities | 7 | 126 | 68 |
| **Total current liabilities** | | **1,705** | **1,717** |
| **Total liabilities** | | **3,175** | **2,847** |
| **Total equity and liabilities** | | **7,469** | **7,426** |

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

in CHF million

| | Share capital | Capital reserves | Translation reserves | Hedging reserves | Retained earnings | Equity attributable to equity holders of the parent | Non-controlling interests | Total equity |
|---|---|---|---|---|---|---|---|---|
| **Equity at January 1, 2022** | **127** | **17** | **(578)** | **6** | **4,712** | **4,284** | **10** | **4,294** |
| Net income recognized in income statement | – | – | – | – | 561 | 561 | 4 | 565 |
| **Other comprehensive income** | | | | | | | | |
| Cash flow hedges | – | – | – | (4) | – | (4) | – | (4) |
| Remeasurements on employee benefits | – | – | – | – | 152 | 152 | – | 152 |
| Foreign currency translation differences | – | – | (91) | – | – | (91) | – | (91) |
| **Total other comprehensive income** | **–** | **–** | **(91)** | **(4)** | **152** | **57** | **–** | **57** |
| **Total comprehensive income** | **–** | **–** | **(91)** | **(4)** | **713** | **618** | **4** | **622** |
| Dividend paid | – | – | – | – | (337) | (337) | – | (337) |
| **Equity at December 31, 2022** | **127** | **17** | **(669)** | **2** | **5,088** | **4,565** | **14** | **4,579** |
| **Equity at January 1, 2021** | **127** | **17** | **(538)** | **3** | **3,855** | **3,464** | **8** | **3,472** |
| Net income recognized in income statement | – | – | – | – | 673 | 673 | 2 | 675 |
| **Other comprehensive income** | | | | | | | | |
| Cash flow hedges | – | – | – | 3 | – | 3 | – | 3 |
| Remeasurements on employee benefits | – | – | – | – | 184 | 184 | – | 184 |
| Foreign currency translation differences | – | – | (40) | – | – | (40) | – | (40) |
| **Total other comprehensive income** | **–** | **–** | **(40)** | **3** | **184** | **147** | **–** | **147** |
| **Total comprehensive income** | **–** | **–** | **(40)** | **3** | **857** | **820** | **2** | **822** |
| Dividend paid | – | – | – | – | – | – | – | – |
| **Equity at December 31, 2021** | **127** | **17** | **(578)** | **6** | **4,712** | **4,284** | **10** | **4,294** |

# CONSOLIDATED CASH FLOW STATEMENT

in CHF million

| | Note | 2021 | 2022 |
|---|---|---|---|
| **Operating result** | | **847** | **731** |
| Depreciation and amortization | 4 | 412 | 440 |
| Interest received | | 3 | 5 |
| Interest paid | | (45) | (51) |
| Income tax paid | 8 | (131) | (145) |
| (Increase)/decrease in inventories | 6 | (170) | (221) |
| (Increase)/decrease in trade receivables | 6 | (63) | (52) |
| (Increase)/decrease in finance lease receivables | 6 | (154) | (211) |
| Increase/(decrease) in trade payables | 6 | 74 | (2) |
| Increase/(decrease) in contract liabilities | 7 | 5 | 7 |
| Change in non-cash items | | 34 | (50) |
| Change in other net operating assets | | 84 | (22) |
| **Cash flow from operating activities** | | **896** | **429** |
| Capital expenditure on intangible assets | 4 | (211) | (222) |
| Capital expenditure on property, plant and equipment | 4 | (190) | (223) |
| Acquisition of subsidiaries | 8 | (227) | – |
| (Increase)/decrease in financial investments | | 71 | 159 |
| Disposal of intangible assets | 4 | 1 | – |
| Disposal of property, plant and equipment | 4 | 24 | 7 |
| **Cash flow from investing activities** | | **(532)** | **(279)** |

in CHF million

| | Note | 2021 | 2022 |
|---|---|---|---|
| Proceeds from long-term borrowings | 5 | 6 | 3 |
| Repayment of long-term borrowings | 5 | – | (4) |
| Payment of lease liabilities | 4 | (143) | (138) |
| Proceeds from (repayment of) short-term borrowings | 5 | (3) | 71 |
| Increase/(decrease) in liability to shareholder | 8 | (1) | – |
| Dividend paid | 5 | – | (337) |
| **Cash flow from financing activities** | | **(141)** | **(405)** |
| Exchange differences | | (12) | (18) |
| **Total increase/(decrease) in cash and cash equivalents** | | **211** | **(273)** |
| Cash and cash equivalents at January 1 | | 1,053 | 1,264 |
| **Cash and cash equivalents at December 31** | | **1,264** | **991** |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

# 1 Basis of preparation

## 1.1 General information

The Hilti Group (the Group) comprises the Hilti Corporation and its domestic and foreign subsidiaries. The Group supplies the worldwide construction and energy industries with technologically leading products, systems, software and services that provide clear and sustainable added value. Its product range includes tools and systems covering demolition, drilling, sawing, cutting and grinding, direct and screw fastening, diamond coring and cutting, anchoring, firestop, installation and measuring.

The Hilti Corporation is a limited by shares company incorporated and domiciled in the Principality of Liechtenstein. The Group's headquarters and the address of its registered office are at Feldkircherstrasse 100, 9494 Schaan, Liechtenstein. The Group's principal production and research and development location is Liechtenstein with further production and research and development locations worldwide. The Group operates in over 120 countries and has about 32,000 employees worldwide.

These consolidated financial statements were approved for issue by the Board of Directors on March 15, 2023.

## 1.2 Basis of accounting

These consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB). Preparation of the financial statements in accordance with IFRS meets the requirements of Liechtenstein's corporations law, the "Personen- und Gesellschaftsrecht (PGR)".

The Group's accounting policies are set out in the explanatory notes to the consolidated financial statements and have been consistently applied to both periods presented, unless otherwise stated.

## 1.3 Critical accounting estimates and judgments

The preparation of the financial statements requires management to use certain critical accounting estimates and to exercise its judgment in the process of applying the Group's accounting policies. The Group also makes estimates and assumptions concerning the future. Estimates and judgments are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. The actual results may differ from these assumptions and estimates.

Significant estimates (with the related uncertainties) were primarily made in the following areas:

- Assumptions underlying the expected credit loss of trade receivables (note 6.2)
- Assumptions underlying write-downs of inventories (note 6.1)
- Assumptions underlying impairment testing of goodwill and intangible assets with an indefinite useful life (note 4.3)
- Assumptions underlying the recognition of defined benefit pension plans (note 3.2)
- Assumptions underlying the valuation of current and deferred tax assets and liabilities (note 8.2)

### 1.4 Changes in accounting policies and estimates

The Group has assessed the following amendments for the first time for its annual reporting period commencing January 1, 2022:

- Property, Plant and Equipment: Proceeds before intended use – Amendments to IAS 16
- Reference to the Conceptual Framework – Amendments to IFRS 3
- Onerous Contracts – Cost of Fulfilling a Contract – Amendments to IAS 37
- Annual Improvements to IFRS Standards 2018-2020

All amendments listed above had no material impact on the amounts recognized in prior periods and are not expected to significantly affect the current or future periods.

In 2022, following the implementation of the new accounting system for finance lease contracts, the Group changed the methodology for the recognition of certain services, including warranties, for finance lease. This was accounted as a change in accounting estimate, resulting in a decrease of CHF 115 million in trade receivables and contract liabilities with no impact on the income statement and CHF 75 million reclassification within the trade receivables from the net investment in the lease to other trade receivables.

### 1.5 New standards, amendments and interpretations not yet adopted by the Group

The new accounting standards and interpretations listed below that have been published are not mandatory for the December 31, 2022 reporting period and have not yet been adopted by the Group:

- Disclosure of Accounting Policies – Amendments to IAS 1 and IFRS Practice Statement 2
- Definition of Accounting Estimates – Amendments to IAS 8
- Deferred Tax related to Assets and Liabilities arising from a Single Transaction – Amendments to IAS 12

These standards are not expected to have a material impact on the Group in the current or future reporting periods or on foreseeable future transactions.

### 1.6 Method of consolidation

The consolidated financial statements are based on the annual financial statements of the individual Group companies controlled directly or indirectly by Hilti Corporation and are prepared using consistent accounting policies. The Group eliminates all intercompany transactions as part of the Group consolidation process. A company is consolidated for the first time or deconsolidated from the date on which the Group exercises or loses control over the company.

All entities over which the Group has significant influence but no control are classified as associates or joint ventures and accounted for using the equity method.

The Group has joint operations and as a joint operator accounts for the assets, liabilities, revenues and expenses in relation to its interest in a joint operation.

Non-controlling interests in the results and equity of subsidiaries are shown separately in the consolidated income statement, statement of comprehensive income, statement of changes in equity and balance sheet, respectively. When the Group ceases to have control, any retained interest in the entity is remeasured to its fair value at the date when control is lost, with the change in carrying amount being recognized in other income and expenses (net).

No significant changes in the Group's structure took place in 2022 compared to 2021.

In 2021, the Group obtained control of Fieldwire Inc. (USA), resulting in the first-time consolidation of the company. Detailed information on the first-time consolidation of Fieldwire Inc. and on the business combinations is given in note 8.3.

### 1.7 Foreign currency translation

The functional currency of the Group companies is generally the currency used in the primary economic environment in which they operate. The consolidated financial statements are presented in Swiss francs.

Foreign currency transactions are translated using the exchange rates at the dates of the transactions. Foreign exchange gains and losses, resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies, are recognized in the income statement. Foreign exchange gains and losses relating to long-term intercompany foreign currency loans are regarded as part of the net investment in the foreign entity and are recognized in other comprehensive income (OCI).

For consolidation purposes, the results and financial position of all the Group companies in foreign currencies are translated into Swiss francs. Assets and liabilities are translated at the year-end rates (closing rate), while income and expense items are translated at the sales-weighted average exchange rates (average rate).

The change in accumulated exchange differences from the translation of foreign companies is recognized in OCI. If a Group company is sold, or if part of it is sold and control is lost, the accumulated exchange differences are reclassified to the income statement.

The following exchange rates of principal currencies were applied for translation into Swiss francs:

in CHF

| | Average rates | | Closing rates | |
|---|---|---|---|---|
| | 2021 | 2022 | 2021 | 2022 |
| 1 CAD | 0.730 | 0.735 | 0.718 | 0.682 |
| 1 EUR | 1.082 | 1.004 | 1.033 | 0.985 |
| 1 GBP | 1.260 | 1.180 | 1.229 | 1.110 |
| 100 JPY | 0.833 | 0.728 | 0.792 | 0.700 |
| 100 RUB | 1.245 | 1.333 | 1.211 | 1.243 |
| 1 USD | 0.915 | 0.956 | 0.912 | 0.923 |

# 2 Operating performance

## 2.1 Operating income

### Accounting policies

Depending on the specific contractual circumstances, the Group recognizes revenue over time or, when it transfers control over a product or service to a customer, at a point in time. The Group has therefore implemented a five-step model applicable to all contracts with customers and has disaggregated revenue from contracts with customers into the following categories of revenue recognition patterns: sales contracts of goods, services and warranties (covering repairs). Net sales of services consist of logistics, repairs (including service warranty) and other fleet management-related services, tests, training and software solutions. Other operating income, among others, comprises finance lease interests, including related risk premiums.

**Net sales of goods and services**
Revenue from the sale of goods is recognized in the income statement at a point in time, when control of the products has transferred, typically when the products are delivered to the customer and there is no unfulfilled obligation that could affect the customer's acceptance of the products. Revenue related to goods for which control has not yet been transferred to the customer will be recognized when control is transferred to the customer.

Revenue from services rendered is recognized at a point in time or over time, depending on when the performance obligation is satisfied.

All revenues from sales of goods and services rendered are recognized at the normal selling price less applicable trade discounts and rebates, individually determined in the markets. In most cases, the consideration is due when legal title has been transferred. While deferred payment terms may be agreed upon in rare circumstances, the deferral never exceeds 12 months.

Revenue from sales of goods with a significant financing component relates to finance lease and is recognized in the period the lease commences, while the applicable interest income is recognized on an actuarial basis over the lease term. Revenue from operating leases is recognized over the lease term.

**Service warranty**
The Group offers its customers warranties covering all repairs for a certain period after the sale. These warranty obligations are considered as a separate performance obligation and recognized over time. For goods sold outright, a portion of the transaction price is allocated to the service warranty and recognized as a contract liability. Revenue is recognized over the period in which the service warranty is provided based on the time elapsed. Contract liabilities are shown as part of other liabilities and split into current and non-current. Detailed information is given in note 7.2.

| in CHF million | 2021 | 2022 |
|---|---|---|
| Net sales of goods | 5,529 | 5,872 |
| Net sales of services | 449 | 475 |
| **Total net sales** | **5,978** | **6,347** |
| Other operating income | 170 | 184 |
| **Total operating income** | **6,148** | **6,531** |

Revenue related to the finance lease in the reporting period amounts to CHF 906 million.

The following table shows the revenue recognition split into point in time and period of time:

| in CHF million | 2021 | 2022 |
|---|---|---|
| Revenue recognized at a point in time | 5,645 | 5,962 |
| Revenue recognized over time | 333 | 385 |
| **Total revenue** | **5,978** | **6,347** |

Revenue recognized over time mainly comprises special repairs and other fleet management-related services and software solutions. The subscriptions for software solutions are short-term contracts, whereas the average contract duration of the repairs and fleet management-related services is somewhat longer.

## 2.2 Operating segments

### Accounting policies

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker. The chief operating decision-maker, who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the Executive Board (EB) that makes strategic decisions. With the Group's Multi-Channel Service (MCS) approach, all products and services are relevant for all customers and the EB steers the business at the Group level as one unit. Consequently, the Group operates in only one single operating segment. The single operating segment disclosure is accordingly set out in the balance sheet, income statement, statement of comprehensive income, statement of changes in equity and the cash flow statement.

Net sales information by geographical area is based on the country of the third-party customer. Net sales information by major country is based on the country of domicile of the respective Group companies.

### Net sales information about products and services

| in CHF million | | 2021 | 2022 |
|---|---|---|---|
| Electric Tools & Accessories | Products | 2,556 | 2,581 |
| Electric Tools & Accessories | Services | 396 | 416 |
| **Total Electric Tools & Accessories** | | **2,952** | **2,997** |
| Fastening & Protection Systems | Products | 2,973 | 3,291 |
| Fastening & Protection Systems | Services | 53 | 59 |
| **Total Fastening & Protection Systems** | | **3,026** | **3,350** |
| **Total Group** | | **5,978** | **6,347** |

### Net sales information about geographical areas

The Group has no customer exceeding the threshold of 10% of the Group's net sales.

| financial amounts in CHF million | 2021 | 2022 | Change in CHF (%) | Change in local currencies (%) |
|---|---|---|---|---|
| Europe excl. Eastern Europe | 3,128 | 3,201 | 2.3 | 9.6 |
| Americas | 1,526 | 1,841 | 20.6 | 16.5 |
| Asia/Pacific | 732 | 763 | 4.2 | 8.2 |
| Eastern Europe/ Middle East/ Africa | 592 | 542 | (8.4) | (2.3) |
| **Total Group** | **5,978** | **6,347** | **6.2** | **10.0** |

### Net sales for major countries

| in CHF million | 2021 | 2022 |
|---|---|---|
| USA | 1,147 | 1,392 |
| Germany | 909 | 936 |
| France | 509 | 495 |
| Liechtenstein (country of domicile) | 71 | 89 |
| Other countries | 3,342 | 3,435 |
| **Total Group** | **5,978** | **6,347** |

### Tangible and intangible assets information for major countries

| in CHF million | 2021 | 2022 |
|---|---|---|
| Liechtenstein (country of domicile) | 1,362 | 1,408 |
| Germany | 305 | 351 |
| USA | 289 | 287 |
| Norway | 130 | 110 |
| Other countries | 596 | 612 |
| **Total Group** | **2,682** | **2,768** |

## 2.3 Operating expenses

Operating expenses include material costs and changes in inventory, other operating expenses, personnel expenses, losses on trade and other receivables, depreciation, amortization and capitalized costs. Detailed information regarding personnel expenses is given in note 3.1. Capitalized costs mainly include development costs such as personnel and other consulting costs (see note 4.3).

Expenditure on research and development in the reporting period amounted to CHF 437 million (2021: CHF 373 million), thereof CHF 200 million (2021: CHF 189 million) were recognized as additions on intangible assets.

### Material costs

| in CHF million | 2021 | 2022 |
|---|---|---|
| Materials | (1,723) | (1,968) |
| Outsourced manufacturing | (17) | (20) |
| **Total material costs** | **(1,740)** | **(1,988)** |
| Change in inventory | 170 | 221 |
| **Total material costs including change in inventory** | **(1,570)** | **(1,767)** |

### Other operating expenses

Major items included in other operating expenses are as follows:

| in CHF million | 2021 | 2022 |
|---|---|---|
| Outward freight | (142) | (152) |
| Maintenance & repairs | (116) | (123) |
| Legal & consulting | (100) | (110) |
| Expenditures for rent[1] | (84) | (102) |
| Transportation | (82) | (104) |
| Travel | (77) | (131) |
| Other administration expenses | (66) | (72) |
| Marketing & communication | (56) | (71) |
| Power | (24) | (27) |
| Recruiting | (24) | (23) |
| Other | (113) | (137) |
| **Total other operating expenses** | **(884)** | **(1,052)** |

[1] Including expenses relating to short-term and low-value leases (detailed information is given in note 4.2)

# 3 Personnel expenses

## 3.1 Personnel expenses

| in CHF million | 2021 | 2022 |
|---|---|---|
| Salaries and wages | (2,100) | (2,191) |
| Social contributions | (502) | (519) |
| **Total personnel expenses** | **(2,602)** | **(2,710)** |

Social contributions include expenses for pensions and similar liabilities in addition to social security contributions.

The breakdown of the number of employees of Group companies by function is as follows:

| | 2021 | 2022 |
|---|---|---|
| Sales | 23,926 | 24,619 |
| Research and development | 1,798 | 2,103 |
| Production | 3,756 | 3,965 |
| Administration | 1,635 | 1,800 |
| **Total employees (as at December 31)** | **31,115** | **32,487** |

## 3.2 Employee benefits

### Accounting policies

**Pension obligations**
Group companies operate various post-employment schemes, including both defined benefit and defined contribution pension plans. These schemes are generally funded through payments to insurance companies or trustee-administered funds, determined by annual actuarial valuations.

For defined contribution plans, the group pays contributions to publicly or privately administered pension insurance plans on a mandatory, contractual or voluntary basis. The Group has no further payment obligations once the contributions have been paid.

**Long service benefits**
Some Group companies provide jubilee and other similar long service benefits. The entitlement to these benefits is usually conditional on the completion of a minimum service period. The expected costs of these benefits are accrued over the period of employment using an accounting methodology similar to that used for defined benefit pension plans.

**Variable compensation**
The Group recognizes a liability and an expense for variable compensation based on changes in key financial results, such as sales, operating profit, net income and capital employed as specified in the employment contracts.

### Management judgment and estimates

The present value of the defined benefit obligations is determined annually by independent actuaries using the projected unit credit method. Actuarial assumptions are required for this purpose. The calculation of the discount rate, future increases in salaries/wages and pensions, and mortality are significant assumptions in actuarial valuations.

Employee benefits creating obligations of the Group to its employees comprise defined benefit plans, other long-term employee benefits and short-term employee benefits. The Group also provides employee benefits through defined contribution plans.

**Defined benefit plans**

**Swiss pension plan**
The Group's largest defined benefit pension plan is located in Switzerland and covers employees of the parent company as well as of the Swiss and other Liechtenstein-based Group companies (the "Swiss pension plan"). The Swiss pension plan accounts for 83% (2021: 78%) of the Group's total defined benefit obligation and 90% (2021: 86%) of the Group's plan assets. The weighted average duration of the defined benefit obligation is 13.6 years (2021: 16.1 years).

The Swiss pension plan is funded through a legally separate trustee-administered pension fund. The pension plan is overseen by a regulator as well as by a state supervisory body. The pension plan's most senior governing body (Board of Trustees) must be composed of equal numbers of employee and employer representatives. The Board of Trustees is responsible for the investment of the assets. When defining the investment strategy, it takes into account the pension fund's objectives, benefit obligations and risk capacity. The investment strategy is defined in the form of a long-term target asset structure (investment policy). The Board of Trustees delegates the implementation of the investment policy – in accordance with the investment strategy – to an Investment Committee. The cash funding of the plan is designed to ensure that present and future contributions should be sufficient to meet future liabilities. Further on, the Board of Trustees is able to adapt the contributions and benefits. There is a stop-loss insurance which covers the risk from a certain excess amount (e.g., for disability or death).

The Swiss pension plan contains a cash balance benefit formula and is therefore accounted for as a defined benefit plan. Employer and employee contributions are defined in the pension fund rules in terms of an age-related sliding scale of percentages of remuneration. Under Swiss law, the pension fund guarantees the vested benefit amount as confirmed annually to members. Interest may be added to member balances at the discretion of the Board of Trustees (i.e., 1.0% in 2022 and 1.5% in 2021). At retirement date, members have the right to take their retirement benefit as a lump sum, an annuity or part as a lump sum with the remaining balance converted to a fixed annuity at the rates defined in the fund rules. The Board of Trustees may change the conversion rate at their discretion subject to the plan's funded status and the requirements of the Swiss Federal Law on Occupational Retirement, Survivors' and Disability Pension Plan (BVG).

**Other defined benefit plans**

The remaining defined benefit plans are located in Austria, Germany, Great Britain, Italy, Taiwan, Korea, Norway, the Philippines, France and Japan. Only the last two plans listed are still open for new plan participants.

### Other long-term employee benefits

Other long-term employee benefits comprise jubilee and other long service benefits, a long-term incentive and other long-term employee benefits. The relevant period for the long-term incentive is 2022-2024; this incentive will be early terminated and paid out in 2023. Historically, the level of outflows concerning other long-term employee benefits (excluding the long-term incentive) has been constant each year.

### Short-term employee benefits

Short-term employee benefits such as short-term variable compensation are included in accrued expenses and deferred income (see note 6.6).

### Defined contribution plans

The employer's contribution totals CHF 56 million (2021: CHF 52 million).

## Employee benefit obligations (defined benefit plans and other long-term benefits)

in CHF million

| | 2021 | | | 2022 | | |
|---|---|---|---|---|---|---|
| | Funded | Unfunded | Total | Funded | Unfunded | Total |
| **Switzerland** | | | | | | |
| Fair value of plan assets | 1,019 | – | 1,019 | 967 | – | 967 |
| Present value of defined benefit obligation | (1,157) | – | (1,157) | (975) | – | (975) |
| **Net defined benefit (liability)/asset at December 31** | **(138)** | – | **(138)** | **(8)** | – | **(8)** |
| **Other plans** | | | | | | |
| Fair value of plan assets | 161 | – | 161 | 114 | – | 114 |
| Present value of defined benefit obligation | (258) | (65) | (323) | (156) | (50) | (206) |
| **Net defined benefit (liability)/asset at December 31** | **(97)** | **(65)** | **(162)** | **(42)** | **(50)** | **(92)** |
| **Total** | | | | | | |
| Fair value of plan assets | 1,180 | – | 1,180 | 1,081 | – | 1,081 |
| Present value of defined benefit obligation | (1,415) | (65) | (1,480) | (1,131) | (50) | (1,181) |
| **Net defined benefit (liability)/asset at December 31** | **(235)** | **(65)** | **(300)** | **(50)** | **(50)** | **(100)** |
| Present value of other employee benefits | | (127) | (127) | | (78) | (78) |
| **Total net book value of employee benefits at December 31** | **(235)** | **(192)** | **(427)** | **(50)** | **(128)** | **(178)** |
| Thereof current portion | | | (69) | | | (16) |
| Thereof non-current portion | | | (358) | | | (162) |

## Reconciliation of present value of defined benefit obligation and fair value of plan assets

in CHF million

| | 2021 | | | 2022 | | |
|---|---|---|---|---|---|---|
| | Present value of obligation | Fair value of plan assets | Total | Present value of obligation | Fair value of plan assets | Total |
| **Opening balance at January 1** | (1,615) | 1,090 | (525) | (1,480) | 1,180 | (300) |
| Current service cost | (46) | – | (46) | (36) | – | (36) |
| Past service cost | 6 | – | 6 | 6 | – | 6 |
| Interest (expense)/income | (7) | 4 | (3) | (10) | 8 | (2) |
| **Total amount recognized in profit or loss** | (47) | 4 | (43) | (40) | 8 | (32) |
| Actuarial gains/(losses) arising from changes in demographic assumptions | 74 | – | 74 | (5) | – | (5) |
| Actuarial gains/(losses) arising from changes in financial assumptions | 66 | – | 66 | 306 | – | 306 |
| Actuarial gains/(losses) arising from experience adjustments | 9 | – | 9 | (10) | – | (10) |
| Return on plan assets excluding interest income | – | 62 | 62 | – | (107) | (107) |
| **Total remeasurements recognized in other comprehensive income** | 149 | 62 | 211 | 291 | (107) | 184 |
| Contributions by employer | – | 50 | 50 | – | 35 | 35 |
| Contributions by plan participants | (18) | 18 | – | (19) | 19 | – |
| Benefits paid | 48 | (45) | 3 | 49 | (41) | 8 |
| Currency translation adjustment | 3 | 1 | 4 | 18 | (13) | 5 |
| **Total other movements** | 33 | 24 | 57 | 48 | – | 48 |
| **Closing balance at December 31** | (1,480) | 1,180 | (300) | (1,181) | 1,081 | (100) |

In the income statement, the various components of the defined benefit costs are included as follows:

- Total service cost – in personnel expenses (see note 3.1) and
- Interest income and expense – in other income and expenses (net) (see note 5.5)

## Plan asset classes

financial amounts in CHF million

| | 2021 | | | | 2022 | | | |
|---|---|---|---|---|---|---|---|---|
| | Quoted market price | Non-quoted market price | Total | % | Quoted market price | Non-quoted market price | Total | % |
| Cash and cash equivalents | 58 | – | 58 | 5 | 45 | – | 45 | 4 |
| Equity instruments | 279 | – | 279 | 24 | 217 | – | 217 | 20 |
| Debt instruments (e.g., bonds) | 218 | – | 218 | 19 | 248 | – | 248 | 23 |
| Real estate | 10 | 228 | 238 | 20 | 9 | 244 | 253 | 23 |
| Derivatives | – | – | – | – | (3) | – | (3) | – |
| Investment funds | 128 | 7 | 135 | 11 | 55 | 6 | 61 | 6 |
| Others | – | 252 | 252 | 21 | – | 260 | 260 | 24 |
| **Total plan assets at fair value** | **693** | **487** | **1,180** | **100** | **571** | **510** | **1,081** | **100** |

The Group does not make use of any assets held by pension plans.

Cash and cash equivalents are primarily invested in money market funds and current accounts with financial institutions that mostly have at least an "A" rating.

Equity instruments represent investments in equity funds and direct investments. They generally have quoted market prices in an active market. The pension plans' assets do not include any shares of Hilti Corporation.

Debt instruments (e.g., bonds) generally have a credit rating that is no lower than "BBB", have quoted market prices in an active market and are primarily direct investments.

Real estate represents indirect and direct investments in residential and commercial properties. Indirect investments comprise listed and unlisted real estate funds, investment foundations and unlisted real estate fund of funds. Direct investments are primarily held in residential properties in Liechtenstein. Directly held real estate is periodically valued by an independent expert.

Investment funds represent investments with an insurance company and a mandate with a bank which invests in alternative asset classes (e.g., hedge funds and commodities). In case of investment funds, quoted market prices in an active market are usually not available.

The position Others primarily includes private equity investments, mezzanine investments and insurance-linked securities, among others. Leveraging and short selling is prohibited. Quoted market prices in an active market are usually not available.

**Plan members at December 31**

financial amounts in CHF million

| | 2021 | | | | 2022 | | | |
|---|---|---|---|---|---|---|---|---|
| | Active | Deferred | Retired | Total | Active | Deferred | Retired | Total |
| Plan members | 5,965 | 766 | 1,672 | 8,403 | 6,198 | 728 | 1,699 | 8,625 |
| Defined benefit obligation | (726) | (138) | (616) | (1,480) | (597) | (77) | (507) | (1,181) |
| Defined benefit obligation share as % of total | 49 | 9 | 42 | 100 | 50 | 7 | 43 | 100 |
| Average weighted duration in years | 19.2 | 22.7 | 12.2 | 16.5 | 15.9 | 17.9 | 10.7 | 13.7 |

The employer's best estimate of contributions expected to be paid to defined benefit plans for the financial year 2023 is CHF 29 million.

### Actuarial assumptions

Actuarial assumptions are based on long-term economic factors in the respective countries. Each item of "Other plans" is a weighted average in relation to the relevant underlying component. The significant assumptions are as in the table below.

Life expectancy is reflected in the defined benefit obligations by using mortality tables of the country in which the plan is located. The generational tables BVG/LPP 2020 (2021: BVG/LPP 2020) have been used for Switzerland.

The following impacts on the defined benefit obligation would result from changes in actuarial assumptions:

- A 0.25% increase/decrease in the discount rate would lead to a decrease/increase of 3.3% in the defined benefit obligation
- A 0.25% increase/decrease in expected future salaries would lead to an increase/decrease of 0.4% in the defined benefit obligation
- A one-year increase/decrease in life expectancy would lead to an increase/decrease of 2.5% in the defined benefit obligation

The sensitivity analysis below is based on realistically possible changes as of the end of the reporting period. Each change in a significant actuarial assumption was analyzed separately as part of the test. Interdependencies were not taken into account.

in %

| | 2021 | | | 2022 | | |
|---|---|---|---|---|---|---|
| | Switzerland | Other plans | Total | Switzerland | Other plans | Total |
| Discount rate | 0.50 | 1.51 | 0.72 | 2.25 | 3.75 | 2.51 |
| Future salary increase | 1.50 | 1.29 | 1.46 | 1.50 | 1.43 | 1.49 |
| Future pension increase | 0.00 | 2.23 | 0.49 | 0.00 | 1.94 | 0.34 |

## 4 Tangible and intangible assets

### 4.1 Property, plant and equipment

#### Accounting policies

Land is valued at historical cost less accumulated impairment losses, if any. Other property, plant and equipment consist mainly of office equipment, testing instruments, leasehold improvements and vehicles and are recognized at historical cost less accumulated depreciation and accumulated impairment losses, if any. Historical cost includes expenditure that is directly attributable to the acquisition of the items. Cost includes transfers from equity of any gains or losses on qualifying cash flow hedges. Historical cost may also include transfers from equity of gains/losses on qualifying cash flow hedges of foreign currency purchases of tangible fixed assets.

Depreciation is calculated using the straight-line method to allocate the historical costs of assets over their estimated useful lives. Additions to accumulated depreciation are included in the depreciation and amortization line item of the income statement. The estimated useful lives of depreciable property, plant and equipment are:

| | |
|---|---|
| Buildings | 20 to 40 years |
| Plant and machinery | 5 to 15 years |
| Other operating assets | 2 to 7 years |

An impairment test is performed whenever impairment indicators are identified. If the test reveals that the carrying amount exceeds the recoverable amount, the carrying amount is reduced accordingly. Impairment losses are recognized in the income statement.

**Property, plant and equipment**

in CHF million

| | 2021 | | | | | 2022 | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Land and buildings | Plant and machinery | Other operating assets | Assets under construction | Total | Land and buildings | Plant and machinery | Other operating assets | Assets under construction | Total |
| **Cost** | | | | | | | | | | |
| **Opening balance at January 1** | 893 | 783 | 624 | 102 | 2,402 | 930 | 806 | 648 | 117 | 2,501 |
| Additions | 25 | 19 | 51 | 86 | 181 | 13 | 25 | 68 | 117 | 223 |
| Disposals | (16) | (9) | (25) | – | (50) | (28) | (27) | (63) | – | (118) |
| Other transfers | 44 | 25 | 8 | (68) | 9 | 4 | 16 | 5 | (25) | – |
| Currency translation adjustment | (16) | (12) | (10) | (3) | (41) | (22) | (25) | (23) | (7) | (77) |
| **Closing balance at December 31** | 930 | 806 | 648 | 117 | 2,501 | 897 | 795 | 635 | 202 | 2,529 |
| **Accumulated depreciation** | | | | | | | | | | |
| **Opening balance at January 1** | (384) | (628) | (430) | – | (1,442) | (394) | (653) | (459) | – | (1,506) |
| Additions | (25) | (36) | (58) | – | (119) | (24) | (33) | (56) | – | (113) |
| Disposals | 8 | 8 | 24 | – | 40 | 28 | 22 | 61 | – | 111 |
| Other transfers | – | (7) | (2) | – | (9) | – | – | – | – | – |
| Currency translation adjustment | 7 | 10 | 7 | – | 24 | 11 | 19 | 15 | – | 45 |
| **Closing balance at December 31** | (394) | (653) | (459) | – | (1,506) | (379) | (645) | (439) | – | (1,463) |
| **Net book values at December 31** | 536 | 153 | 189 | 117 | 995 | 518 | 150 | 196 | 202 | 1,066 |

Capital expenditure, shown as additions to cost, relates primarily to manufacturing facility enhancements and extensions of sales organizations.

As at December 31, 2022, the Group had entered into firm commitments for capital expenditures of CHF 24 million (2021: CHF 23 million).

## 4.2 Leases

### Accounting policies

The Group assesses at contract inception whether a contract is, or contains, a lease. That is, whether the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration.

**As lessee**
The Group, as a lessee, identified leases mainly relating to rental contracts for buildings (e.g., offices, warehouses, retail stores) and vehicles. Contracts may contain both lease and non-lease components; the Group has elected not to separate lease and non-lease components and instead accounts for these as a single lease component.

The Group applies a single recognition and measurement approach for all leases, except for short-term leases and leases of low-value assets, which are recognized as expenses on a straight-line basis over the lease terms.

At the date at which the leased asset is available for use, the Group recognizes lease liabilities to make lease payments and right of use assets representing the right to use the underlying assets.

At the commencement date of the lease, the Group recognizes lease liabilities measured at the present value of lease payments to be made over the lease term, which include:

- Fixed payments, less any lease incentives receivable
- Variable lease payments that are based on an index or a rate
- Amounts expected to be payable by the Group under residual value guarantees
- The exercise price of a purchase option if the Group is reasonably certain to exercise that option
- Payments of penalties for terminating the lease

Lease liabilities are subsequently increased by the interest cost on the lease liability and are decreased by lease payments made.

The Group has several lease contracts that include extension and termination options. Lease payments to be made under reasonably certain extension options are also included in the measurement of the liability. The Group applies judgment in evaluating whether it is reasonably certain whether or not the option to renew or terminate the lease will be exercised, considering relevant facts and circumstances that create an economic incentive.

The lease payments are discounted using the interest rate implicit in the lease. If that rate cannot be readily determined, which is generally the case for leases in the Group, the lessee's incremental borrowing rate is used, being the rate that the individual lessee would have to pay to borrow the funds necessary to obtain an asset of similar value to the right of use asset in a similar economic environment with similar terms, security and conditions.

The right of use assets are initially measured at cost comprising the following:

- The amount of the initial measurement of lease liability
- Any lease payments made at or before the commencement date less any lease incentives received
- Any initial direct costs
- Restoration costs

Subsequently, the right of use assets are measured at cost less any accumulated depreciation and impairment losses and adjusted for any remeasurement of lease liabilities.

Right of use assets are generally depreciated over the shorter of the asset's useful life and the lease term on a straight-line basis. If the Group is reasonably certain to exercise a purchase option, or if the purchase option is exercised, the right of use asset is depreciated over the underlying asset's useful life.

The carrying amount of the right of use assets is derecognized at the end date of the contract or before in case of early termination.

**Right of use assets**

in CHF million

| | 2021 | | | | 2022 | | | |
|---|---|---|---|---|---|---|---|---|
| | Buildings | Vehicles | Others | Total | Buildings | Vehicles | Others | Total |
| **Cost** | | | | | | | | |
| **Opening balance at January 1** | 383 | 238 | 7 | 628 | 450 | 251 | 10 | 711 |
| Change in scope of consolidation | 1 | – | – | 1 | – | – | – | – |
| Additions | 90 | 65 | 3 | 158 | 69 | 87 | 1 | 157 |
| Disposals | (20) | (49) | – | (69) | (24) | (54) | (3) | (81) |
| Currency translation adjustment | (4) | (3) | – | (7) | (18) | (9) | – | (27) |
| **Closing balance at December 31** | 450 | 251 | 10 | 711 | 477 | 275 | 8 | 760 |
| **Accumulated depreciation** | | | | | | | | |
| **Opening balance at January 1** | (102) | (101) | (2) | (205) | (151) | (123) | (5) | (279) |
| Additions | (66) | (69) | (3) | (138) | (69) | (71) | (2) | (142) |
| Disposals | 15 | 44 | – | 59 | 16 | 48 | 3 | 67 |
| Currency translation adjustment | 2 | 3 | – | 5 | 6 | 6 | – | 12 |
| **Closing balance at December 31** | (151) | (123) | (5) | (279) | (198) | (140) | (4) | (342) |
| **Net book values at December 31** | 299 | 128 | 5 | 432 | 279 | 135 | 4 | 418 |

**Lease liabilities**

in CHF million

| | 2021 | 2022 |
|---|---|---|
| < 1 year | 118 | 121 |
| 1 to < 2 years | 92 | 94 |
| 2 to < 5 years | 137 | 138 |
| ≥ 5 years | 101 | 85 |
| **Total lease liabilities** | 448 | 438 |

The consolidated income statement shows the following amounts relating to leases:

in CHF million

| | 2021 | 2022 |
|---|---|---|
| Depreciation | (138) | (142) |
| Interest expense[1] | (14) | (14) |
| Expense relating to short-term leases[2] | (16) | (15) |
| Expense relating to low-value assets that are not short-term leases[2] | (16) | (18) |
| Expense relating to variable lease payments not included in lease liabilities[2] | (34) | (37) |
| Expense relating to leases relating to software and other intangible assets[2] | (18) | (32) |

[1] Included in finance costs (see note 5.5)

[2] Included in other operating expenses (see note 2.3)

### 4.3 Intangible assets

#### Accounting policies

Intangible assets with finite useful lives are amortized on a straight-line basis over their useful life and tested for impairment when indicators of impairment are identified. Intangible assets that have an indefinite useful life, like goodwill, or intangible assets not ready to use are not subject to amortization and are tested annually for impairment, or when indicators of impairment are identified.

Goodwill is recognized at cost less any accumulated impairment losses, which are not reversed. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are largely independent cash flows (CGU).

Development costs are recognized as an asset only when the expenditure attributable to the internally generated intangible asset can be measured reliably and it is probable that the intangible asset will generate future economic benefits directly attributable to the costs.

Only costs for certain product development projects, subjected to a stringent review process, meet this condition. Such assets are normally amortized on a straight-line basis over a five-year period. All other development costs are recognized directly as an expense when incurred.

Other intangible assets consist of database and application software as well as manufacturing patents, which are recognized at historical cost less accumulated amortization and accumulated impairment losses, if any, and of customer contracts, patents, trademarks and licenses, which were acquired as part of a business combination and initially recognized at fair value at the date of acquisition. They are amortized on a straight-line basis over their estimated useful lives, which are mostly periods of between three and ten years. Other periods may be used where specific contractual conditions apply.

Additions to accumulated amortization and impairment losses are included in the depreciation and amortization line item of the income statement.

#### Management judgment and estimates

An impairment loss is recognized for the amount by which the carrying amount of an asset or a cash-generating unit (CGU) exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs of disposal and its value in use.

For impairment of goodwill, the recoverable amounts of CGU are determined based on value-in-use calculations which require medium- and long-term estimates. The discounted cash flow model adopted is most sensitive to the following key assumptions, which are tested for sensitivity:

- Forecasts of free cash flows, which are based on the expected sales volumes of the CGU in years one to four and the long-term growth rate, for the terminal value beyond year four
- Post-tax discount rate, which is based on external and internal data

## Intangible assets

in CHF million

| | 2021 | | | | 2022 | | | |
|---|---|---|---|---|---|---|---|---|
| | Goodwill | Development costs | Other intangible assets | Total | Goodwill | Development costs | Other intangible assets | Total |
| **Cost** | | | | | | | | |
| **Opening balance at January 1** | 92 | 1,051 | 237 | 1,380 | **240** | **1,159** | **366** | **1,765** |
| Change in scope of consolidation | 150 | – | 111 | 261 | – | – | – | – |
| Additions | – | 189 | 22 | 211 | – | 200 | 22 | 222 |
| Disposals | – | (81) | (2) | (83) | – | (20) | (28) | (48) |
| Currency translation adjustment | (2) | – | (2) | (4) | (7) | – | (6) | (13) |
| **Closing balance at December 31** | 240 | 1,159 | 366 | 1,765 | **233** | **1,339** | **354** | **1,926** |
| **Accumulated amortization** | | | | | | | | |
| **Opening balance at January 1** | – | (300) | (138) | (438) | **–** | **(350)** | **(160)** | **(510)** |
| Additions | – | (125) | (24) | (149) | – | (137) | (41) | (178) |
| Impairment losses | – | (6) | – | (6) | – | (7) | – | (7) |
| Disposals | – | 81 | 1 | 82 | – | 20 | 28 | 48 |
| Currency translation adjustment | – | – | 1 | 1 | – | – | 5 | 5 |
| **Closing balance at December 31** | – | (350) | (160) | (510) | **–** | **(474)** | **(168)** | **(642)** |
| **Net book values at December 31** | 240 | 809 | 206 | 1,255 | **233** | **865** | **186** | **1,284** |

The goodwill arises for CHF 83 million (2021: CHF 92 million) from the acquisition of the Oglaend Group in 2017 and for CHF 150 million (2021: CHF 148 million) from the acquisition of Fieldwire Inc. in 2021. Based on the assessment made in the current year for the goodwill from Oglaend and Fieldwire, no impairment losses have been recognized in the consolidated financial statements for the reporting period.

For impairment testing purposes, goodwill of Oglaend is solely allocated to the Group's offshore business as CGU. The goodwill recognized on Fieldwire is accelerating the Group's capability to deliver productivity to customers through software solutions and strengthen its software portfolio and is allocated to the whole Hilti Group.

The projected cash flows for Oglaend largely depend on management's expectations concerning the development of the offshore market and the planned business focus by the Group on this area of operation. Fieldwire's projected cash flows are largely dependent on management's expectations concerning the whole Hilti Group.

The long-term growth rate for both acquisitions is based upon management's expectations corroborated by external information sources and does not exceed the long-term average growth rate customarily used for the relevant countries and markets.

The future cash flows for both acquisitions are estimated based on the business plan approved by management in general covering a four-year forecast period from 2023 to 2026 and a constant growth rate assumption of 2.0% (2021: 2.0%) for the terminal value beyond 2026. For Oglaend, the post-tax discount rate of 10.8% reflects the specific risks to the CGU offshore and is derived from its weighted cost of capital (WACC). For Fieldwire acquisition, the Group WACC was applied to reflect the risk of the whole Group.

The key assumptions were tested for sensitivity by applying a reasonably possible change. For Ogleand, a rise of 2.0% in the discount rate in the offshore business, a decrease to 0% of the long-term growth rate or a decrease of more than 20.0% of the free cash flows would result in an impairment.

For Fieldwire, reasonably possible changes in key assumptions would not result in an impairment of goodwill.

# 5 Financing and capital

## 5.1 Financial assets

### Accounting policies

For the purpose of identifying accounting policies applied, after initial recognition, financial assets are classified as subsequently measured:

- at amortized cost and
- at fair value through profit or loss (FVPL)

For all classes of financial assets, purchases and sales are recognized on the trade date (the date on which the Group commits to purchase or sell the asset). Financial assets are derecognized when the rights to receive cash flows from the assets have expired or have been transferred.

Financial assets are included in the current assets if they are either held for trading or are expected to be realized within 12 months of the balance sheet date; otherwise, they are classified as non-current assets.

**Financial assets measured at amortized cost**
This category includes loans and trade and other receivables, held within a business model whose objective is to collect contractual cash flows, which are solely of payments, fixed or determinable, of principal and interest.

They arise when, in the ordinary course of business, the Group provides money, goods or services directly to a debtor with no intention of trading the receivable.

Financial assets measured at amortized costs are initially recognized at fair value plus directly attributable transaction costs and subsequently measured at amortized cost using the effective interest method. Detailed information concerning trade receivables is given in note 6.2.

**Financial assets measured at fair value through profit or loss**
Financial assets other than those classified as measured at amortized cost are initially recognized at fair value with applicable transaction costs immediately recognized in the income statement. Subsequently, they are measured at fair value with all changes in fair value recognized in the income statement. The financial assets at fair value through profit and loss include investments in deposits and equities restricted to the funding of a deferred compensation plan for employees.

These financial assets are classified as held for trading, as acquired principally for the purpose of selling in the short term or so designated by management. Other financial assets mandatorily measured at fair value through profit or loss mainly comprise other investments in equities. Derivatives are also categorized as held for trading unless they are designated as hedges.

**Fair value estimation**
Financial instruments measured at fair value are assigned to one of the following three hierarchy levels according to the input data available:

**Level 1:**
Fair values are determined using quoted prices in active markets.

**Level 2:**
Fair values are determined using quoted prices in inactive markets or according to the discounted cash flow method based on observable market data.

**Level 3:**
Fair values are determined by using external valuations or according to the discounted cash flow method based on unobservable data.

Financial assets listed according to the measurement categories are as follows:

in CHF million

| | Measurement categories | 2021 | | | 2022 | | | Fair value measurement hierarchy |
|---|---|---|---|---|---|---|---|---|
| | | Current | Non-current | Total | Current | Non-current | Total | |
| **Trade and other receivables** | **Amortized cost** | **1,370** | **864** | **2,234** | **1,371** | **921** | **2,292** | |
| **Cash and cash equivalents** | **Amortized cost** | **1,264** | **–** | **1,264** | **991** | **–** | **991** | |
| **Other financial assets** | | | | | | | | |
| Held for trading | FVPL | 29 | – | 29 | 23 | – | 23 | Level 1 |
| Other financial investments | FVPL | 1 | 21 | 22 | 3 | 22 | 25 | Level 2 |
| Short-term cash deposits | Amortized cost | 205 | – | 205 | 50 | – | 50 | |
| Derivative financial instruments | | | | | | | | |
| Used for hedging | FVPL | 7 | – | 7 | 4 | – | 4 | Level 2 |
| Held for trading | FVPL | 4 | 2 | 6 | 7 | – | 7 | Level 2 |
| **Total other financial assets** | | **246** | **23** | **269** | **87** | **22** | **109** | |
| **Total financial assets** | | **2,880** | **887** | **3,767** | **2,449** | **943** | **3,392** | |

The maximum exposure to credit risk at the end of the reporting period is the carrying amount of each class of financial assets mentioned above.

There were no transfers between levels 1 and 2 during the current period or the prior period.

The Group has CHF 50 million (2021: CHF 205 million) of short-term cash deposits, with an original maturity of longer than three months but lower than 12 months.

## 5.2 Financial liabilities

### Financial liabilities

#### Accounting policies

Financial liabilities comprise trade and other payables, bonds and borrowings, measured at amortized cost; derivative financial instruments, measured at FVPL; and lease liabilities.

Detailed information regarding trade and other payables, lease liabilities and derivative financial instruments is given in notes 6.4, 4.2 and 5.4, respectively.

Borrowings are recognized initially at fair value net of transaction costs incurred and subsequently measured at amortized cost with any difference between the amount at initial recognition and the redemption value being recognized in the income statement over the period of the borrowings using the effective interest method. Borrowings are classified as current liabilities unless the Group has an unconditional right to defer settlement of the liability for at least 12 months after the balance sheet date.

Financial liabilities are derecognized when the contractual obligations are fulfilled, cancelled or expire.

Financial liabilities listed according to the measurement categories:

in CHF million

| | Measurement categories | 2021 | | | 2022 | | | Fair value measurement hierarchy |
|---|---|---|---|---|---|---|---|---|
| | | Current | Non-current | Total | Current | Non-current | Total | |
| **Trade and other payables** | Amortized cost | 680 | 28 | 708 | **661** | **27** | **688** | |
| **Other financial liabilities** | | | | | | | | |
| Bonds | Amortized cost | – | 450 | 450 | 100 | 350 | 450 | |
| Bank borrowings | Amortized cost | 141 | 41 | 182 | 211 | 37 | 248 | |
| Lease liabilities | n/a | 118 | 330 | 448 | 121 | 317 | 438 | |
| Derivative financial instruments | | | | | | | | |
| Used for hedging | FVPL | – | – | – | 2 | – | 2 | Level 2 |
| Held for trading | FVPL | 1 | – | 1 | 2 | – | 2 | Level 2 |
| **Total other financial liabilities** | | 260 | 821 | 1,081 | **436** | **704** | **1,140** | |
| **Total financial liabilities** | | 940 | 849 | 1,789 | **1,097** | **731** | **1,828** | |

There were no transfers between levels 1 and 2 during the current period or the prior period.

## Bonds

| financial amounts in CHF million | 2021 | 2022 |
|---|---|---|
| **Maturity** | | |
| < 1 year | – | 100 |
| 1 to < 2 years | 100 | 100 |
| 2 to < 3 years | 100 | 150 |
| 3 to < 4 years | 150 | – |
| 4 to < 5 years | – | 100 |
| ≥ 5 years | 100 | – |
| **Total bonds** | **450** | **450** |
| **Further information** | | |
| Fair values | 457 | 431 |
| Average effective interest rates (in %) | 0.6 | 0.6 |

The bonds were issued by Hilti Corporation. Further details of the individual bonds are given in the Information on Financing and Capital section (see here).

The fair values of Swiss franc bonds totaling CHF 431 million (2021: CHF 457 million) are based on the quoted market prices and are within level 1 of the fair value hierarchy.

## Long-term bank borrowings

| in CHF million | 2021 | 2022 |
|---|---|---|
| **Maturity** | | |
| 1 to < 2 years | 19 | 21 |
| 2 to < 5 years | 22 | 16 |
| ≥ 5 years | – | – |
| **Total long-term bank borrowings** | **41** | **37** |
| **Currency** | | |
| EUR | 31 | 29 |
| RUB | 9 | 5 |
| USD | 1 | 3 |
| **Total long-term bank borrowings** | **41** | **37** |

In certain countries, in order to finance its fleet management business, the Group enters into dedicated refinancing structures either based on sale-and-leaseback transactions of the underlying assets and therewith subsequently subleasing the tools to the customers or by a sale of the according account receivables on a non-recourse basis to financial institutions or similar vehicles. As the transfers do not qualify as sales in accordance with IFRS 15 Revenues from contracts with customers, the Group recognizes the related financial liabilities equal to the transfer proceeds as bank borrowings. In 2022, CHF 5 million (2021: CHF 10 million) of the total long-term bank borrowings are secured by the underlying assets subleased to customers in the same amount. In addition, CHF 29 million (2021: CHF 31 million) of the total long-term bank borrowings are secured by non-recourse sale of fleet management business-related account receivables in the same amount (see note 6.2).

## Short-term bank borrowings

| in CHF million | 2021 | 2022 |
|---|---|---|
| **Currency** | | |
| USD | 41 | 119 |
| EUR | 27 | 27 |
| CHF | – | 20 |
| RUB | 32 | 1 |
| Other | 41 | 44 |
| **Total short-term bank borrowings** | **141** | **211** |

In 2022, CHF 2 million (2021: CHF 6 million) of the total short-term bank borrowings are secured by the underlying assets subleased to customers in the same amount. In addition, CHF 26 million (2021: CHF 26 million) of the total short-term bank borrowings are secured by a non-recourse sale of fleet management business-related account receivables in the same amount (see note 6.2).

## 5.3 Net debt reconciliation

in CHF million

| | January 1, 2022 | Cash flow | Non-cash changes: Acquisition/ disposal of leases | Non-cash changes: Exchange differences | Non-cash changes: Other non-cash changes | December 31, 2022 |
|---|---|---|---|---|---|---|
| Bonds | 450 | – | – | – | – | 450 |
| Long-term borrowings | 41 | – | – | (1) | (3) | 37 |
| Lease liabilities | 448 | (138) | 143 | (15) | – | 438 |
| Other long-term loans[1] | 5 | (1) | – | – | – | 4 |
| Short-term bank borrowings | 141 | 71 | – | (4) | 3 | 211 |
| **Total liabilities from financing activities** | **1,085** | **(68)** | **143** | **(20)** | **–** | **1,140** |

[1] Included in trade and other payables (see note 6.4)

in CHF million

| | January 1, 2021 | Cash flow | Non-cash changes: Change in scope of consolidation | Non-cash changes: Acquisition/ disposal of leases | Non-cash changes: Exchange differences | Non-cash changes: Other non-cash changes | December 31, 2021 |
|---|---|---|---|---|---|---|---|
| Bonds | 450 | – | – | – | – | – | 450 |
| Long-term borrowings | 43 | 5 | – | – | (1) | (6) | 41 |
| Lease liabilities | 444 | (143) | 1 | 150 | (4) | – | 448 |
| Other long-term loans[1] | 4 | 1 | – | – | – | – | 5 |
| Short-term bank borrowings | 143 | (3) | – | – | (5) | 6 | 141 |
| **Total liabilities from financing activities** | **1,084** | **(140)** | **1** | **150** | **(10)** | **–** | **1,085** |

[1] Included in trade and other payables (see note 6.4)

## 5.4 Derivative financial instruments

### Accounting policies

Derivatives are only used for economic hedging purposes and not as speculative investments. Hedge effectiveness is determined and documented at the inception of the hedge relationship, through periodic prospective effectiveness assessments to ensure that an economic relationship exists between the hedged item and the hedging instrument. The Group also documents its risk management objective and strategy for undertaking its hedge transactions.

Derivatives are initially recognized at fair value on the date a derivative contract is entered into and are subsequently remeasured at their fair value. The method of recognizing the resulting gain or loss depends on the nature of the item being hedged. The Group designates certain derivatives as one of:

- Fair value hedges – Hedges of the fair value of recognized assets or liabilities or a firm commitment
- Cash flow hedges – Hedges of highly probable forecast transactions

The Group enters into derivative contracts to hedge the foreign currency risks arising from forecast foreign currency sales and purchases transactions and foreign currency investment positions. The critical terms of the hedging instrument match exactly with the terms of the hedged item. The Group performs a qualitative assessment to identify any changes in circumstances affecting the critical terms. The applicable derivative contracts are designated as cash flow, fair value and net investment hedges, respectively.

Moreover, the Group enters into interest rate swaps. The hedged item is identified proportionally to the outstanding loans up to the notional amount of the swaps. As based on an effectiveness assessment of all critical terms matched at any time, the economic relationship was 100% effective.

There was no ineffectiveness to be recognized in the income statement. All contracts have a maturity of less than 12 months. The fixed interest rate of the interest rate swaps is 1.9% (2021: 1.9%) and the floating rate is SARON.

Derivative contracts to hedge foreign currency risks and interest rate risks outstanding at the balance sheet date are as follows:

**Contract face amounts**

in CHF million

| | 2021 | | | | | 2022 | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | CHF | USD | EUR | Other | Total | CHF | USD | EUR | Other | Total |
| Foreign currency forward contracts | – | 225 | 102 | 306 | 633 | – | 147 | 130 | 338 | 615 |
| Outstanding interest rate swaps | 60 | – | – | – | 60 | 60 | – | – | – | 60 |

### Reconciliations for derivative financial instruments

in CHF million

| | 2021 | | | 2022 | | |
|---|---|---|---|---|---|---|
| | Foreign currency risks | Interest rate risks | Total | Foreign currency risks | Interest rate risks | Total |
| Current assets | 11 | – | 11 | 11 | – | 11 |
| Non-current assets | – | 2 | 2 | – | – | – |
| Current liabilities | (1) | – | (1) | (4) | – | (4) |
| Non-current liabilities | – | – | – | – | – | – |
| **Total net book value** | **10** | **2** | **12** | **7** | **–** | **7** |

The cash flow hedging reserve in equity, net of tax, amounts to CHF 2 million (2021: CHF 6 million).

The Group enters into derivative financial instruments with various counterparties, principally financial institutions with investment grade credit ratings of at least “A” according to Standard & Poor’s.

## 5.5 Financial result

### Finance costs

Finance costs are reported at the gross interest expense amount. Interest expense includes interest on lease liabilities; see note 4.2.

### Other income and expenses (net)

in CHF million

| | 2021 | 2022 |
|---|---|---|
| Interest and dividend income | 3 | 4 |
| Gains/(losses) arising from valuation changes on financial assets and fair value hedging instruments | 14 | – |
| Gains/(losses) on foreign currency hedging instruments | (2) | 10 |
| Gains/(losses) on foreign currencies | (9) | (24) |
| Net interest income/(expense) on defined benefit plans | (3) | (2) |
| **Total other income and expenses (net)** | **3** | **(12)** |

## 5.6 Equity

### Accounting policies

Dividend distributions to the Hilti Corporation's shareholder are recognized as liabilities in the Group's financial statements in the periods in which the dividends are approved by the Corporation's shareholder.

The share capital consists of 253,440 registered and fully paid shares with a par value of CHF 500 each. 100% of the registered shares of the Hilti Corporation are owned by the Martin Hilti Family Trust. As at December 31, 2022, Hilti has no authorized capital to issue.

The capital reserve contains the share premium from capital increases and capital accruing from mergers in previous years.

A dividend in respect of the year ended December 31, 2022 of CHF 281 million (financial year 2021: CHF 337) is to be proposed at the Annual General Meeting.

# 6 Net working capital

Net working capital is the capital invested in the Group's operating activities. Net working capital equals current assets and current liabilities – excluding current other financial and non-financial assets and liabilities and employee benefits. For completeness, non-current trade receivables and non-current trade and other payables are also reported in this section.

## 6.1 Inventories

### Accounting policies

Inventories are stated at the lower of cost and net realizable value. Cost is determined using the standard cost method with variances capitalized at acquisition and production and recognized in the income statement together with the standard cost of inventory at time of sale. Standard costs are annually reviewed and updated in light of current conditions. Cost determined under this method approximates cost determined under the FIFO method.

### Management judgment and estimates

Write-downs of inventories are recognized for particular items when net realizable value falls below cost. The determination of net realizable value is made using a valuation process based on the ageing of items with ageing parameters set based on estimates of historical loss experience. This process assumes a linear realizable value reduction based on age.

**Inventories**

in CHF million

| | 2021 | 2022 |
|---|---|---|
| Raw materials | 80 | 113 |
| Work in progress | 12 | 10 |
| Finished goods | 664 | 836 |
| **Total inventories** | **756** | **959** |

The change in inventories includes a currency translation adjustment which decreases the inventories by CHF 18 million in 2022. This is due to the change in closing rates in 2022 compared to those in 2021.

The allowance made for possible inventory losses due to age and obsolescence totals CHF 85 million (2021: CHF 65 million). The change in the allowance recognized in the income statement is CHF -22 million (2021: CHF -6 million) and is included in the line change in inventory under the material costs (see note 2.3).

## 6.2 Trade receivables

### Accounting policies

Trade receivables that do not have a significant financing component are initially recognized at their transaction price and subsequently measured at amortized cost, which equals their transaction value less expected credit losses (ECL).

The Group manufactures goods which are sold or leased to the customers. The Group classifies its leases as operating lease or finance lease and accounts for these two types of leases differently. Finance lease transfers substantially all the risks and rewards incidental to ownership to the lessee. For such a lease, a receivable is recognized at the amount of the net investment in the lease, while the selling profit, recognized in the income statement, as part of the Hilti's integrated business model is substantially in line with the selling profit of the goods sold outright (detailed information related to revenue from finance lease is given in note 2.1).

ECLs are recognized for financial assets measured at amortized cost and finance lease receivables. A credit loss is the present value of the difference between the contractual cash flows and the cash flows that the entity expects to receive.

For trade receivables that do not contain a significant financing component, the Group elected to adopt the simplified approach, which allows entities to use a provision matrix to recognize lifetime ECL. The provision matrix is based on historical loss patterns, reflecting the customers' payment behavior in the different countries, adjusted for forward-looking estimates.

The amount of the loss allowances is calculated based on ageing applied to the following categories: normal or doubtful. A write-off is made when all or part of the financial asset is deemed uncollectible or forgiven.

For finance lease receivables, the Group elected to calculate the 12-month expected credit loss model based on the historical default rates.

### Management judgment and estimates

Losses on trade receivables are recognized when they are expected, which requires management's best estimate of probable losses. Such estimates require consideration of historical loss experience, adjusted for current conditions, and judgments about the probable effects of relevant observable data, including the financial health of specific customers and market sectors or collateral values.

in CHF million

| | 2021 | 2022 |
|---|---|---|
| Trade receivables | 2,231 | 2,281 |
| Less adjustment for impairment of trade receivables | (143) | (138) |
| **Trade receivables net** | **2,088** | **2,143** |
| Other receivables | 146 | 149 |
| **Total trade and other receivables** | **2,234** | **2,292** |
| Thereof current portion | 1,370 | 1,371 |
| Thereof non-current portion | 864 | 921 |
| **Maturity of non-current portion** | | |
| 1 to <2 years | 445 | 457 |
| 2 to <3 years | 274 | 290 |
| 3 to <4 years | 118 | 145 |
| 4 to <5 years | 21 | 25 |
| ≥5 years | 6 | 4 |
| **Total non-current trade and other receivables** | **864** | **921** |

The closing loss allowances for trade receivables and finance lease receivables as at December 31 reconcile to the opening loss allowances as follows:

| in CHF million | 2021 | 2022 |
|---|---|---|
| **Opening balance of adjustment for the impairment of trade receivables at January 1** | **148** | **143** |
| Additional impairment adjustment charged to income statement during year | 24 | 31 |
| Write-offs of trade receivables charged to impairment adjustment account during year | (29) | (36) |
| **Closing balance of adjustment for the impairment of trade receivables at December 31** | **143** | **138** |

The change in trade and other receivables includes a CHF 115 million decrease related to the changes in accounting estimate for finance lease contracts (see note 1.4) and a currency translation adjustment which decreases the trade and other receivables by CHF 95 million in 2022 (2021: decreases by CHF 58 million), due to the change in closing rates in 2022 compared to those in 2021.

The net change in the adjustment for the impairment of trade receivables is recognized in the income statement in the line losses on trade and other receivables.

Other receivables primarily consist of VAT, income tax receivables and tax refunds totaling CHF 75 million (2021: CHF 65 million) and deposits totaling CHF 35 million (2021: CHF 38 million).

Receivables totaling CHF 55 million (2021: CHF 57 million) serve as security for bank borrowings. There are no other financial assets pledged as collateral for recognized liabilities or for contingent liabilities.

Details of the finance lease receivables included in trade receivables are as follows:

| in CHF million | 2021 | | | 2022 | | |
|---|---|---|---|---|---|---|
| | **Gross investment in the lease** | **Unearned finance income** | **Net investment in the lease** | **Gross investment in the lease** | **Unearned finance income** | **Net investment in the lease[1]** |
| < 1 year | 737 | 110 | 627 | 691 | 124 | 566 |
| 1 to < 5 years | 955 | 94 | 861 | 988 | 113 | 876 |
| ≥ 5 years | 1 | – | 1 | – | – | – |
| **Total at December 31** | **1,693** | **204** | **1,489** | **1,679** | **237** | **1,442** |
| Accumulated allowance for uncollectible finance lease receivables | | | (54) | | | (33) |

[1] See note 1.4

## 6.3 Cash and cash equivalents

### Accounting policies

Cash and cash equivalents include cash on hand, deposits held at call with banks and other short-term highly liquid investments with original maturities of three months or less.

Cash and cash equivalents are recognized initially at fair value and subsequently measured at amortized cost using the effective interest method.

The movement in cash and cash equivalents is shown in detail in the cash flow statement and the following cash flow bridge.

in CHF million

| | 2021 | 2022 |
|---|---|---|
| Cash flow from operating activities | 896 | 429 |
| Capital expenditures on/disposal of intangible assets and property, plant and equipment | (376) | (438) |
| Payment of lease liabilities | (143) | (138) |
| **Free cash flow** | **377** | **(147)** |
| Acquisition and disposal of subsidiaries | (227) | – |
| Cash flow from financial investments | 71 | 159 |
| Cash flow from financing activities[1] | 2 | (267) |
| Effects of exchange rate changes on cash and cash equivalents | (12) | (18) |
| **Total increase/(decrease) in cash and cash equivalents** | **211** | **(273)** |

[1] Excluding payment of lease liabilities

The Group has legal or economic restrictions on CHF 2 million (2021: CHF 3 million).

## 6.4 Trade and other payables

### Accounting policies

Trade and other payables are recognized initially at fair value and subsequently measured at amortized cost using the effective interest method. Other payables include income tax payables.

The change in trade and other payables includes a currency translation adjustment which reduces trade and other payables by CHF 16 million in 2022. This is due to the change in closing rates in 2022 compared to those in 2021.

in CHF million

| | 2021 | 2022 |
|---|---|---|
| Trade payables | 346 | 338 |
| Other payables | 362 | 350 |
| **Total trade and other payables** | **708** | **688** |
| Thereof current portion | 680 | 661 |
| Thereof non-current portion | 28 | 27 |
| **Maturity of non-current portion** | | |
| 1 to <2 years | 6 | 12 |
| 2 to <5 years | 12 | 12 |
| ≥5 years | 10 | 3 |
| **Total non-current trade and other payables** | **28** | **27** |

Other payables primarily consist of income tax payables totaling CHF 118 million (2021: CHF 132 million), liabilities for source-deducted taxes and VAT totaling CHF 90 million (2021: CHF 103 million), liabilities for social contributions totaling CHF 39 million (2021: CHF 31 million) and customers with credit balances totaling CHF 51 million (2021: CHF 44 million).

## 6.5 Accrued income and prepaid expenses

Accrued income and prepaid expenses comprise mainly prepayments for property, plant and equipment and prepaid operating expenditure to be recorded as expenses in the next accounting period.

## 6.6 Accrued expenses and deferred income

Accrued expenses and deferred income comprise short-term liabilities, which include estimates, short-term expense accruals and deferrals of income already received but attributable to subsequent accounting periods.

## 7 Other assets and liabilities

### 7.1 Other assets

Other assets comprise investment property totaling CHF 2 million (2021: CHF 2 million) and investments in associates and joint ventures totaling CHF 3 million (2021: CHF 3 million). The Group has not acquired new material ownership interests in associates or new joint ventures during the reporting period.

### 7.2 Other liabilities

#### Accounting policies

Other liabilities comprise provisions and contract liabilities.

The Group records provisions when it is probable that a liability has been incurred as a result of past events and the amount can be reliably estimated. These provisions are adjusted periodically as assessments change or additional information becomes available.

In the ordinary course of business, the Group is or may be involved in lawsuits, claims, investigations and proceedings, including product liability, commercial, environmental, health and safety matters, etc. The Group is currently not aware of any such matter that either individually or in the aggregate could likely have a material adverse effect on the company's future financial position or results of operations.

When conditions required to recognize a provision are not met, a contingent liability is disclosed, unless the likelihood of an outflow of resources is remote. Contingent liabilities also include guarantees to third parties.

Accounting policies regarding contract liabilities are disclosed under the operating income section (see note 2.1).

#### Provisions

in CHF million

| | 2021 | 2022 |
|---|---|---|
| **Opening balance at January 1** | **17** | **23** |
| Additions | 13 | 12 |
| Amounts used | (6) | (7) |
| Unused reversals | (1) | (3) |
| **Closing balance at December 31** | **23** | **25** |
| Thereof current portion | 9 | 12 |
| Thereof non-current portion | 14 | 13 |

Provisions are, among others, built up for obligations regarding legal claims, product liability, assurance warranty, future dismantling of buildings, restructuring and job accidents, which are individually immaterial.

#### Contract liabilities

The revenue recognized that was included in the contract liabilities balance at the beginning of the reporting period totals CHF 123 million (2021: CHF 116 million).

The Group has recognized the following revenue-related contract liabilities from contracts with customers:

in CHF million

| | 2021 | 2022 |
|---|---|---|
| **Opening balance at January 1** | **192** | **201** |
| Change in scope of consolidation | 9 | – |
| Additions | 143 | 129 |
| Amount released | (138) | (125) |
| Change in accounting estimate[1] | – | (115) |
| Currency translation adjustment | (5) | (8) |
| **Closing balance at December 31** | **201** | **82** |
| Thereof current portion | 117 | 56 |
| Thereof non-current portion | 84 | 26 |

[1] See note 1.4

#### Contingent liabilities

in CHF million

| | 2021 | 2022 |
|---|---|---|
| Guarantees | 9 | 8 |
| Other contingent liabilities | 2 | 4 |
| **Total contingent liabilities** | **11** | **12** |

# 8 Other disclosures

## 8.1 Financial risk management

### Accounting policies

**Financial risk management**
The Group's activities expose it to a variety of financial risks: market risk (including currency risk, interest rate risk and other price risks), credit risk and liquidity risk. The Group's overall risk management program focuses on the unpredictability of financial markets and seeks to minimize potential adverse effects on the Group's financial performance. The Group uses derivative financial instruments to hedge certain risk exposures.

Risk management is carried out by a central treasury department (Corporate Treasury) under policies approved by the Board of Directors. Corporate Treasury identifies, evaluates and hedges certain financial risks in close cooperation with the Group's operating units. The Board provides written principles for overall risk management, as well as written policies covering specific areas, such as the use of derivative and non-derivative financial instruments, managing market risk, credit risk and investing excess liquidity.

**Currency risk**
The Group operates globally and is exposed to risk arising from various currency exposures. Currency risk arises from future commercial transactions, recognized assets and liabilities, and net investments in foreign operations.

Currency risk arising from future operating transactions (sales and purchases of goods and services) and recognized assets and liabilities is managed by Corporate Treasury using hedging instruments, primarily forward contracts. Corporate Treasury's general risk management practice is to hedge between 50% and 100% of the Group's anticipated net cash inflows or outflows in each major foreign currency for the subsequent 12 months. For hedge accounting purposes, forward contracts are designated against the relevant amounts of projected intercompany sales by the parent company and 100% (2021: 100%) of projected sales qualify as 'highly probable' forecast transactions.

Currency risks arising from net investments in foreign operations are only hedged in exceptional cases.

Currency exposures arising from open balances with third parties and/or Group companies in trade and other receivables, trade and other payables, and bonds are reduced through the natural hedging (currency matching) of these items, as well as managed using hedging instruments. Currency exposures arising from cash and cash equivalents are reduced by limiting non-Swiss franc-denominated investments to the main currencies of the operative business of the Group and by limiting the proportions of investments in these currencies.

### Currency risk sensitivity

At December 31, if the Swiss franc had strengthened/weakened by 10% against the US dollar, euro and all other currencies with all other variables held constant, net income for the year would have been affected as follows:

in CHF million

| | Swiss franc strengthened (+10%) | | Swiss franc weakened (–10%) | |
|---|---|---|---|---|
| | 2021 | 2022 | 2021 | 2022 |
| USD | 6 | (3) | (6) | 3 |
| EUR | (1) | (8) | 1 | 8 |
| All other currencies | 5 | (7) | (5) | 7 |

These effects result from the translation of monetary asset and liability positions held in foreign currencies and from derivative contracts to hedge these foreign currency risks and do not include any effects of foreign currency transactions during the year.

At December 31, if the Swiss franc had strengthened/weakened by 10% against the US dollar, euro and all other currencies with all other variables held constant, OCI would have been affected as follows:

in CHF million

| | Swiss franc strengthened (+10%) | | Swiss franc weakened (–10%) | |
|---|---|---|---|---|
| | 2021 | 2022 | 2021 | 2022 |
| USD | 4 | 4 | (4) | (4) |
| EUR | – | – | – | – |
| All other currencies | 7 | 4 | (7) | (4) |

These effects result from changes in the values (due to the respective Swiss franc movements) of Swiss franc derivative contracts held to hedge foreign currency risk.

## Interest rate risk

The Group has investments in interest-bearing assets, mainly deposits and long-term borrowings. Interest-bearing assets and borrowings subject to variable rates or held for trading expose the Group to cash flow interest rate risk. Interest-bearing assets and borrowings subject to fixed rates and not held for trading expose the Group to fair value interest rate risk.

Virtually all the Group's interest-bearing assets are subject to variable rates or are reported at fair value through profit or loss because they are held for trading. All the Group's bond liabilities are reported at amortized cost. The interest-bearing assets are denominated primarily in Swiss franc and euro investments and the bond liabilities are effectively denominated in a combination of Swiss francs and euros. Interest rate risk arising from long-term financing (banking and capital market) liabilities is managed by Corporate Treasury by using hedging instruments, primarily interest rate swaps. Corporate Treasury's general risk management practice is to hedge between 40% and 60% of the Group's relevant interest exposure.

## Interest rate sensitivity

Based on December 31 levels of borrowings subject to variable rates, lease liabilities and interest-bearing assets subject to variable rates or held for trading, an increase/decrease of one hundred basis points would have affected net income as follows:

in CHF million

| | Increase of hundred basis points | | Decrease of hundred basis points | |
|---|---|---|---|---|
| | 2021 | 2022 | 2021 | 2022 |
| All currencies | 7 | 3 | (7) | (3) |

Separate simulations of the impact of interest rate changes on each of the Swiss franc, euro and US dollar investment holdings have not been completed since an increase/decrease of one hundred basis points is not considered reasonably possible for each of the three currencies.

## Credit risk

Credit risk is managed on a Group basis. Virtually all credit risk arises from cash and cash equivalents (which primarily consist of demand deposits with first-class financial institutions) and from trade receivables (which represent credit exposures to customers).

The Group has significant concentrations of credit risk arising from its investments in cash and cash equivalents. These concentrations relate to demand deposits with banking institutions. For all major counterparty banking institutions, a minimum credit rating of "A" is required. The Group regularly reviews the counterparties' creditworthiness based on the ratings issued by Standard & Poor's. Management does not expect any losses from non-performance by these counterparties.

For trade receivables, the Group has policies in place to ensure that credit sales of products are made to customers with appropriate credit histories. In addition, an active credit management focus is maintained in all the Group's market organizations to ensure that the impact of credit risk is minimized. Details of the impairment estimates of trade receivables are given in note 6.2. The Group has no significant concentrations of corresponding credit risk with trade receivables.

## Liquidity risk

Cash flow forecasting is performed in the operating companies of the Group and aggregated by Corporate Treasury. Corporate Treasury monitors rolling forecasts of the Group's liquidity requirements to ensure it has sufficient cash to meet operational needs while maintaining sufficient headroom on its undrawn established borrowing facilities at all times so that the Group does not breach borrowing limits or covenants (where applicable) on any of its borrowing facilities. Such forecasting takes into consideration the Group's debt financing plans, covenant compliance, compliance with internal balance sheet ratio targets and, if applicable, external regulatory or legal requirements – for example currency restrictions.

Surplus cash held by the operating companies over and above the balance required for working capital management is transferred to Corporate Treasury. Corporate Treasury deposits surplus cash in current accounts and time deposits, choosing instruments with appropriate maturities or sufficient liquidity to provide sufficient headroom as determined by the above-mentioned forecasts. In line with the Group's refinancing strategy, a five-year syndicated stand-by facility of CHF 600 million with the Group's core banks was established in December 2021. In 2022 the Group made use of its right to extend the credit facility by one year; therefore, the new maturity date is now in December 2027. The facility is currently undrawn and can be cancelled by the Group if no longer required at any time. The revolving credit facility of CHF 200 million granted in 2020 by the Martin Hilti Family Trust to the Group was terminated in August 2022. At the reporting date, the Group has cash and cash equivalents of CHF 991 million (2021: CHF 1,264 million).

The following table analyzes the Group's non-derivative financial liabilities into relevant maturity groupings, based on the periods from the balance sheet date to the contractual maturity date. The amounts disclosed in the table are the contractual undiscounted cash flows including future interest payments:

in CHF million

| | 2021 | | | | 2022 | | | |
|---|---|---|---|---|---|---|---|---|
| | < 1 year | 1 to < 2 years | 2 to < 5 years | ≥ 5 years | < 1 year | 1 to < 2 years | 2 to < 5 years | ≥ 5 years |
| Bonds and borrowings | 144 | 122 | 274 | 101 | 314 | 122 | 267 | – |
| Lease liabilities | 127 | 101 | 151 | 111 | 130 | 101 | 149 | 91 |
| Trade and other payables | 680 | 6 | 12 | 10 | 661 | 12 | 12 | 3 |

Most of the non-trading Group's gross or net settled derivative financial instruments are in hedge relationships and are due to be settled gross or net within 12 months of the balance sheet date. These contracts require undiscounted contractual cash inflows of CHF 641 million (2021: CHF 645 million) and undiscounted contractual cash outflows of CHF 638 million (2021: CHF 638 million). All of the non-trading Group's derivative financial instruments are in hedge relationships and are disclosed in note 5.4.

**Capital structure risk management**

The Group's primary objective when managing capital is to add sustainable value for investors while ensuring the independence of the Group. In order to maintain or adjust the capital structure, the Group maintains a flexible dividend policy within the limits of its overall finance policies.

The Group monitors capital on the basis of the equity ratio measured as equity in percentage of total equity and liabilities. The Group views a high equity ratio as the basis for ensuring security, capability of taking risk, independence, flexibility and creditworthiness.

The Group's objective is to maintain a sufficiently high equity ratio, primarily to ensure independence from the influence of external creditors as well as to maintain a high external credit rating to help minimize the cost of debt if and when further debt is issued.

The Group's policy is to maintain a minimum equity ratio of 45% on a mid-term basis. The following table shows equity ratio information at the balance sheet date:

financial amounts in CHF million

| | 2021 | 2022 |
|---|---|---|
| Total equity | 4,294 | 4,579 |
| Total equity and liabilities | 7,469 | 7,426 |
| **Total equity in % of total equity and liabilities** | **57** | **62** |

Based on the Group's credit profile and outlook as assessed by the Credit Suisse Banking Group during 2022 on the basis of the Group's 2021 Financial Report, a credit rating of "High A stable" was assigned (2021: "High A stable") (see Credit Suisse: Swiss Corporate Credit Handbook September 2022).

## 8.2 Income taxes

### Accounting policies

The tax expenses for the period comprise current and deferred income taxes. Income taxes are recognized in the income statement, except to the extent that they relate to items recognized in OCI; in this case, the tax is also recognized in OCI.

**Current income taxes**
The current income tax charge is calculated on the basis of the tax laws enacted or substantively enacted at the balance sheet date in the countries where the company and its subsidiaries operate and generate taxable income. Management periodically evaluates positions taken in tax returns with respect to situations in which applicable tax regulation is subject to interpretation. It establishes provisions where appropriate on the basis of amounts expected to be paid to the tax authorities. If late payment interests and/or penalties or fines are due in connection with additional direct taxes that are payable as the result of a tax audit, a voluntary disclosure, the amendment of a tax return or the like, such payments are considered as income taxes.

**Deferred income taxes**
Deferred income taxes are provided in full, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the consolidated financial statements. However, if the deferred income tax arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss, it is not accounted for. Deferred income tax is determined using tax rates that have been legally or substantially enacted by the balance sheet date and are expected to apply when the related deferred income tax asset is realized or the deferred income tax liability is settled, and reflects uncertainty related to income taxes, if any. Deferred income tax assets are recognized to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilized. Deferred income tax is provided on temporary differences arising on investments in subsidiaries, associates and joint arrangements, except where the timing of the reversal of a temporary difference is controlled by the Group and it is probable that the temporary difference will not be reversed in the foreseeable future.

**Global and local tax reform initiatives**
In October 2021, political consensus was achieved in the so-called Inclusive Framework (IF) on Base Erosion and Profit Shifting (BEPS) to move ahead with a global tax reform initiative (nowadays commonly known as “BEPS 2.0”) that shall minimize profit shifting by introducing a two-pillar approach, mainly to ensure that large multinational enterprises pay their income taxes where consumption takes place and to implement a global minimum corporate income tax. Whereas some guidance on BEPS 2.0 was issued in late 2021 and in the course of 2022 by the Organisation for Economic Co-operation and Development (OECD), which administers the project, further critical details are still to be clarified and published. While action was taken by Hilti based on the guidance that is already available, Hilti will continue monitoring the further developments in this area and will initiate appropriate measures wherever needed to ensure continued tax compliance.

In October 2022, the United Arab Emirates (UAE) Ministry of Finance issued Federal Decree-Law No 47 of 2022 on the Taxation of Corporations and Businesses to enact a new corporate income tax regime in the UAE, applying a tax rate of 9% whereas certain exceptions or special rules apply. Critical guidance on the application of the law, however, is still to be published. As Hilti’s accounting year ends on December 31, it is expected that the new regime will apply to Hilti for the fiscal year ending on December 31, 2024 for the first time. Hilti is currently assessing the impact of the law and continues to monitor the publishing of the upcoming regulations and guidance and is initiating appropriate measures wherever needed to ensure compliance with the new law.

## Management judgment and estimates

The measurement of current and deferred income tax liabilities or assets is dependent on the judgment and interpretation of existing tax laws and regulations in the respective countries and therefore requires certain estimates. Generally, deferred tax assets and liabilities are determined based on temporary differences between the financial accounts and the tax balance and are measured relying on enacted tax rates and, if applicable, on tax rates that are anticipated to be in effect when differences are estimated to reverse, if substantively enacted. Unforeseen changes in these areas may affect the current and deferred tax asset and liability estimates. Additionally, in tax disputes, the judgments taken by management could be challenged by tax authorities, potentially resulting in the payment of additional taxes, interest and/or penalties. Consequently, deviations between the initial assumptions and the final determination of income taxes may lead to material changes to current or deferred income tax expenses for the period in which such income tax becomes definite. Furthermore, the recognition of deferred tax assets on tax loss carryforwards depends on the probability of future taxable profits of Group companies. Several internal and external factors, such as forecasts, interpretations of existing tax laws and regulations, are used in the estimation of such future profits. Tax positions are regularly and proactively clarified with external tax experts to reduce tax contingencies. If such tax positions are still considered as uncertain, they are assessed and treated based on the International Financial Reporting Interpretations Committee's interpretation on "Uncertainty over Income Tax Treatments" (IFRIC 23).

The tax on the Group's profit before tax differs from the theoretical amount that would arise using the weighted average tax rate applicable to profits of the consolidated companies as follows:

financial amounts in CHF million

| | 2021 | 2022 |
|---|---|---|
| **Net income before income tax** | **805** | **668** |
| Tax calculated at domestic tax rates applicable to profits in the respective countries | (127) | (95) |
| Income not subject to tax | 5 | 8 |
| Expenses not deductible for tax purposes | (10) | (9) |
| Utilization of previously unrecognized tax losses | 6 | 1 |
| Tax losses for which no deferred tax asset has been recognized | (2) | (3) |
| Tax attributable to prior years | – | (4) |
| Other effects | (2) | (1) |
| **Income tax expenses** | **(130)** | **(103)** |
| Thereof current tax | (150) | (127) |
| Thereof deferred tax | 20 | 24 |
| Weighted average applicable tax rate (%) | 15.8 | 14.2 |

The line "Other effects" includes the effects of changes in tax rates and expenses or incomes subject to different tax rates.

The tax effects on other comprehensive income are as follows:

in CHF million

| | 2021 | | | 2022 | | |
|---|---|---|---|---|---|---|
| | Pre-tax amount | Tax | After-tax amount | Pre-tax amount | Tax | After-tax amount |
| Remeasurement of defined benefit plans | 211 | (27) | 184 | 184 | (32) | 152 |
| Cash flow hedges | 4 | (1) | 3 | (5) | 1 | (4) |
| Currency translation of foreign operations | (41) | 1 | (40) | (92) | 1 | (91) |
| **Other comprehensive income** | **174** | **(27)** | **147** | **87** | **(30)** | **57** |

## Deferred income tax assets and liabilities

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income taxes relate to the same fiscal authority. The net book values are shown in the table on the right:

in CHF million

| | 2021 | 2022 |
|---|---|---|
| **Recovery of deferred tax balances** | | |
| More than 1 year | (161) | (179) |
| Less than 1 year | 158 | 166 |
| **Total** | **(3)** | **(13)** |
| **Components of deferred tax balances** | | |
| Inventories | 72 | 108 |
| Fixed and intangible assets | 30 | 35 |
| Provisions and employee benefits | 52 | 21 |
| Receivables | (242) | (236) |
| Tax losses | 8 | 8 |
| Trade payables and contract liabilities | 39 | 11 |
| Other | 38 | 40 |
| **Total** | **(3)** | **(13)** |
| of which recognized as deferred tax assets | 162 | 185 |
| of which recognized as deferred tax liabilities | (165) | (198) |

The movements in net deferred tax assets/(liabilities) during the reporting period and prior period are as follows:

in CHF million

| | Inventories | Fixed and intangible assets | Provisions and employee benefits | Receivables | Tax losses | Trade payables and contract liabilities | Other | Total |
|---|---|---|---|---|---|---|---|---|
| **Opening balance at January 1, 2022** | **72** | **30** | **52** | **(242)** | **8** | **39** | **38** | **(3)** |
| (Charged)/credited to income statement | 40 | 10 | 2 | (4) | – | (27) | 3 | 24 |
| (Charged)/credited to OCI | – | – | (32) | – | – | – | – | (32) |
| Currency translation adjustment | (4) | (5) | (1) | 10 | – | (1) | (1) | (2) |
| **Closing balance at December 31, 2022** | **108** | **35** | **21** | **(236)** | **8** | **11** | **40** | **(13)** |
| | | | | | | | | |
| **Opening balance at January 1, 2021** | **56** | **14** | **83** | **(220)** | **6** | **41** | **30** | **10** |
| Changes in scope of consolidation | – | (22) | – | – | 9 | – | 4 | (9) |
| (Charged)/credited to income statement | 17 | 42 | (4) | (31) | (7) | (1) | 4 | 20 |
| (Charged)/credited to OCI | – | – | (27) | – | – | – | – | (27) |
| Currency translation adjustment | (1) | (4) | – | 9 | – | (1) | – | 3 |
| **Closing balance at December 31, 2021** | **72** | **30** | **52** | **(242)** | **8** | **39** | **38** | **(3)** |

Deferred income tax assets are recognized for tax loss carryforwards to the extent that the realization of the related tax benefit through future taxable profits is probable. Details are shown in the table on the right:

Deferred income tax liabilities have not been recognized for withholding tax and other taxes that would be payable on the unremitted earnings of certain subsidiaries totaling CHF 399 million (2021: CHF 326 million). Such amounts are permanently reinvested.

in CHF million

| | 2021 | 2022 |
|---|---|---|
| Tax loss carryforwards recognized in deferred tax | 53 | 42 |
| Unused tax loss carryforwards | 22 | 32 |
| **Total tax loss carryforwards** | **75** | **74** |
| **Expiration of unused tax loss carryforwards:** | | |
| Expiration < 1 year | 2 | 9 |
| Expiration 1 year to < 5 years | 1 | 1 |
| Expiration ≥ 5 years or no expiration date | 19 | 22 |
| Tax effect of unused tax loss carryforwards | 6 | 9 |
| Unremitted earnings subject to withholding tax or other taxes | 326 | 399 |

## 8.3 Business combinations

### Accounting policies

The Group applies the acquisition method to account for business combinations. Identifiable assets acquired, liabilities and contingent liabilities assumed in a business combination are, with limited exceptions, measured initially at their fair values at the acquisition date. The Group recognizes any non-controlling interest in the acquiree at the non-controlling interest's proportionate share of the recognized amounts of the acquiree's identifiable net assets. Acquisition costs are expensed as incurred.

The difference between the acquisition costs and the fair value of the net assets acquired is recognized as goodwill.

When the Group obtains control of an associate in a step acquisition, the previously held interests are measured at fair value at the acquisition date. Any gain or loss resulting from the remeasurement is recognized in other income. Items previously recognized in OCI are reclassified to the income statement.

During the current reporting period, the Group was not involved in any business combinations.

In 2021, Hilti Group increased its interest in Fieldwire Inc. from 5% to 100%, acquiring the remaining 95% of its share capital.

Fieldwire Inc. is the developer of a leading, cloud-based construction project management software based in San Francisco, United States, with a headcount of over 130. The acquisition will accelerate the Group's capability to deliver productivity to customers through software solutions and strengthen its software portfolio.

The acquisition-date fair value of the equity interest held immediately before the acquisition was CHF 16 million and the gain recognized as a result of remeasuring the equity interest to fair value was CHF 13 million.

The acquired business contributed revenues of CHF 1 million and a net loss of CHF 4 million to the Group in the current reporting year. If the acquisition had occurred on January 1, 2021, the Group's revenue would have increased by a further CHF 13 million and net profit would have been decreased by CHF 18 million.

Details of net assets acquired are as follows:

| in CHF million | 2021 |
|---|---|
| **Purchase consideration** | |
| Cash paid | 240 |
| Deferred payment of purchase price to sellers | 1 |
| Fair value of prior owned shares | 16 |
| **Total purchase consideration** | **257** |

Acquisition-related costs, included in other operating expenses in the consolidated income statement for the year ended December 31, 2021, were CHF 4 million.

The assets and liabilities recognized as a result of the acquisition are as follows:

| in CHF million | 2021 |
|---|---|
| **Fair value** | |
| Intangible assets | 111 |
| Deferred tax assets | 13 |
| Cash and cash equivalents | 13 |
| Other assets | 3 |
| Contract liabilities | (9) |
| Deferred tax liabilities | (22) |
| Other liabilities | (2) |
| **Fair value of net assets** | **107** |
| **Goodwill** | **150** |
| **Total purchase consideration** | **257** |
| Purchase consideration settled in cash | (240) |
| Cash and cash equivalents in subsidiary acquired | 13 |
| **Cash outflow on acquisition** | **(227)** |

The goodwill is attributable to the assembled work-force, commercial synergies and economic benefits arising from the software portfolio. It will not be deductible for tax purposes. The fair value of acquired trade and other receivables is CHF 1 million, which corresponds to the gross contractual amount, expected to be fully collectible.

### Transactions with non-controlling interests

During the current and prior reporting period, there were no transactions with non-controlling interests.

## 8.4 Related parties

Details of compensation of key management personnel are as follows:

**Key management personnel compensation**

financial amounts in CHF million

| | 2021 | | 2022 | |
|---|---|---|---|---|
| | Number of members | Remuneration | Number of members | Remuneration |
| Board of Directors | 8 | 4 | 8 | 3 |
| Corporate Management (Executive Board and Executive Management Team) | 31 | 40 | 31 | 30 |
| **Total** | **39** | **44** | **39** | **33** |
| Salaries and other short-term employee benefits | | 28 | | 26 |
| Post-employment benefits | | 6 | | 4 |
| Other employee benefits, mainly related to long-term incentive | | 10 | | 3 |
| **Total employee benefits to key management** | | **44** | | **33** |

Employee benefits to key management include both fixed and variable components. The variable components are performance-linked and include a long-term incentive which is payable only if certain predetermined specific financial targets linked to the sustainable development and growth of the Group's business are achieved. The 2022 portion of the estimated ultimate amount payable has been recognized as an obligation at December 31, 2022, under the heading of other employee benefits (see note 3.2).

Loans amounting to CHF 2 million (2021: CHF 3 million) have been granted to members of the Corporate Management at market interest rates.

**Other transactions and balances with the shareholder**

The Hilti Corporation rendered accounting, administration, rental and other support services to the Martin Hilti Family Trust. The amount invoiced was CHF 1 million (2021: CHF 1 million). These services were charged at cost.

## 8.5 Other information

### Events after the reporting period

There were no significant transactions after the reporting period.

### Group companies and joint arrangements

| Country | Company name and location | Activity<br>S = sales<br>R = research<br>D = development<br>P = production<br>Se = services<br>H = holding |
|---|---|---|
| **Parent company** | | |
| Liechtenstein | Hilti Corporation, Feldkircherstrasse 100, P.O. Box 333, 9494 Schaan,<br>Tel. +423 234 2111, www.hilti.group | S, R, D, P, Se, H |
| **100% owned consolidated Group companies (subsidiaries – including production plants and market organizations)** | | |
| Albania | Hilti Albania sh.p.k., Tirana | S |
| Algeria | Hilti Construction Equipements EURL, Alger | S |
| Argentina | Hilti Argentina S.R.L., Buenos Aires | S |
| Australia | Hilti (Aust.) Pty. Ltd., Rhodes | S |
| Austria | Hilti Austria Gesellschaft m.b.H., Vienna | S |
| | Hilti Holding GmbH, Vienna | H |
| | Hilti Aktiengesellschaft Zweigniederlassung Thüringen, Thüringen | P |
| | Hilti Austria Industrie GmbH, Lanzenkirchen | P, D |
| Belarus | Hilti BY FLLC, Minsk | S |
| Belgium | Hilti Belgium N.V., Brussels | S |
| Bosnia-Herzegovina | Hilti Systems BH d.o.o. Sarajevo, Sarajevo | S |
| Brazil | Hilti do Brasil Comercial Ltda., São Paulo | S |
| Bulgaria | Hilti (Bulgaria) EOOD, Sofia | S |
| Canada | Hilti (Canada) Corporation, Mississauga, Ontario | S |
| Chile | Hilti Chile Limitada, Santiago de Chile | S |

## Group companies and joint arrangements

| Country | Company name and location | Activity<br>S = sales<br>R = research<br>D = development<br>P = production<br>Se = services<br>H = holding |
|---|---|---|
| China | Hilti (China) Ltd., Zhanjiang | P, D |
| | Hilti (China) Distribution Ltd., Shanghai | S |
| | Hilti (PEC Suzhou) Ltd., Suzhou | P |
| | Hilti (Shanghai) Ltd., Shanghai | P, D |
| | Oglaend Industries (Suzhou) Co., Ltd., Suzhou | P |
| Colombia | Hilti Colombia S A S, Bogota D.C. | S |
| Croatia | Hilti Croatia d.o.o., Sesvete | S |
| Czech Republic | Hilti ČR spol. s r.o., Průhonice | S |
| Denmark | Hilti Danmark A/S, Hvidovre | S |
| | Øglænd System A/S, Haderslev | S, Se |
| Estonia | Hilti Eesti OÜ, Tallinn | S |
| Finland | Hilti (Suomi) OY, Vantaa | S |
| France | Hilti France SAS, Boulogne-Billancourt | S |
| | Hilti Digital Marketing Services SAS, Boulogne-Billancourt | Se |
| | Fieldwire France SAS, Paris | Se |
| Germany | Hilti Deutschland AG (Liechtenstein), Zweigniederlassung Deutschland, Kaufering | S |
| | Hilti GmbH Industriegesellschaft für Befestigungstechnik, Kaufering | P |
| | Hilti Entwicklungsgesellschaft mbH, Kaufering | D |
| | Hilti Kunststofftechnik GmbH, Nersingen | P |
| | Hilti Deutschland Logistik GmbH, Oberhausen | Se |
| | PEC Europe GmbH, Duisburg | S |
| | Hilti Seuffer Electronics GmbH, Calw | D |

## Group companies and joint arrangements

| Country | Company name and location | Activity<br>S = sales<br>R = research<br>D = development<br>P = production<br>Se = services<br>H = holding |
|---|---|---|
| Great Britain | Hilti (Gt. Britain) Ltd., Manchester | S |
| | Oglaend System UK Limited, Wednesbury | S |
| Greece | Hilti Hellas S.A., Maroussi | S |
| Hong Kong | Hilti Asia Ltd., Kowloon, Hong Kong | H, Se |
| | Hilti (Hong Kong) Ltd., Kowloon, Hong Kong | S |
| Hungary | Hilti (Hungária) Szolgáltató Kft., Budapest | S |
| | Hilti Szerszám Kft., Kecskemét | P, D |
| India | Hilti India Private Ltd., Gurgaon | S |
| | Hilti Manufacturing India Private Limited, Mumbai | P, D |
| | Hilti Technology Solutions India Private Limited, Pune | Se |
| Indonesia | PT Hilti Nusantara, Jakarta | S |
| Ireland | Hilti (Fastening Systems) Ltd., Dublin | S |
| Israel | Hilti (Israel) Ltd., Petach Tiqva | S |
| Italy | Hilti Italia S.p.A., Sesto San Giovanni | S |
| Japan | Hilti (Japan) Ltd., Yokohama | S |
| Kazakhstan | Hilti Kazakhstan LLP, Almaty | S |
| Korea | Hilti (Korea) Ltd., Seoul | S |
| Latvia | Hilti Services Limited, Riga | S |
| Liechtenstein | Hilti Deutschland AG, Schaan | S |
| | Hilti Equipment Corporation, Schaan | H |
| | Hilti (International) Services, Ltd., Schaan | Se |
| | Hilti Service Corporation, Schaan | Se |
| | Hilti (Schweiz) AG, Zweigniederlassung Schaan, Schaan | S |
| Lithuania | Hilti Complete Systems UAB, Vilnius | S |
| Luxembourg | Hilti Belgium S.A. Succursale, Luxembourg | S |

## Group companies and joint arrangements

| Country | Company name and location | Activity<br>S = sales<br>R = research<br>D = development<br>P = production<br>Se = services<br>H = holding |
|---|---|---|
| Macao | Hilti (Hong Kong) Ltd. Macao Branch, Macao | S |
| Malaysia | Hilti (Malaysia) Sdn. Bhd., Selangor | S |
| | Hilti Asia IT Services Sdn. Bhd., Selangor | Se |
| | Oglaend Industries Sdn Bhd, Kuala Lampur | P, D |
| Mexico | Hilti Mexicana, S.A. de C.V., Mexico City | S |
| | Hilti Operaciones de Mexico, S.A. de C.V., Matamoros | P |
| Montenegro | Hilti Montenegro d.o.o Podgorica, Podgorica | S |
| Morocco | Hilti Maroc S.A., Casablanca | S |
| Netherlands | Hilti Nederland B.V., Berkel en Rodenrijs | S |
| | Hilti International Finance B.V., Berkel en Rodenrijs | Se |
| | Oglaend System BV, Ridderkerk | S |
| New Zealand | Hilti (New Zealand) Limited, Auckland | S |
| Norway | Øglænd Group Holding AS, Kleppe | H |
| | Øglænd Industrier AS, Kleppe | H, Se |
| | Øglænd System AS, Kleppe | S, P, D |
| Panama | Hilti Latin America S.A., Panama City | S, Se |
| | Transportes Continentales S.A., Panama City | Se |
| | Hilti Regional Services S.A., Panama City | Se |
| Peru | Hilti Peru S.A., Lima | S |
| Philippines | Hilti (Philippines) Inc., Metropolitan Manila | S |
| Poland | Hilti (Poland) Sp. z o.o., Warsaw | S |
| Portugal | Hilti (Portugal) – Produtos e Serviços Lda., Porto | S |
| Puerto Rico | Hilti Caribe LLC, San Juan | S |
| Romania | Hilti Romania SRL, Bucharest | S |
| Russian Federation | Hilti Distribution Ltd., Moscow | S |
| | LLC “Oglaend System”, Saint Petersburg | P |

## Group companies and joint arrangements

| Country | Company name and location | Activity<br>S = sales<br>R = research<br>D = development<br>P = production<br>Se = services<br>H = holding |
|---|---|---|
| Serbia | Hilti SMN d.o.o. Beograd, Zemun | S |
| Singapore | Hilti Far East Private Ltd., Singapore | S |
| | Hilti Asia Pacific Pte. Ltd, Singapore | Se |
| | Oglaend System Singapore Pte Ltd., Singapore | S |
| Slovakia | Hilti Slovakia spol. s r.o., Bratislava | S |
| Slovenia | Hilti Slovenija d.o.o., Ljubljana | S |
| South Africa | Hilti Africa Holdings (Pty) Ltd., Johannesburg/Midrand | H |
| Spain | Hilti Española, S.A., Madrid | S |
| Sweden | Hilti Svenska AB, Arlöv-Malmö | S |
| Switzerland | Hilti (Schweiz) AG, Adliswil | S |
| | Hilti Befestigungstechnik AG, Buchs | Se |
| | Hilti-Finanz GmbH, Buchs | H, Se |
| Taiwan | Hilti Taiwan Co., Ltd., Taipei | S |
| Thailand | Hilti (Thailand) Ltd., Bangkok | S |
| Turkey | Hilti Insaat Malzemeleri Ticaret A.Ş., Istanbul | S |
| Ukraine | Hilti (Ukraine) Ltd., Kiev | S |
| United Arab Emirates | Hilti Middle East FZE, Jebel Ali-Free Zone, Dubai | S, Se |
| USA | Hilti Inc., Plano, Texas | S |
| | Hilti of America, Inc., Delaware | H |
| | Hilti Holdings Limited, Delaware | H |
| | Hilti US Manufacturing, Inc., Cypress, California | P |
| | Hilti Fieldwire, Inc., San Francisco, California | S, R, D |
| Venezuela | Hilti Venezuela, S.A., Caracas | S |
| Vietnam | Hilti Vietnam Company Limited, Ho Chi Minh City | S |

## Group companies and joint arrangements

| Country | Company name and location | Activity<br>S = sales<br>R = research<br>D = development<br>P = production<br>Se = services<br>H = holding |
|---|---|---|
| **Less than 100% owned consolidated Group companies (subsidiaries)** | | |
| Bahrain | Hilti Bahrain Co. W.L.L., Manama (49%) | S |
| China | Handan HWC Manufacturing Ltd., Handan (80%) | P |
| Qatar | Hilti Qatar W.L.L., Doha (49%) | S |
| Saudi Arabia | Hilti Saudi Arabia for Construction Tools LLC, Riyadh (75%) | S |
| South Africa | Hilti (South Africa) (Pty) Ltd., Johannesburg/Midrand (87.25%) | S |
| United Arab Emirates | Hilti Emirates LLC, Abu Dhabi (49%) | S |

Although the Group owns less than half of the voting rights of Hilti Bahrain Co. W.L.L., Hilti Qatar W.L.L. and Hilti Emirates LLC, management has determined that the Group controls these three companies. The Group has control as contractual agreements grant the Group the right to appoint and remove management responsible for directing the relevant activities. In addition, the Group is entitled to appoint, remove and substitute a majority of members of the companies' Board of Directors.

| | | |
|---|---|---|
| **Joint operations** | | |
| China | Panasonic Power Tools (Shanghai) Company Limited, Shanghai (49%) | P |
| Germany | HILLOS GmbH, Jena (50%) | P |
| Taiwan | Racing Point Industry Co., Ltd., Kaohsiung (49%) | P |
| USA | Intelligent Construction Tools LLC, Delaware (50%) | P, D |
| **Joint venture** | | |
| South Africa | Hilti SA Holding (Pty) Ltd., Johannesburg/Midrand (49%) | H |

# REPORT OF THE STATUTORY AUDITOR TO THE GENERAL MEETING OF HILTI AKTIENGESELLSCHAFT SCHAAN

## Report on the audit of the consolidated financial statements

### Opinion

We have audited the consolidated financial statements of Hilti Aktiengesellschaft (the Company) and its subsidiaries (the Group), which comprise the consolidated income statement and the consolidated statement of comprehensive income for the year ended 31 December 2022, the consolidated balance sheet as at 31 December 2022 and the consolidated statement of changes in equity and the consolidated cash flow statement for the year then ended, and the notes to the consolidated financial statements, including a summary of significant accounting policies.

In our opinion, the consolidated financial statements (pages 12 to 60) give a true and fair view of the consolidated financial position of the Group as at 31 December 2022 and its financial performance for the year then ended in accordance with International Financial Reporting Standards (IFRS) and the provisions of Liechtenstein law.

### Basis for opinion

We conducted our audit in accordance with Liechtenstein law and International Standards on Auditing (ISAs). Our responsibilities under those provisions and standards are further described in the “Auditor’s Responsibilities for the Audit of the consolidated Financial Statements” section of our report.

We are independent of the Group in accordance with the provisions of Liechtenstein law and the requirements of the audit profession, as well as the International Code of Ethics for Professional Accountants (including International Independence Standards) of the International Ethics Standards Board for Accountants (IESBA Code) and we have fulfilled our other ethical responsibilities in accordance with these requirements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Our audit approach

**Overview**

Overall Group materiality: CHF 33 million

Audit scope:
- We concluded full scope audit work at 19 reporting units.
- Our full scope audit work addressed 79% of the Group's total revenue and 75% of the Group's total assets.
- In addition, specified procedures were performed for one reporting unit, representing a further 1% of the Group's total revenue and 1% of the Group's total assets.
- Furthermore, we performed additional procedures to address other reporting units as deemed appropriate.

As key audit matters the following areas of focus have been identified:
- Capitalized development costs
- Goodwill impairment assessment

## Materiality

The scope of our audit was influenced by our application of materiality. Our audit opinion aims to provide reasonable assurance that the consolidated financial statements are free from material misstatement. Misstatements may arise due to fraud or error. They are considered material if, individually or in aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the consolidated financial statements.

Based on our professional judgement, we determined certain quantitative thresholds for materiality, including the overall Group materiality for the consolidated financial statements as a whole as set out in the table below. These, together with qualitative considerations, helped us to determine the scope of our audit and the nature, timing and extent of our audit procedures and to evaluate the effect of misstatements, both individually and in aggregate, on the consolidated financial statements as a whole.

| | |
|---|---|
| **Overall Group materiality** | CHF 33 million |
| **How we determined it** | Net income before income tax expenses |
| **Rationale for the materiality benchmark applied** | We chose net income before income tax expenses as the benchmark because, in our view this is the most commonly used performance measure for the industry in which the Group operates and it is a generally accepted benchmark. |

## Audit scope

We tailored the scope of our audit in order to perform sufficient work to enable us to provide an opinion on the consolidated financial statements as a whole, taking into account the structure of the Group, the accounting processes and controls, and the industry in which the Group operates.

The consolidated financial statements are a consolidation of over 100 reporting units, comprising the Group's operating businesses and market organisations, production plants, research and development centres, and centralised functions.

Subsequently, we determined the type and level of audit work required from component auditors in order that sufficient appropriate audit evidence had been obtained for our opinion on the Group consolidated financial statements as a whole. At the largest reporting units (market organisations) in the USA and Germany, we were directly involved in the audits. The oversight procedures we performed for the remaining component audits were tailored based on the size and complexity of the components.

The Group's reporting units vary significantly in size. We identified 19 reporting units where a full scope audit of the complete financial information was required, thereof four reporting units which were financially significant due to their size. All these component audits accounted for 79% of the Group's total revenue and 75% of the Group's total assets. Specific audit procedures on certain balances and transactions were performed for one reporting unit representing a further 1% of the Group's total revenue and 1% of the Group's total assets. Finally, for the remaining reporting units we performed additional procedures on Group level.

## Key Audit Matters

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the consolidated financial statements of the current period. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

| Key audit matter | How our audit addressed the key audit matter |
| --- | --- |
| **Capitalized development costs**<br><br>Refer to note 4.3 for the accounting policies.<br><br>We focused on this area due to the significance of total capitalized internal development costs (CHF 865 million as of 31 December 2022 accounted for in the balance sheet item intangible assets) and because significant judgement is involved in assessing whether costs are either research or development in nature and whether the criteria set forth in IAS 38 Intangible assets, have been met, particularly:<br><br>• Generation of probable future economic benefit.<br>• Reliable measure of the attributable expenditure; and technical feasibility of the project. | We assessed and tested the design and operating effectiveness of the key controls relating to the capitalization process, particularly those that:<br><br>• Address whether costs are research or development in nature.<br>• Address the risks relating to the 'probable future economic benefit' and 'technical feasibility'.<br>• Ensure the correct, timely and complete capitalization of the internal employee costs and any other project-related costs.<br><br>We held interviews with the business unit controllers and project managers, to:<br><br>• Gain an understanding of their development projects and why specific projects were considered to meet the requirements of the relevant accounting standards.<br>• Discuss specific project topics and risks and critically assess their responses.<br><br>Our work also included substantive audit procedures (e.g., reading the project documentation, evaluating the project's key assumptions, testing a sample of standard hourly rates).<br><br>Overall, we identified no significant findings in relation to the capitalization of internal development costs. |
| **Goodwill impairment assessment**<br><br>Refer to note 4.3 for the accounting policies.<br><br>The balance sheet item intangible assets includes CHF 233 million of goodwill at 31 December 2022 which arises for CHF 83 million from the acquisition of the Oglaend Group in 2017 and for CHF 150 million from the acquisition of Fieldwire Inc. in 2021.<br><br>Under IAS 36, the Group is required to determine the recoverable amount of the cash generating units as part of an annually performed impairment assessment. This annual impairment test was significant to our audit, as the goodwill balance as of 31 December 2022 is significant to the consolidated financial statements.<br><br>Furthermore, the carrying value of goodwill is contingent on future cash flows and there is a risk if these cash flows do not meet the Group's expectations that the assets will be impaired. The impairment reviews performed by the Group contain several significant assumptions, including forecasts of free cash flows, which are based on expected sales volumes and the long-term growth, and discount rate. Changes in these assumptions can have a significant impact on the headroom available in the impairment calculations. | We have performed the following procedures for the goodwill impairment assessments:<br><br>• Assessment of the mathematical accuracy of managements goodwill impairment model and reconciliation with underlying forecasts approved by the management.<br>• Testing of management's forecasts by comparing forecast growths to historical growth or actual performance, applying sensitivities to future cash flows and assessing long term growth assumptions.<br>• Audit of the discount rate applied by management.<br><br>Based on the procedures performed, we conclude that the goodwill impairment assessment is free of material misstatements. |

## Other information in the annual report

The Board of Directors is responsible for the other information in the Annual Report. The other information comprises all information included in the annual report, but does not include the consolidated financial statements, the stand-alone financial statements, the management report and our auditor's reports thereon.

Our opinion on the consolidated financial statements does not cover the other information in the annual report and we do not express any form of assurance conclusion thereon.

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information in the annual report and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

## Responsibilities of the Board of Directors for the Consolidated Financial Statements

The Board of Directors is responsible for the preparation of the consolidated financial statements that give a true and fair view in accordance with Liechtenstein law and IFRS, and for such internal control as the Board of Directors determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, the Board of Directors is responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board of Directors either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

## Auditor's Responsibilities for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Liechtenstein law and ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

As part of an audit in accordance with Liechtenstein law and ISAs, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements or, whether due to fraud design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations or the override of internal control.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.

- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made.

- Conclude on the appropriateness of the Board of Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.

- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the Group audit. We remain solely responsible for our audit opinion.

We communicate with the Board of Directors or the Audit Committee regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

From the matters communicated with the Board of Directors or the Audit Committee, we determine those matters that were of most significance in the audit of the consolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

## Report on Other Legal and Regulatory Requirements

The accompanying management report has been prepared in accordance with the applicable legal requirements, is consistent with the consolidated financial statements and, in our opinion, based on the knowledge obtained in the audit of the consolidated financial statements and our understanding of the Group and its environment does not contain any material misstatements.

We further confirm that the consolidated financial statements comply with Liechtenstein law and the articles of incorporation. We recommend that the accompanying consolidated financial statements submitted to you be approved.

PricewaterhouseCoopers AG

Stefan Räbsamen

Beat Inauen
Liechtenstein Certified Public Accountant
Auditor in charge

St. Gallen, March 15, 2023

# Financial Statements Hilti Corporation

INCLUDING BRANCHES

# BALANCE SHEET

## as at December 31

in CHF million

| | Note | 2021 | 2022 |
|---|---|---|---|
| **Assets** | | | |
| Intangible assets | 4 | 175 | 120 |
| Property, plant and equipment | 5 | 424 | 428 |
| Financial investments | 6 | 2,167 | 2,238 |
| **Total non-current assets** | | **2,766** | **2,786** |
| Inventories | 7 | 180 | 254 |
| Trade and other receivables | 8 | 806 | 1,034 |
| Accrued income and prepayments | | 54 | 73 |
| Cash and cash equivalents | | 997 | 631 |
| **Total current assets** | | **2,037** | **1,992** |
| **Total assets** | | **4,803** | **4,778** |
| | | | |
| **Equity and liabilities** | | | |
| Share capital | | 127 | 127 |
| Legal reserves | | 108 | 108 |
| Foreign currency translation reserve | | (20) | (23) |
| Retained earnings brought forward | | 2,661 | 2,818 |
| Net income | | 494 | 395 |
| **Total equity** | 9 | **3,370** | **3,425** |
| Provisions | 10 | 109 | 83 |
| Borrowings, payables and other liabilities | 11 | 1,205 | 1,159 |
| Accrued liabilities and deferred income | | 119 | 111 |
| **Total liabilities** | | **1,433** | **1,353** |
| **Total equity and liabilities** | | **4,803** | **4,778** |

# INCOME STATEMENT

in CHF million

| | Note | 2021 | 2022 |
|---|---|---|---|
| Net sales | | 3,450 | 3,712 |
| Change in inventory of finished goods and work in progress | | 2 | (1) |
| Capitalized own production | | 3 | 3 |
| Other operating revenues | | 9 | 13 |
| **Total operating revenues** | | **3,464** | **3,727** |
| Material costs | 12 | (1,516) | (1,645) |
| Personnel expenses | 13 | (359) | (351) |
| Depreciation and amortization | 14 | (43) | (99) |
| Other operating expenses | | (1,040) | (1,196) |
| **Total operating expenses** | | **(2,958)** | **(3,291)** |
| **Operating result** | | **506** | **436** |
| Financial revenues | 15 | 73 | 37 |
| Financial expenses | 16 | (26) | (27) |
| **Financial result** | | **47** | **10** |
| **Net income before income tax expense** | | **553** | **446** |
| Tax expense | | (59) | (51) |
| **Net income** | | **494** | **395** |

# NOTES TO THE FINANCIAL STATEMENTS HILTI CORPORATION

## 1 General information

Hilti Corporation is a limited by shares company incorporated and domiciled in the Principality of Liechtenstein. Its registered office is at Feldkircherstrasse 100, 9494 Schaan, Liechtenstein. Hilti Corporation is the parent and main operating company of the Hilti Group. The shareholder has an interest in the Group through its interest in Hilti Corporation. The accompanying Group's consolidated financial statements are the most significant indicator of the Group's financial position and financial performance.

## 2 Accounting policies

### 2.1 Overview

In contrast to the Group's consolidated financial statements, which have been prepared in accordance with International Financial Reporting Standards (IFRS), the financial statements of Hilti Corporation have been prepared in accordance with Liechtenstein's corporations law, the "Personen- und Gesellschaftsrecht (PGR)". As a result, there are significant differences between the accounting treatments in the financial statements of Hilti Corporation and the accounting treatments in the Group's consolidated financial statements. The significant measurement, recognition and presentation differences are listed below. Apart from these differences, the accounting policies adopted for the measurement, recognition and presentation of financial statement items in both sets of financial statements are substantially the same.

### 2.2 Differences in accounting policies to those of the Group

The following table identifies the relevant financial statement items and the corresponding treatments where the accounting policies adopted for the measurement and recognition of items in the financial statements of Hilti Corporation are significantly different from those adopted in the Group's consolidated financial statements.

| Relevant financial statement item | Treatment in financial statements of Hilti Corporation | Treatment in Group financial statements |
|---|---|---|
| Valuation of property, plant and equipment | In accordance with taxation rules pursuant to Article 1086 of the PGR. | At lower of market value and historical cost subject to adjustment for depreciation based on economic estimates. |
| Valuation of inventories | In accordance with taxation rules pursuant to Article 1086 of the PGR. | At lower of market value and historical cost subject to adjustment for obsolescence based on economic estimates. |
| Valuation of investments in associated companies and joint ventures | At historical cost. | In accordance with the equity method of accounting. |
| Valuation of provisions | Based on business risk criteria. | In accordance with the best estimate of the amounts required to satisfy existing obligations. |
| Reporting of derivative financial instruments hedging anticipated operating transactions (cash flow hedges) | Recognized at fair value with value changes reported directly in the income statement. | Recognized at fair value with value changes reported as part of equity and reclassified to the income statement when the anticipated operating transactions occur. |
| Reporting of development costs | All immediately expensed. | For qualifying new product developments, capitalized during the development phases and subsequently amortized over the sales lives of the new products while other development costs are immediately expensed. |
| Measurement of pension plan obligation | Treated as defined contribution plan. | Treated as defined benefit plan with cumulative remeasurements recognized directly in equity. |
| Reporting of operating lease contracts | Lease payments are recognized in the income statement in the period in which they are incurred. Payment commitments are reported as off-balance sheet commitments. | Recognized on the balance sheet, reflecting right of use assets as well as lease liabilities – except for short-term contracts and low-value assets. |

| Relevant financial statement item | Presentation in financial statements of Hilti Corporation | Presentation in Group financial statements |
|---|---|---|
| Investments in deposits, bonds and equities restricted to the funding of losses arising from damages to assets and losses arising from product-related obligations | Included in financial investments. | Included in other financial investments at fair value through profit or loss under non-current other financial assets line item. |
| Investments in short-term cash deposits with an original maturity of longer than three months but lower than 12 months | Included in cash and cash equivalents. | Included in other financial investments at amortized costs under current other financial assets line item. |
| Recognized values of derivative financial instruments | Included in accrued income and prepayments or accrued liabilities and deferred income as applicable. | Presented in the derivative financial instruments under each of the current and non-current other financial assets and other financial liabilities line items. |
| Short-term tax obligations | Included in provisions. | Included in income tax payables under trade and other payables, mainly under current liabilities heading. |

The table above identifies the significant presentation differences relating to items in the financial statements of Hilti Corporation and the corresponding items in the Group's consolidated financial statements.

### 2.3 Changes in accounting policies

There have been no material changes in accounting policies in the 2022 financial statements of Hilti Corporation from those adopted in 2021.

## 3 Exchange rates

For details of foreign exchange rates of principal currencies that have been applied for translation into Swiss francs, see note 1.7 of the Group's consolidated financial statements.

## 4 Intangible assets

in CHF million

| | Rights | Other intangible assets | Total |
|---|---|---|---|
| **Cost 2022** | | | |
| **Opening balance at January 1, 2022** | **4** | **291** | **295** |
| Additions | – | 21 | 21 |
| Disposals | – | (27) | (27) |
| **Closing balance at December 31, 2022** | **4** | **285** | **289** |
| **Accumulated amortization 2022** | | | |
| **Opening balance at January 1, 2022** | **(4)** | **(116)** | **(120)** |
| Additions | – | (75) | (75) |
| Disposals | – | 26 | 26 |
| **Closing balance at December 31, 2022** | **(4)** | **(165)** | **(169)** |
| **Net book values at December 31, 2022** | **–** | **120** | **120** |
| Net book values at December 31, 2021 | – | 175 | 175 |

## 5 Property, plant and equipment

in CHF million

| | Land and buildings | Plant and machinery | Other operating equipment | Prepayments or assets under construction | Total |
|---|---|---|---|---|---|
| **Cost 2022** | | | | | |
| **Opening balance at January 1, 2022** | **569** | **401** | **106** | **13** | **1,089** |
| Currency translation adjustment | (2) | (2) | (2) | – | (6) |
| Additions | 1 | 13 | 4 | 15 | 33 |
| Disposals | (26) | (10) | (21) | – | (57) |
| Transfers | – | 5 | – | (5) | – |
| **Closing balance at December 31, 2022** | **542** | **407** | **87** | **23** | **1,059** |
| **Accumulated depreciation 2022** | | | | | |
| **Opening balance at January 1, 2022** | **(207)** | **(365)** | **(93)** | **–** | **(665)** |
| Currency translation adjustment | 1 | 1 | 1 | – | 3 |
| Additions | (6) | (14) | (4) | – | (24) |
| Disposals | 26 | 8 | 21 | – | 55 |
| **Closing balance at December 31, 2022** | **(186)** | **(370)** | **(75)** | **–** | **(631)** |
| **Net book values at December 31, 2022** | **356** | **37** | **12** | **23** | **428** |
| Net book values at December 31, 2021 | 362 | 36 | 13 | 13 | 424 |

## 6 Financial investments

in CHF million

| | Shareholdings | Loans to Group companies | Other financial investments | Total |
|---|---|---|---|---|
| **Cost 2022** | | | | |
| **Opening balance at January 1, 2022** | **2,314** | **24** | **12** | **2,350** |
| Currency translation adjustment | – | (2) | – | (2) |
| Additions | 52 | 16 | – | 68 |
| **Closing balance at December 31, 2022** | **2,366** | **38** | **12** | **2,416** |
| **Accumulated valuation allowance 2022** | | | | |
| **Opening balance at January 1, 2022** | **(183)** | **–** | **–** | **(183)** |
| Disposals | 5 | – | – | 5 |
| **Closing balance at December 31, 2022** | **(178)** | **–** | **–** | **(178)** |
| **Net book values at December 31, 2022** | **2,188** | **38** | **12** | **2,238** |
| Net book values at December 31, 2021 | 2,131 | 24 | 12 | 2,167 |

A list of Group companies, directly or indirectly held by Hilti Corporation, is included in note 8.5 of this Financial Report. Pursuant to Article 1094 (3) of the PGR, some details relating to investments in Group companies have not been disclosed in this list.

## 7 Inventories

in CHF million

| | 2021 | 2022 |
|---|---|---|
| Raw materials | 17 | 24 |
| Consumables | 9 | 11 |
| Production in progress | 9 | 8 |
| Finished products and goods held for resale | 145 | 211 |
| **Total inventories** | **180** | **254** |

Total inventories include a provision of CHF 126 million (2021: CHF 89 million), noted in accordance with tax regulations.

## 8 Trade and other receivables

in CHF million

| | 2021 | | | 2022 | | |
|---|---|---|---|---|---|---|
| | Short-term | Long-term | Total | Short-term | Long-term | Total |
| Trade accounts receivables from third parties | 20 | – | 20 | 23 | – | 23 |
| Trade accounts receivables from Group companies | 707 | – | 707 | 921 | – | 921 |
| **Total trade accounts receivables** | **727** | **–** | **727** | **944** | **–** | **944** |
| Other accounts receivables from third parties | 22 | – | 22 | 27 | – | 27 |
| Other accounts receivables from Group companies | 57 | – | 57 | 63 | – | 63 |
| **Total other accounts receivables** | **79** | **–** | **79** | **90** | **–** | **90** |
| **Total trade and other receivables** | **806** | **–** | **806** | **1,034** | **–** | **1,034** |

The contractual maturity for short-term receivables is less than one year and for long-term receivables over one year.

## 9 Equity

in CHF million

| | Share and PC capital | Legal reserves | Foreign currency translation reserve | Retained earnings | Total equity |
|---|---|---|---|---|---|
| **Equity at January 1, 2022** | **127** | **108** | **(20)** | **3,155** | **3,370** |
| Dividend paid | – | – | – | (337) | (337) |
| Foreign currency translation differences | – | – | (3) | – | (3) |
| Net income | – | – | – | 395 | 395 |
| **Equity at December 31, 2022** | **127** | **108** | **(23)** | **3,213** | **3,425** |

The share capital consists of 253,440 registered shares with a par value of CHF 500 each.

The currency translation differences arise from the inclusion of the income statement and balance sheet items of plant Thüringen, Austria, which are denominated in euro. The foreign currency translation reserve comprises the accumulated foreign currency gains and losses recognized in equity since 2003.

## 10 Provisions

in CHF million

| | 2021 | 2022 |
|---|---|---|
| Provision for employee benefits | 44 | 25 |
| Tax obligations | 59 | 50 |
| Other provisions | 6 | 8 |
| **Total provisions** | **109** | **83** |

## 11 Borrowings, payables and other liabilities

in CHF million

| | 2021 | | | 2022 | | |
|---|---|---|---|---|---|---|
| | Short-term | Long-term | Total | Short-term | Long-term | Total |
| **Bonds** | – | 450 | 450 | **100** | **350** | **450** |
| **Bank borrowings** | – | – | – | **20** | **–** | **20** |
| Trade accounts payables third parties | 193 | – | 193 | 181 | – | 181 |
| Trade accounts payables Group companies | 158 | – | 158 | 168 | – | 168 |
| **Total trade accounts payables** | **351** | **–** | **351** | **349** | **–** | **349** |
| Other liabilities owing to third parties | 14 | 10 | 24 | 27 | 8 | 35 |
| Other liabilities owing to Group companies | 368 | 12 | 380 | 305 | – | 305 |
| **Total other liabilities** | **382** | **22** | **404** | **332** | **8** | **340** |
| **Total borrowings, payables and other liabilities** | **733** | **472** | **1,205** | **801** | **358** | **1,159** |

The contractual maturity for short-term liabilities is less than one year and for long-term liabilities over one year. The total amount of liabilities with a remaining term of more than five years is CHF 0 million.

## 12 Material costs

in CHF million

| | 2021 | 2022 |
|---|---|---|
| Raw materials, consumables and bought-in goods for resale | (1,503) | (1,631) |
| Outsourced manufacturing | (13) | (14) |
| **Total material costs** | **(1,516)** | **(1,645)** |

## 13 Personnel expenses

in CHF million

| | 2021 | 2022 |
|---|---|---|
| Wages and salaries | (298) | (288) |
| Pension contributions | (42) | (46) |
| Other social contributions | (19) | (17) |
| **Total personnel expenses** | **(359)** | **(351)** |

## 14 Depreciation and amortization

This position comprises depreciation and amortization of intangible assets and property, plant and equipment.

## 15 Financial revenues

in CHF million

| | 2021 | 2022 |
|---|---|---|
| **Recovery of depreciation on financial assets** | **22** | **5** |
| Financial investment revenues from third parties | 2 | 1 |
| Financial investment revenues from Group companies | 49 | 31 |
| **Total revenues from financial investments** | **51** | **32** |
| **Total financial revenues** | **73** | **37** |

## 16 Financial expenses

in CHF million

| | 2021 | 2022 |
|---|---|---|
| **Depreciation on financial assets** | **(1)** | **–** |
| Interest and similar expenses incurred to third parties | (7) | (6) |
| Interest and similar expenses incurred to Group companies | (3) | (4) |
| **Total interest and similar expenses** | **(10)** | **(10)** |
| **Operating currency and hedge gains/(losses)** | **(15)** | **(17)** |
| **Total financial expenses** | **(26)** | **(27)** |

## 17 Derivative financial instruments

Hilti Corporation enters into derivative contracts to hedge mainly foreign currency risks arising from forecast foreign currency sales and purchases transactions. Derivative contracts are recognized when the applicable forecast transactions occur. Until then, they remain off-balance sheet. Recognized (i.e., on-balance sheet) derivative contracts are reported at fair value. Changes in the fair value of recognized derivative contracts are reported in the income statement. In accordance with Article 1093 of the PGR, details of the on- and off-balance sheet derivative contracts outstanding at balance sheet date are as follows:

in CHF million

| | 2021 | 2022 |
|---|---|---|
| **Contract face amounts** | | |
| Foreign currency forward contracts | 633 | 615 |
| Interest rate swaps | 60 | 60 |
| **Total contract face amounts** | **693** | **675** |
| **Contract values** | | |
| Foreign currency forward contracts | 10 | 7 |
| Interest rate swaps | 2 | – |
| **Total contract values** | **12** | **7** |
| **Reporting of contract values** | | |
| Contract values recognized (on-balance sheet) | 12 | 7 |
| **Total contract values** | **12** | **7** |

## 18 Segment information

Pursuant to Article 1094 (2) of the PGR, a breakdown of net sales has not been disclosed.

## 19 Contingent liabilities

in CHF million

| | 2021 | 2022 |
|---|---|---|
| Guarantees third parties | – | – |
| Guarantees Group companies | 165 | 182 |
| **Total contingent liabilities** | **165** | **182** |

## 20 Commitments

Payment commitments arising from operating lease contracts are as follows:

in CHF million

| | 2021 | 2022 |
|---|---|---|
| Expiring within 1 year | – | 1 |
| Expiring between 1 and 5 years | 1 | 1 |
| **Total commitments** | **1** | **2** |

## 21 Remuneration of the Board of Directors and the Corporate Management

For details of the remuneration of the Board of Directors and the Corporate Management, see note 8.4 of the Group's consolidated financial statements.

## 22 Other transactions and balances with the shareholder

For details about other transactions and balances with the shareholder, see note 8.4 within the notes to the consolidated financial statements.

## 23 Number of employees

The breakdown of employees by nationality is as follows:

| | 2021 | % | 2022 | % |
|---|---|---|---|---|
| Austria | 857 | 39 | 875 | 38 |
| Germany | 457 | 21 | 468 | 20 |
| Switzerland | 215 | 10 | 217 | 9 |
| Liechtenstein | 131 | 6 | 132 | 6 |
| Other countries | 548 | 24 | 637 | 27 |
| **Total employees** | **2,208** | **100** | **2,329** | **100** |

## 24 Management report

Pursuant to Article 1121 (3) of the PGR, the management report of Hilti Corporation has been combined with the consolidated management report. The consolidated management report is on pages 8 to 10 of this Financial Report (see here).

## 25 Appropriation of retained earnings

in CHF million

| | 2021 | 2022 |
|---|---|---|
| Profit brought forward | 2,661 | 2,818 |
| Net income | 494 | 395 |
| **At the disposal of the General Meeting** | **3,155** | **3,213** |
| **Proposal by the Board of Directors** | | |
| Dividend of CHF 1,110 (2021: CHF 1,330) per share | 337 | 281 |
| Balance carried forward | 2,818 | 2,932 |
| **Total** | **3,155** | **3,213** |

# REPORT OF THE STATUTORY AUDITOR TO THE GENERAL MEETING OF HILTI AKTIENGESELLSCHAFT SCHAAN

## Report on the audit of the financial statements

### Opinion

We have audited the financial statements of Hilti Aktiengesellschaft (the Company), which comprise the balance sheet as at 31 December 2022, the income statement for the year then ended, and the notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the financial statements (page 66 to 77) give a true and fair view of the financial position of the Company as at 31 December 2022 and its financial performance for the year then ended in accordance with Liechtenstein law.

### Basis for Opinion

We conducted our audit in accordance with Liechtenstein law and International Standards on Auditing (ISAs). Our responsibilities under those provisions and standards are further described in the “Auditor’s Responsibilities for the Audit of the Financial Statements” section of our report.

We are independent of the Company in accordance with the provisions of Liechtenstein law and the requirements of the audit profession, as well as the International Code of Ethics for Professional Accountants (including International Independence Standards) of the International Ethics Standards Board for Accountants (IESBA Code) and we have fulfilled our other ethical responsibilities in accordance with these requirements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Our audit approach

**Overview**

Overall materiality: CHF 26.5 million

We tailored the scope of our audit in order to perform sufficient work to enable us to provide an opinion on the financial statements as a whole, taking into account the structure of the entity, the accounting processes and controls, and the industry in which the entity operates.

We have determined that there are no key audit matters to communicate in our report.

## Materiality

The scope of our audit was influenced by our application of materiality. Our audit opinion aims to provide reasonable assurance that the financial statements are free from material misstatement. Misstatements may arise due to fraud or error. They are considered material if, individually or in aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the financial statements.

Based on our professional judgement, we determined certain quantitative thresholds for materiality, including the overall materiality for the financial statements as a whole as set out in the table below. These, together with qualitative considerations, helped us to determine the scope of our audit and the nature, timing and extent of our audit procedures and to evaluate the effect of misstatements, both individually and in aggregate, on the financial statements as a whole.

| | |
|---|---|
| **Overall materiality** | CHF 26.5 million |
| **How we determined it** | Net income before income tax expense |
| **Rationale for the materiality benchmark applied** | We chose net income before income tax expense as the benchmark because, in our view, this is the most commonly used performance measure for the entity and it is a generally accepted benchmark. |

## Audit scope

We designed our audit by determining materiality and assessing the risks of material misstatement in the financial statements. In particular, we considered where subjective judgements were made; for example, in respect of significant accounting estimates that involved making assumptions and considering future events that are inherently uncertain. As in all of our audits, we also addressed the risk of management override of internal controls, including among other matters consideration of whether there was evidence of bias that represented a risk of material misstatement due to fraud.

We tailored the scope of our audit in order to perform sufficient work to enable us to provide an opinion on the financial statements as a whole, taking into account the structure of the entity, the accounting processes and controls, and the industry in which the entity operates.

## Key Audit Matters

We have determined that there are no key audit matters to communicate in our report.

## Other Information in the Annual Report

The Board of Directors is responsible for the other information in the annual report. The other information comprises that information included in the annual report, but does not include the consolidated financial statements, the stand-alone financial statements, the management report and our auditor's report thereon.

Our opinion on the financial statements does not cover the other information, and we do not express any form of assurance conclusion thereon.

In connection with our audit, we have the responsibility to read the other information and to consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

If, on the basis of our work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

## Responsibilities of the Board of Directors for the Financial Statements

The Board of Directors is responsible for the preparation of the financial statements that give a true and fair view in accordance with Liechtenstein law, and for such internal control as the Board of Directors determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the Board of Directors is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board of Directors either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

## Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Liechtenstein law and ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with Liechtenstein law and ISAs, we exercise professional judgement and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements or, whether due to fraud design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made.
- Conclude on the appropriateness of the Board of Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the Board of Directors or the Audit Committee regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

From the matters communicated with the Board of Directors or the Audit Committee, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

## Report on Other Legal and Regulatory Requirements

The accompanying management report has been prepared in accordance with the applicable legal requirements, is consistent with the financial statements and, in our opinion, based on the knowledge obtained in the audit of the financial statements and our understanding of the Company and its environment does not contain any material misstatements.

We further confirm that the financial statements and the proposed appropriation of retained earnings comply with Liechtenstein law and the articles of incorporation. We recommend that the accompanying financial statements submitted to you be approved.

PricewaterhouseCoopers AG

| | |
|---|---|
| Stefan Räbsamen | Beat Inauen<br>Liechtenstein Certified<br>Public Accountant<br>Auditor in charge |

St. Gallen, March 15, 2023


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# Corporate Governance

**Election and term of office for the members of the Board of Directors**

Members of the Board of Directors of Hilti Corporation are elected by the Annual General Meeting, generally for a three-year term with the possibility of re-election. In principle, the admissible term of office shall be limited to four terms and the mandate shall lapse with effect at the end of the business year in which the relevant member reaches the age of 70. For good reason, the term of office may be extended.

**Allocation of responsibilities and duties of the Board of Directors**

The Board of Directors is the supreme executive body of Hilti Corporation and responsible for superintendence, supervision and control of the management. In addition to further legally defined obligations, the Board of Directors adopts the fundamental strategic orientation of the Group, approves the Group's strategic planning and material business decisions, searches for and proposes eligible candidates to the General Meeting for election as members of the Board of Directors and ensures the succession planning and appointment of the Executive Board.

In the last business year, the Board of Directors supervised the activities of the Executive Board and supported it in a consultative capacity. The Board of Directors took a strategic focus and was actively involved in projects concerning Group strategy. In several multiday Board meetings and visits (performed physically or virtually, as practicable) to major operating units of the Group, as well as on the basis of written and oral reports of the Executive Board, the Board of Directors dealt intensively with the economic situation, day-to-day running of the business, as well as with its corporate policy, financial planning, risk management and basic questions of corporate development. Furthermore, the Board of Directors was kept fully informed by the statutory auditors on the results of the audit of the annual financial statements.

**Audit Committee**

The Audit Committee assists the Board of Directors in fulfilling its supervisory responsibilities with respect to the accounting and financial reporting practices of Hilti Corporation and its subsidiaries, compliance with legal and regulatory requirements, the internal and external audit processes, as well as with its oversight of risk management. The overall responsibility for the tasks delegated to the Audit Committee remains with the Board of Directors. In 2022, the Audit Committee consisted of Carla De Geyseleer (Chair of the Audit Committee) and Dr. Daniel Daeniker.

**Internal audit**

The internal audit department, Corporate Audit, supports the Board of Directors by monitoring the internal control status within Group companies. To achieve this, Corporate Audit conducts audits focused on controls within major transaction cycles as well as on processes for management of selected corporate risks. Corporate Audit's objective is to provide transparency over the Group's control environment and enable security to be provided over the Group's resources.

**Risk management**

The Group maintains an enterprise-wide risk management process which involves a complete risk inventory with different risk owners assigned to manage all known strategic, financial and occurrence-oriented risks of the Group. The risk owners are responsible for evaluating, implementing, reviewing and monitoring compliance with the corresponding risk mitigation measures for their respective risks. For financial and occurrence-oriented risks, the Corporate Risk Manager is responsible for the risk reporting process and for ensuring that the reported content and identified measures regarding the identified risks are plausible. Corporate Audit undertakes reviews of selected risks as part of their internal control reviews in Group companies (see above) and in corporate functions managed by the respective risk owners. For strategic risks, Corporate Development runs annual strategy review workshops with the Executive Board. The risk management reporting is regularly reviewed by the Audit Committee, on behalf of the Board of Directors.

**Shareholders' rights**

Details of share capital are given in the Group financial statements (see note 5.6). In principle, resolutions of the General Meeting are passed by absolute majority of the voting shares represented. A majority of at least three quarters of the voting shares represented at the General Meeting is required for: an amendment to the Articles of Association, an increase in the share capital, the buyback of shares, the restriction or cancelation of the subscription right, mergers with other companies, transformation of the company into another legal form or the dissolution of the company.

## Auditors

The examinations of the Group financial statements and the financial statements of Hilti Corporation are conducted by PricewaterhouseCoopers AG, St. Gallen (leading auditor). The company was re-appointed in March 2022 for the 2022 year. The auditor-in-charge has been responsible for the mandate from 2019 following a partner rotation after the 2018 year. In respect of the 2022 year, audit fees of PricewaterhouseCoopers amount to CHF 2.3 million, whereas the audit-related fees amount to CHF 0.2 million and the non-audit fees amount to CHF 0.1 million. Total audit fees of the Group, including audits not performed by PricewaterhouseCoopers, amount to CHF 2.8 million.

# INVESTOR INFORMATION

## Contact information

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## Key dates

| | |
|---|---|
| Interim financial information January to April 2023 | May 16, 2023 |
| Interim financial information January to August 2023 | September 21, 2023 |
| Publication of the 2023 Financial Report | March 15, 2024 |
| Annual results media conference | March 15, 2024 |