

Hilti posts higher sales despite difficult market conditions in Europe

Schaan (FL), January 20, 2014 – In 2013, the Hilti Group succeeded in increasing sales in local currencies by 4.5 percent compared to the previous year. Expressed in Swiss Francs, sales grew by 3.2 percent to CHF 4,340 million.

At 3.2 percent, sales growth for the whole of 2013 was in the expected lower single-digit range. Persistently volatile economic conditions in different geographies were reflected in the sales figures of the Hilti market regions.

Total sales for Europe in local currencies were down 1.1 percent from 2012. While the Hilti Group continued to grow in Central and Northern Europe, conditions in Southern Europe remained difficult. In North America, sales were up 2.8 percent. Sales in Emerging Markets continued to grow at a high pace. The regions of Eastern Europe / Middle East / Africa (+14.3), Asia/Pacific (+17.3%) and Latin America (+17.9%) posted double-digit growth rates. In Swiss Francs, however, sales growth in these regions was severely impacted by strongly negative exchange rate effects.

“Considering that the situation in Europe continues to be difficult, we are quite satisfied with our moderate growth performance,” says Christoph Loos, Hilti’s new CEO since January 1, 2014. “We are well on track with our initiatives and we have used the past year to again significantly improve the company’s profitability.”

Sales growth – 2013 vs. 2012

	2013 in CHF million	2012 in CHF million	Change in CHF (%)	Change in local currencies (%)
Europe	2,178	2,152	1.2	-1.1
North America	867	859	0.9	2.8
Latin America	168	156	7.7	17.9
Asia/Pacific	603	561	7.6	17.3
Eastern Europe / Near/ Middle East / Africa	524	477	9.9	14.3
Hilti Group	4,340	4,205	3.2	4.5

Please note: The detailed annual accounts for 2013 will be published on March 14, 2014.

The Hilti Group supplies the worldwide construction industry with technologically leading products, systems and services that provide construction professionals with innovative solutions and superior added value. The Group employs some 21,000 persons in over 120 countries who passionately create enthusiastic customers and build a better future. Hilti generated annual sales of CHF 4.3 billion in 2013. Hilti's corporate culture is based on integrity, teamwork, commitment and the courage to embrace change. The headquarters of the Hilti Group are located in Schaan, Principality of Liechtenstein.