

Hilti Group Achieves Sales of CHF 6.3 Billion in 2025

Schaan (FL), March 13, 2026 – In the 2025 business year, sales grew 1.9 percent in local currencies. The strong appreciation of the Swiss franc led to a negative currency effect of 4.0 percentage points on sales. In total, Hilti reported sales of CHF 6.3 billion (-2.1%). Given continued strong investments and negative currency effects, the operating result dropped by 5.3 percent to CHF 728 million.

“In a year marked by ongoing global uncertainty, we navigated the radically changed tariff environment, drove productivity in operations and continued to invest significantly in our future. We can thus enter 2026 from a position of strength. With our highly motivated global team, we will stay the course and continue to implement our strategy,” says CEO Jahangir Doongaji.

Sales in the Americas region grew strongly, by 9.3 percent in local currencies. The business delivered solid double-digit growth in the U.S. market despite the dynamic tariff environment. In Europe, sales decreased in local currencies (-1.9%) in an overall soft construction market. The Middle East / Africa region reported growth of 12.9 percent in local currencies, driven by growing construction activity in the Middle East. Sales in the Asia/Pacific region declined by 2.1 percent in local currencies, mainly due to the challenging environment in North Asia.

Investments

The Hilti Group continued to strengthen its innovation pipeline, with more than 70 new products and services launched in 2025. Investments in research and development reached CHF 459 million, equaling 7.3 percent of Group sales. The software business gained further momentum with annual recurring revenue (ARR) growth of 28.0 percent and an established customer base of more than 25,000. Hilti further expanded its production and supply network in the Americas, Eastern Europe and India to secure its long-term supply chain resilience in a dynamic and complex global environment. At the end of 2025, the Hilti Group had 34,420 team members, an addition of 67 employees (+0.2%) compared to the previous year.

Profit development

The operating result reached CHF 728 million, a decrease of 5.3 percent or CHF 41 million compared to the previous year (2024: CHF 769 million). The negative currency effect on the operating result was CHF 38 million. With CHF 516 million, net income was 8.0 percent or CHF 45 million below the previous year (2024: CHF 561 million). The negative currency effect on net income was CHF 74 million.

Return on sales (ROS) declined slightly to 11.6 percent (2024: 12.0%), whereas return on capital employed (ROCE) decreased by 1.1 percentage points to 11.8 percent (2024: 12.9%). Free cash flow reached CHF 545 million (2024: CHF 379 million).

Outlook

The development of the construction market is expected to remain uncertain in 2026. It is likely that the Swiss franc will remain strong due to geopolitical instability and trade barriers. In line with its Lead 2030 strategy, Hilti will further strengthen its innovation pipeline in hardware, software and services. In addition to this, the Group continues to invest in its customer experience. In 2026, the Hilti Group expects low single-digit sales growth in local currencies and a similar ROS compared to 2025.

Personnel changes in the Board of Directors

Melissa Mulholland has been nominated for election as a new member of the Board of Directors at the Annual General Meeting on April 27, 2026. She is Co-CEO of SoftwareOne, a listed, internationally operating company headquartered in Stans (Switzerland). Melissa Mulholland brings over two decades of experience working with renowned IT service providers, such as Microsoft and Crayon, in various countries and roles. At the same time, Barbara Milian Thoralfsson is stepping down from the Board of Directors after 12 years, having reached the maximum term allowed.

Subject to elections at the Annual General Meeting, the Board of Directors of the Hilti Group will consist of the following members end of April: Michael Hilti (Honorary Chairman), Christoph Loos (Chairman), Daniel Daeniker, Michèle Frey-Hilti, Carla De Geyseler, Marco Meyrat, Melissa Mulholland and Peter Terwiesch.

“I am delighted that Melissa Mulholland has decided to contribute her expertise to our Board of Directors. At the same time, I would like to thank Barbara Milian Thoralfsson for her many years of valuable service to our company,” says Chairman Christoph Loos.

The integrated 2025 Annual Report including the financial and sustainability statements is available online from 10:00 a.m. Follow this link: <https://reports.hilti.group>

2025 sales growth compared to the previous year

	2025 in CHF million	2024 in CHF million	Change in CHF (%)	Change in local currencies (%)
Europe	3,365	3,485	-3.4	-1.9
Americas	1,898	1,854	2.4	9.3
Asia/Pacific	728	794	-8.3	-2.1
Middle East / Africa	306	296	3.4	12.9
Hilti Group	6,297	6,429	-2.1	1.9

Key figures

(in CHF million)	2025	2024	Change (%)
Net sales	6,297	6,429	-2.1
Operating result	728	769	-5.3
Net income	516	561	-8.0
Free cash flow, excluding acquisition	545	379	43.8
Return on sales (%)	11.6	12.0	-0.4%-pts
Return on capital employed (%)	11.8	12.9	-1.1%-pts
Research & development expenditure	459	466	-1.5
Number of employees (as of December 31)	34,420	34,353	0.2

The Hilti Group supplies the worldwide construction industry with technologically leading products, systems, software and services. With more than 34,000 team members and business activities in over 120 countries, the company stands for direct customer relationships, quality and innovation. Hilti generated annual sales of CHF 6.3 billion in 2025. The headquarters of the Hilti Group have been located in Schaan, Liechtenstein, since its founding in 1941. The company is privately owned by the Martin Hilti Family Trust, which ensures its long-term continuity. The Hilti Group's purpose is making construction better, based on a passionate and inclusive global team and a caring and performance-oriented culture.