



ÅRSREGNSKAPET FOR REGNSKAPSÅRET 2020 - GENERELL INFORMASJON

Enheten

Organisasjonsnummer: 912 478 955
Organisasjonsform: Aksjeselskap
Foretaksnavn: ØGLÆND GROUP HOLDING AS
Forretningsadresse: Engelsvollvegen 264
4353 KLEPP STASJON

Regnskapsår

Årsregnskapets periode: 01.01.2020 - 31.12.2020

Konsern

Mørselskap i konsern: Ja
Konsernregnskap lagt ved: Ja

Regnskapsregler

Regler for små foretak benyttet: Nei
Benyttet ved utarbeidelsen av årsregnskapet til selskapet: Regnskapslovens alminnelige regler
Benyttet ved utarbeidelsen av årsregnskapet til konsernet: -

Årsregnskapet fastsatt av kompetent organ

Bekreftet av representant for selskapet: Anne-Grethe Båtnes
Dato for fastsettelse av årsregnskapet: 17.06.2021

Grunnlag for avgivelse

År 2020: Årsregnskapet er elektronisk innlevert
År 2019: Tall er hentet fra elektronisk innlevert årsregnskap fra 2020

Det er ikke krav til at årsregnskapet m.v. som sendes til Regnskapsregisteret er undertegnet. Kontrollen på at dette er utført ligger hos revisor/enhetens øverste organ. Sikkerheten ivaretas ved at innsender har rolle/rettighet for innsending av årsregnskapet via Altinn, og ved at det bekreftes at årsregnskapet er fastsatt av kompetent organ.

Brønnøysundregistrene, 24.03.2022



Resultatregnskap

Beløp i: NOK	Note	2020	2019
RESULTATREGNSKAP			
Kostnader			
Lønnskostnad	2	0	0
Annen driftskostnad	2,7	98 000	131 000
Sum kostnader		98 000	131 000
Driftsresultat		-98 000	-131 000
Finansinntekter og finanskostnader			
Utbytte/konsernbidrag	7	14 664 000	71 654 000
Annen renteinntekt		31 000	34 000
Sum finansinntekter		14 695 000	71 688 000
Rentekostnad til foretak i samme konsern	7	3 848 000	6 515 000
Annen rentekostnad		30 000	9 000
Annen finanskostnad		1 000	161 000
Sum finanskostnader		3 879 000	6 685 000
Netto finans		10 816 000	65 003 000
Ordinært resultat før skattekostnad		10 718 000	64 872 000
Skattekostnad på ordinært resultat	4	2 356 000	6 288 000
Ordinært resultat etter skattekostnad		8 362 000	58 584 000
Årsresultat		8 362 000	58 584 000
Overføringer og disponeringer			
Overføringer til/fra annen egenkapital	5	8 363 000	58 584 000
Sum overføringer og disponeringer		8 363 000	58 584 000



Balanse

Beløp i: NOK	Note	2020	2019
BALANSE - EIENDELER			
Anleggsmidler			
Immaterielle eiendeler			
Utsatt skattefordel	4	1 372 000	1 372 000
Sum immaterielle eiendeler		1 372 000	1 372 000
Finansielle anleggsmidler			
Investering i datterselskap	8	802 599 000	802 599 000
Sum finansielle anleggsmidler		802 599 000	802 599 000
Sum anleggsmidler		803 971 000	803 971 000
Omløpsmidler			
Varer			
Fordringer			
Andre fordringer		22 000	21 000
Konsernfordringer	6	49 266 000	48 469 000
Sum fordringer		49 288 000	48 490 000
Sum omløpsmidler		49 288 000	48 490 000
SUM EIENDELER		853 259 000	852 461 000
BALANSE - EGENKAPITAL OG GJELD			
Egenkapital			
Innskutt egenkapital			
Selskapskapital	5	40 300 000	40 300 000
Overkurs	5	167 700 000	167 700 000
Sum innskutt egenkapital		208 000 000	208 000 000
Opptjent egenkapital			
Annen egenkapital	5	346 359 000	337 996 000
Sum opptjent egenkapital		346 359 000	337 996 000



Balanse

Beløp i: NOK	Note	2020	2019
Sum egenkapital		554 359 000	545 996 000
Gjeld			
Langsiktig gjeld			
Annen langsiktig gjeld			
Langsiktig konserngjeld	3,6	296 281 000	296 281 000
Sum annen langsiktig gjeld		296 281 000	296 281 000
Sum langsiktig gjeld		296 281 000	296 281 000
Kortsiktig gjeld			
Leverandørgjeld	6	522 000	1 840 000
Betalbar skatt	4	2 095 000	5 709 000
Kortsiktig konserngjeld	6	0	2 634 000
Sum kortsiktig gjeld		2 617 000	10 183 000
Sum gjeld		298 898 000	306 464 000
SUM EGENKAPITAL OG GJELD		853 257 000	852 460 000



Øglænd Group Holding AS

Årsregnskap 2020



Alle tall i 1,000 NOK

ØGLÆND GROUP HOLDING AS RESULTATREGNSKAP

	Note	2020	2019
Driftskostnader			
Lønnskostnad	2	0	0
Andre driftskostnader	2,7	98	131
Sum driftskostnader		<u>98</u>	<u>131</u>
DRIFTSRESULTAT		<u>-98</u>	<u>-131</u>
Finansinntekter og -kostnader			
Utbytte/Konsernbidrag	7	14 664	71 654
Annen renteinntekt		31	34
Annen rentekostnad		-30	-9
Renter til foretak i samme konsern	7	-3 848	-6 515
Annen finansinntekt/-kostnad		-1	-161
Netto finansinntekter og -kostnader		<u>10 817</u>	<u>65 003</u>
ORDINÆRT RESULTAT FØR SKATTEKOSTNAD		<u>10 719</u>	<u>64 871</u>
Skattekostnad på ordinært resultat	4	2 356	6 288
ORDINÆRT RESULTAT		<u>8 363</u>	<u>58 584</u>
ÅRSRESULTAT		<u>8 363</u>	<u>58 584</u>
Anvendelse av årsresultat			
Annen egenkapital	5	-8 363	-58 584
Sum anvendelse av årsresultat		<u>-8 363</u>	<u>-58 584</u>



Alle tall i 1,000 NOK

ØGLÆND GROUP HOLDING AS

BALANSE

EIENDELER	Note	2020	2019
ANLEGGSMIDLER			
Immaterielle eiendeler			
Utsatt skattefordel	4	<u>1 372</u>	<u>1 372</u>
Sum immaterielle eiendeler		<u>1 372</u>	<u>1 372</u>
Finansielle anleggsmidler			
Investering i datterselskap	8	<u>802 599</u>	<u>802 599</u>
Sum finansielle anleggsmidler		<u>802 599</u>	<u>802 599</u>
SUM ANLEGGSMIDLER		<u>803 971</u>	<u>803 971</u>
OMLØPSMIDLER			
Fordringer på selskap i samme konsern	6	49 266	48 469
Andre fordringer		<u>22</u>	<u>21</u>
SUM OMLØPSMIDLER		<u>49 287</u>	<u>48 490</u>
SUM EIENDELER		<u>853 258</u>	<u>852 461</u>



Alle tall i 1,000 NOK


ØGLÆND GROUP HOLDING AS

BALANSE

EGENKAPITAL OG GJELD	Note	2020	2019
EGENKAPITAL			
Innskutt egenkapital			
Aksjekapital	5	40 300	40 300
Overkurs	5	167 700	167 700
Sum innskutt egenkapital		<u>208 000</u>	<u>208 000</u>
Opptjent egenkapital			
Annen egenkapital	5	346 359	337 996
Sum opptjent egenkapital		<u>346 359</u>	<u>337 996</u>
SUM EGENKAPITAL		<u>554 359</u>	<u>545 996</u>
GJELD			
Annen langsiktig gjeld			
Gjeld til selskap i samme konsern	3,6	296 281	296 281
Sum annen langsiktig gjeld		<u>296 281</u>	<u>296 281</u>
Kortsiktig gjeld			
Leverandørgjeld	6	522	1 840
Påløpte, ikke utlignede skatter	4	2 095	5 709
Konserngjeld	6	0	2 634
Sum kortsiktig gjeld		<u>2 618</u>	<u>10 183</u>
SUM GJELD		<u>298 899</u>	<u>306 464</u>
SUM EGENKAPITAL OG GJELD		<u>853 258</u>	<u>852 461</u>

10. juni 2021

Styret for Øglænd Group Holding AS


Matthias Gillner
Styreleder


Reinhard Schindler
Styremedlem


Geir Seland
Adm. direktør


Christian Priller
Styremedlem


Anne-Grethe Båtnes
Styremedlem



ØGLÆND GROUP HOLDING AS
KONTANTSTRØMOPPSTILLING

	Note	2020	2019
Kontantstrøm fra operasjonelle aktiviteter			
Resultat før skattekostnad		10 719	64 871
Betalte skatter		-5 970	-3 110
Konsernbidrag/Utbytte		-14 664	-73 287
Endring fordringer konsern		-21 048	-15 936
Endring leverandørgjeld		-1 318	354
Endring andre tidsavgrensingsposter		0	-8
Innbetaling av konsernbidrag / utbytte		34 915	54 862
Netto kontantstrøm fra operasjonelle aktiviteter		<u>2 634</u>	<u>27 746</u>
Kontantstrøm fra finansieringsaktiviteter			
Nedbetalinger av lån		-2 634	-27 746
Netto kontantstrøm fra finansieringsaktiviteter		<u>-2 634</u>	<u>-27 746</u>
Netto endring i kontanter og kontantekvivalenter		0	0
Kontanter og kontantekvivalenter pr. 01.01.		0	0
Kontanter og kontantekvivalenter pr. 31.12.		<u>0</u>	<u>0</u>



ØGLÆND GROUP HOLDING AS
NOTER 2020

Alle tall i 1,000 NOK

Note 1 Regnskapsprinsipper

Årsregnskapet består av resultatregnskap, balanse, kontantstrømpstilling og noteopplysninger og er avlagt i samsvar med regnskapslov og god regnskapsskikk. Årsregnskapet er basert på de grunnleggende prinsipper om historisk kost, sammenlignbarhet, fortsatt drift, kongruens og forsiktighet. Transaksjoner regnskapsføres til verdien av vederlaget på transaksjonstidspunktet.

Eiendeler/Gjeld

Eiendeler og gjeld som knytter seg til varekretsløpet og poster som forfaller til betaling innen et år etter balansedagen, er klassifisert som omløpsmidler/kortsiktig gjeld. Vurdering av omløpsmidler/kortsiktig gjeld skjer til laveste/høyeste verdi av anskaffelseskost og virkelig verdi. Eiendeler bestemt til varig eie eller bruk er klassifisert som anleggsmidler.

Inntektsføring

Inntekt resultatføres etter hvert som den anses opptjent. I praksis vil det normalt si på leveringstidspunkt av varer og tjenester.

Kostnadsføringstidspunkt/sammenstilling

Utgifter sammenstilles med og kostnadsføres samtidig med de inntekter utgiftene kan henføres til. Utgifter som ikke kan henføres til inntekter kostnadsføres når de påløper.

Valuta

Transaksjoner i utenlandsk valuta omregnes til kursen på transaksjonstidspunktet. Av praktiske årsaker er kursen på transaksjonstidspunktet satt til gjennomsnittlig kurs i måneden forut for transaksjonen. Pengeposter i utenlandsk valuta er vurdert etter kursen ved regnskapsårets slutt. Selskapet er eksponert for valutarisiko.

Valutakursdifferanser er i finansregnskapet presentert under andre finansinntekter/-kostnader.

Fordringer

Fordringer er oppført til pålydende med fradrag for forventet tap.

Datterselskap

Datterselskap vurderes etter kostmetoden. Investeringen er vurdert til anskaffelseskost for aksjene med mindre nedskrivning har vært nødvendig. Det er foretatt nedskrivning til virkelig verdi når verdifall skyldes årsaker som ikke kan antas å være forbigående og det må anses nødvendig etter god regnskapsskikk. Nedskrivninger er reversert når grunnlaget for nedskrivning ikke lenger er til stede.

Utbytte, konsernbidrag og andre utdelinger fra datterselskap er inntektsført samme år som det er avsatt i givers regnskap. Overstiger utbyttet / konsernbidraget andel av opptjent resultat etter anskaffelsestidspunktet, representerer den overskytende del tilbakebetaling av investert kapital, og utdelingene er fratrukket investeringens verdi i balansen til morselskapet.

Skatt

Skattekostnaden i resultatregnskapet omfatter både periodens betalbare skatt og endring i utsatt skatt. Utsatt skatt er beregnet med 22 % på grunnlag av de midlertidige forskjeller som eksisterer mellom regnskapsmessige og skattemessige verdier, samt skattemessige underskudd til fremføring ved utgangen av regnskapsåret. Skatteøkende og skattereduserende midlertidige forskjeller som reverserer eller kan reversere i samme periode er utlignet. Netto utsatt skattefordel balanseføres i den grad det er sannsynlig at denne kan bli nyttegjort.

Kontantstrømsanalyse og konsernkontoordning

Kontantstrømpstillingen er utarbeidet etter den indirekte metoden. Øglænd Group Holding AS er en del av konsernkontoordning hvor datterselskpaet Øglænd Industrier AS er kontoeier. Bankkontoen innenfor konsernkontoordningen er klassifisert som fordring så lenge samlet verdi er positiv.



ØGLÆND GROUP HOLDING AS NOTER 2020

Alle tall i 1,000 NOK

Note 2 Lønnskostnader, ansatte, godtgjørelser mv.

Det har ikke vært ansatte i Øglænd Group Holding AS i løpet av regnskapsåret. Selskapet er ikke pliktig til å ha tjenestepensjonsordning etter lov om obligatorisk tjenestepensjon. Daglig leder er ansatt i Øglænd Industrier AS.

<u>Lønnskostnader og andre ytelser:</u>	2020	2019
Styrehonorar	0	0
Folketrygdavgift	0	0
Sum lønnskostnader	0	0

Styrets leder har ingen klausul som gir rett til etterlønn. Styrets leder har heller ikke noen avtale som gir rett til bonus, overskuddsdeling eller lignende.

Revisor:

Lovpålagt revisjon	55
Attestasjonstjenester	0
Sum honorar til revisor (forholdsmessig mva fradrag)	55

Note 3 Gjeld som forfaller til betaling mer enn 5 år etter regnskapsårets slutt

Øglænd Group Holding AS har langsiktige lån på MNOK 296,3. Lånet, som i sin helhet er fra det ultimate morselskapet Hilti AG, ble inngått i forbindelse oppkjøp av konsernet Øglænd System Group 23.08.2017. Lånet er gitt for 1 år, men blir automatisk fornyet for 1 års perioder med mindre de blir terminert.

Det foreligger ingen finansielle vilkår i låneavtalene.



ØGLÆND GROUP HOLDING AS NOTER 2020

Alle tall i 1,000 NOK

Note 4 Skatt

<i>Grunnlag betalbar skatt fremkommer slik:</i>	2020	2019
Ordinært resultat før skattekostnad	10 719	64 871
Permanente forskjeller	30	9
Mottatt utbytte	0	-36 300
Justering for begrensning rentefradrag	0	-2 284
Grunnlag betalbar skatt	10 749	26 295

Betalbar skatt	2 365	5 785
Korreksjon tidligere års skatteberegning	-269	-76
Skyldig betalbar skatt 31.12	2 095	5 709

Periodens skattekostnad fremkommer slik:

Betalbar skatt	2 365	5 785
Endring utsatt skatt	0	503
Korreksjon tidligere års skatteberegning	-9	0
Periodens totale skattekostnad	2 356	6 288

Avstemming periodens skattekostnad:

22% av årets resultat	2 358	14 272
22% av sum permanente forskjeller	7	-7 984
Korreksjon tidligere års skatteberegning	-9	0
Sum periodens skattekostnad	2 356	6 288

Spesifikasjon av utsatt skatt:

	31.12.2020	31.12.2019
Avskåret rentefradrag til fremføring	-6 235	-6 235
Sum midlertidige forskjeller	-6 235	-6 235

Utsatt skattefordel	1 372	1 372
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Note 5 Egenkapital og aksjonærinformasjon

	Aksje- kapital	Overkurs	Annen EK	Sum EK
Egenkapital 31.12.2019	40 300	167 700	339 270	547 270
Korreksjon fra tidligere år (*)	0	0	-1 274	-1 274
Egenkapital 01.01	40 300	167 700	337 996	545 996
Periodens resultat	0	0	8 363	8 363
Egenkapital 31.12	40 300	167 700	346 359	554 359

Aksjekapitalen består av:	Antall	Pålydende	Balanseført
Ordinære aksjer	1 000 000	0,1	100
A-aksjer	352 500 000	0,1	35 250
B-aksjer	49 500 000	0,1	4 950
Totalt	403 000 000		40 300

Samtlige aksjer eies av Hilti AG, Liechtenstein. Hilti AG utarbeider konsernregnskap, og dette kan fås utlevert ved henvendelse til hovedkontoret i Schaan, Liechtenstein.

(*) Korreksjonen gjelder endring i mottatt konsernbidrag og sammenligningstallene er omarbeidet.



ØGLÆND GROUP HOLDING AS NOTER 2020

Alle tall i 1,000 NOK

Note 6 Mellomværende med selskaper i samme konsern

	<u>2020</u>	<u>2019</u>
Langsiktig gjeld til selskaper i konsernet	296 281	296 281
	<u>2020</u>	<u>2019</u>
Andre kortsiktige fordringer på selskaper i konsernet (*)	49 266	48 469
	<u>2020</u>	<u>2019</u>
Leverandørgjeld til selskaper i konsernet	515	1 840
Annen kortsiktig gjeld til selskaper i konsernet	0	2 634

(*) Selskapet er en del av flervaluta konsernkontoordning hvor datterselskapet Øglænd Industrier AS er kontoeier. Selskapets innskudd på kr 34 602 i ordningen pr 31.12.2020 er således klassifisert som konsernfordring.

Note 7 Transaksjoner med nærstående

Selskapet har følgende transaksjoner med nærstående parter i perioden:

	<u>2020</u>	<u>2019</u>
Konsembidrag fra datter / datterdatter	14 664	35 354
Utbytte fra datter	0	36 300
Sum inntekter	<u>14 664</u>	<u>71 654</u>
Konserntjenester	0	0
Rentekostnader på lån fra nærstående	3 848	6 515
Sum kostnader	<u>3 848</u>	<u>6 515</u>

Note 8 Investering i datterselskap

Selskap	Forretningsadresse	Eierandel	Egenkapital 31.12.2020	Resultat 2020
Øglænd Industrier AS	Kleppe	100 %	173 350	9 749
Oglænd System Ltd Russia	St. Petersburg, Russland	20 %	44 643	-33 763

Bokført egenkapital i datterselskapene er betydelig lavere enn bokført verdi på investeringen. Basert på ledelsesgodkjente kontantstrømprognooser er det ikke identifisert noe nedskrivningsbehov.



Årsberetning 2020 - Øglænd Group Holding AS

Virksomhetens art og tilholdssted

Øglænd Group Holding AS er et holdingselskap med aksjer i datterselskapet Øglænd Industrier AS. I tillegg eies 20 % av Oglænd System Russia Ltd. Selskapet er lokalisert på Øksnevad i Klepp.

Fortsatt drift

I samsvar med regnskapsloven § 3-3a bekreftes det at forutsetningene om fortsatt drift er tilstede. Selskapet er i en sunn økonomisk og finansiell stilling.

Fremtidig utvikling

Generelt vil det alltid være usikkerhet knyttet til vurdering av fremtidige forhold. Utsiktene for 2021 er imidlertid bra og ledelsen forventer et fortsatt positivt resultat fra driften.

Redegjørelse for årsregnskapet

Covid-19 pandemien medfører drastiske tiltak både i Norge og de fleste land i verden. Kraftig fall i oljeprisen og volatile valutamarkeder rammer både norsk og global økonomi. Gjennom 2020 har vi hatt perioder med permitteringer i flere av våre datterselskaper, og mesteparten av arbeidsstyrken har jobbet fra hjemmekontor. Vi har iverksatt tiltak for å møte anbefalinger fra myndighetene i alle land. Vi har opplevd Covid-19 smitte hos ansatte i datterselskapet i Russland. Til tross for roligere marked, utsettelse av prosjekter og mindre tilgjengelige arbeidstimer hos våre kunder har våre selskaper vist motstandsdyktighet og overgått aktiviteten ellers i markedet. Mot slutten av 2020 erfarte vi at aktiviteten økte, spesielt i Kina og Europa. Konsekvensene av situasjonen er fremdeles ukjente når vi nå treffes av en tredje bølge og nye mutanter av viruset oppdages. Styret anser det ikke mulig å anslå hvilke effekter dette vil ha for Øglænd Industrier AS på kort sikt. Styret mener den gjeldende situasjonen vil være forbigående for selskapet.

Selskapet har ikke driftsinntekter i 2020. Resultat etter skatt i 2020 er på MNOK 8,4.

Selskapets likviditetsbeholdning var MNOK 0 pr. 31.12.20.

Totalkapitalen var ved utgangen av året MNOK 853,3, sammenlignet med MNOK 852,5 året før. Egenkapitalandelen pr. 31.12.20 var 65 %, sammenlignet med 64 % pr. 31.12.19.

Styret mener at årsregnskapet gir et rettvise bilde av selskapets eiendeler og gjeld, finansielle stilling og resultat.

Styret er ikke kjent med vesentlige hendelser etter balansedagen med faktisk eller potensiell virkning på resultat og stilling.

Finansiell risiko

Øglænd Group Holding AS er eksponert for endringer i valutakurser knyttet til utbytter fra utenlandsk datterselskap.

Selskapet anses ikke å ha kredittrisiko av vesentlig betydning.

Selskapet vurderer likviditeten som tilfredsstillende. Det anses ikke å være vesentlig likviditetsrisiko.

Arbeidsmiljø og personale

Det er ingen ansatte i selskapet

Likestilling

Selskapet har som mål å være en arbeidsplass der det råder full likestilling mellom kvinner og menn. Styret består av 3 menn og 1 kvinne.



Miljørapportering

Selskapet driver ikke virksomhet som forurensrer det ytre miljø, og har derfor ikke iverksatt spesielle tiltak på dette område.

Årsresultat og disponeringer

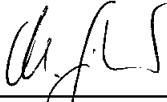
Styret foreslår følgende disponering av årsresultatet i Øglænd Group Holding AS:

Annen egenkapital: TNOK 8 363

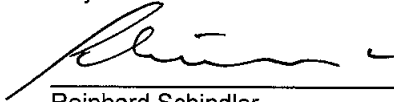
Totalt disponert: TNOK 8 363

Styret for Øglænd Group Holding AS


10. juni 2021



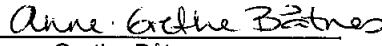
Matthias Gillner
Styreleder




Reinhard Schindler
Styremedlem



Christian Priller
Styremedlem



Anne-Grethe Båtnes
Styremedlem



Geir Seland
Adm. Direktør



Til generalforsamlingen i Øglænd Group Holding AS

Uavhengig revisors beretning

Uttalelse om revisjonen av årsregnskapet

Konklusjon

Vi har revidert Øglænd Group Holding AS' årsregnskap som består av balanse per 31. desember 2020, resultatregnskap og kontantstrømpoppstilling for regnskapsåret avsluttet per denne datoen og noter til årsregnskapet, herunder et sammendrag av viktige regnskapsprinsipper.

Etter vår mening er det medfølgende årsregnskapet avgitt i samsvar med lov og forskrifter og gir et rettviseende bilde av selskapets finansielle stilling per 31. desember 2020, og av dets resultater og kontantstrømmer for regnskapsåret avsluttet per denne datoen i samsvar med regnskapslovens regler og god regnskapsskikk i Norge.

Grunnlag for konklusjonen

Vi har gjennomført revisjonen i samsvar med lov, forskrift og god revisjonsskikk i Norge, herunder de internasjonale revisjonsstandardene International Standards on Auditing (ISA-ene). Våre oppgaver og plikter i henhold til disse standardene er beskrevet i Revisors oppgaver og plikter ved revisjon av årsregnskapet. Vi er uavhengige av selskapet slik det kreves i lov og forskrift, og har overholdt våre øvrige etiske forpliktelser i samsvar med disse kravene. Etter vår oppfatning er innhentet revisjonsbevis tilstrekkelig og hensiktsmessig som grunnlag for vår konklusjon.

Øvrig informasjon

Ledelsen er ansvarlig for øvrig informasjon. Øvrig informasjon omfatter informasjon i årsrapporten bortsett fra årsregnskapet og den tilhørende revisjonsberetningen.

Vår uttalelse om revisjonen av årsregnskapet dekker ikke øvrig informasjon, og vi attesterer ikke den øvrige informasjonen.

I forbindelse med revisjonen av årsregnskapet er det vår oppgave å lese øvrig informasjon med det formål å vurdere hvorvidt det foreligger vesentlig inkonsistens mellom øvrig informasjon og årsregnskapet, kunnskap vi har opparbeidet oss under revisjonen, eller hvorvidt den tilsynelatende inneholder vesentlig feilinformasjon.

Dersom vi konkluderer med at den øvrige informasjonen inneholder vesentlig feilinformasjon er vi pålagt å rapportere det. Vi har ingenting å rapportere i så henseende.

Styrets og daglig leders ansvar for årsregnskapet

Styret og daglig leder (ledelsen) er ansvarlig for å utarbeide årsregnskapet i samsvar med lov og forskrifter, herunder for at det gir et rettviseende bilde i samsvar med regnskapslovens regler og god regnskapsskikk i Norge. Ledelsen er også ansvarlig for slik internkontroll som den finner nødvendig for å kunne utarbeide et årsregnskap som ikke inneholder vesentlig feilinformasjon, verken som følge av misligheter eller utilsiktede feil.

PricewaterhouseCoopers AS, Kanalsletta 8, Postboks 8017, NO-4068 Stavanger

T: 02316, org. no.: 987 009 713 MVA, www.pwc.no

Statsautoriserte revisorer, medlemmer av Den norske Revisorforening og autorisert regnskapsførerselskap

Uavhengig revisors beretning - Øglænd Group Holding AS



Ved utarbeidelsen av årsregnskapet må ledelsen ta standpunkt til selskapets evne til fortsatt drift og opplyse om forhold av betydning for fortsatt drift. Forutsetningen om fortsatt drift skal legges til grunn for årsregnskapet så lenge det ikke er sannsynlig at virksomheten vil bli avviklet.

Revisors oppgaver og plikter ved revisjonen av årsregnskapet

Vårt mål med revisjonen er å oppnå betryggende sikkerhet for at årsregnskapet som helhet ikke inneholder vesentlig feilinformasjon, verken som følge av misligheter eller utilsiktede feil, og å avgi en revisjonsberetning som inneholder vår konklusjon. Betryggende sikkerhet er en høy grad av sikkerhet, men ingen garanti for at en revisjon utført i samsvar med lov, forskrift og god revisjonsskikk i Norge, herunder ISA-ene, alltid vil avdekke vesentlig feilinformasjon som eksisterer. Feilinformasjon kan oppstå som følge av misligheter eller utilsiktede feil. Feilinformasjon blir vurdert som vesentlig dersom den enkeltvis eller samlet med rimelighet kan forventes å påvirke økonomiske beslutninger som brukerne foretar basert på årsregnskapet.

For videre beskrivelse av revisors oppgaver og plikter vises det til:

<https://revisorforeningen.no/revisjonsberetninger>

*Uttalelse om andre lovmessige krav**Konklusjon om årsberetningen*

Basert på vår revisjon av årsregnskapet som beskrevet ovenfor, mener vi at opplysningene i årsberetningen om årsregnskapet, forutsetningen om fortsatt drift og forslaget til resultatdisponering er konsistente med årsregnskapet og i samsvar med lov og forskrifter.

Konklusjon om registrering og dokumentasjon

Basert på vår revisjon av årsregnskapet som beskrevet ovenfor, og kontrollhandlinger vi har funnet nødvendig i henhold til internasjonal standard for attestasjonsoppdrag (ISAE) 3000 «Attestasjonsoppdrag som ikke er revisjon eller forenklet revisorkontroll av historisk finansiell informasjon», mener vi at ledelsen har oppfylt sin plikt til å sørge for ordentlig og oversiktlig registrering og dokumentasjon av selskapets regnskapsopplysninger i samsvar med lov og god bokføringsskikk i Norge.

Stavanger, 10. juni 2021

PricewaterhouseCoopers AS

Tom Notland
Statsautorisert revisor



HILTI

2020
COMPANY REPORT



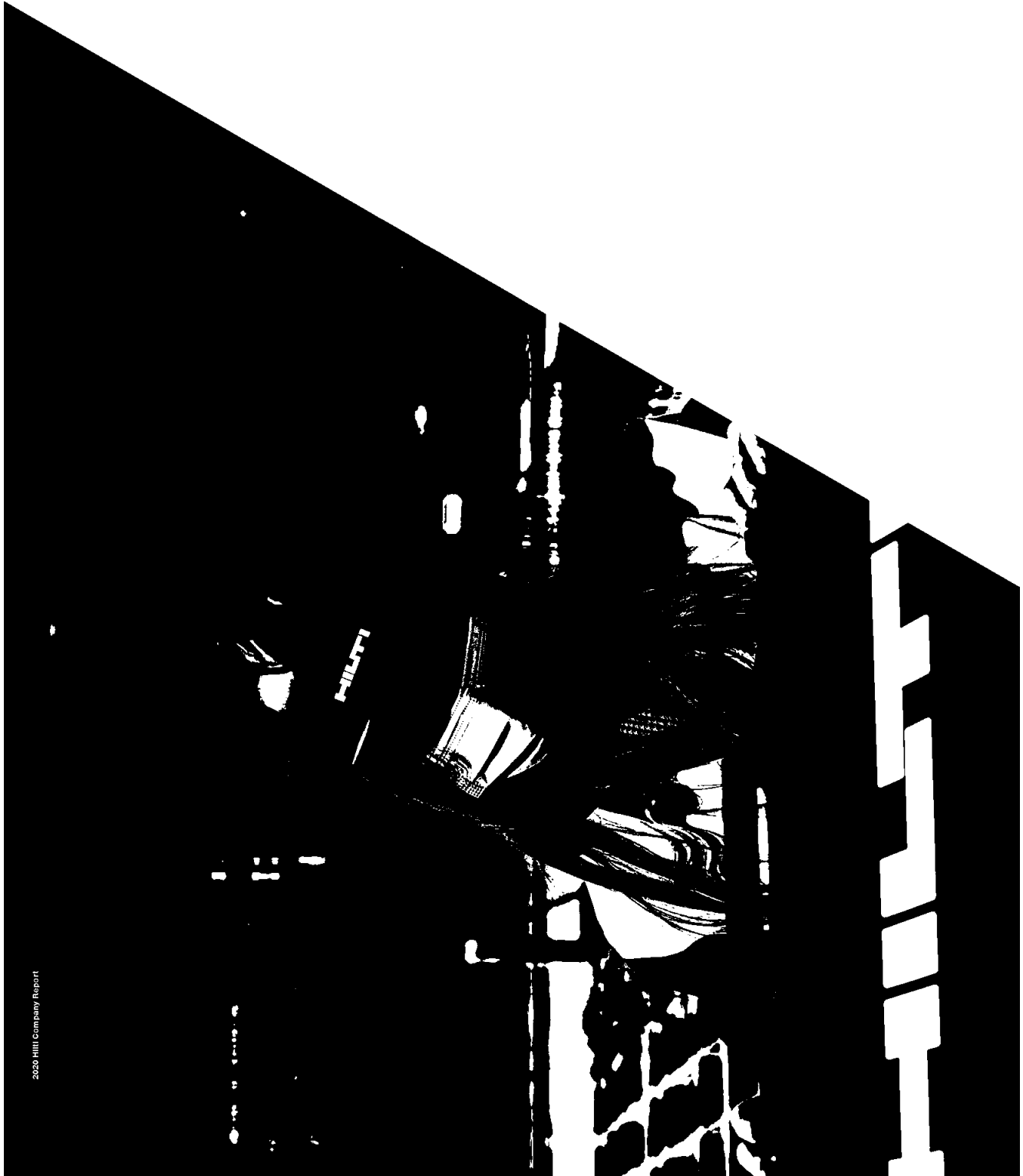


WELCOME

Stability and teamwork – two qualities that were more important than ever in the challenging year of 2020. Key Project Coordinator Rodolfo Lobo, from Chile, is on site when called to demonstrate to his customer, OHL, the best Hilti solution for the concrete lining of a tunnel in Santiago. The picture is representative of a year in which this approach was subject to special challenges. A great deal of dedication, innovative spirit and resolve was deployed by about 30,000 employees to help our customers complete their projects, against all odds, faster, safer and more efficiently in 2020. The Company Report from this singular year includes snapshots of Hilti customers and employees and their stories.



Experience Hilti's
year 2020 online



2020 Hilti Company Report

EDITORIAL

COMPANY PROFILE

CEO INTERVIEW

CHAMPION 2020 STRATEGY

Product and Service Differentiation

Direct Customer Relationship

Operational Excellence

High-Performing Global Team

**SUSTAINABILITY
MANAGEMENT**

EXECUTIVE BOARD

BOARD OF DIRECTORS

FINANCIAL FIGURES

/ 61



DEAR READERS,

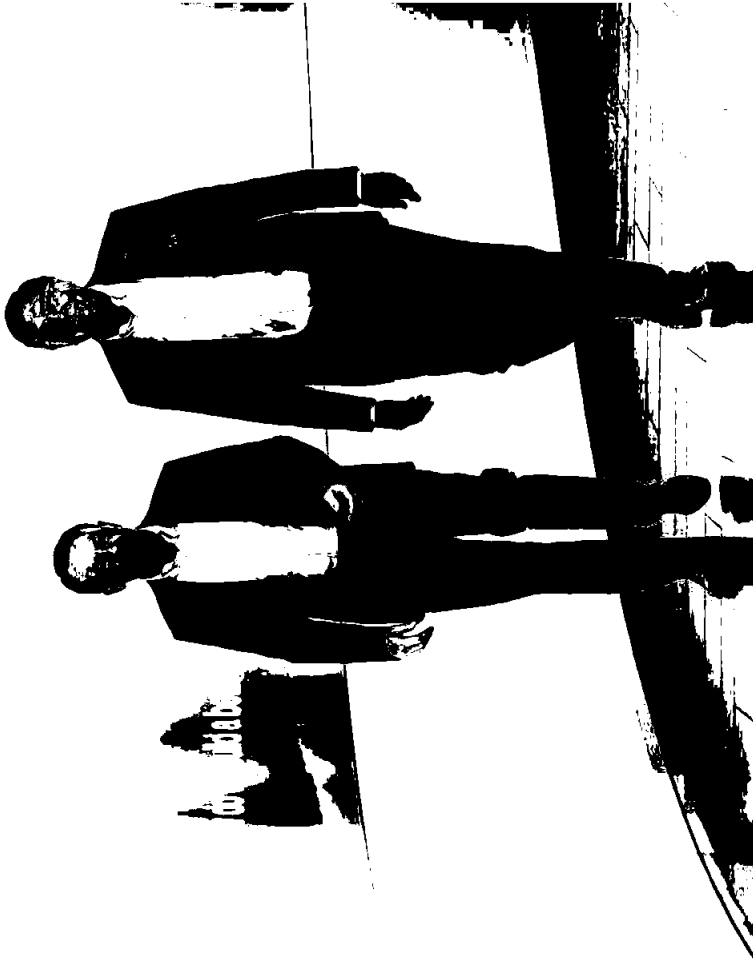
2020 was an exceptional year that witnessed a societal and economic shutdown that was heretofore considered impossible. Measures taken by national governments to deal with the COVID-19 pandemic varied greatly. In many countries the majority of construction sites were kept open as essential economic businesses, while in others there was a complete shutdown for many weeks. The business results for this year vary from region to region accordingly.

From the very beginning of the crisis, our priorities were to provide the best possible protection for our employees, maintain our ability to deliver products and provide services to our customers, and preserve the financial stability of the company. At the end of what has been a turbulent year we are pleased to say that we have succeeded in meeting these priorities to the greatest extent possible. Within a very short period, our IT unit made it possible for the majority of our worldwide employees to work remotely. The highly professional work of our global purchasing, manufacturing and logistics teams guaranteed that we were able to supply products and make repairs anywhere in the world at any time, ensuring that our customers could continue to work efficiently. Thanks to great discipline, we also succeeded in maintaining our financial stability. With 13.7 percent return on sales (ROS) and 16.4 percent return on capital employed (ROCE), we remained within the financial target corridor of our corporate strategy despite

a 9.6 percent decline in sales in Switzerland. We were able to avoid any restructuring within our global team and continued to consistently invest in our strategic fields of innovation, digital transformation and sustainability.

This year we once again launched 74 highly differentiated products which make our customers' work more productive and allow them to function with greater safety. Some of these products are presented in this report. When it comes to development, we continue to focus on integrated solutions that increasingly combine hardware, software and services which support our customers in their daily applications and core processes. Additionally, these solutions almost always contain digital elements where data is used as a basis for decision-making, optimization, documentation or continuous learning. A central theme of our digital transformation is the use of available customer data to create a personalized, relevant customer approach. This transformation includes the introduction of a new CRM system and involves a major training effort for our approximately 18,000 sales and marketing employees. Originally this was planned over a period of two years, through the end of 2021. But, as the majority of our worldwide team had to stay at home during weeks of lockdown, we quickly decided to utilize this time to vastly accelerate the introduction of the new system. This required a switch to purely digital training measures - one of the many examples of how we used the crisis this year as an

opportunity. 2020 was also when we began implementing our comprehensively revised sustainability strategy, in which we clearly committed ourselves to greater responsibility to the environment and society. In addition to the activation of the entire company, we also made good progress on our global focus topics. For example, we have come a good deal closer to our commitment, as a company, to having our business activities CO₂-neutral by the end of 2023. Furthermore, we are striving to achieve a circular economy in as many areas as possible, with the goal of being the leading company in our industry. A part of this is the fact



that we are presenting our first comprehensive sustainability report at the same time as we publish this year's company report. This includes a comprehensive account of the various social initiatives and projects of the Hilti Foundation, which once again this year have had a positive impact on the lives of many people.

Visit www.hiltifoundation.org to learn more.

Overall, we can therefore look back on this unusual business year with a black eye, but also with a smile. The black eye is reflected in our figures

and is somewhat painful. However, it has no lasting effect on the company's excellent state of health and bright future.

We would like to thank you, our customers and partners, for your continued trust. Special thanks go to our employees worldwide - especially in this year of COVID-19 - for the commitment and passion they display in bringing our corporate mission statement to life every day. We passionately create enthusiastic customers and build a better future.

Heinrich Fischer
Chairman of the Board of Directors

Christoph Loos
Chief Executive Officer



COMPANY PROFILE

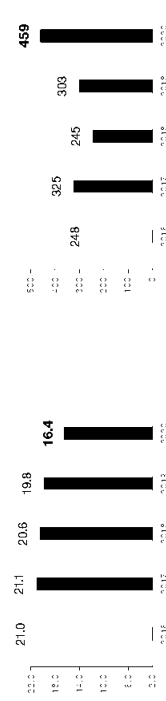
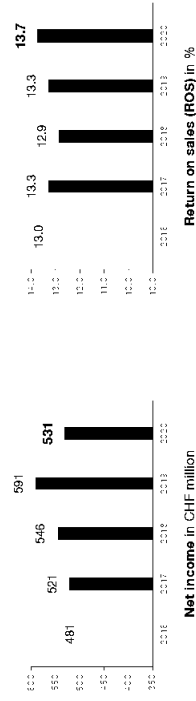
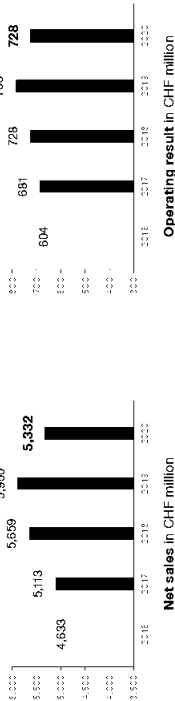
Hilti stands for quality, innovation and direct customer relationships. Some 30,000 employees around the world, in more than 120 countries, contribute to making work on construction sites simpler, faster and safer while inspiring customers every single day. With products, system solutions, software and services that provide clear added value. Having roughly 250,000 individual customer contacts each day, ideas for improvement are often developed directly on construction sites while talking to customers. If there is a challenge for which no Hilti solution exists, one will be developed. This is why we invest approximately 6 percent of

sales each year in research and development. From product development to manufacturing, logistics, sales and services, we cover the entire value-added chain.

Our strategic objective is sustainable value creation through market leadership and differentiation. The company, based in Schaan, Liechtenstein, has also been planning with financial foresight since its founding in 1941 by brothers Eugen and Martin Hilti. All company shares are in the possession of the Martin Hilti Family Trust, which ensures the long-term continuity of the Hilti Group.

Our mission statement, "We passionately create enthusiastic customers and build a better future," is the compass by which we align our entrepreneurial activities and develop sustainable and innovative solutions. Hilti thereby takes equal responsibility for the health and safety of its employees and users of its products, as well as for society and the environment. In addition to the charitable Hilti Foundation, our integrated partner in issues of sustainability, the values we live by every day in our dealings with team members, partners and customers – integrity, courage, teamwork and commitment – also contribute to this.

KEY FIGURES



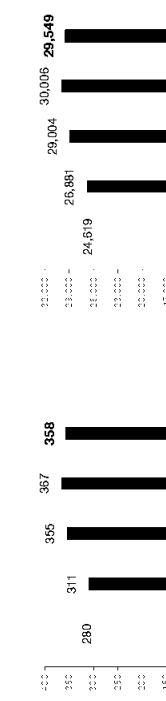
Return on sales (ROS) in %

Return on capital employed (ROCE) in %

Return on sales (ROS) in %

Return on capital employed (ROCE) in %

Return on sales (ROS) in %



Operating result in CHF million

Free cash flow in CHF million (before acquisition and disposal of subsidiaries, including lease payments)

Operating result in CHF million

Free cash flow in CHF million (before acquisition and disposal of subsidiaries, including lease payments)

Operating result in CHF million



Research and development expenditure in CHF million

Employees at December 31

Research and development expenditure in CHF million

Employees at December 31

Please note:
2017 numbers have been restated due to the adoption of IFRS 15 Revenue from contracts with customers and IFRS 9 Financial instruments. Numbers prior to 2017 have not been restated.



BUSINESS AREAS

Anchor Systems

Hilti sets new standards in anchor fastening technology with mechanical and chemical anchoring systems as well as cast-in anchors. These systems are also designed to withstand seismic activity. Technical experts and software help to ensure correct anchor selection and application.

Power Tools & Accessories

Hilti power tools are known for their top performance, user convenience and a long lifetime. Accessories developed specifically for these tools ensure efficient chiseling, drilling, sawing and grinding. Vibration reduction, dust removal and active torque control systems are all designed to provide additional safety and protection.

Direct Fastening & Screw Fastening

Hilti systems make direct fastening on steel and concrete simpler, safer and more productive. Recoil, vibration, noise and dust emissions are reduced to a minimum. Optimized systems of innovative tools and fasteners provide additional speed on the construction site.

Firestop Systems

The correct installation of firestop systems is decisive in helping prevent the spread of fire, smoke and toxic fumes. Hilti provides a comprehensive range of technical consulting services as well as efficient design and documentation software that deliver a higher level of safety from a single source.

Diamond Systems

Tools and cutting segments using Hilti diamond technology are built for high performance and low wear. Drilling, cutting, sawing and grinding concrete and other mineral building materials is easy and achieves maximum accuracy and efficiency while keeping dust and vibration to a minimum.

Measuring Systems

Hilti's robust laser, radar and optical tools cover all the requirements for measuring, leveling, aligning and detecting, from excavation through to renovation and maintenance tasks. The easy-to-use system solutions also serve to bring digital planning directly to the construction site.

Tool Services

Hilti services can enhance productivity while minimizing administrative efforts. This is true in terms of fleet management, repair and maintenance service. Hilti's integrated software solutions for asset management as well as for apps that ensure constant availability of all information regarding Hilti tools.

Fastening & Protection Solutions

Hilti offers integrated software and service solutions for fastening and fire protection products to generate higher productivity and safety throughout the entire construction process. These include value engineering, design, BIM modeling, pre-assembly, training as well as on-site testing and documentation.

Installation Systems

Modular installation systems from Hilti provide flexibility and efficiency to solutions for supporting and fastening pipes, ventilation ducts and electrical installations. Engineering and logistics services and design software round out the comprehensive package.





“WE USED THE CRISIS AS AN OPPORTUNITY.”

Interview with Christoph Loos, CEO



You stated that Hilti came out of this year of crisis with a black eye. What do you attribute this to?

The main reason was the decision by many governments to keep construction sites operating. As a result, the construction industry came through the crisis better in 2020, overall, than other economic sectors. But there were major differences from country to country, which is why our sales and profit declines also varied greatly around the world. It is certainly encouraging that we suffered only minor productivity losses. We were able to deliver and repair products at all times and could continue with all our major projects with almost no delays – despite working from home for months on end. The fact that this worked out so well has a lot to do with our trust- and team-oriented corporate culture, in addition to an excellent IT infrastructure.

Many companies had to cut jobs – at Hilti, the number of employees worldwide remained more or less constant in 2020. How was that possible?

Right at the beginning of the crisis we decided that we would only consider layoffs as a last resort. This is not only due to the great sense of responsibility we have towards our employees, but also arises from our business model, which is strongly based on competence, experience and close customer relationships – something that cannot simply be switched off and then on again. The decisive factor that enables us to take such a long-term perspective in a crisis like this is, obviously, the fact that we are fully owned by our very long-term oriented owner, the Martin Hilti Family Trust.

COVID-19 is something we will have to deal with in the future – what impact does that have on your expectations for the coming years?

The biggest problem for the construction industry is the great amount of uncertainty about what will happen next with the pandemic and the global economy. In 2020, the construction industry held up comparatively well, as ongoing projects were completed at full speed in many places once lockdowns were lifted. But there's pal-

table uncertainty, with fewer new projects being commissioned around the world – the number of building permits and many clients' project pipelines are shrinking. We therefore expect a rather difficult environment for 2021 and 2022. In addition, in 2020 we benefited from many temporary cost measures, such as a significant reduction in variable compensation, a massive cutback in travel and meetings, and government support programs such as short-time working.

These effects will slowly normalize in 2021, leaving us to deal with a significant cost swingback effect. So we expect that, financially, we will probably need two years to fully recover from the COVID-19-induced slump we saw in 2020. However, this does not change our general target orientation. Our course is still set for growth and we are building on a very solid foundation. Therefore, I am positive about the future.



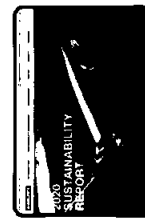
2020 Hilti Company Report

WE PASSIONATELY CREATE ENTHUSIA- STIC CUSTOMERS AND BUILD A BETTER FUTURE

"We passionately create enthusiastic customers and build a better future." This mission statement is based on the conviction that we grow together with the people around us – with our customers, employees and partners. Personal exchanges and the aspiration to never rest, only to improve, has put us in the position to provide world-class products, systems, software and services.

Our strategic objective is sustainable value creation through market leadership and differentiation – market leadership in terms of relative market share, and differentiation via the direct sale of our portfolio.

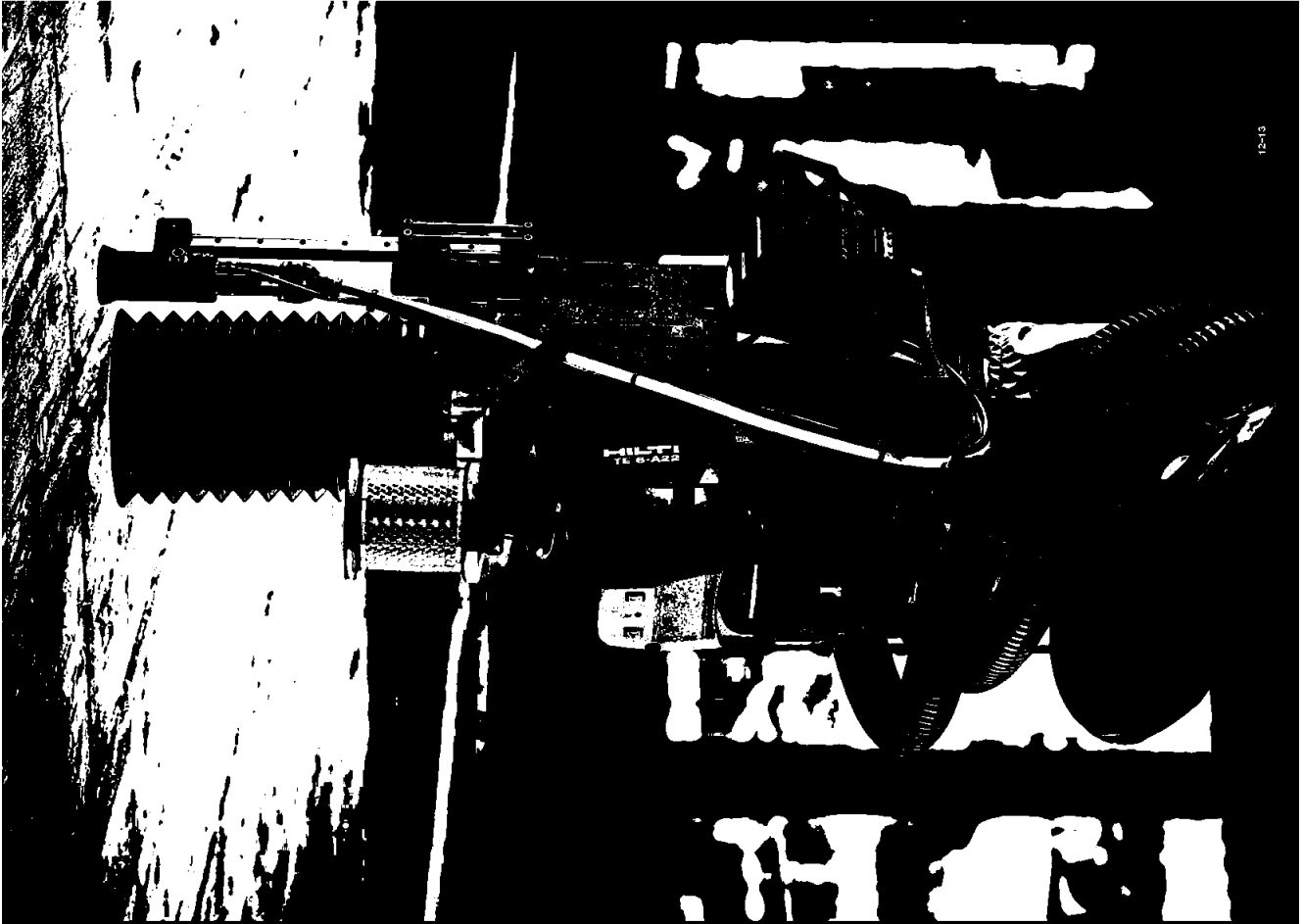
We will continue to follow the successful course of recent years in 2020 and beyond, while emphasizing four proven strategic fields of activity. We are investing in continuous innovation. In doing so we will continue to rely on the core of our corporate strategy: the direct access to and partnership with our customers in the construction industry. Operational excellence in all processes ensures our customers' success and firms up our leading position on the market. A high-performing global team with roughly 30,000 employees works diligently every day to achieve these targets.



In our Sustainability Report, you can learn more about how Hilti is building a better future.



10-11



12-10

2020 till Company Report

Product and Service Differentiation

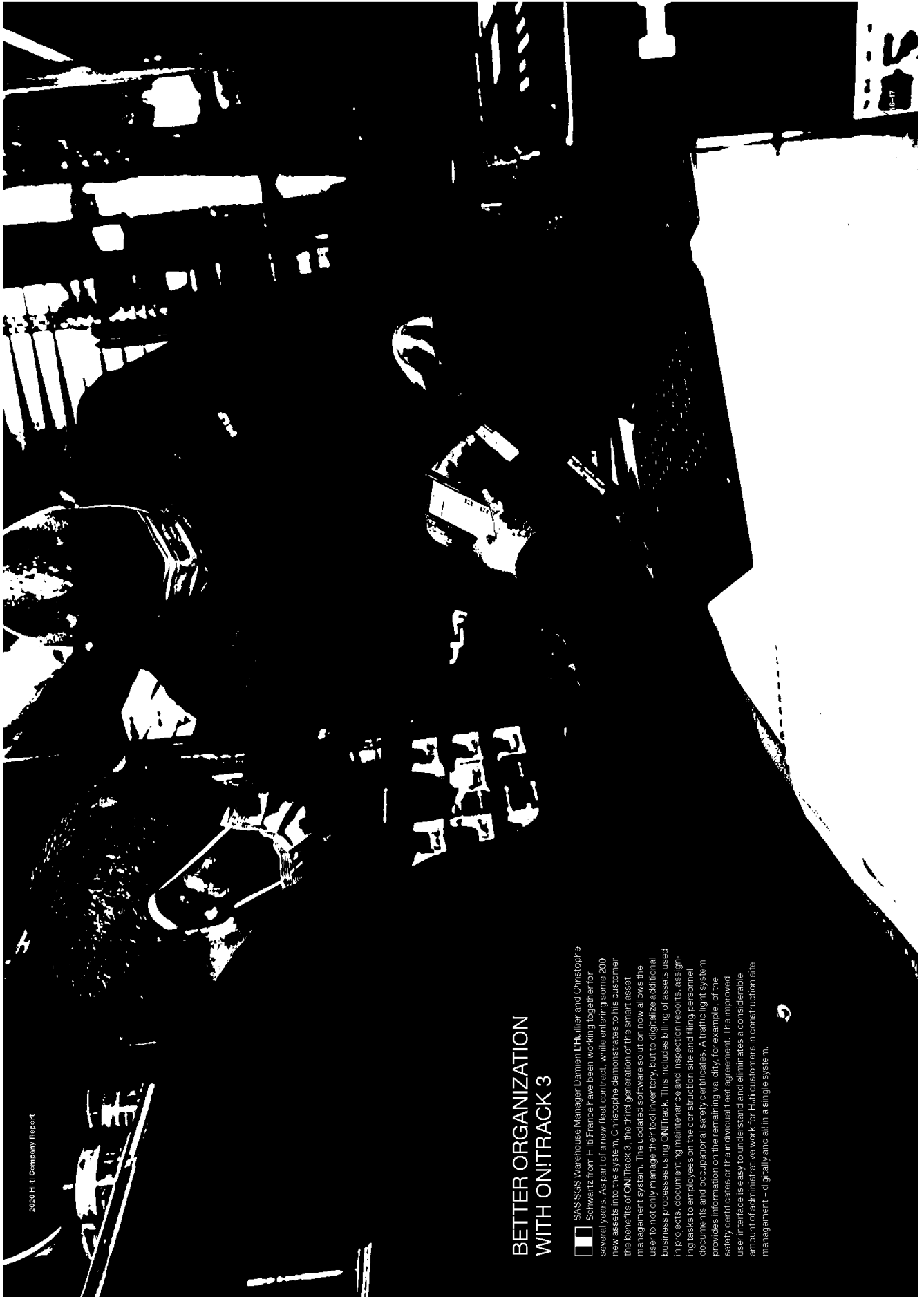
We are investing in continuous innovation to provide our customers products, systems, software and services that are world-class.



2020 Hilti Company Report

TRACEABILITY

Hilti develops more than 60 product innovations every year, an increasing number of which are linked to internet-based technologies. In 2020, the number of innovations with a traceability code increased by 100% compared to 2019. This is a result of the increasing use of traceability through the application of internet-based technologies to our products. Through the use of traceability codes, we can track the production of individual parts, components and assemblies. This enables us to identify the origin of individual parts, components and assemblies, which is essential for ensuring the quality and reliability of our products. The use of traceability codes also enables us to identify the origin of individual parts, components and assemblies, which is essential for ensuring the quality and reliability of our products.



2020 Hilti Company Report

BETTER ORGANIZATION WITH ON!TRACK 3

■ SAS SGS Warehouse Manager Damien L'Huilier and Christophe Schwartz from Hilti France have been working together for several years. As part of a new fleet contract, while entering some 200 new assets into the system, Christophe demonstrates to his customer the benefits of ON!Track 3, the third generation of the smart asset management system. The updated software solution now allows the user to not only manage their tool inventory, but to digitalize additional business processes using ON!Track. This includes billing of assets used in projects, documenting maintenance and inspection reports, assigning tasks to employees on the construction site and filing personnel documents and occupational safety certificates. A traffic light system provides information on the remaining validity, for example, of the safety certificates or the individual fleet agreement. The improved user interface is easy to understand and eliminates a considerable amount of administrative work for Hilti customers in construction site management – digitally and all in a single system.



2020 Hilti Company Report

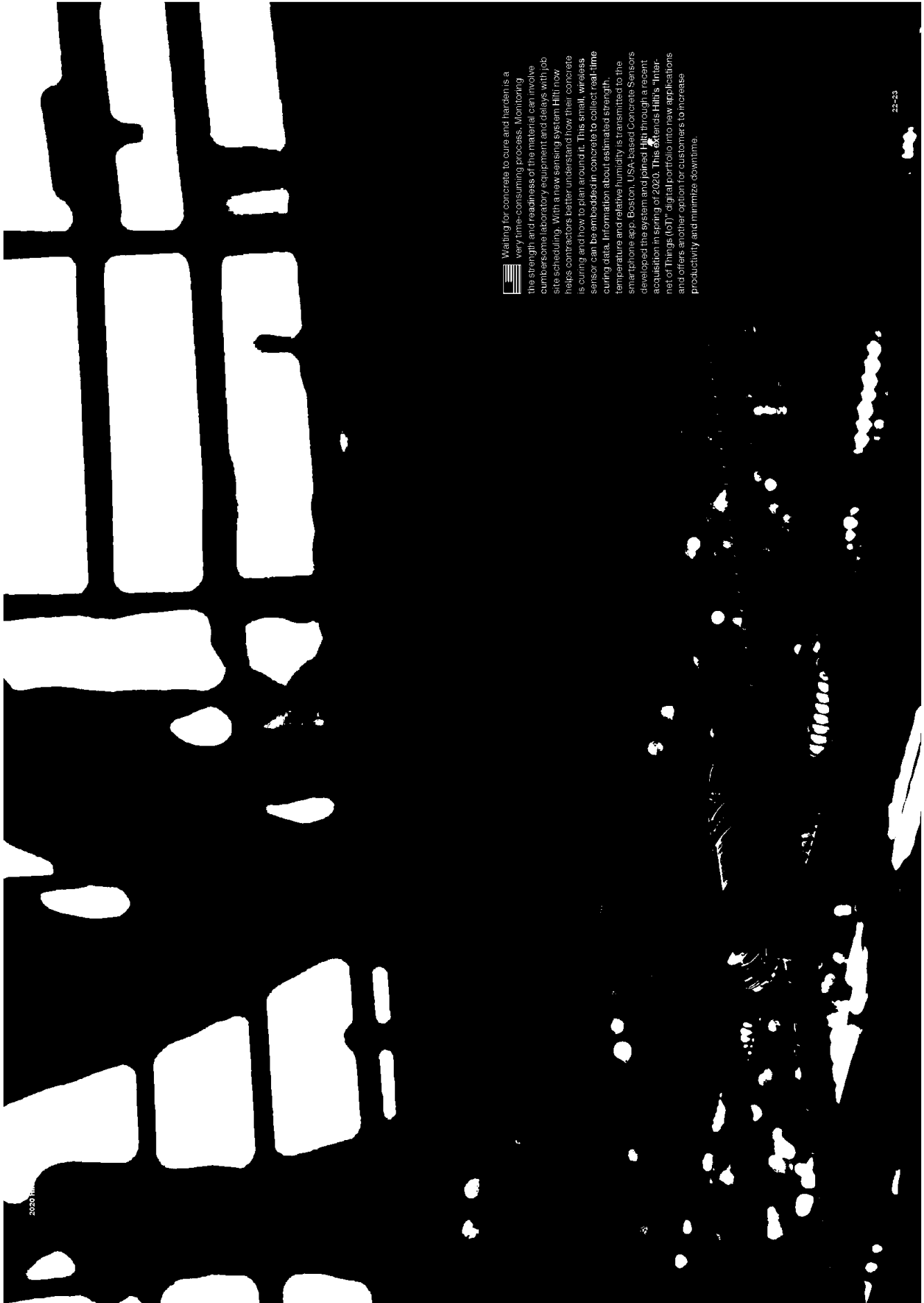
BETTER THAN A HELPING HAND


How can we make our customers' work on the construction site even safer and more productive? Ottobock and Hilti provided an answer in the fall of 2020 with the EXO-O1. The technology-based partnership combines Hilti's knowledge in user safety and ergonomics with 100 years of biomechanical expertise from Ottobock. The EXO-O1 is a passive exoskeleton that supports the user during overhead work and does not require an external power supply. The weight of the arms is transferred to the hips via the upper arm supports, using mechanical extender technology. This can reduce muscle strain by up to 47 percent* - while also providing economic relief to construction companies and healthcare systems: musculoskeletal disorders in the shoulder area are one of the most common causes of worker disability in the construction industry.

* www.ottobock.com



For more information about user health and safety, visit our Sustainability Report starting on page 34.



 Waiting for concrete to cure and harden is a very time-consuming process. Monitoring the strength and readiness of the material can involve cumbersome laboratory equipment and delays with job site scheduling. With a new sensing system **Hilti** now helps contractors better understand how their concrete is curing, and how to plan around it. This small, wireless sensor can be embedded in concrete to collect real-time curing data. Information about estimated strength, temperature and relative humidity is transmitted to the smartphone app. Boston, USA-based Concrete Sensors developed the system and joined **Hilti** through a recent acquisition in spring of 2020. This extends Hilti's "Internet of Things (IoT)" digital portfolio into new applications and offers another option for customers to increase productivity and minimize downtime.



Sparks fly as the GDG 6-A22 cordless die grinder appears to glide effortlessly over the metal. All that remains is a clean, smooth surface. The next step in the process requires another tool, but this means merely exchanging the battery from one tool to the next since the battery platform remains the same. Hilti has extensively expanded its portfolio of brushless tools and inserts not only for steel and metal, but also for the industry trade, making workshops and jobsites virtually cordless. Now Hilti customers can work in a much more productive and safer environment, relying on a single partner that has the ability to provide just about everything a construction professional needs.

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26-27



**Direct
Customer
Relationship**

The core of our corporate strategy: direct access to and partnership with our customers in the construction industry.

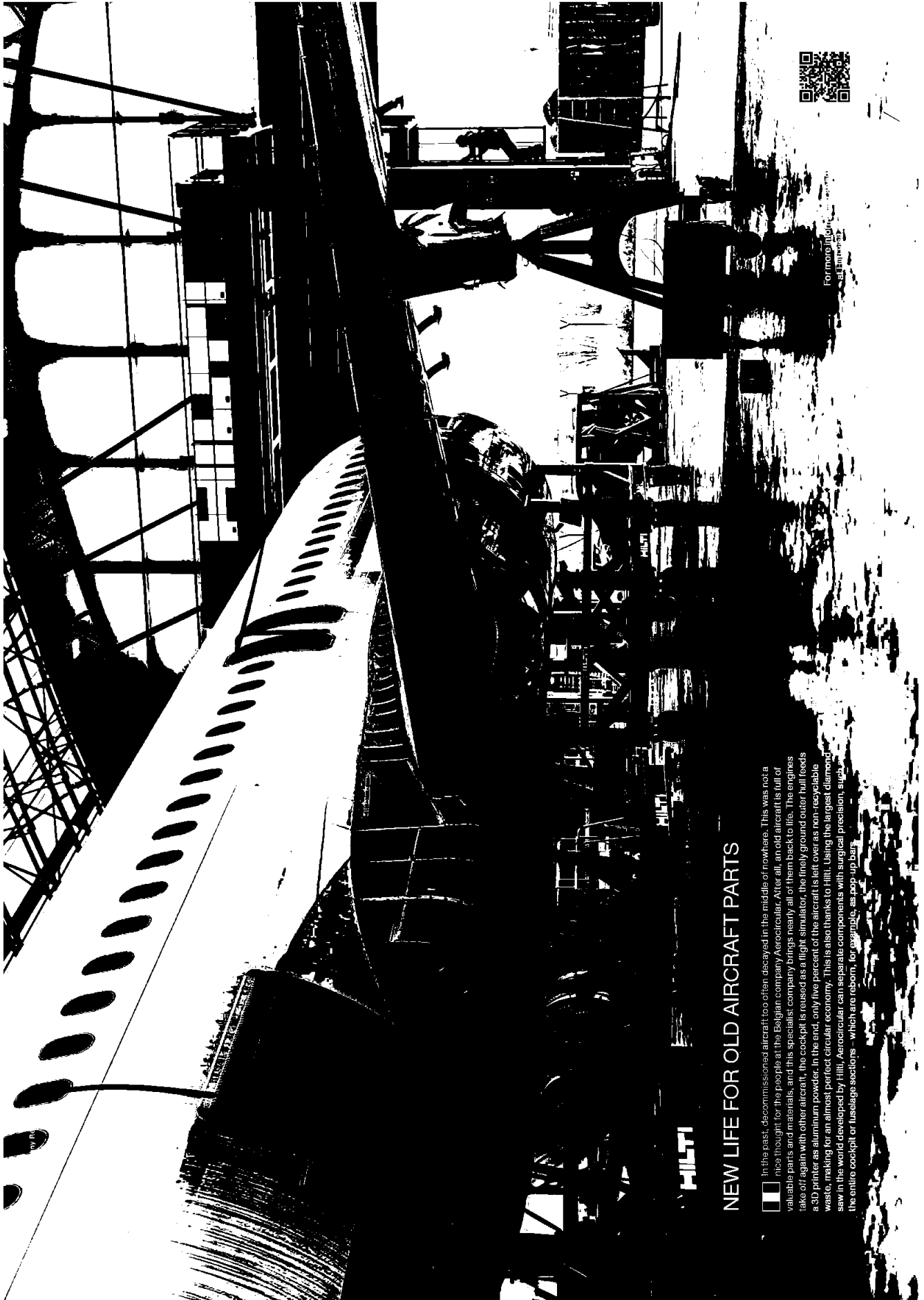


2020 Hilti Company Report

CONNECTED ONLINE

Having the customer's needs in mind is one of Hilti's particular strengths. Usually, Key Project Engineer Sarah Leblond can already develop future steps based on her collaboration with the customer and her comprehensive knowledge of their project, advising the customer accordingly. By cleverly linking data from a wide range of physical and digital sources, her advice can now be tailored to the specific needs of her customer. Sarah can tell at a glance what her customer wants and also determine which Hilti solution can best support the customer and his project in the future. So, the next time she contacts the customer, she knows what kind of advice he wants and can bring him an offer for fleet management that will save him expensive equipment downtime. The customer benefits from precisely tailored advice, coordinated to meet his current needs.

26-29



NEW LIFE FOR OLD AIRCRAFT PARTS

In the past, decommissioned aircraft too often decayed in the middle of nowhere. This was not a nice thought for the people at the Belgian company AeroCircular. After all, an old aircraft is full of valuable parts and materials, and this specialist company brings nearly all of them back to life. The engines take off again with other aircraft, the cockpit is reused as a flight simulator, the finely ground outer hull feeds a 3D printer as aluminum powder. In the end, only five percent of the aircraft is left over as non-recyclable waste, making for an almost perfect circular economy. This is also thanks to Hilti. Using the large diamond saw in the world developed by Hilti, AeroCircular can separate components with surgical precision, such as the entire cockpit or fuselage sections - which are reborn, or, for example, as pop-up bars.



For more information
at hilti.com



VIRTUAL PRODUCT TESTS

■ If a Hilli team can't get to customers, they'll quickly find other solutions. When product managers Natalia Gomez Angel and Travis Miller were unable to visit customers to conduct acceptance tests for a new firestop sealant due to contact restrictions in the USA and Canada, they met at the greatest possible distance – online. Receiving customer feedback while a product is still in the test phase and, above all, having customers see and try out the product is a key factor in the development of a new Hilli solution. The team changed its plans based on the local contact restrictions: 43 customers received a test package that included instructions. Natalia and Travis led the customers live on the laptop, through the application and directly obtained their feedback. This allowed the feedback to be included in the product's subsequent development, without delay and before the product is launched on the market.





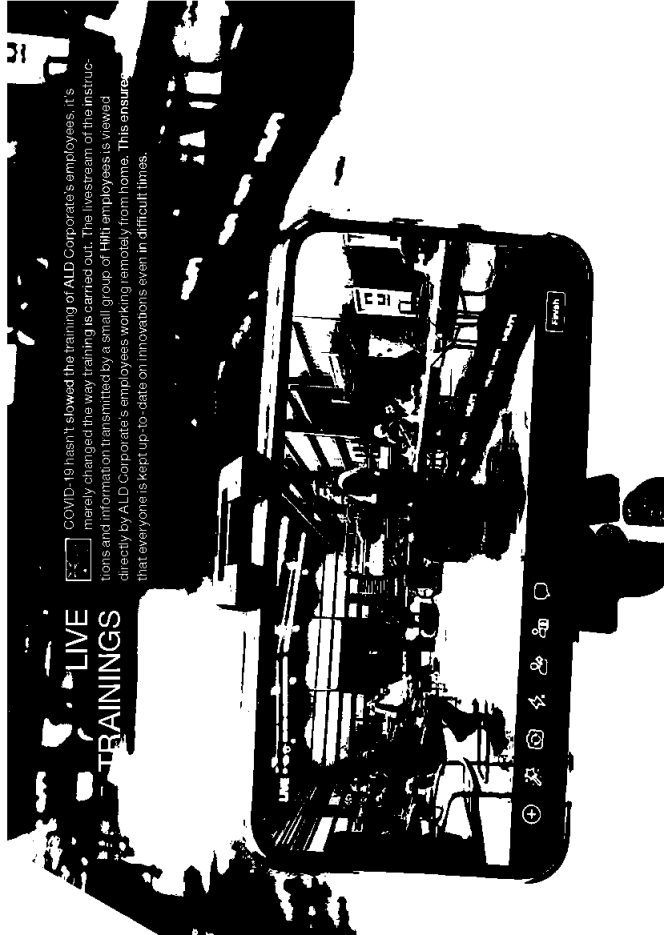
2020 Hilti Company Report

Improving products and developing services is particularly important for Hilti employees who have a direct relationship with customers. Here is a selection of small and big Hilti moments from 2020 that employees have shared on their social media channels.



SAFELY THROUGH THE "HÖLLEN-TALKLAMM"

How many hikers has this old bridge carried through the wild Höllentalalm gorge towards the Zugspitze? Now, after 115 years, a project team has replaced the structure and other footbridges with new steel structures. Helping to ensure that the fastenings once again hold in the rock for more than 100 years, Hilti provided special anchors, anchor rods and know-how. The steel sections were donated by ThyssenKrupp Schulte. This image shows mountain trail specialist Florian Dörfler, setting a chemical anchor with the Hilti HDE 500 cordless adhesive dispenser, advised by Hilti employee Rainer Agner. Hikers can once again hike the trail - thanks to the sponsoring initiative of the Zublin construction group on behalf of the German Alpine Club.



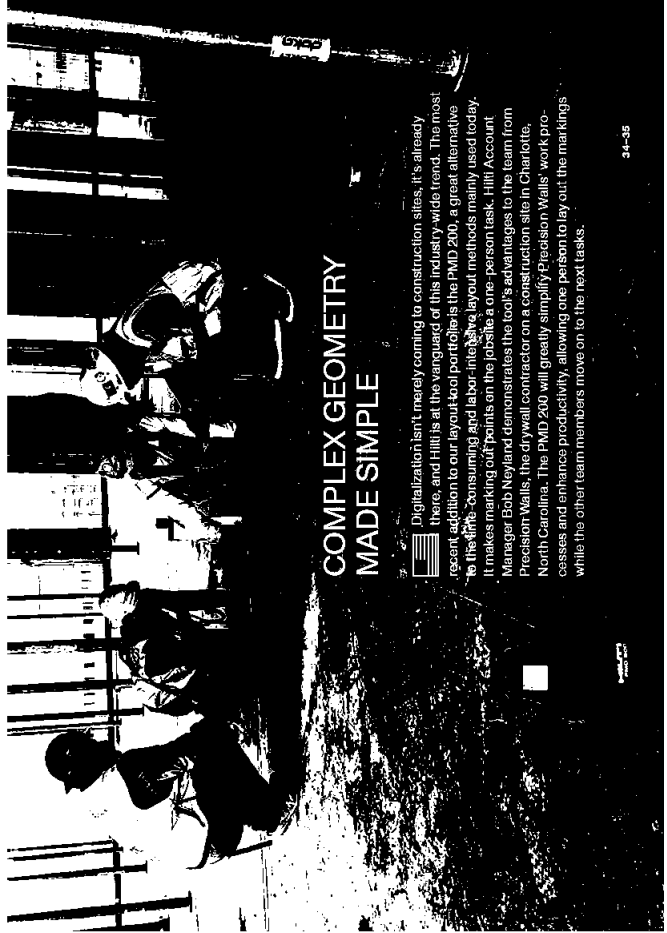
LIVE TRAININGS

COVID-19 hasn't slowed the training of A.D. Corporate's employees. It's merely changed the way training is carried out. The livestream of the instructions and information transmitted by a small group of Hilti employees is viewed directly by A.D. Corporate's employees working remotely from home. This ensures that everyone is kept up-to-date on innovations even in difficult times.



TECHNICAL SUPPORT IN YOUR POCKET

In 2020, video conferencing increasingly found its way into people's homes. But on construction sites, too, technical support is managed live and via smartphone when questions arise, as seen in this snapshot of Hilti Key Project Manager Enrico Saugo with his customer Gaetano Paolin in Veneto.



COMPLEX GEOMETRY MADE SIMPLE

Digitalization isn't merely coming to construction sites, it's already there, and Hilti is at the vanguard of this industry-wide trend. The most recent addition to our layout-tool portfolio is the PWD 200, a great alternative to the time-consuming and labor-intensive layout methods mainly used today. It makes marking out points on the jobsite a one-person task. Hilti Account Manager Bob Neyland demonstrates the tool's advantages to the team from Precision Walls, the drywall contractor on a construction site in Charlotte, North Carolina. The PWD 200 will greatly simplify Precision Walls' work processes and enhance productivity, allowing one person to lay out the markings while the other team members move on to the next tasks.



ONLINE, WHERE IT MATTERS

Internet access, in the event of natural disasters, such as tornadoes, can help to save lives with online warnings. Under normal conditions, it opens the door to a good education and a better future. Hilti therefore donates discarded but fully functional tools to the International Technology Disaster Resource Center (ITDRC) in the USA. The nonprofit organization uses them to install internet access in remote areas. Currently, this enables distance learning due to COVID-19-related restrictions. In this image, Hilti employee Bryant Aragon hands over equipment to ITDRC team leader Kate Norem.

2020 Hilti Company Report



PERFECT VIEW

When there's a snag on the construction site, a call to Hilti is all that's required to get a team on site. This was the case in the Turkish city of Tekirdağ. Hüseyin Karadas from FIM Ersoy needed assistance in precisely aligning the facade elements using the POL 15 optical level. Mehmet Burak Demirel and Ömer Tunc Sarıoğlu were able to quickly provide help with a short, hands-on demonstration of the device.



ON-SITE ART

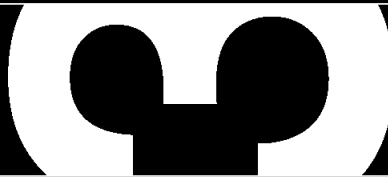
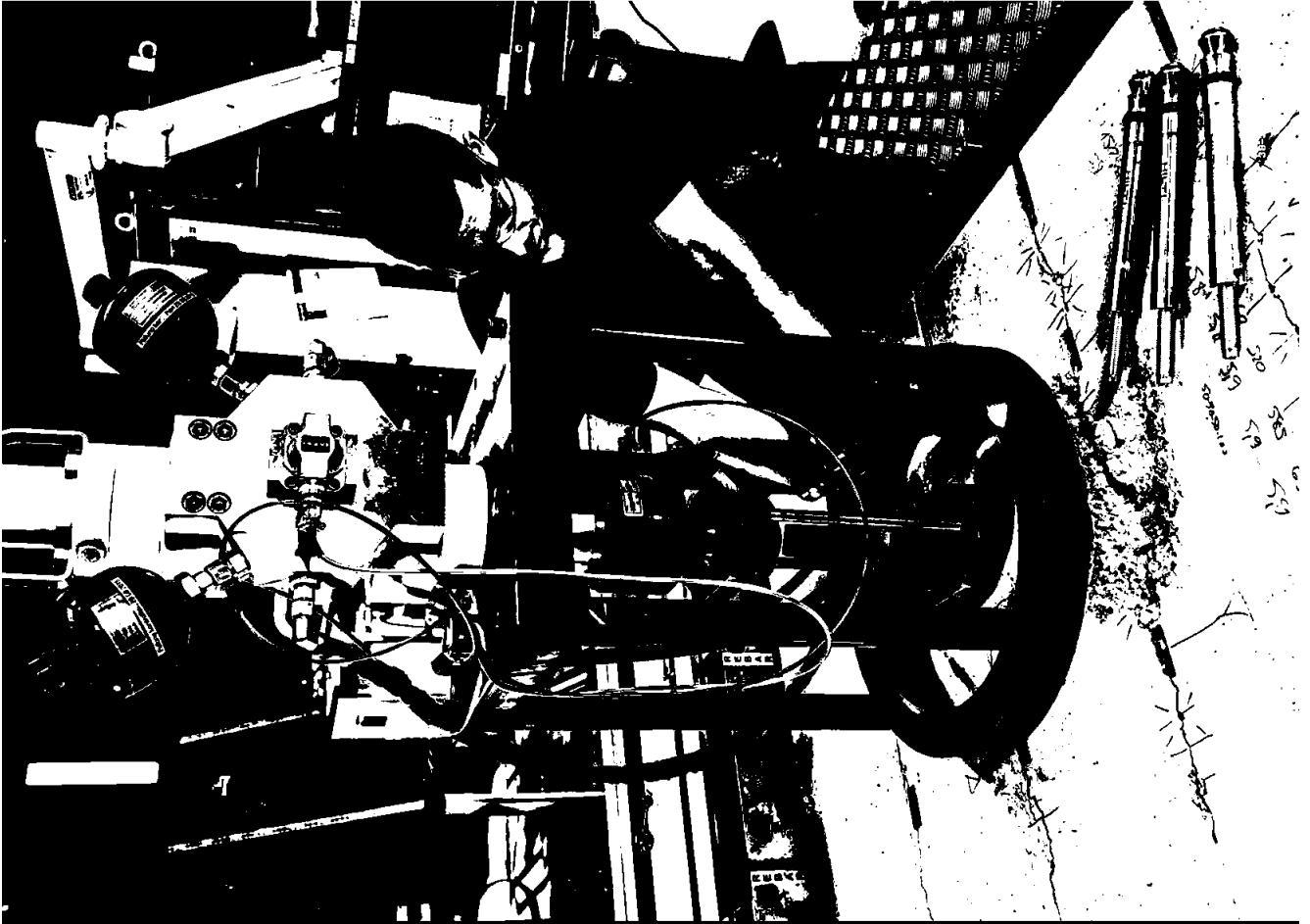
The luxurious art hotel is being built on Old Street in London's hip Shoreditch district – and provides a colorful backdrop for this snafu. The new building requires that some 100 holes, with a diameter of 600 mm, be drilled into the concrete at a 25-degree angle. A job for core bits of the highest performance class, Gregor Dynus. Hilti Account Manager in Great Britain, drills the holes for the piles seemingly without effort when using the DD 500 diamond coring machines for the demonstration. This convinced the customer and Gregor captured the moment.



SPOTLIGHT ON AND ACTION

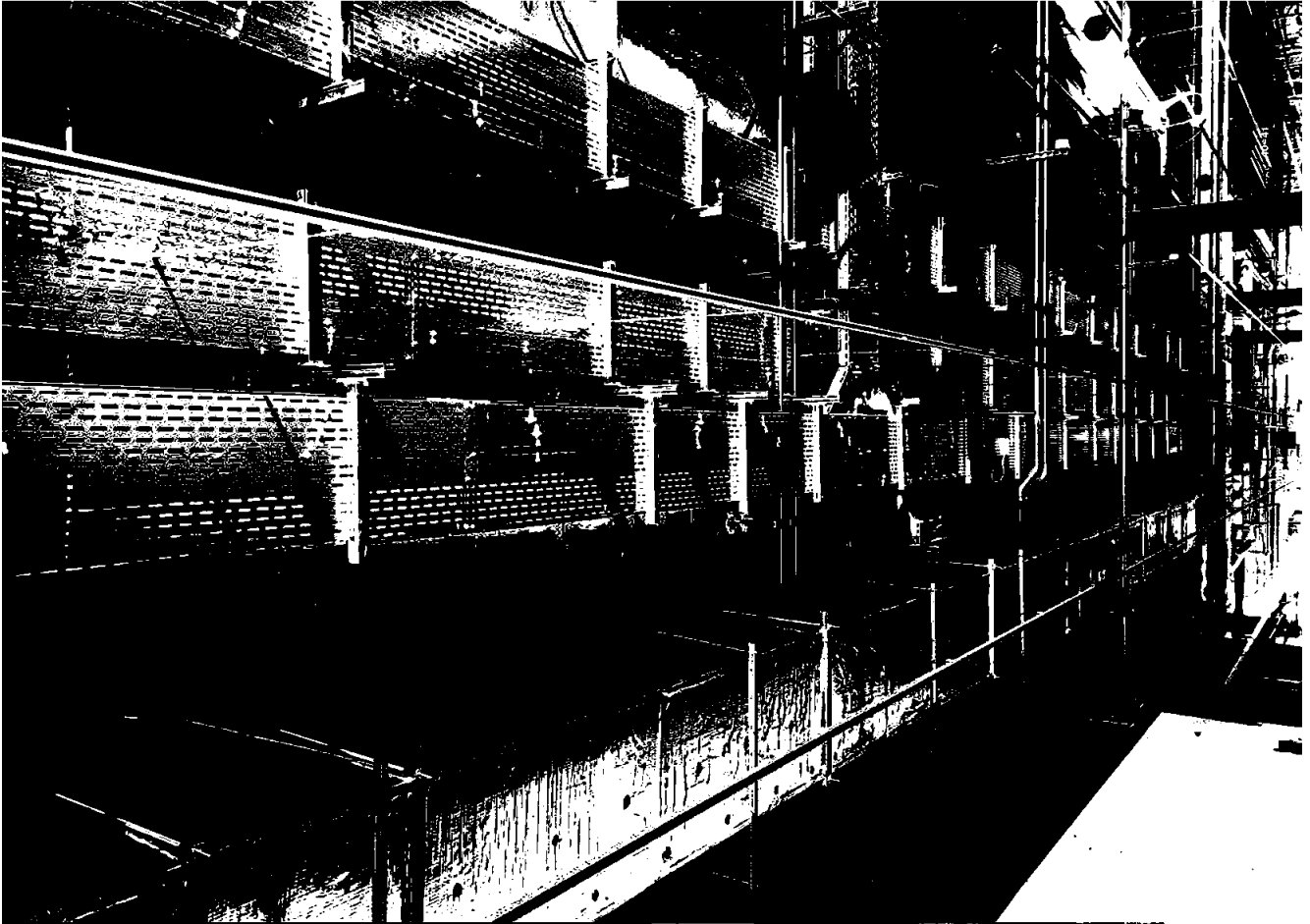
It is still dark and cold outside; the new day has only just begun. But Georg Hetsam and three of his colleagues from Hilti Kaufing are already on their surfboards. Wrapped up warm and illuminated by a cordless LED jobsite lamp, they often ride the waves on the Eisbaach – in the middle of Munich – in the early morning before heading to the office or to client meetings. Not a problem, thanks to Hilti's flexible working hours.

36-37



Operational Excellence

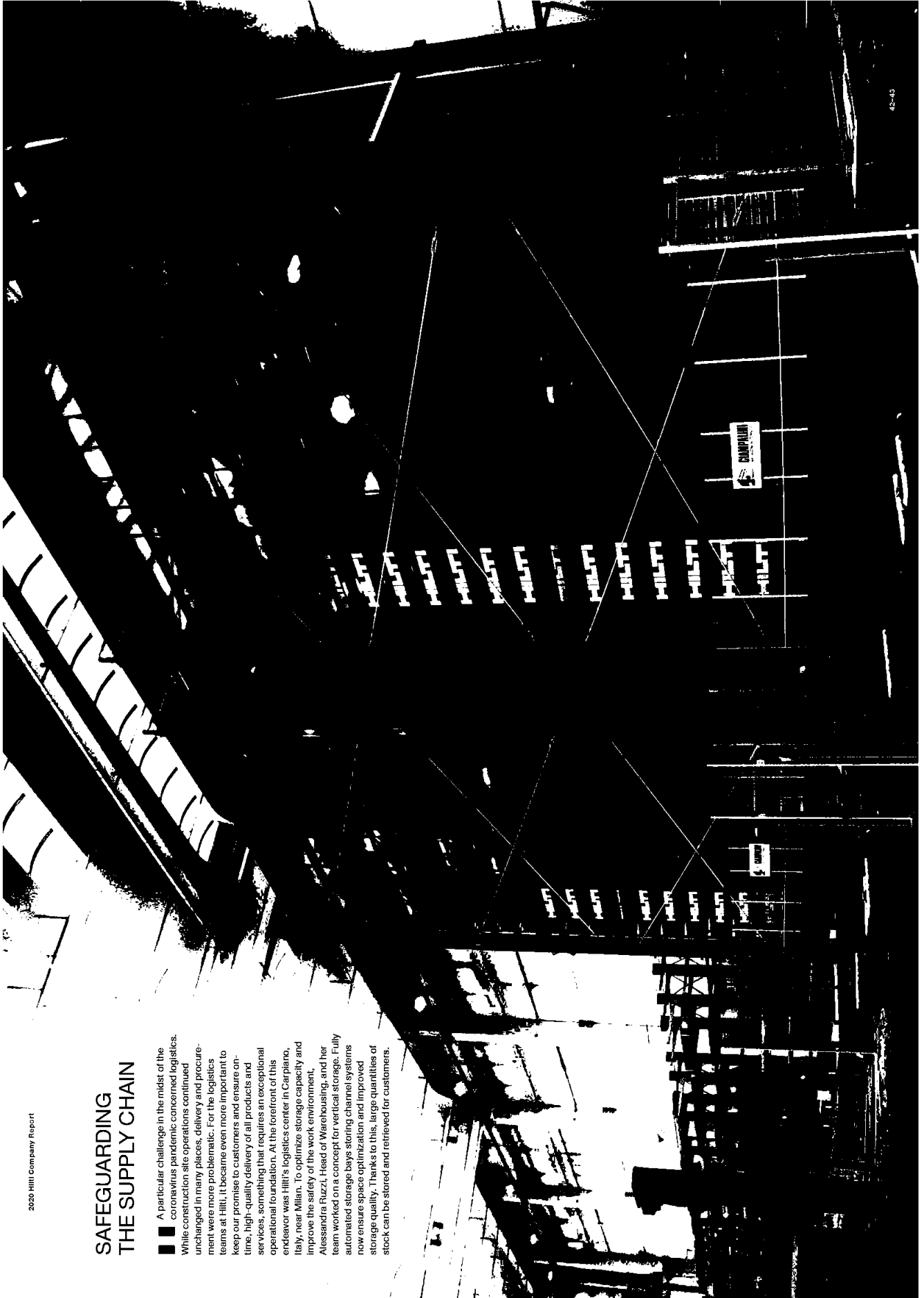
Operational excellence in all processes helps to ensure our customers' success.



2020 Hilli Company Report

BUILDING TWICE AS FAST WITH BIM

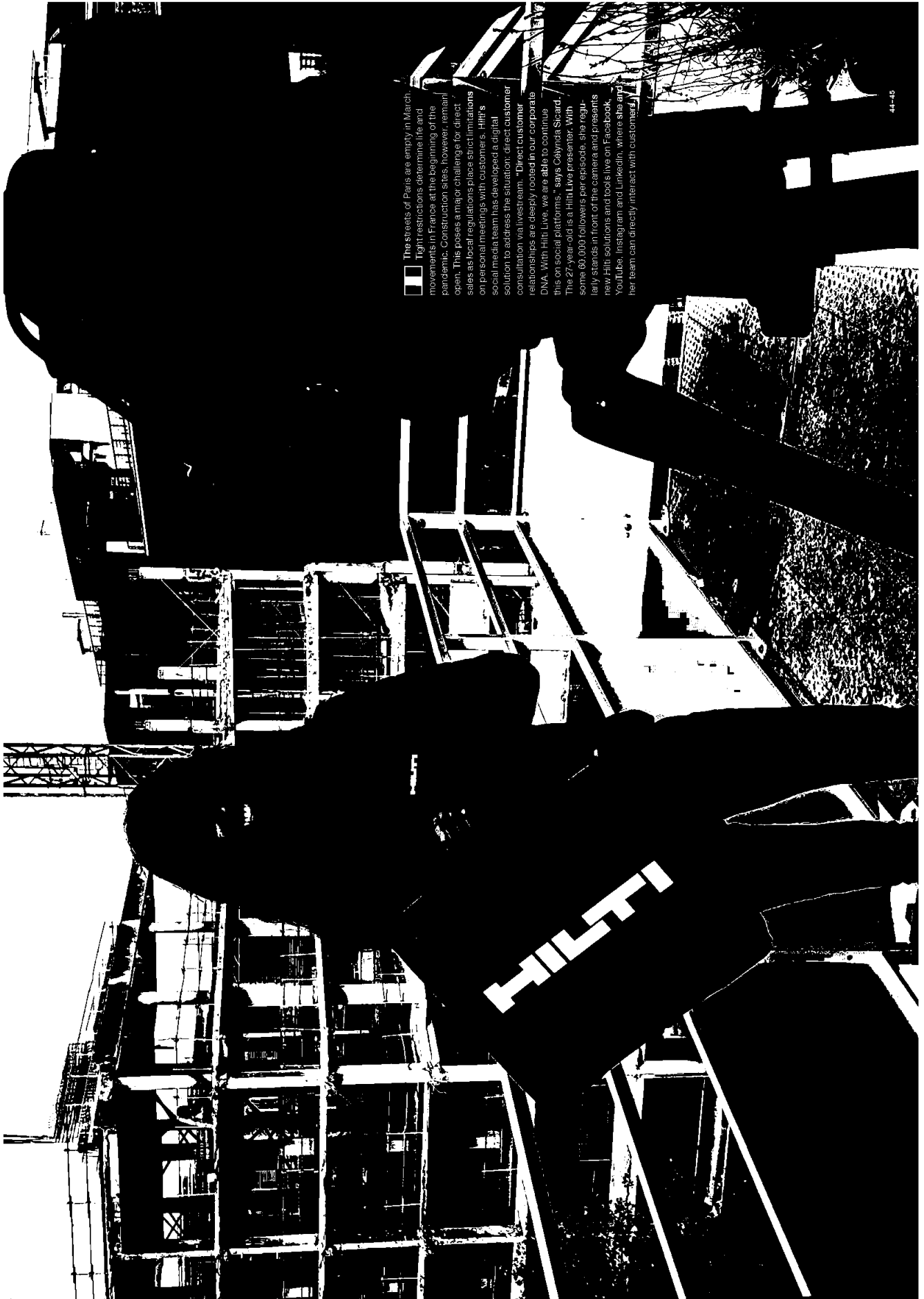
+ It took the Swiss retailer Migros Ostschweiz just one year to complete the renovation of a shopping center in Schaffhausen. The team finished the work twice as fast as it would have with a traditional approach. This was possible because a digital twin of the project, based on Building Information Modeling, or BIM, already existed in 3D. All the project's ideas, requirements and participants' tasks are integrated in the model and created the basis for the remodeling. Through our BIM Design Services the Hilli team offered a comprehensive solution package, enabling the client to significantly improve the project workflow, including productivity drivers such as the BIM2Field use of the new Japan construction site robot as well as advanced logistic services to schedule the job site deliveries. The result: Thanks to transparent planning, on-time delivery of the installation systems, and the time-saving use of Jabout, the project was completed twice as fast as if the customer had taken a conventional approach.



2020 Hilti Company Report

SAFEGUARDING THE SUPPLY CHAIN

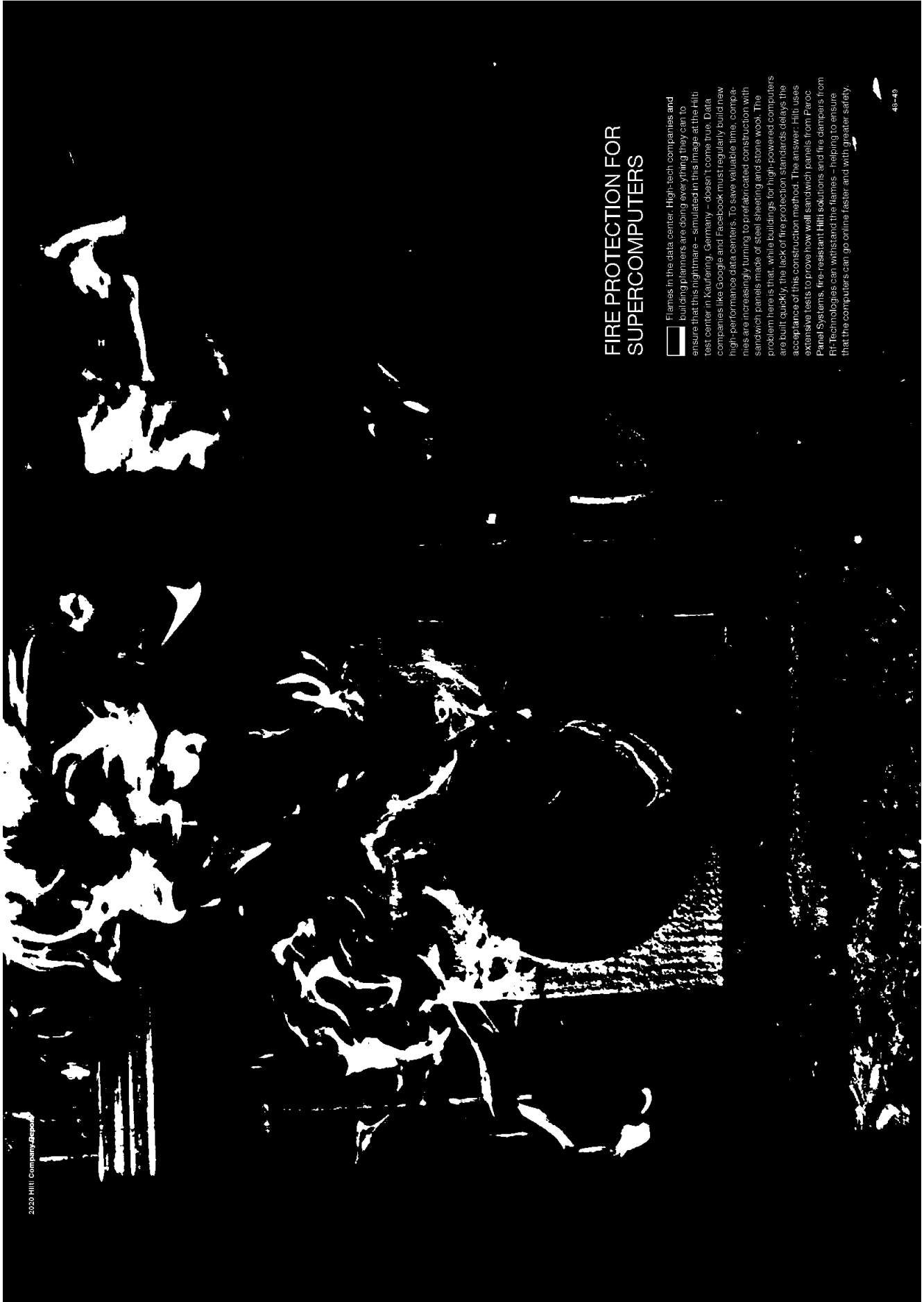
■ A particular challenge in the midst of the coronavirus pandemic concerned logistics. While construction site operations continued unchanged in many places, delivery and procurement were more problematic. For the logistics teams at Hilti, it became even more important to keep our promise to customers and ensure on-time, high-quality delivery of all products and services, something that requires an exceptional operational foundation. At the forefront of this endeavor was Hilti's logistics center in Carpiano, Italy, near Milan. To optimize storage capacity and improve the safety of the work environment, Alessandra Ruzzi, Head of Warehousing, and her team worked on a concept for vertical storage. Fully automated storage bays storing channel systems now ensure space optimization and improved storage quality. Thanks to this, large quantities of stock can be stored and retrieved for customers.



■ ■ The streets of Paris are empty in March. Tight restrictions determine life and movements in France at the beginning of the pandemic. Construction sites, however, remain open. This poses a major challenge for direct sales as local regulations place strict limitations on personal meetings with customers. Hilti's social media team has developed a digital solution to address the situation: direct customer consultation via livestream. "Direct customer relationships are deeply rooted in our corporate DNA. With Hilti Live, we are able to continue this on social platforms," says Celyncia Sicard. The 27-year-old is a Hilti Live presenter. With some 60,000 followers per episode, she regularly stands in front of the camera and presents new Hilti solutions and tools live on Facebook, YouTube, Instagram and LinkedIn, where she and her team can directly interact with customers.

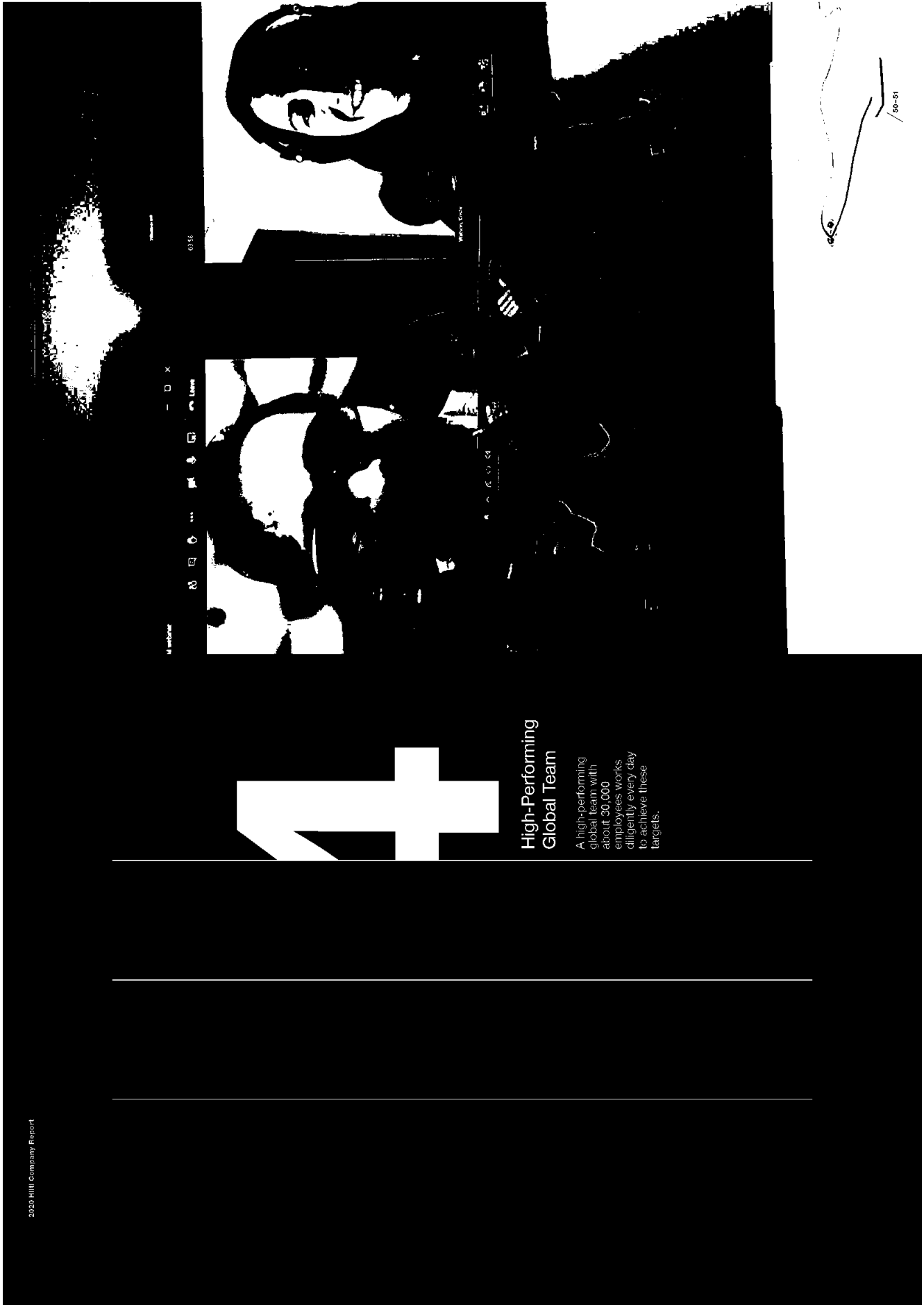


Hilti Store Manager Elmar Goep knows his customers and their needs very well, but if accessories are recalled for any reason, technology is required to locate the buyer after weeks or even months. A great deal of effort for both sides. Many of Hilti's worldwide products carry labels featuring a GS1 DataMatrix code on the packaging. The code is applied directly in the manufacturing facility and allows for automatic data collection. By scanning the code on a box containing stud anchors the customer stays on the safe side, as their data is directly linked to the product's batch number. So even in the unlikely event of a product recall, the specific customer can be immediately notified and the product can be exchanged.



FIRE PROTECTION FOR SUPERCOMPUTERS

Flames in the data center. High-tech companies and building planners are doing everything they can to ensure that this nightmare – simulated in this image at the Hilti test center in Kaufaring, Germany – doesn't come true. Data companies like Google and Facebook must regularly build new high-performance data centers. To save valuable time, companies are increasingly turning to prefabricated construction with sandwich panels made of steel sheathing and stone wool. The problem here is that, while buildings for high-powered computers are built quickly, the lack of fire protection standards delays the acceptance of this construction method. The answer: Hilti uses extensive tests to prove how well sandwich panels from Paroc Panel Systems, fire-resistant Hilti solutions and fire dampers from RT-Technologies can withstand the flames – helping to ensure that the computers can go online faster and with greater safety.



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**High-Performing
Global Team**

A high-performing global team with about 30,000 employees works diligently every day to achieve these targets.

2020 Mill Company Report



29,549
employees worldwide
(2019: 30,006)

63
nationalities
at headquarters
(2019: 63)

145
nationalities
in the global team
(2019: 127)

25.5%
of team members
worldwide are women
(2019: 25%)

21.5%
of team leaders
worldwide are women
(2019: 21%)

/ 52-53

2020 Hilti Company Report

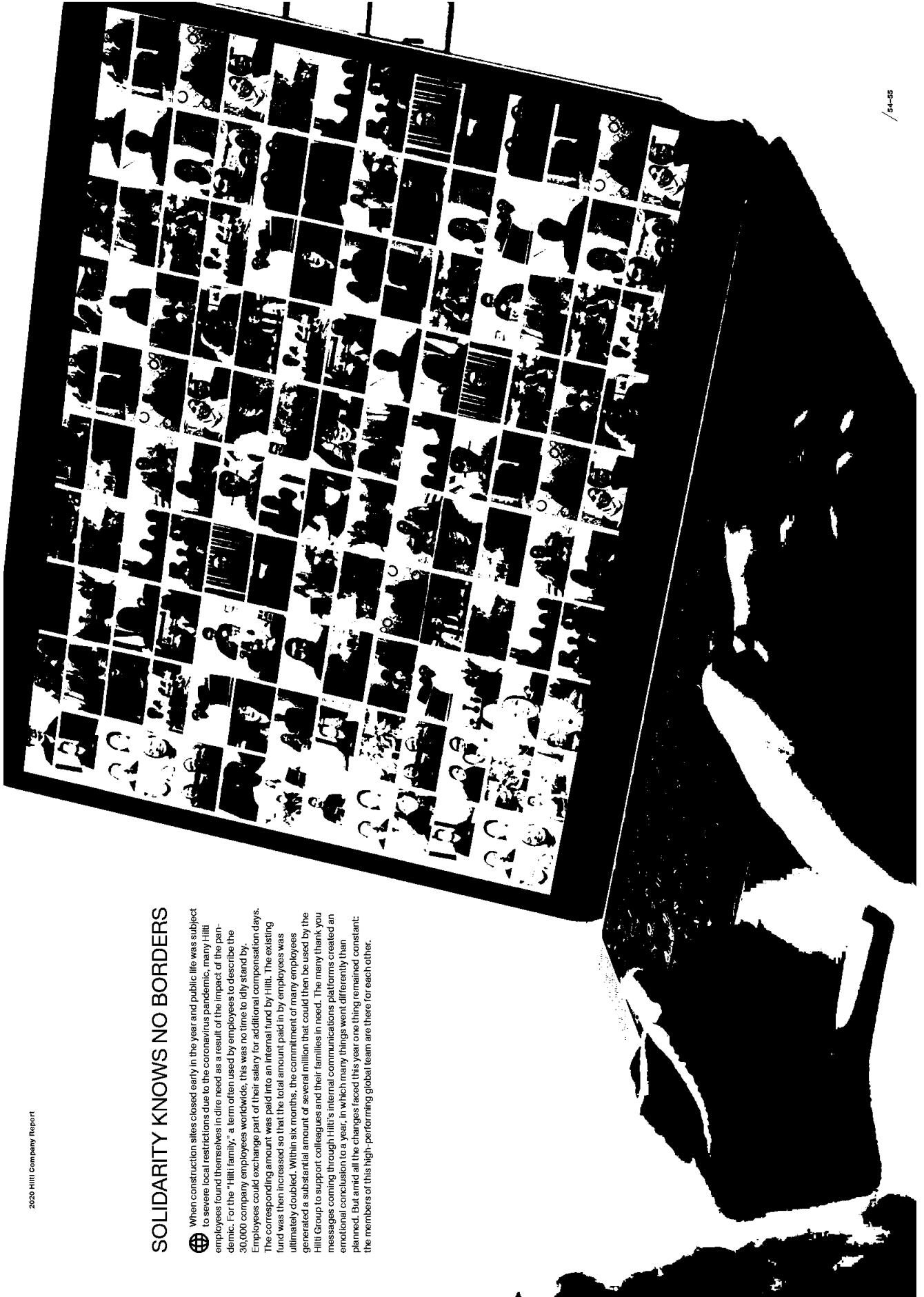
After Lindsay Ochiu started her career as a process manager at Hilti in the USA in 2015, it was soon clear she was on the path to a long career with the company. "My goal is to create added value for the company with my team." Hilti's approach is to match people with roles they enjoy and are suited for, both laterally and upward. The result is a resilient, high-performing global team. Team members are encouraged to talk frequently with their leaders about their development, whether it be for their current role or one in the future. Lindsay was set to become an area sales manager, but one discussion helped her consider another path. "My mentor asked me to list qualities of a good manager, and one of the points was financial acumen, which I already had through my studies. I realized I could take a financial analyst role to capitalize on this strength, instead of following a the usual path to sales management, to broaden that skill set and continue my development at the same time."

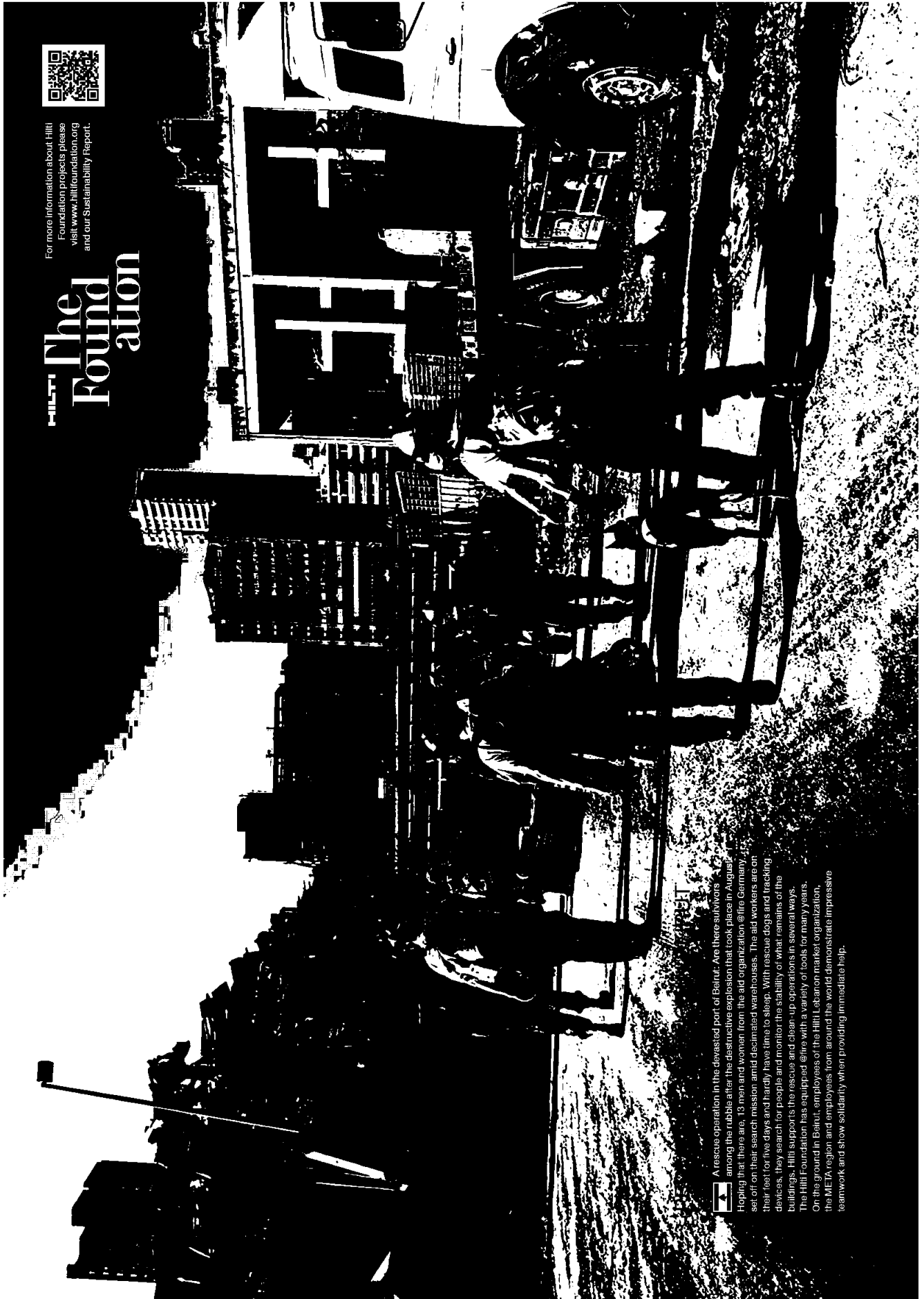




SOLIDARITY KNOWS NO BORDERS


When construction sites closed early in the year and public life was subject to severe local restrictions due to the coronavirus pandemic, many Hilti employees found themselves in dire need as a result of the impact of the pandemic. For the "Hilti family", a term often used by employees to describe the 30,000 company employees worldwide, this was no time to idly stand by. Employees could exchange part of their salary for additional compensation days. The corresponding amount was paid into an internal fund by Hilti. The existing fund was then increased so that the total amount paid in by employees was ultimately doubled. Within six months, the commitment of many employees generated a substantial amount of several million that could then be used by the Hilti Group to support colleagues and their families in need. The many thank you messages coming through Hilti's internal communications platforms created an emotional conclusion to a year, in which many things went differently than planned. But amid all the changes faced this year one thing remained constant: the members of this high-performing global team are there for each other.

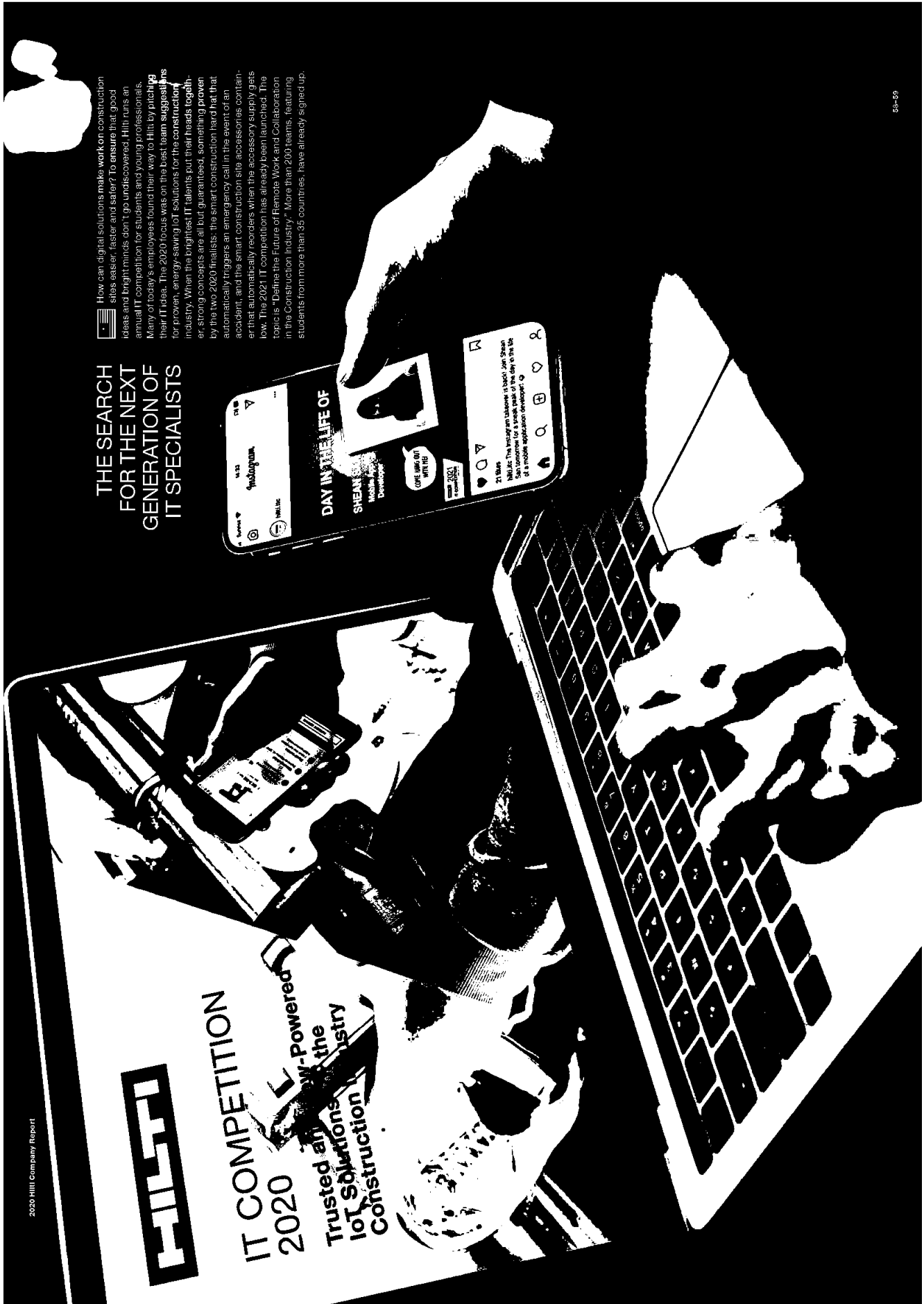




For more information about Hilti Foundation projects please visit www.hiltifoundation.org and our Sustainability Report.

HILTI The Found ation

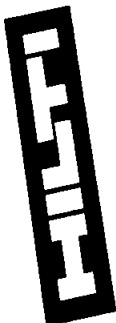
 A rescue operation in the devastated part of Beirut. Are there survivors among the rubble after the destructive explosion that took place in August? Hoping that there are, 13 men and women from the aid organization @life Germany set off on their search mission amid decimated warehouses. The aid workers are on their feet for five days and hardly have time to sleep. With rescue dogs and tracking devices, they search for people and monitor the stability of what remains of the buildings. Hilti supports the rescue and clean-up operations in several ways. The Hilti Foundation has equipped @life with a variety of tools for many years. On the ground in Beirut, employees of the Hilti Lebanon market organization, the META region and employees from around the world demonstrate impressive teamwork and show solidarity when providing immediate help.



THE SEARCH FOR THE NEXT GENERATION OF IT SPECIALISTS

How can digital solutions make work on construction sites easier, faster and safer? To ensure that good ideas and bright minds don't go undiscovered, Hilti runs an annual IT competition for students and young professionals. Many of today's employees found their way to Hilti by pitching their IT idea. The 2020 focus was on the best team suggestions for proven, energy-saving IoT solutions for the construction industry. When the brightest IT talents put their heads together, strong concepts are all but guaranteed, something proven by the two 2020 finalists: the smart construction hard hat that automatically triggers an emergency call in the event of an accident, and the smart construction site accessories container that automatically reorders when the accessory supply gets low. The 2021 IT competition has already been launched. The topic is "Define the Future of Remote Work and Collaboration in the Construction Industry." More than 200 teams, featuring students from more than 35 countries, have already signed up.

2020 Hilti Company Report



IT COMPETITION 2020
Trusted and IoT-powered solutions for the Construction Industry



2020 Hilti Company Report

INSTALLED IN A FLASH

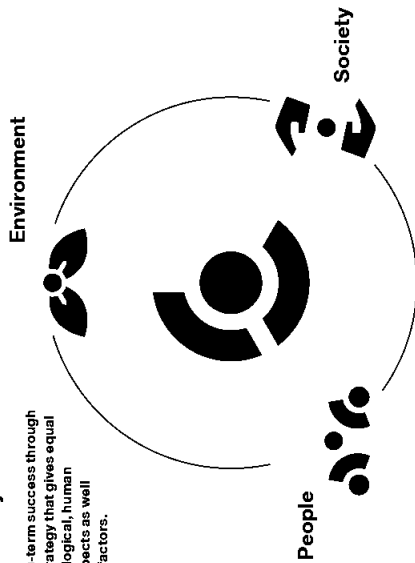
Things had to happen very fast in February 2020. As part of the fight against the spread of the coronavirus in Wuhan, the Chinese city of more than ten million people built two well-equipped emergency hospitals for COVID-19 patients in just ten days. At very short notice, Hilti China supplied its proven fastening systems for medical equipment, as well as firestop products. A team was quickly assembled and worked at full speed to ensure fast delivery despite the difficult logistical planning during the lockdown. Under the leadership of General Manager Xia Dai, the team worked together to organize the necessary products, which were donated to the cause, and get them to the construction sites within 24 hours. This marked an additional Hilti contribution in the fight against the virus.



SUSTAINABILITY MANAGEMENT AT HILTI

Our understanding of sustainability

Securing long-term success through a business strategy that gives equal weight to ecological, human and social aspects as well as economic factors.



In 2020, we developed a holistic sustainability strategy that allows us to implement our commitment to the environment, people and society in a more structured, comprehensive and transparent manner. Taking these aspects into account equally with economic factors translates into the core element of our long-term success. Together with the Hilti Foundation, our integrated sustainability partner, we are consistently working on our contribution to the United Nations' Sustainable Development Goals.

For each of our three pillars, we have defined global priorities and ambitions that we will focus on initially:

The key goals of our sustainability strategy:

- We care for our environment.**
Become CO₂ neutral by 2023
Lead the industry in circularity
- We care for people: customers, employees and partners**
Highest requirements for the health & safety of users and for the safety of buildings
Lead in employee health & safety
- We contribute to a better society and high ethical standards**
Create social impact at scale
Uphold ourselves and the industry to the highest standards in business ethics

Environment

We take responsibility for our environment. Companies can only be successful in the long term if they conserve natural resources and reduce the impact of their actions on the environment. To reduce our ecological footprint, we aim to be CO₂ neutral by 2023. We will drive our own efforts to reduce emissions and, together with the Hilti Foundation and a renowned external partner, support selected off-set projects.

We want to be the industry leader in the circular economy by moving away from linear resource consumption and increasingly using resources in a circular manner. We expect this way of doing business to bring not only ecological benefits, but also new impetus to our business activities.

As part of our commitment to CO₂ and the circular economy, we will also take a closer look at water, waste and pollutant emissions. Every contribution, such as reducing plastic waste in an office, is important in this respect.

People

We care about people: customers, employees and partners. We are building a better future – which also means we want to provide solutions for the best possible health and safety standards in the construction industry. We want to differentiate ourselves through the health and safety of users and ensure that our customers are equipped with the latest and safest technologies so that they can benefit from the competitive advantage provided by our research and development.

We are also committed to building safety by providing durable and resilient solutions. These are designed to ensure the safety of those who spend time in buildings constructed with our products – even under extreme conditions.

The health and safety of our employees is part of our culture and reflects our understanding of responsibility. We aim to be a leader in this area. Not only do we pay attention to the safety and physical health of our employees, but we have also included topics such as employee engagement, inclusion and diversity, work-life balance and excellent training and development in our sustainability strategy.

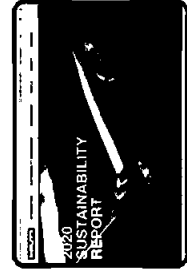
Society

We contribute to a better society and high ethical standards. In collaboration with the Hilti Foundation, we aim to achieve a significant social impact. The Hilti Foundation makes its contribution by giving people the opportunity to develop their skills and talents through its worldwide projects, thus laying the foundation for an independent and self-determined life.

In addition, the Hilti Foundation and the Hilti Group are now joining forces with the aim of giving all Hilti employees worldwide the opportunity to make a contribution by participating in sustainability initiatives outside of business activities. In the future, we will structure these initiatives in our Engaged Beyond Business corporate volunteering program.

Another critical priority is that we hold ourselves and the industry to the highest standards of business ethics. This means, for example, that we have a zero-tolerance attitude toward corruption and discrimination.

The 10 key themes of our sustainability strategy bring together ambitious goals that are anchored in almost all our business areas.



In our sustainability report, you can find out more about how Hilti is committed to building a better future.



2020 Hilti Company Report

EXECUTIVE BOARD

One aspect that the Executive Board specifically pursued in 2020 was the communication with employees worldwide. Normally, Executive Board members take personal visits to various market organizations. This year, question and answer sessions and forums largely took place virtually, in compliance with protective measures, part of the measures implemented in November for the Hilti Management Forum in a specially constructed studio, from the USA.

Dr. Christoph Loos
CEO since 2014
1968, Germany

A member of the Executive Board since 2007, Christoph Loos was appointed CEO in 2014. Having joined Hilti in 2001, he was responsible for Corporate Development and later developed the Strategic Marketing unit. In 2005, he took the position of General Manager of Hilti Germany.

Joaquín Sardá
Member of the Board since 2020
1974, Spain

Joaquín Sardá is responsible for the European and Middle East markets and for the Strategic Marketing unit. In 2005, he started in Corporate Development at Hilti's headquarters. Later he held multiple management positions in Italy and Germany. In 2012, he took the position of General Manager for Italy and the Southern Europe region.

Jahangir Jami Doonagall
Member of the Board since 2014
1987, India/Switzerland

Jan Doonagall is responsible for the Electric Tools and Accessories business, Corporate Research & Technology and Tool Services. Since joining Hilti in 2000, he has held various positions. In his most recent function, he headed the Power Tools & Accessories Business Unit.

Matthias Gilmer
Member of the Board since 2011
1967, Germany

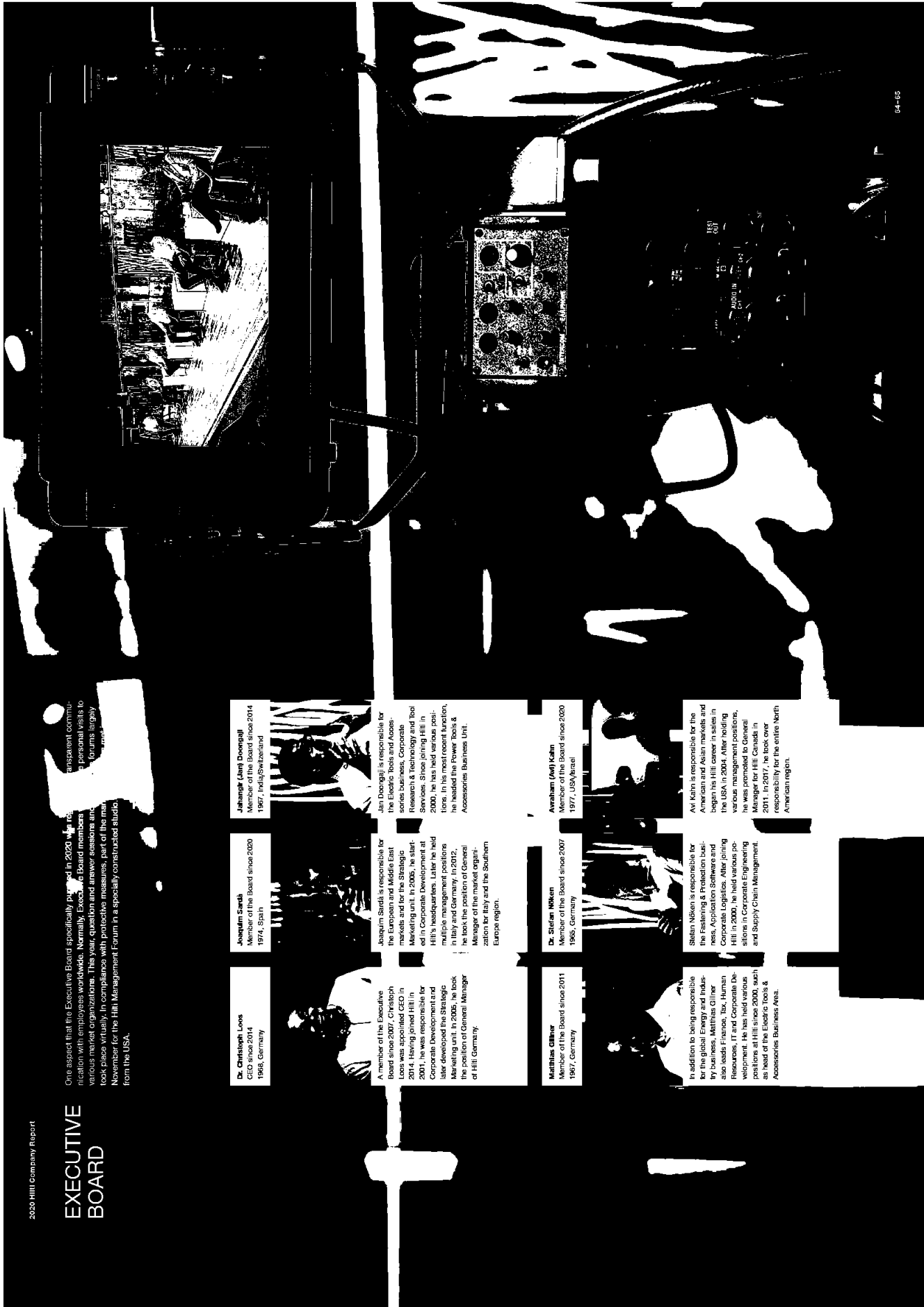
In addition to being responsible for the global Energy and Industry business, Matthias Gilmer also leads Finance, Tax, Human Resources, IT and Corporate Development. He has held various positions at Hilti since 2000, such as head of the Electric Tools & Accessories Business Area.

Dr. Stefan Nöken
Member of the Board since 2007
1965, Germany

Stefan Nöken is responsible for the Fastening & Protection business, Application Software and Corporate Logistics. After joining Hilti in 2000, he held various positions in Corporate Engineering and Supply Chain Management.

Arashian (Ali) Kahn
Member of the Board since 2020
1977, USA/Berlin

Ali Kahn is responsible for the American and Asian markets and began his Hilti career in sales in the USA in 2004. After holding various management positions, he was promoted to General Manager for Hilti Canada in 2011. In 2017, he took over responsibility for the entire North American region.





In addition to the legally defined tasks and the strategic direction of the Group, employee-level personal and succession planning are central items on the Board of Directors' agenda. As a result, the future course was set in September, together with the Executive Board, at one of two physical meetings of the Board of Directors in 2020.

- Marco Meyrat**
Chr, Switzerland
1963, elected until the 2023 Annual General Meeting
Marco Meyrat joined the Board of Directors in 2020. Since January 1, 2020, he has served as a trustee of the Martin Hill Family Trust and as Chairman of the Hill Foundation Board. Marco Meyrat joined Hill in 1988 and held various positions. From 2005 to 2019, he was a member of the Executive Board of the Hill Group. He is also a member of the Advisory Board of Prosa GmbH, the parent company of the Swiss company Hill Group and of Merck AG. He is also a member of the Board of Directors of Venture Incubator AG, member of the Foundation Board of the Cantonal Hospital Grisons and Trustee of the Ton Hill Family Trust.
- Michael Hill**
Scham, Liechtenstein
1948, elected Honorary Chairman at the 2018 Annual General Meeting
Michael Hill, son of company founder Prof. Dr. h.c. Martin Hill, has been a member of the Board of Directors since 1980 and acted as its Chairman from 1984 to 2008. After studying business administration at the University of St. Gallen, he joined the family-owned company in 1976 and was named to the Executive Board one year later. From 1980 to 1983, he held the position of President of the Swiss Bank of Liechtenstein AG. He is also a member of the Board of Directors of Hill Foundation and Chairman of the Hill AG Foundation.
- Barbara Milian Thorsfoss**
Oslo, Norway
1959, re-elected until the 2023 Annual General Meeting
Barbara Milian Thorsfoss was elected to the Board of Directors in 2014. She has an MBA in marketing and finance from Columbia University and a BA in psychology from Duke University. She has held CEO positions in the telecom and consumer goods industries. Since 2009 she has been an entrepreneur in the industrial sector founding a company that today is the originator of the Praline in the Alps. She is also a trustee of the Swiss Bank of Liechtenstein AG and Eschli AB in Sweden and G&S Pic in London.
- Kim Fausing**
Sønderborg, Denmark
1964, re-elected until the 2022 Annual General Meeting
Kim Fausing was elected to the Board of Directors in 2010. He holds a degree in mechanical engineering and an MBA. Kim Fausing joined Hill in 1989 where he held various management positions in Europe and Asia until 2007. In 2007, he moved to the Danish Danbros Group and in 2008, he was appointed CEO and member of the group Executive team. In July 2017, he became a trustee of the Swiss Bank AG in Germany and member of the Board of Directors of Lutingehts, Switzerland.
- Carla De Goyseleer**
Erembodgem, Belgium
1988, elected until the 2022 Annual General Meeting
Carla De Goyseleer joined the Board of Directors in 2019. She holds an Executive MBA from the Institute for Management Development in Lausanne, Switzerland, and started her professional career as an auditor at EY Business. Since October 2019 she has been CFO of Volvo Car Group in Sweden. She previously served for several years as CFO for SCS in Geneva, as a member of the Board of Directors of D&L SA, Midmore Liberty SA and D&L SA, all companies located in the Netherlands. Before that, she served in multiple finance and business development roles on a regional and global level at DHL.
- Henrich Fischer**
Riedikon, Switzerland
1950, Chairman of the Board of Directors, re-elected until the 2022 Annual General Meeting
Henrich Fischer was elected to the Board of Directors in 2007 and became its Chairman in April 2017. Prior to his tenure at Hill, Henrich Fischer, who holds degrees in electrical engineering and physics (Swiss Federal Institute of Technology Zurich) and business administration, was CEO of Sauber AG. Henrich Fischer is a member of the Board of Directors of team AG and Sebastian AG.
- Prof. Dr. Plus Baschera**
Zurich, Switzerland
1950, re-elected until the 2022 Annual General Meeting
Plus Baschera joined the Board of Directors in 2008. He served as its Chairman until April 2017 when he ceased this position to Henrich Fischer. After earning his doctorate in mechanical engineering and business administration from the Swiss Federal Institute of Technology Zurich, he joined Hill in 1979 as Head of Financial Computing for production. He served as the controlling officer for 13 years beginning in 1984. Since 2017 he has been Speaker of the Martin Hill Family Trust.
- Dr. Daniel Demitler**
Zurich, Switzerland
1983, elected until the 2021 Annual General Meeting
Daniel Demitler joined the Board of Directors in 2018. He is the Senior Partner of Hornbuege AG, a commercial law firm in Zurich. He also holds a board mandate with domstaktas Holding AG. Demitler is a member of the Supervisory Board of Holzschid & Co SCA, France, and a lecturer at the University of Zurich.



FINANCIAL
FIGURES

60-69

20 Hilli Company Report



FINANCIALLY SOLID DESPITE A CHALLENGING COVID-19 PANDEMIC YEAR

With a decrease of net sales in Swiss francs of almost 10 percent and a turnover of CHF 5.3 billion, the Hilti Group closed 2020, the challenging year of the COVID-19 pandemic, with an operating result of CHF 728 million (-7.0%). The decline in net sales is a result of the pandemic-induced lockdowns combined with a slowdown in investments in buildings and industry assets as well as a continuous appreciation of the Swiss franc. Due to prudent cost management, the Hilti Group was able to continue investing in strategic initiatives to ensure the company's long-term success.

The sales development followed three phases: a strong start in the first two and a half months, a lockdown-induced decrease until the end of May and a heterogeneous yet steady recovery in the second half of 2020. While the Group's sales decrease was most pronounced after the first five months at 16.3 percent, the situation improved from June onwards, resulting in a 9.6 percent full year sales decrease in Swiss francs and 4.3 percent in local currencies. On a regional level, the results differed quite substantially depending on the severity of the pandemic and the lockdown approaches of the local governments. While Central and Eastern Europe and Northern Asia managed to close the year with positive sales growth, Southern Asia and the Middle East faced a double-digit decrease. The Americas finished the year with a 4.6 percent decrease which was disproportionately impacted by Latin America. Significantly weaker currencies in emerging markets, as well as a weaker euro and US dollar, led to a negative currency impact on Group sales of over 5 percent.

Reaction to the COVID-19 pandemic
At the end of March, Hilti launched a four-pillar program to cope with the COVID-19 challenges. A strong emphasis was put on protecting the health of Hilti's employees and par-

ticularly the sales force, resulting in significantly less time being spent with customers and on jobsites during the (partial) lockdowns. Additionally, the Group implemented a hiring freeze, optimized indirect cost expenditures (such as travel, events, etc.) and implemented temporary measures to gain time before deciding upon structural adjustments. At end of December 2020, the Group counted 29,549 team members, a decrease of 1.5 percent compared to the previous year. Hilti adjusted its structures only very selectively in certain markets and avoided Group-wide restructuring. At the same time, the Group continued to fully fund its strategic initiatives in the area of innovation, digitalization and cybersecurity with significant additional investments. Lastly, the Hilti Group increased its cash reserve through net working capital optimization and debt increase to a total cash position of CHF 1.3 billion (2019: 1.1 billion).

Continued investments in innovations
Despite the pandemic, the Hilti Group launched 74 new, innovative products and services onto the market. A convincing example is the introduction of the Jaibot, a semi-autonomous mobile ceiling-drilling robot. Expenditure for research and development reached CHF 358 million, a share of 6.7 percent of net sales. With the additional expan-

sion of integrated solutions combining products, software elements and services, Hilti continues to provide innovative solutions to help customers be more productive, work more safely and enjoy greater success. Besides digitalization of customer-related processes, the Group also drove forward the digitalization of its corporate processes, such as a new people approach with an underlying HCM suite, and an accelerated rollout of a sales process with a new CRM system.

Disproportionate decrease of operating result
The operating result decreased by 7.0 percent to CHF 728 million (2019: CHF 783 million). Net profit decreased slightly more to CHF 531 million (2019: CHF 591 million), due to a slightly higher income tax rate and extraordinary effects. Despite the decrease in sales, the significant negative currency effect and the ongoing strategic investments, the return on sales (ROS) grew slightly and reached a new high of 13.7 percent (2019: 13.3%). This is the result of solid margin development and prudent overall cost management. By contrast, the return on capital employed (ROCE) decreased by 3.4 percentage points to 16.4 percent (2019: 19.8%) due to the lower capital turnover. This was caused by a combination of the buildup of a higher liquidity reserve, the implementation

of IFRS 16, a negative currency mix of the capital employed and lower sales. Nevertheless, both ROS and ROCE continue to reside in or on the upper end of the strategic target corridors of 10-12 and 15-20 percent, respectively. The free cash flow (before the acquisition and sale of Group companies) reached CHF 459 million (2019: CHF 303 million) leading to a cash flow conversion rate of 86.5 percent. This was a result of a strong focus on net working capital optimization by carefully managing the inventory and accounts receivable combined with a temporary reduction in expenditures for the global modernization of infrastructure and workstations. The pronounced negative development of the US dollar, euro and emerging markets exchange rates had – despite good natural hedging in the main currencies – a negative impact of CHF 61 million on the operating result (2019: CHF 27 million).

Healthy balance sheet and solid liquidity
The equity ratio was 1.7 percentage point above the previous year's figure and 1.8 percentage points below pre-IFRS 16 implementation levels. With this, the equity ratio continues to be over 50 percent. Despite the effects mentioned earlier caused by the pandemic, the total cash position increased to CHF 1.3 billion (2019: CHF

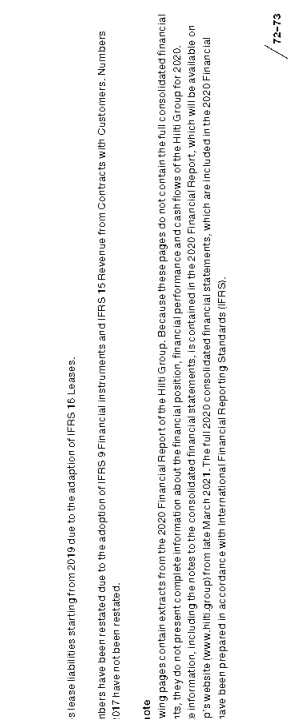
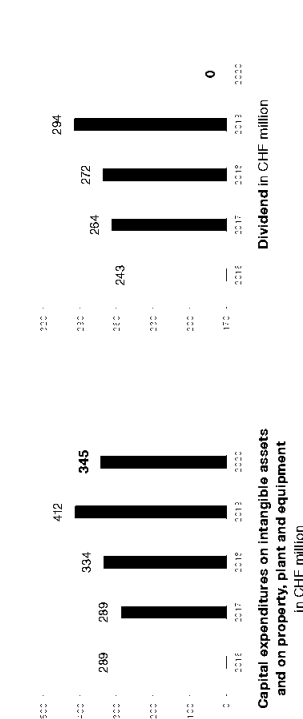
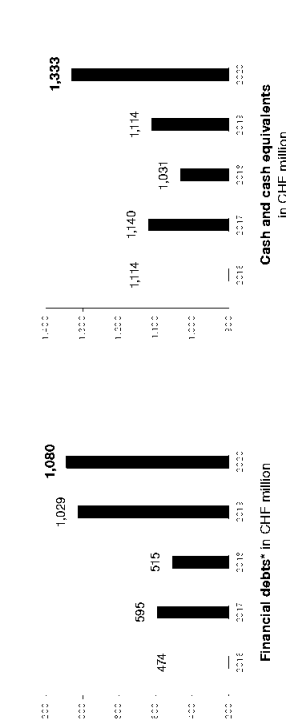
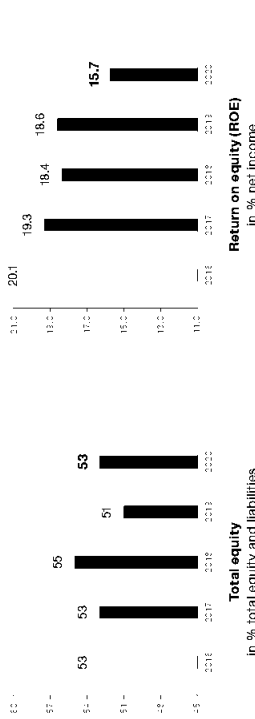
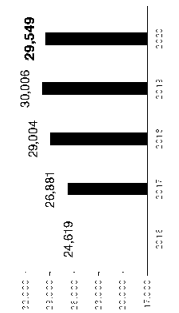
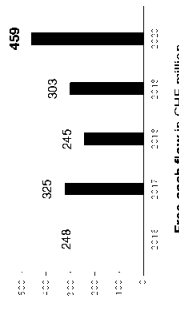
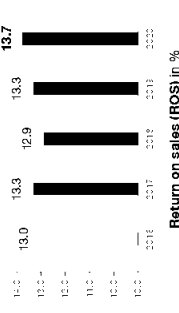
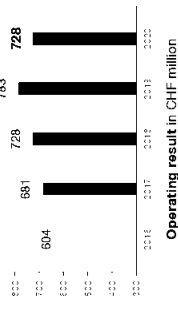
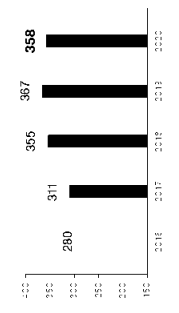
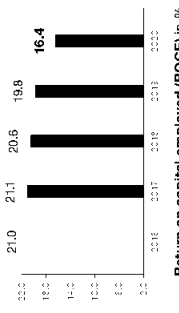
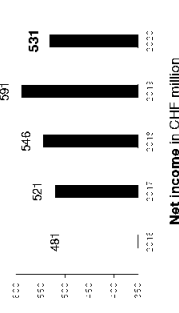
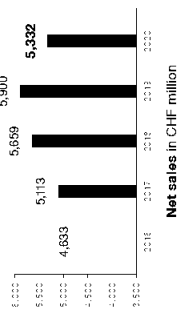
1.1 billion). This was achieved by the strong free cash flow and an increase of the Group's interest-bearing debts. As part of the Group's refinancing strategy, Hilti issued a five-year corporate bond in June 2020 amounting to CHF 150 million with all in costs of 8.6 basis points. Despite the healthy financial situation, the shareholder will forego an ordinary dividend payout (2019: CHF 294 million), underlining its commitment to the long-term success of Hilti.

Outlook for 2021
Both economic and construction forecasts point towards a heterogeneous recovery of the global market portfolio. Estimates for returning to pre-COVID-19 levels of construction activity range from one year up to four years for different markets, with an average of around two years. The recovery speed will depend significantly on the severity of the second and potential third COVID-19 waves and on the abilities of the various countries to accelerate the vaccination of their residents. Despite these challenges, Hilti is adhering to its strategic objectives and will continue to significantly invest in additional innovative solutions and the digitalization of customer-related and corporate processes. The Hilti Group expects a sales growth in the low single digits, and profitability at about the same level as pre-COVID-19.

The Hilti Group's 2020 operating result.



KEY FIGURES



* Includes lease liabilities starting from 2019 due to the adoption of IFRS 16, Leases.
 2017 numbers have been restated due to the adoption of IFRS 9 Financial Instruments and IFRS 15 Revenue from Contracts with Customers. Numbers prior to 2017 have not been restated.

Please note
 The following pages contain extracts from the 2020 Financial Report of the Hilti Group. Because these pages do not contain the full consolidated financial statements, they do not present complete information about the financial position, financial performance and cash flows of the Hilti Group for 2020. Complete information, including the notes to the consolidated financial statements, is contained in the 2020 Financial Report, which will be available on the company website www.hilti.com starting from 2021. For complete information on the company's financial statements, which are included in the 2020 Financial Report, have been prepared in accordance with International Financial Reporting Standards (IFRS).



CONSOLIDATED BALANCE SHEET OF HILTI GROUP AS AT 31 DECEMBER

Assets in CHF million	2020	2019	Equity and liabilities in CHF million	2020	2019
Intangible assets	942.5	893.4	Non-controlling interests	7.9	6.7
Property, plant and equipment	969.7	932.6	Equity attributable to equity holders of the parent	3,464.2	3,289.6
Right of use assets	423.2	455.2	TOTAL EQUITY	3,472.1	3,276.3
Investment property	1.9	1.9	Provisions	9.5	12.5
Investments in associates and joint ventures	2.7	2.7	Employee benefits	614.4	636.8
Deferred income tax assets	134.3	143.0	Deferred income tax liabilities	123.9	119.7
Other financial investments	18.5	16.8	Bonds	446.8	269.9
Trade and other receivables	789.5	800.9	Long-term bank borrowings	43.3	54.0
Derivative financial instruments	3.8	4.7	Lease liabilities	330.8	332.5
TOTAL NON-CURRENT ASSETS	3,276.1	3,251.0	Contract liabilities	63.2	90.6
Inventories	587.5	645.6	Trade and other payables	17.8	36.2
Trade and other receivables	1,245.7	1,249.6	TOTAL NON-CURRENT LIABILITIES	1,672.7	1,562.2
Current income taxes receivable	9.6	13.6	Provisions	7.6	8.4
Accrued income and prepayments	63.9	67.2	Employee benefits	7.9	8.5
Derivative financial instruments	6.5	11.0	Trade and other payables	468.4	471.7
Financial assets at fair value through profit or loss	23.8	27.3	Current income taxes payable	107.6	116.9
Cash and cash equivalents	1,332.9	1,113.8	Accrued liabilities and deferred income	437.8	461.7
TOTAL CURRENT ASSETS	3,269.9	3,128.1	Contract liabilities	106.3	106.3
TOTAL ASSETS	6,546.0	6,379.1	Short-term bank borrowings	142.9	226.0
			Lease liabilities	113.4	116.1
			Derivative financial instruments	6.7	3.0
			TOTAL CURRENT LIABILITIES	1,401.2	1,520.6
			TOTAL LIABILITIES	3,073.9	3,102.8
			TOTAL EQUITY AND LIABILITIES	6,546.0	6,379.1

Please note
The assets consist of 953,440 registered shares with a par value of CHF 500 each as well as reserves.
All of the registered shares are owned by the Martin Hilti Family Trust.



CONSOLIDATED INCOME STATEMENT OF HILTI GROUP

	2020	2019
in CHF million		
Net sales	5,322.2	5,899.9
Other operating revenues	149.4	154.9
TOTAL OPERATING REVENUES	5,471.6	6,054.8
Change in inventory	(29.0)	(25.4)
Material costs	(1,416.2)	(1,823.0)
Personnel expenses	(2,282.4)	(2,452.8)
Depreciation and amortization	(894.9)	(874.0)
Losses on trade and other receivables	(51.7)	(51.9)
Other operating expenses	(519.2)	(745.1)
TOTAL OPERATING EXPENSES	(4,759.4)	(6,272.2)
OPERATING RESULT	712.2	782.6
Other revenues and expenses (net)	(28.9)	(13.5)
Finance costs	(47.7)	(53.3)
NET INCOME BEFORE INCOME TAX EXPENSE	615.6	715.8
Income tax expense	(120.9)	(124.6)
NET INCOME	494.7	591.2
Attributable to:		
Equity holders of the parent	529.9	586.1
Non-controlling interests	0.8	3.1

Please note:
The items in the consolidated financial statements are an integral part of, and should be read in conjunction with, the consolidated balance sheet, the consolidated income statement, the consolidated statement of comprehensive income and the consolidated cash flow statement.

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME OF HILTI GROUP

	2020	2019
in CHF million		
NET INCOME	494.7	591.2
Net movement on cash flow hedges	(1.7)	(1.8)
Deferred tax on net movement on cash flow hedges	0.2	0.2
Foreign currency translation differences	(57.6)	(48.1)
Deferred tax on foreign currency translation differences	0.5	0.2
ITEMS THAT MAY BE SUBSEQUENTLY RECLASSIFIED TO THE INCOME STATEMENT	(60.6)	(49.3)
Remeasurements on employee benefits	16.6	(61.7)
Deferred tax on remeasurements on employee benefits	(2.0)	13.4
ITEMS THAT WILL NEVER BE RECLASSIFIED TO THE INCOME STATEMENT	16.6	(66.3)
OTHER COMPREHENSIVE INCOME (OCI)	(42.0)	(117.6)
TOTAL COMPREHENSIVE INCOME	452.7	473.6
Attributable to:		
Equity holders of the parent	486.6	470.6
Non-controlling interests	0.1	3.0



2020 Hilti Company Report

**CONSOLIDATED CASH FLOW STATEMENT
OF HILTI GROUP**

	2020	2019
in CHF million		
OPERATING RESULT	722.2	722.6
Depreciation and amortization	394.9	374.0
Interest received	2.7	5.2
Interest paid	(47.8)	(52.4)
Income tax paid	(121.6)	(97.6)
(Increase) / decrease in inventories	29.0	25.4
(Increase) / decrease in trade receivables	32.3	(9.4)
(Increase) / decrease in finance lease receivables	(80.5)	(180.9)
Increase / (decrease) in trade payables	(6.5)	(10.3)
Increase / (decrease) in contract liabilities	(0.1)	17.2
Change in non-cash items	(28.3)	14.6
Change in other net operating assets	31.6	(36.2)
CASH FLOW FROM OPERATING ACTIVITIES	933.9	632.2
Capital expenditure on intangible assets	(194.0)	(202.6)
Capital expenditure on property, plant and equipment	(150.7)	(209.3)
(Increase) / decrease in financial investments	(4.5)	(11.4)
Disposal of property, plant and equipment	6.4	29.6
CASH FLOW FROM INVESTING ACTIVITIES	(342.8)	(393.7)
Proceeds from long-term borrowings	34.3	26.5
Repayment of long-term borrowings	(46.2)	(4.5)
Payment of lease liabilities	(131.6)	(136.2)
Proceeds from / (repayment of) short-term borrowings	(75.9)	78.2
Proceeds from issuance of bonds	148.9	-
Repayment of bonds	-	(33.5)
Increase / (decrease) in liability to shareholder	-	0.1
Dividend paid	(294.0)	(272.4)
CASH FLOW FROM FINANCING ACTIVITIES	(363.7)	(341.8)
Exchange differences	(6.3)	(14.0)
TOTAL INCREASE / (DECREASE) IN CASH AND CASH EQUIVALENTS	219.1	82.9
Cash and cash equivalents at January 1	1,113.6	1,050.9
CASH AND CASH EQUIVALENTS AT DECEMBER 31	1,332.9	1,133.8



KEY FIGURES INFORMATION OF HILTI GROUP

2020 SALES GROWTH YEAR ON YEAR

Results in CHF million / %	2020	2019	Sales growth in CHF million	2020	2019	Change in CHF (%)	Change in local currencies (%)
Net sales	5,332	5,900	Europe	2,718	2,900	-6.3%	-2.7%
Depreciation and amortization	395	374	North America	1,306	1,445	-9.6%	-4.9%
Operating result	728	763	Latin America	99	132	-25.0%	-8.1%
Net income before tax	652	716	Asia / Pacific	670	765	-12.4%	-7.0%
Net income	531	591	Eastern Europe / Middle East / Africa	539	656	-18.1%	-8.2%
Return on capital employed (ROCE) in % (operating result)	18.4	19.8	HILTI GROUP	5,332	5,900	-9.6%	-4.3%
Return on equity (ROE) in % (net income)	15.7	18.6					
Return on sales (ROS) in %	13.7	13.3					
Free cash flow	469	303					

Balance sheet in CHF million / %	2020	2019
Total equity	3,472	3,276
Total equity in % Total equity and liabilities	53	51
Total non-current liabilities	1,673	1,562
Total current liabilities	1,401	1,521
Capital expenditures on intangible assets and on property, plant and equipment	345	412
Intangible assets and property, plant and equipment	1,902	1,846
Other non-current assets	1,374	1,405
Total current assets	3,270	3,128
Total assets	6,546	6,379
Dividend*	-	294
EMPLOYEES (as at December 31)	29,549	30,006

* Proposal by the Board of Directors



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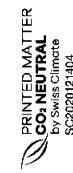
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The complete Financial Report, the principles of corporate governance
the Group organizational chart, a list of consolidated companies and information on
the Martin Hilti Family Trust can be found on the Internet at www.hilti.group.

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