



Information für die Medien Information for the media Information pour les médias

The Hilti Group in figures

The Group	2004	2003	Change
Net sales (in CHF million)	3,299	3,013	+10%
Operating result (in CHF million)	295	273	+8%
Net income (in CHF million)	231	186	+24%
Cash flow (in CHF million)	363	318	+14%
Equity (in CHF million)	1,530	1,363	+12%
Research and development expenditure (in CHF million)	140	137	+2%
Employees worldwide (average of year)	15,120	14,640	+3%

March 2005