



Hilti – Milestones in the Group's Development

- 1941 Founding of 'Maschinenbau Hilti OHG' in Schaan, Principality of Liechtenstein, as a five-man company by the brothers Martin (1915 – 1997) and Eugen Hilti (1911 - 1964).
- Manufacturing turned mechanical components, production of commissioned parts and supplies for various industries.
- 1948 - 1960 Start of development of an independent product line with the launching of a powder-actuated fastening system.
- First foreign representation in Italy.
- Start of construction on today's parent plant at Schaan, Principality of Liechtenstein.
- Step-by-step build-up of an international sales network with independent sales companies and local representatives in Finland, Norway, Germany, Denmark, the Netherlands, Canada, Portugal, Austria, France, Australia, the United States, South Africa, Sweden, Ireland, Peru, Great Britain and Switzerland.
- 1960 - 1980 Renaming of 'Maschinenbau Hilti OHG' to Hilti Corporation.
- Diversification into drilling & anchoring systems.
- Setting up of the technical centre at Schaan.
- First plant in a foreign country at Thüringen, Vorarlberg, Austria.
- Start of production at Kaufering, Germany.
- Start of production in the USA (first at Minneapolis then, from 1979 at Tulsa).
- Inauguration of head office for North and Latin America at Tulsa, Oklahoma.
- Expansion of sales and marketing to Argentina, Greece, Japan, Mexico, Chile, Ecuador, Spain, Yugoslavia, Singapore, Hungary, Poland and Saudi Arabia.

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- 1980 - 1990 Establishment of a family trust and depositing of shares of the Hilti family in this trust to safeguard the Corporation in the long term.
- Entry into the diamond coring market and launch of a breaker.
- Entry into the construction chemicals market.
- Hilti goes public with the emission of PC certificates.
- Development and implementation of Strategy 2000.
- Expansion of sales and marketing to Algeria, Korea and Hungary.
- 1990 - 2002 Michael Hilti became Chairman of the Executive Board.
- Expansion of marketing organisations and start of sales and marketing in Bulgaria, Czech Republic, Venezuela, Slovenia, Russia, Slovak Republic, Estonia, the Philippines, India, Latvia, Lithuania, Croatia and Turkey.
- Michael Hilti became Chairman of the Board of Directors.
Assignment of operational management outside the Hilti family.
- Expansion of business in East Asia.
- Inauguration of a production plant at Zhanjiang, People's Republic of China.
- Expansion of business in Central and South America by setting up new or integrating existing agencies / representatives in Argentina, Brazil, Chile, Peru and Venezuela.
- Development and implementation of the new corporate strategy Champion 3 C.
- Launch of laser positioning systems and entry into the market for cutting and sanding tools.
- Integration of existing agencies in Thailand, Indonesia and New Zealand.
- All voting shares of the Hilti Corporation are held in the Martin Hilti family trust.

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Novel approaches to expand services: e-business and shop-in-shop models.

2003

The Board of Directors decides to concentrate the Group's activities on its core industrial business and to separate the financial investment business. The Martin Hilti Family Trust purchases the publicly held participation certificates and takes Hilti private.

March 2004

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