



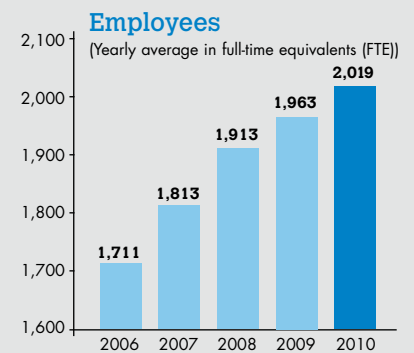
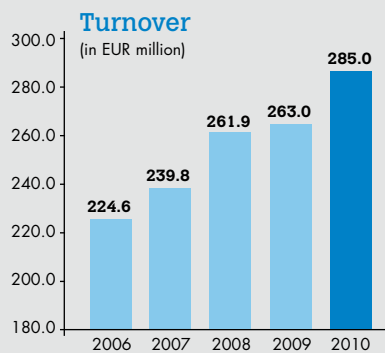
# The SAUTER Group

2011 edition

### SAUTER continues to grow

SAUTER is based in Switzerland and operates throughout the world. In 2010, the Sauter Group improved both its turnover and its operating result, thus successfully rounding off its centenary year.

SAUTER posted an operating result of EUR 17.7 million for 2010, with consolidated turnover of EUR 288.7 million. However, because the financial statement is in Swiss francs, the unfavourable EUR/CHF exchange rate had an adverse affect. SAUTER's workforce has now grown to more than 2,000 employees worldwide.



Key figures for the 2010 financial year

### Award-winning efficiency and innovation

The increasing trend towards energy saving on the one hand and the use of regenerative energy sources on the other encourages the utilisation of innovative and efficient automation solutions from SAUTER. This led to further growth in the Systems division during 2010. Our award-winning EY-modulo building automation system was very well received in all of our markets. Moreover, the company was honoured yet again in the category of Best Energy Service at the *GebäudeEffizienz* trade fair in Frankfurt, the leading event for the building technology and automation industry. This time, the award was for the SAUTER ECO<sup>10</sup> programme to reduce energy consumption in buildings.

The key factor here is to optimise utilisation of all the functionalities of building automation systems: the SAUTER EMS software solution visualises energy consumption and helps users to identify energy potential, reduce emissions and cut costs.



SAUTER has also ensured an outstanding level of energy efficiency in two buildings that presented particular architectural challenges: *Champalimaud*, an interdisciplinary research centre in Lisbon, Portugal; and *The Cube*, the new head office of the German Stock Exchange in Eschborn, Germany. The latter received the distinguished LEED platinum certificate in 2010.

### Scientifically proven

There is great demand for innovative energy-saving solutions. Scientific studies show that active building automation contributes more to energy efficiency than the passive reduction of consumption by way of the building envelope. Optimal integration of regenerative energy sources is possible only with the help of building automation solutions such as those developed by SAUTER. The integration of IT-based weather forecasts into the control algorithm of SAUTER's EY-modulo 5 automation stations allows predictive control of the building automation, thereby helping to save energy.

### Professional expertise and customised products

Turnover also increased in *Components* and *OEM Solutions*. Thanks to its own controller platform for heat pumps, SAUTER can offer individual applications to OEM customers. Our new unitary wireless control system for underfloor heating is another example of a flexible solution for OEM customers. Products that are simple to fit also offer high performance and functionality for installers; examples include the two- and three-way ball valves and the SAUTER Valveco, a useful device for hydraulic balance. Our *Services* and *Facility Management* divisions were able to report outstanding results in several Western European countries. In Germany, for instance, the technical Facility Management business grew by 20%, while SAUTER Austria has taken on responsibility for the entire operation of a large new shopping and entertainment centre, providing comfortable climate conditions for twenty million visitors every year.

### Specialised

SAUTER specialises in making efficient use of energy in new and existing buildings with the help of its attractive and effective range of products and services, its outstanding technical expertise and its committed workforce. Thanks to these assets, the company is ideally equipped to meet the challenges of the future.



# SAUTER's divisions provide all-round expertise in building management.

## **SAUTER Systems: Building automation for maximum energy efficiency.**

Automation solutions from SAUTER provide an efficient response to all questions relating to modern building management. Intelligent functions within an integrated system allow highly-individual solutions with maximum flexibility for any building and any room situation. SAUTER's customers are assured of excellent protection for their investments and minimum energy consumption throughout the building's entire life-cycle. These promises are backed by systems that offer 100% forwards and backwards compatibility, together with long-term availability and total openness to all specialist systems and third-party systems.

## **SAUTER Components: Component and OEM solutions for intelligent building automation.**

We provide proven measurement, control and regulation technology in the form of efficient complete or partial solutions that reflect SAUTER's development and production expertise, underpinned by a century of experience. From the automation level through to the field level, our 'Made in Switzerland' products provide satisfaction either as individual components or as parts of an integrated system, constantly meeting the expectations of our international clientele.

## **SAUTER Services: Value retention, safety, security and energy management by the specialists.**

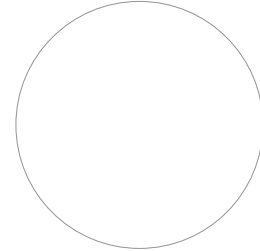
SAUTER's professional service personnel and qualified energy advisors provide constant support to customers in order to maintain wireless security in compliance with all the relevant standards, to retain the value of customers' buildings and to optimise energy consumption. Trouble-free operation is guaranteed, maintenance jobs are carried out promptly and every potential for saving is exploited.

And, if ever an emergency does arise, SAUTER can be relied on to provide technicians and parts promptly and without fuss.

## **SAUTER Facility Management: A partnership for the day-to-day operation of buildings.**

Our customers' needs in terms of building operation could not be more varied. To meet these requirements, SAUTER has access to in-depth knowledge at every level of expertise in Facility Management – by the various individual specialists and, at the same time, in an interdisciplinary overall control regime.

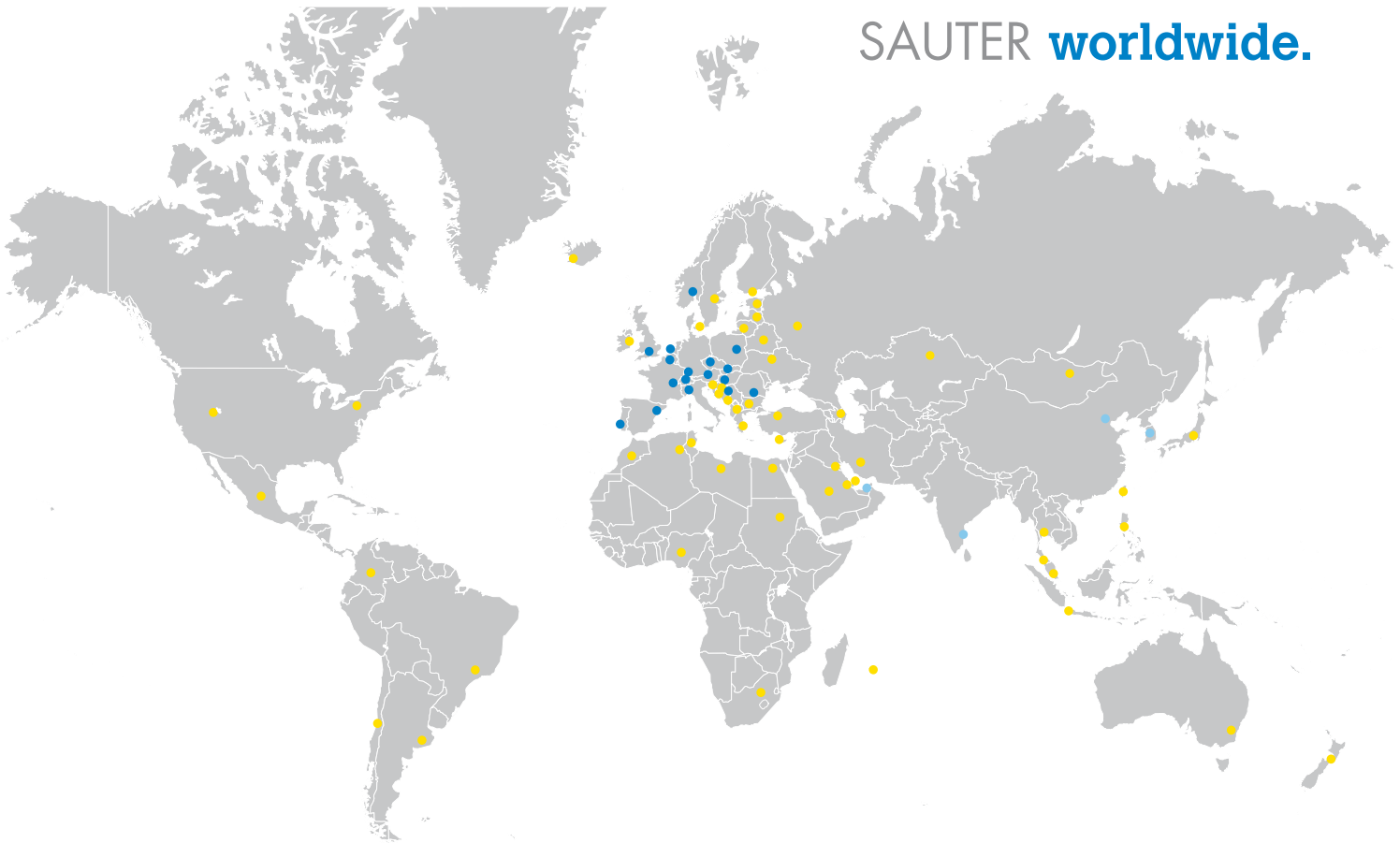
No matter whether technical, infrastructural or commercial issues are involved, or aspects that reduce the building's energy consumption: SAUTER provides support for buildings throughout their lifetimes, far beyond the day when the keys are handed over.



### Typical SAUTER customers:

- Clients from both the public and the private sectors
- General contractors and plant constructors
- System houses
- OEM customers
- Distributors/wholesalers
- Property owners

# SAUTER worldwide.



- **SAUTER Schweiz**  
Sauter Building Control Schweiz AG,  
CH-Reinach
- **SAUTER Deutschland**  
Sauter-Cumulus GmbH, DE-Freiburg i. Br.  
Sauter FM GmbH, DE-Augsburg
- **SAUTER Österreich**  
Sauter Mess- und Regeltechnik GmbH,  
AT-Vienna
- **SAUTER France**  
Sauter Régulation S.A.S., FR-Mulhouse
- **SAUTER U.K.**  
Sauter Automation Ltd., UK-Basingstoke
- **SAUTER Nederland**  
Sauter Building Control Nederland B.V.,  
NL-Amsterdam
- **SAUTER Italia**  
Sauter Italia S.p.A., IT-Milan
- **SAUTER Schweiz**  
Sauter Building Control Schweiz AG,  
CH-Reinach
- **SAUTER Ibérica**  
Sauter Ibérica S.A., ES-Barcelona
- **SAUTER Belgium**  
N.V. Sauter Controls S.A., BE-Brussels
- **SAUTER Sverige**  
Sauter Automation AB, SE-Stockholm
- **SAUTER Česká republika**  
Sauter Automation Spol. s.r.o.,  
CZ-Prague
- **SAUTER Slovensko**  
Sauter Building Control Slovakia s.r.o.,  
SK-Bratislava
- **SAUTER Polska**  
Sauter Automatyka Sp. z o.o.,  
PL-Warsaw
- **SAUTER Magyarország**  
Sauter Automatikai Kft., HU-Budapest
- **SAUTER Romania**  
Sauter Control S.R.L., RO-Bucharest
- **SAUTER Srbija**  
Sauter Building Control Serbia d.o.o.,  
RS-Belgrade
- **SAUTER India**  
Sauter Race Technologies Pvt. Ltd.,  
IN-Chennai (Joint Venture)
- **SAUTER China**  
Sauter (Beijing) Co., Ltd., CN-Beijing  
(Joint Venture)
- **SAUTER International**  
Sauter Building Control International  
GmbH, DE-Freiburg i. Br.
- **SAUTER Middle East**  
Sauter Middle East, AE-Sharjah  
(Joint Venture)
- **SAUTER Korea**  
LS-Sauter, KR-Seoul (Joint Venture)
- **Representatives/agents**

**Systems**

**Components**

**Services**

**Facility Management**

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### Executive Management

Chief Executive Officer	Bertram Schmitz
Chief Finance Officer	Harald Ziegler
Sales & Marketing	Jean Schwartzentruber
IT Global Solutions	Dr. Walter Reithofer
R&D Mechanic & Electronic	Dr. Jürg Bichsel
Operations	Ueli Debrunner

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Creating Sustainable Environments.