

Basle, 23<sup>rd</sup> March 2010

## Partnership strengthens SAUTER's position in Korea

SAUTER has entered into a joint venture with Korean company LS Industrial Systems. Both companies will use their synergies to form LS-SAUTER, a comprehensive provider of ecological, energy-efficient building management solutions and automation technology in Korea. The partnership will enable the two companies to become the leading solution provider in the global market for green buildings.

The joint venture with LS Industrial Systems will strengthen SAUTER's position in Asia. SAUTER Korea, formerly a sales and marketing subsidiary of SAUTER, and LS Industrial Systems, the market leader for automation technology in Korea, will in future appear on the markets in Korea and other Asian countries as LS-SAUTER. SAUTER's innovative and energy-efficient building management solutions perfectly complement the automation technology and ecological solutions provided by LS Industrial Systems for solar power, fuel cells and LEDs. By forming LS-SAUTER, the two companies have created an ideal basis from which to offer comprehensive green building solutions on the real estate markets in Korea and other countries. The two companies intend to become the leading solution provider for green buildings in the global marketplace. In concrete terms, the collaboration between SAUTER and LS Industrial Systems entails providing solutions based on renewable energies and creating energy-efficient building management solutions, up to and including 'intelligent buildings'.

Bertram Schmitz, CEO of SAUTER, is pleased with the signed agreement: "The joint venture with LS Industrial Systems will strengthen our position in Korea. There is great demand for energy-efficient building solutions in this up-and-coming marketplace. Our intention is to become the leading provider for green buildings, thereby advancing the utilisation of sustainable solutions."

In the course of global climate protection efforts, the Korean government has introduced new guidelines to reduce energy consumption in buildings and the associated CO<sub>2</sub> emissions. The need for action is obvious: the amount of energy consumed by buildings in Korea is, on average, twice as high as in Western Europe. Korea's real estate market is booming and is anticipated to grow by 9% over the next few years. The potential for energy-efficient solutions from LS-SAUTER in Korea is correspondingly large.

SAUTER has every reason to be pleased with business developments in the Asian markets over the past months, particularly in India and China.

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INNOVATION

This year, SAUTER is celebrating its centenary. The company is constantly at work to improve and develop its technologies. With global warming in mind, SAUTER is integrating alternative energy sources – such as photovoltaic systems, hydro-electric power and geothermal power – into its building management concepts. Green buildings and passive (low-energy) houses are further areas where SAUTER will introduce new cutting-edge technologies.

More information on SAUTER's activities can be found at [www.sauter-controls.com](http://www.sauter-controls.com), and on the company's centenary at [www.sauter-100.com](http://www.sauter-100.com)

SAUTER ensures good climate conditions and well-being in environments by providing solutions that shoulder the responsibility of protecting our environment for future generations. As a specialist, SAUTER develops, produces and markets energy-efficient systems for building management and offers a comprehensive range of services to guarantee energy-optimised operation. The company ensures high levels of energy efficiency in office blocks, research and educational establishments, hospitals, industrial buildings and laboratories, airports, leisure facilities, hotels and in many other sectors.

#### SAUTER Group

- Based in Basle, Switzerland, with worldwide operations.
- Founded in 1910, so it now has a century of tradition and experience.
- Currently has more than 2000 employees and is expanding continuously.
- Total solutions for building management from a single source, with the focus on providing maximum energy efficiency and sustainability.
- Security of investment plus operational reliability over the whole life-cycle of the building.
- Technological leader in building automation and system integration
- Member of eu.bac, BACnet Interest Group (BIG-EU), EnOcean Alliance, LONMARK International
- Excellent references available at: [www.sauter-controls.com](http://www.sauter-controls.com)



on the left: Ja-Kyun Koo, CEO LSIS  
in the center: Chi Kyung Park, CEO LS-Sauter  
on the right: Bertram Schmitz, CEO SAUTER