

Basle, June 2008

SAUTER improves not just its own turnover

"Our solutions improve energy efficiency and sustain the environments of the future" is the declared intent of SAUTER, a company specialising in building automation. Based in Basle, Switzerland, but operating on all continents, SAUTER not only improves energy efficiency for the environments of the future, but also increased its turnover in 2007, by 11.5% to CHF 394 million. The consolidated order intake reached CHF 411 million, which equates to an increase of nearly 13% over the previous year. For the fifth time in succession, SAUTER has improved on the results of the previous year, achieving the best figures in the almost one hundred years of the company's history.

The growth of the SAUTER Group in 2007 was broadly based, rather than being simply the result of special efforts made in particular markets. Sales increased well across the board – whether direct via subsidiary companies or indirect via agents. Both Europe and the Asian markets contributed to the good overall result.

The company expanded and strengthened its sales network by, for example, founding a new subsidiary company in Serbia and opening an office in Shanghai. By forming local alliances, SAUTER Middle East in Abu Dhabi was able to increase its activities markedly. The network of agents was enlarged by the addition of experienced new partners in Norway, Turkey and North Africa.

SAUTER has improved its market share in several regions. Significant increases in turnover were achieved in Eastern Europe in particular, but in the main West European markets, too, all of the divisions of the SAUTER Group – Systems, Components, Services and Facility Management – performed well. The trend was helped by the healthy construction sector, while the favourable exchange rates had a positive effect on the company's results.

SAUTER's commercial success and its skilfulness in the marketplace are due not least to the efforts of its employees, who now number almost 1,900 worldwide. Investments in the product range and the marketing organisation have created the right conditions for the improved results. The company's new strategy, geared towards energy efficiency, will secure the continuation of this performance.

SAUTER is committed to energy efficiency

SAUTER improves energy efficiency and maintains sustainable environments for the future not only by providing excellent solutions for clients, but also by encouraging energy-efficient and ecological behaviour within its own company. Since 2005, SAUTER has been certified with respect to environmental management in accordance with ISO 14001:2004. The CO² emissions at SAUTER's headquarters in Basle, where the company's only production facilities are located, have been reduced by 39% since 2003, while the consumption of water has fallen by 30%.

Lead-free soldering processes were introduced in 2005, and all products manufactured since January 2006 comply with EU directive 2002/95 concerning the restriction of hazardous substances (RoHS) in electrical and electronic equipment. No environmentally-hazardous liquid media have been employed in its manufacturing processes since 2006. Furthermore, the new construction project, begun in January 2008, meets Switzerland's MINERGIE building standard.

SAUTER Group

- Medium-sized family firm located in Basle, Switzerland.
- Founded in 1910, so almost one hundred years of tradition and experience.
- Active worldwide; expanding continuously; currently has 1,900 employees.
- Total solutions for building management from a single source, with the focus on providing maximum energy efficiency, which results in tangible value for the client. Security of investment plus operational reliability over the whole life-cycle of the building.
- One of the technological leaders in building automation and system integration
- Member of *eu.bac*.
- Many prestigious references at www.sauter-controls.com (see 'Energy-efficient environments').