



Begin in Beijing: Sauter in the Middle Kingdom.

China currently leads the world's major economies in terms of growth. No other country is attracting as much foreign capital and investment. Many of our European customers are either already there or planning stronger involvement with China. We, too, want to be part of this development as our customers in the pharmaceutical, chemical, automotive and other industries relocate their production facilities.

What began with an initial visit to Beijing in February 2004 was concluded – after months of preparation and protracted negotiations – with the signature of an EJV (Equity Joint Venture) agreement on 6th October 2004.

Think globally, act locally

We have established a new Chinese company in co-operation with a local majority partner, Synergy Tech Limited, and Sauter Singapore.

Sauter (Beijing) Co. Ltd. will have a strong local team to continue development of Sauter's business in China and extend existing customer contacts. These include first and foremost our longstanding European customers, who are also making strong inroads into China. Managing the new company is a young and dynamic team headed by Li Du.

novaPro Open creates an ideal climate for consumers

The 'Chinese version' of our novaPro Open building automation system has already been delivered and fitted at two shopping malls in Harbin (Le Song Plaza and Paris Plaza), which represent the first reference installations.

Other projects in the pipeline will also raise the profile of Sauter's building management expertise among Chinese investors. We look forward to providing comprehensive local support for our European and Chinese customers in this dynamic market.

heinz.schibler@ch.sauter-bc.com

Our address in China:
Sauter (Beijing) Co. Ltd.
Unit 603, Tower D, Sunshine 100
No. 2 Guanghua Road
P.R. China – Beijing 100026
Telephone: +86 10 6500 3656
li.du@sauter.com.cn



Ray Chua, Rudolf Weber, Tay Kee Hock, Li Du

