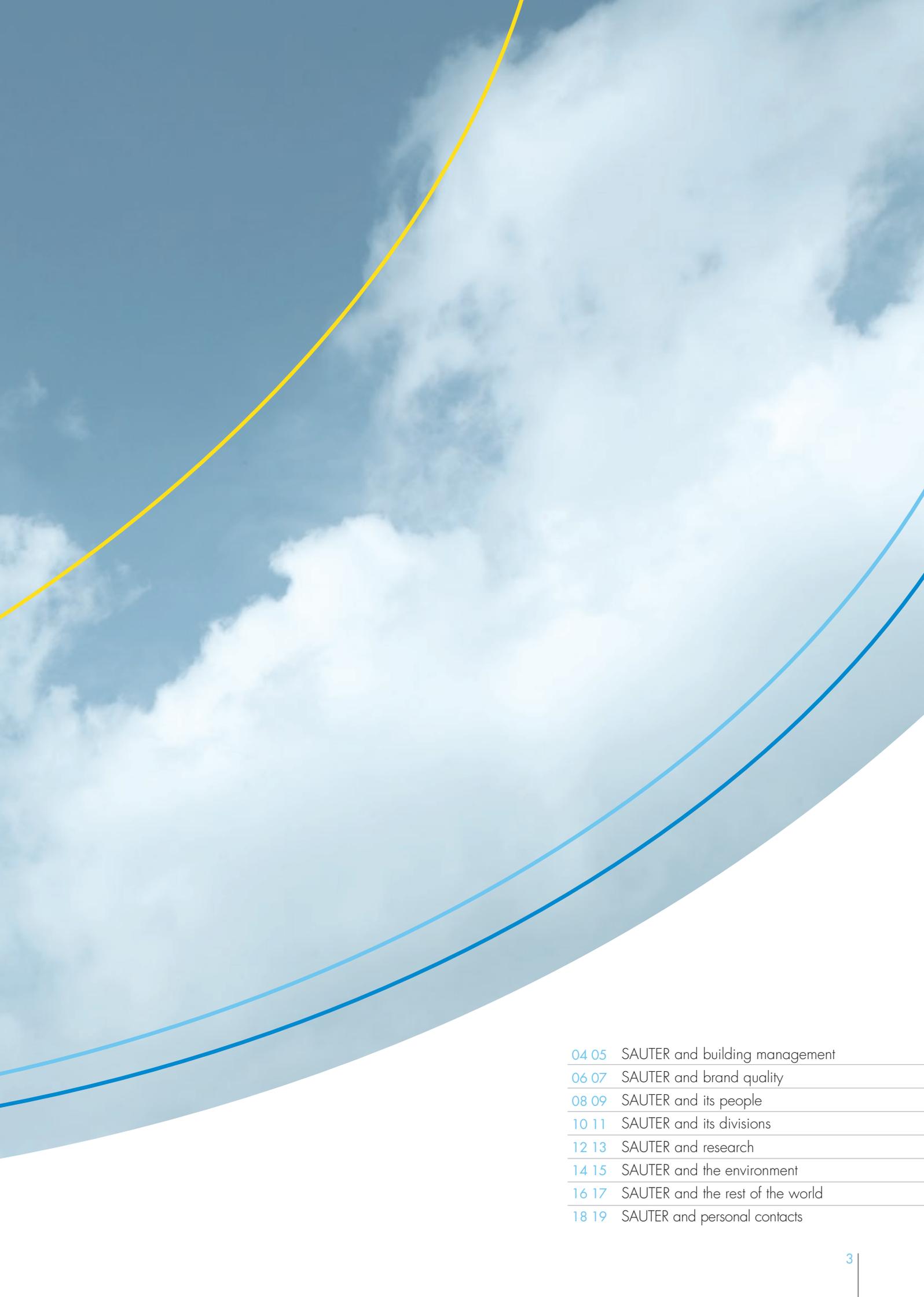




We regulate, optimise, channel, flow,
heat and cool. We convert and store.
We administrate and conserve, operate,
manage, consult, maintain, plan and
calculate. We research and manufacture.
We breathe. We feel. We create solutions
for sustainable environments.

Building management by SAUTER.

For people, for nature, for your business.



04 05 SAUTER and building management

06 07 SAUTER and brand quality

08 09 SAUTER and its people

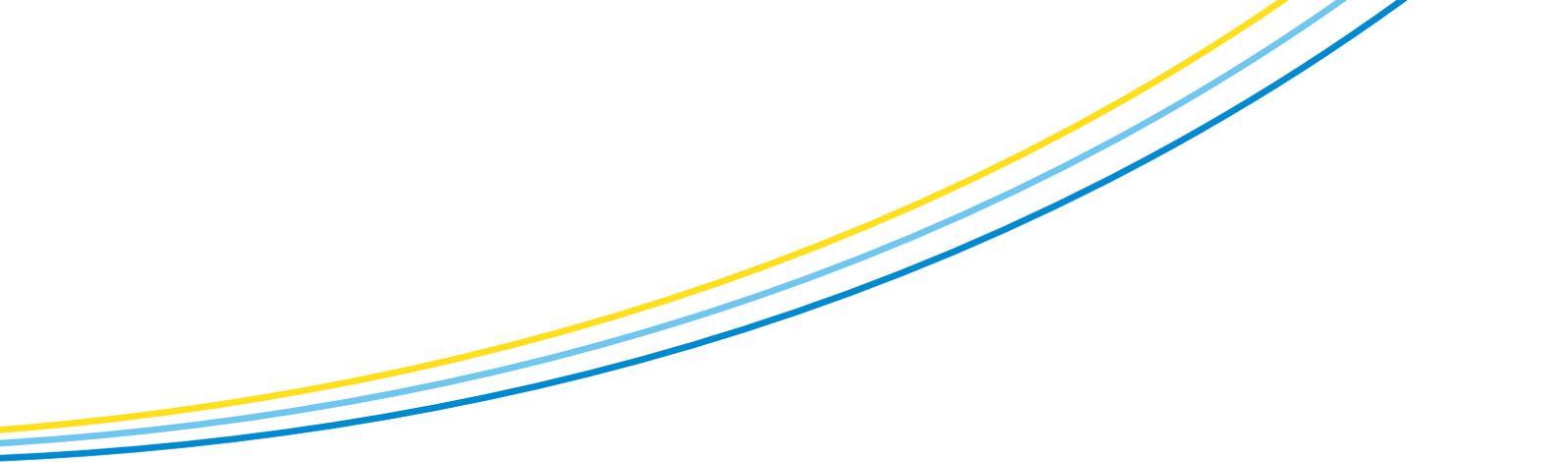
10 11 SAUTER and its divisions

12 13 SAUTER and research

14 15 SAUTER and the environment

16 17 SAUTER and the rest of the world

18 19 SAUTER and personal contacts



Those who set the right course in building automation can create energy reserves and pave the way for a **clean future.**

SAUTER: efficient solutions for a good climate in living and work spaces.

There are no limits to your ideas. The same goes for our solutions. When it comes to energy-efficient, environment-conscious building automation, SAUTER channels the energy into the right directions.

Worldwide, for almost a century, our mission has been to provide pleasant conditions and a sense of well-being in living and work spaces. Our work begins with the development of systems, components and services. In doing this, every one of our 1,800 employees is focused on providing the maximum economic benefits for customers, along with the minimum use of energy. That philosophy produces total solutions for a building over its whole life-cycle, tailor-made to the customer's requirements. At the same time, these are solutions that assume responsibility for protecting the biosphere for future generations.

SAUTER: flexibility and maximum protection of your investment.

We are a medium-sized company. We are still family-owned. We are specialists. We are very agile in both thoughts and deeds. This independence and flexibility are clear competitive advantages, from which our clients benefit greatly. At SAUTER, the word "compatibility" has a double meaning: on one hand, the forwards and backwards compatibility of our systems and components safeguards the investments of our clients – for decades; on the other, we listen to and discuss with the client in order to fulfil his exact needs – continually and reliably.



Berlin's main train station

and how SAUTER sets the signals:

Where reliable connections are needed, durable infrastructure is essential. Berlin's main railway station is the largest in Europe.

Here, SAUTER conditions large volumes of air and regulates a wide variety of different climates.





Those who use energy to provide **quality of life** and well-being truly deserve the cachet “Quality – Made in Switzerland”.

SAUTER: when the site is clearly an advantage.

We have our heart in the right place. Headquarters, research and development, production facilities – all are concentrated in Basle in Switzerland. Loyalty to our location, and solidarity with Swiss virtues are a vital part of what makes SAUTER successful. Because the research, development and production facilities are close together, our products attain a consistently high quality and we can improve efficiency for our customers.

SAUTER: values from Switzerland are taking hold in international markets.

We take natural pride in the “Made in Switzerland” label on SAUTER products and services. They meet all the relevant standards and are certified for use in our target markets. The label sums up SAUTER products and services very well: most of our comprehensive range of field equipment is developed and manufactured in Basle. Swiss quality: helping to achieve maximum efficiency, economy and well-being throughout the world of building automation.

Basle's Exhibition Tower

and how SAUTER provides the right conditions:

When there are offices, restaurants and leisure facilities all in the same building, individual room management is essential. SAUTER provides pleasant interior conditions on each one of the 31 storeys of Basle's Exhibition Tower.



The **National Theatre in Prague**

and how SAUTER is directing things:

A venue where visitors come to enjoy culture has to focus on their well-being. At the National Theatre in Prague, SAUTER ensures maximum comfort with minimum use of energy.





Those who use their technical abilities to create special moments have **employees** who put the customer centre stage.

SAUTER provides specialist expertise to discerning customers.

Our strength in building automation, systems integration, service and the many different facets of facility management stems from the competence and innovativeness of our employees; they are our stars in the spotlight. Regardless of whether they work in development, production, marketing, sales or on your plant, they achieve maximum wealth creation through excellent project planning centred around our systems and components, backed up by extensive service provision.

SAUTER: excellent training guarantees sustainable expertise.

The know-how that we have acquired from executing countless projects is steadily passed on to our regular staff and trainees. Only specialists with excellent training can ensure lasting satisfaction on the part of our customers, and establish enduring partnerships all over the world.

Our extensive network of branches, service and facility management bases puts that know-how close to our customers, so they can expect the utmost competence from our staff, even in the most far-flung corners of the world.

We have won several awards for the excellence of the training that we give to employees and apprentices.

When four divisions combine to produce **comprehensive building** expertise, the level of performance creates genuine, sustainable value.

SAUTER provides convincing total solutions, high-quality products and a unique service.

With our full spectrum of products and services, the solutions that we develop always match the requirements. For example, the realisation of room and climate control concepts and user-friendly management systems for clients in the public and private sectors, with individual components providing first-class control quality. All this is complemented by a general range of services for the daily operation of buildings.

Components for OEM customers form an important pillar of our business. Because of their high quality in terms of both technology and workmanship, they are popular among system houses, distributors, original equipment manufacturers – and even competitors.

Rounding off our comprehensive service offering is a service team with international reach. Our facility management specialists (whether commercial, infrastructural or technical) are there to assist clients all the way through the building's life cycle: during the planning and consulting phases, while the project is taking shape and after the plant has been commissioned.

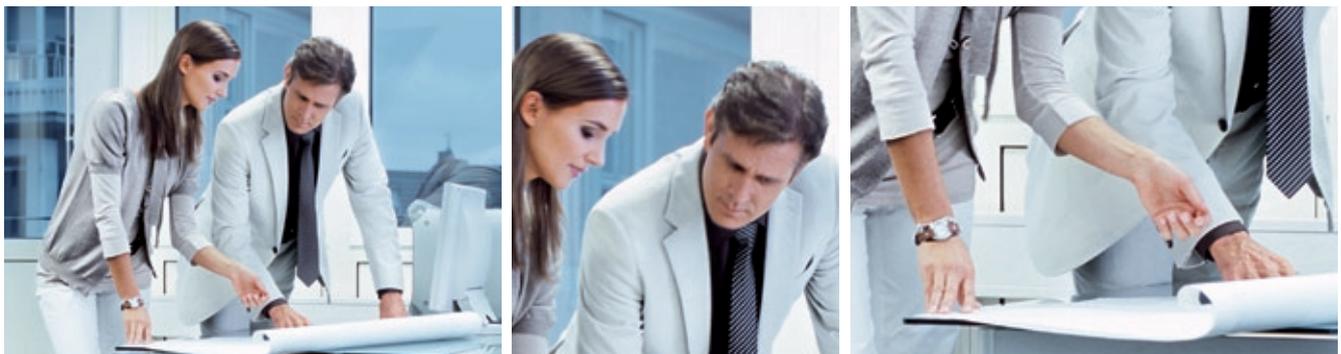
The four divisions of the SAUTER brand.

Systems: Planning and implementation of complete, tailor-made, efficient solutions for building automation, and from a single source.

Components: The latest control and field equipment for the economical running of buildings – also for original equipment manufacturers, system houses, distributors and our competitors.

Services: Convenient, customer-specific service concepts, plus servicing, remote maintenance, consulting and energy audits for complex installations and building management systems.

Facility Management: Expert services during the planning, implementation and daily operation of buildings. SAUTER is your partner for commercial, infrastructural and technical facility management.





The **Baader securities trading bank in Munich**
is safe in SAUTER's hands: While feng shui is used to facilitate stock market transactions,
Baader leaves everything to do with the building – including facility management – to SAUTER.



Octapharma in Vienna

where the safety is provided by SAUTER:

Whenever research and development is carried out in highly sensitive laboratories, the room control system has to operate to strict tolerances. At the premises of Octapharma in Vienna, SAUTER supports the manufacture of life-saving products by providing solution expertise of the highest order.

Those who advance into **new worlds** using clean energy help to create a future that is worth living in.

SAUTER develops energy-efficient technologies and pioneering services.

SAUTER makes the indoor climate of the future a reality. At SAUTER, research and development keep in step with the growing requirements of our customers. We ensure that the efficiency of our components is high, that our systems are easy to operate, and that the management of complex systems becomes comprehensible and can be quickly learnt even by those who are novices with respect to building automation.



Our aim is to get the technologies and the service modules working optimally together, so that resources are efficiently used in order to create the ideal climatic conditions in environments and clean rooms that are subject to special requirements.

SAUTER gives efficiency a new meaning.

We invest our entire know-how in developing energy-efficient systems. As an example, look at the latest generation of our building automation systems. The SAUTER EY-modulo can meet the most varied requirements of a complex building management system. It uses pre-configured modules and proven field equipment, intercommunicating via any of the popular standards. Building operators can then add SAUTER technologies in order to extend existing systems and control all aspects of building management from a centralised location. What is more, decentralised access to systems anywhere in the world is possible via internet etc., so it no longer costs much to change parameters.



Users of **regenerative resources** have no need to worry about rising energy prices.

**SAUTER helps the environment
by managing energy consumption.**

Economic efficiency and environmental compatibility: the performance of modern systems that use regenerative energy is very impressive. In the control and operation of energy systems, we focus on providing maximum economy with low CO₂-emissions.

With ECO¹⁰, our ten-point energy-efficiency programme, we minimise emissions and, therefore, make a sustainable contribution towards environmental protection. The energy concepts developed for this include renewable energies and are open for future energy sources. The investments required to implement these concepts often pay for themselves earlier than planned.

**Every SAUTER product helps to care
for the environment in some way.**

Sustainability and responsibility: these are the key propositions behind our products and services. All our components are made from environmentally-compatible raw materials, using eco-friendly processes. For example, we use only materials that can be readily recycled at the end of a long service life. Needless to say, our prime motivators are high product quality and dependability, plus satisfied customers. This is why every item we make undergoes extensive load and functional tests.



The **Balcon de Velchée** in Nancy

and why the operator of the building keeps smiling:

While life is going on in 160 apartments,
SAUTER is using natural energy sources
in order to protect the environment.

North America

Europe

South America

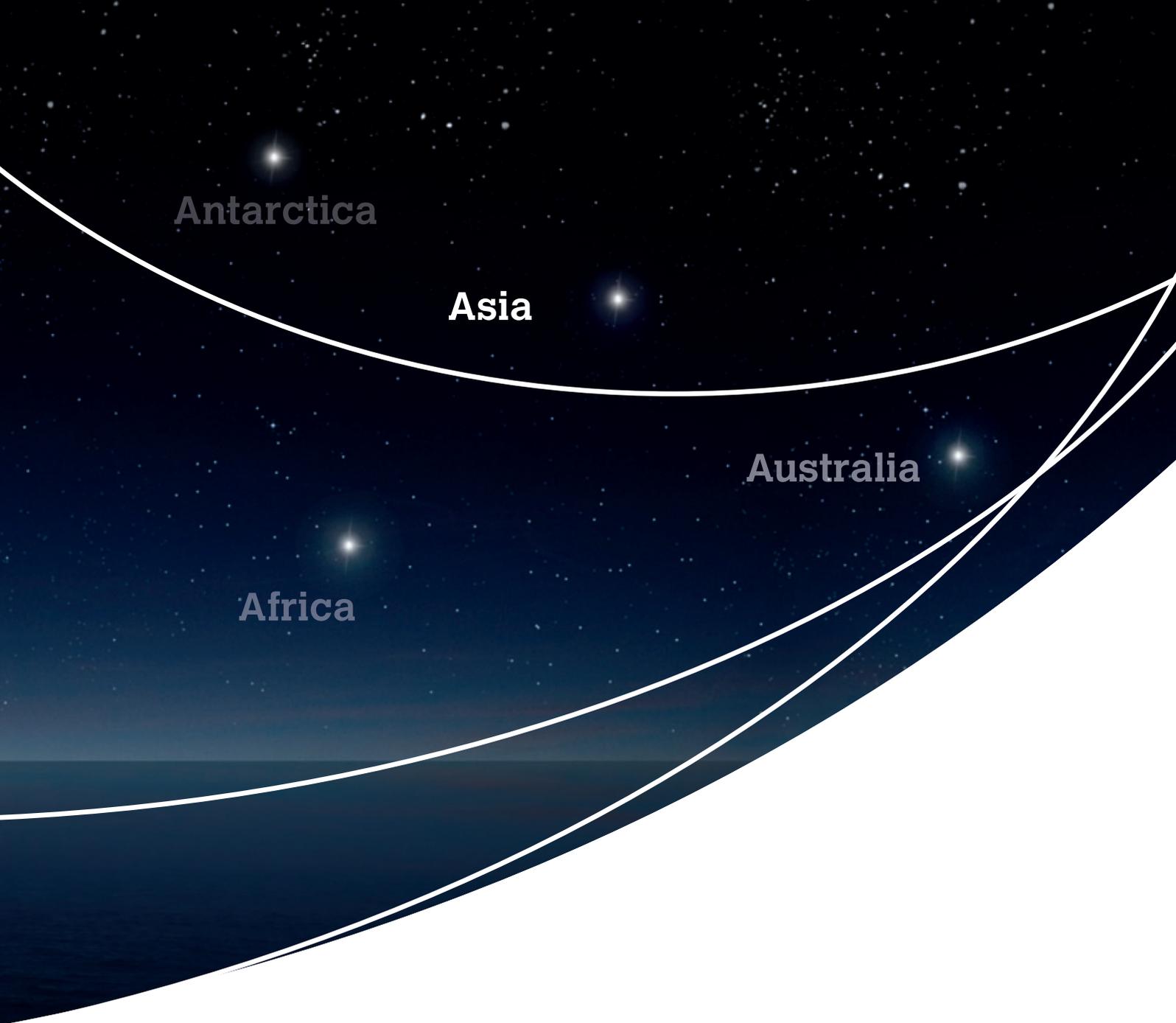
Switzerland



The **Serenade of the Seas**

and how SAUTER is on an international course:

Two-and-a-half thousand passengers in 1,260 cabins and suites spread over ten decks mean a lot of individual wishes to fulfil. Cutting-edge SAUTER technology on board the "Serenade of the Seas" maintains an agreeable climate from bow to stern. Remote maintenance via satellite is part of the package.



Antarctica

Asia

Australia

Africa

Setting energy-efficiency on an international course is guaranteed to make waves **in the world** of building management.

SAUTER provides security of investment throughout the world.

Wherever there is demand for outstanding performance, we'll be there. Our high quality and dependability have earned us a reputation well beyond Europe's boundaries. It is that reputation which impels us forward, to the furthest corners of the world, and which continually sets us new challenges. Because whatever the climate outside, our job is to meet customers' wide-ranging climatic conditions and special requirements. For planning international projects, we have an excellent software tool, specially developed in-house for the kind of work we do. It helps us to plan, realise and monitor even the most complex of installations – quickly, efficiently and affordably.

People who invest their energy to realise the **visions** of their customers, collect impressive references from around the world.

... and industry.

Where creative ideas are made visible and audible for the world market, SAUTER manages the air-conditioning, security and lighting: at SONY headquarters in Lisbon, Portugal.

Lisbon

... and the mayor.

Where exceptional architecture meets democracy in action, exceptional energy efficiency also meets the service of SAUTER – even after the opening: at City Hall London, United Kingdom.

London

Zurich

... and education.

Where knowledge must be increased and operating costs reduced, with optimum climate comfort in each individual room, SAUTER is modernising in a cost-effective manner and with a high capacity for integration: at the Federal Institute of Technology, Zurich, Switzerland.



... and financial power.

Where businesses trust a bank, the bank trusts SAUTER, and is carrying out the biggest BACnet project in the country to date: that means openness to the goals of the future: in the Rabobank Utrecht, Netherlands.

Utrecht

... and an exceptional business environment.

Where people and companies are aiming for the pinnacle of success, one requires the very best environment, especially in building automation. SAUTER manages an integrated air-conditioning-, lighting- and security system. Central monitoring of several buildings provides energy efficiency throughout the whole complex. Ascendas International Tech Park, Chennai, India

Chennai



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Systems

Components

Services

Facility Management

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