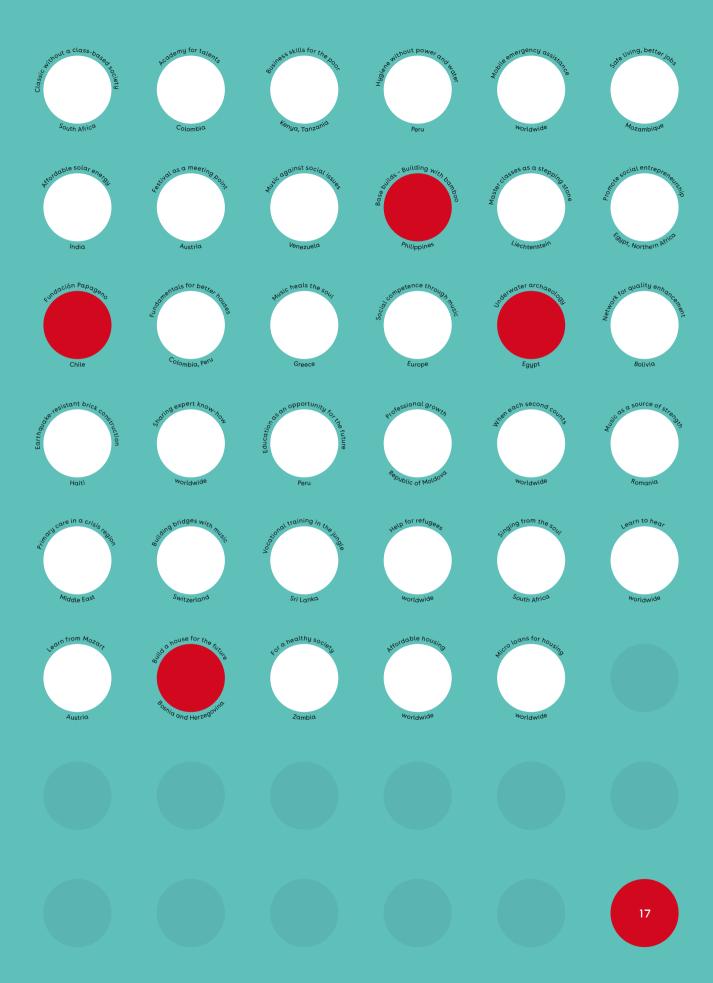
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BUILDING A BETTER FUTURE.



"Building a better future" is not only the guiding principle for the Hilti Corporation and the Martin Hilti Family Trust but also for the Hilti Foundation, which is jointly supported by both institutions.

It is our goal to inspire disadvantaged people and to empower them to change and improve their living conditions through their own efforts.

As in the world of business, entrepreneurial thinking and actions are also essential keys to success in the social sector: instead of supporting projects randomly and selectively, we set clear goals in our foundation work that we pursue in the long term: with reliable partners, sustainably, replicable and measurably.

Such an approach is the basis for making a difference and ensuring a long-lasting impact. After all, we do not want to see those in need as victims, but instead help them self-responsibly change their lives for the better by providing the appropriate support.

We would like to thank all Hilti employees and partners who actively support our endeavors in providing help for self-help. And in particular, we thank our Hilti customers who make a decisive contribution towards a better future through their business relations with Hilti.

Michael Hilti





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WITH A HOLISTIC VIEW AND UNWAVERING INTEGRITY

In an interview, Egbert Appel, Chairman of the Board of Trustees of the Hilti Foundation, describes where current issues and new challenges lie.

The Hilti Foundation was founded more than 20 years ago. How has it evolved during this period?

To put it simply, we have evolved from a generous donor organization into a kind of personnel development organization for disadvantaged people. In doing so, the experiences and proven processes of our globally active Hilti Group – spanning a wide variety of cultures – have helped and continue to help us substantially. In addition, as a non-profit foundation we have been able to raise our profile over the years, as well as defining where we see our central tasks and fields of work.

What are the main foci of the Foundation's work?

Firstly, our goal is to evaluate all projects from a holistic, respectively comprehensive perspective. Our various music projects are a good example. These are always about building networks and utilising the resulting synergies. For example, having good contacts in the music world can help in the training of teachers, who in turn can pass on their knowledge to students. Ultimately, this also guarantees that our commitment has a lasting effect.

Construction projects are undoubtedly another one of our main foci.

Why construction projects?

This can be explained historically both by our company's field of work and the burning issue that 1.1 billion people around the world currently have no roof over their heads. They either live on the street or in a temporary hut together with many other family members in a confined space. Domestic violence, crime and sexual abuse are often inevitable under such circumstances. Not to mention that lack of sanitary facilities or damp, crowded rooms can have a massively negative impact on health. A bad housing situation is therefore often a vicious circle that can have many serious consequences on society.

Which 2017 project in the field of construction is worth mentioning?

Certainly the "Base Builds" project in the Philippines, in which bamboo plays a fundamental role as a locally grown building material. Through a collaborative agreement signed in 2017 with "Habitat for Humanity", a global relief organization which has specialized in housing for more than 40 years, we will be able to build nearly 600 new homes in the Philippines over the next three years alone.

Will these dimensions not go beyond the resources of the Hilti Foundation?

Certainly our financial and human resources cannot always grow proportionally to such project developments. Our work is therefore already focused on strategic tasks – such as quality control or training. It goes without saying that this requires partners where we complement one another perfectly in terms of work, and with whom we share common values across all continents and cultures. What is meant is real unwavering integrity: where we trust one another, can rely on each other – not only the written word, but the verbally given word also counts. Starting with the managing director of a NGO up to the craftsman on site. And of course, we must always ensure that the resources needed arrive 100 per cent where they are intended.

Was there a moment or an experience in 2017 that was especially memorable for you?

In the Philippines, I met a farmer who harvests bamboo for our Base Builds project. He told me how much this work has changed his life, as he and his family can now cook three meals a day and his daughter can go to school. These moments make one think about one's own life circumstances and I'm grateful that the Hilti Foundation provides the opportunity to contribute something concrete to the improvement of other people's living conditions.





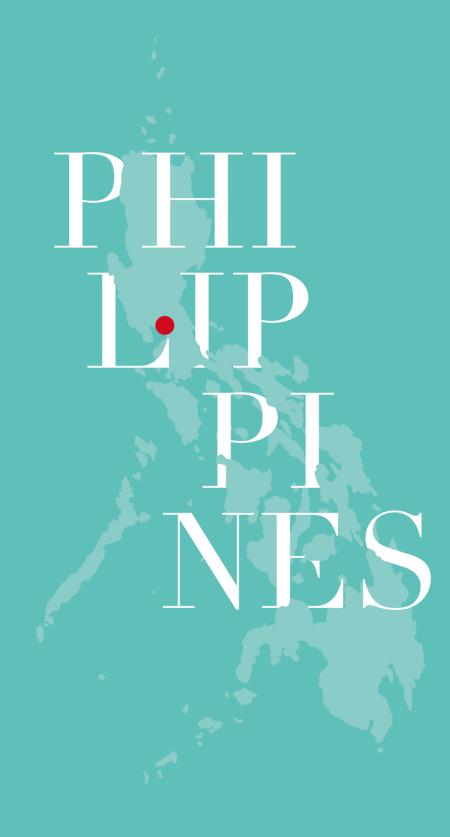
Haiti • Venezuela Colombia • Peru • Botivia Chile

WORLDWIDE

The Hilti Foundation currently supports 46 projects in 24 countries on 4 continents. The following pages reveal the diversity of the projects and the diversity of the challenges associated with each project. But they also elaborate on the successes of many of these projects.



24 countries



«BASE BUILDS» BUILDING WITH BAMBOO MANILA



BAMBOO FOR HOUSING

Natural disasters rage across Asia every year – a continent on which many people have to live in difficult conditions, even without the threat of typhoons and earthquakes. The project "Base Builds", which was initiated by the Hilti Foundation, ensures a long-lasting solution both for weather hazards and the housing shortage.







Four years ago, Corinna Salzer set off for the Philippines with a simple vision. The young Hilti employee's aim was to make a breakthrough with a building material that grows on the 7,000 islands of the Philippines: bamboo - a plant that is both stable enough to resist storms and flexible enough to withstand earthquakes.

It was a long road from the first house that Corinna Salzer constructed using bamboo, together with a local carpenter, to the 400 houses existing today. "Bamboo is viewed as a building material only used by poor people, and people have many reservations about the material", says the 33 year-old civil engineer, who holds a degree from the ETH in Zurich.

The advantages of the fast-growing grass are obvious: after three to five years, bamboo achieves the level of resistance that is required to make it a suitable building material. Furthermore, effective treatment and building methods exist to make bamboo fire resistant and to protect it against insect infestation or fungal infection. Since the material is so light, all adults can help to construct a house – regardless of their age and gender.

But the truly pioneering aspect of this new technology is its added value. "From the simple farmer given the opportunity to earn a little extra by harvesting the bamboo, and the locals taking over the transport of the material, through to the actual processing of bamboo as building material – everything is done and is kept in the country", says the project leader, who sees herself merely as part of the 20-member "Base Builds" team, which is otherwise comprised exclusively of locals.









From day one, project leader Corinna Salzer works side by side with the local population.





99 Initially I thought that we might build 2 or 3 houses.
But in the meantime, I am very proud to have built
about 100 houses as foreman and shared my knowhow with colleagues. Not bad for someone who
hasn't finished school.

HAZEM FADRIGO (44) CARPENTER AND MEMBER OF THE "BASE BUILDS" PROJECT





In future, up to 1,000 new buildings could be built annually. In 2017, the dedicated team hit a new milestone: based on a collaboration agreement with the international relief organization "Habitat for Humanity", more than 600 new houses are to be built using the bamboo technology over the next three years. In future, it may even be conceivable to construct more than 1,000 new buildings. But Corinna remains unperturbed by these figures: "our project team is well-established and we only plan to expand marginally. It will be more important to concentrate on our key skills as a strategic partner who is primarily responsible for technical and logistic support, as well as training and quality control and thereby ensuring that we share and spread our know-how and experience in the long run."

A glance at the world map reveals the huge potential behind the "Base Builds" project: the new building technology provides a sophisticated alternative to conventional solutions wherever bamboo grows and where the climate and housing conditions are similar to the Philippines, for example in Africa and South America. Regardless of the geographical location, Corinna Salzer has an important recipe for long term success: "The local population must be integrated from day one and the construction of the houses must be adapted to local conditions. This is the only way to ensure that bamboo-structures will become part of one's own identity and housing culture."

In the Philippines, these efforts have already been successful. For example, Hazem Fadrigo, the local carpenter who helped Corinna Salzer build the first house four years ago, has turned this initially odd job into his vocation. He now enthusiastically teaches other Filipino carpenters about the bamboo building technology, thereby sharing his valuable experience – even with Corinna Salzer herself. The Hilti employee openly admits that she has learned at least as much from Hazem, as he has from the ETH-graduate.

99 In 2013, our house was destroyed by typhoon Yolanda. Our family of six had to share one room in an emergency shelter, which unfortunately led to many problems. I am very happy to finally have a safe home again.

ATE EDITH GALERA (52) WITH HER FAMILY LIVING IN A "BASE BUILDS" HOUSE SINCE 2017







As a former shop assistant in the city I couldn't even afford my children's school fees. But this construction job - and the short commute - has finally provided us with enough money.

CHERIDEE MAKALALAD (27) "BASE BUILDS" CONSTRUCTION WORKER AND SINGLE MOTHER, WHOSE HOUSE WAS DESTROYED IN 2013 BY A TYPHOON.

PROJECT

A TYPHOON AS A STARTING POINT

In November 2013, tropical storm Yolanda, one of the strongest storms to ever make landfall in the Philippines, tore a path of destruction through the Southeast Asian country. In the same year, before the storm struck, the Hilti Foundation had already started on-the-ground investigations and subsequently initiated the "Base Builds" project. In addition to the immediate aid needed, the project's goal from the very beginning was to improve the local population's housing situation, using bamboo as a building material.

In the last few years, hundreds of houses have been built within the scope of this project. 153 houses were constructed in 2017 alone, providing 765 people with new homes – all of whom had until then lived in inhumane conditions or had seen their houses destroyed by natural disasters. Based on a collaboration agreement in 2017 with the international relief organization "Habitat for Humanity", more than 546 new houses are to be built over the next three years. Furthermore, plans are in place to construct not only single-family homes with the bamboo technology, but also a school, an orphanage and a community building commissioned by the local government.

In addition to the research and the continued development of bamboo as a building material, the Hilti Foundation is increasingly focusing on education and training of skilled workers on site, as well as technical support and improved workflow and control systems.



FUNDACIÓN PAPAGENO ARAUCANÍA



NDACIÓN PAPAG

IMUSIC AS A COMMON LANGUAGE

The Mapuche people have a painful history that has seen them pushed to the fringes of Chilean society. For many years, the music project supported by the Hilti Foundation strengthens a respectful coexistence.





SI SI

It's a sunny spring day in the south of Chile. In the sports hall in the town of Villarrica, Christian Boesch welcomes the audience to the "Papagenitos" orchestra's annual concert. "We're starting with Beethoven, as we do every year", exclaims the Viennese former baritone, who shot to fame 40 years ago as Papageno in Mozart's 'The Magic Flute'. Around him, at the foot of an island-like stage in the center of the hall, a sea of musicians: violinists, guitarists, cellists, trumpeters, flautists... 1,211 instrumentalists in total, and none older than twelve.

The majority of these children are Mapuche. Their name means "people of the earth". For 300 years, the indigenous people were able to resist the Spanish conquistadors – but then they were forced to settle in reservations, and their land was largely given away to German settlers. Today, the Mapuche – with their numbers estimated at around one million – reside at the bottom of Chilean society.

Christian Boesch gives the cue, and the orchestra begins to play and sing 'Ode to Joy'. The audience suddenly understands the extraordinary nature of this event. This is not primarily about the search for new musical talent. It will probably not reveal new superstars to the world. The "Escuela de Música Papageno" has higher goals as a school. Here children from different family backgrounds learn the art of harmonious coexistence – an art that can break down social and ethnic barriers.

Somewhere in the sea of children, a flute can be heard – being played by Sebastian Muñoz Barros – and not far away, the accordion of Aylyn Millarrewe Carvones. The two embody the Papageno project. Sebastian is the son of a white policeman, who moved from the capital Santiago to Villarrica. Aylyn is the daughter of a Mapuche farmer from a rebel area in the Andes. While the 12-year-old boy talks a mile a minute, the 10-year-old girl's words only come out little by little. The self-confident Sebastian speaks of his future career as a flautist: "I want to play in a large orchestra. In one of the best orchestras in the world!" If you ask Aylyn why she plays the accordion, she simply says, "I like the sound of it". She isn't able to come up with much more than that – or perhaps it's just hard for her to talk about her own feelings.

These are two completely different characters in childhood, shaped by circumstances with so little in common that there's a danger they could be totally incompatible. In the "Papagenitos" orchestra, however, Sebastian and Aylyn harmonize perfectly with each other.

"Through communal music making, these children learn the ability to listen," says Christian Boesch. "The most important thing is those ten seconds during which they tune to one another before they start playing. Without this sensory communication with others, there can only be dissonance. And that's exactly how society works as well."



Once a year, the big day: the annual concert of all "Papagenitos" under the happy eyes of Christian Boesch.





99 I want to play in a big orchestra. In one of the best orchestras in the world!

SEBASTIAN MUÑOZ BARROS 12 YEARS OLD





His smile reflects his pride: Don Mario with his musicians in Trafun Chico.

This simple-sounding insight can often lead one down bumpy roads. In the Andean village of Trafún Chico exists quite possibly the smallest school in all of Chile: a blue wooden hut with a covered veranda, where all twelve students can seek shelter from the rain during recess. The principal (and in fact only teacher) is Mario Jorge Neihual Calfa. "Don" Mario is also a 'Lonko' - a chief of the Mapuche.

When Christian Boesch came to Trafún Chico for the first time, Don Mario still had his deep mistrust. The stranger, whose jeep stirred up clouds of dust, promised gifts: his mobile music school Papageno was ready to teach music here for free. Twice a week, a team of two teachers from Villarrica would come to teach Don Mario's class choral singing – even in the Mapuche language Mapudungun – as well as violin playing. And every child would receive an instrument for free.

The white man, who spoke Spanish with a funny accent, stipulated only one condition for his generosity: music must be the main subject! And not just an afternoon break between siesta time and football. That was five years ago. Today, the principal, now himself a guitarist, speaks of a genuine transformation of his pupils: "They not only show aptitude for music, but they're also performing much better in subjects such as reading and math than they were before. This is because they are finally managing to concentrate."

Is this the power of music? What is certain is that in those schools where children become Papagenitos, things are very peaceful. In the past, teachers often complained of high levels of aggression from the pupils in the classroom. The pupils' anger was rooted in their lack of self-esteem. How does a child feel whose parents consider themselves human garbage? "Chile's future depends on the inclusion of all," Christian Boesch believes. "But above all, it depends on the social integration of the Mapuche."

That's why the former opera star puts a great emphasis on concerts, especially in southern Chile. Because with such concerts you can reach children and their parents and encourage integration. An example of this takes place this afternoon in Huitag, a country school somewhere in the rural green setting of Araucanía. Arriving on buses chartered by Christian Boesch, 100 Papagenitos from seven different schools have come together for a joint sports and music event. The highlight is a folklore concert. On an improvised stage, the children sing and play for an audience that is mainly composed of their own relatives. When the little artists bow after a successful performance, there is scarcely a dry eye in the audience.

"Through every child we reach 20 to 30 adults," Christian Boesch estimates. The music education organized by him already takes place in 70 schools across the country. In coming years, he wants to include all 300 rural Araucanía schools in his project, thereby reaching the hearts of an estimated 180,000 Mapuche adults: "Many of them are embittered by their ordeal. However, as their children are celebrated, often with the applause of the mayor or city council, even the most hardened of fathers have tears in their eyes."

To bring his Papagenitos even closer together, Christian Boesch organizes "Summer Camps" on a bathing lake in the Chilean summer month of February. The daily program consists of music lessons, leisure and sports. The evenings end with a campfire and shared music, before spending the night outdoors in tents. For most children, these are the first real holidays they've had in their lives.

"The most important part of this," says Christian Boesch, "is the children. You have to take them seriously, treat them all as being of equal worth, judge them by their talent and not their skin color. Don't blood, sweat and tears have the same colors wherever you are?"

99 Without this sensory communication with others, there can only be dissonance. That's exactly how society works.

CHRISTIAN BOESCH

Through every child we reach 20 to 30 adults.









The most important thing is to take part: it all starts with the joy from having one's own instrument.



JOSÉ OTAIZA A PASSIONATE TEACHER

José Otaiza grew up in the slums of Santiago. His father, a white Chilean, made his living as an unskilled laborer. His mother, a Mapuche from Araucanía, moved to the capital at the age of 16 to work as a maid – like so many others.

José had a talent for music and was a good student who enjoyed going to school. But his living conditions forced him to earn money at an early age. He became a street musician. José's stages consisted of parks and sidewalks, bus stops and red traffic lights. At the age of 14, he joined a folklore group and went "on tour" with them every winter to neighboring Argentina. He not only had a strong desire to learn more about foreign countries, but also about their traditional music instruments. He even taught himself to play a variety of these instruments. Eventually he went to Germany where he worked as a street musician in Heidelberg for three years, occasionally even as a one-man show in a bar in Stuttgart. After seven years of travelling and learning, José Otaiza returned to Chile - with the certainty in his heart that Araucanía was his true home: the country and culture of his ancestors.

Today, José Otaiza is one of the most remarkable personalities in the Papageno Music School and exemplifies the role the Hilti Foundation has taken in the program "Teach Teachers Teach" (TTT). 43 year-old Mapuche is the head of the folklore orchestra in Vallarica – one of the members is his daughter Millalien – and teaches numerous instruments, such as guitar, clarinet, saxophone, fife and flute. Moreover, the multi-talent also works in the school's own violin maker's workshop. The next stage of his career will see him take part in a course in education financed by the Hilti Foundation. If all goes well, José Otaiza will receive his official primary school teaching diploma in September 2018, enabling him to work as a Papagenito, a mobile music teacher, in rural schools: his absolute dream job. And the wonderful result of an, until now, rather challenging life. •



99 I now want to pave the way for the future lives of Mapuche children: as a music teacher for Papagenitos.

JOSÉ OTAIZA





Teaming up for a good cause: Henrike and Christian Boesch with cellist Heidi Litschauer.



PROJECT

FROM THE BIRD CATCHER TO THE ANGEL OF PEACE

Founded by former opera singer Christian Boesch, "Fundación Papageno" in southern Chile sees itself as a mediator in the conflict between the white population and the indigenous Mapuche people. With predominantly traditional Chilean music, an integral part of the school curriculum taught by specially trained music teachers, the Mapuche children grow up together in harmony with others, strengthening their social confidence and boosting their self-esteem. Regular performances are just as much a part of the program as the encouragement of particularly talented young people who are trained to become music teachers themselves.

Within the Papageno Project, the Hilti Foundation mainly focuses on educating and training teachers through the Teach Teachers Teach (TTT) program. The students attain their teaching degree through a three-year primary school course which is funded by a scholarship. In addition, they also have regular music lessons and take part in master classes with guest professors from Europe, Canada and the USA, including cellist Heidi Litschauer from the Mozarteum University or violinist Mayumi Seiler from Toronto. The most talented students then join the "Camerata Papageno" string orchestra, which has already become well-known beyond the province of Auracania. The best students can even hope for scholarships abroad.

In this way, TTT promotes the training of a new generation of primary school teachers and in future offers former Papagenitos the opportunity to study and then return to the Papageno Project as a teacher.

COUNTRY PROFILE

CHILE – TRAVEL PARADISE WITH DARK SHADOWS

Chile currently has a population of around 17.5 million and is the longest north-south country in South America. It stretches over 4,300 kilometers: from its tropical northern border with Peru, to Cape Horn at the southern tip of Tierra del Fuego. Sandwiched between the Pacific and the Andes, this narrow strip of land is on average just 175 kilometers wide and is characterized by a range of very diverse and sparsely populated regions. Some are world famous for their scenic attractions, such as the Atacama Desert or Patagonia. This explains the tourism boom (mainly trekking and wildlife) that has persisted for years. Chile's reputation as a stable state with a reliable transport system proves to be beneficial. Domestic flights are punctual, and a dense network of long-distance bus routes guarantees quick and easy access to almost all tourist destinations. This includes the region of Araucanía, home of the Mapuche people. However, there is still an ongoing struggle here with regard to the territories that belonged to the indigenous peoples before they were massacred by the army in the late 19th century or forced to settle in reservations. Foreigners, however, hardly ever get to see or feel anything of this conflict.







UNDERWATER ARCHAEOLOGY ALEXANDRIA



NDERWATER ARCHAEOI

FACE UP TO HISTORY

The Hilti Foundation has supported Franck Goddio in his archaeological excavations in Egypt since its founding. The underwater archaeologist reveals in an exclusive interview why this collaboration works so well and why 2017 was in many ways a special year.





How does one come up with the idea of becoming an underwater archaeologist?

My grandfather was a South Seas explorer and is considered to be the inventor of the modern catamaran, which he had discovered being used by Polynesian fishermen. Maybe that's why I love the sea and have been interested in history and excavations ever since I was a child.

Nevertheless, I first studied statistics and mathematics, and then worked in finance. After ten years, however, came the desire for a career change. I wanted to unite my real passions, archeology and the sea – and I discovered a niche: in 1984, there were tens of thousands of excavation teams based on land but just ten underwater research teams – despite the fact that our earth is covered by more than 70 percent of water. This was enough to make up my mind.

Do you remember your first meeting with Michael Hilti and the beginning of the collaboration?

I remember it well! I worked in the Philippines in 1994 and went to an exhibition in Paris, where I first met Michael Hilti. From the beginning it was clear we not only shared a common interest in history, but also a vision of setting up a research project. When I told him and his father about the sunken city of Thonis-Heracleion in Egypt, they quickly agreed to help me.

I'll never forget the feeling when a few days later, during a dive in the murky water, I stumbled upon something strangely hard on the seabed and carefully began to clear it with a spatula: it was a block of granite covered with hieroglyphics. It was a total shock to me – and the beginning of many sensational finds. At the same time it was the starting point for a long and successful partnership with the Hilti Foundation.

A partnership that was extended by at least three more years at the end of 2017. What does this mean for your research work?

For such a complex, scientific project, a long-term trajectory and mutual trust are incredibly important – if not absolutely indispensable. Of course we also work very closely with governments, but long-term support of this kind from the government would be unimaginable. One is never quite sure if and when you will discover something. If there are no reports of success, the money from government funds would probably be withdrawn very quickly and make further research impossible.

99 A long-term trajectory and mutual trust are incredibly important – if not absolutely indispensable.

FRANCK GODDIO









1,000 individual images taken by the underwater camera are combined into a single 3D overall image on the computer.

What are you particularly proud of, looking back on in 2017?

The "Osiris" exhibition at the Rietberg Museum in Zurich springs to mind, which finished with an unbelievable record of more than 100,000 visitors. Such exhibitions make you realize how much work and effort you have to invest before all the artefacts can be restored and presented in the best light: starting with the lengthy study of old documents, through months recording of sonar measurements, to finding, excavating, recovering and restoring the objects. And setting up an exhibition is a very personal, but also extremely extensive undertaking anyway.

For all involved – the Hilti Foundation as well as my entire team – an exhibition of this kind is its own reward. Especially when you watch how everyone – from the mighty head of state to small schoolchildren – stands there wide-eyed in front of the artefacts.

But 2017 was also marked by two newly developed technologies.

What is special about these two technologies?

The first involves the identification and marking of underwater excavations, which used to be cumbersome and not at all efficient. Together with the underwater photographer Christoph Gerigk, we have developed a technique where 1,000 individual images are combined into a single 3D overall image on the computer, on which one can mark locations to the centimeter – to be precise, to 0.3 centimetres.

Secondly, together with the University of Rostock and a private company, we have developed a new sonar measuring technique that allows us to examine the individual sediment layers on the seabed. From the data obtained and with the experience we have, one can easily see where artefacts could be - similar to how a doctor can immediately detect abnormalities on ultrasound or X-ray images.

There is a well-known saying that goes: "Only those who know the past can understand the present and shape the future." To what extent does this sentence impact your work?

It has a very important impact. I can give you a concrete example from my research work. In the sunken Mediterranean city of Thonis-Heracleion, which I have been exploring for decades, two important cultures once lived together peacefully: the Greeks and the Egyptians. Therefore in one city, two very different cultures came together. But how could that work without problems? The people there simply had two different gods for one and the same concept, and even allowed themselves to be inspired and influenced by each other in art. Is that not an impressive example for today's world of how to deal with migration and the clash of different cultures and religions in an open and self-confident way?



For many months at a time, the research vessel Princess Duda is home for Franck Goddio and his team.







Not only the scientific community benefits from Goddio's research, but also the general public.



PROJECT

LIVING HISTORY

For more than 1,000 years, the ancient cities of Thonis-Heracleion and Canopus off the coast of Egypt had been lost from the history books – just like the legendary palace of the last Egyptian pharaoh, Cleopatra. They were rediscovered by Franck Goddio. The Frenchman is the world's most renowned and successful underwater archaeologist. He not only made huge advances in this branch of science, but also truly revolutionized it with new state-of-the-art methods.

From the very beginning, the Hilti Foundation has supported and accompanied Goddio's research in Egypt. His sensational finds have been made available to the wider public with exhibitions in Paris and London.

In 2017, the Rietberg Museum in Zurich reached a new milestone with the exhibition "Osiris - Egypt's Sunken Mysteries" featuring some 300 objects and attracting more than 100,000 visitors. For the first time the exhibition will also be presented in the USA: From March 25 to September 9, 2018 in St. Louis (Missouri) and later on in Minneapolis (Minnesota).

BOS AND THE R ZEGO

BUILD A HOUSE FOR THE FUTURE SREBRENICA



3UILD A HOUSE FOR THE

AN UPLIFTING EXPERIENCE

Many locals from Srebrenica still suffer greatly from the consequences of the Balkan war. The Hilti Foundation helps these people to at least get a decent home again. Markus Hartmann was one of those Hilti employees who helped to build a new home in 2017.





6/

99 Having a power saw handed to me was like receiving a knighthood.

MARKUS HARTMANN



Markus Hartmann and other Hilti employees are delighted with the progress on the construction site.



SOME PERSONAL DETAILS

Markus Hartmann (47) joined Hilti in 1995 and currently develops hammer drills / impact wrenches at the company site in Kaufering, Germany. Markus Hartmann was born in the Allgaeu region, and now lives in Kaufbeuren with his wife and two children.

The trip from Germany to Srebrenica took twelve long hours. In fact, on this beautiful September day I had the feeling that I was traveling back in time to the past. This was because the closer our motley crew of 14 Hilti employees came to our destination in Bosnia-Herzegovina in two packed VW buses, the bumpier the road became and the more often we saw bombed houses and facades with bullet holes. Silent witnesses to a cruel war that raged here more than 20 years ago.

But the reception on site was completely different: Namir Porić, a Bosniak who spoke excellent German and who was working for the Austrian partner organization "Farmers Helping Farmers", was already looking forward to having dinner with us in the hotel.

But the next morning we were once again confronted with the country's tragic history: We visited the memorial in Potočari, where Hasan Hasanovič, a witness of the massacre of July 1995, met us and recounted in great detail how thousands of male Muslim inhabitants at that time were killed within just a few days. He was just 16 years old at the time and barely escaped the atrocities. Smoking one cigarette after another, he described his experiences right there in front of us, keeping the memories of this dark time alive. This was a meeting that moved each and every one of us deeply.

Despite this emotional start to the day, the real work was still yet to come: We formed two teams of seven and were divided between two construction sites. Our team helped to build a house for Smilja and Goluban Stojanovic: an elderly couple who for many years were housed in a makeshift home. Led by three native Bosnian craftsmen, the tasks were swiftly delegated and each of us did what we thought we were capable of – or what one of the local foremen thought we were capable of. The communication took place with gestures – or through a jolly, elderly man who had worked in the Netherlands for a long time and could translate the instructions and questions in a wild gibberish mixture of English, German and Dutch.

It was clear that the Bosnian craftsmen had already built some of these wooden houses, which at first glance appeared simple and small, yet ended up comfortable and cosy. The pace was tremendous: on the already complete foundation, we built up the side walls and roof truss within a few days and at the same time took care of the insulation and the interior fittings.



So far, more than 6,000 of the 8,000 victims of the massacre in July 1995 have been identified. They have found their final resting place in Potočari.

The working week with its constant warm and sunny weather seemed to fly by. We mostly worked 12-hour shifts at a time, stopping only for short water breaks and a hearty communal lunch. It was always a special experience when the relatives of the old couple pulled up in their car and lifted the huge, still steaming cooking pots from the trunk. Then we all sat there, hungry and sweaty, on a makeshift table made of building material and talked about our lives, while also sharing in the progress of the house together. The cohesion of our group was also felt in the evenings at the hotel: despite sore muscles and tired bones, we often sat together until late at night to chat about our impressions and experiences. We were suddenly brought together by our shared intense, personal experiences, despite only really knowing each other from everyday working life. It was clear that these things really do bring people together.

At the end of the week the time had come: we were proud to hand over the key to the elderly couple for their newly finished home. Although only α few words were exchanged, it was enough seeing the joy and gratitude in their teary eyes.

A very touching moment of the week was the visit to the music school in Srebrenica shortly before our departure. Side by side, children of different faiths happily sang songs for us. For me, this was an incredible picture of reconciliation after the events 20 years ago – together with the hope that the next generations of this region will enjoy a peaceful future.

The long drive home to Germany was surprisingly quiet. It was a mix of physical exhaustion and thoughtfulness that settled over us all. Back home and in my traditional professional world, I made up my mind: I would go back to Srebrenica immediately. Most of all, I hope that many other Hilti employees will be able to make this incredible journey at least once in their lifetime and thereby share the unique experience that comes with it. •

99 With just one week to build an entire house, there's little room for egos.

MARKUS HARTMANN





The construction team with the new owners, Smilja and Goluban.

PROJECT

FEELING AT HOME AGAIN

Since 2014, the Hilti Foundation has been involved in a project initiated by the private Austrian aid organization "Farmers Helping Farmers" to improve infrastructure and housing around the city of Srebrenica in Bosnia-Herzegovina. In concrete terms, this involves building simple but functionally equipped wooden houses to serve as new homes for those who have lost everything as a result of the war.

Above all, this project is about active support on the construction sites. A one-week work assignment is now a fixed part of the program for students at the Hilti site in Thueringen (Austria), as well as being part of the training program for future executives. Furthermore, Hilti employees from other divisions repeatedly sign up for this voluntary work assignment.

Over the past four years, the work of around 230 dedicated Hilti employees and the personal commitment of Project Manager Bea Baettig Staud have helped build 35 new homes in the Srebrenica area.



With each new house, a makeshift accommodation can finally be left behind.



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FURTHER COMMITMENTS

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Worldwide

Help for refugees worldwide

The Hilti Foundation aims to help those who are desperately in need. For example, the Foundation currently supports various partner projects regarding the crisis in Syria: ranging from the mentor programs for young asylum seekers in Berlin; setting up a multi-cultural meeting place in Lucerne; through to vocational training opportunities for refugees at Hilti sites in Schaan (Liechtenstein), Kaufering (Germany) and Thueringen (Austria). Furthermore, together with Caritas Switzerland, the Hilti Foundation offers refugees in Lebanon the opportunity to attend primary school and supports the provision of medical care by Médecins Sans Frontières Switzerland.

Partner: www.xenion.org www.caritas.ch www.hellowelcome.ch www.msf.ch

When each second counts worldwide

The extent of destruction following a natural disaster is usually vast. The country affected is often unable to cope with the situation by itself and is dependent on international support. Therefore we provide rescue teams – such as the charitable relief organization @fire – with Hilti equipment, because the Hilti Foundation considers providing immediate help after a catastrophe an act of solidarity.

Partner: International disaster control (@fire) www.at-fire.de

Learn to hear worldwide

Listening and imitating – this is the principle behind the innovative music learning platform Meludia. It focuses on training the sense of hearing. Listening and imitating help convey the fundamentals of music while also helping to train hearing as well as the brain in general – all in a playful manner. Together with the Hilti Foundation, Meludia is currently developing an offline app, thereby making the program available to children and young people who live in regions without access to the Internet.

Partner: Meludia www.meludia.com

Sharing expert know-how worldwide

The Senior Expert Corps (SEC) of the Swisscontact Foundation supports retired experts in sharing their know-how and wealth of experience in order to benefit people in the developing world. There is great demand for experienced specialists world-wide: whether it be bakers, midwives or engineers, to name but a few.

Partner: Swisscontact www.swisscontact.org

Mobile emergency assistance worldwide

The Hilti Foundation has been supporting Médecins Sans Frontières (MSF) for many years. In addition to their Syria crisis-related support, the Hilti Foundation has financed the development of setting up a surgery that is fully operational within 24 hours. This enables mobile emergency surgery teams to save lives quickly and on site.

Partner: Médecins Sans Frontières www.msf.ch

Micro loans for housing worldwide

The MicroBuild Fund, founded by the relief organization Habitat for Humanity, supports local banks in granting micro loans for housing. With the help of these micro loans, people with an average annual income between 1,500 and 2,000 US Dollars can improve their housing situation and adapt their homes with the necessary construction measures. At the same time, the range and quality of locally offered micro loans is enhanced.

Partner: Habitat for Humanity www.habitat.org

Affordable housing worldwide

The Shelter Venture Labe (SVL) aims to create a market in developing nations and emerging markets for sustainable construction materials, products for energy and sanitary facilities and solutions for the design of living space – all at affordable costs. This should also improve the housing situation in poverty stricken areas. For this purpose, companies and start-ups providing these types of solutions receive funding in the relevant market areas, as well as development aid. SVL is currently active in Peru, Kenya, India and in the Philippines. Further expansion into other countries is planned in the next few years.

Partner: Habitat for Humanity www.habitat.org



Europe

Building bridges with music Switzerland

The Lucerne Festival is one of the world's most renowned classical and contemporary music festivals and every year attracts famous musicians and orchestras from across the globe to perform in the picturesque city on Lake Lucerne. The Hilti Foundation supports the Festival as a contribution towards the promotion of regional culture and will also support the integration summer camp, which will be held for the first time in 2018.

Partner: Lucerne Festival www.lucernefestival.ch

Festival as a meeting point Austria

Against the backdrop of the Bodensee, the Bregenzer Festspiele take place annually in July and August. In addition to the performances on the impressive lake stage, the Festival program includes 80 events – ranging from concerts to theater performances. For many years, the Hilti Foundation has supported the long-established Festival, thereby making a contribution towards the promotion of regional culture.

Partner: Bregenzer Festspiele www.bregenzerfestspiele.com

Music as a source of strength Romania

Music runs in the blood of the Romani people and is therefore also key to the success of the social project "Elijah", based in Transylvania (Siebenbuergen). Jesuit priest Georg Sporschill and his assistant Ruth Zenkert have been involved for many years in reintegrating people from Romani villages into society. The music school plays a significant role in helping children to structure their everyday lives. Through music they not only discover hidden talents, but also learn how to shape a better future through diligence, consistency and discipline.

Partner: Elijah www.elijah.ro

Master classes as a stepping stone Liechtenstein

The International Music Academy in Liechtenstein offers highly talented young musicians the opportunity to take part in master classes led by internationally renowned soloists and professors. The Academy's holistic approach optimally prepares the participants for their future careers. Limiting the number of students to six per course ensures both intensive collaboration and maximum benefit for each student.

Partner: International Music Academy in Liechtenstein www.musikakademie.li

Learn from Mozart Austria

The Salzburg Mozarteum Foundation focuses on preserving and cultivating Mozart's heritage and primarily devotes itself to encouraging the development of young people. The Foundation's main focus includes the youth program "Klangkarton" and the children's orchestra (founded in 2013), the development of new concert formats and communication concepts, as well as the advancement of the Mozartweek on to an international platform. As a "Partner in Education" of the Mozarteum Foundation, the Hilti Foundation supports these efforts and aims to promote the international exchange between the Mozarteum Foundation and music programs worldwide.

Partner: Mozarteum Foundation Salzburg www.mozarteum.at

Professional growth Republic of Moldova

In collaboration with the Liechtenstein Development Service (LED), the Hilti Foundation supports young people and unemployed youths in the Republic of Moldova by helping them to receive training as plasterers and heating engineers. In addition to the development of pedagogical methods and a professional curriculum, it was also possible to standardize the training and examination system of vocational schools in cooperation with the education ministry.

Partner: Liechtensteinischer Entwicklungsdienst (LED) www.led.li

Music heals the soul Greece

It all began with young Frenchman Anis Barnat taking a six-month sabbatical. Overwhelmed by the reality of refugee camps on the island of Lesbos and in Athens, he spontaneously decided to found a social music program. Under the name of "El Sistema Greece" and in close cooperation with El Sistema in Venezuela as well as other similar initiatives, Barnat provides children and young people in these camps with the opportunity to structure their everyday lives, thereby giving them a chance of a better future. It is amazing how much support the project receives from ensembles and soloists across the globe.

Partner: El Sistema Greece www.elsistemagreece.com

Social competence through music Europe

Since 2009, the Vienna-based Superar association has offered children with no access to music due to their social background the opportunity to receive a free, high-quality music education in various European countries. The positive energy of music and being able to play music together strengthens the young participants' personalities, and in turn their future chances in society. In the daily lessons, music becomes the children's common language, regardless of their social background and geographic origin. This leads to mutual respect and positive social interactions – lasting far beyond their time at school.

Partner: Superar www.superar.eu

Central and South America

Network for quality enhancement Bolivia

Although music has a long tradition in Bolivia, the country lacks opportunities for high-quality music education and training. In recent years, the Fundacion Musical Bravura has developed a network of Bolivian social music programs focused predominantly on improving teacher-training standards. The artistic mentor of the project, the cellist Leonard Elschenbroich, supports this initiative both with his international network and by taking an active role in teaching regularly in Bolivia.

Partner: Fundación Bravura
Facebook: @fundación-musical-bravura

Earthquake-resistant brick construction Haiti

The non-profit organization "Build Change" has specialized in earthquake-resistant housing construction in developing countries. It examines local building materials, work methods and know-how to develop suitable construction concepts for earthquake-resistant housing. The Hilti Foundation supports a project focusing on the production of high-quality standardized bricks.

Partner: Build Change www.buildchange.org

Hygiene without power and water Peru

"X-Runner" has developed a portable dry toilet system for regions, slums and houses that to date have no access to proper sanitation systems. On the one hand, the system helps destroy human waste that would otherwise end up in the streets, and on the other, it generates natural compost for agricultural use. In addition to this, the toilet does not require electricity, chemicals or water, yet still ensures that people living in regions with a lack of sewage infrastructure can stay healthy.

Partner: X-Runner www.xrunner-venture.org

Education as an opportunity for the future

Peru

The successful Venezuelan music project "El Sistema" which is aimed at children from low-income backgrounds, has inspired countless people across the globe – including in Peru, where the Hilti Foundation supports the "Sinfonía por el Perú".

Partner: Sinfonía por el Peru www.sinfoniaporelperu.org

Fundamentals for better houses Colombia and Peru

The Swiss foundation "Swisscontact" and its project "Construya" provide informal construction workers with fundamental know-how about material, statics, hygiene and earthquake protection in targeted training sessions.

The acquired knowledge not only improves the quality of the houses, but also raises the employment levels – even including some opportunities for self-employment.

Partner: Swisscontact www.swisscontact.org

Academy for talents Colombia

Not everywhere in the world do young, talented musicians have the opportunity to attain an international standard. This is often due to the quality of local course offerings and the lack of networks. Together with the Philharmonic Orchestra, the Colombian conductor Alejandro Posada, who had had the opportunity to complete his studies in Austria, founded the "Academia Filarmónica de Medellin" (AFMED): the Academy offers particularly talented musicians from socially deprived backgrounds an opportunity to develop their skills to a level above the otherwise normal Colombian standard. Since 2015, the Academy has been acknowledged in other South American countries and has supported social music projects by promoting a focus on education and talent across the nation.

Partner:

Academia Filarmoníca Iberoamericana, Medellín Facebook: @iberacademy

Music against social issues Venezuela

Together with 11 young Venezuelan musicians, the Venezuelan economist and musician José Antonio Abreu (†) founded the first youth orchestra in Caracas. He thereby laid the foundation for "El Sistema", a national network of music schools, orchestras and choirs that aimed at counteracting violence, drug abuse and child abandonment in socially disadvantaged districts. Today, more than 40 years later, over one million children make music in more than 400 music schools across Venezuela – in the hope for a better future.

Partner: El Sistema Venezuela www.fundamusical.org.ve



Asia

Primary care in a crisis region Middle East

The organization "Physicians for Human Rights" (PHR), founded at the end of the 1980's, provides mobile medical care to people living in the Gaza Strip and in the occupied territories. Medical specialists working in this area are provided with further on-the-job training. If clinical treatment is required for critically ill patients outside of the operational areas, PHR members help apply for emigration permits.

Partner: Physicians for Human Rights (PHR) www.physiciansforhumanrights.org

Affordable solar energy India

The start-up Simpa Networks offers a sophisticated financing system to rural populations groups in India to provide access to solar power systems, thereby replacing the use of harmful and expensive kerosene lanterns. The actual energy usage is paid via cell phone; payment obligations are based on the respective user's financial resources.

Partner: Simpa www.simpanetworks.com

Vocational training in the jungle Sri Lanka

After the Tsunami disaster in 2004, Hilti employees got together to help the Tsunami victims. While large amounts of international financial aid were immediately made available, there were only few sensible projects to invest in along the affected coastal regions of Sri Lanka. In a partnership with SOS Children's Village Foundation Switzerland, Hilti decided to finance a vocational school in the jungle region of Sri Lanka. Since then, the school has enabled more than 1,200 young people to acquire a diploma that has changed their lives.

Partner: SOS Childrens Villages www.vtc.soschildrensvillages.lk

Africa

Classic without a class-based society South Africa

Until a few years ago, classical music was an exclusive privilege for the white population – a situation the American double bass player Peter Guy was not willing to tolerate. He founded the "Mangaung String Programme" in Bloemfontein which offers regular music lessons to children in the townships; the lessons help these children develop a willingness to study as well as providing an opportunity for positive co-existence.

Partner: Mangaung String Programme www.mangaungstringprogrl.wix.com

Singing from the soul South Africa

The Umcolo project uses music to enact social change and to introduce children and young people in South Africa to national and international artists and music institutions. Based on the country's remarkable vocal culture, Umcolo works with young singers from the townships and provides educational programs and music theater projects that address the issues these young people currently face – and transpose them into music.

Partner: Umculo South Africa www.umculo.org

Promote social entrepreneurship Egypt and other North African countries

Ashoka is a non-profit organization aiming to promote social entrepreneurship and provide company founders with financial support, advice and contacts in social, economic and science networks. This gives these entrepreneurs the opportunity to implement their socially motivated solutions and projects and helps to improve the living conditions of disadvantaged population groups.

Partner: Ashoka arab world www.ashoka-arab.org

Safe living, better jobs Mozambique

The Swiss foundation "Swisscontact" and its "Skills2Build" project provide construction workers and unemployed young people in Mozambique with the fundamental know-how about materials, statics and construction technology in diverse crafts. The acquired knowledge not only increases the quality of the houses, but also increases the participants' chances of finding a secure job.

Partner: Swisscontact www.swisscontact.org

For a healthy society Zambia

More than half of Zambia's population is under 15 years old and lives below the poverty line. In addition to this, the population is expected to double within the next 20 years - in a country that already lacks primary medical care and opportunities to escape the poverty trap. Together with the Swiss organization "SolidarMed" and local helpers, the Hilti Foundation has launched a pilot healthcare project aimed at revolutionizing the training of healthcare professionals as well as creating job prospects. In addition, living space for rural hospital employees is created with the help of the second project, "Solidarinvest". Both initiatives contribute improving the basic healthcare and generating incentives for working in rural areas.

Partner: SolidarMed www.solidarmed.ch

Business skills for the poor Kenya and Tanzania

About half of Kenya's population and one third of the population in Tanzania live below the poverty line – and these population groups normally do not benefit from the country's continuing economic growth. Hand in Hand International primarily targets women living in rural regions to mediate the basic know-how required to operate small businesses, which they will subsequently found independently. The women are thereby given the opportunity to benefit from their country's economic progress.

Partner: Hand in Hand International www.handinhandinternational.org





FACTS AND FIGURES

Principles

Each project selected by the Hilti Foundation undergoes a careful and detailed analysis. Our work is based on four principles.

Reliable

Regardless of whether we are dealing with a private initiative or a project carried out with an international NGO: for us, integrity and professionalism are indispensable prerequisites for successful collaboration with people and institutions.

Sustainable

Our work should not just be a drop in the ocean. We therefore become active if we can achieve a lasting change for the better. Whenever possible we attempt to develop self-sustained models.

Replicable

Our projects should also serve as a model. Therefore even in the initial stages we assess if a project has the potential to grow dynamically or maybe even act as a model or initial spark for others.

Measurable

We never lose sight of our objectives. We therefore attach particular importance to evaluating our projects at regular intervals and developing them further based on measurable results.

History

The Hilti Foundation was founded in 1996 as a charitable foundation.

Since 2007, the Hilti Foundation has been a joint institution of the Martin Hilti Family Trust and the Hilti Group. In the meantime, the Foundation actively supports 46 different projects across the globe.

Finances

Since its founding more than 20 years ago, the Hilti Foundation's scope of work has expanded considerably. Worldwide projects are, however, expensive and intended to run over a period of several years. To ensure both the Foundation's ability to work and its solid financial basis, it is financed by 2 per cent of the annual consolidated earnings of the Hilti Group as well as by contributions from the Martin Hilti Family Trust. This is our clear commitment to our social responsibility towards society and the world.

Since its inception, a total of 120 million Swiss Francs have flowed into the Hilti Foundation's projects to date. The amount of each individual contribution primarily depends on the requirements of each project. Our work has a clear focus on the areas of social development, education and science. In 2017, a total of 15 million Swiss Francs were invested in charitable projects.



The training and education building of the Hilti Corporation in Schaan, Principality of Liechtenstein, is also headquarters of the Martin Hilti Family Trust and the Hilti Foundation.

Organization and individuals

Chairman of the Board of Trustees

Egbert Appel

Trustee of the Martin Hilti Family Trust

Members of the Board of Trustees

Michael Hilti

Member of the Hilti Corporation Board of Directors and Trustee of the Martin Hilti Family Trust

Dr. Christoph Loos

CEO & Chairman of the Hilti Corporation

Executive Board

Dr. Michael Jacobi

Member of the Hilti Corporation Board of Directors and Trustee of the Martin Hilti Family Trust

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Beate Rupp Corinna Salzer Elisa Sologni

Communications

Isabel Fehr

Assistance

Julia Strub



Hilti Foundation team, from left to right: Isabel Fehr, Johann Baar, Michèle Hilti, Christine Rhomberg, Julia Strub, Egbert Appel, Beatrix Baettig Staud



OUTLOOK

A future full of violins

Israel Gutierrez's laughter comes from deep within. The young Chilean student has expertly completed many masterclasses of the Papageno Project. Today, he is studying music in Graz (Austria) and is proud to be playing an 18th century violin: the instrument was provided by one of his supporters who is deeply impressed by his talent.

www.hiltifoundation.org

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