



Liechtenstein Dialogue for Development
Worldwide

Changing Lives through Music
Venezuela

Music Education for a Better Future
Peru

Network for Quality Enhancement
Bolivia

Towards a Self-sustainable Life
Colombia

The Unifying Power of Music
Chile

Overcoming Boundaries
Europe

Music Heals the Soul
Greece

Music as a Source for Strength
Romania

Classic without a Class-based Society
South Africa

Learn from Mozart
Austria

Musical Meeting Points
Austria and Switzerland

Housing Microfinance for Social Development
worldwide

Creating Markets for Affordable Housing products
worldwide

Safe and Affordable Houses made from Bamboo
Philippines

Coconut Husks for Innovation in Housing
Switzerland and Philippines

A Safer Home for Slum Dwellers
Colombia and Peru

Better Jobs for Safety in Construction
Mozambique

A Housing Cooperative for the Health Sector
Zambia

Hygiene off the Grid
Peru

Energy and Light off the Grid
India

Senior Expert Know-how
worldwide

Entrepreneurship for Change
Egypt and other North African countries

Income Generation through Small Businesses
Kenya and Tanzania

Dual Education for Health Workers in Zambia
Zambia

Solid Education for Refugees (and Locals)
worldwide

Mobile Emergency Assistance
worldwide

When each Second Counts
worldwide

Primary Care in a Crisis Region
Middle East

Building a House for the Future
Bosnia and Herzegovina

Vocational Training in Monaragala
Sri Lanka

Fascination Underwater Archaeology
Region of Alexandria, Egypt



**BUILDING A
BETTER FUTURE.**





Sustainable Development Aid Over the Course of Time

The world is turning faster and faster. We feel it every day: in economics, in politics and even in our private lives. The ever-increasing pace forces us to face permanent changes and new challenges. These developments also provide us with new opportunities.

When social conditions undergo constant change, it is essential to regularly question and adjust one's own work. Therefore, in 2018, we closely examined, openly discussed and realigned our strategy. While "Help for self-help" will remain to be our primary goal, we are now aiming to pursue this goal more intensively so that we can potentiate our vision and actions accordingly in the future.

We will continue to concentrate on the areas in which we have successfully achieved sustainable social changes with the help of our expertise and by collaborating with reliable partners in the past. We will continue to put a strong focus on offering socially disadvantaged children and youths the tools they need to establish livelihoods, and to provide them with a new perspective on life through a comprehensive music education.

Likewise, by using innovative technologies, products and construction methods we will support socially deprived families and enable them to build their own secure homes. We will also provide sustainable learning programs to help people take the first step towards self-employment. In addition, we will continue our successful cooperation over more than 20 years with the underwater archeologist Franck Goddio in Egypt, provide emergency aid in the event of a disaster, and support the many aid projects that have been initiated across the globe by our employees.

In the future, we plan to focus on combining our forces and funds more tightly, deploying them in a much more targeted way. Only then can we continue to efficiently and sustainably contribute to making the world a better place.

Michael Hilti

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Becoming Better With Concentration

In 2018, the Hilti Foundation set the course for its future projects. The President of the Hilti Foundation's Board of Trustees, **Egbert Appel**, illustrates where the Foundation is headed.

What were the underlying reasons for critically scrutinizing and openly discussing the Foundation's own focus and work?

It's simply no longer enough just to do good. It was therefore important to us to define clear goals that aim to achieve a lasting positive effect with regard to social developments. After all - figuratively speaking - we don't want to just drip feed or administer blood transfusions to individuals, we also seek to develop and support projects that help disadvantaged groups of people stand on their own two feet.

What is the sustainable impact of this revised strategy?

Although we remain committed to our main focal areas, we will also strive to improve by focusing on new ventures. This means that we will deepen our commitment regarding individual projects and reduce the number of projects we take on. This change will be an ongoing, organic process and definitely not something that will happen overnight.

Providing music education to disadvantaged people remains an essential focus for the Hilti Foundation. How will you begin to tackle this issue best?

Our efforts mainly target students and teachers. Together with our partner institutions, we offer top-level, comprehensive musical training to talented individuals to which they would otherwise have no access.

At the same time, we also aim to connect individual music programs with one another that currently work in isolation and are only regionally active. To reach this goal we will intensify the use of new technologies, such as new media and specific Internet programs. Currently, there are a huge number of opportunities to do this.

The topics "Affordable Housing & New Technologies" are also some of the core areas of responsibility. What particularly distinguishes the Hilti Foundation's work in this area?

Interestingly, there are many organizations which provide large amounts of financial resources for immediate reconstruction projects, but very few institutions provide systematic and sustainable improvements to increase the quality of housing. In this respect, I believe that the Hilti Foundation, together with our long-term partner organizations, such as Habitat for Humanity, have taken the role of pioneers.

How does the Hilti Foundation put this into practice?

One of our principles is to take a holistic approach. In other words: to tackle a problem in an all-embracing and comprehensive way. Ultimately, this is the only way one can develop appropriate measures.

Let me give you a specific example from our project work in Southeast Asia: insulation material is fundamentally important when constructing a house. However, the commonly used plastics for this purpose are usually unavailable and also unaffordable for the people living in these regions. We therefore support individuals and small companies in their endeavor to develop alternative and cost-effective insulation material - made from recycled natural material - which they then produce and ultimately bring to market locally. This generates additional jobs in production, transport and marketing and ideally keeps the value chain in the country.

Finally, let's take a short look at the third focal area of the Hilti Foundation: What is the current status of projects that aim at guiding disadvantaged people towards economic independence?

What pleases me in particular is the development of our projects in Africa. Together with our partner SolidarMed, we have successfully trained healthcare professionals in Zambia. We have significantly improved basic medical care in the country's rural areas and we continue to provide new job prospects for many people.

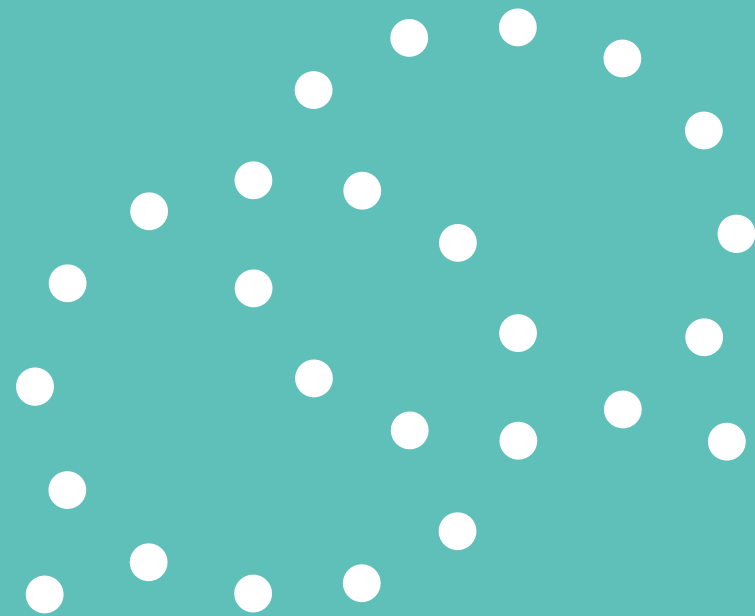
In cooperation with Hand in Hand International, we were able to support women in Tanzania and Kenya: enabling them to establish their own livelihoods as small entrepreneurs - ranging from dressmakers through to yoghurt producers.

Finally, what is your personal highlight from 2018?

After two years, I returned to the Colombian city of Medellín where the "Iber-academy" - initiated by us - hosted a Mozart Festival for the first time. I was deeply impressed by the high standard of music the teachers and the students played. Above all, I am personally inspired by the passion, the high level of mutual responsibility and the human quality these individuals express - all of which serve as ongoing motivation for our work as the Hilti Foundation.



Egbert Appel



Liechtenstein Dialogue for Development An Invitation to Innovate

Development aid is becoming outdated. It often lacks an innovative approach and the opportunity to share already existing know-how. Together with the photo artist and aid organization founder, Hannes Schmid, the Hilti Foundation has established the Liechtenstein Dialogue for Development as a forum to help remedy the situation.



REVENUE MODERN
ECONOMIC DEVELOPMENT

Panel Discussion
with
Dr. Pedro Pablo Kuczynski

“We want to offer a novel and open platform.”

Michèle Frey-Hilti plays a leading role in the planning and implementation of the Liechtenstein Dialogue for Development. In this interview, she provides an insight into how and why this event was initiated.

What is the basic idea behind the Liechtenstein Dialogue for Development?

The Hilti Foundation has long been considering the idea of providing a platform for decision makers in the development aid sector to exchange ideas. The Dialogue aims to bring together the often widely varying opinions and working methods, openly discuss the problems and obstacles, and to share all existing know-how. In short: to create an event where everyone can exchange their views openly and freely – they should not be intimidated by an intense but constructive debate.

What led to the cooperation with Hannes Schmid and his aid organization Smiling Gecko?

It was a lucky coincidence that Hannes Schmid already had very similar ideas when he came to Vaduz in 2017 for his photography exhibition. At that time, he became aware of Liechtenstein as a potential event location. It quickly became clear to all of us that the Hilti Foundation and Hannes Schmid were on the same wavelength. Schmid is a spirited visionary and a “doer”. He lives the topic and at the same time – without any hesitation – relentlessly and openly expresses what he believes to be going wrong in the development aid world.

What I really like about him is that he refrains from bashing others and instead offers constructive solutions, which he actually enforces. We complement each other because both of us enjoy trying out new things, and neither of us are afraid to call things into question.



Michèle Frey-Hilti hopes the Liechtenstein Dialogue for Development will give fresh impetus to development aid.



The young participants are expected to provide a breath of fresh air and courage.



” We attempt to address the real decision makers in politics, the business world and the social sector.

MICHÈLE FREY-HILTI

Which topics in particular should be addressed and discussed?

There are many forums on issues dealing with education or environment, but very few exist with regard to economic development issues – something that both Schmid and the Hilti Foundation considers to be a key element for our work. The topic is of crucial significance. Furthermore, the 17 UN Sustainable Development Goals provide a striking thematic framework for this type of event. These sustainability goals, and the ways in which they can be implemented within a corporation, provide the content for our second event in January 2019.

What is really important to us: the Liechtenstein Dialogue for Development must be politically and economically independent. This is the only way to ensure that others will listen to critical people and critical opinions that may not appear socially opportune.

Who is the target audience for the Liechtenstein Dialogue for Development?

We attempt to address the real decision makers in politics, the business world and the social sector – hence, those who put words into action after attending this kind of event. We aim to inspire these individuals to bravely question their previous actions, and to encourage them to openly consider implementing new approaches. New solutions and approaches are urgently needed to change the world for the better. Everybody can contribute towards this goal. That is precisely what we want to convey and motivate people to do.

The experiences and results of each event will be summarized in a working document that we will make accessible to the wider public. Lots of people should be able to benefit from the various content discussed at these events. Ideally, new projects may even result from this work.

What is the vision for the future?

We are only at the beginning and this event must – and will – gain a stronger profile. We have an ambitious goal for the Liechtenstein Dialogue for Development: we want it to advance to an internationally recognized platform in which key individuals in the development work sector will participate. It has yet to be decided whether the event will be held annually or at a different rhythm, and if there will be opportunities for spin-offs for other topics. ●





Bringing Together Philanthropy and Business

In 2018, together with the Hilti Foundation, **Hannes Schmid** hosted the first ever Liechtenstein Dialogue for Development in Schaan. It is an event that aims to stimulate an open discussion about development work while also bravely breaking new ground. The photo artist and founder of the aid organization Smiling Gecko exemplifies this cause.

Dübendorf, a suburb in the east of Zurich, on a pleasant December day. The district is a lively mix of apartments, offices, small businesses and restaurants. Building works are taking place at every corner, and you can see handymen laying floors and cables behind taped-off windows. A spirit of optimism is palpable.

It is no coincidence that Hannes Schmid has his Swiss office in this part of the city. Surrounded by his impressive, large-format black and white photos from Cambodia, his bright, lively eyes are brimming with energy and enthusiasm.

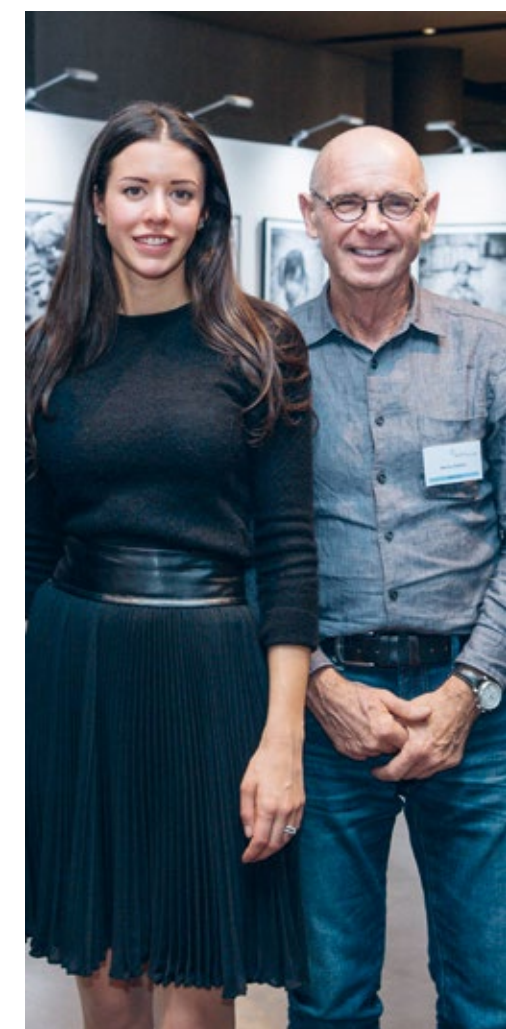
"I'm actually an artist and not an economic or financial person," Hannes Schmid admits openly. Nonetheless, since 2012, the 73-year-old Swiss has set up a prime example of successful development aid. Thanks to his charity Smiling Gecko there is a rural "model community" in Cambodia comprised of roughly 120 hectares, where the inhabitants have all they need for a future-oriented life - including everything from agriculture to education to employment. Hannes Schmid started the project around five years ago with 12 families, who were subsequently provided with a livelihood. Today 8,000 locals benefit from Smiling Gecko. By 2025, this number is set to increase to between 90,000 and 120,000 people.

For the founder, Hannes Schmid, himself, it was a long and difficult path. It was a path in which he had to learn things the hard way, with numerous setbacks. From his own experience, however, he quickly learned what was important for successful development work. He began looking for ways to share his acquired practical knowledge and to exchange experiences with others.

"I repeatedly took part in the World Economic Forum in Davos. A lot of discussion on this topic took place there, but unfortunately the concrete results were few and far between. The enthusiasm for good approaches and ideas already tended to fizzle out on the trip home when the politicians or business leaders returned to take care of their daily tasks again," explains Hannes Schmid with no illusions.

” We urgently need to re-energize the ways we think and act when it comes to development aid.

HANNES SCHMID



Hannes Schmid with Michèle Frey-Hilti

Top decision makers from the business world and politics as well as vast media coverage ensured a successful launch in 2018.

Eventually, his artistic work came to his aid. An exhibition at the Landesmuseum took him to Liechtenstein for the first time in 2017. "It soon became clear to me that this location - with its unique atmosphere - could be just the right place for a new, courageous development aid event," the photo artist recalls. After initial meetings with Egbert Appel, the President of the Foundation Council of the Hilti Foundation, who also visited the Smiling Gecko Project in Cambodia, as well as meetings with CEO Michèle Frey-Hilti, it became clear immediately that everyone was keen to put the plan into action. Finally, in March 2018, the first Liechtenstein Dialogue for Development took place at the Hilti headquarters in Schaan.

The first event, which saw numerous top decision-makers from business and politics in attendance, enjoyed a great deal of media coverage and marked a good start for Schmid's and the Hilti Foundation's ambitious plans. However, the direction and format of the event still needed to be tightened up. "In the future, we will definitely focus even more on discussion and confrontation. We certainly do not want to create another feel-good forum where everyone gives a lecture and then fields a few questions from the audience." The photographer already has a suitable picture in his head he plans to implement: "I'm thinking of a kind of arena, in which the speakers and discussants stand instead of sitting comfortably on a sofa or chair, and in which every single participant can - and should - actively contribute."



Hannes Schmid with the children he helped to receive access to modern education in Cambodia.

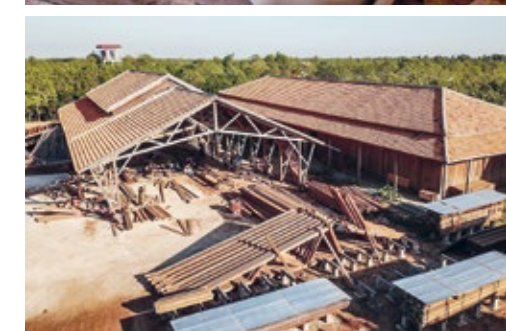
This is a concept that fits in perfectly with the industrious Smiling Gecko founder. Never one to mince his words, he prefers to boldly explore new paths. Indeed, it is this same boldness which he now demands from others at events such as the Liechtenstein Dialogue for Development. "We urgently need to re-energize the ways we think and act when it comes to development aid if we are ever to finally escape these outdated preconceptions. We've already spent far too many trillions of dollars, Swiss francs and euros and we've achieved laughably little," Hannes Schmid criticizes. He follows up with an example from his own sphere of influence: "In Cambodia, around 4,500 different relief organizations have been active for 20 years. But apart from the carpentry workshop I founded, which now has nearly 60 employees and 12 apprentices, to my knowledge there isn't yet a second one in the entire country."

Hannes Schmid does not see his own aid organization as the only functioning model, but merely as one of many forms that effective development aid can take. One principle, however, is firmly established for him: "Only through up-to-date, comprehensive education and a focus on economic development can something be achieved permanently. The Hilti Foundation and I agree very strongly on that."

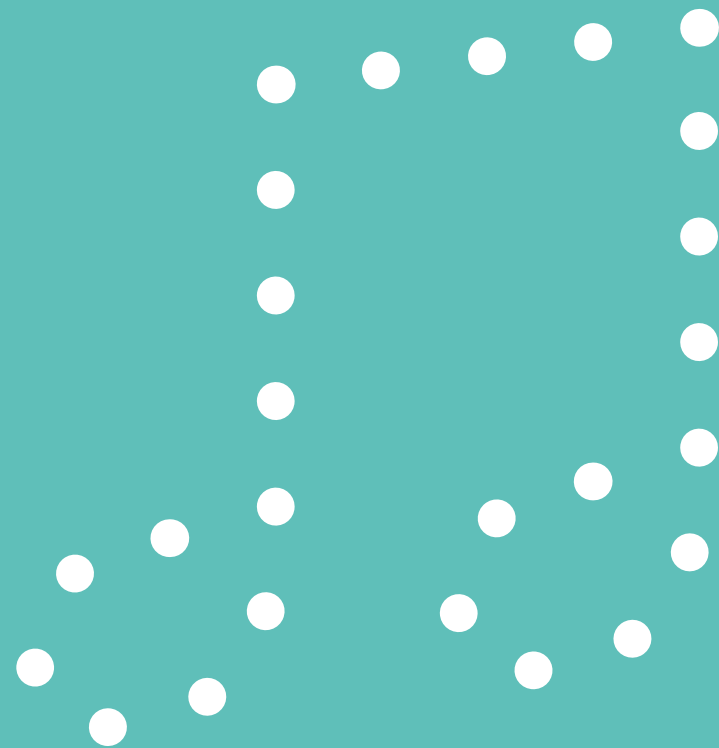
He hopes the younger generation in particular will provide a breath of fresh air and new approaches. Specifically, influential millennials, young people who have already grown up and are familiar with modern technologies, and who - as decision-makers - also hold important positions and have sufficient financial means. Hannes Schmid is in regular contact with many of them, and some of them have already participated personally in the Liechtenstein Dialogue for Development. "These millennials are often well connected - even with each other. And above all, for most of them philanthropic action is no longer a question but has long been a must. They are prepared to invest money into causes even when profit is not guaranteed."

Hannes Schmid is convinced that a new way of thinking and a fresh approach to future development aid are imperative: "We can no longer lecture the younger generation with our worn-out experiences. Instead, we must let them decide for themselves. And it's alright if they make mistakes. After all, it's their world and their responsibility now - the older generation needs to make way for them."

Bold words for a 73-year-old who certainly cannot be considered part of the old guard, and for whom a 20-hour working day and seven-day week are still very much the rule. It would seem that there are exciting times ahead for the Liechtenstein Dialogue for Development, whose future and direction a man like Hannes Schmid plays a significant role in. ●



A carpentry workshop with 60 employees and 12 apprentices: efficient development aid provided by Hannes Schmid and his Cambodian aid organization, Smiling Gecko.



Iberacademy Medellín

Music as an Opportunity for Development

Since 2011, when the Iberacademy was founded in Colombia as an exemplary music project, it has provided a wealth of opportunities for many talented young musicians. It is all thanks to the highest-level education which places equal value on the importance of community as a method to overcome social and geographical boundaries.



For a Harmonious Society

El Retiro, a small town in the countryside – one hour’s drive from the Colombian city of Medellín, is a picturesque and sleepy village, far off the beaten tourist track. But on this particular Sunday, something is different. The church, which is much too large for the little village with its few residents, is packed to capacity. Not with arbitrary guests, but with curious locals. They are all eager to attend the concert of the first Mozart Festival Medellín. The program will include arias from Mozart’s “The Magic Flute” and his first opera, “The Impresario”. The program is performed by the symphony orchestra of the Iberacademy Medellín and young singers from Colombia and Austria, from the Mozarteum Foundation Salzburg. Most people in this remote town have heard of the name of Mozart, but almost none have ever had the opportunity to listen to an opera.

In the back row of the nave, an old farmer, a “campesino”, is sitting huddled up, his crooked back plagued by decades of hard laboring. It almost seems as if he’s dozing. But when the soprano Claire Elizabeth Craig strikes up the first tones from Pamina’s aria “Ach, ich fühl’s...” (Ah, I feel it...), lamenting that Tamino may no longer love her, the old man is instantly animated and awake. Suddenly, he sits upright on the bench, his eyes searching for the singer – he cannot get enough of Mozart’s music. Despite not understanding the words or the content of the opera, the old man is noticeably touched by Pamina’s distress. The sheer power of music alone causes tears to roll down his cheeks.

Only music can have this kind of effect. It has an inherent, inescapable power. As José Antonio Abreu, the founder of El Sistema once said: “Music is not concerned with intellect, instead it goes straight to the soul.”



Together with the symphony orchestra of the Iberacademy Medellín, the soprano Claire Elizabeth Craig transforms the church in El Retiro into a concert hall.



The Iberacademy
Medellín unites
emerging musical
talent from
numerous South
American countries.

Change of scene: the shopping centre “Mayorca” in Medellín, between cosmetic salons, clothes shops, restaurants, bars and a bowling alley, an institution quite unlike any of its surrounding has been established: the “Iberacademy Medellín”. A generous room for orchestra rehearsals, four class rooms for individual instruction, and two small offices are luxuries for a music academy that, until now, was located in constantly changing venues. Alejandro Posada, the founder and artistic director of the Iberacademy, can hardly believe that after seven years, the academy has finally found a permanent place to stay. “We can use these facilities for free and only have to pay the operating expense,” Posada notes with relief. “Finally, our musicians have a place where they can rehearse and meet.”

The rehearsal of the Iberacademy Youth Orchestra has just come to an end. The young musicians, aged between twelve and eighteen years, stream out of the room with their instrument cases in hand. Here, you meet the next generation of musicians from Colombia, Peru, Bolivia, Nicaragua, Chile or Cuba. Many of them come from different social music programs such as “La Red” in Colombia, “Sinfonia por el Perú”, and Musica en los Barrios” in Nicaragua.

Long after the sounds of footsteps and conversations of the young musicians have faded away, Gonzalo Hidalo is still standing in the empty rehearsal room, sorting sheets of music. The Venezuelan was originally the solo bassoonist of the Simón Bolívar Symphony Orchestra in Caracas. For the past few weeks, he has been studying conducting under Alejandro Posada and is now in charge of setting up the youth orchestra. He has already gained a lot of experience in Venezuela, but he lacks an academic education. The young conductor is a living example of how the Iberacademy successfully promotes the collaboration and exchange between various music institutions across the country’s borders - much to the advantage of the individual institutions and the next generation of musicians.

Unusual sounds in the middle of a shopping centre: students from the Iberacademy Medellín during one of the construction phases and after completion of their new base.





Frequent orchestral projects promote the crucial interaction and coordination.

The goal is to support talented individuals and to enable them to reach the highest international standards.

The Iberacademy's success did not, however, materialise overnight. It was in 2011 that the then 46-year-old Colombian conductor, Alejandro Posada, decided to set up a talent program in his hometown of Medellín to help gifted musicians gain access to university. His goal was to support talented individuals with additional training in a way that would enable them to reach the highest international standards. This high standard was based on Posada's own experience when he came to study in Vienna in the 1980s. At that time, he soon realized that his knowledge was nowhere near sufficient to keep up with his European colleagues. It was only thanks to intensive work and a lot of dedication that he succeeded in polishing up his missing knowledge and successfully completed his studies.

But Alejandro Posada was also driven by something else. He wanted to help gifted individuals who were musically talented but socially disadvantaged. Individuals who found tuition fees simply too expensive or could not afford the high-quality instruments required for a quality education. Through Medellín's social music program, which currently offers over 5,000 children and young people from socially disadvantaged backgrounds free music lessons, it is known that there are a considerable number of gifted musicians among them. However, due to their disadvantaged social circumstances they would otherwise have no chance of a higher education.

Together with the Philharmonic Orchestra of Medellín, Posada founded the "Academia Filarmonica de Medellín": Alongside purely musical, educational or management studies, the academy also offers regular masterclasses in which social and medical aspects are explored. Additionally, frequent orchestral projects and chamber music classes promote the cooperation and coordination that is so important and fundamental to these young people.

Alejandro Posada is the founder and artistic director of the Iberacademy.



” Finally, our musicians have a place where they can rehearse and meet.

ALEJANDRO POSADA

Collaborative effort is in the forefront of the academy, not self-centeredness or competitiveness. The training offered is based on three important basic principles:

Excellence

The students should develop special skills, not simply in terms of their artistic development, but also for social coexistence and learning to take responsibility as well as treating each other with respect - i.e. excellence.

Generosity

What has been learned is also there to be shared: be it while training with fellow students, or by later passing on their knowledge to younger generations.

Gratitude

Receiving such a comprehensive education is not a given and must be earned. This also includes showing gratitude to those who make everything possible in the first place: teachers and colleagues, as well as organizers, parents and supporters.

These are not just hollow words, but rather lived experience. The Spaniard Roberto González-Monjas, who directs the academy together with Alejandro Posada, has himself benefitted from this philosophy. While still a young violinist, he got to know Posada who invited him to Medellín as a soloist at the age of 20. Later he offered him the chance to artistically structure and administrate the academy together with him - naturally, González-Monjas agreed. Today, at the age of 30, he is the concertmaster of two renowned European orchestras and on the way to becoming an internationally acclaimed conductor. Despite only being marginally older than his pupils in Medellín, he has become a motivational role model for them, and he has not forgotten his roots. "The work in Medellín is the most important thing in my life as a musician," said González-Monjas. "Seeing people who were born with virtually no opportunities take their lives into their own hands and make it to peak performance levels fills me with admiration and respect. And I'm proud to be able to contribute to that."

” The work in Medellín
is the most important thing
in my life as a musician.

ROBERTO GONZÁLEZ-MONJAS



At the early age of 30, the Spaniard Roberto González-Monjas, who co-directs the academy together with Alejandro Posada, is the concertmaster of two renowned European orchestras.



Meanwhile, the work of the Academy in Medellín is not restricted to operating solely within national borders. Since 2016, under the new name "Academia Filarmonica Iberoamericana", the Academy has been passing on its knowledge and experience to other programs in South America. Amongst others, students and teachers from the Hilti Foundation's partner programs in Peru, Bolivia, Chile, Nicaragua and Cuba take part in specialized training weeks in Colombia. Conversely, students from Medellín can also complete their internships in other countries, where they not only have their first experiences as educators, but also inspire the teachers and students there through their own example. Since 2018, musicians from the Venezuelan project El Sistema have also been part of this exchange program and contribute to steadily expand and consolidate the network.

The fruits of the Iberacademy's labour are proven by more than 20 students from the program, who have successfully passed entrance examinations at various European and American universities, all of which are highly committed to completing their master studies there. These are hopeful young people who, thanks to their talent, were given a chance to lead a better, more fulfilled life. Not only for themselves, but also for future generations. ●

More than 20 students from the program are completing their master studies at European and American universities.



The students are encouraged to develop special skills - not only on an artistic level but also on a social level.





Concerts conducted by Roberto González-Monjas are a real highlight for the students of the Iberacademy Medellín.



Andrés Mejía VIOLONCELLO

Like most of his colleagues, Andrés Mejía grew up in a district in the city of Medellín plagued by violence and crime. Enrolling Andrés in a music school was the only way his single mother could keep her son away from the dangers of the streets. At the music school, Andrés discovered his passion and talent for playing cello. After he completed his compulsory schooling, his mother refused to let him study music. She wanted him to train as a technician, not become a penniless musician. Andrés gave in and completed his technical studies. But his heart belonged to music – and with the support of the Iberacademy he started to study music. “It was somewhat risky for the Iberacademy to grant me a scholarship. After all, nobody knew whether or not I would be good enough,” explains the modest young man who now plays a central role in the Iberacademy. Today, he supports the project’s administrative matters, and he has also founded his own music project in a village outside the city. There, not only does he teach children to play various string instruments, but he also shares the social values that were taught to him during his own time as a student at the Iberacademy. “They have to learn what modesty and gratitude mean,” says Andrés, “only then will they one day become responsible members of society themselves.”

”
My students
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gratitude mean.



Diego Enrique Achahuanco DOUBLE BASS

Diego Achahuanco took part in the “Sinfonía por el Perú” program. Whilst there, he distinguished himself early on as a particularly talented, highly committed and consistent musician. His musical career seemed like it would end after he completed his compulsory schooling, since he had no chance to continue his studies in Peru. After qualifying for the Iberacademy’s youth promotion program he became the first musician from Peru to be admitted to the University EAFIT. Now, as the lead double bass player in the Iberacademy Youth Orchestra, he has the opportunity to take part in regular orchestra work. Diego is extremely impressed by the quality of his teachers in Medellín as well as by the experiences he has gained at the Iberacademy. “My teachers are fantastic, they care for each student and motivate all of us to always do our best,” the 17-year-old Peruvian reports enthusiastically. The only thing he still needs to get used to is being separated from his family. “It wasn’t easy to leave Lima, but the people in Medellín have been so friendly and welcoming – they have helped me a lot. In the meantime, I have found my working rhythm and understand that the separation from home is necessary to achieve my goals as a musician – and also as a person.” His main goal? He intends to return to Peru after having completed his studies and work as a teacher for “Sinfonía por el Perú”.

”
Our teachers
motivate all
of us to always
do our best.

A Project in Key Facts and Figures

as at December 2018

237

Scholarships awarded since 2011

143

Bachelor degrees since 2011

47

Master degrees since 2011

22

Students currently studying at music institutions in Europe or in the USA

78

Graduates currently working as full-time musicians

Founding	2011
Founder	Alejandro Posada
Artistic direction	Alejandro Posada, Roberto González-Monjas

Music programs in Colombia newly founded by graduates

- Escuela de Musica San Pedro de los Milagros (350 students)
- Music School San Vicente Ferrer (600 students)
- Guarne (200 students)
- El Retiro (110 students)
- Bello (60 students)
- Barbosa (70 students)

Music programs supervised by graduates or students

- Colegios de Palomos y Murrupal (marching band, 60 students)
- Music Project El Bagre (60 students)
- Nicaragua - Musica en los Barrios (120 students)

Graduates and students involved in regular international teaching activities

- La Red de escuelas de musica, Medellín
- Sinfonía por el Peru
- Fundacion Bravura Bolivia
- Musica en los Barrios Nicaragua

International partners (selection)

- Stiftung Mozarteum Salzburg, Austria
- New World Symphony Miami, USA
- Musikkollegium Winterthur, Switzerland

Employing Artistic Standards to Convey Values

Christine Rhomberg is responsible for the Iberacademy, one of the Hilti Foundation's key music projects. In this short interview, she talks about the inception, the development and the future of an exceptional collaboration.

How and when did the collaboration between the Hilti Foundation and the Iberacademy start?

In 2011, the academy's founder, Alejandro Posada, approached us with the idea of offering talented young musicians from Colombia the opportunity to take part in comprehensive training programs. The aim was to supplement university studies, and to help the students attain an international standard right from the outset. In addition to music, it was also important to Posada to integrate fundamental social aspects. His first-hand experiences during his studies in Europe made him painfully aware of the vast differences in quality, and he wanted to spare future generations from the same experience.

Alongside the holistic approach - in addition to our grassroot projects, for example, in Chile - being able to offer training opportunities to future professional musicians and possibly even top musicians greatly appealed to us. These well-trained musicians would then share their knowledge, their skills and even their enthusiasm and social competence with others. Thus, their efforts would amplify the results throughout the community.

What has changed since the Academy was established?

The Iberacademy's headquarters are in Colombia, but its impact goes far beyond the country's borders. There is a lively exchange between our teachers and students with our partner projects in other South American countries including Peru, Bolivia, Venezuela, Chile and Nicaragua. Intensive training weeks, orchestra projects and masterclasses in Medellín offer teachers and

particularly talented young musicians from these countries regular further education, which, in turn, they can then share in their own programs. In addition, these young and highly educated students from Medellín complete their internships in partner countries where they not only learn for themselves, but they are also able to motivate teachers and students in the projects. As the Hilti Foundation, it is important for us to promote this type of networking and to implement the basic concept of collaboration and networking in our other partner countries.

In the future, would it be conceivable to extend the project to other continents?

It will certainly be a consideration for the future. A study carried out in 2018 by a foundation we have close connections with clearly shows the worldwide demand for a comprehensive and internationally-networked music education as it is offered by the Iberacademy. There are even huge deficits in Europe, especially regarding teacher training for social music projects.

What criteria do music projects have to fulfill to be eligible for support from the Hilti Foundation?

Two requirements are important to us: the project must have a clearly defined and sustainable concept. In our view, the basis for this is a clear strategy, a transparent organizational structure and, of course, a plausible budget. Ideally, we as the Hilti Foundation are not the only sponsor and aim to work in cooperation with other partners.

The second crucial requirement relates to the project's focus: it is essential for us that the development of young people is promoted by communicating social values. This, however, only works in conjunction with a predominant focus on artistic quality.

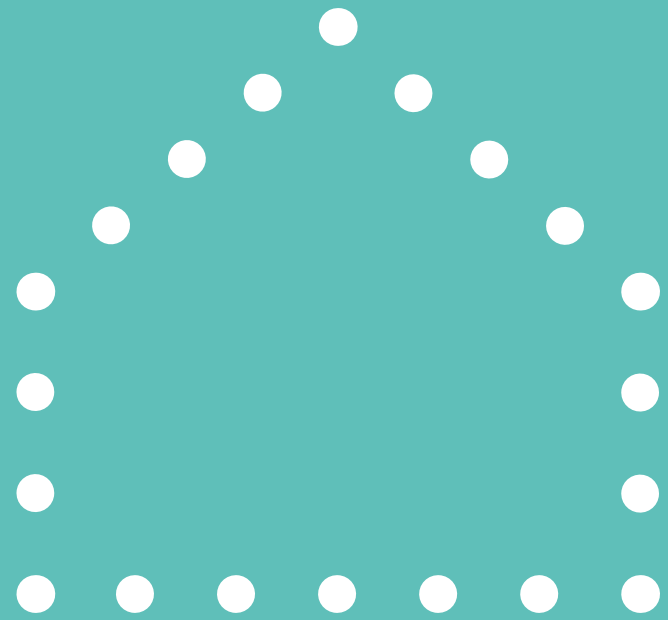
Why is music so effective in helping successful development work?

First and foremost, music is able to address emotion. It helps people to take the first step. Everything that follows, ranging from the willingness to learn, the diligence through to the work plan are, in the truest sense of the word, playfully interrelated.

Playing music and performing together induces a social, positively connotated aspect. Brain research has shown how essential group learning and sharing a sense of success are for the development of children later in life.



Christine Rhomberg



Habitat for Humanity

Helping People to Build a Home

The American couple Millard and Linda Fuller founded an aid organization in 1976 which supports people who cannot afford a safe roof over their heads. To date, their organization Habitat for Humanity has helped more than 22 million people worldwide. Since 2012, the Hilti Foundation is their official, dedicated partner.





Breaking Out From The Grip of Poverty

Jonathan Reckford has led Habitat for Humanity since 2005. The aid organization supports people at the bottom of the social pyramid in their struggle to find an affordable and safe place to live. In this interview, the 56-year-old American explains how Habitat for Humanity pursues its objectives and what he appreciates about the partnership with the Hilti Foundation.

A brief look back at how it all began: When did you first become aware of Habitat for Humanity?

Like many people, I first became aware of Habitat for Humanity through President Jimmy Carter's volunteer efforts back in the 1980s. My first direct experience with Habitat for Humanity was when I took part in a corporate program in 1992. I was working for The Walt Disney Company when we sponsored two houses in the Orlando area. Bringing out my team to volunteer was so much better than all the usual team-building experiences that often seem so artificial.

What was your motivation to work for this particular organization?

Time on the work site showed me how working together toward a shared sense of purpose took people out of their hierarchical roles. Getting the job done required collaboration and communication. For me, working alongside a family on their new home was incredible. I was so excited by what we were doing that I continued to come back and volunteer long after the Disney experience was over. I had no idea that I would one day be called to take on the leadership position with the organization. I continue to be motivated to work for Habitat for Humanity because it is such a tangible way to make a difference in people's lives and to put my faith into action.

In what sense have the fields of activity or even the vision or philosophy of Habitat for Humanity changed since it was founded in 1976?

The vision has not changed at all. We have been very consistent with our vision and core principles, but our methods continue to evolve. We still do the traditional work of directly serving families in need of decent housing through construction. However, with the support of partners like the Hilti Foundation, we have dramatically expanded our work into market development to help more families be able to improve their own housing through access to affordable and appropriate finance, products and services.

” **Proper shelter creates jobs, revitalizes neighborhoods and attracts employers.**

JONATHAN RECKFORD



Already more than
2 million people
in 30 countries
benefit from hous-
ing micro-loans.



Why do societies attach such great significance to “affordable housing” as a topic?

Housing is so essential. It is not the only need that must be addressed, but creating opportunities that enable people to improve their living conditions can lead to positive changes like improved health, better education outcomes and the ability to make forward-looking choices.

The positive effects of a good home extend deep into community life. Proper shelter creates jobs, revitalizes neighborhoods and attracts employers. It increases spending and government revenues and lowers the risk of foreclosure. All while bringing transformative benefits to families and developing resiliency in communities. However, if children don't live in decent homes, the odds of them staying healthy plummet. If they're not healthy, they don't get educated; and if they don't get an education, they don't get decent jobs, meaning they won't be able to care for their families or break out from the grip of poverty.

The Hilti Foundation has supported a range of your global activities since 2012. What do you personally appreciate about this partnership? What is it that makes this partnership unique?

Far beyond simply being a donor, the Hilti Foundation has been a strategic partner. The Hilti Foundation has invested in critical new initiatives that have allowed Habitat for Humanity to increase its scale. Understanding both the construction industry and the need to remove barriers to affordable housing, the Hilti Foundation has worked alongside us as a foundational partner with the MicroBuild Fund, and the ripples of impact have been huge.

One important part of this collaboration between Habitat for Humanity and the Hilti Foundation is the Microbuild Fund. What is the intended impact of the Fund? How has the Fund developed since it was established in 2012?

Through the MicroBuild Fund, we wanted to demonstrate that there was a market for housing microfinance. Historically, no banks or financial institutions would lend money to very low-income families to do incremental building or repairs. By lending capital to microfinance institutions and providing them with training on how to do housing loans, Habitat for Humanity has been able to show that housing microfinance is viable for financial institutions and their customers. With more than \$100 million invested across 52 institutions and in 30 different countries, more than 2 million people are now living in better homes as a result of our MicroBuild efforts - and this number continues to grow.

Another field of the cooperation between Habitat for Humanity and the Hilti Foundation is the Shelter Venture Lab, which aims to help families in poor communities to improve their homes through access to affordable, eco-friendly building materials and services. What is the value of such market-based approaches?

This is one of Habitat's newest endeavors aimed at impacting the market to increase access to shelter. In addition to helping families obtain financing, we are also encouraging suppliers and service providers to develop better products and services that work for low-income families.

For example, Habitat's Terwilliger Center for Innovation in Shelter is assisting Tough Team Technologies, a company in India that distributes waterproofing products. The Hilti Foundation is one of the partners in the project that is helping the company adapt their products, distribution and marketing systems to meet low-income people's needs, preferences and capacities to pay. As a result, families will gain access to the information and products they need to make their homes more disaster-resilient in flood- and cyclone-prone areas.

The Tough Team partnership illustrates how an indigenous, for-profit company can - with the right assistance - incorporate the needs of low-income communities into their product design and distribution.

In the Philippines, the Hilti Foundation's organization "Base Bahay" builds disaster-resistant, eco-friendly and affordable homes for families in need. Habitat for Humanity has joined these efforts to bring this building technology to scale over the next few years. What makes you convinced of this joint approach?

To me this is a great example of how the Hilti Foundation's technical expertise and manufacturing knowledge can make a huge impact when matched with Habitat's ability to bring together stakeholders in the community. Bringing the private sector to scale in something as complex as housing is a huge task. However, the solution for increasing the supply of affordable housing worldwide must be a multidisciplinary approach that brings people together in creative new ways if it is to create more housing opportunities.



Together with the Hilti Foundation, Habitat for Humanity takes a multidisciplinary approach to bring people together, thereby improving the housing situation on different levels.

What are the main challenges for an organization like Habitat for Humanity when it comes to achieving sustainable impact in a field as diverse and complex as the construction and housing sector?

In my opinion there are three main challenges:

1. Access to land - particularly in urban areas - is a huge issue worldwide.
2. We must also help people understand the critical connections between housing and issues such as improved health, better education outcomes and better livelihood prospects.
3. Raising funds and mobilizing the amount of resources needed will also continue to be a challenge.

Looking back at 2018: What were the most important milestones achieved for Habitat for Humanity?

For me, the most exciting thing has been seeing evidence that our scaling strategies are beginning to work. Last year Habitat for Humanity helped more than 8.7 million people improve their housing conditions. That's more than 22 million individuals since 1976. An additional 2.2 million gained the potential to improve their housing conditions through training and advocacy. We also engaged more than 1.4 million volunteers.

Which experience, encounter or moment in 2018 was of particular value for you personally?

My most memorable moments are when I directly engage with Habitat partner families. That is when our work becomes real. I am grateful that we are helping millions more people every year improve their living conditions. I always try to be aware of the fact that, behind all of these figures, there are individuals who have a story - people who have the same hopes and dreams for their families that I have.

On a trip to Cambodia last year, I spoke with a mother and father who were very concerned about the safety, dignity, privacy and health challenges that their preteen girls would be facing without access to proper sanitation facilities. With the help of our MicroBuild Fund, they took out a \$1,000 loan to build a bathroom. After they had paid off that amount, they took out a larger loan for a new home. They were just starting the process of building their new home when I was there, and I could see how much better their living situation was going to be in the future. ●

In 2018 alone, Habitat for Humanity helped more than 8.7 million people improve their housing conditions.



The Rewards Of A Successful Partnership

Johann Baar, project leader at the Hilti Foundation, works closely with Habitat for Humanity. For the 2018 report, he summarises which current joint projects continue to be the focus and what challenges still lie ahead.

How and when did the partnership with Habitat for Humanity begin?

Habitat for Humanity is one of the worldwide leading NGOs in the housing sector. With its 70 national organisations – all of which operate independently – the working methods in many areas correspond with those of the worldwide active Hilti corporation. The first project collaborations on a national level already took place in 2006 – in the USA and Japan. The official partnership with the Hilti Foundation began in 2012. Since then, we have been one of the first foundations to support the MicroBuild Fund that was launched by Habitat to provide microfinance loans specifically for the improvement of housing situations.

What are the objectives pursued by the MicroBuild Fund?

Instead of building ready-built houses for disadvantaged population groups, we focus on providing the needy with the necessary financial means to improve their own housing situation according to their respective needs. Rather than building an entire house, it is often just a matter a single measure or service which is urgently needed which can have a dramatic impact. In other words, the need for new roofing or a freshly laid floor. This way one can not only reach more people, but also provide quick and efficient help.

Another joint project is the Shelter Venture Lab. What is the meaning behind the project's name?

The Shelter Venture Lab specifically strengthens the supply side of the housing sector, thereby presenting a logical supplement to the MicroBuild Fund. Small companies and start-ups receive support to develop and enhance products and services for the construction and housing sector, which correspond with the requirements and the budgets of the most disadvantaged population groups.

In 2018, together with Habitat for Humanity, we decided to intensify our co-operation in this area. Issues such as environmental compatibility or the creation of regional jobs play a pivotal role here. For the Hilti Foundation, this also means that we have to switch from a donor role to becoming an independent partner that can effectively transmit knowledge and expertise.

Were there any new projects launched together with Habitat for Humanity in 2018?

In October and November 2018, the first Shelter Tech Accelerators took place in India, Kenya and also in Mexico. These are regional meetings where start-ups and young companies can present their ideas and innovative products to a panel of experts. Those who held a convincing presentation received support by experts for six months to help them successfully market their respective product or idea.

What makes the collaboration with Habitat for Humanity so special?

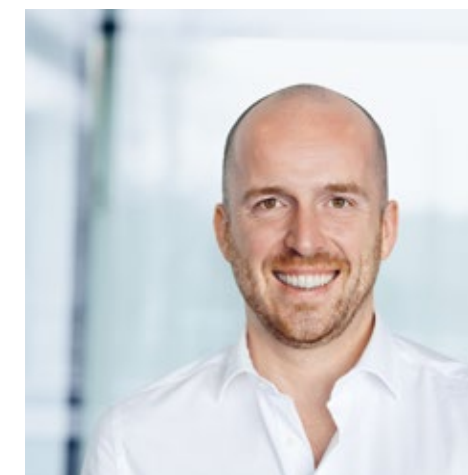
It is impressive to see how such a large and heavily subdivided organisation constantly calls itself into question and seeks new ways to help those in need to create a safe and affordable home.

I am impressed by how the staff members of Habitat for Humanity develop and implement highly complex models such as the MicroBuild Fund, while also repeatedly lending a hand at the construction sites and thereby never losing direct contact to poorer population groups.

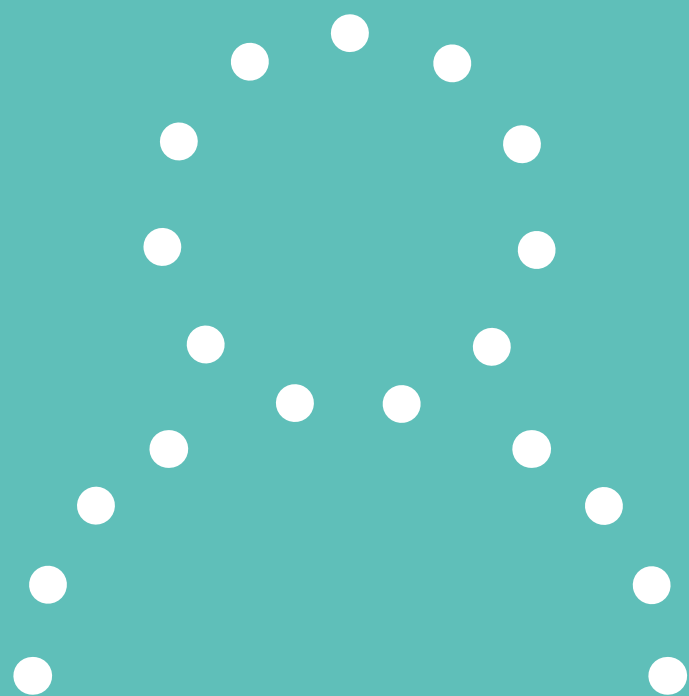
What fascinates you personally regarding the Hilti Foundation's important field of activity "Affordable Housing & New Technologies"?

The construction and housing sector is very complex and therefore requires a complex approach to sustain a lasting impact. Affordable housing is a basic requirement for people to be able to take part in their communities' economic and social life. Having one's own address provides the possibility to be officially registered, send applications, or gives children the opportunity to invite friends to their home. In addition, the hygienic conditions improve, domestic violence decreases, and children have a better learning environment.

Precisely these positive effects in such a complex topic provide a feeling of success that confirm the necessity of one's actions – it's always rewarding.



Johann Baar



Portrait

Beatrix Bättig Staud



“Development aid forces you to reflect on your own circumstances.”

Who are the people responsible for the Hilti Foundation’s projects? What drives them and what are the personal challenges they face? We asked **Beatrix Bättig Staud**, one of our longest-serving employees to give us a peek behind the scenes.

It was in the early 1990s when the Balkan war broke out. In the middle of Europe many were once again being killed or forced to leave the country. More than 2 million people fled their homes in fear of their lives and sought refuge in other countries. Liechtenstein took on some of these refugees at that time. Some of them even found accommodation privately in the Principality – as was the case with two Bosnian asylum seekers who stayed for nine months with a young, socially committed woman.

“Back then, I was often asked why I would do such a thing. The answer was simple: I felt that something like that could also happen to me at any time. And under those circumstances I would want someone to help me,” Beatrix Bättig Staud recalls.

Looking beyond the end of one’s nose was always important to the native Swiss – both in her private as well as in her professional life. At a young age, she already knew that she wanted to see the world. She worked as an au pair in Canada for one year and then traveled around Italy for several months. “I was living life to the fullest back then,” Beatrix Bättig Staud admits openly.

She began her career at Hilti as an assistant in the legal department. Later she became involved in the company’s crisis management team. “And here the top priority always centered on “placing people before objects,” she quotes from the company’s crisis manual. In 2004, for example, when a massive tsunami devastated large parts of Southeast Asia and claimed hundreds of thousands of lives. “Two Hilti centers were destroyed, but no employees were injured. Our crisis staff together with the employees on site came up with an initiative to contribute something concrete – and above all sustainable – to the reconstruction. Soon we heralded the birth of our project in Monaragala in Sri Lanka, where we supported a vocational school at which young people could conclude their training with a diploma. Three-and-a-half years after graduation, 95 percent of our graduates still have a permanent job,” Beatrix Bättig Staud proudly emphasizes. She still manages the project to this day, yet since 2011, no longer under the auspices of the Hilti Group’s crisis management, but for the Hilti Foundation.

She remembers the beginnings of Monaragala with a feeling of discomfort: “I wanted to get a clear view of the situation and was therefore travelling through the civil war zone alone; 12 hours driving inland on a public bus with constant checks and roadblocks – I felt quite queasy.”

Albeit such “front-line operations” are rarer today, the tasks are by no means any less dramatic. Beatrix Bättig Staud is responsible for the coordination of international emergency aid at the Hilti Foundation: “We are currently assisting Médecins Sans Frontières (MSF) in providing around 1.5 million Syrian refugees who are stranded in Lebanon with basic medical care. The situation there is still appalling.”

The Tsunami in 2004 marked the birth of one of the first aid projects: the vocational school in Monaragala in Sri Lanka.



An important partner in terms of emergency aid: Médecins Sans Frontières (MSF).

“ I would like more reconciliation efforts to be undertaken.

BEATRIX BÄTTIG STAUD

Another important partnership we have is with @fire. It is a small but powerful aid organization that the Hilti Foundation supplies with equipment to help manage the outbreak of fires, earthquakes and other disasters quickly and efficiently. “We have learned from mistakes of the past,” says Bättig Staud. “After the devastating earthquake in Haiti in 2010, the relief organizations had such large contingents that they stood in each other’s way. The airport in Port-au-Prince was hopelessly overcrowded at the time, and some well-known NGOs had to head home without having actually achieved anything. Today, the UN coordinates these operations much more efficiently, and relief organizations are not permitted to travel there until they have been requested by the UN or the countries concerned.”

Today, thanks to modern communication techniques, much can be organized and managed from the Schaan office. Nevertheless, Beatrix Bättig Staud is drawn to Srebrenica annually for six to eight weeks where, together with the Austrian association “Farmers Helping Farmers” several simple but functional wooden houses are built each year for returnees, or those in need from the Bosnian war. This is a project close to the 59-year-old’s heart - with Hilti employees working as volunteers to help build a complete house with their own hands over the course of a week, side by side with local residents. “It’s a week that changes everyone working there. It shows you with brutal honesty just how terrible the effects of war are, even decades after it has ended, and that every warlike conflict has only losers,” Beatrix Bättig Staud notes sadly. “On the other hand, as a volunteer in Srebrenica you take away with you much more than the sacrifice in time and energy. You become humble and thankful for your own existence. This type of direct development aid forces one to reflect on one’s own circumstances.”

When you find yourself sitting across a calm and measured project manager like Beatrix Bättig Staud, you immediately become aware of an individual who has found professional fulfilment and who continues to be motivated and thrilled about her work. Does she have any hopes or wishes for the future? After a long pause she quietly responds: “Yes, I do have one wish. I would like more reconciliation efforts to be undertaken. Not just in Srebrenica, but around the entire globe, especially where wars have raged. Only a person who has dealt with their past and reconciled with it can build a future.”

A sentence that ends the conversation in Schaan and brings everything full circle - expressed by a woman who herself has already acted courageously and demonstrated great social engagement in the early 1990s. Indeed, these beliefs still live on in her daily work today. ●



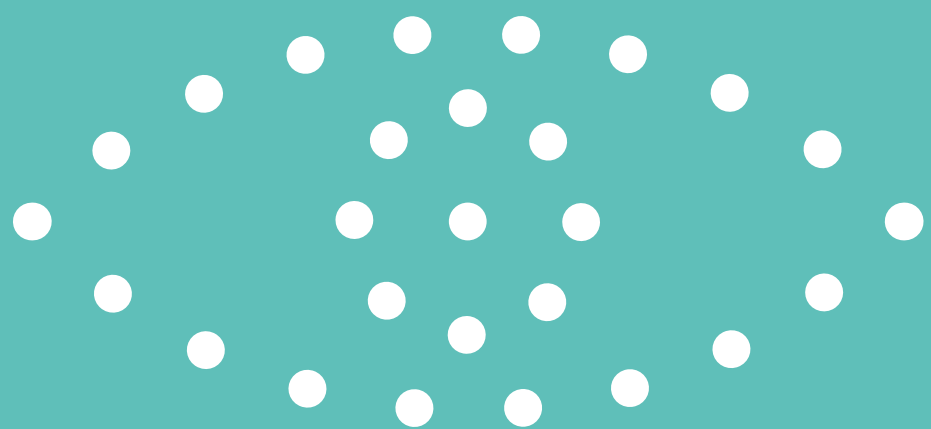
Beatrix Bättig Staud spends up to eight weeks each year in Srebrenica where she and other Hilti employees help to build homes with their own hands for people in need.

About

Beatrix Bättig Staud is a Swiss national who has lived and worked in Liechtenstein for more than 30 years. She is married and has a 29-year-old son.

A few years after completing a commercial apprenticeship, she began her professional career with Hilti in the legal department, where she gradually took on other responsibilities. Later she became a member of the international crisis team.

In 2011, Beatrix Bättig Staud joined the Hilti Foundation. As project manager she coordinates the cooperation with relief organizations as well as the global employee projects of the Hilti Group. In addition, she also supervises individual projects in the field of “economic independence”.



Events
Exhibition Success
and Event Series

A Sunken World Meets the New World

Following the hugely successful exhibitions held at the Rietberg Museum in Zurich, the British Museum in London and the Institut du monde arabe in Paris, the artifacts discovered by the underwater archaeologist Franck Goddio near the port of Alexandria were shown in the USA for the first time in 2018 in two exhibitions. More than 250 objects from the sunken cities of Thonis-Heracleion and Canopus – ranging from a colossal five metre sculpture weighing more than 3.5 tons, through to a delicately crafted piece of jewelry – generated enthusiasm in Missouri’s Saint Louis Art Museum between the end of March until the beginning of September 2018. Although the organizers had only expected about 100,000 visitors, the exhibition attracted more than 170,000 people.

Later, these exceptional artifacts from 20 years of intensive research supported by the Hilti Foundation moved to the Minneapolis Institute of Art (Mia) in Minnesota. There, they have been accessible to the public since 4 November 2018, and will be viewable until 14 April 2019. This exhibition is an invitation to a wondrous journey into the advanced culture of a sunken world.



“Lunch & Learn” – off to a Flying Start

Since 2016, we held a special series of events umbrellaed under the motto: “Lunch & Learn”. For each of the events held in Schaan, Hilti corporation employees were invited to take part. In order to provide our guests with all the very latest information about Hilti Foundation projects, the events were hosted four to six times annually. The duration of each event was limited to a one-hour lecture and a Q&A session, followed by a healthy dinner in a relaxed setting.

During these special events, our Hilti employees gain an authentic insight into all of the current projects of the Hilti Foundation and its partners engage in. For example, speakers detailed the tireless commitment of the “Médecins Sans Frontières” (MSF) in Lebanon, the new measures that have been developed to fight housing shortages in Southeast Asia, as well as the underwater archaeologist Franck Goddio’s sensational discoveries in Egypt.

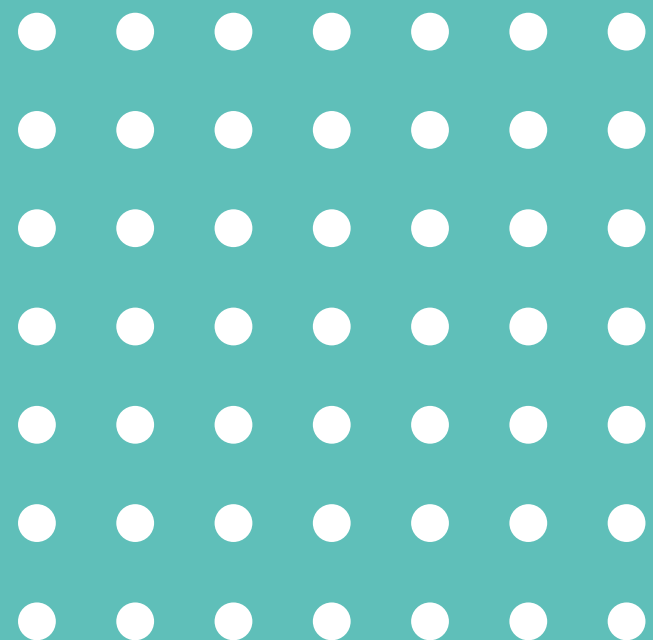
The lectures and presentations are usually held in English and are always very popular. On average, around 80 to 120 visitors attend each event, filling almost every seat in the lecture rooms.



Owing to increased demand in attendance in 2018, the Hilti Foundation began to organize individual events at other venues for the first time. An event discussing the “Base Bahay” project, which focuses on innovative domestic construction technologies, for example, was presented at the University of Liechtenstein. At another event, Hilti Foundation employees provided insights into individual projects in Kaufering, one of the locations of the Hilti Deutschland AG.

The overwhelmingly positive response to these initial events is not just a rewarding recognition of the Hilti Foundation’s work, it also leaves all those responsible as well as the participants involved hungry for many more “Lunch & Learn” events in the future.





Projects Overview

BUILDING A BETTER FUTURE WORLDWIDE



Community Arts & Culture

1

Changing Lives through Music

Venezuela

Together with 11 young 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 aim at counteracting violence, drug abuse and child abandonment in socially disadvantaged districts. Today, more than 40 years later, about one million children make music in more than 400 music schools across Venezuela, learning social values like diligence, respect, perseverance and conviviality. In addition “El Sistema” has inspired the creation of hundreds of music programs all over the world.

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

2

Music Education for a Better Future

Peru

Following the example of the successful Venezuelan music project “El Sistema”, the world renowned Peruvian tenor Juan Diego Flórez founded “Sinfonía por el Perú” in 2011. Today, the project reaches out to more than 8,000 children and their families in 21 music centers nationwide. The Hilti Foundation is the prime partner of the project’s National Youth Orchestra, which unites the most talented and advanced musicians, who are an example of diligence and consistency for their younger companions.

Partner: Sinfonía por el Peru
www.sinfoniaporelperu.org

3

Network for Quality Enhancement

Bolivia

Although music has a long tradition in Bolivia, the country lacks opportunities for high-level music education and training. In recent years, the Fundación Musical Bravura has developed a network of music programs focusing predominantly on improving teacher-training standards. Through this Bravura has been able to improve the quality of various music programs all over the country and has made a strong contribution to the betterment of the living conditions of many young musicians involved. The artistic mentor of the project, 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

4

Towards a Self-sustainable Life

Colombia

Talent is not a question of origin, but often talent cannot be developed due to a lack of opportunities. Colombian conductor Alejandro Posada, who had the opportunity to complete his studies in Austria, founded the “Academia Filarmonica Iberoamericana de Medellín” (Iberacademy), which offers particularly talented musicians from socially deprived backgrounds an opportunity to develop their skills to an international level. Regular orchestral projects and masterclasses with international guest tutors enable the musicians to gain experience beyond their standard university studies and to get prepared for a professional career. Since 2015 Iberacademy also reaches out to other social music programmes in different South American countries, providing support in teacher’s training and fostering young talents.

Partner: Academia Filarmónica Iberoamericana
www.iberacademy.org

5

The Unifying Power of Music

Chile

Social exclusion and discrimination are a tragic every day occurrence in many countries around the world. In Chile, the Mapuche Indians are particularly affected: at the end of the 19th century, these indigenous people were either killed or banished to reservations. Even today, many of them still struggle through life in poverty. When Christian Boesch, the former Austrian opera singer, emigrated to Chile in 1986, he soon had a vision: to contribute to the unity of the country through music. Since 2012, the Hilti Foundation has supported him in establishing music as a major subject in schools – across all social classes and ethnicities. The music program is already part of the curriculum in 70 schools in the South of Chile, with another 300 schools expected to join in the nearer future. In addition, the Hilti Foundation also enables the training and further education of junior teachers and supports young talents on their musical career path.

Partner: Fundación Papageno
www.papageno.cl

6

Overcoming Boundaries

Europe

Superar – the Spanish word for overcome or surpass – wants to encourage, inspire and motivate young people through music. To reach those who have little or no access to music education, all music lessons and classes are free of charge and open to everybody despite his or her ethnic or social origin. Singing or playing in groups reinforces the sense for community, communication skills, tolerance and the ability to accept criticism. In the daily lessons, music becomes the children’s common language and leads to mutual respect and positive social interaction – lasting far beyond their time at school. Founded in Vienna, the programme has expanded to various Eastern European countries as well as to Switzerland, where it is represented in the German as well as the Italian speaking regions.

Partner: Superar
www.superar.eu
www.superarsuisse.org

7

Music Heals the Soul

Greece

It all began with young Frenchman Anis Barnat taking a half-year sabbatical. Overwhelmed by the reality in the refugee camps on the island of Lesbos and in Athens, he spontaneously decided to found a social music programme. Under the name of “El Sistema Greece” and in close cooperation with El Sistema in Venezuela and other similar initiatives, Barnat and his team provide children and young people in these camps with the opportunity to structure their days through regular music lessons, thereby giving them a chance to overcome the catastrophic experiences they had to face while fleeing. The project receives sustainable support from renowned ensembles and soloists across the globe, united by the will to provide what is essential for these children’s future – human attention, justice and education.

Partner: El Sistema Greece
www.elsistemagreec.com



8

Music as a Source for 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 (Siebenbürgen). Jesuit priest Georg Sporschill and his associate 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

9

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 from the townships. The lessons help these children develop a willingness to study and sets a basis for positive co-existence. The best musicians from the project regularly get together in the "Bochabela String Orchestra", touring Europe as Ambassadors of the project and demonstrating the outstanding musicality of their country.

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

10

Learn from Mozart

Austria

The Salzburg Mozarteum Foundation focuses on preserving and cultivating Mozart's heritage, but at the same time is committed to promoting young people. The Foundation's focus includes the youth programme Klangkarton and the Mozart Children's Orchestra (founded in 2013), the development of new concert formats and communication concepts, as well as the international festival Mozartwoche, taking place every year around Mozart's birthday in January. As "Partner in Education" of the Mozarteum Foundation, the Hilti Foundation supports these efforts and successfully builds bridges between the Mozarteum Foundation and various community music programmes worldwide.

Partner: Stiftung Mozarteum Salzburg
www.mozarteum.at

11

Musical Meeting Points

Austria and Switzerland

The Bregenz Festival (Austria) as well as the Lucerne Festival (Switzerland) belong to the world's most renowned classical and contemporary music festivals and every year attract famous musicians and orchestras from across the globe to perform on the extraordinary floating stage on Lake Constance and in the picturesque city on Lake Lucerne. The Hilti Foundation supports both Festivals as a contribution towards the promotion of regional culture and also tries to integrate youth in the programmes of both institutions.

Partner:
Bregenzer Festspiele
www.bregenzerfestspiele.com
Lucerne Festival
www.lucernefestival.ch

Affordable Housing & Technology

12

Housing Microfinance for Social Development

worldwide

Habitat for Humanity's Terwilliger Center for Innovation in Shelter (TCIS) works to catalyze thriving and inclusive housing markets. As part of that work, TCIS supports local micro-finance institutions to develop, refine and provide high-quality, affordable housing microfinance products to low income families. Since 2013, 55 MFIs have been supported and the Center is aiming to help 65 MFIs in total by 2020. So far, TCIS's efforts to catalyze capital to the affordable housing space has resulted in over \$335,000,000 invested in low-income housing to the benefit of the living conditions of over 2 million people.

Partner: Habitat for Humanity International
www.habitat.org

13

Creating Markets for Affordable Housing Products

worldwide

Most of the world's people acquire shelter incrementally, building homes step by step as their families grow and as their limited finances allow. Habitat's Terwilliger Center helps create markets that provide such products and services that also low-income families can afford. In just over one year, the Terwilliger Center has provided advisory services and/or small grants to 17 companies globally to adapt products, distribution, and marketing

to target low-income families. Additionally, 200 local businesses and 500 masons have been supported. A Shelter Tech Organization provides accelerator services to start-up businesses with innovative housing products and services targeting low-income households.

Partner: Habitat for Humanity International
www.habitat.org

14

Safe, Sustainable and Affordable Houses made from Bamboo

Philippines

With frequent natural disasters and a population growing by two million people in size annually, the Philippines is experiencing an alarming housing shortage. The bamboo-cement construction technology developed by the Hilti Foundation in cooperation with the Base Bahay Foundation provides affected families with a secure and affordable roof over their heads. Using local bamboo only, the project helps create local markets and value chains of the bamboo industry at the same time, and thus improves the income of local farmers and workers. BASE works with various partners from the government and non-profit sector in implementing the project. A new cooperation with Habitat for Humanity seeks to bring the technology to scale, building 10,000 houses over the next years. Project transfer into other countries of the region is planned for 2019/20.

Partner: Base Builds, www.base-builds.com
Habitat for Humanity International, www.habitat.org

15

Coconut Husks for Innovation in Housing

Switzerland and Philippines

In the Philippines, 5 Mio. metric tons of coconut husks get discarded and burned by the coconut industry every year. Research supported by the Hilti Foundation now has found a way of using these husks industrially – for the production of fire-boards as they are used for furniture, insulation, flooring or even roofing. Given the low cost in production, coconut boards promise a high market potential. Local availability, at the same time, generate additional income for local farmers and workers along the value chain, and thus create relevant impact in empowering those in need.

Partner: Bern University of Applied Sciences
www.bfh.ch

16

A Safer Home for Slum Dwellers

Colombia and Peru

Thousands and ten thousands of people in Colombia and Peru live in dwellings of informal origin, often prone to high risk of natural disasters. Construya seeks to promote safe, sound and sustainable construction in these neighborhoods through training construction workers (mostly in the informal sector) as well as through awareness raising among the residents of these places. So far, more than 75,000 residents have been reached through awareness raising campaigns, app. 6,000 informal construction workers have been trained. Colombia's national training institution SENA has integrated these efforts into its curricula. Also, public legislators were convinced to include subsidies for home owners in their new legislation.

Partner: Swisscontact
www.swisscontact.org

17

Better Jobs for Safety in Construction

Mozambique

Skills2Build seeks to improve the competitiveness of the construction sector in the City and Province of Maputo. Overall, 1,600 young people in temporary employment or without jobs, are trained in construction, masonry, plumbing and similar skills. In doing so, it is expected to improve their long-term employment opportunities and income. At the same time, public training institutions are supported in improving their curricula and services.

Partner: Swisscontact
www.swisscontact.org

18

A Housing Cooperative for the Health Sector

Zambia

Healthcare services in Zambia are among the weakest in the world, according to WHO reports. As well-trained health workers migrate towards the cities while rural populations grow, this is true especially for rural environments. SolidarInvest addresses this problem by providing adequate housing for professional health workers in rural communities. In cooperation with the health ministry, rents are deducted from their salaries directly, and get re-invested into new houses and renovations as well as infrastructure development for connected hospitals.

Partner: SolidarMed
www.solidarmed.org

19

Hygiene off the Grid

Peru

X-Runner is a social enterprise that provides non-conventional sanitation solutions in challenging urban contexts. A portable dry toilet developed by X-Runner brings sanitary services to neighborhoods that are not connected to public sewage systems or alternative waste water systems, and so improves hygiene, health and living conditions of their residents. The portable dry toilet works without electricity, water or added chemicals; the remains are sold as fertilizer. Currently, 4,500 people benefit from this technology in more than 150 different human settlements in the south of Lima through this technology.

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

20

Energy and Light off the Grid

India

Simpa Networks offers a clean, reliable and affordable solution to energy provision for rural areas in India. The social enterprise sells solar power systems that can be purchased through very small initial payments plus energy services on a pay-as-you-go basis, similar to pre-paid mobile phone systems. These small payments add up towards the total purchasing price. Once fully paid, the customer owns the system with no additional financial obligations.

Partner: Simpa Networks
www.simpanetworks.com



Economic Empowerment

21

Senior Expert Know-how worldwide

The Senior Expert Corps invites retired professionals from Switzerland and Liechtenstein to spend extended working stays with small and medium enterprises in developing and emerging economies. Today, more than 700 technical experts, ranging from craftsmen to hotel managers to marketing specialists, are registered with Swisscontact for a posting. Since 1979 more than 2,000 consulting assignments have been carried out. This is equal to an estimated 30 million Swiss francs.

Partner: **Swisscontact**
www.swisscontact.org

22

Entrepreneurship for Change Egypt and other North African countries

While the political climate across the MENA region has stabilized since the Arab Spring, longstanding structural problems – poverty, poor education systems and lack of an enabling environment to promote innovation and freedom of expression – and emerging and unsolved disputes continue to hinder sustainable progress. With its fellowship program Ashoka therefore continues to enable and empower leading social entrepreneurs who tackle these social problems through innovation and entrepreneurship.

Partner: **Ashoka Arab World**
www.ashoka-arab.org

23

Income Generation through Small Business Creation Kenya and Tanzania

In both countries, almost 50% of people in rural areas live below the poverty line. And yet, in 2015, thanks to strong economic growth, Kenya reached middle-income country status. What is missing for

the majority of the population, however, is the opportunity to reap the benefits of economic growth: today, around 90 percent of the working population are estimated to be in so-called informal, rural employment, with low productivity and precarious incomes. Hand in Hand International primarily seeks to empower women in rural environments to participate in economic growth, by providing basic business and skills training and helping them establish small businesses.

Partner: **Hand in Hand International**
www.handinhandinternational.org

24

Dual Education for Health Workers in Zambia Zambia

Zambia has a high burden of disease, causing an important loss of human potential. Nurses and mid-wives are key cadres in this regard as they diagnose and treat conditions such as malaria and HIV, and support prevention and care for patients. The problem: their number is much too low, especially as the Zambian population is expected to double over the next 20 years. In cooperation with the Zambian Ministry of Health, the project therefore implements a model case for decentralized, practice-oriented education for health workers, significantly improving the quality of education and the number of graduates at the same time.

Partner: **SolidarMed**
www.solidarmed.ch



Emergency Aid

25

Solid Education for Refugees (and Locals) worldwide

Lebanon hosts a community of app. 1.5 Mio refugees, mostly from Syria. For a population of merely 4.4 Mio people this situation has severe consequences for all spheres of public and private life, including education, nutrition or health. Enhancing the quality of education services and learning environments to ensure grade-appropriate learning outcomes for children of migrant and local background therefore stands at the center of a cooperation with Caritas Schweiz so that no kid is left behind under these difficult circumstances. Besides this engagement, the Hilti Foundation supports various other activities related to the migration crisis, including vocation training opportunities for asylum seekers in Germany and Austria at the local Hilti production sites.

Partner: **Caritas (and others)**
www.caritas.ch

26

Mobile Emergency Assistance worldwide

With support of the Hilti Foundation, Médecins Sans Frontières developed the Rapid Deployment Surgical Unit, a fully functional, all-inclusive, self-sufficient, relatively light field surgery unit that can be deployed in case of war, violence or natural disaster. It targets the 2nd phase of an emergency (day 5–31) and it can be completely operational in 24–48 hours. Most functions are operational in less than 12 hours.

Partner: **Médecins Sans Frontières (MSF)**
www.msf.ch

27

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

28

Primary Care in a Crisis Region Middle East

Physicians for Human Rights Israel is a human rights organization that advocates for the fulfillment of the right to health for all people in Israel and the Occupied Territories. Since 1988 the Mobile Clinic has traveled to the West Bank and Gaza every Saturday providing primary healthcare to hundreds of patients. In its approach, the clinic combines medical work with the struggle against occupation and their implication on health.

Partner: **Physicians for Human Rights Israel**
www.phr.org.il/en



Employee Engagement

29

Building a House for the Future Bosnia and Herzegovina

The massacre of Srebrenica during the Balkan wars in 1995 is among the worst incidents in recent European history. To help revive livelihood in the town and entire region, the Hilti Foundation and their partner Farmers help Farmers invite groups of Hilti employees every year to engage directly on the spot by building houses for returning war refugees or young families in need with their own hands. Each year, around 10 cohorts of employees spend a house-building week in Bosnia and Herzegovina. The built also serves as integral part of the education of apprentices from the Hilti facility in Thüringen, Austria and of trainees from the outperformer program.

Partner: Farmers help Farmers
www.bhb-sbg.at



30

Vocational Training in Monaragala – Sustainable Post-Disaster Relief Sri Lanka

After the Tsunami disaster in 2004, Hilti employees got together to help the Tsunami victims. While large amounts of international financial aid was immediately made available, there were only a few projects that remained active to help alleviate the long term consequences of the disaster along the coastal regions of Sri Lanka. In a partnership with SOS Children's Village Foundation Switzerland, it therefore was decided to provide continued funding through donations of Hilti employees for a vocational school in the remote regions of Sri Lanka. Since then, the school has enabled more than 1,450 young people to acquire a diploma that has changed their lives.

Partner: SOS Children's Villages
www.vtc.soschildrensvillages.lk

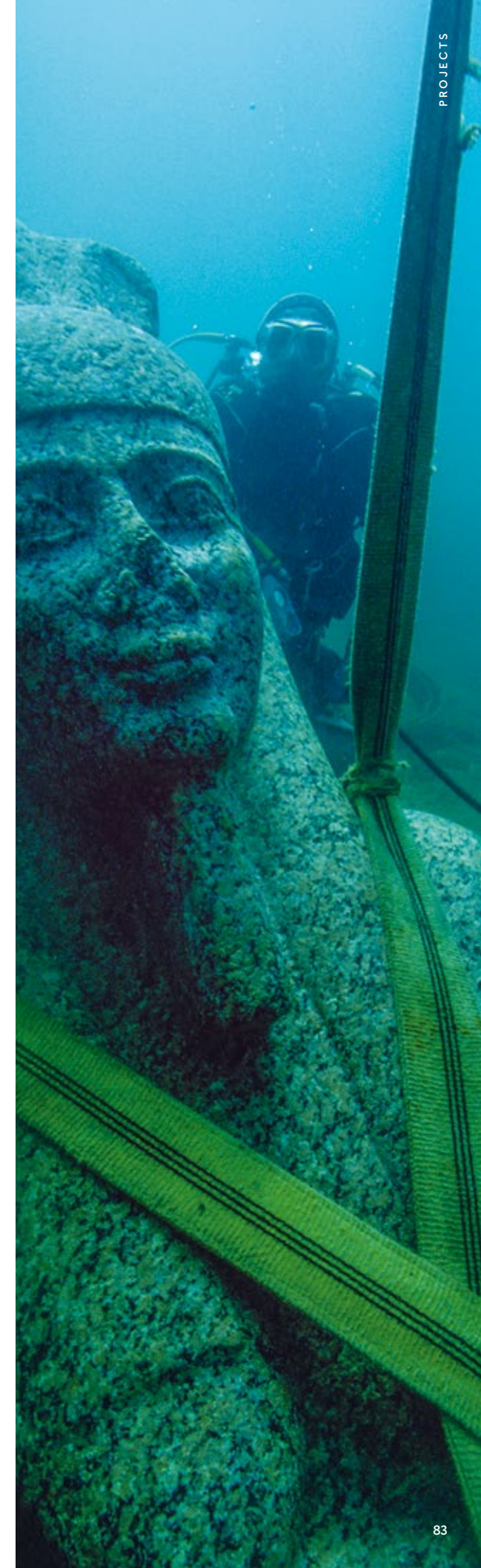
Maritime Archaeology – Franck Goddio

31

Fascination Underwater Archaeology Region of Alexandria, Egypt

For more than 1,000 years, the ancient cities of Thonis-Heracleion and Canopus off the coast of Egypt had vanished from historiography – 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 progress in this branch of science, but also truly revolutionized it with new state-of-the-art methods. In partnership with the Oxford School of Archaeology, Goddio has founded the Oxford Centre for Maritime Archaeology, supporting him in publishing as well as in the academic education of the next generation of scientists. From the very beginning, the Hilti Foundation has supported and accompanied Goddio's research in Egypt – a fruitful partnership for both sides.

Partner:
European Institute for Underwater Archaeology
www.ieasm.org
Oxford Centre for Maritime Archaeology
www.arch.ox.ac.uk





Facts and Figures

Principles

The Hilti Foundation uses a strategically planned approach, selecting each project only after it has undergone a careful and detailed analysis. Our work is based on the four principles.

Reliable

Regardless as to 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 a partnership-based collaboration with people and institutions.

Sustainable

Our work will never just be a mere drop in the ocean. Therefore, we strive to become active in places we know we can make a lasting change for the better. Wherever and whenever possible, we try to develop self-sustaining models.

Replicable

Our projects also serve as outstanding examples. We therefore check in advance if a project has the potential to develop on its own accord or potentially even act as a model or initial spark for others.

Measurable

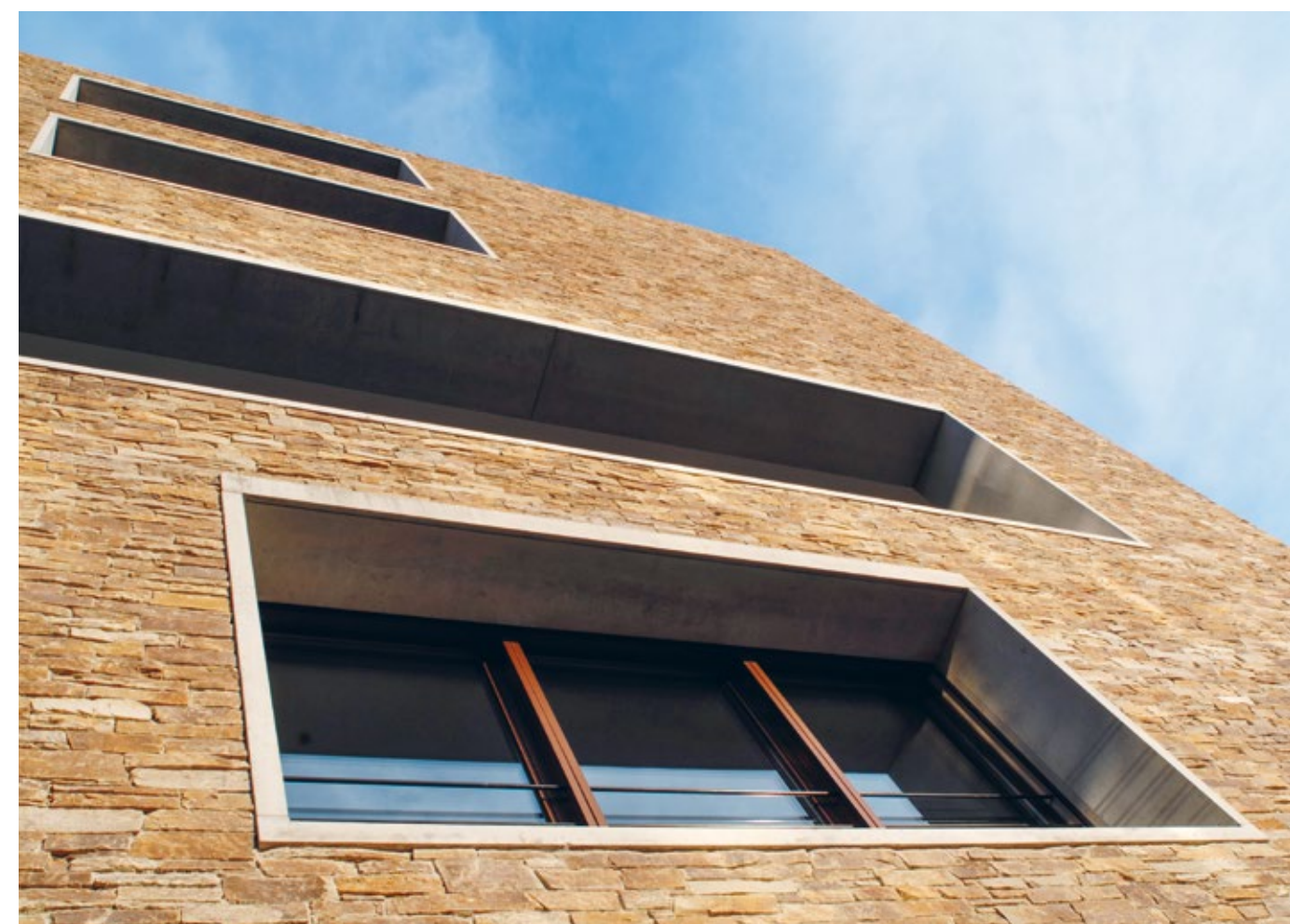
We never lose sight of our objectives. We therefore attach particular importance to evaluating our projects at regular intervals and, based on measurable results, developing them further and adjusting them strategically.

History

The Hilti Foundation was founded in 1996 as charitable trust. 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.

Financing

Since its founding more than 20 years ago, the Hilti Foundation's scope and content 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.



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
Honorary Chairman of the Hilti Corporation
Board of Directors and Trustee of the Martin
Hilti Family Trust

Dr. Christoph Loos
CEO and 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

Jörg Kampmeyer
CFO and Member of the Hilti Corporation
Executive Board

Managing Directors

Michèle Frey-Hilti
Dr. Christine Rhomberg

Project Managers

Johann Baar
Beatrix Bättig Staud
Elisa Sologni

Communications

Isabel Fehr

Assistance

Julia Schädler



Hilti Foundation team, from left to right: Johann Baar, Beatrix Bättig Staud, Christine Rhomberg, Michèle Frey-Hilti, Isabel Fehr, Julia Schädler

Personnel changes 2019

Michèle Frey-Hilti will resign as Co-Managing Director and will in future act as Managing Director of the Hilti Family Foundation Liechtenstein, which is in the process of being established.

At the same time, Michèle Frey-Hilti will be appointed to the Board of Trustees of the Hilti Foundation and Matthias Gillner, who will replace Jörg Kampmeyer as Hilti AG representative. Jörg Kampmeyer will join the Board of Trustees of the Hilti Family Foundation Liechtenstein.

As of April 1, 2019, the Hilti Foundation Executive Board will consist of Werner Wallner (Chairman), Christine Rhomberg and Johann Baar.



Outlook

A Toast to the Future

Beatrice Wanjiku has every reason to smile. She is among those Kenyan women who have successfully taken the leap into self-employment - she now owns her own shop in Nairobi selling home-made yogurt drinks.

This was made possible through the basic entrepreneurial training which Hand in Hand International offers in cooperation with the Hilti Foundation, predominantly in rural African regions. And through a young woman who wanted to take her destiny into her own hands.

hiltifoundation.org



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