

[Products](#)[Solutions](#)[Services](#)

## Endress+Hauser

We help our customers to improve their processes



Endress+Hauser   
People for Process Automation

Company presentation

## Endress+Hauser in the world



Everyday life involves  
a wealth of products  
manufactured with  
process applications

Endress+Hauser 

Company presentation

## The world of Endress+Hauser



We help customers  
around the world to run  
their applications and  
plants efficiently

Endress+Hauser 



Company presentation

## What we stand for



With our products, solutions and services, our customers gain **valuable information** from their processes



Relying on our **industry knowledge**, we collaborate with our customers to find the best solution for every application



As a family company, we act as a **reliable partner** for our customers, employees and shareholders

Company presentation

## Facts and figures 2018



Company presentation

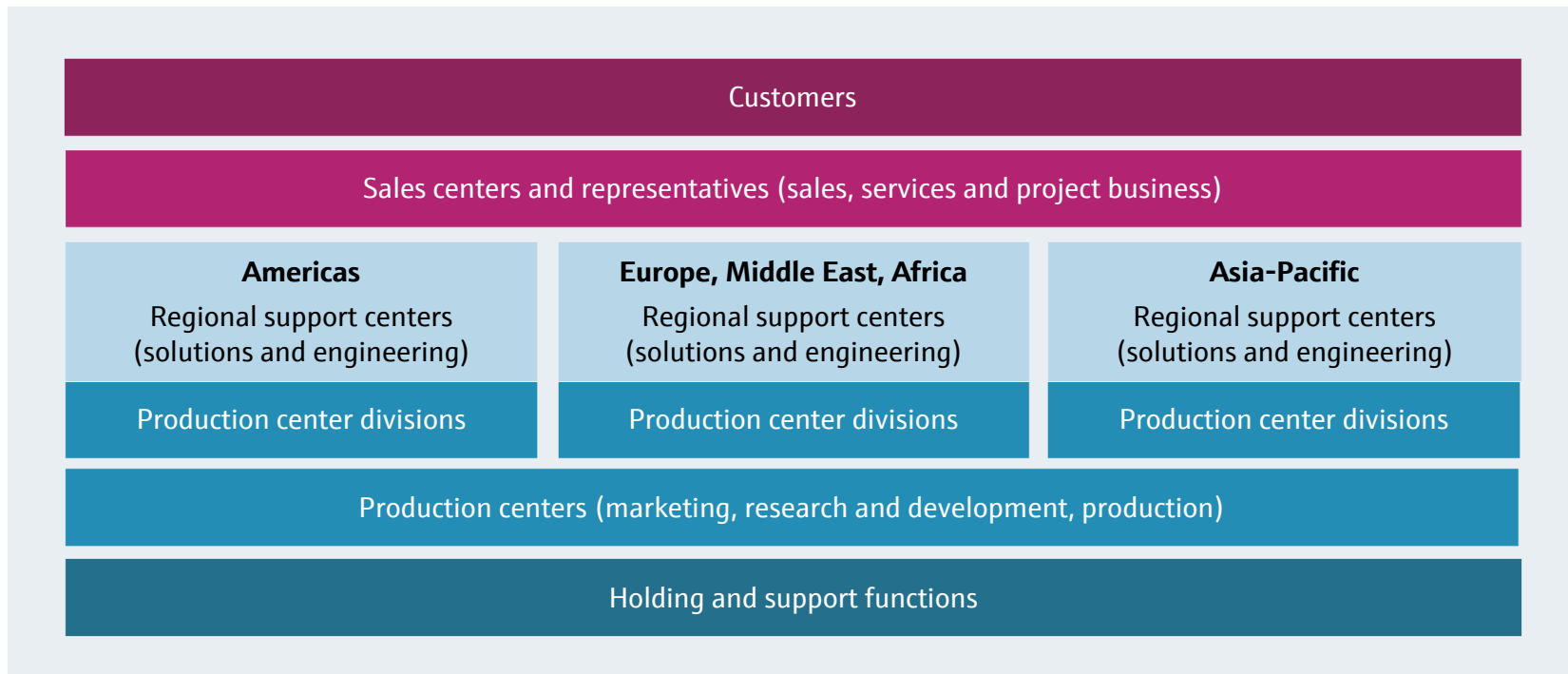
## The Endress+Hauser network



- Sales centers in 50 countries
- Representatives in over 70 other countries
- Production in 12 countries and at 26 locations
- Holding company headquartered in Switzerland
- International and regional support structures
- Worldwide uniform quality standards

Company presentation

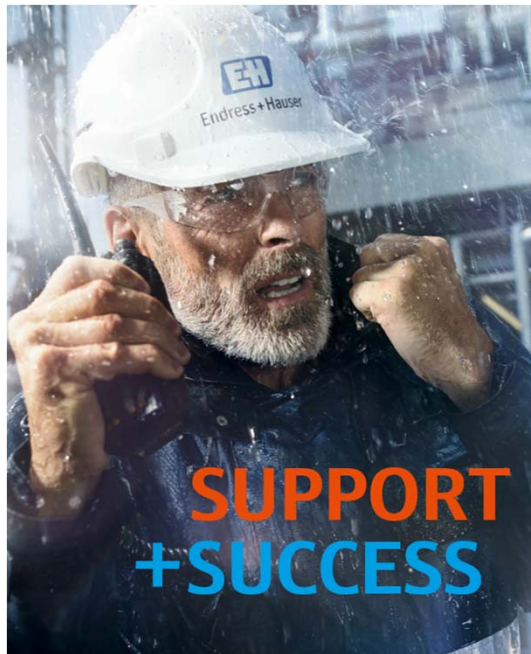
## Overview of our company structure



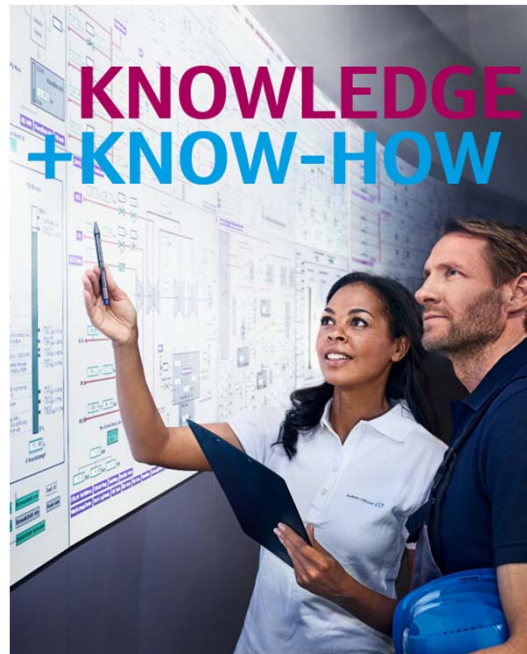


Company presentation

## Discover the world of Endress+Hauser



Our guiding principles



Our strategic alignment



Our offering



[Products](#)[Solutions](#)[Services](#)

## Our guiding principles



Company presentation

*“First serve, then earn.”*

Georg H Endress (1924–2008), company founder



Company presentation

## Our vision and mission statements



### Vision

We are a successful family company. In laboratory and process automation, customers around the world trust our products, solutions and services to improve their processes, and thus their products, sustainably.



### Mission

We support our customers in improving their products and in manufacturing them even more efficiently.





Company presentation

## The Spirit of Endress+Hauser

---

### Key principles

- We serve our customers and learn from them
- We remain a family company
- We cultivate an atmosphere of trust
- Quality first
- Loyalty and corporate social responsibility are core values
- We communicate openly and in a constructive manner
- We learn from mistakes

### Leadership

- We lead by setting examples
- We challenge and support our employees
- We encourage individual development
- We cultivate team spirit
- We give recognition

### People

- We are modest
- We live up to our convictions
- We never give up
- We work well together
- We are friendly to each other
- We put common interest before self-interest
- We encourage diversity

### Priorities

- Our work is important to our customers
- We behave ethically
- Evolution, not revolution
- Doing the same things the same way, and right from the beginning
- We solve problems at their source
- We trust people with responsibility
- Profit is the result of doing well and not the target

Company presentation

## The Spirit of Endress+Hauser

### Key principles

- We serve our customers and learn from them
- We remain a family company
- We cultivate an atmosphere of trust
- Quality first
- Loyalty and corporate social responsibility are core values
- We communicate openly and in a constructive manner
- We learn from mistakes

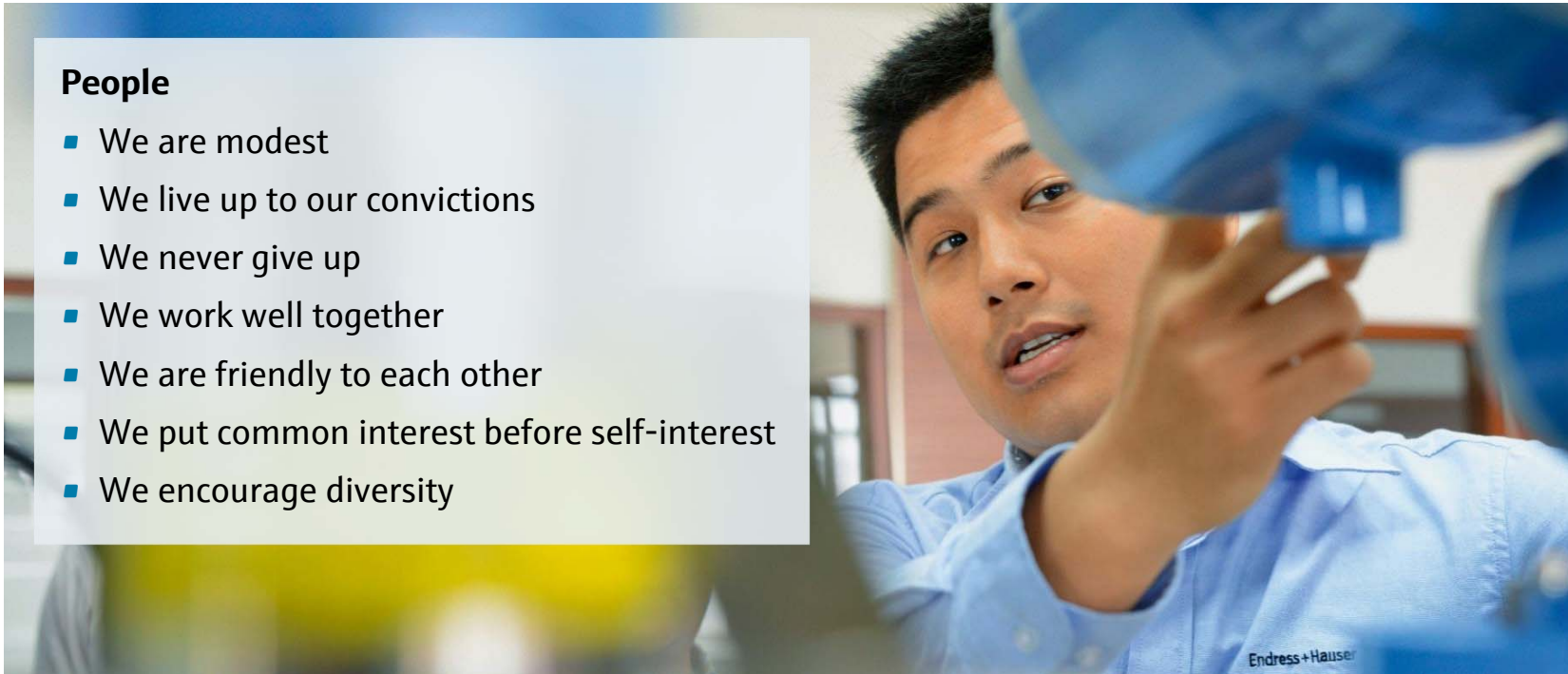


Company presentation

## The Spirit of Endress+Hauser

### People

- We are modest
- We live up to our convictions
- We never give up
- We work well together
- We are friendly to each other
- We put common interest before self-interest
- We encourage diversity



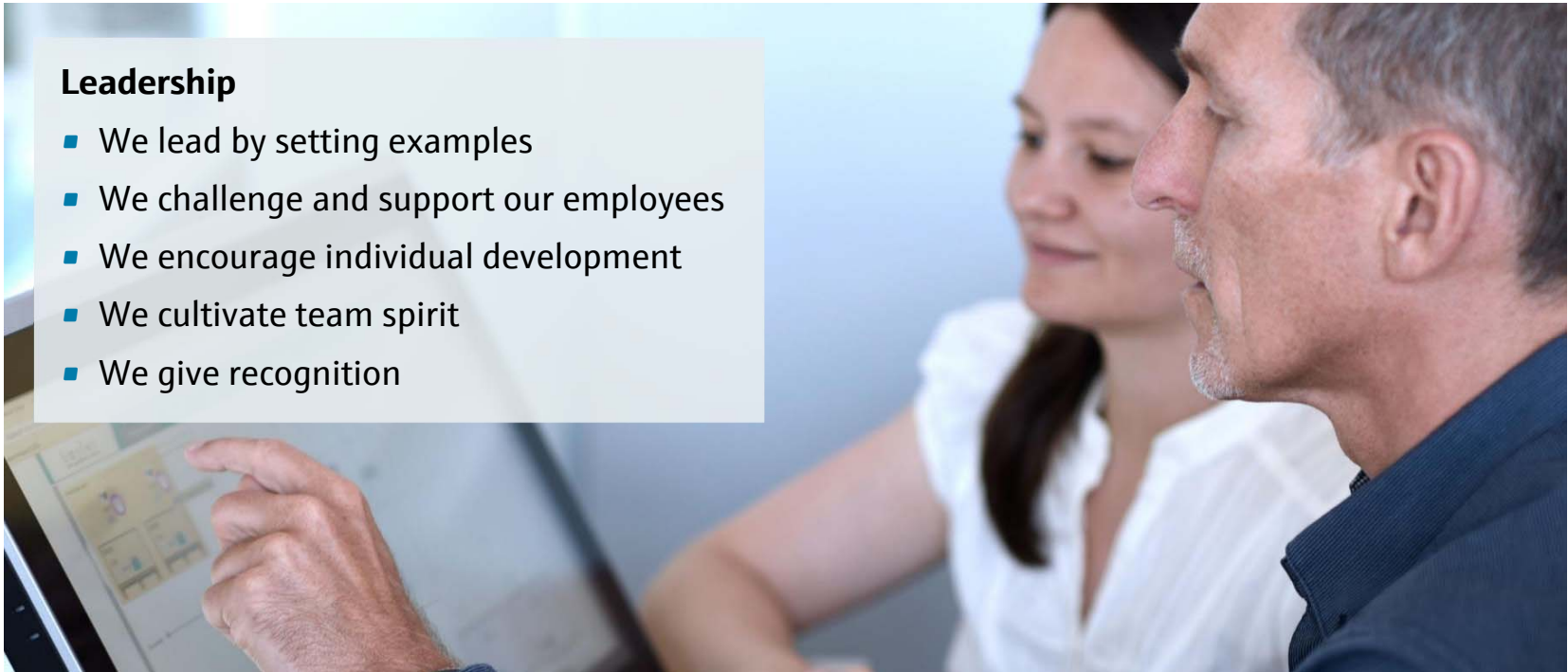


Company presentation

## The Spirit of Endress+Hauser

### Leadership

- We lead by setting examples
- We challenge and support our employees
- We encourage individual development
- We cultivate team spirit
- We give recognition



Company presentation

## The Spirit of Endress+Hauser

### Priorities

- Our work is important to our customers
- We behave ethically
- Evolution, not revolution
- Doing the same things the same way, and right from the beginning
- We solve problems at their source
- We trust people with responsibility
- Profit is the result of doing well and not the target



Company presentation

## The Endress+Hauser brand values

---





Company presentation

## Endress+Hauser – a family company



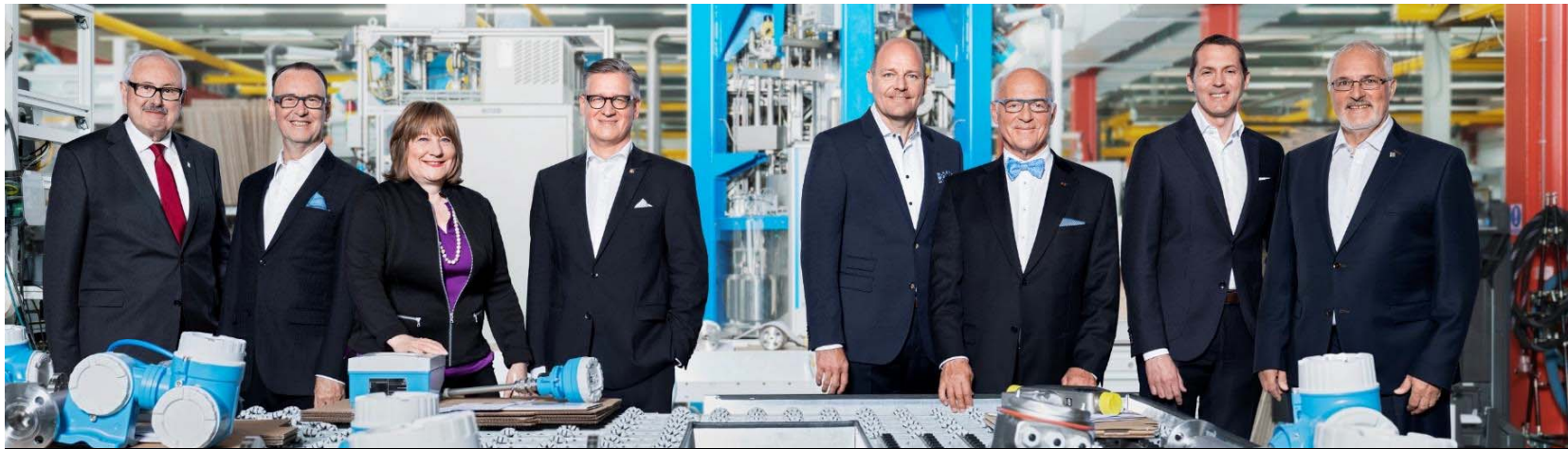
The Endress family in 2019



Klaus Endress,  
Supervisory Board President of the  
Endress+Hauser Group

Company presentation

## The Supervisory Board of the Endress+Hauser Group



**Michael Ziesemer**  
Vice President

**Dr Hans Jakob Roth**

**Antonietta Pedrazzetti**

**Dr Heiner Zehntner**  
Secretary

**Thomas Kraus**

**Klaus Endress**  
President

**Mathis Büttiker**

**Hans-Peter Endress**

Company presentation

## The Executive Board of the Endress+Hauser Group

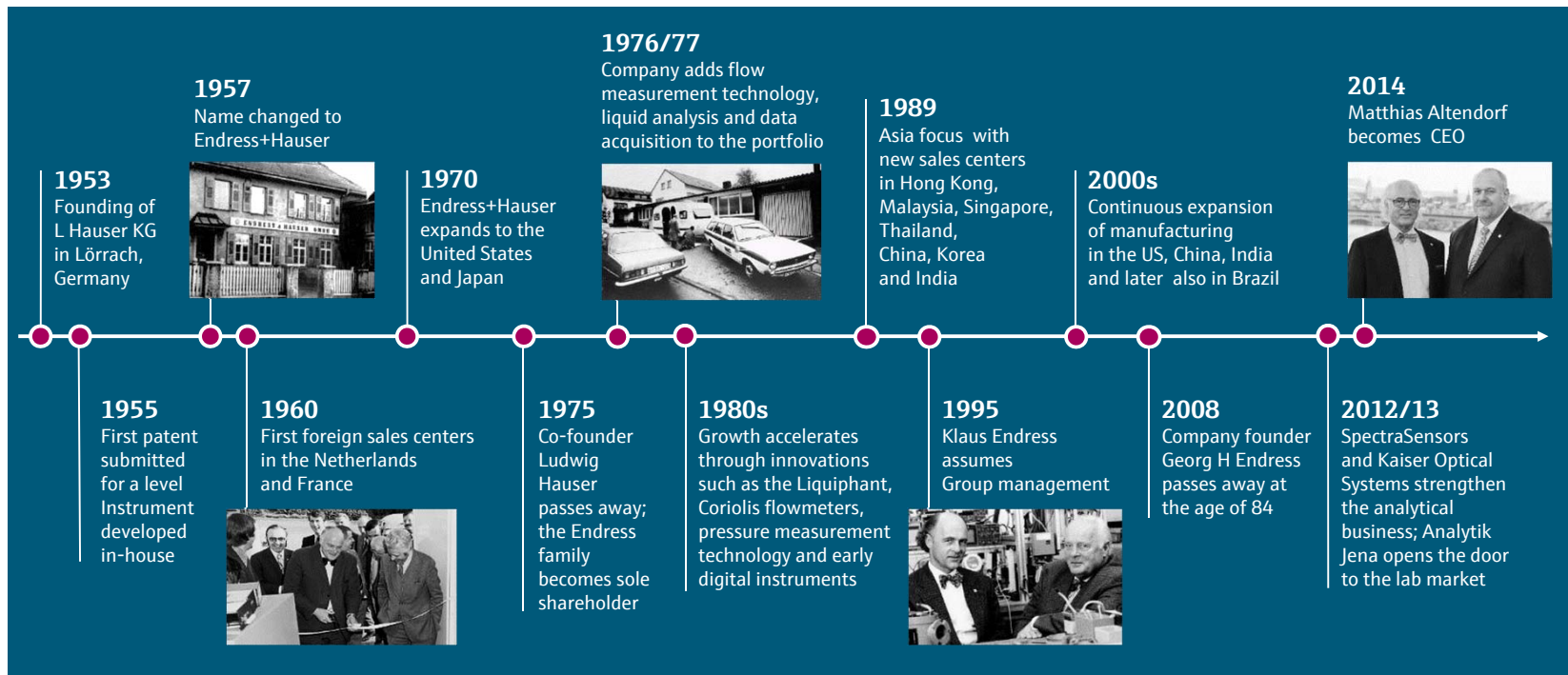


<b>Dr Manfred Jagiella</b> Corporate Director, Process Analytical Business	<b>Dr Heiner Zehntner</b> General Counsel	<b>Nikolaus Krüger</b> Chief Sales Officer	<b>Pieter de Koning</b> Chief Information Officer	<b>Dr Andreas Mayr</b> Chief Operating Officer	<b>Matthias Altendorf</b> Chief Executive Officer	<b>Jörg Stegert</b> Chief Human Resources Officer	<b>Dr Luc Schultheiss</b> Chief Financial Officer
--	--	---	--	---	--	---	--



Company presentation

## Company history milestones



Products

Solutions

Services

## Our strategic alignment



Company presentation

*“Do the same things the same way...  
and right from the beginning!”*

Klaus Endress, President of the Supervisory Board



Company presentation

## Global megatrends impact markets and customers





Company presentation

## Our path to the future: Strategy 2020+



Company presentation

## We align ourselves with our key industries



- Food & beverage
- Water & wastewater
- Chemical
- Life sciences
- Oil & gas
- Primaries & metals
- Power & energy

Company presentation

## We support our customers with digital expertise



Digitalization opens up new opportunities

- In our products
- With the data from our applications
- In our interaction with customers

Company presentation

## A partner in the lab and in the process

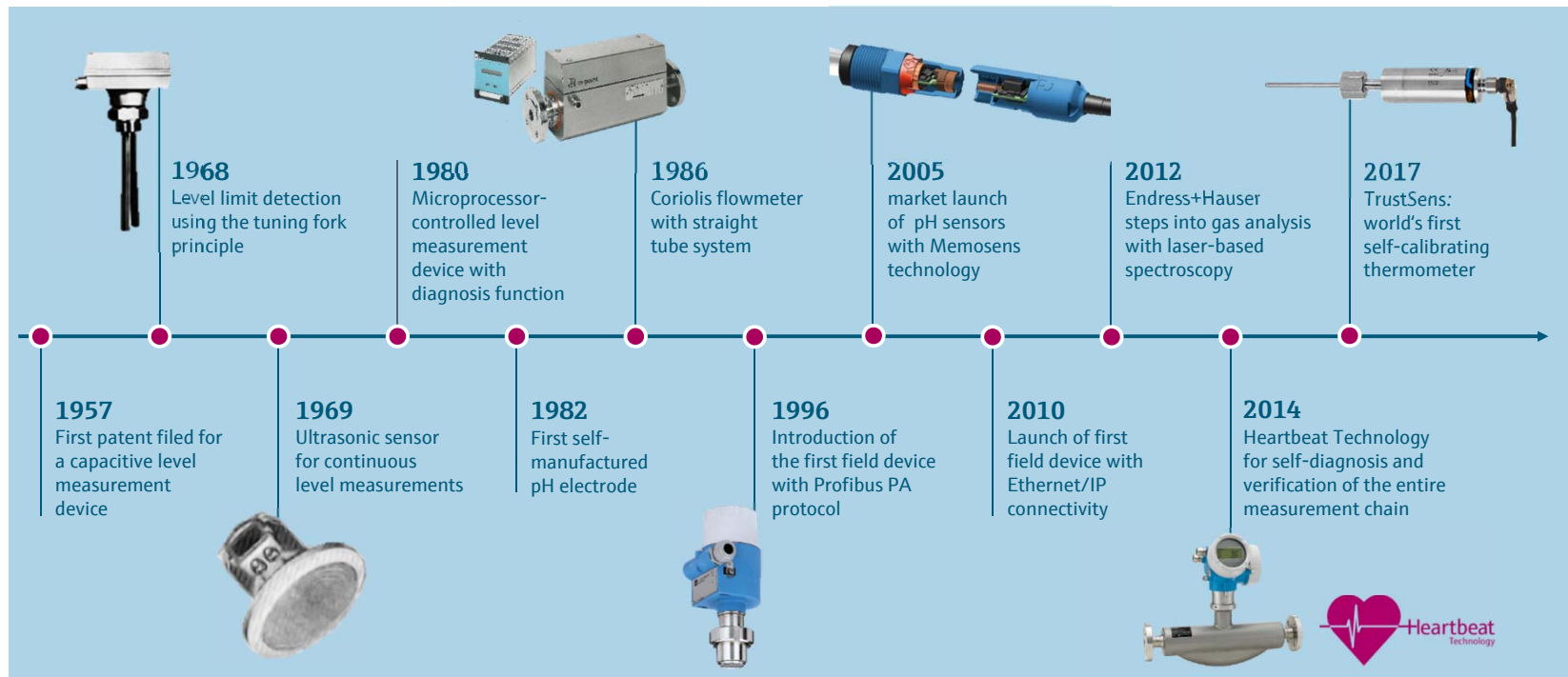


- Modern analysis technologies monitor product quality during the process
- We also support our customers in the development lab and the quality lab



Company presentation

## Innovative from the start



Company presentation

## New companies expand our expertise



Endress+Hauser 

## Company presentation

*“Our customers want their tasks solved.  
By working together,  
we can find the optimal solution.”*

Matthias Altendorf, CEO of the Endress+Hauser Group



Products

Solutions

Services

## Our offering to markets and customers





Company presentation

## Our product offerings

- Level measurement
- Flow measurement
- Pressure measurement
- Analytical measurements
- Temperature measurement
- System products and data managers
- Software solutions



Company presentation

## Our service offerings

---

- Fast **support**, both on-site and remotely
- **Services** for all phases of the plant life cycle
- **Optimization** of calibration and maintenance processes



Company presentation

## Our automation solutions offerings



Company presentation

## Acrylic acid complexes in Brazil and China



*“The Endress+Hauser engineers have an in-depth understanding of the processes. That’s how we find optimal solutions.”*

Bernd Eidt,  
Project Manager, BASF Camaçari

- A global partner for two world-scale projects
- Standardized instrumentation decreases complexity
- Device integration enables predictive maintenance



Company presentation

## Instrumentation of biopharmaceutical systems



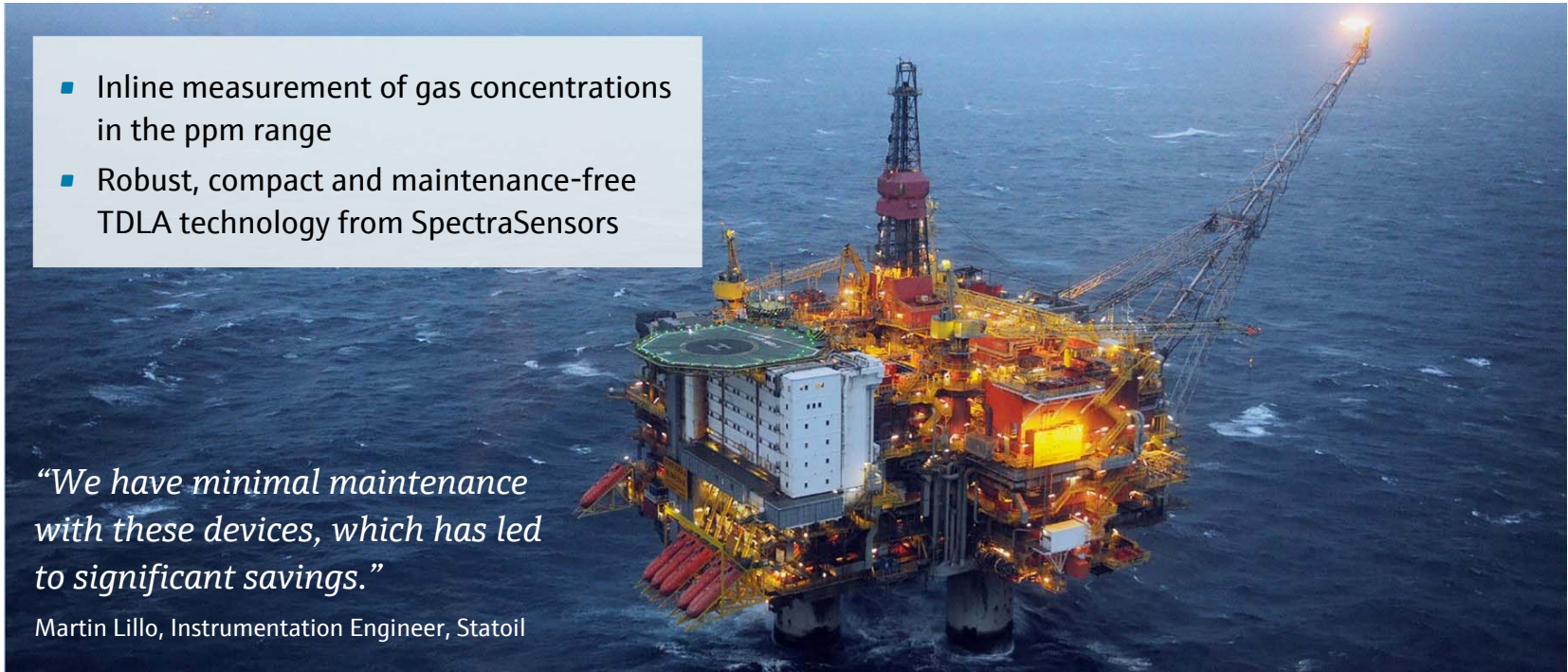
Company presentation

## Hydrogen sulfide measurements on a gas platform

- Inline measurement of gas concentrations in the ppm range
- Robust, compact and maintenance-free TDLA technology from SpectraSensors

*“We have minimal maintenance with these devices, which has led to significant savings.”*

Martin Lillo, Instrumentation Engineer, Statoil





[Products](#)[Solutions](#)[Services](#)

...how can we help you to improve your processes?

Visit us at [www.endress.com](http://www.endress.com)



Endress+Hauser   
People for Process Automation

[Products](#)[Solutions](#)[Services](#)

**...thank you for your attention! Do you have any questions?**

Visit us at [www.endress.com](http://www.endress.com)



Endress+Hauser   
People for Process Automation