

# The Endress+Hauser Group

## A strong partner worldwide

### Key figures (2017)

- Net sales: 2.241 billion euros
- Net income: 212 million euros
- Equity ratio: 70%
- Employees: 13,299

### Company structure

- Swiss-based family company, founded in 1953
- 136 companies in 47 countries, overseen by a holding company in Reinach, Switzerland
- Sales and support in more than 125 countries
- Production in Brazil, China, the Czech Republic, France, Germany, India, Italy, Japan, South Africa, Switzerland, the United Kingdom and the United States

### Business areas

- Process automation: products, services and solutions for flow, level, pressure and temperature measurement, process analysis and data management
- Laboratory automation: analytical instruments and bioanalytical systems (under the Analytik Jena brand)

### Core industries

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



CEO Matthias Altendorf



Endress+Hauser's head offices in Reinach, Switzerland

Endress+Hauser has been a reliable partner for the process industry for 65 years. We provide comprehensive support to our customers, from the laboratory to the process.

Our core expertise lies in the fields of process instrumentation and laboratory analysis. With our products, solutions and services, we help our customers design safe, reliable, efficient and economically friendly processes across the entire life cycle. Our customers value our deep understanding of their applications and the special requirements of their industry.

We maintain a close presence to our customers worldwide. With a dense network of our own sales centers, plus select representatives, we guarantee competent support around the globe. Production centers on four continents ensure fast and flexible delivery to our customers, wherever they are located.

Endress+Hauser was founded in 1953 by Swiss engineer Georg H Endress and German banker Ludwig

Hauser. The Endress family, the sole shareholder since 1975, plays an influential role in the company's development to this day. And it has a stated objective: Endress+Hauser shall remain a successful family company.

### Comprehensive knowledge

Innovative, trendsetting technologies have been the driving force of our company since its origin. We recently strengthened our process analytical business with several acquisitions and established laboratory analysis as a new business area with the takeover of Analytik Jena. The breadth and depth of our offering is unique in the industry.



In the search for solutions, the customers' needs come first.

## What moves Endress+Hauser

As a family-owned company we act responsibly. We treat our customers, employees and shareholders as partners. Internal and external cooperation is influenced by a strong corporate culture set down in the Spirit of Endress+Hauser. This culture helps us attract and establish long-term bonds with the best employees around the world.

As an employer, Endress+Hauser provides an environment in which people come first. Performance-based compensation, above-average social benefits, the freedom to develop, recognition for good work and attention to all concerns reflect the trust and confidence that Endress+Hauser has in its employees.

**Sustainable development** For us, profit is not the ultimate aim, but the result of good management. We place a high value on being financially solid. The bulk of our earnings are reinvested in the company to ensure our continued success and independence.

## 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

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