

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

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Company presentation

The world of Endress+Hauser



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

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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

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Facts and figures 2017

Endress+Hauser 

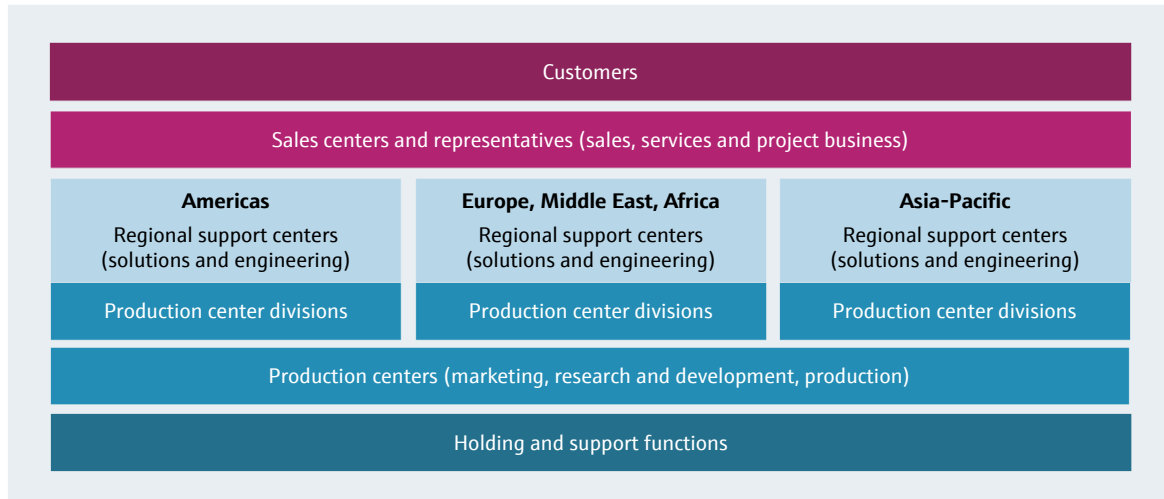
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The Endress+Hauser network

Endress+Hauser 

Company presentation

Overview of our company structure

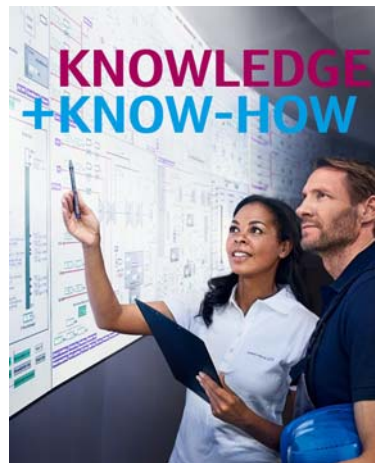
Endress+Hauser 

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Discover the world of Endress+Hauser



Our guiding principles



Our strategic alignment



Our offering

Endress+Hauser 

Products

Solutions

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Our guiding principles



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"First serve, then earn."



Georg H Endress (1924–2008), company founder




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Company presentation

Our vision and mission statements

| | |
|---|--|
|  <p>Vision</p> <p>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.</p> |  <p>Mission</p> <p>We support our customers in improving their products and in manufacturing them even more efficiently.</p> |
|---|--|


Endress+Hauser 

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

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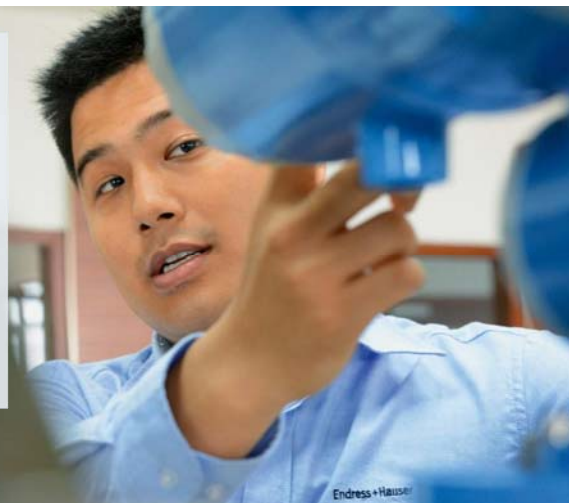
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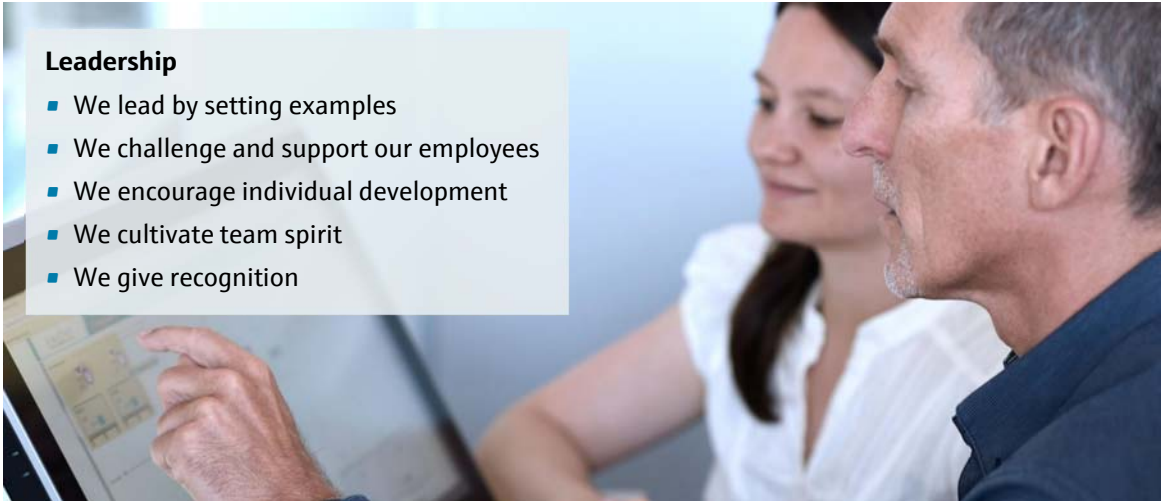
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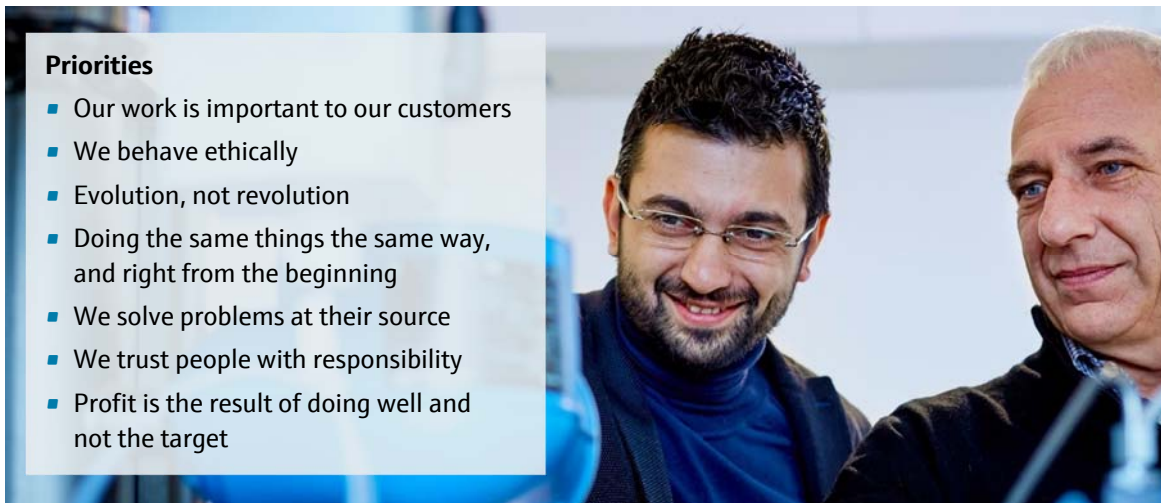
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Company presentation

The Endress+Hauser brand values



Endress+Hauser 

Company presentation

Endress+Hauser – a family company



The Endress family in 2017



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

Endress+Hauser 

Company presentation

The Supervisory Board of the Endress+Hauser Group



| | | | |
|--|---|-----------------------------------|---------------------------|
| Thomas Kraus | Michael Ziesemer Vice President | Antionietta Pedrazzetti | Mathis Büttiker |
| Dr Heiner Zehntner Secretary | Dr Hans Jakob Roth | Klaus Endress President | Hans-Peter Endress |

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The Executive Board of the Endress+Hauser Group

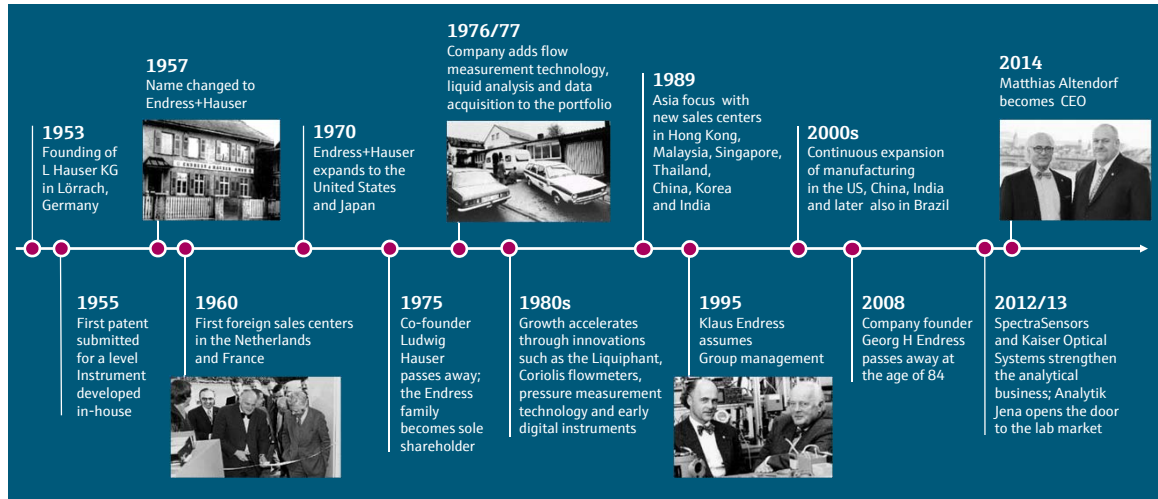


| | | | |
|---|--|---|--|
| Pieter de Koning IT | Dr Luc Schultheiss Chief Financial Officer | Matthias Altendorf CEO | Nikolaus Krüger Sales and Services |
| Roland Kienzler Human Resources | Dr Heiner Zehntner Legal | Dr Manfred Jagiella Process Analysis Business | Dr Andreas Mayr Marketing and Technology |

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Company presentation

Company history milestones

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Products

Solutions

Services

Our strategic alignment

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People for Process Automation

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

Klaus Endress, President of the Supervisory Board



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Global megatrends impact markets and customers



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Our path to the future: Strategy 2020+

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We align ourselves with our key industries

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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

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A partner in the lab and in the process

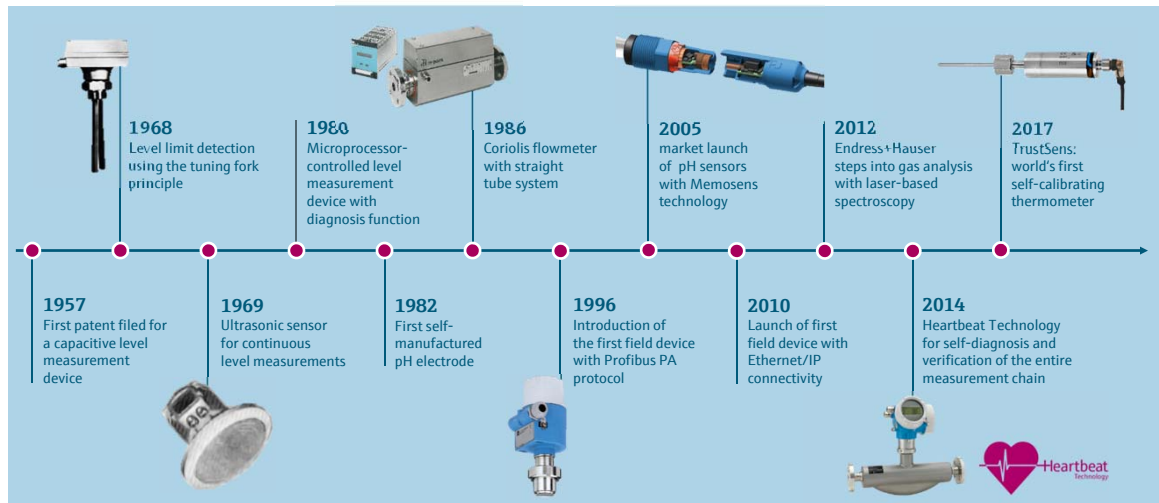


- Modern analysis technologies monitor product quality during the process
- We also support our customers in the development lab and the quality lab

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Innovative from the start

Endress+Hauser 

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



Endress+Hauser 

Products

Solutions

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Our offering to markets and customers



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People for Process Automation

Company presentation

Our product offerings

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



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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



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Our automation solutions offerings

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Acrylic acid complexes in Brazil and China

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Company presentation

Instrumentation of biopharmaceutical systems



- Measurement technology for all process steps in biopharmaceutical production
- Instrumentation compliant with industry standards

"We need partners who understand the needs of the industry."

Randy Cotter Jr, President of Cotter Brothers

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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

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

Visit us at www.endress.com



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

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