

# Endress+Hauser at a glance



## Our fields of activity

---

Wherever you are, whatever you do:  
you are surrounded by products manufactured  
by the process industries

Thanks to process engineering, substances  
can be modified, merged or transformed,  
for example by

- mechanical processes
- chemical and biochemical reactions
- thermal impacts



## Our fields of activity

---

Endress+Hauser is a reliable partner of the process industries

We accompany customers from laboratory to plant, from research on new substances to the final product



## Our customers

---

We understand our customers' requirements and demands

- Chemicals  
We make processes safe
- Food & beverages  
We ensure absolute hygiene
- Oil & gas  
We guarantee high accuracy
- Environmental  
We take care of our environment
- Life sciences  
We observe the highest standards

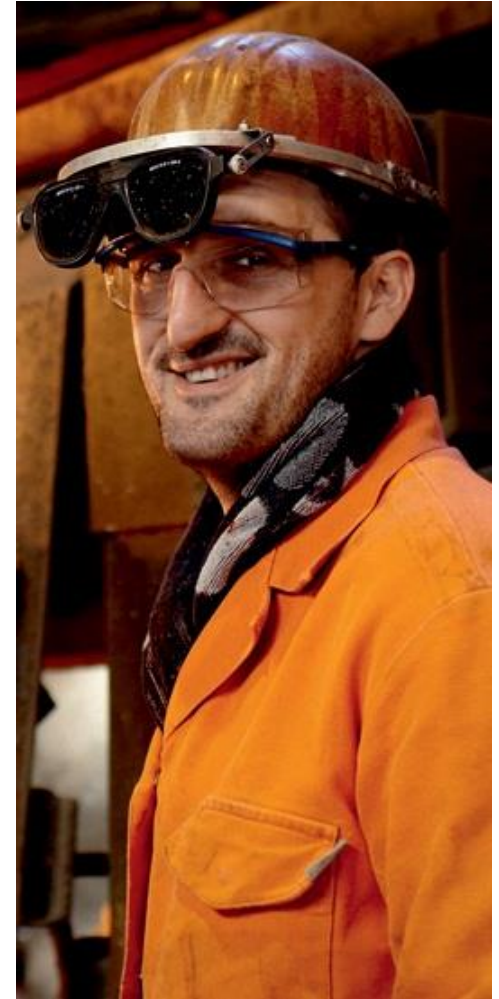




## Our customers

---

- Primaries & metal  
We provide robust solutions
- Energy  
We help to use resources efficiently
- Pulp & paper  
We support with modern techniques
- Renewable energies  
We focus on sustainable development
- Marine  
We combine safety with innovation



## Our offering

---

With our products, solutions and services, our customers design their processes to be

- safe
- reliable
- environmentally compatible
- efficient



## Our offering

---

We provide sensors, instruments, components and systems for tasks in the field of

- Level measurement
- Flow measurement
- Pressure measurement
- Temperature measurement
- Analytics and sampling
- Data management
- Device communication and integration



## Our offering

---

Our range of services increase availability of our customers' plants and improve process and product quality

- Commissioning
- Operation
- Maintenance
- Calibration
- Repair



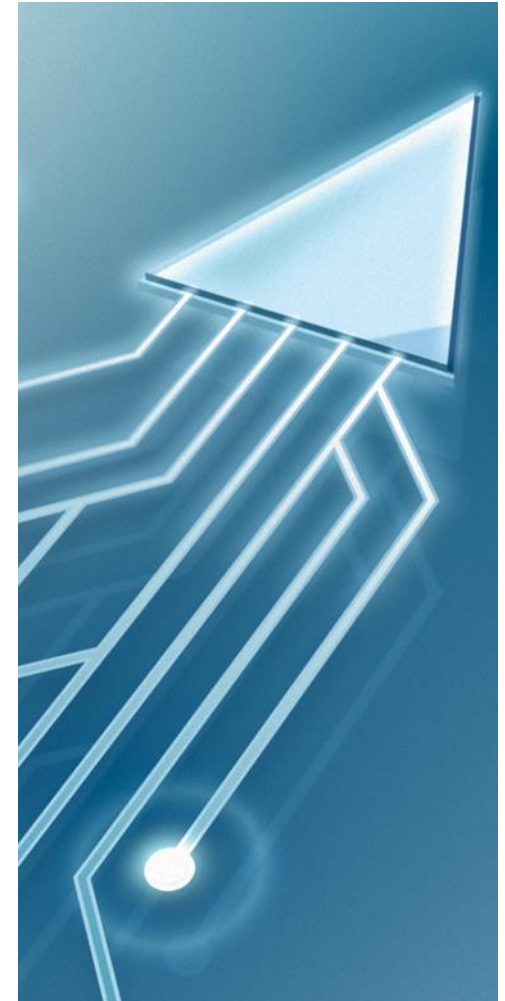


## Our offering

---

Comprehensive solutions for process engineering  
enhance efficiency of our customers' plants

- Device integration
- Field Network Engineering
- Integration in ERP systems  
(Enterprise resource planning)
- Analytical systems
- Inventory control
- Plant Asset Management
- Energy monitoring
- Custody transfer



## Our structure

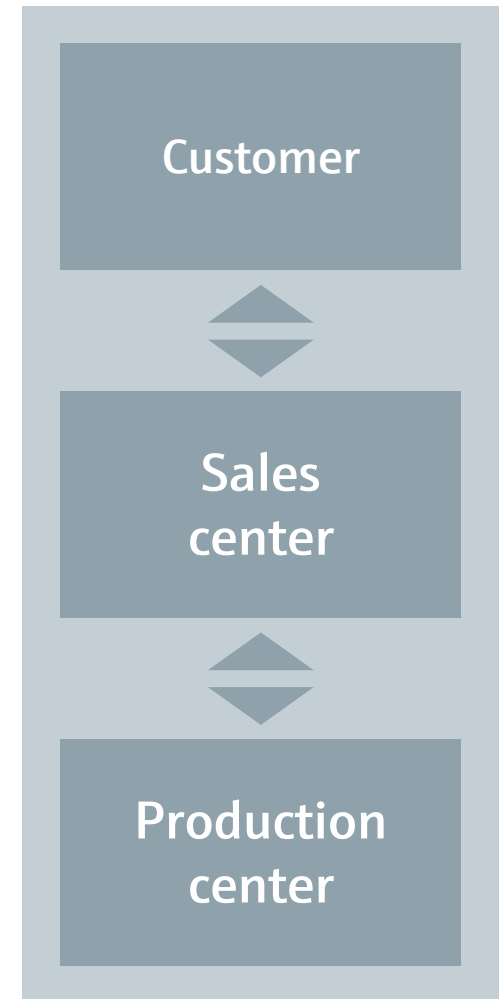
---

Production centers are hubs of knowledge on the various fields of activity

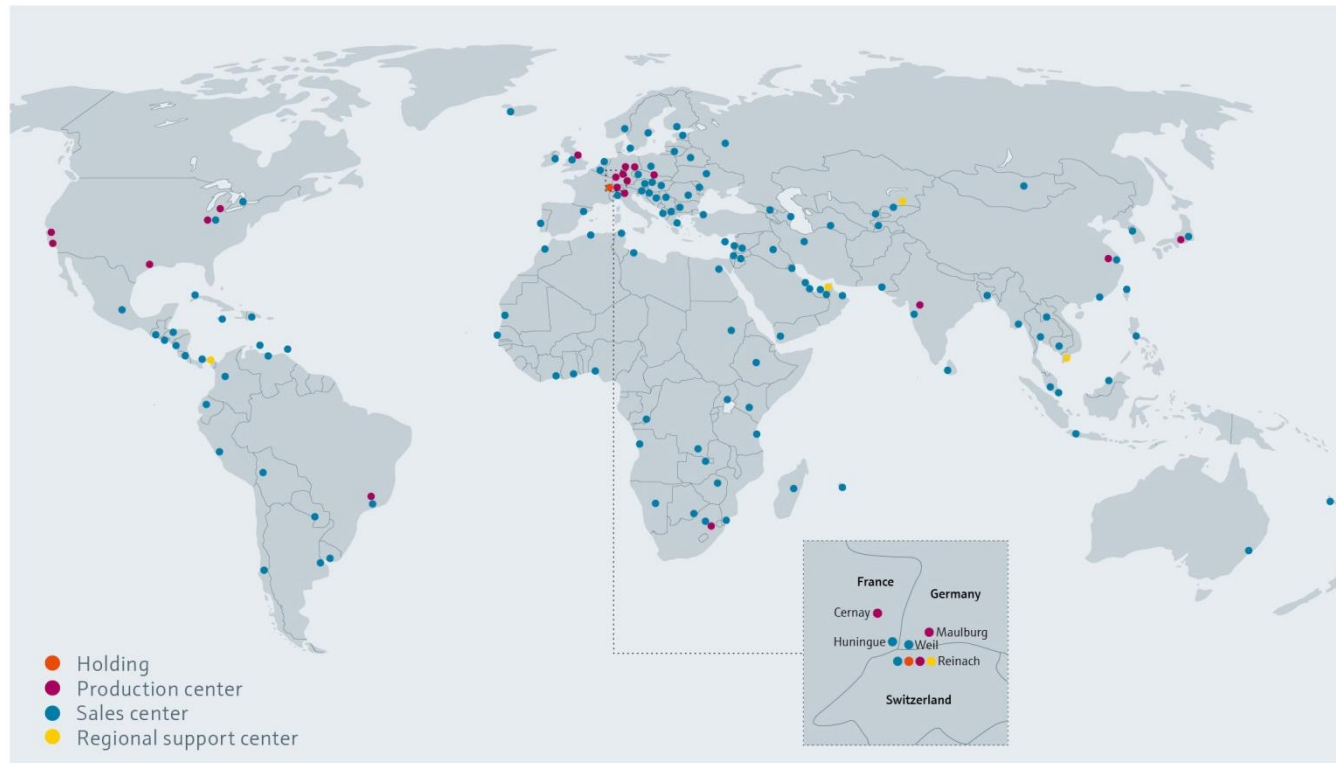
- Production
- Research & development

Sales centers and dedicated partners convey our expertise to markets and customers

- Sales
- Services
- Engineering



## Our structure

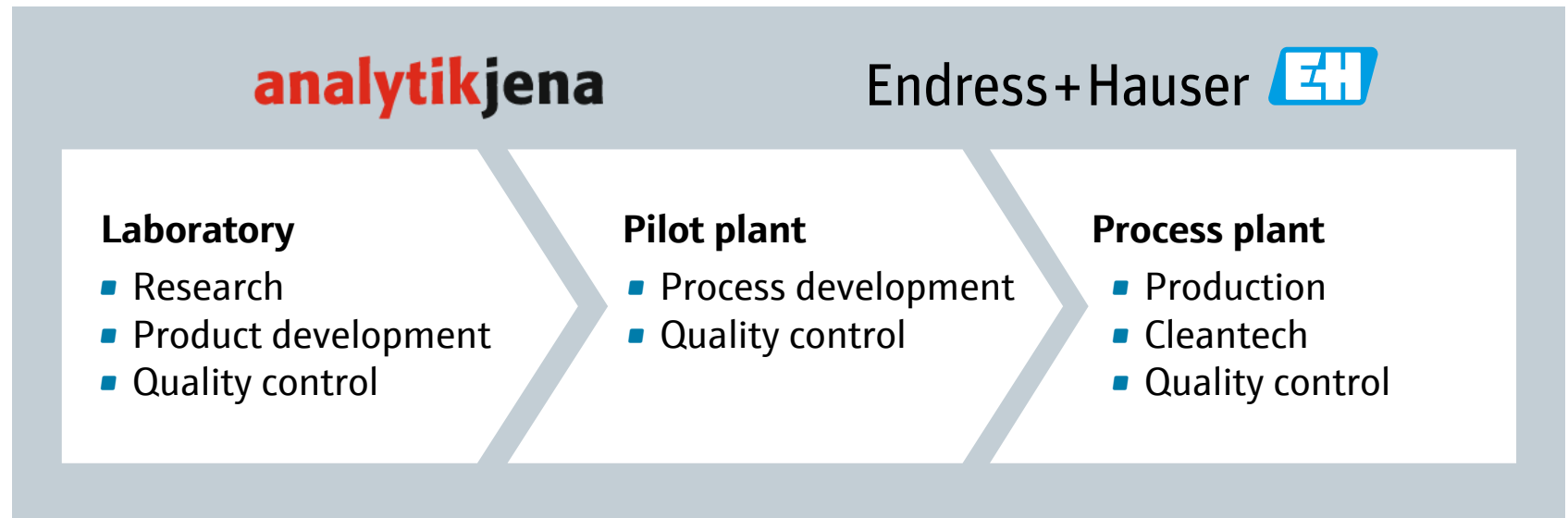


- Holding company in Reinach, Switzerland
- 26 production facilities in 12 countries
- Sales centers and representatives in more than 120 countries
- Regional sales support centers

## Our structure

---

- Endress+Hauser is committed to measurement and automation engineering for the process industry
- The market for laboratory analysis is globally addressed under the Analytik Jena brand



## Our structure

---



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



The shareholder family

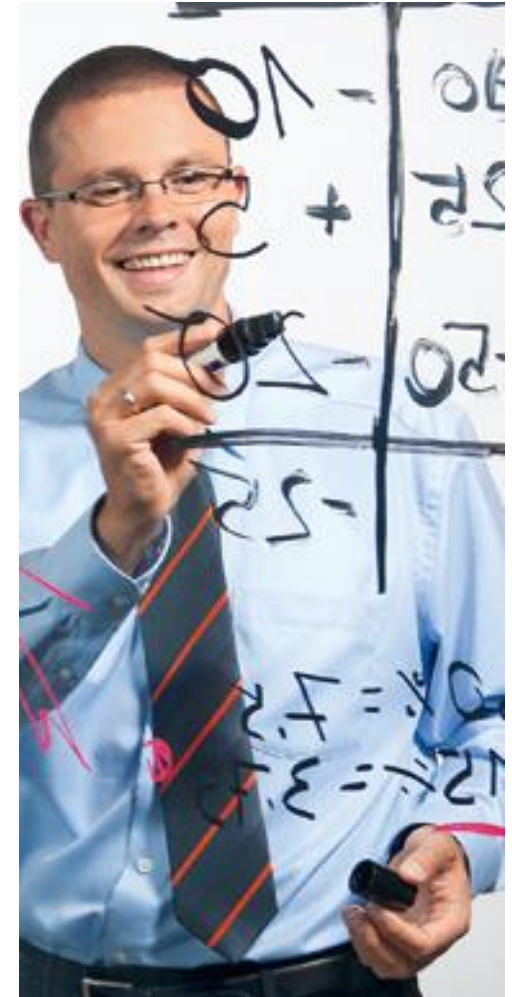
- Business in sole ownership of the Endress family since 1975
- Founded in 1953 by Georg H Endress and Ludwig Hauser
- A charter settles the relationship between family and company



## Our figures 2014

---

- Net sales of 2 billion euros  
...a strong partner
- 12,435 employees worldwide  
...a reliable employer
- Net income of 193 million euros  
...economically successful
- Equity ratio of 68%  
...solidly financed
- Investments of 126 million euros  
...future-oriented
- 6,600 patents and patent applications  
...innovative and creative



## Our corporate culture

---

We are sure that customers, employees and shareholders accomplish more together

We face our responsibility to the environment and society

The special Spirit of Endress+Hauser shapes our way of doing business and of working together



Matthias Altendorf,  
CEO of the Endress+Hauser Group

## Our corporate culture

---

The Spirit of Endress+Hauser states:

- Customers always have priority
- First serve, then earn
- We cultivate an atmosphere of trust
- Loyalty and corporate social responsibility are core values
- We lead by setting examples
- We are modest
- We live up to our convictions
- Doing the same things the same way, and right from the beginning
- We never give up
- Evolution not revolution



# Thank you for your attention!

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

