

The Endress+Hauser Group

A strong partner worldwide

Company profile

- Swiss-based family company, founded in 1953
- 12,435 employees (late 2014)
- Net sales in 2014: 2.0 billion euros

Company structure

- 127 companies in 46 countries
- Production facilities in Switzerland, Germany, France, the UK, Italy, the Czech Republic, China, Japan, India, South Africa, Brazil and the USA
- Holding company in Reinach, Switzerland

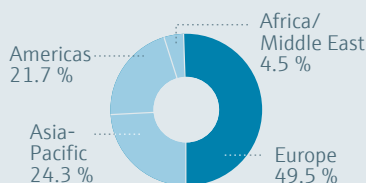
Areas of activity

- Level, flow, pressure and temperature measurement technology, analytics as well as measurement recording
- System components
- Automation solutions
- Services

Target markets

- Chemicals & petrochemicals, food & beverage, oil & gas, water & wastewater, power & energy, life science, primaries & metal, renewable energies, pulp & paper, shipbuilding

Net sales by region (2014)



Matthias Altendorf,
CEO of the Endress+Hauser Group



Open and transparent: the Sternenhof building in Reinach, Switzerland reflects the culture of Endress+Hauser

Endress+Hauser supports customers around the globe with a wide range of instruments, services and automation solutions for industrial process engineering.

Approximately half of the over 12,000 'People for Process Automation' work in sales. They help customers throughout the world to make their processes safe, economical and environmentally friendly. With sales centers in over 40 countries, Endress+Hauser is always near its customers. In places and locations where Endress+Hauser is not directly present, representatives complete this global network, allowing Endress+Hauser to serve its customers quickly, flexibly and individually.

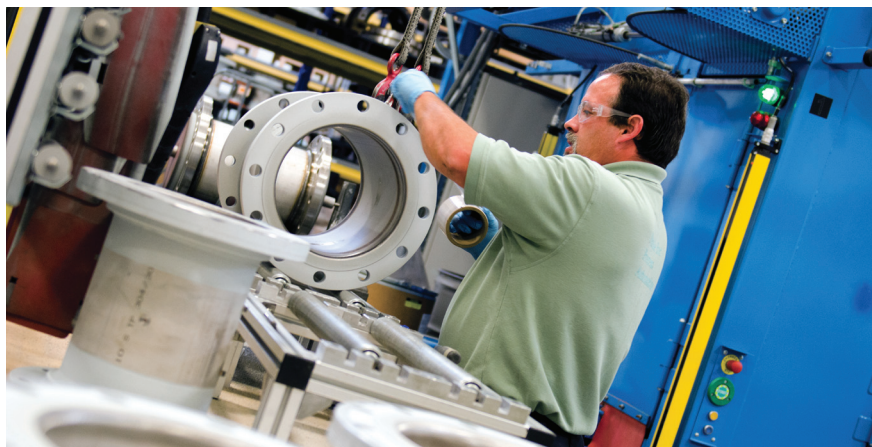
Concentrated expertise

The headquarters of our production centers focus on production, product management, R&D and logistics. At sites in Germany and Switzerland we produce core components for our worldwide production. Plants in Brazil, China, the Czech Republic, France, India, Italy, Japan, South Africa, the UK and the United States assemble,

test and calibrate instruments and devices mainly for regional markets.

Sustained growth For Endress+Hauser profit is not the goal but the result of good economic activities. The Group focuses on sustained growth on its own strength. The basis for this endeavor is a sound equity ratio of 68 percent. Profits are predominantly returned to the company – this also ensures success and the independence of the Group.

Endress+Hauser was founded by Swiss Georg H Endress and German Ludwig Hauser in 1953. Over the years, the company thrived and is now a global enterprise – wholly owned by the Endress family since 1975.



In the search for solutions the customers' needs come first

What moves Endress+Hauser

Close contact with customers provides crucial input into the development of technological innovations, ensuring their success in the marketplace. In 2014 Endress+Hauser applied for new patents for 259 developments – all in all the company holds 6,066 'live' patents and patent applications. With expenditure for research and development accounting for almost seven percent of net sales, Endress+Hauser safeguards and sustains its business success.

Success for all Endress+Hauser strives for loyal relationships with its customers, employees and partners – in a spirit of fairness and partnership, borne and driven by quality and mutual benefit.

As an employer, Endress+Hauser provides an environment in which people come first. Equitable wages and salaries, 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.

Responsibility for the whole

As a family-owned enterprise, Endress+Hauser faces its social responsibility – from the firm belief that success must be shared if success is to endure tomorrow and the day after tomorrow. This is how Endress+Hauser will continue to meet its economic, ecological and social responsibilities in future.

Credo of the Endress+Hauser Group

- **Customer** We learn from the customers we serve.
- **Strategy** We concentrate our resources on business we understand.
- **Autonomy** We protect our status as an autonomous and independent corporation.
- **Organization** We believe in autonomy and decentralization, while appreciating the necessity of certain centralized functions.
- **Leadership** We encourage our employees to take responsibility for their actions. We manage by open communication, agreed goals and performance reviews.
- **Quality** We strive for exemplary quality in our products and services.
- **Employees** We seek motivated, committed and actively involved employees.
- **Communication** We speak openly with one another. We handle information freely and responsibly.
- **Creativity** We wish to create an environment that is conducive to progress and innovative ideas. We encourage our employees' creativity.
- **Profit** We recognize profitability as the driving force of our corporation.

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