

Products

Solutions

Services

## Endress+Hauser

We help our customers to improve their processes



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## Endress+Hauser in the world



Everyday life involves a wealth of products manufactured with process applications

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## The world of Endress+Hauser



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

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## 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 2018



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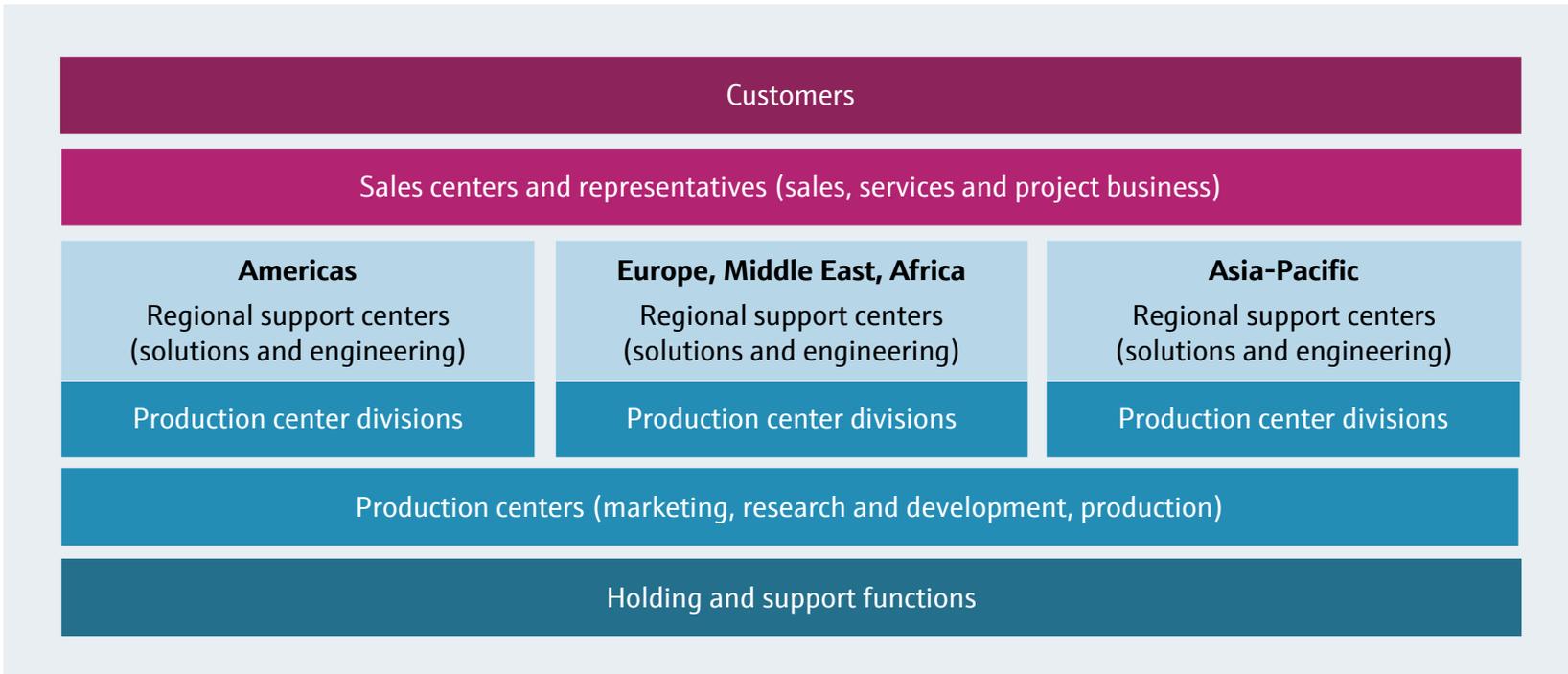
## The Endress+Hauser network



- 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

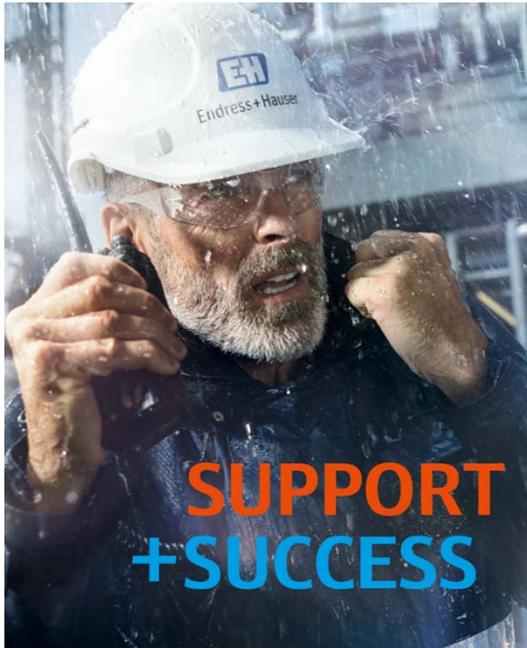
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## Overview of our company structure

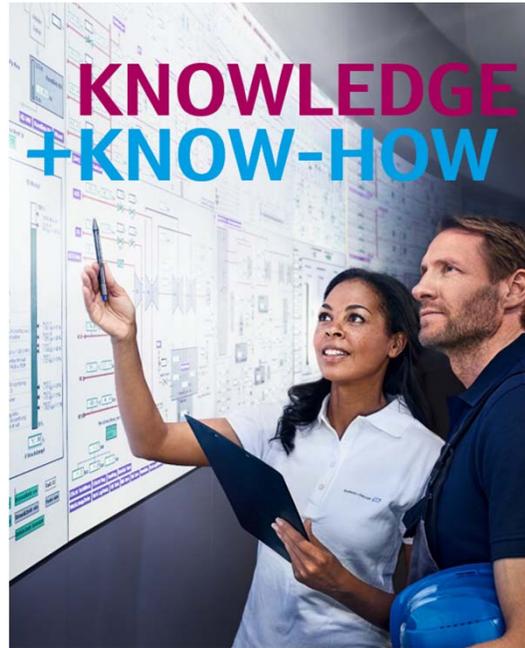


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## Discover the world of Endress+Hauser



Our guiding principles



Our strategic alignment



Our offering

## Our guiding principles



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*“First serve, then earn.”*

Georg H Endress (1924–2008), company founder



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## 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.



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## The Spirit of Endress+Hauser

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### 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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## The Spirit of Endress+Hauser

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## The Spirit of Endress+Hauser

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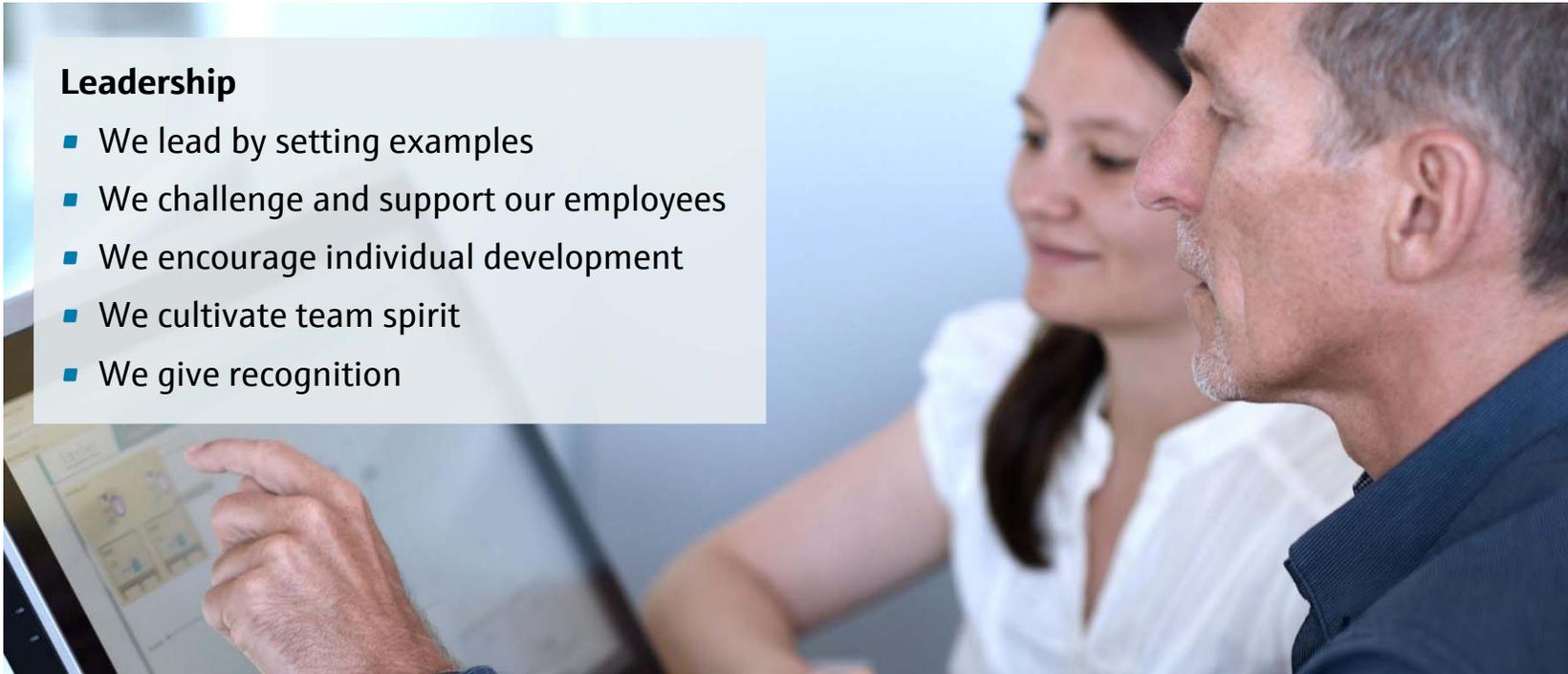


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## The Spirit of Endress+Hauser

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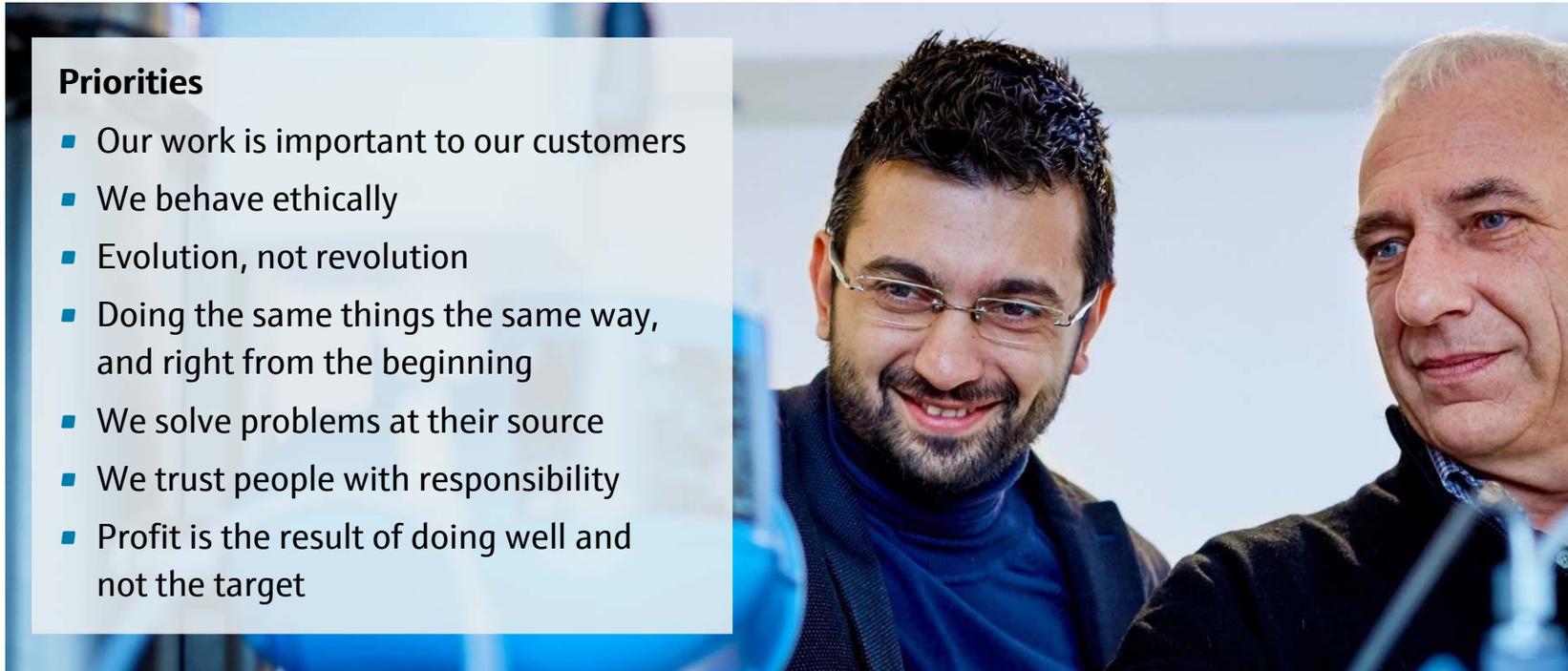


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## The Spirit of Endress+Hauser

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## The Endress+Hauser brand values



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## Endress+Hauser – a family company



The Endress family in 2019



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

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## The Supervisory Board of the Endress+Hauser Group



**Michael Ziesemer**  
Vice President

**Antonietta Pedrazzetti**

**Thomas Kraus**

**Mathis Büttiker**

**Dr Hans Jakob Roth**

**Dr Heiner Zehntner**  
Secretary

**Klaus Endress**  
President

**Hans-Peter Endress**

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## The Executive Board of the Endress+Hauser Group



**Dr Heiner Zehntner**  
General Counsel

**Pieter de Koning**  
Chief Information Officer

**Matthias Altendorf**  
Chief Executive Officer

**Dr Luc Schultheiss**  
Chief Financial Officer

**Dr Manfred Jagiella**  
Corporate Director,  
Process Analytical Business

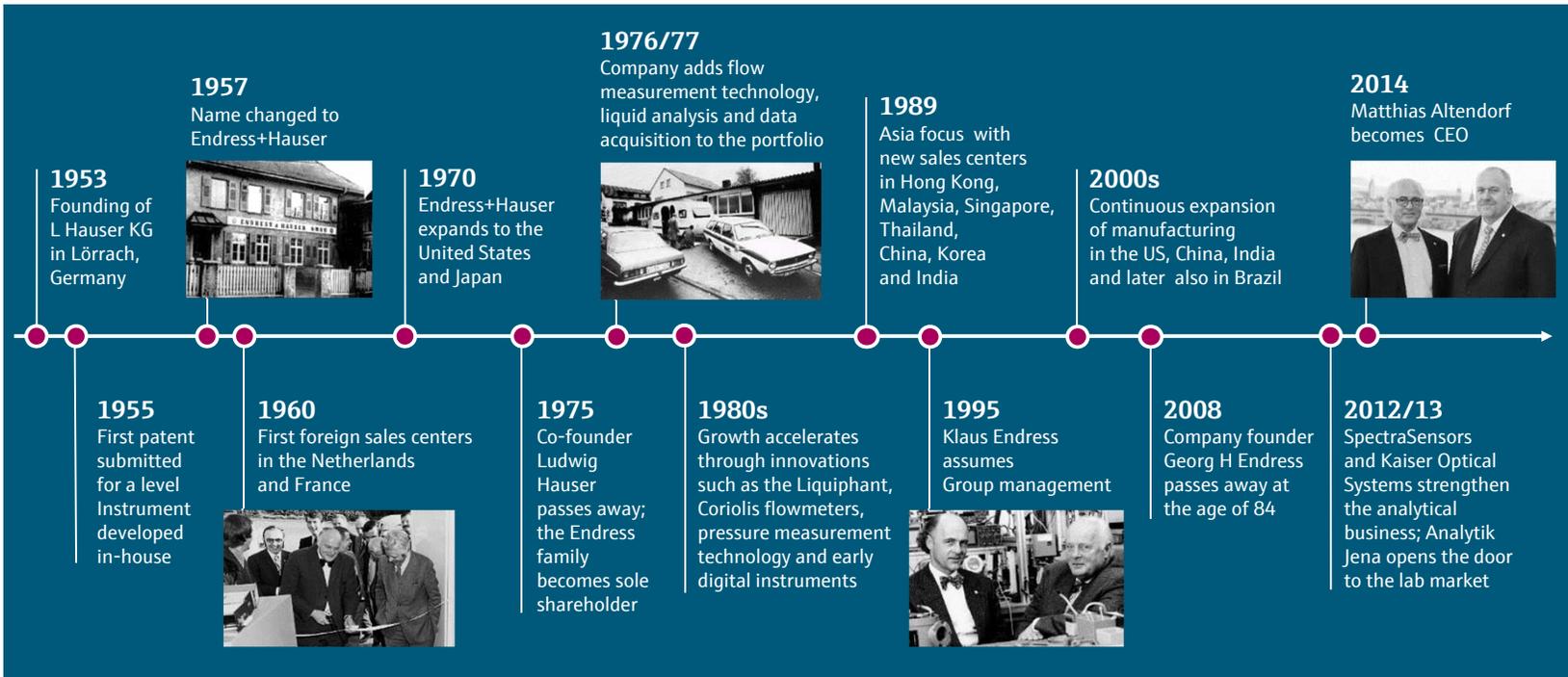
**Nikolaus Krüger**  
Chief Sales Officer

**Dr Andreas Mayr**  
Chief Operating Officer

**Jörg Stegert**  
Chief Human  
Resources Officer

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## Company history milestones



## Our strategic alignment



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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+



Industry alignment



Portfolio



Digital expertise



International network



Order & supply chain



Employee development



Risk management

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## We align ourselves with our key industries



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

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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

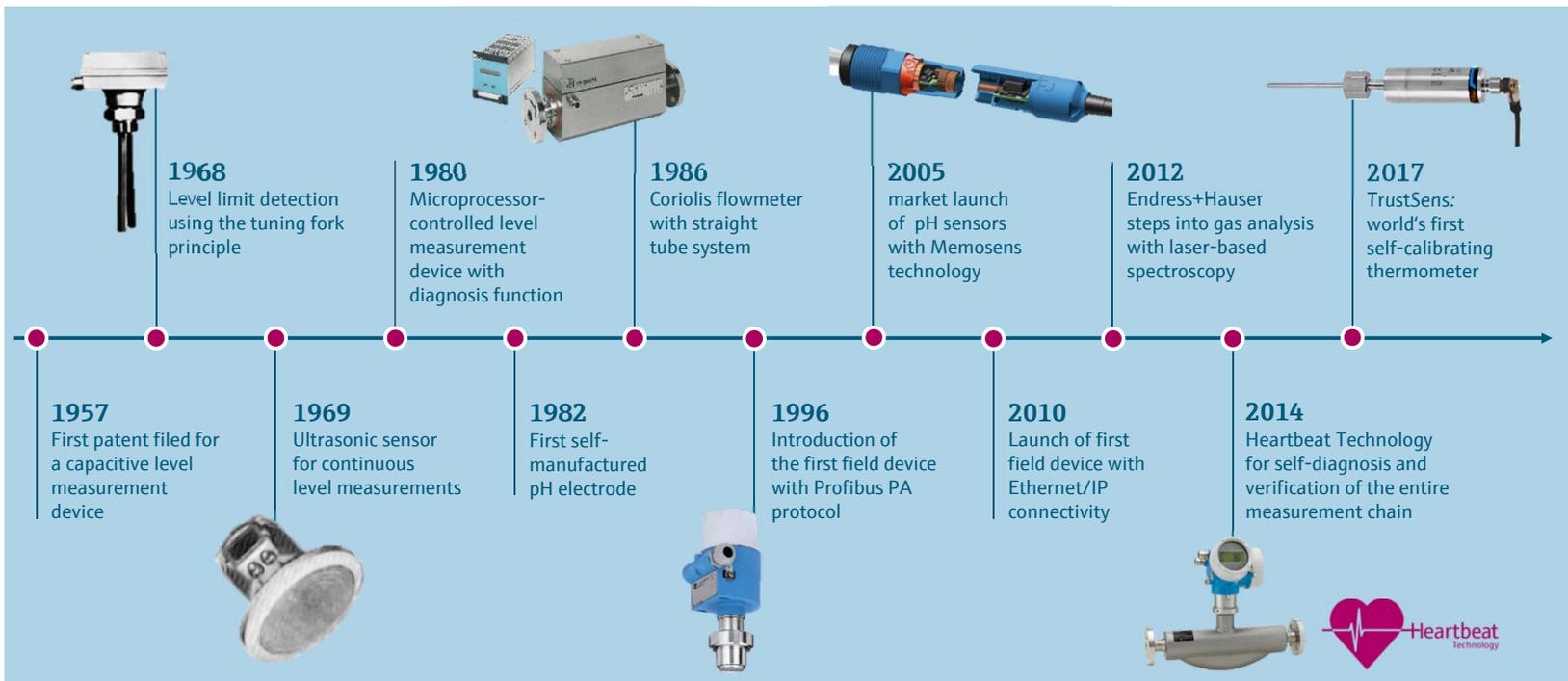


- Modern analysis technologies monitor product quality during the process
- We also support our customers in the development lab and the quality lab

Endress+Hauser 

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## Innovative from the start



Endress+Hauser 

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## New companies expand our expertise



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

Matthias Altendorf, CEO of the Endress+Hauser Group



## Our offering to markets and customers



**MEASURED VALUE**  
**+ ADDED VALUE**

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## Our product offerings

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



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## 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



- Solutions for **transfer, storage and distribution**
- Solutions for **quality and compliance**
- Solutions for **life cycle asset management**

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## 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

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## 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

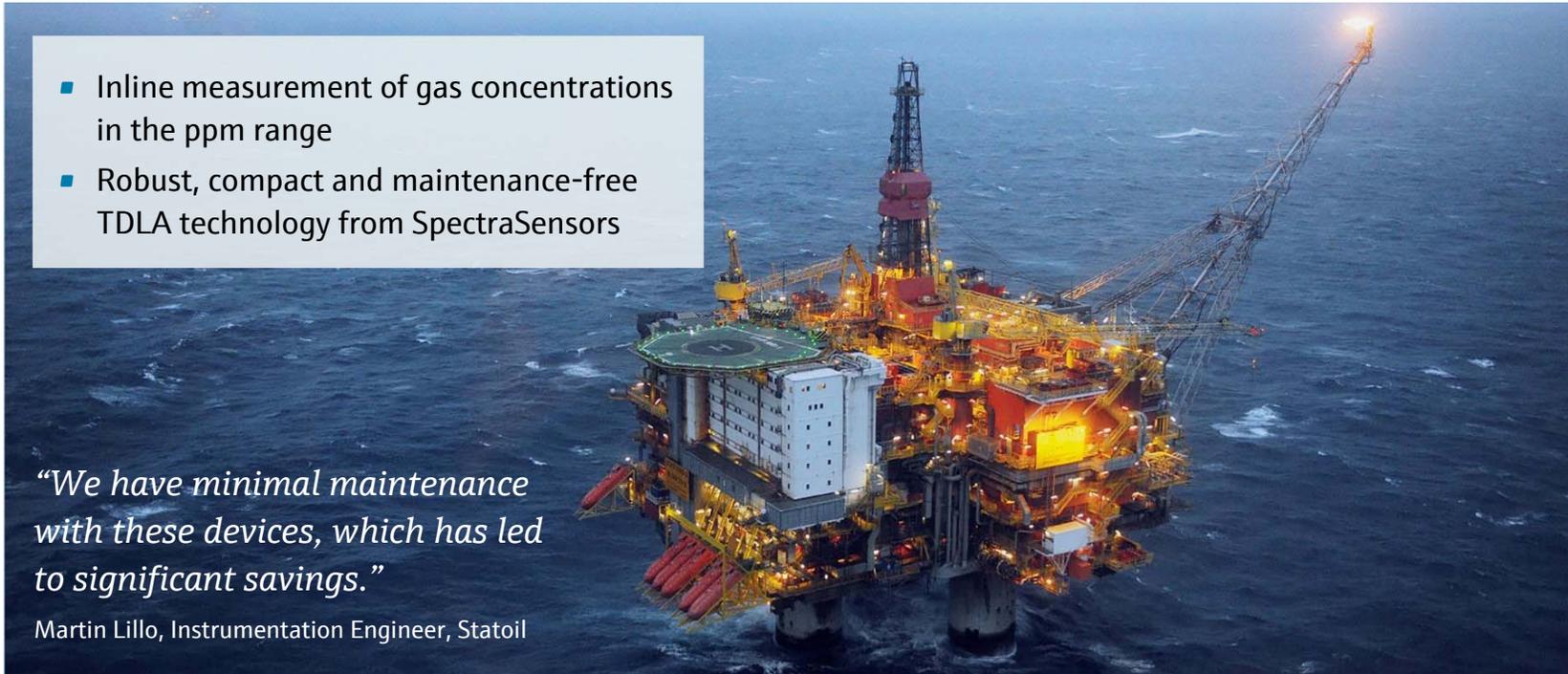
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## Hydrogen sulfide measurements on a gas platform

- 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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Solutions

Services

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

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



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People for Process Automation

Products

Solutions

Services

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

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