

The Endress+Hauser Group

Partner for process improvement



What drives us

Our heart beats for measurement technology

- Careful use of resources
- Safe supply of goods
- Protection of our environment

2.9 mil. sensors

Endress+Hauser delivers annually



Partner of the process industry

Process engineering is our world

- Process and laboratory measurement technology
- Automation solutions and services

125 countries
with their own sales centers
and representatives



From the region, for the region

Global production network

- Customer-specific manufacturing in major economic regions
- Partnerships with key suppliers
- Efficient transport logistics

36 sites

for production in 11 countries
and on four continents



Part of our lives



The world is full of process engineering

- Many everyday goods are produced with the help of process engineering
- Endress+Hauser products enable safe and reliable supply

5.3 bil. people

come into contact every day with products that are manufactured using our measurement technology

From pasture to supermarket

Dairies have plenty of instrumentation in use

- Flowmeters record the quantity of milk
- Temperature sensors are required to control the pasteurization of the milk
- Cleaning processes require analytical technology

€4,000 per year

or more is the potential cost of energy losses due to inaccurate temperature measurement during ultra-heat treatment

2023 facts & figures

16,532
employees worldwide

55%
equity ratio

€3.72 billion
net sales

€261 million
investments

11%
sales growth

€409 million
net income

Corporate social responsibility

SBTi

joined in 2023

Sustainability reporting since
2014

71 points –
gold level in the EcoVadis audit

Net-zero CO₂
emissions target

Water Challenge
for access to clean water

Our value proposition

We are partners for process improvement

- Longevity and stability
- Complete portfolio and digital capabilities
- Industry expertise and application knowledge

>100,000

customers worldwide trust us



We are constantly expanding our offering



Process automation

Endress+Hauser 
People for Process Automation

Laboratory automation

analytikjena
An Endress+Hauser Company

Sensor technology

iST Innovative
Sensor Technology
physical. chemical. biological.

Longevity + stability

Customers and partners can always rely on Endress+Hauser



Our vision and mission



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 to improve their products and manufacture them even more efficiently.

The family-owned company Endress+Hauser



The Endress family in 2019



Steven Endress, Sandra Genge and Dr Klaus Endress

The Endress+Hauser brand values



Commitment

We stand out through our personal, customer-oriented, competent and reliable engagement

Excellence

We demonstrate excellence through our outstanding, solutions-oriented, innovative and valuable services

Sustainability

We act responsibly and independently, while being values-conscious and protective of the environment, thus strengthening sustainability at all levels

Friendliness

By conducting ourselves in a distinctive, credible and low-key manner, others view us as friendly and likable

The People for Process Automation



552

apprentices
and students

30%

female workforce

715

new jobs in 2023

10 years

of service on average

112

nations

Our Strategy 2027+



1  The future of customer interaction

2  The future of our people

3  Development of core industries

4  Lab and process analysis

5 **ONE**
ONE Endress+Hauser

6  Digitalization

7  Beyond Europe

The Executive Board



Dr Manfred Jagiella
Corporate Director, Process Analysis

Jörg Stegert
Chief Human Resources Officer

Dr Luc Schultheiss
Chief Financial Officer

Dr Peter Selders
Chief Executive Officer

Dr Heiner Zehntner
General Counsel

Laurent Mulley
Chief Sales Officer

Dr Andreas Mayr
Chief Operating Officer

Pieter de Koning
Chief Information Officer

The Supervisory Board



Complete portfolio + digital capabilities

Our customers make better decisions thanks to valuable insights into their processes



The most complete portfolio in process instrumentation

The right solution for every task

- Measurement of level, flow, pressure and temperature
- Analysis of liquids, gases and solids
- System products

1,200 product families

in millions of variants are offered by
Endress+Hauser for process instrumentation

We combine technology and knowledge

Expertise at all points of contact

- Sales engineers with industry and application knowledge
- Worldwide network of product and industry experts
- Smart online tools for many tasks and requirements

50%

of our customers are actively using
our digital platforms



We offer services with added value

Improvement of plant performance

- Repair, commissioning, maintenance and calibration of devices
- Technical support and training
- Consultancy for optimization of maintenance, calibration and engineering

1,500 specialists
comprise our global service network

We help to automate processes



Solutions for logistics, quality management and engineering

- Handling and storage of materials
- Quality and compliance assurance
- Digitalization of operational processes

>15,000
solutions projects
successfully
implemented
in the last
three years

We support with digital capabilities

Better decisions based on data

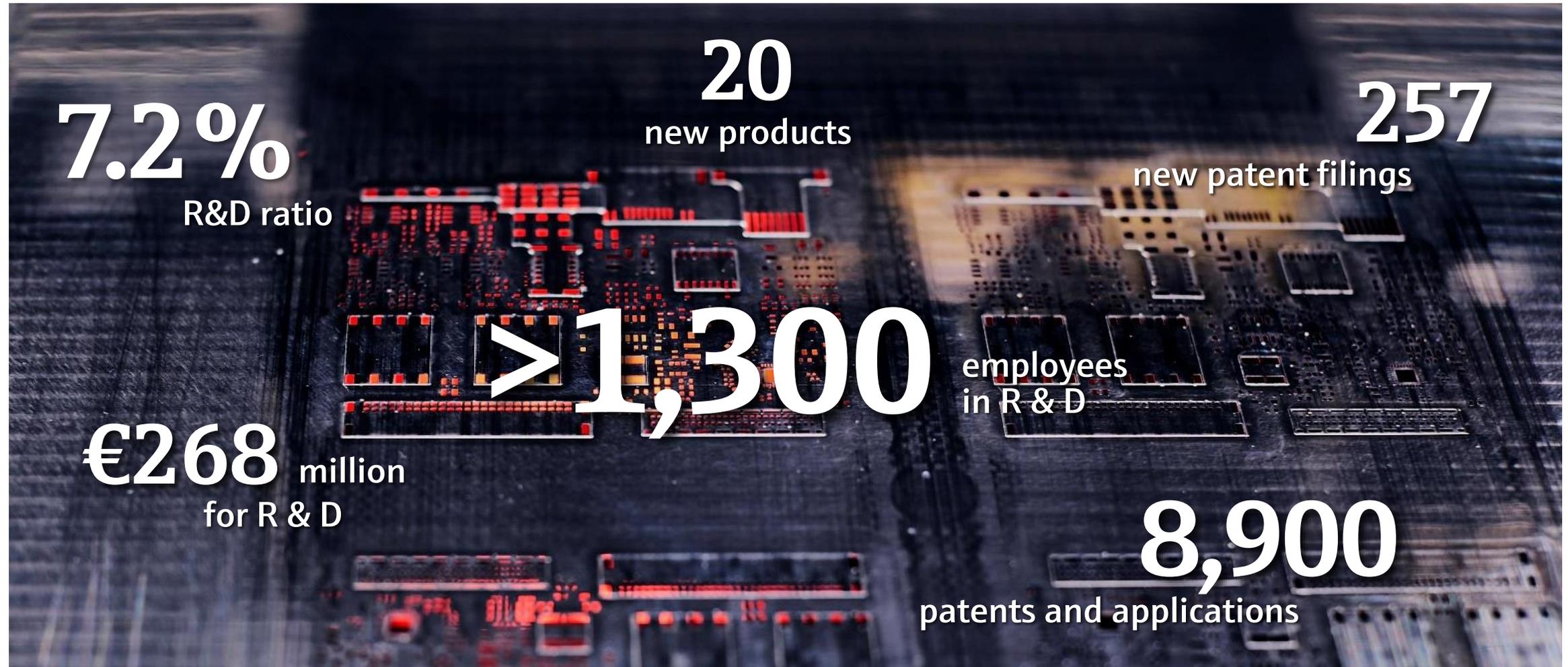
- Heartbeat Technology for diagnostics, verification and monitoring
- Netilion cloud-based IIoT ecosystem for digital services

>64 mil.

digital twins of devices in our
common equipment record



Innovation in figures 2023



Industry expertise + application knowledge

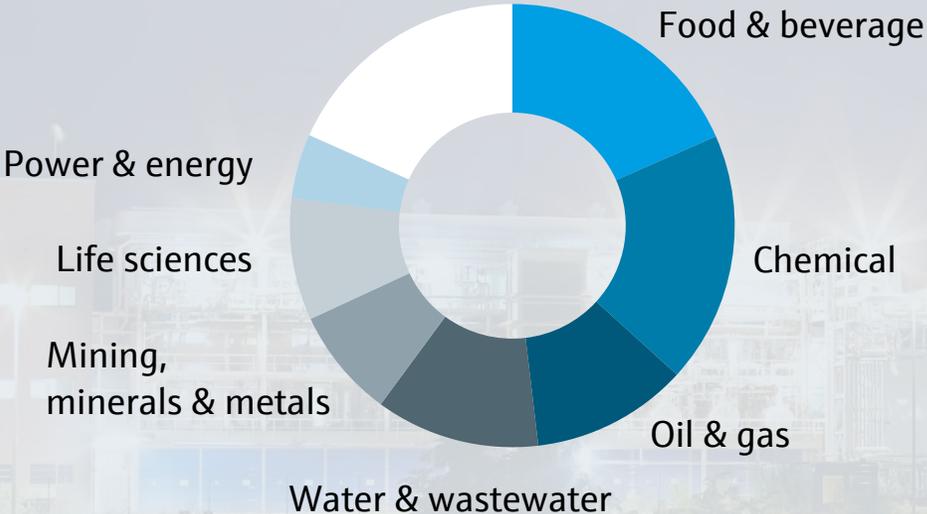
Our customers benefit from our experience when solving their challenges



Strategic focus on industries

Our business by industry

Our offer covers a wide range of requirements and needs



Food & beverage industry



The value for our customers

- Ensuring food safety
- Increased efficiency in production
- Higher quality through inline measurements

2.0 bil.

more people will need to be fed in 2050

Chemical industry

The value for our customers

- Efficient process control
- Increased plant availability
- Ensuring plant safety

>200 mil. tonnes
of fertilizers will be in demand
globally in 2026 (estimate)



Water & wastewater industry

The value for our customers

- Safeguarding water quality
- Energy-efficient wastewater treatment
- Smart water network management

>771 mil. people
today do not have adequate access
to clean drinking water



Oil & gas industry

The value for our customers

- Improved plant availability
- Better process control
- Increased plant safety

57%

of the world's energy needs
are met with oil and gas



Life sciences industry

The value for our customers

- Faster time to market through standardization and data consistency
- Enhanced control of biotechnological processes

10–15 years

it takes on average to bring a new active ingredient to market



Mining, minerals & metals industry

The value for our customers

- Higher yield, more efficiency
- Monitoring of critical processes
- Transparency in complying with environmental regulations

35

different minerals and metals are used in modern electrical devices



Power & energy industry

The value for our customers

- Maximum plant availability
- Reliable process control
- Increased economic efficiency

–68%

in spare parts inventory due to
optimized installed base



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

Visit us at www.endress.com

