

# The Endress+Hauser Group

## Your partner for process improvement

### 2023 key figures

- Net sales: 3.719 billion euros
- Net income: 409 million euros
- Equity ratio: 55%
- Employees: 16.532

### Company structure

- Swiss-based family company, founded in 1953
- 131 companies in 54 countries, overseen by a holding company in Reinach, Switzerland
- Sales and support in more than 125 countries
- Production in Brazil, China, the Czech Republic, France, Germany, India, Italy, Japan, Switzerland, the United Kingdom and the United States

### Business areas

- Process automation: products, services and solutions for flow, level, pressure and temperature measurement, process analysis and data management
- Laboratory automation: analytical instruments and bioanalytical systems (under the Analytik Jena brand)

### Core industries

- Chemical
- Food & beverage
- Life sciences
- Mining, minerals & metal
- Oil & gas
- Power & energy
- Water & wastewater



CEO Dr Peter Selders



Endress+Hauser's head offices in Reinach, Switzerland

For more than 70 years, Endress+Hauser has been a reliable partner for customers around the world in improving their processes. We support our customers in major tasks such as digitalization or decarbonization and contribute to people's health, nutrition and well-being.

We provide our customers with the most comprehensive offering in the industry and efficient solutions for digitalizing their plants. Thanks to valuable insights into their processes, our customers can make better decisions. We bring a lot of industry expertise and deep application knowledge to our work. Our customers benefit from this experience when tackling their challenges. As a family-owned company, we also stand for longevity and stability. That's why our customers can always rely on us – today and tomorrow.

### Global network

We maintain a close presence to our customers worldwide. With our own sales centers, plus select representatives, we guarantee competent support around the globe. Product centers on four continents and an efficient supplier and logistics network ensure fast and flexible delivery to our customers, wherever they are located.



In the search for solutions, the customers' needs come first.

## Success in the third generation

Endress+Hauser was founded in 1953 by Swiss engineer Georg H Endress and German banker Ludwig Hauser. The Endress family, the sole shareholder since 1975, plays an influential role in the company's development to this day. Now in the third generation, it has a stated objective: Endress+Hauser shall remain a successful family company.

As a family-owned company we act responsibly. We treat our customers, employees and shareholders as partners. Internal and external cooperation is influenced by a strong corporate culture set down in the Spirit of Endress+Hauser. This culture helps us attract and establish long-term bonds with the best employees around the world.

### Sustainable development

For us, profit is not the ultimate aim, but the result of good management. We place a high value on being financially solid. The bulk of our earnings is reinvested in the company to ensure our continued success and independence.

## 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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