

# 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

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### 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

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**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

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**SBTi**

joined in 2023

Sustainability reporting since  
**2014**

**71**

points –  
gold level in the EcoVadis audit

**Net-zero CO<sub>2</sub>**  
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

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**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

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## **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

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The Endress family in 2019



Steven Endress, Sandra Genge and  
Dr Klaus Endress



# The Endress+Hauser brand values

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## **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

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# Our Strategy 2027+





# The Executive Board



# 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

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## 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

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### 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

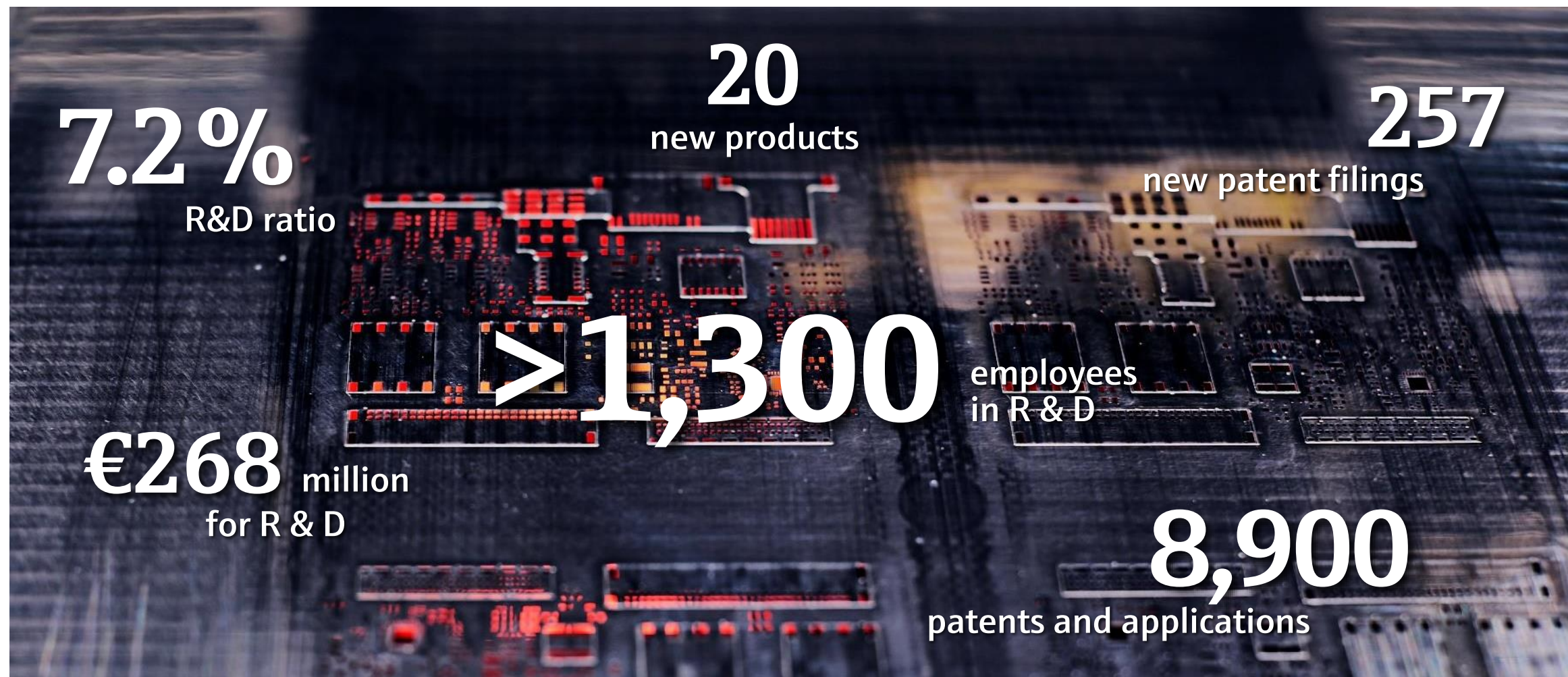
>64 mil.

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

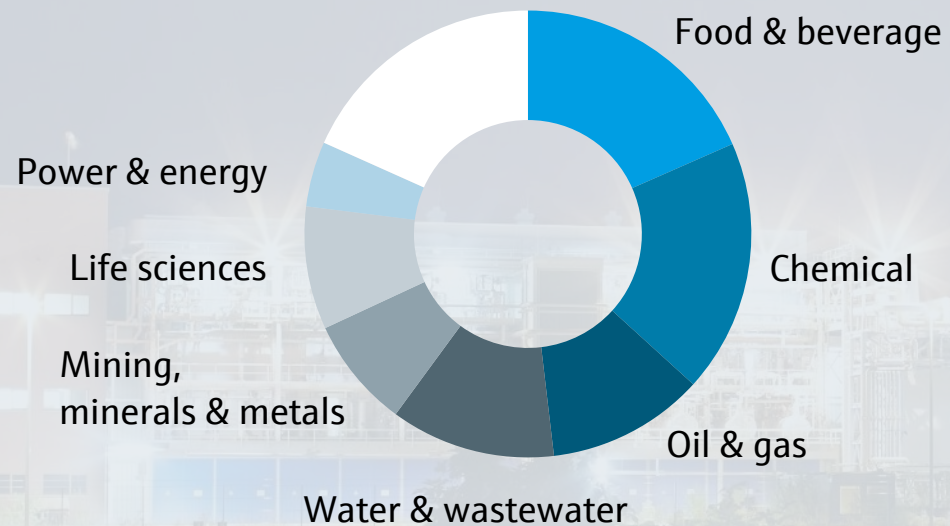




# Strategic focus on industries

## 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](http://www.endress.com)

