

The Endress+Hauser Group

Company Profile

- A Swiss-based family company, founded in 1953
- 6,294 employees (as of late 2004)
- Turnover in 2004: 784.5 million Euro



Klaus Endress, CEO of the Endress+Hauser Group

Company Structure

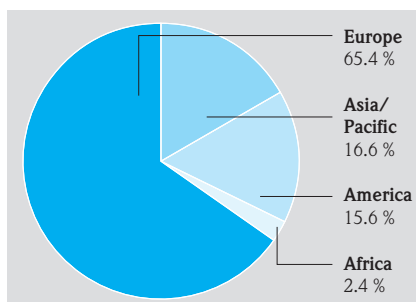
- A network of 71 companies in 37 countries
- Production facilities in Switzerland, Germany, France, Great Britain, Italy, China, Japan, India and the USA
- Managed and coordinated through a holding company in Reinach (Switzerland)

Areas of Activity

- Sensors, devices, systems and services for level, flow, pressure and temperature measurement and for liquid analysis
- Measurement recording
- Connection of field devices to control systems via data bus
- Automation technology and logistic solutions

Target Markets

- Industries
Chemicals/petrochemicals, pharmaceuticals, food processing, water/wastewater, base materials, energy, oil and gas, paper/chemical pulp
- Turnover by region



The new headquarters of the Endress+Hauser Group in Reinach (from late 2006).

Your Worldwide Partner for Measurement Technology and Automation Solutions

The Endress+Hauser success story began literally in a back office. The company started operating in 1953 as a sales office for level transmitters (measuring devices). Today the company is renowned worldwide for its wide range of measuring devices and automation solutions for process industries.

The Endress+Hauser Group is characterised by flexible business units and a flat organisational structure. «Product Centers» pool know-how from research, development, production, marketing and logistics relevant to their areas of work. «Sales Centers» and independent agents guarantee sales and service in every country around the world. The products set standards with regard to reliability, availability, quality and technology. Customers use these products to optimise engineering processes with regard to cost effectiveness, safety and environmental protection.

Endress+Hauser was founded in 1953 in Lörrach (Germany) by the Swiss Georg H. Endress and the German Ludwig Hauser. The company has been owned exclusively by the Endress family since 1975. In 1995 Klaus Endress took over the management of the company from his father. Over the past 51 years Endress+Hauser has evolved from a regional specialist for level measurement to a global provider of complete solutions

for industrial measurement technology and automation.

Endress+Hauser began breaking into new markets at an early stage – an indication of its closeness to the customer in both the literal and figurative sense. The customers' needs consistently serve as the starting point for revolutionary new solutions and innovations. More than 8 percent of turnover is invested in research and development. Endress+Hauser works closely with many colleges and research institutes in order to broaden its own knowledge base. The company has always promoted extensive training and advanced training.

Endress+Hauser's financial results attest to its solid management of its earnings. For Klaus Endress "profit is not the objective, but rather the result of good economic management". His strategy is based on lasting, self-sustained growth with an equity ratio of well over 45 percent. Profits are invested back into the company. This too ensures success and independence in the short- and long-term.



Company founder, Georg H. Endress

Endress+Hauser 

People for Process Automation

Your Worldwide Partner for Measurement Technology and Automation Solutions

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.

Organisation

We believe in autonomy and decentralisation, but centralise a few core values.

Leadership

We encourage our employees to take responsibility for their actions. We manage by open communication, agree goals and evaluate our success.

Quality

We strive to set examples in the quality of 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 in which ideas and progress can be cultivated. We encourage our employees to be innovative.

Profit

We recognise profitability as the driving force of our corporation.

The Key to Our Success

Endress+Hauser's field staff don't just sell devices. They know precisely the needs of their customers and the particularities of the industry. Equipped with this knowledge, they work as true application consultants to help find tailor-made solutions for every application. In doing so, they are always open to learning new information from the customer.

Endress+Hauser is characterised by its consistent focus on market demands. This focus also shapes the development of new products, solutions and services and subsequently their continual improvement. In addition, closeness to the customer continually provides the crucial impetus for revolutionary innovations which will be successful in the marketplace. In 2004 the company applied for new patents for 168 developments, a record compared to the past 50 years or more. Endress+Hauser currently has 3,000 "live" patents to its name.



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

Endress+Hauser invests a good eight percent of its annual turnover in research and development. The result is that more than 40 percent of its turnover is achieved through products which have been in existence for no more than three years. The sustained economic success of the company is therefore secured through innovation.

Putting People First

Endress+Hauser's employees are at the heart of the company's success. Their knowledge, skills, ingenuity, hard work and commitment have made the company what it is. They epitomise all the values which the Endress+Hauser name stands for.

As a family company, Endress+Hauser provides an environment in which people come first, and this applies to its employees too. Employees are given plenty of scope for self-development in addition to generous opportunities for further training. Endress+Hauser encourages employees to change workplace within the group, even at international level. Events and employment anniversaries are celebrated together, resulting in higher staff morale and an increased

sense of belonging. There are staff restaurants at each of the larger locations.

Today, more than 6,000 people work for Endress+Hauser worldwide. They are each committed on a daily basis to their customers, colleagues and their company. The brand promise therefore reflects the enormous trust which the company places in its employees. "People for Process Automation" truly is what Endress+Hauser is all about.

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