

Annual media conference 2020

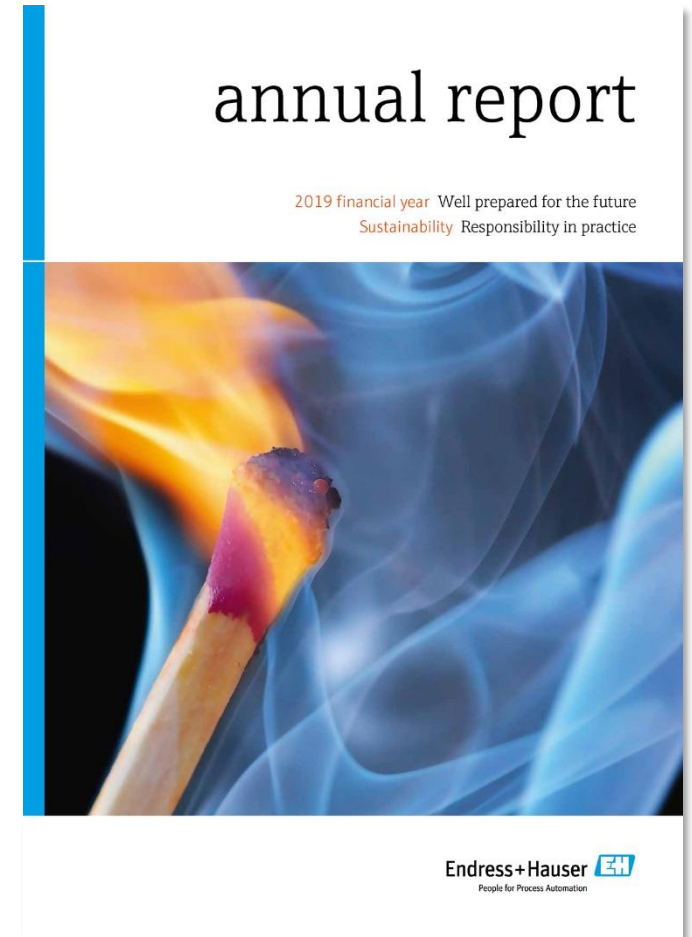
Facts and figures 2019

Dr Luc Schultheiss, Chief Financial Officer





















Annual report 2019

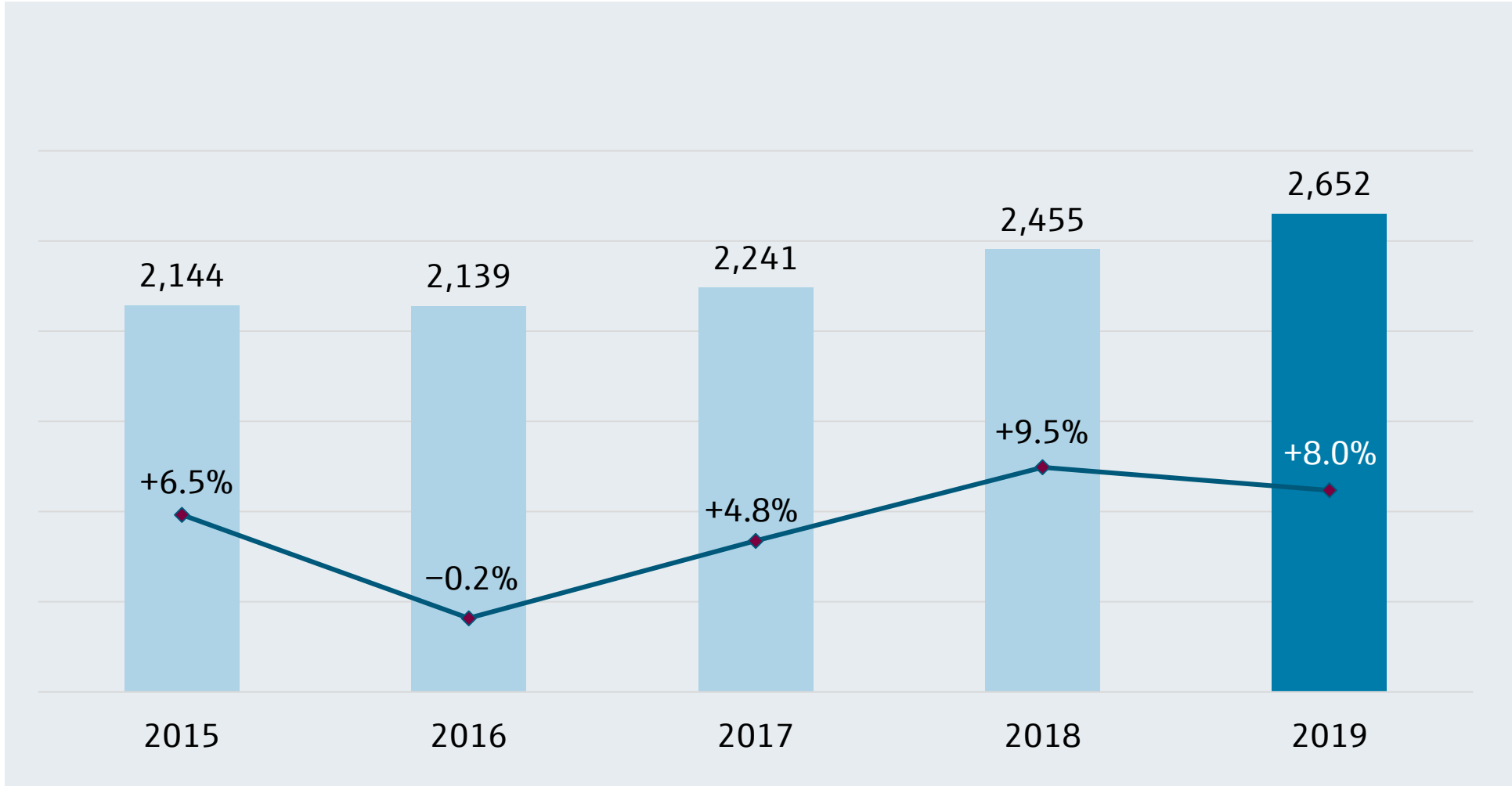
- as per International Financial Reporting Standards (IFRS)
- in EUR



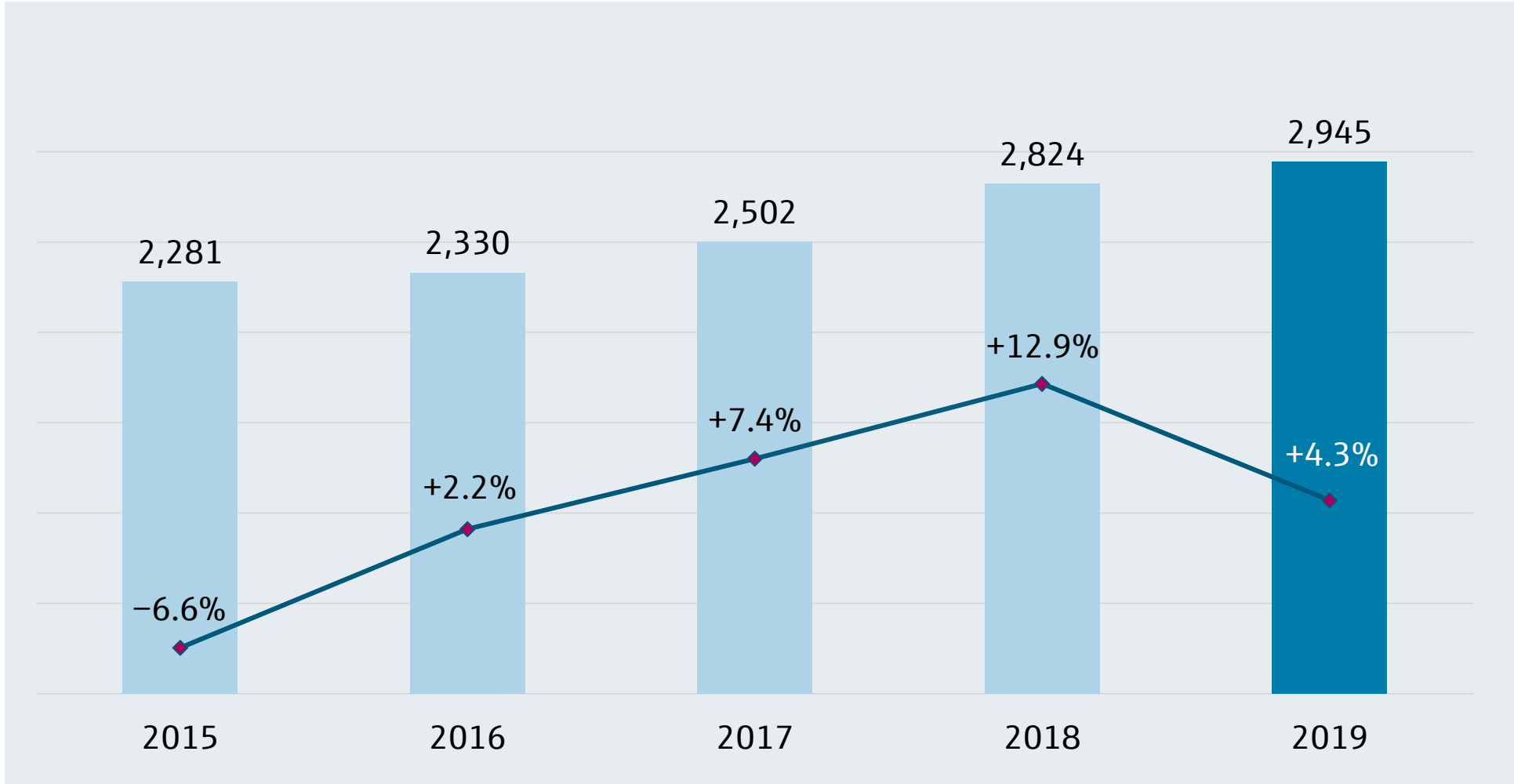
Development of exchange rates versus EUR

	2019 Spot/Balance	2019 Average/P&L
CHF		
USD		
CNY		
JPY		
INR		
BRL		
GBP		
CAD		
RUB		

Net sales 2015 – 2019 (EUR in millions)



Net sales 2015 – 2019 (CHF in millions)



Net sales by region

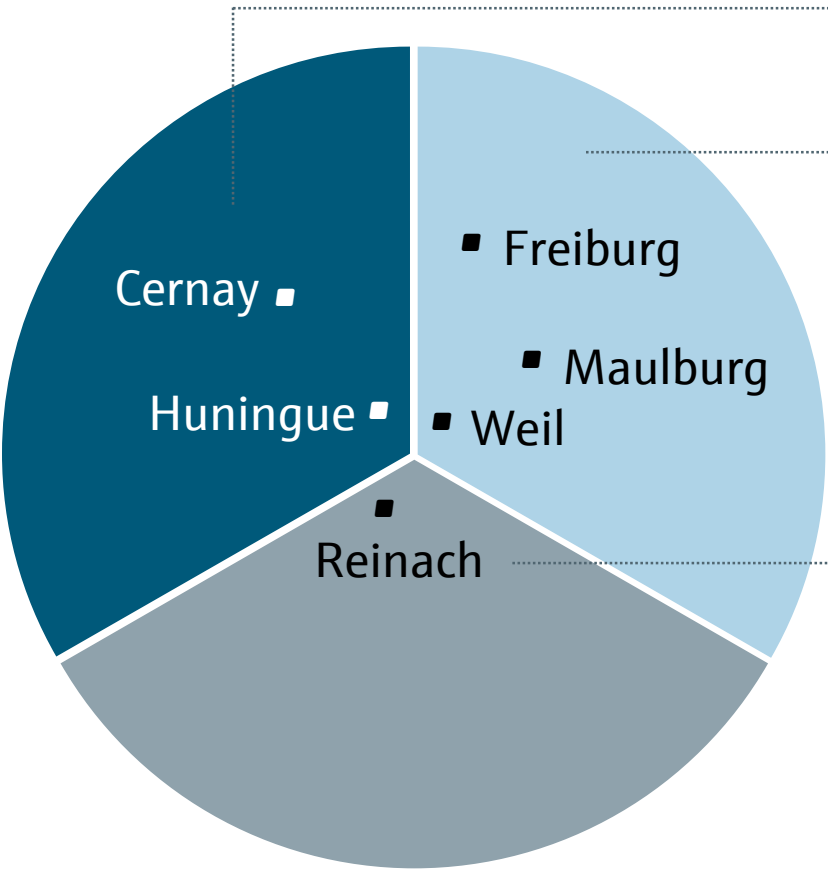
EUR in millions	2019	2018	Change
Net sales	2,652	2,445	8.0%
Europe	1,182	1,124	5.2%
Asia-Pacific	772	660	17.0%
Americas	588	555	6.0%
Africa, Middle East	110	116	-5.6%

Employees by region

as per 31 December	2019	2018	Change
Group	14,328	13,928	+400
			+2.9%
Europe	9,950	9,700	+250
of which are Basel region	5,048	4,857	+191
Asia-Pacific	2,429	2,315	+114
Americas	1,645	1,606	+39
Africa, Middle East	304	307	-3

Companies and employees in the Basel region

31 Dec 2019 vs 31 Dec 2018



Total 5,048 **+191**

France (Total 608) **+3**

Endress+Hauser Flow, Cernay (447) -3

Endress+Hauser France, Huningue (161) +6

Germany (Total 2,566) **+108**

Endress+Hauser Level+Pressure, Maulburg (1,843) +74

Endress+Hauser InfoServe, Freiburg (140) +8

Endress+Hauser InfoServe, Weil (171) -3

Endress+Hauser Germany, Weil (273) -13

Endress+Hauser Logistics, Weil (29) -17

Endress+Hauser Group Services, Weil (77) +52

Endress+Hauser Digital Solutions, Freiburg (22) +7

Jobst Technologies, Freiburg (11) +0

Switzerland (Total 1,874) **+80**

Endress+Hauser Flow, Reinach (1,318) +78

True Dyne Sensors, Reinach (9) -2

Endress+Hauser Switzerland, Reinach (106) +0

Endress+Hauser Digital Solutions, Reinach (161) -5

Endress+Hauser International, Reinach (74) +4

Analytik Jena, Reinach (4) -1

Endress+Hauser Group Services/Endress+Hauser Management, Reinach (202) +6

Profit & loss statement – key ratios

EUR in millions	2019	2018	Change
Net sales	2,652	2,455	8.0%
Operating expenses	2,342	2,176	7.6%
of which			
Purchased goods and services	727	674	7.9%
Personnel expenses	1,015	958	6.0%
Depreciation and amortization	140	103	36.1%
Other operating expenses	460	442	4.1%

Profit & loss statement – key ratios

EUR in millions	2019	2018	Change
Net sales	2,652	2,455	80%
Operating expenses	2,342	2,176	7.6%
Operating profit (EBIT)	343	331	3.9%
Net financial result	3.5	−15.3	122.6%
of which			
Interest result	−0.3	0.6	−140.5%
Net foreign exchange gains / losses	−16.9	−12.9	−31.0%
Result from financial assets	20.6	−3.0	791.9%

Profit & loss statement – key ratios

EUR in millions	2019	2018	Change
Operating profit (EBIT)	343	331	3.9%
Net financial result	3.5	–15.3	–122.6%
Result from associated companies	0.0	0.4	–100.0%
Profit before taxes (EBT)	347	316	9.9%
Return on sales (ROS)	13.1%	12.9%	0.2 pts.
Productivity	1.34	1.34	–
Net income	266	233	14.3%
Effective tax rate	23.4%	26.4%	–3.0 pts.

Balance statement – key ratios

EUR in millions	2019	2018	Change
Total assets	3,025	2,913	3.8%
Non-current assets	1,380	1,269	8.8%
of which tangible fixed assets	1,016	856	18.6%
Current assets	1,645	1,644	0.0%
of which			
Inventories	376	360	4.4%
Trade accounts receivable	477	438	9.0%
Short-term financial assets	275	214	28.5%
Cash and cash equivalents	421	538	–21.7%

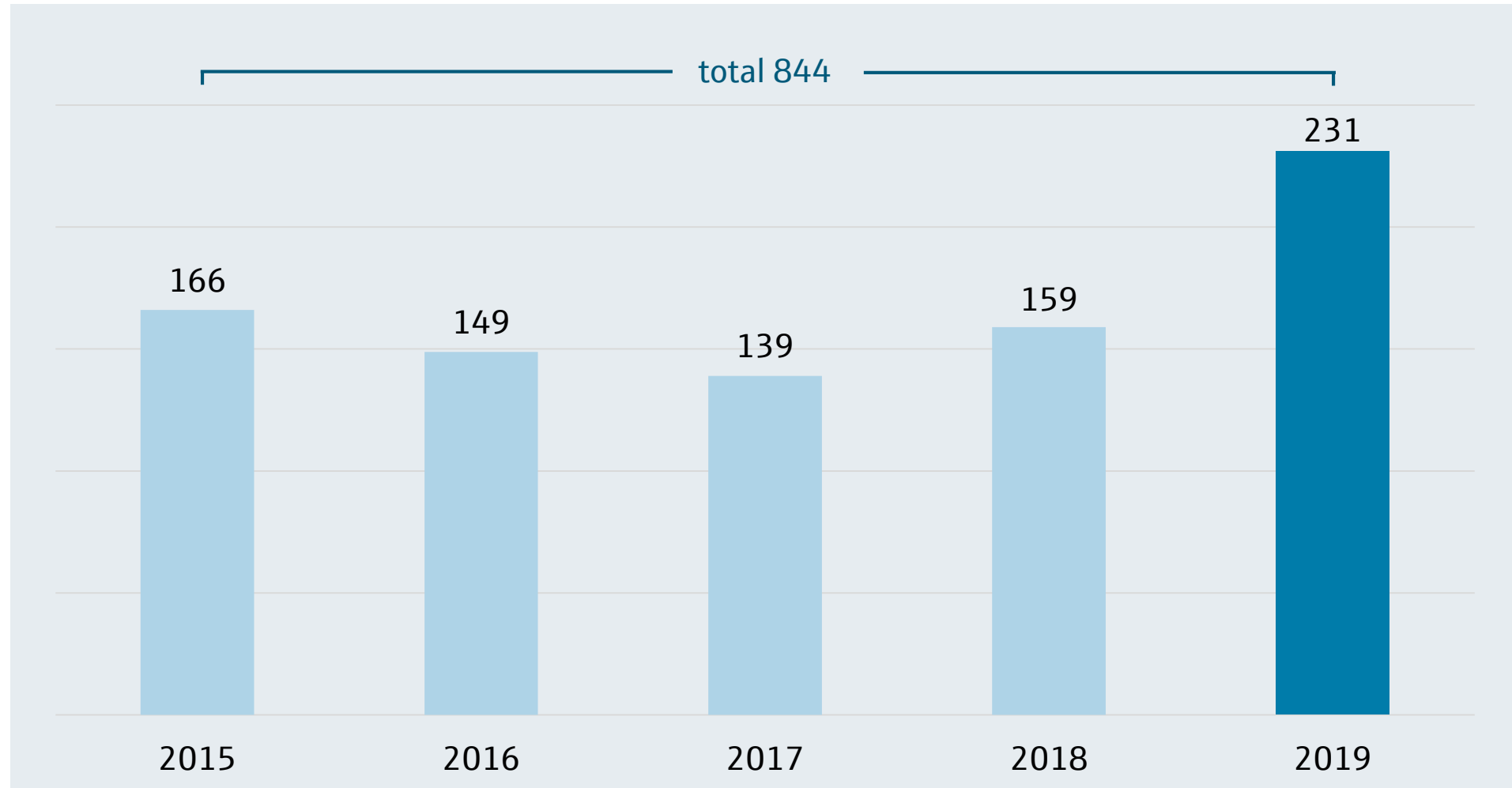
Balance statement – key ratios

EUR in millions	2019	2018	Change
Total assets	3,025	2,913	3.8%
Equity	2,286	2,067	10.6%
Equity ratio	75.6%	71.0%	4.6 pts.
Liabilities	739	846	–12.6%
of which			
Loans from banks	3	5	–36.6%
Leasing	58	7	681.7%
Retirement benefit obligations	154	307	49.9%
Other employee benefit liabilities	124	129	3.8%

Research & development, capital expenditures

EUR in millions	2019	2018	Change
Research and development	202	184	9.7%
as % of net sales	7.6%	7.5%	0.1 pts.
Capital expenditures	231	159	45.8%
Depreciation and amortization	140	103	36.1%

Capital expenditures 2015 – 2019 (EUR in millions)



Capital expenditures in the Basel region

EUR in millions	2019	Budget 2020
France	27.4	19.3
Endress+Hauser Flow, Cernay	20.1	16.1
Endress+Hauser France, Huningue	7.3	3.2
Germany	56.0	47.0
Endress+Hauser Level+Pressure, Maulburg	44.1	36.0
Endress+Hauser InfoServe, Weil and Freiburg	3.2	3.9
Endress+Hauser Germany, Weil	7.7	6.7
Others	0.9	0.4
Switzerland	57.1	61.5
Endress+Hauser Flow, Reinach	54.0	59.2
Endress+Hauser Digital Solutions, Reinach	0.4	0.2
Others	2.6	2.1