

Process technology: SICK and Endress+Hauser sign strategic partnership

Companies to combine their process automation offerings at the turn of the year and establish a joint venture

German sensor company SICK and the Swiss measurement and automation technology specialist Endress+Hauser have agreed on a strategic partnership. Endress+Hauser will take over worldwide sales and service of SICK's process analyzers and gas flowmeters, with a joint venture to be established for their production and further development. The aim of the partnership is to provide customers with even better support in increasing their efficiency and sustainability.

SICK and Endress+Hauser signed a joint memorandum of understanding for a strategic partnership in October 2023. Since then, the project has been examined and plans for implementing the cooperation have been drawn up. Following approval by the respective supervisory bodies, representatives of both companies have now signed a corresponding agreement. The closing of the transaction is planned for the turn of the year 2024/2025 and is subject to approval by antitrust authorities.

Endress+Hauser takes over worldwide sales and service

As a key aspect of the strategic partnership, Endress+Hauser will take over sales and service for process analysis and gas flow measurement technology completely. Around 800 specialized sales and service employees in 42 countries will transfer from SICK to Endress+Hauser. Customers will benefit by receiving more products from a single source. The global Endress+Hauser sales network will enable additional customers to be acquired, more industries to be reached and new applications to be developed.

Joint venture for development and production

From 2025, the production and further development of process analyzers and gas flowmeters will be the responsibility of a joint venture in which each partner will hold a 50 percent stake. It will employ about 730 people at several locations in Germany. The joint venture will work closely with Endress+Hauser's competence centers to drive product innovations forward efficiently.

Complementary offerings for process automation

The two companies' offerings in process technology complement each other perfectly. SICK's products are currently used in particular in waste incineration plants, power, steel and cement plants, in the oil and gas industry, in chemical and petrochemical plants and in shipbuilding, for example for analyzing emissions in flue gas cleaning or for measuring the flow of natural gas and hydrogen.

Focus on mutual benefit

"This strategic partnership opens up opportunities for growth and development for SICK and Endress+Hauser. We are taking this path because by collaborating and networking we can achieve more together in a reasonable amount of time than either side could on its own – all this for the benefit of our customers, employees and both companies," says Dr Peter Selders, CEO of the Endress+Hauser Group.

Driving forward sustainable transformation

“Our aspiration is to drive the sustainable transformation of the process industry and to support our customers in leveraging the opportunities presented by decarbonization. That is why SICK and Endress+Hauser are combining their technological and market expertise. In the interest of our customers and employees, we look forward to the strategic partnership and to shape the future of process automation together,” says Dr. Mats Gökstorp, Chairman of the Executive Board at SICK AG.

Strategic partners with many things in common

Both companies see the sustainable transformation as a business opportunity. Together, they want to provide even better support to customers in important areas such as energy and resource efficiency and climate and environmental protection as well as assisting with the decarbonization of their production processes. SICK and Endress+Hauser have worked together frequently on an order, project and customer basis. The two family-owned companies also share a long-term corporate approach.

Focusing on people

Endress+Hauser and SICK are committed to maintaining attractive working conditions for all employees. “We look forward to welcoming the new colleagues with their valuable expertise to the Endress+Hauser team. The planned transition will be carefully prepared so that we can continue to grow together from day one,” says Peter Selders.

Factory and logistics automation business not affected

SICK is one of the world’s leading solution providers for sensor-based applications in the industrial sector. With 60 subsidiaries and shareholdings as well as numerous agencies, SICK maintains a presence around the globe. The company has over 12,000 employees worldwide and generated consolidated sales of 2.3 billion euros in the 2023 financial year. The core business of factory and logistics automation, which accounts for more than 80 percent of sales, will not be affected by the partnership.

Seamless continuation of the business

Both sides are currently working with high priority to ensure a seamless transition of the business at the turn of the year. Until the closing, SICK and Endress+Hauser will continue to support their process automation customers independently.



EH_goekstorp_selders.jpg © Endress+Hauser

Dr Mats Gökstorp (left), chairman of the executive board at SICK AG, and Dr Peter Selders, CEO of the Endress+Hauser Group.



EH_peter_selders.jpg © Endress+Hauser

Dr Peter Selders, CEO of the Endress+Hauser Group with headquarters in Reinach, Switzerland.



EH_mats_goekstorp.jpg © SICK AG

Dr Mats Gökstorp, chairman of the executive board at SICK AG with headquarters in Waldkirch, Germany.



EH_sustainable_transformation.jpg © Endress+Hauser

Process instrumentation plays a pivotal role in energy and resource efficiency, as well as in protecting the climate and environment.

The Endress+Hauser Group

Endress+Hauser is a global leader in measurement and automation technology for process and laboratory applications. The family company, headquartered in Reinach, Switzerland, achieved net sales of more than 3.7 billion euros in 2023 with a total workforce of almost 17,000.

Endress+Hauser devices, solutions and services are at home in many industries. Customers thus use them to gain valuable knowledge from their applications. This enables them to improve their products, work economically and at the same time protect people and the environment.

Endress+Hauser is a reliable partner worldwide. Its own sales companies in more than 50 countries as well as representatives in another 70 countries ensure competent support. Production facilities on four continents manufacture quickly and flexibly to the highest quality standards.

Endress+Hauser was founded in 1953 by Georg H Endress and Ludwig Hauser. Ever since, the company has been pushing ahead with the development and use of innovative technologies, now helping to shape the industry's digital transformation. 8,900 patents and applications protect the Group's intellectual property.

For further information, please visit www.endress.com/media-center or www.endress.com

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