

**We
make
ideas
flow.**

**We speak
your language –
fluently.**

/ Because we listen. / We are experts when it comes to making things flow. But there is one exception to this: The story you tell us stays with us. We accept your fluid challenge, irrespective of whether you want to measure, control, mix, dose or filter gases and liquids. Starting out, we focus on the perfect fluid technology, regardless of your industry.

/ We learn from you every day. / And think outside the box. When it comes to working with liquids and gases, Bürkert has become a sought-after partner all over the world. Why? Probably because we have been learning for and from our customers for more than 70 years now. This enables us to always think that crucial step ahead – or even sideways. Therefore, development and production experts work side by side at each Systemhaus – right from the start. This culture of openness is the basis for our claim to be one step ahead of others in the market. And it results in us being a holistically thinking system solution provider, committed consultant and – last but not least – manufacturer of cutting-edge products.

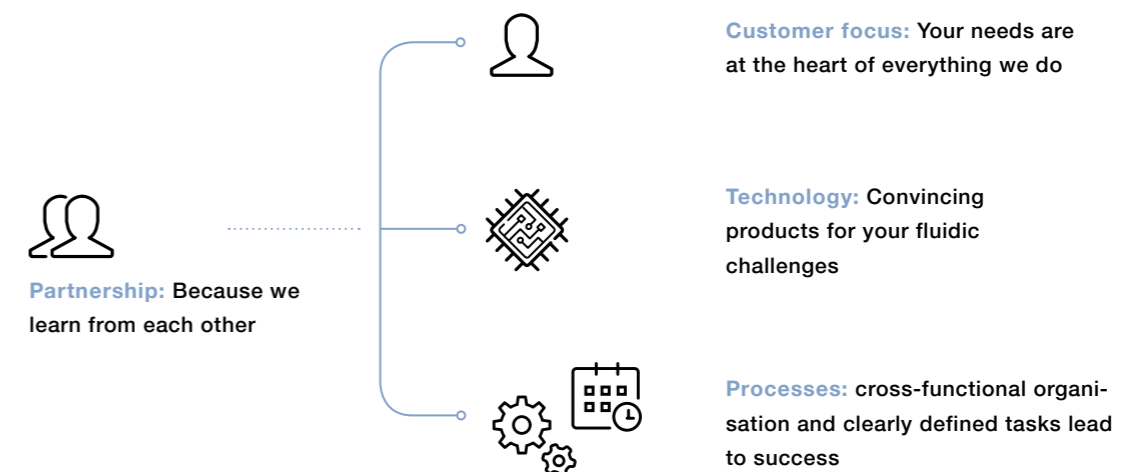
/ How do we make ideas flow? / Working with fluids keeps us moving. We always combine and apply our knowledge in different ways – within technologies and products that will inspire you. This is how we move hand-in-hand to a new level of success.

Partnership / As your partner, we want to inspire you over and over again – by acting authentically, filling our values with life and making a positive impact through technical performance. By listening to everything you say and understanding you. In short: It should be enjoyable to work with us, as we enjoy the work we do.

Customer focus / You and your needs are at the centre of everything that we do. To create individual added value for you, we combine exceptional expertise with a deep understanding of the user.

Technology / In terms of technology and quality, we want to be your leading provider in the fluidics sector. We therefore continuously invest in products and technologies – from our perspective the best way to convince and inspire you over and over again.

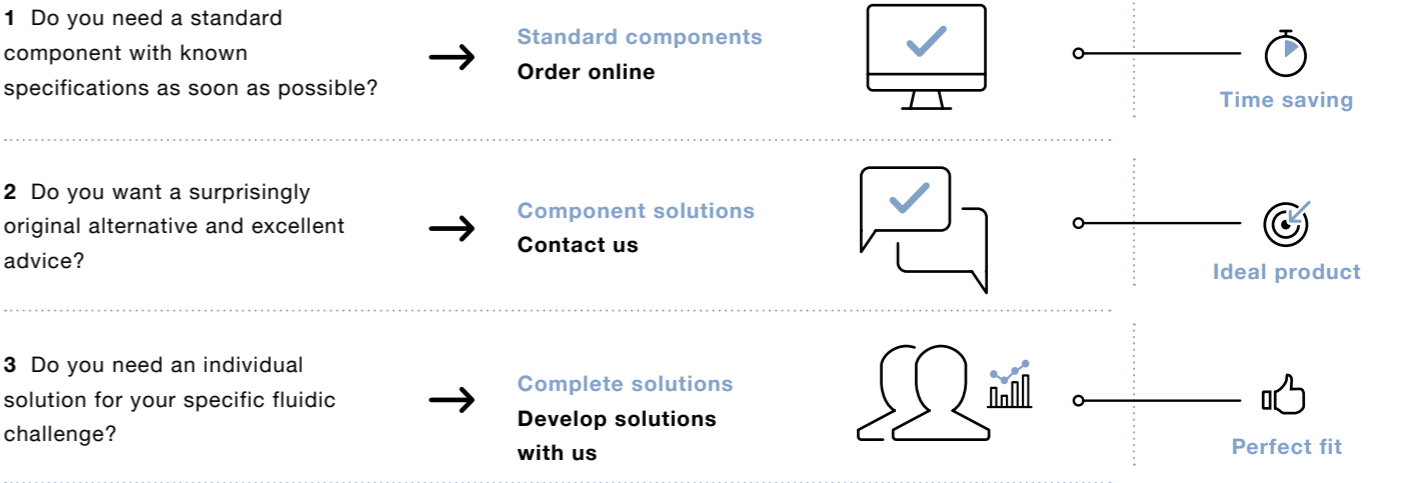
Processes / Inspiring results require a well thought-out organisation. We therefore complete a sequence of tasks – a process. Our flexible approach relies on a cross-functional organisation – with very few interfaces and effective goal orientation. As a result, we never lose sight of one thing: your satisfaction.





/ Three ways to your solution / At Bürkert, speaking your language also means that you do not have to spend hours explaining everything to us. Rather, you always get what you want: quickly in our eShop, well advised by our outside sales staff or individually in a team with Bürkert experts.

- 1 Direct ordering: in the online shop and by phone /** Choose from around 7,500 products that you can order by telephone or on our website. And you will not waste any of your valuable time, as the eShop is as user friendly as it can possibly be – thanks to tools such as a free text search, feature filtering and compact product information.
- 2 Personal advice: from our outside sales staff /** With more than 30,000 products, the chances of finding the right one are pretty high. Our sales team will often show you solutions that you have not even considered before. Excellent advice allows you to find the right product for your application from our wide range.
- 3 Joint development: expert solutions /** To ensure everything flows right for you even in special cases, we develop systematic solutions together with you. We do not start from scratch each time, but meet your needs using existing components and preconfigured platforms. For you, this means: an individual, maximum performance system solution with a short time to market.



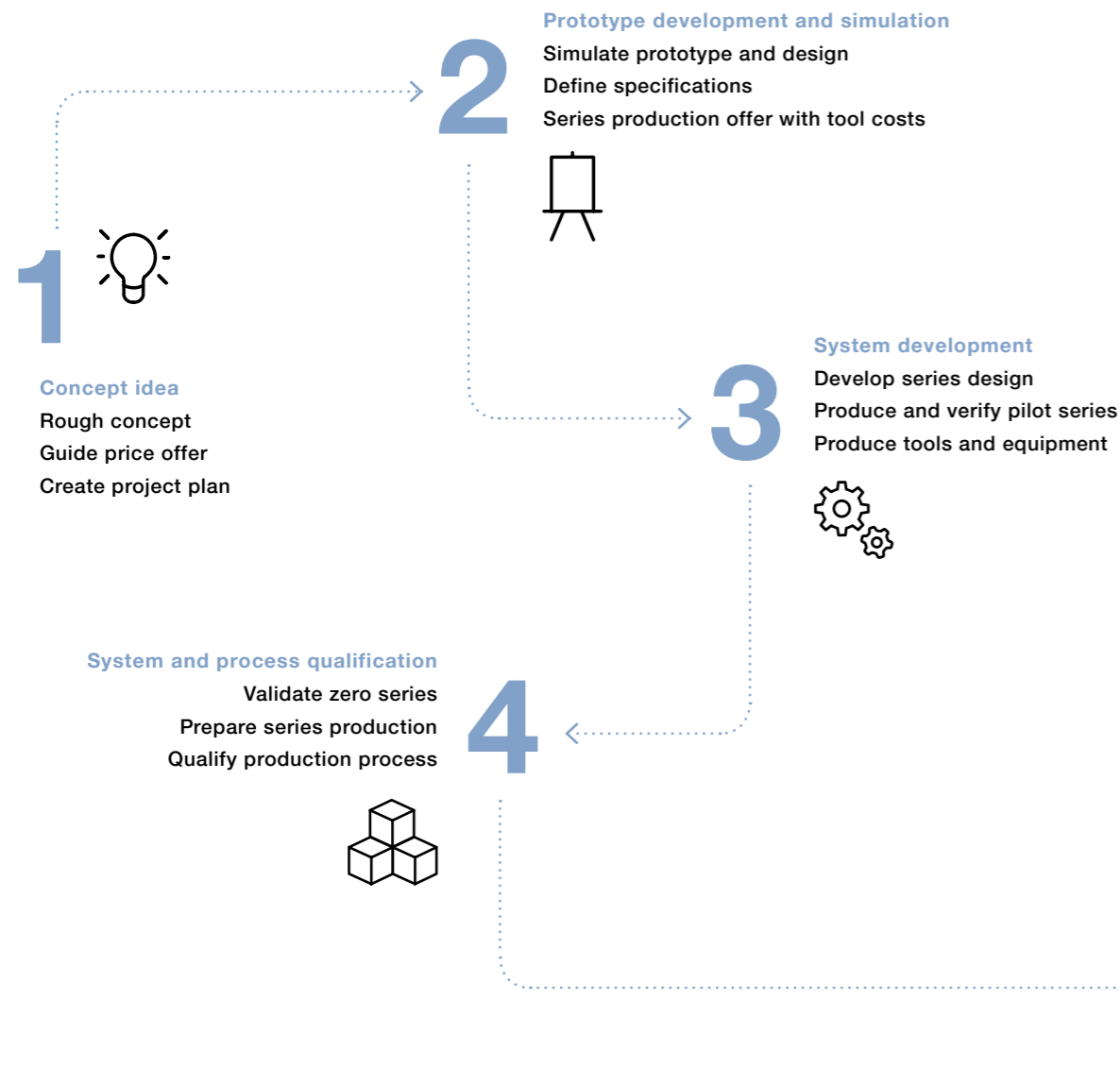
Ideas need space to develop: the Bürkert Systemhaus.

/ Customised solutions: Isn't that what everyone sells? / But do they have a track record of being creative, fast, reliable, integrated and economical? Sounds like it's out of this world. It might be: In a network of five Systemhaus organisations in Germany, China and the US, we work with you on individual, tailor-made solutions – as if we were in a world of our own.

Each Systemhaus around the globe offers the organisational and spatial framework to work with you in order to advance holistic system solutions and individual process optimisations. Well-rehearsed project teams of experienced sales consultants, qualified industry specialists and dedicated engineers work closely with you to develop efficient, reliable and tailor-made results from the initial idea to system implementation.



/ Step by step to your individual system solution / It is our goal to implement your idea with measurable added value. A structured and transparent process forms the basis of this. From the initial idea to on-site start-up, we never lose sight of your special requirements.



/ Systematic success / To ensure your projects go to plan, we think on our feet – and sometimes ahead. Because whoever makes your ideas flow should do so consistently until they are ready for the market.

One for all / At Bürkert, you will find all the expertise you need under one roof. This allows us to respond quickly and flexibly to your demands. For you as a system customer, we are not only developers of fluidic solutions, but also experts in numerous other fields. For example, in mechanical manufacturing, plastics technology and software development.

Cooperative partnership / At Bürkert, you will work directly and in an interdisciplinary manner with teams of experts from various specialist areas – from the first idea through development and initial tests to production. This saves valuable time. Above all, however, this partnership promotes results that meet all your requirements.

Ideal solution / In order to develop the right solution for your challenge within the shortest possible time, we draw on decades of application experience, a broad product portfolio and preconfigured platform solutions.

Ready for the market / By thinking outside the box we are able to bring your system to market quickly and fully. This is because our customer orientation does not end with individualised development, but also covers the associated production and logistics processes. As a result, you no longer need several subcontractors for one project – thereby saving interfaces and valuable time.

Creating fluid transitions with technology.

/ Intelligent networking: One platform – many possibilities /
When we talk about networking, we are not simply referring to the fact that we allow knowledge to flow across industries and in an interdisciplinary fashion. We also mean it in a quite practical sense. The best evidence of this is our Efficient Device Integration Platform: EDIP allows the integration of field devices up to the sensor and actuator level within an existing system. Our contribution to Industry 4.0 – but especially to optimising your processes.

EDIP has a modular design, which means that the devices can be individually adapted to your requirements. You benefit from short delivery times and a uniform interface for all products. Reduced parameterisation effort enables fast start-up. In addition, the intuitive user interface guarantees comfortable and simple operation. You can also simply transfer and save your device settings.

/ How does EDIP work? / The device platform EDIP standardises the interfaces of process devices as well as their operation and communication. This new platform is based on three pillars: communication, software and hardware.

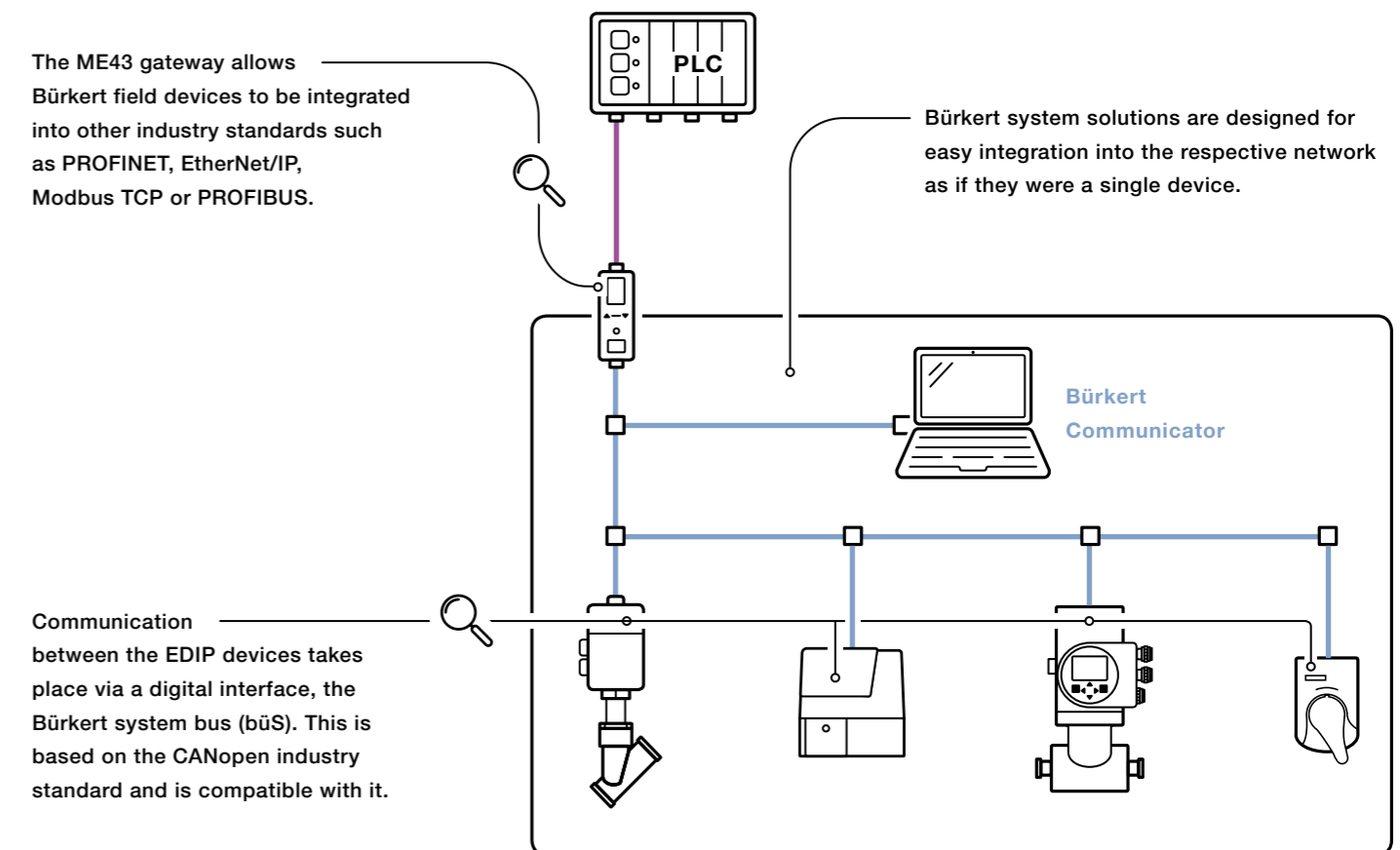
Communication / At the very heart of EDIP is a digital interface based on the industry standard CANopen: the Bürkert system bus. This concept requires no master. All the participants in a network have equal priority and the addresses are assigned automatically. The message recipient (consumer) monitors its information providers (producers) and reports an error if the information is not delivered.

Software / A key component of EDIP is the configuration software “Bürkert Communicator”. The program is used to configure, parameterise, diagnose and service all new Bürkert products. In addition to the basic configuration/parameterisation function, the software also includes a graphical view for displaying the process values. Settings configured with the

software can be saved, modified, printed and transferred to other devices. The graphical programming interface allows for implementation of any functions and control of customer-specific process sequences. Access to the network is possible during operation and there is also the option of connecting several devices at the same time.

Hardware / EDIP can be used to implement different modular hardware systems. This makes the device platform suitable for both compact and modular field devices. The modules can be combined according to customer requirements. A good example of this is the gateway module. Depending on the application requirements, further I/O modules can be added in order to integrate any number of sensors and actuators.

powered by
EDIP



5

Systemhaus facilities / Bürkert is a reliable partner for more than just the development and production of individual components. You can also rely on us as an experienced and trustworthy supplier when it comes to finding individual system solutions for a specific plant. With our highly qualified, motivated engineers and our outstanding production facilities, we can guarantee customer-specific system solutions that meet all your requirements.

2,800 +

employees / To be able to execute complex tasks and projects in their entirety, our process organisation is directed towards concentrating competence in all the areas concerned. This takes place with maximum flexibility while observing the necessary rules and regulations. In addition, our corporate culture promotes direct communication and effective cooperation within our project teams.

8.4%

R&D share

73%

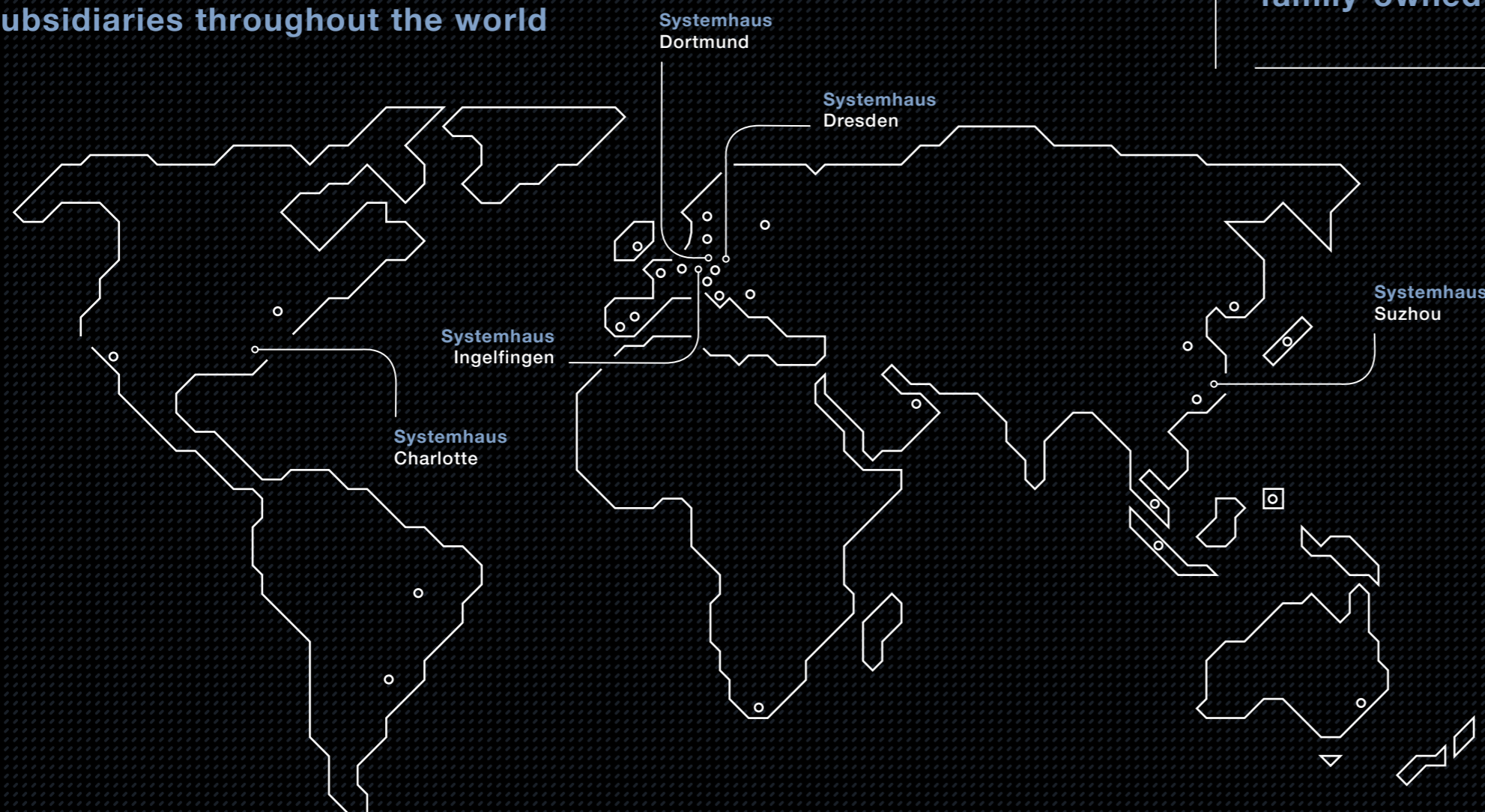
share of sales
outside Germany

100%




family-owned business

36

subsidiaries throughout the world



Objectives and measures

1 Financial Independence	→  Sound investments, growth
2 Technology and quality leadership	→  Continuous investment in innovative products and technologies
3 Experience the Bürkert culture	→  Investment in people, filling our culture with life

Competences

Level, flow, pressure, temperature, analysis, dosing, mixing, filtration, process automation

Industry

Fluid control systems: industrial measurement and control technology: systems for measuring, controlling and regulating gases and liquids from the individual valve, sensor or controller to complete automation solutions and fluid systems

5

production sites

4 in Germany, 1 in France

>100%

re-investment rate/year

