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REPORT **2022**  
**2022**

# THE WORLD OF HOYER IN FIGURES

The HOYER Group is one of the global market leaders in logistics, with comprehensive solutions to handle and transport liquid goods in the foodstuffs, gas, petroleum and chemical industries. We link continents by road, rail and sea, and bring goods safely to their destinations in tank containers, road tankers and Intermediate Bulk Containers (IBCs). With our portfolio along the whole supply chain, we ensure smooth processes in on-site and off-site logistics worldwide, and employ look-ahead fleet management to optimise equipment use. We design tomorrow's logistics.

# 1,528

## TURNOVER IN MILLION EUROS 2022

**71,561**  
EARNINGS  
BEFORE TAX (EBT)  
(TEUR)

**78,063**  
INVESTMENTS  
IN FIXED ASSETS  
(TEUR)

**75,771**  
EBIT (TEUR)

**161,644**  
EBITDA (TEUR)

### HOYER Group Equipment 2022

**52,404**  
IBCs

**2,729**  
ROAD TANKERS

**39,921**  
TANK CONTAINERS

**2,220**  
TRUCK UNITS

### Turnover by business units in per cent



**137,593**  
CASH FLOW FROM  
OPERATING ACTIVITIES  
(TEUR)

**466,194**  
EQUITY (TEUR)

**48.7**  
EQUITY RATIO (%)

**958,238**  
TOTAL ASSETS  
(TEUR)



**6,627**  
EMPLOYEES

**4.7**  
RETURN ON SALES  
(PRE-TAX) (%)

**11.7**  
RETURN ON CAPITAL  
EMPLOYED (ROCE) (%)

### Business Units

On 1 January 2022, HOYER implemented an organisational structure that is market and customer oriented. The Global Transport Logistics business unit combines global transport logistics for chemical and food industry products. Gas and petroleum products logistics are carried out by the Gas

and Petroleum Logistics business unit. The Special Logistics business unit combines in particular the value-added services such as the SCS business, global IBC logistics, as well as tank container services relating to cleaning, maintenance, repairs and depot services.



Dear Reader,

Being able to count on strong, trusting, reliable partnerships gives our customers stability and energy for growth in a dynamically trending market. This is what each and every one of our employees stands for through their personal commitment. We recognise our performance and our global presence, in which our customers have trust, as two of our most important contributions, with which we stand by the manufacturing industry even in difficult times.

We recognise development potentials and challenges through an open exchange with our customers, and are thus able to act with foresight. For us, our pursuit of excellence – one of our core corporate values – means that we provide our customers with the best possible logistics solutions at all

times and everywhere in the world, so they can develop and advance their businesses. Dedicated and reliable.

This aspiration is also reflected in our sustainable growth strategy. We have used the past year to further develop our regional strategies and to adapt our organisational structure for even better customer orientation. Our employees continue to work together intensively on promoting sustainable logistics by various means, including innovative solutions. The HOYER Group is investing countercyclically in important, globally-applied infrastructure measures and assets in 2023. This enables us to support our customers in central markets with even better and more efficient services. We grow so that our customers can grow.

HOYER is a family business that thinks and acts on a multi-generational scale. We are aware of our social, ecological and economic responsibilities at all times. And we supply our clients with the added value for their businesses that enables them to grow, both today and in the future.

With best regards from Hamburg,

Björn Schniederkötter  
Chief Executive Officer of the HOYER Group

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# 01 GROWING TOGETHER

As one of the leading providers of comprehensive logistics solutions to handle and transport demanding liquid goods, the goal of HOYER is to continue its further development in a future-oriented way. We grow to support our customers in their growth. Over 6,600 employees and representative offices in more than 115 countries help our customers to be even more successful in their respective markets. The HOYER Group is characterised by a clear corporate structure with the family, the Advisory Board and an Executive Board. Together, these bear responsibility for the globally active, specialised logistics company's sustainable, entrepreneurial orientation.



left to right: Annette Hoyer-Glasmacher, Elisabeth Wetzer née Hoyer, Martina Hoyer-Hertel, Thomas R. J. Hoyer

**FAMILY**

**FAMILY VALUES LEAD TO SUCCESS**

Founded in 1946, the Hamburg-based freight forwarder has developed over the years into one of the most successful global providers of comprehensive logistics solutions for the chemical, petroleum products, gas and food industries. HOYER has always remained a family business throughout, with values deeply anchored in its corporate culture, and strives for continuous further development. Today, the Hoyer family still encourages innovative thinking and future-oriented action. In this way, it continues to focus on sustainable

corporate growth based on our globally valid values: Striving for Excellence, Cooperation, Integrity, Responsibility, Safety and Sustainability.

More than 6,600 employees act according to these principles. Sustainable values guarantee long-term, consistent quality. Each and every one of our employees stands for this through their personal commitment. The Hoyer family guides the company's direction, now accompanied by the third generation, which is also represented on the Advisory Board.

**ADVISORY BOARD**

**ADVISORY PANEL OF EXPERTS**

The HOYER Group has a six-member Advisory Board acting as an independent body of experts. The Advisory Board consists of three second- and third-generation family members, together with three external industry experts. Analogous to the British Chairman model, the shareholder Thomas R. J. Hoyer is the Advisory Board Chairman.

The HOYER Group created this neutral body in the form of the Advisory Board, which contributes its industry expertise and experience to support the Executive

Board. The Advisory Board acts as a think tank to provide momentum on innovative topics and to address market trends.

Through the Advisory Board, the Executive Board and the Hoyer family continuously ensure a balance between the company's perspective and those of external industry sectors. The Executive Board and Advisory Board share responsibility for the successful long-term development of the HOYER Group.

left to right: Michael Ziesemer, Hans-Christian Sievers, Martina Hoyer-Hertel, Nikolaus Glasmacher (since 2022), Thomas R. J. Hoyer, Hans-Georg Frey



left to right:  
Dr Torben Reher (CFO) and  
Björn Schniederkötter (CEO)



**EXECUTIVE BOARD**

**GROWING SUSTAINABLY  
AND PROFITABLY**

Dr Torben Reher  
took over the  
position of CFO of  
the HOYER Group  
from Gerd Peters in  
April 2022.

The Executive Board of the HOYER Group is responsible for ensuring the company's long-term development and its sustainable, profitable growth. In 2022, Björn Schniederkötter (Chief Executive Officer) and Dr Torben Reher (Chief Financial Officer) set the following priorities, among others: Establishment of the revised HOYER Group Vision and the key strategic objectives aligned to it. In accordance with the values of the family-owned company, its vision and key objectives form the basis of all

decisions that concern day-to-day business and corporate development. The management further elaborated long-term regional strategies, initiated infrastructural measures and implemented group-wide internal organisational development in the past year. Through these, HOYER aligns itself even better with customer and market needs – today and in the future. The customer is the focus of our sustainable actions. HOYER grows to support the growth of its customers.

THIS IS WHAT WE STAND FOR



WE ARE THE LEADING PROVIDER OF LOGISTICS SOLUTIONS FOR LIQUID BULK PRODUCTS IN THE CHEMICAL, PETROLEUM, GAS AND FOOD INDUSTRIES.



## 02 STRONG AND RELIABLE

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2022 was again a year in which the global economy faced economic challenges. Logistics remained demanding and difficult to plan. Our corporate orientation and established infrastructure, through which we support our customers in the best possible way, proved to be all the more fundamental. The portfolio, which is aligned to changing market needs, together with the dedication of each individual employee, make HOYER a strong and reliable partner. We stand by our customers with maximum commitment and our high-quality logistics services, even in difficult times.



**BUSINESS PERFORMANCE**

# FINANCIAL PERFORMANCE AND EARNINGS



At 4.7 per cent, the return on sales in 2022 was again higher than in the previous year (3.6 per cent).

After its economic recovery in 2021, the global economy was again exposed to strong movements in 2022: The biggest energy crisis since the nineteen-seventies, high inflation and lower growth. The volatility of energy markets had noticeable financial impacts on consumers and businesses, which were counteracted by government support measures in many countries. Central banks worldwide raised interest

rates to oppose inflation. This in turn increased credit risks.

Price increases also affected the European chemical industry. Energy, raw materials and intermediate products became more expensive. This led to a decline in demand, especially in the second half of 2022.

The HOYER Group once again showed itself more than equal to the challenges of

an unstable market situation. Customers benefited from the reliable execution of logistics services, and the HOYER Group achieved solid overall financial results.

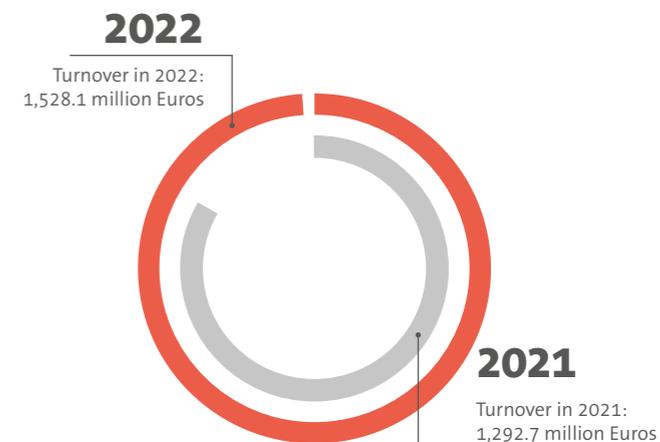
**TURNOVER**

The HOYER Group closed the 2022 fiscal year with a turnover of EUR 1,528.1 million. This is an 18.2 per cent increase compared to the previous year – even though the absolute number of transports in the European chemical sector was significantly below the previous year’s level. The reason for the high turnover was the sharp rise in operating costs due to the energy crisis and inflation, especially in the chemicals business, but also in the fuel and bitumen transport sector.

For ocean carriers, there were large price increases in overseas business. This was due to capacity shortages caused by disruptions in global supply chains, which in turn resulted from the Covid-19 lockdowns in China.

**RETURN ON SALES**

The return on sales of the HOYER Group in 2022 was 4.7 per cent (earnings before taxes/turnover). In the previous year, the company achieved a return on sales amounting to 3.6 per cent. The absolute earnings before taxes for the 2022 fiscal year amounted to EUR 71.6 million (previous year: EUR 46.2 million). This increase was achieved through optimised planning of global transport flows and the efficient use of means of transport.

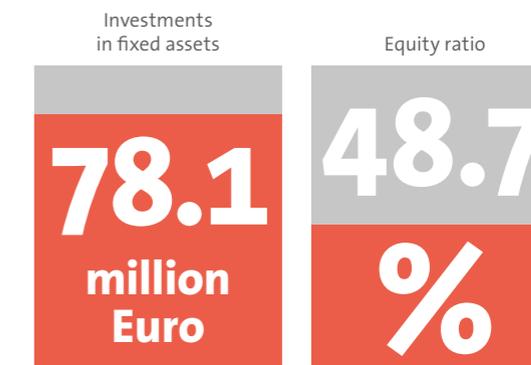


# 1,528.1

**MILLION EUROS IN TURNOVER**

**71.6 million Euros in earnings**  
before taxes were achieved by the HOYER Group in 2022.

**THE EQUITY RATIO INCREASED SLIGHTLY COMPARED TO 2021.**



**2.9**

*per cent global economic growth is expected by the International Monetary Fund for 2023.*

**INVESTMENTS, CASH FLOW AND FINANCING**

The investment budget of the HOYER Group for 2022 was EUR 110 million (previous year: EUR 106 million). The planning provided mainly for investments in property, plant and equipment, primarily in replacement and expansion investments for transport equipment. In particular, it included further investments in the tank container fleet and in IT systems and software.

Many planned investments could not be implemented due to the difficult procurement situation of raw materials and intermediate products. Nevertheless, investment expenditure on property, plant and equipment for 2022 rose significantly compared to the previous year, to an amount of EUR 78.1 million. The HOYER Group expects a further increase for 2023, to continue to drive forward the company's growth.

The operating cash flow of the HOYER Group rose to EUR 137.6 million compared

to the previous year (2021: EUR 79.3 million). The equity ratio increased to 48.7 per cent (previous year: 45.3 per cent).

**OUTLOOK**

The International Monetary Fund expects the global economy to grow by 2.9 per cent in 2023. Thus the future prospects for global economic development remain subdued. This is due to the ongoing conflict in Ukraine and rising interest rates to combat high inflation. Production of chemicals in Germany, one of the core markets of the HOYER Group, declined significantly in the second half of 2022. It is not expected to recover until the second half of 2023. Whether the level of previous years will be reached again is uncertain at present. In contrast, disruptions to global supply chains have reduced significantly following the end of the Covid-19 lockdown in China. Sea freight rates in particular have normalised.



*The commitment of every single employee makes HOYER a strong, reliable partner.*

**Turnover by business units in per cent**



European intermodal freight transport continues to be among the major factors influencing the business development of the HOYER Group. This transport area suffers from poor infrastructure, whose improvement is expected to take years. Other factors include volatile energy prices and continued escalation of the conflict in Ukraine.

Against this backdrop, the planning of the HOYER Group for 2023 assumes that turnover can be maintained at the previous year's level, but that a significant decline in earnings is to be expected.

**“WE STAND FOR LOGISTICAL STRENGTH AND RELIABILITY IN A VOLATILE MARKET.”**

**Dr Torben Reher**  
Chief Financial Officer of the HOYER Group

**COMPACT ALL-ROUNDERS**

The IBC services of the HOYER Group include fleet management and the rental, transport, cleaning, maintenance and repair of Intermediate Bulk Containers (IBCs).



**GLOBAL IBC LOGISTICS**

**STRONG PERFORMANCE, STRONG DEMAND**

In the Intermediate Bulk Container (IBC) business, the HOYER Group achieved a good result in Europe in 2022. Due to supply chain difficulties, customers increasingly relied on stockpiling to avoid supply gaps. The number of leased units grew as a result. There was also a positive impact resulting from increased demand for sustainable packaging and stainless steel IBCs. The latter is partly explained by new legal requirements for dangerous goods trans-

port. As a result of this, the HOYER Group increased its IBC fleet by 4.7 per cent.

For even more service-oriented dovetailing with its customers, HOYER is working on the development of complete logistical solutions for IBC fleets by using digital technologies.

The result in China and the USA fell short of expectations. Ongoing Covid-19 restrictions were the reason for slower business development in China.

**SUPPLY CHAIN SOLUTIONS**

**RELIABLY THROUGH THE CRISES**

The 2022 business year in the Supply Chain Solutions (SCS) area remained significantly below expectations. After a good start, the Russia-Ukraine conflict and the energy crisis caused a significant drop in demand for products of the chemical industry. The latter reduced production, and in some cases shut down entire production lines. Plastics producers in eastern Germany were particularly hard hit by low demand. The HOYER Group countered this development with necessary cost adjustments.

The activities of the dangerous goods terminals proved to be extremely stable in this volatile market situation.

Business performance in China, where the workforce of HOYER ensured production under massive lockdown restrictions, is also a positive highlight.

With the start of logistics activities for a globally leading manufacturer of special polymers, Supply Chain Solutions took over a considerable part of the customer's entire value chain.

**FULLY INTEGRATED**

The HOYER Group provides strong value-added services for the chemical industry with Supply Chain Solutions (SCS): HOYER integrates itself seamlessly into the customers' site and production processes, on- and off-site, with a comprehensive range of services.



## GAS AND PETROLEUM LOGISTICS A SOLUTION FOR EVERY CHALLENGE

With the handling and transport of cryogenic and pressurised liquefied gases, the HOYER Group achieved a satisfactory result in 2022. The rise in energy costs had a direct impact on the regional availability of products such as CO<sub>2</sub>, leading to more transport activities in the UK and Germany, among other countries. HOYER recorded a shift in the production of noble gases towards Germany, Asia and the USA. HOYER countered the resulting increase in demand for transport services with optimised planning of

transport flows and the efficient use of means of transport. The HOYER Group overcame the infrastructural problems in rail transport by switching to road transport.

The service station supply business for customers in the petroleum products industry was stable. The HOYER Group recorded a significant increase in turnover from bitumen transports, airport fuel supplies and aircraft refuelling. The fact that general aviation reached pre-pandemic levels again by the end of 2022 had a positive effect.

### HYDROGEN – A GROWTH MARKET

*As experts in the transport of hydrogen and ammonia, HOYER accompanied pilot projects in which ammonia was used as a carrier liquid for hydrogen molecules.*



### INNOVATIVE EQUIPMENT

*Engineers and chemists work constantly to improve the equipment features of our tank containers.*

## GLOBAL TANK LOGISTICS OF THE HIGHEST QUALITY

Overseas and European continental transport operations again helped the HOYER Group to achieve a good result in the 2022 fiscal year – despite major challenges: Energy costs rose significantly, as did freight rates for transports on container ships and other modes of transport. Customers reduced production or relocated it from Europe to other regions. In this situation, the HOYER Group profited from its own market expertise, its resilient global network and its open, solution-oriented communication with customers and partners. Temporary cost increases were communicated transparently, such as the introduction of an energy surcharge in intermodal

transport, and logistics services were carried out in the usual high quality. The HOYER Group was also able to react to changes in the flow of goods and products in 2022, and offered appropriate solutions.

An important contribution to the success of the business is being made by the extensive technical services in the company's own cleaning facilities, workshops and depots. These were faced with the challenge of increased energy costs combined with highly regionally and temporally fluctuating capacity utilisation rates. By their high level of commitment, employees at the worldwide locations ensured excellent service at all times.



## 03 SUSTAINABLE GROWTH

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Growth is an integral part of the corporate history of HOYER: We continuously increase the density of our network of sites and partners, and we further develop our portfolio of modular logistics solutions with great innovative strength. Thus our growth supports that of our customers. HOYER gives particular importance to continuing sustainable development, taking ecological, economic and social aspects into account. This is why we pursue long-term regional strategies and strengthen our position as leading logistics experts by expanding our infrastructure and through the forward-looking transformation of internal processes.



## GROWTH TAKING THE LONG VIEW

HOYER has evolved from an expert in liquid bulk transport to a global provider of comprehensive logistics solutions. The company consistently pursues its growth course, paying special attention to sustainability aspects.

Successful, responsible, sustainable growth can succeed only if service providers, customers and partners all pull together in the same direction. HOYER continues to develop as a value-oriented company – and to this end we focus on sustainability, not only economically but also ecologically and socially: With a mix of effective initiatives in the areas of environmental protection and safety.

### SUSTAINABILITY SOLUTIONS

For and with our customers, we undertake initiatives that effectively improve

our and their sustainability performance. Essential to this is the collection of structured emissions data, such as the CO<sub>2</sub> emissions generated by our transport and non-transport operations.

First and foremost, these sustainability solutions include the modal shift: A change-over from road transport to intermodal transport. If logistically possible and economically justifiable, this is currently one of the most effective measures to directly reduce transport-related CO<sub>2</sub> emissions. Network optimisation using data analysis is also valuable: HOYER relies on business

### EMISSIONS – WHAT WE HAVE ACHIEVED

Emissions of CO<sub>2</sub>  
Transport Operations  
**-29 %**  
over the past 10 years.  
Emissions of CO<sub>2</sub>  
(g CO<sub>2</sub>/tonne-km): 18.31

**EMISSIONS – WHAT WE WILL ACHIEVE**

TARGETS 2025  
Emissions of CO<sub>2</sub>  
Transport Operations

**-10 %**

Reducing our tank-to-wheel CO<sub>2</sub> emissions rate (Scopes 1 and 3) by this at least (measured in grams of CO<sub>2</sub> per tonne-kilometre) versus 2019.

TARGETS 2030  
Emissions of CO<sub>2</sub>  
Transport Operations

**-25.6 %**

Reducing our tank-to-wheel CO<sub>2</sub> emissions rate (Scopes 1 and 3) by a further 15.6% to this total reduction (measured in grams of CO<sub>2</sub> per tonne-kilometre) versus 2019.

intelligence and Internet-of-Things technologies to effectively reduce empty kilometres. We minimise fuel consumption and emissions by developing and using more light-weight equipment. Last but not least, we can increase the capacity utilisation of our tank containers by optimising their filling amounts, thus often reducing not only emission values but also costs. Purchasing green electricity in Germany and the UK, together with energy efficiency projects at several European sites, also improve our sustainability balance sheet.

**SUSTAINABILITY AS A COLLABORATIVE PROJECT**

As well as these proven measures, alternative drive systems and biofuels are among the most promising levers to reduce future emissions. We already use them today for some customers on selected routes in Great Britain and the Netherlands. However, the rate of expansion of such tech-

nologies also shows that sustainability must be a shared project if logistics is to make faster and greater progress.

**A WIN-WIN SITUATION**

By offering a wide range of modular services, HOYER enables its customers in the chemical, gas, petroleum products and food industries to concentrate fully and completely on their core business: production.

Legal requirements in the emissions area, self-imposed climate protection obligations and achieving ambitious target figures as quickly as possible unite us. Therefore, reducing our emissions benefits not only the environment and ourselves but also our customers, whose Scope 3 values from transport and distribution are directly improved by our sustainability activities. In this respect, our focus on particularly sustainable growth is a competitive advantage that is valuable to all participants in the long run.



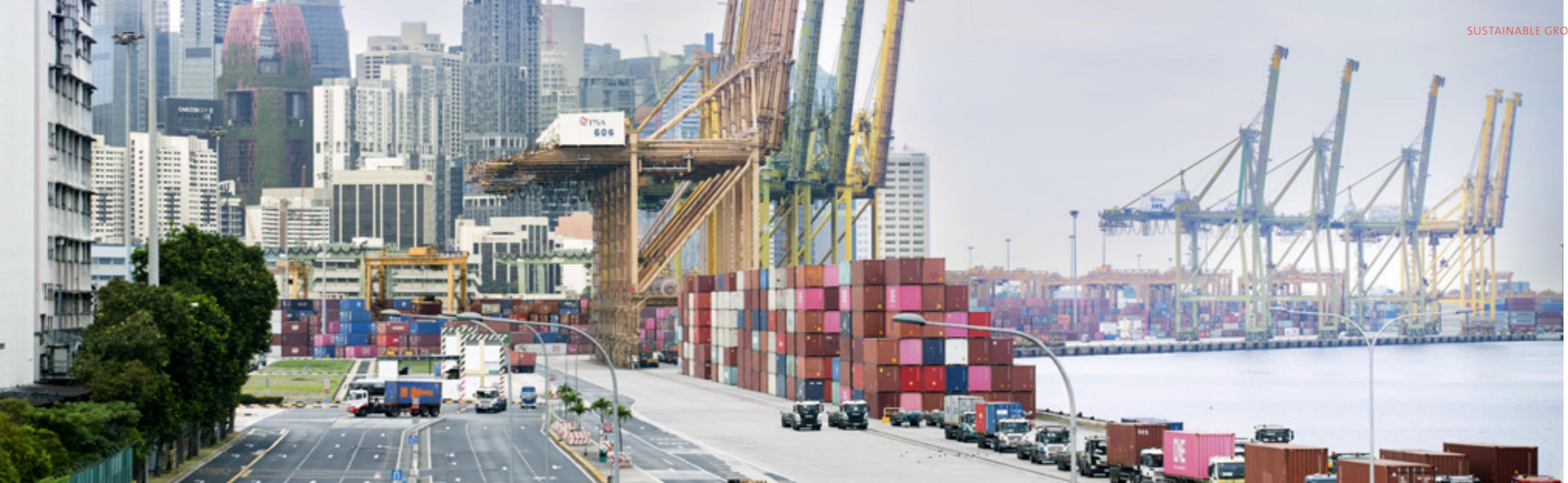
“USING FUTURE-PROOF LOGISTICS SOLUTIONS FOR SUSTAINABLE GROWTH IS A COLLABORATIVE EFFORT.”

**Thies Grage**  
Head of Innovation & Sustainability, HOYER Group

**REGIONAL STRATEGIES**

**GLOBALLY AND REGIONALLY STRONG**

HOYER is a global provider of logistics services solutions with proven regional strengths. We have a local presence wherever our customers need us. Through active exchange with our customers, we identify relevant trends at an early stage, which we support with targeted regional strategies.



*Worldwide – the HOYER Group supports its customers on five continents.*

HOYER operates wherever customers need excellent logistics solutions. With a global network of sites and representative offices, shareholdings in central transshipment terminals, strong joint ventures and partnerships, we offer them a full service everywhere and at all times. We pursue targeted regional strategies to expand our logistics infrastructure in relevant or potential growth markets. To this end, we continuously analyse the market situation, expand our local competences and benefit through important stimuli from our customers thanks to close cooperation. This is indispensable, especially at a time of supply chain adaption. By positioning ourselves at an early stage in these target regions with the logistics services that will be required in the future, HOYER supports our customers in establishing themselves more quickly and more deeper into new markets.

#### **REGIONS WITH POTENTIAL**

Each country and every region has differing needs in handling and transporting liquid

goods and other logistics services. We find the right solution for all requirements, and generate real added value for our customers through new and improved services. In the case of North America, for example, we analysed the market and competitive situation with regard to possible development potentials. Noticeable regional focal points in the chemical, gas and food industries became visible. Through targeted expansion of the services we offer in these focal regions, we are strengthening our customers' growth by providing them with exactly the services they need.

#### **OPERATIONAL EXCELLENCE**

For example, this is clearly illustrated by the infrastructure expansion of our cotac site in Houston: The depot for temporary storage of empty tank containers is not only located directly at the seaport, but is also in the immediate vicinity of the chemical industry – excellent site conditions to provide direct local support as a strategic partner. We are investing in the remodelling of this

central depot so we can offer an even better service in the future, and can also temporarily store loaded containers including dangerous goods: A high and reliable added value for our customers. Through our growth and increased flexibility, reliability and operational excellence, we enable them to run their businesses as successfully as possible.

#### **A LOCAL PARTNER**

HOYER grows not only by expanding its network of sites. We are also strengthen-

ing our regional competencies with local partners – including joint ventures – who support our services, for example with road transport operations in North America. We continue to grow sustainably through long-term, trust-based partnerships, and we offer our customers precisely the excellent logistics solutions for which HOYER is so well-known – worldwide.

“HOYER STRENGTHENS ITS REGIONAL COMPETENCIES WITH COUNTRY-SPECIFIC GROWTH STRATEGIES, AND GIVES CUSTOMERS STRONG COMPETITIVE ADVANTAGES IN NEW MARKETS.”

**Daniel Naas**

Senior Business Development Manager, HOYER Group



## ORGANISATIONAL STRUCTURE

# HOLISTICALLY ORIENTED

To enable us to advise customers even better, HOYER has adapted its organisational structure to market changes. For example, the innovations include bundling all marketing activities into one global sales team.

Customers usually do not notice internal structural changes in a company. Nor should they: The positive effects on service are what counts. And the new organisational structure that HOYER has implemented makes it even more customer-oriented and market-driven.

### A HOLISTIC CUSTOMER APPROACH

By bundling our worldwide marketing activities into one global sales team, we meet several of our customers' needs at once. The new sales structure enables our customers' supply chains to be secured yet more

smoothly. HOYER has proven itself to be a stable, reliable partner – even in the more difficult conditions of recent times. We have divided our sales organisation into a country-specific, decentralised, wide-area Field Sales team and a central Key Account Management. This allows us to give even better service to new and existing customers according to their individual requirements.

The better we know our customers and their industries, the better we understand what they need today, and the direction in which they want to develop. Being able to give them the best possible support in this

# 6,627

*employees of  
the HOYER Group  
work for customers.*

respect, through our broad portfolio of coordinated modular services, is one of the great advantages of our holistic approach to customers. We have created ideal conditions for this by adapting our internal structure.

Another innovation is the support provided by a central, global sales contact. In this way we fulfil our customers' demand for single-point contact and an uncomplicated exchange – while at the same time meeting our own aspiration: To offer excellent advisory services that pay off in the growth of our customers' businesses.

#### ALL FROM A SINGLE SOURCE

As well as a global sales team, the other structural innovations in HOYER also include a uniform tank container management system that controls our global tank container fleet throughout the Group. The handling of depot, cleaning and workshop services, which we offer at cotac sites

worldwide, has also been standardised. We thereby optimise our tank container services, which are indispensable to secure supply chains. Operating independently of one another, the cotac locations now learn from each other even more easily in the sense of the best practice concept: Through more intensive exchange, a uniform image and working in the same systems. With the help of the innovations, we not only promote productive synergies, but also consolidate the structural pre-conditions for further growth on the customer and logistics sides.

#### ACHIEVING MORE TOGETHER

Globally networked and regionally strong: We combine our technical expertise and country-specific detailed knowledge with our performance as an international logistics provider. This allows us to always develop the optimal solutions for our customers' individual needs – worldwide and directly on site.

“AT HOYER, WE TAKE A HOLISTIC VIEW OF EVERY CUSTOMER. WE THEREBY GIVE THEM OPTIMAL SUPPORT, WHILE AT THE SAME TIME STRENGTHENING OUR POSITION AS A PROVIDER OF COMPREHENSIVE LOGISTICS SOLUTIONS.”

**Andreas Essinger**

Executive Director Global Sales, HOYER Group



#### INFRASTRUCTURE

## STABLE BASIS

A strong infrastructure is one of the basic prerequisites for all the business activities of HOYER. To grow today and tomorrow through innovative services, we continue to develop these in line with our customers' needs.

# 40,000

tank containers worldwide comprise the HOYER Group's fleet.

HOYER offers excellent quality logistical services to customers in the chemical, gas, petroleum products and food industries. For this, the company uses its infrastructure and associated assets, which it has developed for decades in a needs-based way. These assets and structure comprise a global network of sites and representative offices, as well as workshops, cleaning facilities and depots, together with fleets of tank containers and IBCs. Thanks to our stable partner network, we are also present as a strong logistics provider for our customers in remote regions of the world.

#### PROVIDING AND EXPANDING

Through our Supply Chain Solutions (SCS), we offer a full range of services along the value-added chain at the chemical industry's production sites. We optimise our customers' on-site logistics and reduce the costs of their supply chains. For this, we provide a tailor-made on-site logistics infrastructure – and continue to expand it as needed. Recent examples include the development and takeover of the entire warehousing for a leading global speciality chemicals company, or our investment in a semi-automatic IBC cleaning facility at one of our cotac sites. These enable us to make our customers' production processes even more time- and cost-efficient, and give them valuable competitive advantages.

#### CENTRALISED MANAGEMENT

HOYER has at its disposal a global network of cleaning stations, workshops and depots that make a significant infrastructural contribution to stabilising our customers' sup-

ply chains. For example, we have consolidated the control of our depots in Dormagen to further improve our tank container services. This allows us to offer our customers a service that they increasingly request: Safe temporary storage of empty uncleaned, empty cleaned and loaded dangerous goods equipment.

#### GUARANTEED QUALITY

Maintaining our tank container and IBC fleets is an ongoing process: Equipment is serviced, repaired and replaced with new equipment as required by the rules of continuous quality management. We thereby guarantee the highest product and transport safety, and can provide our customers with state-of-the-art containers and special equipment. In addition to continu-

ously maintaining and upgrading our fleets, we pursue the strategic expansion of our fleets of tank containers and IBCs.

#### SUCCESSFUL TOGETHER

A functional infrastructure not only provides the stable basis for carrying out our logistics activities. It is also central to the establishment and expansion of reliable working relationships with our customers and partners, into whose infrastructures we integrate in a targeted manner to carry out our global transport and service operations. We continue to develop our own infrastructure in close cooperation, taking current market conditions and possible market changes into account. Our goal: To give optimum support to our customers in their logistical challenges.

*The company's own depots, workshops and cleaning facilities at central logistics hubs around the world guarantee the safety, quality and flawless technology of the equipment.*

“OUR INFRASTRUCTURE AND SERVICES OPTIMISE CUSTOMERS' PROCESSES. BUT OUR EMPLOYEES MAKE THE REAL DIFFERENCE.”

**Stephanie Muhs**  
Executive Director Special Logistics, HOYER Group



## HOYER GROUP GLOBAL PRESENCE

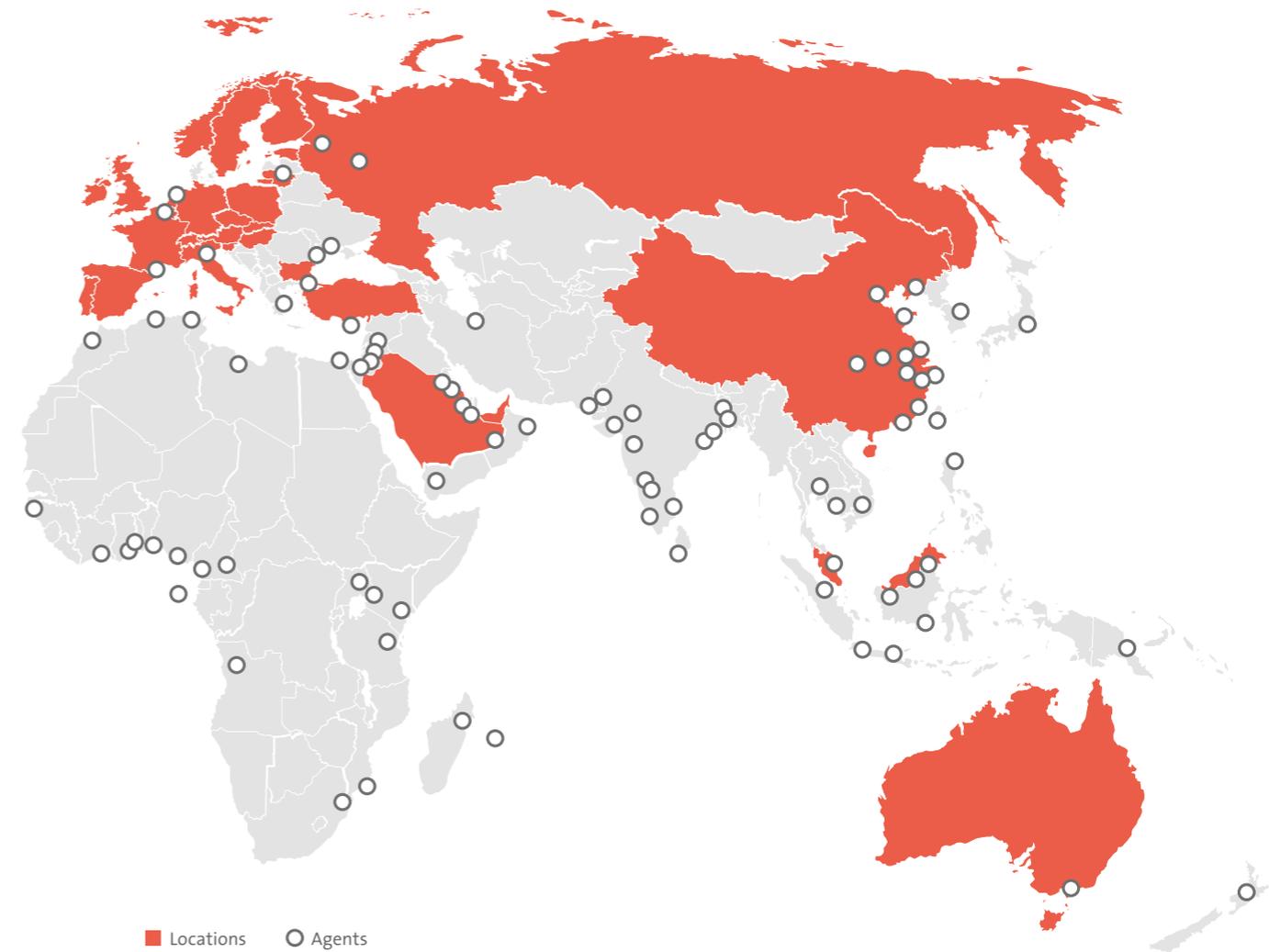
HOYER connects continents: With representatives in more than 115 countries, we support our customers worldwide with well thought-out logistics solutions. Here is an overview of our central locations.

- HOYER Middle East Ltd./Al Jubail
- HOYER Belgie N.V./Antwerp
- HOYER Slovenská rep. s.r.o./Bratislava
- HOYER Italia S.r.l./Busto Arsizio
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**PUBLISHER**

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Wendenstrasse 414–424 | 20537 Hamburg | Germany  
[www.hoyer-group.com](http://www.hoyer-group.com)

**CONTACT**

Corporate Center Communications  
Phone +49 40 21044 0 | Fax +49 40 21044 246  
[marketing@hoyer-group.com](mailto:marketing@hoyer-group.com)

**PHOTOS**

Dirk Hansen, Morris Mac Matzen, Michael Rennertz

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