

HOYER and H&S set up joint venture for market demands in Germany

H&H Foodlog to be one of the major operators in European bulk liquid foodstuff transport

Hamburg, 4 September 2017 – HOYER Group and H&S Group join forces and set up a joint venture to respond to market demand for consolidation, optimisation and automation in the bulk liquid foodstuff transport sector. H&S Group is acquiring 51 per cent of the shares of HOYER’s German Foodlog activities, the liquid foodstuff division of HOYER Group.

Subject to regulatory approval, the boards of HOYER Group and H&S Group have signed a joint venture agreement. The existing Foodlog activities of HOYER in Germany will be converted into a joint venture between HOYER and H&S, which will be known as H&H Foodlog GmbH as of 1 November 2017. Combining the assets and knowledge of HOYER’s Foodlog division and H&S’s own transport business (H&S Foodtrans), these forces create a strong pan-European network. This will enable innovative logistical solutions and hence the best possible service for existing and future customers.

The enhanced service portfolio is expected to lead to operational benefits for customers. Together, H&S Foodtrans and H&H Foodlog will be ranked among the top three leading operators in the European bulk liquid foodstuff transport market. The new liquid food operation has up to 350 employees, 1,600 specialised bulk tank containers, 175 road tankers, 200 trucks and an expected annual turnover of about EUR 175 million.

Adwin Verhoeks, who worked as Business Unit Manager for H&S Foodtrans in the Netherlands, has been appointed future General Manager of H&H Foodlog. The company will be based in Neuss, Germany. H&S Foodtrans as well as HOYER’s Foodlog division will continue to operate from existing offices outside of Germany. “Our aim is to provide the best possible service to our customers. This means high standards as well as comprehensive coverage. The step to join forces will support this target”, says Ortwin Nast, Chief Executive Officer of HOYER Group. Ubbo Hempenius, Chief Executive Officer of H&S Group, adds, “We are very pleased with this joint venture. H&H Foodlog enormously increases our effectiveness, and therefore enables us to be the logistics partner for our large European customers.”

The joint venture will allow HOYER Group and H&S Group to continue along their successful growth path in the bulk liquid foodstuff transport market, in which both companies have a long history and a strong foothold. Both HOYER and H&S are family-owned companies with more than 70 years of experience in bulk liquid foodstuff transport. Both companies also value quality and innovation as well as a trusting partnership with customers.

About the HOYER Group:

HOYER, a traditional independent family business, has been one of the world’s leading bulk logistics providers since 1946. As a specialist, it has extensive know-how in the provision of complex services, and has special customer proximity. It develops and implements comprehensive solutions in European and worldwide bulk logistics, particularly in the chemical, food, gas and petroleum industries. For this, 6,100 employees in more than 115 countries support clients with well-thought-out logistics solutions to make them even more successful in their respective markets. HOYER owns around 2,400 trucks, 2,900 road tankers, 41,200 IBCs, 37,300 tank containers and numerous logistics installations with depots, cleaning plants and workshops.

About H&S Group:

H&S has been transporting liquid bulk foodstuff since 1946. Over time, this family-owned business has evolved into a dedicated logistics services provider. Next to the traditional modal and intermodal

transportation of liquid foodstuff in bulk, services include 3PL and 4PL tailor-made solutions for international customers. H&S is always looking for ways to further support customers in their logistics processes by strongly focusing on innovation in automation and technology. By investing in logistics start-ups that focus on cleaner and smarter ways of transportation, H&S continues to invest in the future.

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