

PRESS RELEASE

HOYER Group gets extensive investments underway

Logistics company sets course for the future

Hamburg, 29 September 2023

The HOYER Group is strengthening its European and global performance through investments to be able to give its customers in the chemicals, gas, foodstuffs and petroleum products industries even better support with logistics solutions along the entire supply chain. Accordingly, the international logistics company specialising in liquid goods is investing more than EUR 100 million in its infrastructure, assets and digitalisation. This consistent alignment also leads to a strategic adjustment in the business models. Therefore, the logistics specialist is handing over the regionally-based business of petroleum products deliveries to service stations and the local bitumen logistics to AUCTUS Capital Partners AG.

The HOYER Group has analysed global trends in recent years in detail, and from these it has derived the impacts they will have on its customers' business. Chief Executive Officer Björn Schniederkötter says, "For HOYER as a family business, quality, safety and reliability are a benchmark and a matter of course at the same time. However, we consider that the true added value of our services for our customers lies in the early further development of our own services in order to recognise the changing requirements of the producing industries at an early stage, and in developing suitable solutions as a strong partner."

The HOYER Group is meeting these global developments with concrete investments in the infrastructure of its cleaning facilities, workshops and depots, including those in Houston, USA, in Pinthong, Thailand, and in Ludwigshafen, Germany. By providing services for tank container handling, the network of sites acts as important leverage to optimise the turnaround times of the tanks. Moreover, dangerous goods storage for tank containers will also be available in Houston to customers of the HOYER Group to make the design of customers' workflows more flexible. The company plans further investments, including in the areas of tank containers and the IBC fleet, to fulfil even quicker the European and worldwide demands for suitable equipment. Schniederkötter says, "The creation of added value for our customers along the whole of the supply chain is important to us. That begins with our Supply Chain Solutions employees in the filling plants and extends to expanding our digital services in our customer portal."

The strategic decision to hand over to an investor the business of regional service station supplies and bitumen logistics, which is especially strong in Germany and in the United Kingdom, also follows this strategic growth pathway. The transaction is subject, amongst other things, to the approval of the competition authorities. The solidly-developed business gains a financially strong partner, namely

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, with particular customer proximity. It develops and implements comprehensive solutions in European and worldwide bulk logistics, especially in the chemical, food, gas and petroleum products industries. For this, employees and representatives in more than 96 countries on five continents support clients with well-thought-out logistics solutions to make them even more successful in their respective markets. As well as trucks, road tankers, IBCs and tank containers, HOYER also owns numerous logistics plants with depots, cleaning facilities and workshops.

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AUCTUS Capital Partners AG, that will support the further professional development of its activities in order to seize the existing opportunities in this challenging market. The experienced staff will then operate independently under the new name Oxalis Logistics, and will continue to provide reliable support to the customer service.

According to Thomas Hoyer, Chairman of the Advisory Board of the HOYER Group, "We are setting our course for the future. As a family-managed business, we always approach these topics in a strategic, forward-looking way. We think and act in terms of generations. In the new arrangement, we will be able to concentrate on the further pursuit and direction of all of our European and global activities."

Schniederkötter adds: "Our investment measures yield especially added value for all the global transport logistics businesses. Furthermore, with our strong regional representations, we support customer concerns right where they are, with globally consistent standards and local know-how. With the further development of the business models and the investment measures, the HOYER Group is following its principle of long-term sustainable orientation and setting course for the coming years."

Photographic material can be found here:

[HOYER Group Bjoern Schniederkoetter CEO](#)

[HOYER Group depot services](#)

[HOYER Group fuels delivery](#)

[HOYER Group IBC](#)