



Strong for entrepreneurs

INDUSTRY & SERVICES


UNDERSTAND Companies in the industrial and services sectors are the backbone of the German economy.

RECOGNISE We are familiar with the specific challenges of your market – from automotive to steel; from R&D through to the travel business.

SHAPE Cooperating with you, we develop distinct ideas and inch-perfect solutions so you can take profitable advantage of the opportunities your business presents.



f. l. t. r. : Alexander Reinsch, CFO H&R KG Group, Volker Kieschke, Head of Industry & Services N/E HSH Nordbank



“Our contacts are not only reliable and easy to reach, they are also constructive dialogue and sparring partners when it comes to tackling our corporate challenges.”

Alexander Reinsch, CFO H&R KG-Group

HANSEN & ROSENTHAL KG-GROUP

The Hansen & Rosenthal KG Group, with its head office in Hamburg, emerged from the establishment of a trading firm dealing in petroleum jelly and white oils in 1919. Working together with H&R Aktiengesellschaft, the group is now one of Europe's leading providers of chemical-pharmaceutical specialities such as softening agents, white oils and paraffins. The group companies employ a staff of 1,712 at 19 locations in and outside Germany.

Clients have been relying for years on the solutions and structuring expertise offered by our **INDUSTRY & SERVICES** division for their frequently complex projects. We are very familiar with major finance requirements

deriving from asset intensity and substantial technical challenges during implementation. We see ourselves as a long-term business partner and assist our clients through all economic cycles.

LOANS OF MORE THAN

€3.9 BILLION

TO 600 CLIENTS

THE RIGHT SOLUTION FOR ANY SECTOR:

COMMODITIES
 FINANCIAL SERVICES
MECHANICAL ENGINEERING
 AUTOMOTIVE SUPPLY INDUSTRY TRAVEL INDUSTRY
 HOTEL INDUSTRY
 TELECOMMUNICATIONS PAPER
 METAL IT
 MEDIA
 CATERING CHEMICALS