

## PRESS RELEASE

### **KWR assisted HBC with its market entry in Austria**

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KWR has acted as advisor to the German HBC Group during its entry into the Austrian market. In the third quarter of 2024, the group established both a holding company and an insurance broker based in Vienna, acquiring an extensive contract portfolio. Thus, the company's presence in the region of Austria, Germany and Switzerland is expanded further, which strengthens its position in the dynamic and growing German-speaking market.

The HBC Group is an association of highly qualified, owner-managed insurance brokers offering a broad range of solutions for a wide variety of customers, and developing customised solutions to their problems. The group employs around 200 people and is headquartered in Hamburg.

"We consider the Austrian market to be highly attractive and full of potential for long-term growth," says Gert Schlossmacher, Managing Director of the newly founded HBC Holding in Vienna, which he manages together with Dr Sebastian Friese, CFO of the HBC Group. The first step - a successful portfolio transfer - has been taken, with more to follow. A deep understanding of and extensive experience on the Austrian market and in the CEE region will form the basis for profitable growth in the coming years," adds Horst Anselm, Managing Director of HBC Versicherungsmakler GmbH.

The KWR team was led by attorney-at-law Raphael Valenta. Thomas Haberer and Armin Zarghami (both Corporate M&A) were also involved.

"I am very pleased to be able to accompany the HBC Group as they take this important step into a new market and to actively participate in the development of the group in Austria," says KWR attorney Raphael Valenta.

Photo (from left to right): Dr Sebastian Friese (CFO HBC), Dr Felix M. Klement, Horst Anselm (Managing Director HBC Versicherungsmakler GmbH), Gert Schlossmacher (Managing Director HBC Versicherungsmakler GmbH) and Raphael Valenta

**About KWR KARASEK WIETRZYK Rechtsanwälte GmbH:**

KWR KARASEK WIETRZYK Rechtsanwälte GmbH (KWR) is one of Austria's leading quality law firms with offices in Vienna and Sofia, Bulgaria. The focus of advisory work is on Austrian, European and international business law. KWR advises numerous well-known Austrian and international industrial, commercial and service companies, banks and insurance companies as well as public institutions. Thanks to the expertise and experience of KWR's renowned lawyers, the firm is regularly listed and recommended in international law firm directories such as Legal 500, Chambers and Partners, as well as JUVE.

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