

In respectful memory of **Klaus C Westphal**



With great sadness, we bid farewell to our former Managing Director, shareholder, and pioneering leader, Klaus C Westphal, who shaped the history and success of the TER Group over many decades.

Klaus C Westphal's passion for the trading business took him during his professional training from Amsterdam to London and New York. In 1967, he returned to his hometown of Hamburg to join his father's family business.

Early on, he recognized the opportunity to realign the company and, with foresight and courage, laid the foundation for what would become the TER Group's modern distribution and production business.

His thinking was shaped by an international mindset, Hanseatic merchant values, and a deep belief in strong, lasting relationships. By establishing new divisions and subsidiaries across Europe, the United States, and Asia, he built a global network that continues to form a strong foundation of the TER Group.

Those who worked with him remember Klaus as a true gentleman who treated employees and partners with fairness and respect, bringing people together through trust and reliability.

The handover of management to his son, Christian Westphal, in 2008 - during the TER Group's 100th anniversary celebrations - was a moment of great pride and fulfillment for him. For many years thereafter, he remained closely connected to the company as a tireless advisor, mediator, and trusted friend.

Klaus C Westphal always kept the bigger picture in mind and acted with a long-term perspective. In this spirit, we - shareholders and employees alike - will carry forward his legacy and continue to explore new paths.

Christian Westphal

CEO and Managing Shareholder on behalf of all employees of the TER GROUP.