

MATCO N.V.

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MATCO

BV Capital Partners

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Introduction

- The **Matco Group** is a group of companies providing outsourcing services to the chemical industry.
- The Matco Group is currently 100% owned by BV Capital Partners.
- **Matco NV** provides outsourcing services to chemical companies, by finding “solutions” for the following problems:
 - Sourcing of specific chemicals in short notice or on a regular basis and at competitive pricing;
 - Recycling off-spec, second grade, damaged chemicals or raw materials;
 - Managing hazardous waste (chemicals and chemical waste) in chemical plants;
 - Compounding, production & blending of custom-made chemicals;
- **DMC NV** is 100% owned by Matco NV and is engaged in industrial cleaning and transport of hazardous materials.
- The Matco Group has consolidated sales of approximately €15 million in 2007.
- The company’s offices, warehouse and production facilities are centrally located in Europe and based in Waregem near the motorway E17.
- The Matco Group employs 15 people full time (of which 8 have university or equivalent degrees in chemistry).

Introduction – Site and Buildings

- The company has moved to a new location in a 11,000 m² building near the main motorway Belgium-France in May 2005.
- The Matco Group has a broad expertise in chemicals and can perform a wide range of blending and compounding activities.
- Matco has four divisions:
 - Sourcing & Trading
 - Damaged goods / Offspec
 - Production / Compounding
 - Hazardous waste solutions



Division Matco Sourcing & Trading (1)

- **Matco is involved in the sourcing of different chemical materials, additives or ingredients for a wide variety of chemical industries.**
- **Matco has an extensive network of relations in the chemical industry across the globe.**
- **Given its large premises, Matco offers also value added logistic handling of certain chemicals. Matco is able to offer:**
 - Documentation for Import/Export in EU
 - Registration of certain products according to local and European legislation (e.g. REACH)
 - Quality control (Matco possesses a fully equipped lab)
 - Full logistic services including:
 - Transport from port to end customer
 - Temporarily storage/warehousing
 - Repackaging
 - Reblending
 - Etc.



Division Matco Damaged Goods / Offspec (1)

- **Recycling service means:**

- Solving a client's problem
- Buying the product from the client
- Finding a suitable application where the 'different' properties from the product versus the original product do not pose a problem (analysis of samples etc.)
- Processing the product (e.g. compounding, repackaging) if necessary
- Arranging of transport
- Storage capabilities



Division Matco Production/Compounding (1)

- Matco started in February 2006 with compounding and blending and has the necessary expertise and is able to perform a wide range of custom- made blending and compounding activities.
- For example, Matco produces all kind of dispersions of chemical products, as well as filled compounds for diverse applications in the chemical industry. Matco also produces curing paste and is involved in the developing, compounding and selling custom made adhesives mainly for the cardboard, paper and packaging industry.



Division Matco Production/Compounding (2)

- Matco is currently producing approx. 5,000 tonnes per year.
- Matco's customers in this area are all large chemical manufacturers in the chemical and textile industry.
- By the end of 2006, Matco launched a very ambitious investment programme in production capability and storage capacity.



Division Matco Production/Compounding (3)

- Total surface of Matco's facilities (11,000m²) whereof 6,000m² of warehouse and a production area of 3,000m².
- Matco possesses all the necessary permits in accordance with the most stringent environmental and health & safety regulations. Matco is currently in the application process to become a SEVESO certified company.
- Storage capacity (tanks): 800 tonnes
- Two chalk silo's: 240 tonnes (each 120 tonnes)
- Two mixing vessels (each 10 tonnes)
- Two grinding mills (continuous automation 24h/24h)
- Fully automated production
- Fully equipped labororium
- Efficient logistic platform



Division Matco Hazardous Waste Solutions (1)

- **An accredited collector of hazardous waste for destruction or recycling:**
 - Licensed for operations in Flanders, Wallonia and Brussels
 - Solvent collection (if necessary) with our own vacuum truck (DMC)
 - Collection of sewage sludge and tank sludge, metal-containing liquid, paste and solid waste for recycling, trade effluents, all hazardous wastes listed in the EURAL-code list
- **Managing the flow from A to Z (including for example a container park etc.)**
- **Customer service and environmental advice**
- **External safety adviser**



Division Matco Hazardous Waste Solutions (2)

- **Matco provides a complete and reliable ('outsourced') solution for hazardous (chemical) waste.**
- **Complete means that Matco will solve "all" hazardous waste solutions for a client:**
 - Even small quantities
 - All products, not a selection of products
- **The service means:**
 - Finding a suitable destruction solution
 - Managing the transport
 - Ensuring that all government regulations are fully adhered to
 - Providing a full audit trail of all products
 - Providing (temporary) storage capabilities



DMC NV Industrial Cleaning (1)

- DMC NV was founded in 2000 as a joint venture between Matco NV and Derudder Cleaning NV, a long-established firm in industrial cleaning.
- DMC's activities are complimentary to Matco and active in:
 - the transport of dangerous goods and
 - the industrial cleaning of hazardous products
- DMC has specialized trucks and specialized professionals.



Management – Background

- **Francis Vanbiervliet (1962)**
 - General manager Matco trading and damaged/offspec division
 - Education: Industrial Engineer Chemistry
 - At Matco: Since January 2004

- **Hilde Delannoy (1954)**
 - General manager Matco waste division and DMC NV
 - Education: Master in Chemistry
 - At Matco: Since 1988

- **Hein Joosten (1965)**
 - Sales and business development manager Matco NV
 - Education: Master in Chemistry
 - At Matco: Since August 2005

For more information:

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