



PRESS RELEASE
6 October 2014

SEOS Group expands into Germany

The SEOS Group specialises in collecting and handling non-dangerous waste. The company did not take any time out this summer: SEOS took a major step forward in terms of its development. SEOS has expanded its operations as well as its geographical coverage through the acquisition of a German business specialising in recycling common industrial waste.

BRG joins SEOS

SEOS has been active in handling non-dangerous waste since 1998 and has grown consistently through acquisition and innovation. This summer, the company, which already has operations at 8 sites in Belgium, France and the Netherlands, crossed another border by acquiring a German firm located in Bitburg: BRG Baudienstleistung und Recycling GmbH.

BRG specialises in recycling common industrial waste (including bulky household refuse) as well as recycling building waste. The company has a new, state-of-the-art waste processing plant that allows it to supply a number of types of product derived from recycling: wood, plastic and various metals.

BRG had previously been part of a construction company, an activity far removed from its core business. The offer from SEOS was therefore accepted for a number of reasons: the sustainability of the company, its experience in the field of waste management, obvious synergies between the operations of the two businesses and, above all, the retention of all staff at their existing place of work.

Mr Tüze, BRG's continuing Managing Director, emphasises: *"It's now two months since we joined SEOS and started to work on integration. All our staff of 42 people were relieved to leave behind a period of uncertainty and start a new era of growth. Now that we are integrated into a European group of companies we face the future with optimism. We are delighted to use our skills, our waste processing system and infrastructure for the benefit of this company in which the synergies between businesses are increasing."*

SEOS broadens its horizon

The new acquisition enables SEOS, which had for some time had its sights set on Germany, to grow in terms of geographical coverage as well as in terms of service portfolio.

"Bitburg is a border town relatively close to the SEOS business in Verviers. Moving there is no cause for concern," explains Stéphane Diez, Group Managing Director. "Not only will we be able to expand our services for global non-dangerous waste management into Germany, Europe's economic motor, but we will also be able to expand those of BRG into Belgium. So far SEOS has dealt with large companies and SMEs; it is now going to approach public administrators. Furthermore, the German business also has a considerable capacity for expansion without requiring new investment."

In practice, BRG will retain its name, which enjoys wide recognition, while gradually taking on the SEOS corporate appearance. Mr TÜZE will be supported in his function by Alain Lamarche and Stéphane Diez from the SEOS Group for a certain period. All are learning how to work together, whether in German, French or English.



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SEOS facts and figures

- 180.000 m² of infrastructure at 9 operating sites:
 - Belgium: Auvelais (1) / Verviers (1) / Dison (2)
 - France: Le Cateau Cambresis (1) / Valenciennes (1) / Loos en Gohelle (1)
 - Netherlands: Maastricht (1)
 - Germany: Bitburg (1)
- Annual sales revenues: +/- EUR 40 million
- 115 employees
- 280,000 tonnes of waste processed each year

Besides this latest acquisition SEOS has recently equipped a second of its operating sites with solar panels for the purpose of producing its own electricity. Its participation in the Enerwood project has now reached the stage of building up infrastructure in the test phase, and its Auvelais site has now passed from a state of single flow to multi-waste integration. And finally, the forced suspension of operations at its Maastricht site owing to motorway infrastructure work will soon only be a bad memory when new equipment with far greater functionality has been installed.

Stéphane Diez concludes: "There is a great future for all the businesses within the Group. We are delighted with our expansion into Germany and with the chance to enhance our expertise while taking full advantage of all possible synergies."

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Enclosure: photographs of the new site in Bitburg