



# GALLOO

Setting-up a high tech unit

## Business Case

 | Recycling



# GALLOO

## FACTS REGARDING THE EUROPEAN LEADER IN RECYCLING



- **Year of creation: 1939**
- **Nationality:** Belgian
- **Sector:** Recycling of worn out manufactured products (automobile, home appliances...), metals and plastic
- **Ranking:** In the European top 10, leader in Belgium and #2 in France
- **Number of employees: 720**
- **Headquarter: Menen-Halluin** located at the Franco-Belgian border
- **Sites: 42** plants
  - **15** in Belgium • **25** in France • **2** in the Netherlands
- **Annual turnover: €700 M**
- **Production:**
  - **1,250,000 tonnes** of ferrous metals
  - **100,000 tonnes** of non-ferrous metals
  - **50,000 tonnes** de plastic (PP, PS, PE, ABS)

### GALLOO IN HAUTS-DE-FRANCE

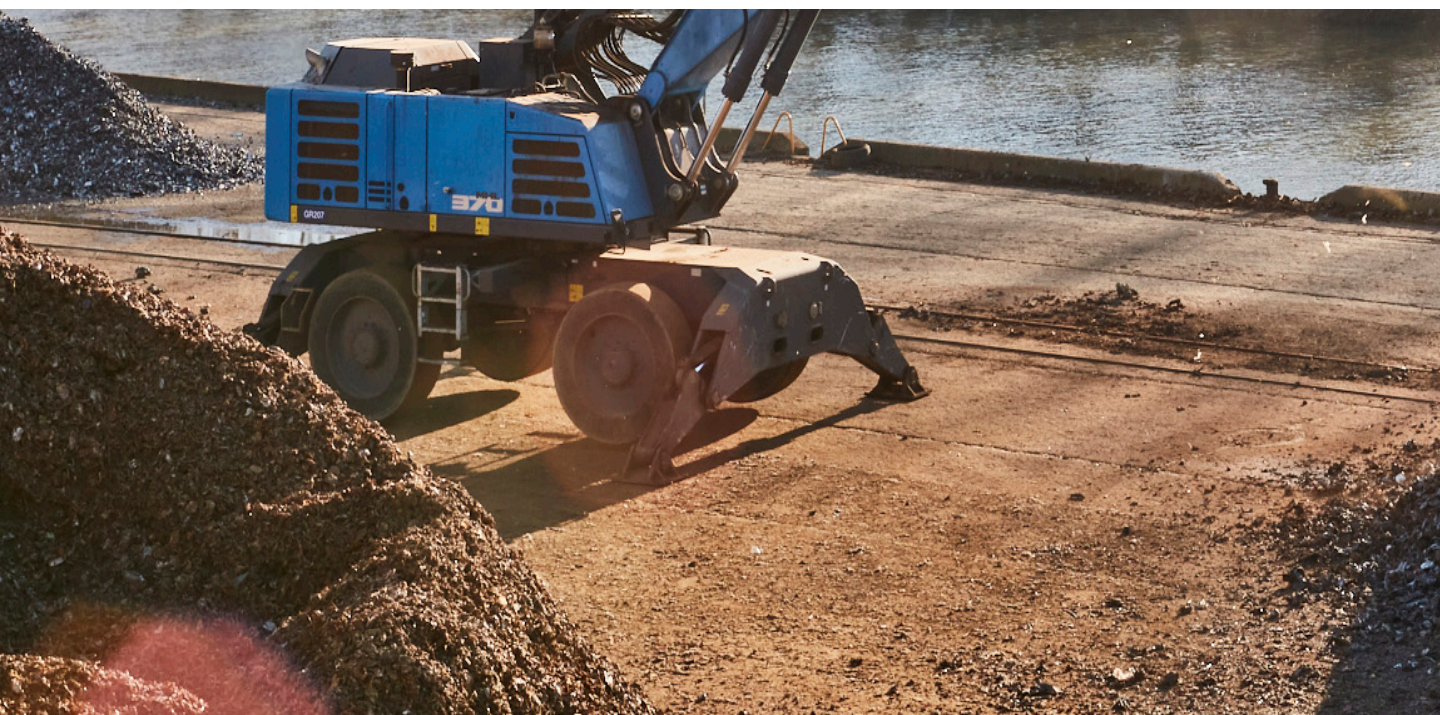
- **25** collection, recycling and valuation sites
- **2000:** Creation of the Galloo Plastics factory in Halluin, specialised in recycling technical plastics derived from business waste

# FROM A RECYCLING UNIT PROJECT...

## 2018: development context

The location of Galloo's headquarter at the franco-belgian border encouraged its expansion in Northern France. Due to its strong presence, the company wanted to build a new **treatment plant for industrial waste to power Galloo Plastics**, its recycling unit for technical plastics, located in Halluin.

In order to successfully conduct its project, the company needed to find a **site close to a channel** because its business needs waterway transports to operate.



## THE SUPPORT PROVIDED BY NORD FRANCE INVEST

Galloo requests the help of Nord France Invest to find a **site close to a channel** for its future factory, which is particularly hard to find.

6 potential sites are identified, visited and explored.

The Covid-19 crisis slowed-down the process but NFI kept supporting the company in its search for a setting-up solution through the solving of bottlenecks as the sites and aids available pre-selection went on.

# ...TO A HIGH TECH PROJECT



## 2021: A change in the scope of the project

Galloo has been investing for over 20 years in R&D programs on non-metallic fractions from the shredding of end-of-life objects. In 2020, while some setting-up solutions are being studied, the company chose to give its development project a wider scope. Instead of having a standard recycling factory, Galloo wanted to build a big recycling and preparation unit for industrial waste. As a result, the company was able to display its new technology to establish themselves on the niche market of technical plastics used for manufactured goods.

About twenty jobs were originally created but the project now aims to reach 80 jobs as well as a €28M investment.

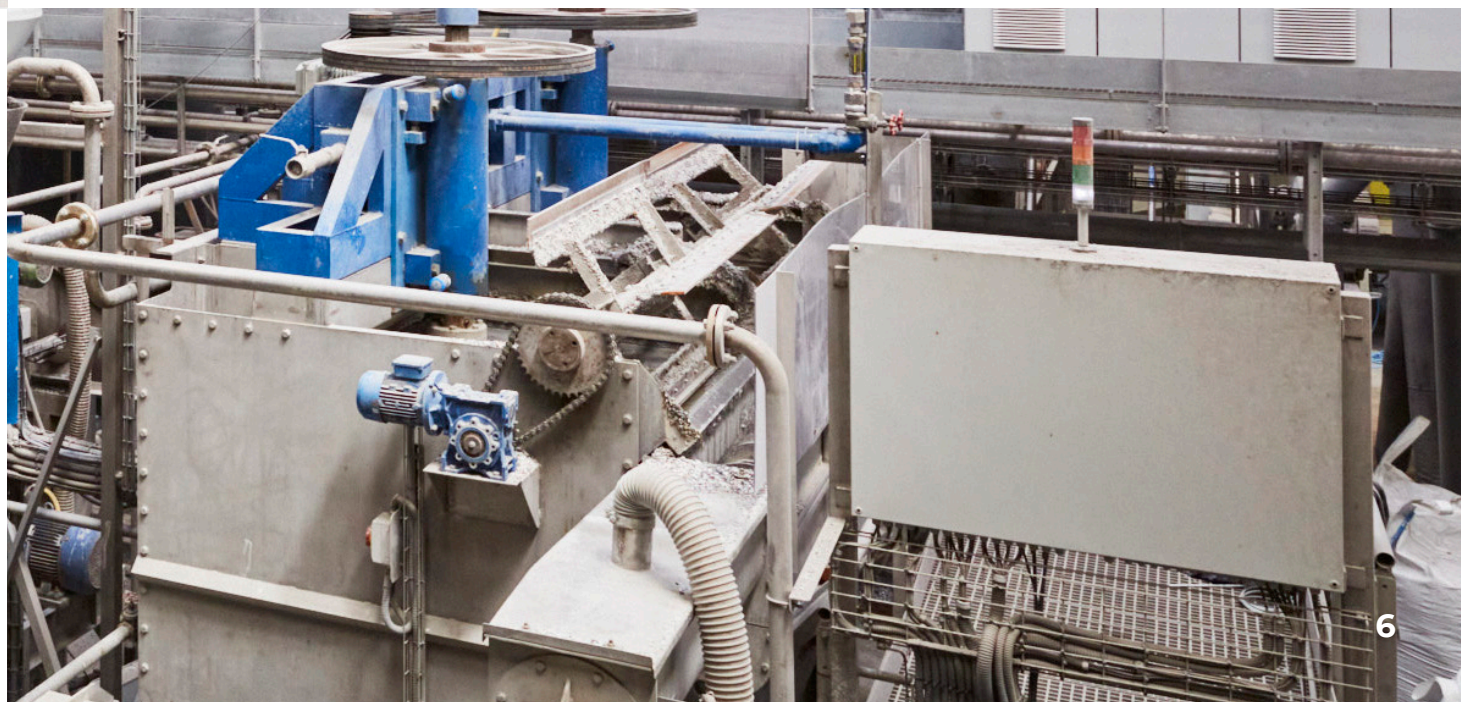
This innovative unit will process 200,000 tonnes of industrial waste per year in order to produce 20,000 tonnes of raw recycled technical plastic which will then be supplied to the Halluin site.

## THE SUPPORT PROVIDED BY NORD FRANCE INVEST

The new dimension of the project allows Galloo to benefit from the French recovery plan aiming to support the incorporation of recycled plastic in finished products.

Nord France Invest puts Galloo in touch with the appropriate services of the ADEME and helps the company in the preparation of the application file.

Galloo wins the call for project and access an important funding for its project.



# THE SETTING-UP PROJECT

## OF THE COMPANY

### SPECIFICATIONS

- 8 ha of land
- 200 m of dock close to the channel - 2.5 m draught of water
- A site with no or little view
- Road access for 70 lorries/ day.
- Connection for a capacity of **11.54 MW** in electricity

### HAUTS-DE-FRANCE: THE IDEAL PLACE FOR THE GROUP

In 2022, the group announced its decision to invest in Harnes, near Lens, to build a high-tech unit.

The Galloo project was not contesting against other European regions. From the start, the company knew that the **Hauts-de-France was the only territory capable of answering to their needs.**

Several explanatory factors :

- Its proximity to their headquarters and the French branch
- The roots of the company in the region
- Deposits of economic activity waste containing plastics
- The developed network of wide-gauge canals
- The power of the automotive industry, the 1<sup>st</sup> commercial opportunity for Galloo Plastics



# THE WORK OF NFI

## THE SUPPORT PROVIDED BY THE INVEST IN HAUTS-DE-FRANCE NETWORK:

- Identification of land solutions
- Sites visits
- Interface with public authorities in order to smooth out administrative processes
- Connection with strategic contacts (French waterways network, The French Agency for ecological Transition, Ports of Lille network...)
- Search for financial support, especially regarding the innovation aspect
- A communication strategy regarding the announcement of the investment

## THE BENEFITS FROM THE SUPPORT OF THE NETWORK

- Ongoing support pre and post Covid-19
- Identification of external levers to find a solution that took into account the new scope of the project
- Smooth out processes and connections to meet deadlines



"Obviously a huge thank you to Nord France Invest whose help was immensely necessary regarding local procedures to find the right land. This topic was particularly tricky due to the need for a waterway access. Nord France Invest's support was absolutely remarkable for that matter"

Olivier François,  
Market development officer  
and environmental affairs,  
Galoo



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