



As a distributor, Gadot Belgium supplies local customers across a variety of industries with a wide range of speciality and process chemicals.

e.g. to prevent deposits and oxidation, improve stability and engine compatibility. Fuel additives are a highly specialised business, in which we act as a contract manufacturer for large multinationals, helping them free up capacity, ramp up innovative compositions or outsource production. This is one of our faster-growing markets, because new generations of renewable fuels require specific components, and thus specialised expertise. Additionally, handling these additives requires us to be a SEVESO-certified company, which means we are subject to various safety and quality regulations. In fact, safety and security are among our core values, much in alignment with North Sea Port's vision. As a port facility, we are also subject to ISPS (International Ship and Port Facility Security Code)."

He continues: "A second production type is lubricant additive packages, performance-enhancing chemicals that provide protection, stability, cleanliness and other functional properties required to meet lubricant performance standards. Some of these chemicals, including Viscosity-Index Improvers, are produced on-site. For this product line, we also act as contract manufacturers for large companies, adhering to strict quality standards and rigorous quality assurance, safety, and process management to meet their high expectations. The third, somewhat related type of production is finished lubricants, where we add our additives to base oil to produce specific blends for our customers and ship them in their branded packaging. Recently, we've invested in a new, fully automated filling line for small packs such as one-litre bottles. We now produce 30 million litres annually for small packs, equivalent, then, to 30 million bottles. Naturally, we've also had to build a warehouse to accommodate those extra volumes. And that's just one of the investments of the last five years.



An on-site wind turbine and a partnership with the nearby Bio Energy Base biomass plant provide Gadot Belgium with renewable energy, already resulting in a 55% reduction in CO<sub>2</sub> emissions on the way to 100% renewable energy.

Another business area in which we've significantly grown is our distribution and export activities."

### Growing in distribution

"Our activities as a distributor currently include sales and distribution for the local Benelux market, as well as for West Africa, where we supply essential process chemicals for clients involved in oil, gas and mining activities," says Wim De Windt. "For the local market, we supply customers with a variety of process chemicals for industries such as steel, metals, paper, food, beverages, home care, industrial cleaning, and chemical

manufacturing, all of which require specific chemicals for their processes. These activities represent a significant growth path for us. In Europe, we began from scratch five years ago, looking to diversify in response to the changing global market. To support this fast-growing business, we have expanded our tank storage and filling capacity, the latter to accommodate products destined for West African countries, which often require re-packaging. Upon arrival, these products are sent directly to our filling lines, where they are properly conditioned and repacked before being shipped on major logistics routes to West Africa."

"A third important business unit at Gadot Belgium is the multimodal tank storage terminal. This activity enables strong synergies with both distribution and manufacturing. We store and handle a range of chemical products, with a steadily increasing contribution from renewable and circular solutions, including green recycled base oils (rrBO) and biofuels."

"Combining all those activities, production, value-added services and distribution can be complex, but that's what makes us unique, and it makes working at Gadot interesting," Wim De Windt states. "There's never a boring day, with all our diverse activities like production, logistics, terminal operations and tank storage. Moreover, we invest in training and maintain an open company culture: Gadot Belgium operates like an SME within a larger multinational organisation. We say, we absorb your complexity, and that has offered us unique growth opportunities. And we are not done expanding. For instance, we also have plans to expand our tank farm to support our growing terminal operations. We also want to implement a new rail connection to make even better use of North Sea Port's multimodal facilities. In distribution, we see opportunities for import-driven developments. We are exploring developing export solutions to South America as well, building on the expertise we acquired by developing West Africa over the last couple of years."

### Sustainability

"Expanding our multimodal solution is also important when it comes to sustainability," Wim De Windt adds. "Sustainability is, of course, very important to the Gadot Group, which has set out several sustainability goals towards 2050. Chemship, for instance, has taken various initiatives to drastically reduce its fuel consumption. As for Gadot Belgium, 80% of the energy we use is renewable, resulting in a 55% reduction in CO<sub>2</sub> emissions compared to 2020. To accomplish this, we have an on-site wind turbine and are looking to add solar panels on the new warehouses. Furthermore, we have an agreement with the nearby Bio Energy Base biomass power plant, which supplies us with green steam to heat our installations. Also, we are currently exploring ways to further reduce emissions while scaling up to 100% renewable energy. Of course, part of our sustainable story is also our local network, the good relationships we have with our neighbours."

### Local partnerships

"Besides investing in our own facilities, we also prioritise good relationships and collaboration with partner companies," Wim De Windt explains. "Firstly, we have two on-site laboratories operated by SGS on our premises. SGS conducts its quality analysis activities on our location, both for Gadot and for other companies in the area. This has the added advantage that we can offer our customers independent quality assessments by a certified laboratory for the products we handle on their behalf.



Wim De Windt, CEO of Gadot Europe and managing director of Gadot Belgium.



The new warehouse and fully automated filling line for small packs, such as one-litre bottles, are just one of the many significant investments Gadot Belgium has made in the last few years.

"Another example is our agreement with DFDS. Our liquid bulk terminal handles about 70 trucks per day and 250 ships per year. But what we lack today is isotainer storage. As this is a request from our customers, we have agreed with DFDS to develop a small storage area for about 100 isotainers on our premises, as a first step. They are always looking for extra space, whereas we do not have the proper equipment like stackers and dock cranes to handle isotainers. Together, we can manage storage and logistics, including handling from water or rail. It's a win-win, much like our collaboration with our neighbour PVG Liquids. As a filling and distribution centre, they are mostly involved with fuels and homecare products. Through our terminal, we handle their raw materials, receive the ships, clear customs, and transport the products via a pipeline to their filling plant. It's a nice example of complementary collaboration. Gadot Belgium aims to build a collaborative environment in North Sea Port that always explores ways we can support one another. My philosophy emphasises openness – by not closing ourselves off, we strengthen our collective capacity."