# Acquisition of Bifold Group

August 2015



rotork

#### **Summary**

- Acquisition of Bifold Group, a leading instrument valve manufacturer
- Significant step forward in delivery of flow control strategy
- Highly complementary product portfolio
- Significantly increases Rotork's addressable market by £750m
- A long held target company. Strategic addition to Rotork Instruments and the Group
- Consideration of up to £125m on a cash-free and debt-free basis, funded from new committed debt facilities



#### **Bifold Overview**

- Bifold is a leading developer and manufacturer of pneumatic and hydraulic system components, primarily for the oil & gas market
- Expertise in niche sub sectors such as subsea and wellhead control systems
- Focus on ultra-low power technology and delivering configured product in market leading timescales
- Strong market presence coupled with excellent brand recognition
- Approx. 300 staff located in Manchester, Taunton and Lutterworth UK







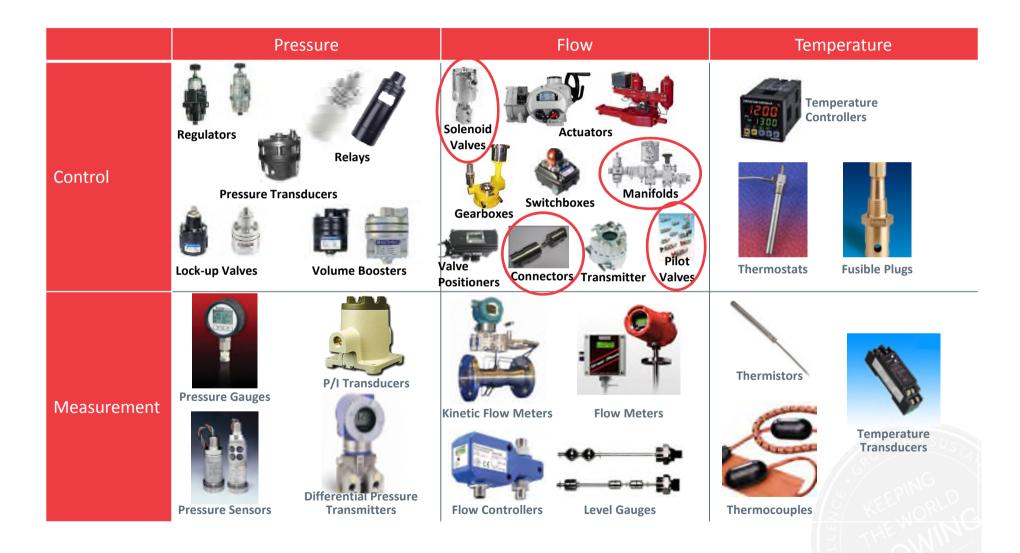
#### **Rotork Acquisition Rationale**

 Directly in line with core strategy of strengthening Rotork's presence in the flow control sector and broadening our product portfolio

	Bifold
Enhance Position in an End User Market	✓
Enhance or Extend Product Offering	✓
Enhance Position in a Geographic Market	

- Increase Rotork addressable market by £750m to £4.3bn
- Technical expertise in hydraulic and ultra low power technology
- Strong product development culture
- Strategic addition to Rotork Instruments
- Strong management team who will remain following acquisition

### **Strategy for Growth**



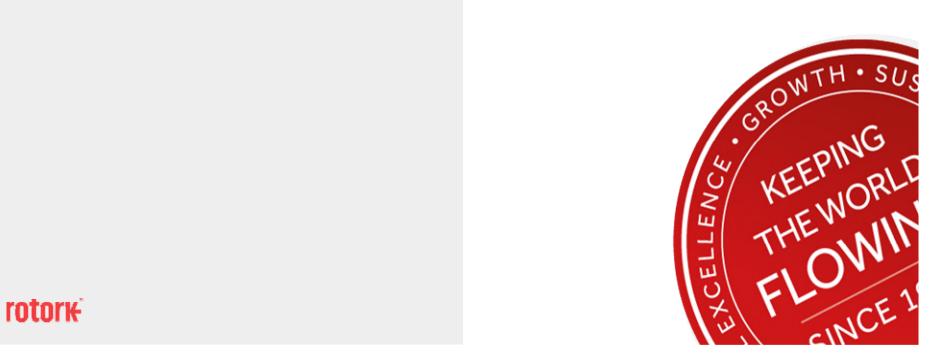


#### **Financials**

- Total consideration up to £125m in cash, £115m on completion and £10m deferred for up to 2 years based on achieving specific financial targets
- 31 August 2014: £41.0m sales, £10.2m EBITDA
- 31 August 2015 forecast: £37.7m sales, £7.6m EBITDA
- Well invested, high quality business



# **Appendix**



## **Products**

	Ballast Control	Fire Dampers, Deluge, compressors turbines	Actuators, scotch yoke, choke, R&P	Low pressure logic Well head Control	Electro- Hydraulic HPU and Well head control 10k,MP	Subsea Valves and Connectors	Chemical Injection pumps	Hook up Systems
Subsea Hydraulic Solenoids						CONTRACTOR A		
Subsea DBB					10	THE THE		
Subsea Connectors and Stabs						200	9	
Gate Valves			100			-8		
Pneumatic Manifolds			Tell Annual		-			
Pneumatic Solenoids			THE PROPERTY OF					
Pilot Valves								
Filter Regulators		molithaat	-					
Volume Boosters		The section		- August				
Pressure Switches		三 相關所	11 4	Signal Control	-			
Pnuematic Accessories					and the same	N. San		
Hydraulic Manifolds				- 3	22.50	000		
Topside Hydraulic Solenoids	L			2 2 4		1908 t		
Ballast Solenoids	G-14.				- Oran			
Interface Valves					TYPE			
Flowline Pilots	Ŏ				J. Davids			
Hydraulic Accessories Valves				400				
Relief Valves				1				colle John
Hydraulic and Gas Regulators				1				A 12 1 1
In-line Filters			100	The same of the same				是 是
Instrument Needles and Balls				39				*
MP Inst. Needles and Balls				0.09				
Chemical Injection Valves				(58)				1
Process Ball and Needle				THE PARTY OF	400			100000
Hydraulic Pumps								16. 17
Chemical Pumps				The second	1			
Chemical Metering Pumps			1	-	1	S S		
Pressure Intensifiers			1	4.0		and a		

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