



Filtrona plc

Acquisition of Richco, Inc.

18th November 2011

Acquisition of Richco, Inc.

Background

- Leading designer, manufacturer and distributor of engineered plastic and elastomeric solutions for fastening and cable management applications
- Based in the U.S., with >70% revenue generated outside North America
 - Management, manufacturing, engineering and sales and marketing in North America, Europe and Asia
- International operations, with 4 manufacturing sites and 9 other distribution sites
- Funded from existing facilities, being:
 - US\$160m USPP loan notes
 - New £330m facility announced in August 2011
 - 5-year term
 - £ and €

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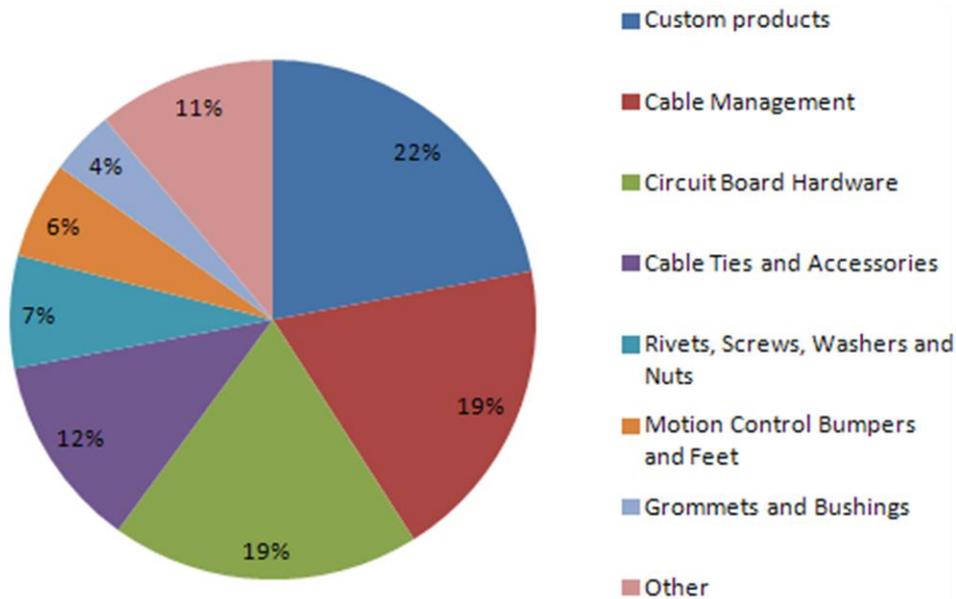
Key metrics

	2010A	2011E*
Purchase price	\$110m	
Net sales	\$71.4m	c.\$78.0m
EBITDA	\$11.9m	c.\$12.5m
EBIT	\$8.8m	c.\$9.5m
Total assets	\$37.2m	
Employees	c.450	
Live customers	8,000	
Catalogue parts	15,000	
Average order value	\$900	

* Based on Richco's current estimates

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2010 revenue by product range



Products



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Strategic rationale

- Expands product range in plastic fastening and cable management products
- Gives broader access to new end markets
- Consolidates existing geographic positions
- Provides expansion opportunities in both Europe and Asia
- Accelerates introduction of existing PFP ranges

Synergies

- Cross-selling product range to Richco and PFP customer base
- Margin enhancement opportunities through leveraging PFP's proven business model
- Purchasing synergies through PFP's global position and the scale of the combined business

**Strong fit with Protection & Finishing
Products ("PFP") principles**

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