

# NORTHBRIDGE



## **NORTHBRIDGE INDUSTRIAL SERVICES PLC**

A leader in global industrial equipment

# WHO IS NORTHBRIDGE INDUSTRIAL SERVICES?

[www.northbridgegroup.co.uk](http://www.northbridgegroup.co.uk)

**Established in 2006 as a start-up in the United Kingdom, Northbridge Industrial Services is a global company that rents and sells specialist industrial equipment to the public sector and the utilities, marine and oil and gas industries.**

Northbridge has acquired and has also set up start-up companies to meet the needs of these sectors including Crestchic (UK, Europe, USA, Asia-Pacific, Middle East and China), Northbridge Transformers (Europe, Asia-Pacific and Middle East) and Tasman Oil Tools (Australasia and Middle East).

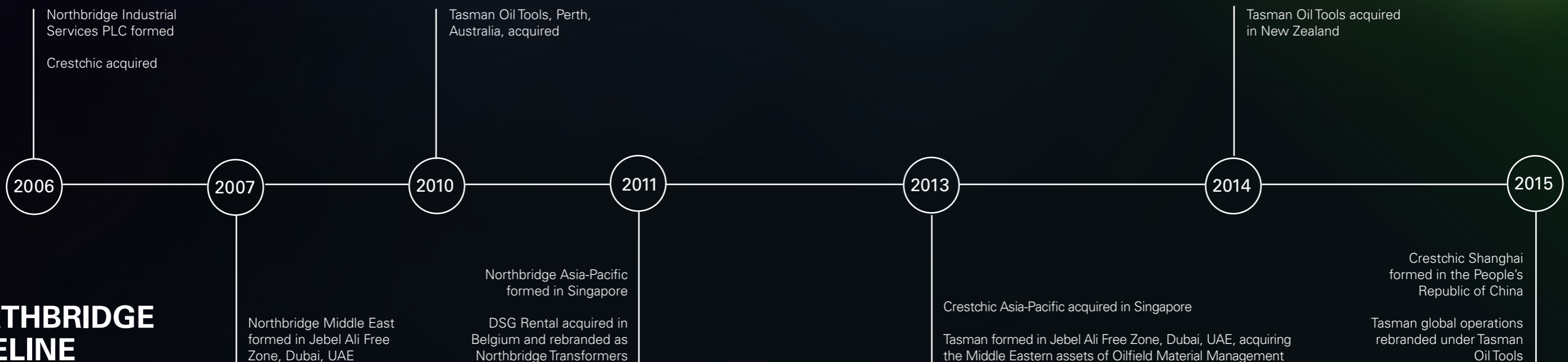
Northbridge continually invests in its existing range of products and services to ensure your business has continuity of supply and gains the best results, and focuses on global expansion to further meet the needs of other marketplaces.

A high level of service, responsiveness and flexibility is the key to success and saw Northbridge admitted to AIM in London, UK, in its start-up year.

With increased earnings and dividends annually, opportunities for business acquisitions and organic growth are continually explored in keeping with Northbridge's long-term strategy of enhancing the organisation's existing structure.

Northbridge is in a unique position to take advantage of strong demand drivers from across the world. Services provided are powered by a strong and increasing demand from a variety of profitable and stable active end markets.

No matter where you are in the world, Northbridge Industrial Services can meet your specialist needs.



**NORTHBRIDGE  
TIMELINE**



# WHAT WE DO

## MAIN ACTIVITIES

With offices and agents across the world, Northbridge has a truly global presence, offering:

- excellent **rentals** of specialised equipment, such as transformers, loadbanks and oil tools;
- optimum **sales** of manufactured equipment, including loadbanks and transformer packages; and
- the best **service** and **after-market support** for transformer packages, loadbanks, consumables and spare parts for the drilling industry.

## INDUSTRIES WE SERVE

Right across the world, Northbridge products and services are used extensively in the following sectors:

- Oil and gas
- Petrochemical and processes
- Power
- Marine
- Ship-building
- Data centres
- Banking
- Facilities management
- Health
- Defence



## NORTHBRIDGE GROUP OF COMPANIES

Northbridge Industrial Services has acquired a range of companies and has also established new businesses that deliver a specialised product range at global level.

**CRESTCHIC** 

**PRODUCTS AND SERVICES:**  
Loadbank manufacture, sales and rental.  
[www.crestchic.com](http://www.crestchic.com)  
[www.crestchic.co.uk](http://www.crestchic.co.uk)

**TASMAN** 

**PRODUCTS AND SERVICES:**  
Oil tool rental, services and sales.  
[www.tasmanoiltools.com](http://www.tasmanoiltools.com)

**NORTHBRIDGE**   
TRANSFORMERS

**PRODUCTS AND SERVICES:**  
Transformer rental and sales.  
[www.northbridgetransformers.com](http://www.northbridgetransformers.com)

## NORTHBRIDGE'S GLOBAL OPERATIONS

Northbridge Industrial Services has an extensive global network that provides essential links and access to a worldwide customer base. With global hubs and worldwide depots, Northbridge can effectively reach markets in both developed and emerging areas meaning that, no matter where you are in the world, your needs can be met with our specialised products and services.

There are global hubs in Belgium, Singapore, the United Arab Emirates, the United Kingdom, the United States, Australia and New Zealand. Northbridge's reach goes even further with worldwide depots in the United Kingdom, Germany, France, the United States and China, providing products and services from Crestchic, Northbridge Transformers and Tasman Oil Tools.

// We are global so you can work local. //



- Global hubs
- Worldwide depots
- Global hub and worldwide depot

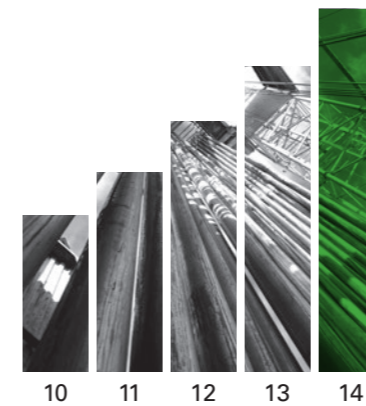
Northbridge group company	Country	Loadbank sales	Loadbank rental	Transformer rental	Oil tool rental
Northbridge Transformers Europe	Belgium			●	
Northbridge Transformers Asia-Pacific	Singapore			●	
Northbridge Transformers Middle East	UAE			●	
Crestchic UK	UK	●	●	●	
Crestchic Europe	Germany France	●	●	●	
Crestchic USA	USA	●	●	●	
Crestchic Asia-Pacific	Singapore	●	●		
Crestchic Middle East	UAE	●	●		
Crestchic China	China	●	●	●	
Tasman Australia	Australia				●
Tasman New Zealand	New Zealand				●
Tasman Middle East	UAE				●

## NORTHBRIDGE FINANCIAL HIGHLIGHTS (2010–2014)

Significant growth has been maintained through Northbridge's commitment to valuing a culture of enterprise and innovation and acting with courage, discipline and clarity of purpose. This has been achieved by investing in core strengths and strategic acquisitions of various companies in the United Kingdom, Belgium, the United Arab Emirates, Singapore, Australia and New Zealand.

A long-term strategy has driven these acquisitions, ensuring Northbridge continues to be a competitive and effective leader in the hire and sale of specialised industrial equipment. The strategy looks at whether a company has the ability to supply to a worldwide customer base and has a strong element of rental and service work, and how active it is in oil, gas and power related activities.

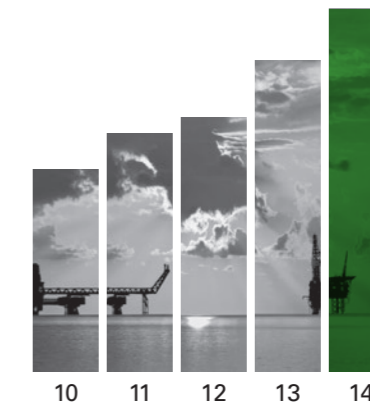
Key Performance Indicators (KPIs) enable Northbridge to measure performance through the success of its strategy, offering continual improvements to relevant products and services and its business model.



REVENUE

£44.9m

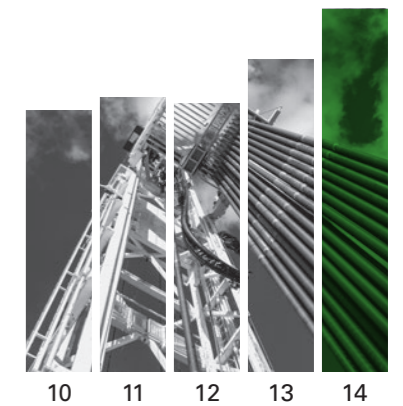
2013: £37.6m ▲ up 19.4%  
2012: £30.8m  
2011: £24.9m  
2010: £19.3m



PRE-TAX PROFIT\*

£7.0m

2013: £6.0m ▲ up 16.5%  
2012: £4.9m  
2011: £4.6m  
2010: £3.9m



EPS\*

32.5p

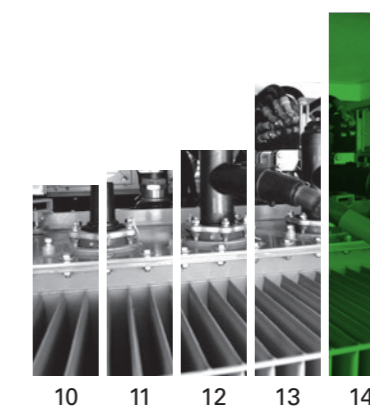
2013: 28.7p ▲ up 13.2%  
2012: 24.0p  
2011: 24.6p  
2010: 23.4p



DIVIDEND

6.2p

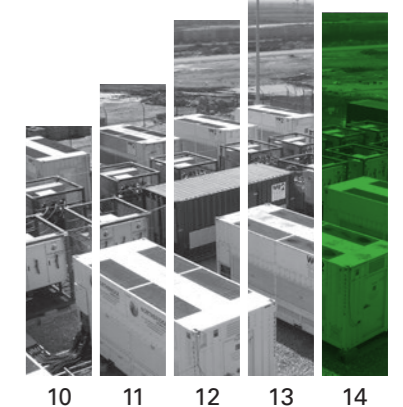
2013: 5.9p ▲ up 5.1%  
2012: 5.4p  
2011: 5.0p  
2010: 4.6p



NET ASSET VALUE

£46.4m

2013: £37.4m ▲ up 24.0%  
2012: £28.8m  
2011: £26.2m  
2010: £24.5m



CASH GENERATED FROM OPERATIONS

£8.6m

2013: £9.1m ▼ down 5.5%  
2012: £8.4m  
2011: £6.9m  
2010: £5.9m

\*Before exceptional items.





**Manufacturing, sales and rental**

[www.crestchic.com](http://www.crestchic.com) | [www.crestchic.co.uk](http://www.crestchic.co.uk)

### WORLDWIDE LOADBANK SPECIALISTS

Specialising in loadbank manufacture since 1983, Crestchic has the knowledge and expertise to meet your power load-testing requirements, providing loadbank solutions across the world. By continually exceeding expectations, Crestchic has become the world's leading loadbank specialist and is highly regarded as they are a trusted name in this field. Whether they are AC or DC, low or high voltage, or resistive or reactive applications, all loadbanks are manufactured at a state-of-the-art facility in the United Kingdom.

### LOADBANK LEADER

Crestchic is regarded as the largest specialist loadbank provider in the world. Efficient power generation, testing and system proving are vital. Loadbanks provide a stable, continuous and variable load to imitate real loads in real time. This means backup systems can be periodically fully tested, ensuring they meet the original design criteria.

After their manufacture in the UK, the loadbanks are able to test and service numerous power sources including turbines, generators, batteries and fuel cells. An electrical load is controlled remotely, simulating demand in real operating conditions. This ensures all electrical and control parameters are met before power generation or backup equipment is energised.

### TRUSTED NAME IN LOAD TESTING

For more than 30 years, Crestchic has earned an enviable reputation around the world as a loadbank specialist, offering the best in rental and sales equipment. Crestchic loadbanks have been operationally successful in all seven continents and reliably test power supplies in a variety of locations and climates each day, whether it is temperate, jungle, desert, snow, offshore or high altitude.

The need to test and maintain standby and independent power systems – and the increasing reliance on power-critical technology used in the banking, medical, marine, oil and gas and defence industries – has resulted in a continued strong rental demand for Crestchic's products and associated services.

### RENTAL PROJECTS

A global rental fleet of loadbanks exceeding 200MW is available from Crestchic, ably demonstrating their ability on numerous projects – including the large projects exceeding 50MVA.

Through this rental fleet, Crestchic continues to meet the needs of the oil and gas, power, marine, data centre and health sectors, right across Northern Europe, Russia, Asia-Pacific, Australia, North and South Americas and the Middle East.

### GLOBAL PRESENCE

Crestchic is the largest loadbank manufacturer in the world – no other company has the expertise and capability to develop tailor-made testing solutions to meet your requirements, whatever they may be. Our global network of offices in the United Kingdom, Belgium, Germany, France, Singapore, the United Arab Emirates and the United States enables us to provide a local service on the ground, matched with helpful support, to service the needs of our clients.



**Transformer rental specialists**

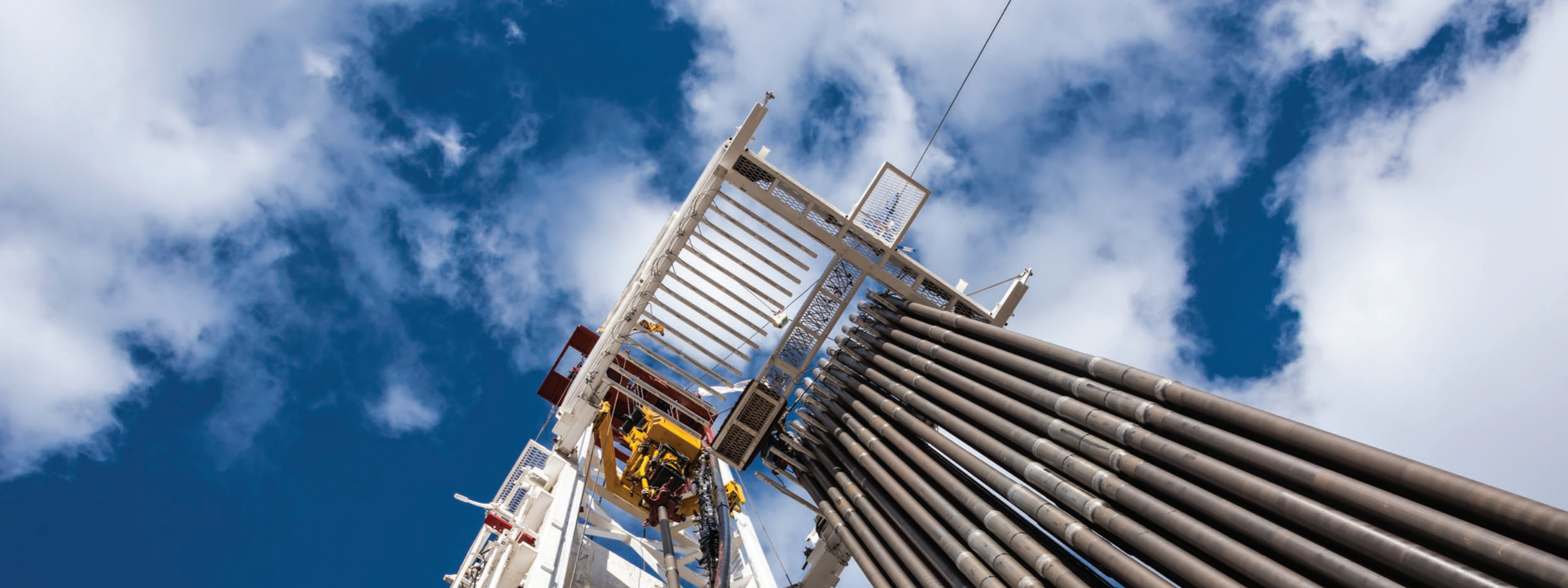
[www.northbridgetransformers.com](http://www.northbridgetransformers.com)

**Based near Antwerp in Belgium, there is more to Northbridge Transformers than meets the eye. A sister company to Crestchic, Northbridge Transformers specialises in the rental of transformer packages, switchgear and temporary packaged substations on a global basis.**

With a rental fleet in Europe, the Middle East and Asia-Pacific, Northbridge Transformers rents out mobile containers with integrated transformers and switches for long or short-term rent. The containers are rapidly deployable and the capacity of transformers and switches can be adapted according to specific customer requirements.

The rental fleet covers in excess of 250MVA of low and medium voltage transformers ranging from 230V to 36kV. With each operation comes complete technical support, including installation and commissioning.





[www.tasmanoiltools.com](http://www.tasmanoiltools.com)

Tasman Oil Tools specialises in the rental of drilling tools suitable for use in onshore and offshore oil and gas drilling, coal bed methane and geothermal drilling operations. The company offers a broad range of drilling equipment, support products and the provision of offshore and in-house specialised services, as well as the servicing of client-owned equipment.

Since it began in 1980, Tasman has grown and developed an understanding of our client requirements, which drives our philosophy of operational excellence in the Australasian, Asia-Pacific, European, Far East, Middle East, South American and African oil and gas markets.

### **TASMAN DOWNHOLE DRILLING RENTAL TOOLS**

Tasman's product line offerings are:

- Cementing
- Drilling rental tools
- Fishing and re-entry
- Pressure control equipment
- Tubular running services

**“ High quality and economically viable solutions are the driving force behind Tasman Oil Tools and the service it provides to customers. Open communication and a high level of support are our key motivation in providing excellence to our clients, ensuring long-term and mutually beneficial business relationships are established. ”**





## QUALITY, HEALTH, SAFETY AND ENVIRONMENTAL

Northbridge and its group of companies are committed to the health and safety of our employees, contractors and customers – they are of paramount importance to us.

We are fully committed to minimising risks and ensuring practical and effective measures are in place to protect the health and safety of everyone associated with our global operations.

Our integrated management system is based on the standard requirements of ISO 9001, ISO 14000 and OHSAS 18001. By implementing these management systems, Northbridge employees are kept safe in relation to work, equipment and operations.

## CORPORATE AND SOCIAL RESPONSIBILITY

### Definition

Corporate and social responsibility is defined as the integration of business operations and values where the interests of all stakeholders – including investors, customers, employees, the community and the environment – are reflected in the Company's policies and actions.

### Commitment

Northbridge and its group of companies undertake to promote the knowledge of the code of ethics among its employees and shareholders. With the establishment of this code of ethics, it is Northbridge's intention to:

- continually improve its performance and abide by all relevant legislation;
- continually promote good order and efficient functioning of the Company's business; and
- act in a socially responsible manner and encourage all staff to be mindful of their actions, and the effect they might have, at all times.



# MISSION, VISION AND VALUES



The Northbridge group of companies adheres to the following:

Our team vision is to be the industry leader in the supply of loadbanks, transformers and oil tools by providing a high level of service, responsiveness and flexibility to customers without causing injuries and/or other impacts on health, while also delivering our products and services in an environmentally responsible manner. As an organisation:

WE ARE COMMITTED TO SHOWING RESPECT to our employees, shareholders and clients.

WE ARE COMMITTED TO CONTINUOUS IMPROVEMENT for the supply, rental and service of our product ranges.

WE ARE RESPONSIBLE CITIZENS committed to the health and safety of people, protection of the environment and compliance with laws, regulations and industry practices.

WE ARE ACCOUNTABLE to all our shareholders and act with integrity, independence and objectivity.

WE ARE COMMITTED TO COMMON GOALS and business objectives.

WE ARE A RESPONSIBLE, CUSTOMER-FOCUSED ORGANISATION that takes responsibility for delivering commitments to its customers.

WE ENSURE our staff, contractors and suppliers are provided with the necessary information, instruction, induction, training and supervision to enable them to work without causing harm.







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## NORTHBRIDGE TRANSFORMERS

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## CODE OF ETHICS

Northbridge and its group of companies comply with the principles of loyalty, fairness, transparency and professionalism. Our business is carried out with the utmost care and professionalism with the duty to provide equipment and services as required by our clients.

We shall abide by the following standards of business conduct:

- We shall operate in a manner that safeguards against unfair practices.
- We believe in a responsible approach to developing relationships between companies, locally and internationally, because it is a vital part of delivering business success.
- Our standard terms and conditions clearly set out agreed terms, conditions and the basis of relationships with other companies.
- We will continually review our policies and business practices on a scheduled basis.
- Our objective is to endeavour to reduce our impact on the environment through a commitment to continual improvement.
- We will allow our customers and vendors to provide feedback on our performance and ensure all customer comments are analysed, responded to and acted on where appropriate.
- We will aim to support and respect the protection of human rights.

## TASMAN

### Tasman Australia

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