

Skaff Cryogenics

January 2018

Skaff Business Summary



Overview: Skaff, located in Brentwood, NH, focuses on the remanufacturing and repair of cryogenic tanks (stationary cryogenic tanks and D.O.T. delivery units) with certification for any size repair in the field. Additionally a sister company offers leasing options for cryogenic equipment. Skaff also resells vaporizers and tanks.

- Service Offering:**
- Trailers
 - Stationary Tanks
 - Micro Bulk
 - Portable Supply Stations

- Rationale/Fit:**
- Expansion of Chart Service into the Northeastern U.S.
 - Small leasing business expands Chart's offering
 - Conversion of new tanks sales to Chart
 - Margin accretion

Stationary



Micro Bulk



Portable Station



Trailer



Deal Rationale

Skaff Description

- Acquisition of Skaff Cryogenics and Cryo-Lease, LLC from Bob and Steve Prefontaine
 - 2017E revenue of ~\$6.5M; EBITDA margins anticipated to exceed 21%

Transaction Consideration

- \$12.5 million
- Cash-free, debt-free

Expected Financial Impact

- EPS accretive
- Accretive to EBITDA margins
- Meaningful cost synergies

Funding

- Transaction funded using cash on hand

Reporting

- Will report through Distribution & Storage segment

Ownership Date

- Closed January 2, 2018
- Effective ownership date January 1, 2018

Chart D&S Sales by Location and Product

