



PRIVATE EQUITY IN ACTION - CASE STUDY

Rollon



Country	Italy
Region	Lombardia
Investor	Ardian & Consilium

Rollon was a successful maker of high-quality parts for the industrial and rail industries when Ardian and Consilium invested in the company in 2010. Rollon's rails and guides were used across Europe to ensure the smooth running of industrial machines' components and train doors, but the group had yet to consolidate its positioning in actuators (a complementary product) and to further integrate its foreign subsidiaries.

Over three years, the private equity firms helped strengthen Rollon's US position, supported it in entering a new end market (aerospace) and in winning new clients, and helped acquire a business with a good strategic positioning in Italy. During this time, Rollon also expanded to generate more than 80% of its revenues outside of Italy. The company went on to deliver further success when sold to Chequers Capital and IGI in 2013, more than doubling employee numbers over the next five years and growing further internationally.

What did the business need?

- Support in acquiring complementary businesses
- Introductions to potential new clients, especially in France

How did private equity backing create lasting value?

- Acquired complementary businesses to increase Rollon's product range
- Supported new client wins, including new blue-chip clients in the train and aerospace sectors
- Increased market share in the important US market

>80%

of revenue generated internationally

280

employees up from 200 in 2010



Rollon's growth depends on expanding its product offering and bolstering its sales network so that it can build up positions in complementary markets like aerospace. Thanks to their network and mastery of industrial growth, Ardian's team has supported us in

- Supported the improvement of the international sales network
- Established an employee share scheme to allow staff to participate in the company's success

What outcomes did private equity investment achieve?

- Increased turnover from €30m in 2009 to €55m in 2012
- Grew US sales from €3m to €7m
- Increased employee numbers from 200 to 280
- Paid a €2,000 bonus to each Rollon employee when Ardian sold the company
- Positioned Rollon for future expansion into Far East markets

More information

[Rollon](#)

[Ardian](#)

implementing this strategy.

ERALDO BIANCHESI

CEO

Rollon

