

21 December 2017

Press Release

Beaufort International LLC Advises Argus Security S.r.l. in sale to Halma plc

Beaufort International LLC ('Beaufort') is pleased to report the successful completion of its latest structured divestiture mandate, the sale of Argus Security S.r.l. ('Argus') to Halma plc ('Halma').

Beaufort initiated this transaction and exclusively managed the structured, competitive divestiture process.

On 20 December 2017, Halma, the leading safety, health and environmental technology group, completed the simultaneous acquisitions of Argus Security S.r.l. and its UK-based distributor Sterling Safety Systems Limited.

Argus, based in Trieste, Italy, is a leading manufacturer of wireless fire systems, including detectors, call points, sounders, beacons and modules.

The combined cash consideration is £21 million on a cash and debt-free basis. The combined revenue, for the year ending 31 December 2016 was £13 million.

Beaufort International LLC is the world's largest independent consulting group specialising in initiating and advising on corporate acquisitions and divestitures in the global fire and security sector.

Daniel E. Lach has been involved in many transactions involving most major global fire companies. He said, "With an achieved cash consideration of over 1.65 times turnover, Beaufort International LLC clearly proves its ability to deliver outstanding, superior investment returns to those companies willing to place their trust in Beaufort's expertise in managing structured divestitures in the fire and security sector.

Beaufort is the only international company that has the professional insight, dedicated contacts and most successful track record to execute

disciplined, competitive divestiture processes in the fire and security industry today.”

In the past 20 years, Beaufort has also been responsible for initiating and advising on transactions involving many globally oriented fire and security manufacturers, distributors and installers based in a dozen countries on 4 continents.

Beaufort was also responsible for divesting one of the UK’s most prestigious security companies, Texecom Limited to Halma for £26 million in 2005, achieving a consideration multiple of 1.37 times turnover.

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