

For Immediate Release

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Press Release

Beaufort International LLC Exclusively Advises Photain Controls Plc in Divestiture to Ziton Limited, a Subsidiary of Edwards Systems Technology

Beaufort International LLC has exclusively advised Photain Controls Plc of Arundel, West Sussex, United Kingdom in its divestiture to Ziton Limited of Milton Keynes, announced today. In 2001, Photain Controls Plc had turnover in excess of £30 million. Terms were not disclosed.

Beaufort International LLC is the world's only consulting company specialising in initiating and advising on corporate acquisitions and divestitures in the global fire and safety sector.

As an indication of its dominance in the fire and safety sector, Beaufort International LLC was also responsible for initiating the divestiture of Cape Town, South Africa based Ziton to Edwards Systems Technology (based in Connecticut, U.S.A.) only 16 months earlier. In the past 36 months, Beaufort has also been responsible for transactions involving globally oriented fire specialists based in 10 countries on 4 continents, with a total combined transaction value in excess of £110 million (\$150 million USD).

Following Williams plc's (later Kidde plc) purchases of Norway based Autronica A/S and then later Heien Larssen A/S and Norfass A/S at the turn of the millennium, Beaufort was also responsible for initiating the sale of the Norwegian company Eltek Fire & Safety A/S to Caradon plc (now Novar Plc) in May 2000 and then the sale of Chloride Safety Systems Limited to Novar Plc at the turn of 2001. In all cases, Beaufort acted exclusively on behalf of the vendors.

With experience in closing fire and security deals in places as diverse as South Africa to Scandinavia, Beaufort International LLC works closely with dedicated specialists to advise on specific geographic markets, thereby gaining more in depth knowledge of the fire industry at local levels.

Daniel E. Lach has been involved in many transactions involving most major global fire companies. He said, "The global fire and safety sector is rapidly consolidating. Beaufort International LLC is the only internationally focused company that has the professional insight, dedicated contacts and most established track record to execute transactions in the fire and security industry today."

Contacts; Daniel E. Lach (Managing Director) +351 291 233 816
dan.lach@beaufire.com
+44 (0)870 164 5607 (fax)
+44 (0)7768 864 400(mobile)

Beaufort International LLC , Edificio Marina Forum, Avenida Arriaga 77,
3rd Floor, Suite 305, 9000 Funchal, Madeira, Republic of Portugal