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Press Release

Beaufort International Initiates Divestiture of Elmdene International to Potter Electric

Beaufort International LLC (“Beaufort”) has assisted Elmdene Investments Limited (“Elmdene”) in the divestiture of both itself and its subsidiary, Elmdene International Limited, a leading U.K. designer and manufacturer of fire and security detection products.

The purchaser is Potter Electric Signal Company. Beaufort initiated this transaction and acted as adviser to Elmdene in negotiations. Terms were not disclosed.

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

Elmdene International Limited is based in Portsmouth, Hampshire, United Kingdom with additional offices in the People’s Republic of China. The company specialises in the design and production of sophisticated fire and security detection products such as shock and vibration sensors, internal and external sounders as well as a fully comprehensive line of dedicated power supplies utilised in fire detection, CCTV, intruder alarm and access control applications.

Potter Electric Signal Company, LLC is based in Saint Louis, Missouri, U.S.A. The company is a global leader in the provision of a wide range of fire and security detection systems, including its well renowned fire sprinkler monitoring systems and a wide range of fire and security detection products marketed under the Amseco brand.

As an indication of its continued dominance in the fire and security sector, Beaufort International LLC was also responsible for initiating the divestiture of Texecom Limited to U.K. based Halma plc in December 2005.

In the past 10 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 twelve countries on four continents, with a total combined transaction value in excess of 400 million US dollars.

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

Mr. Daniel E. Lach, Managing Director of Beaufort International, has been involved in many transactions involving most major global fire companies. He said, “For the past eight years, the global fire and security industry has been evolving into one of the world’s most important and fastest growing business sectors. Beaufort International LLC is the only European based investment company that is exclusively dedicated to advising clients in maximizing their investment returns in this critically important industry.”

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