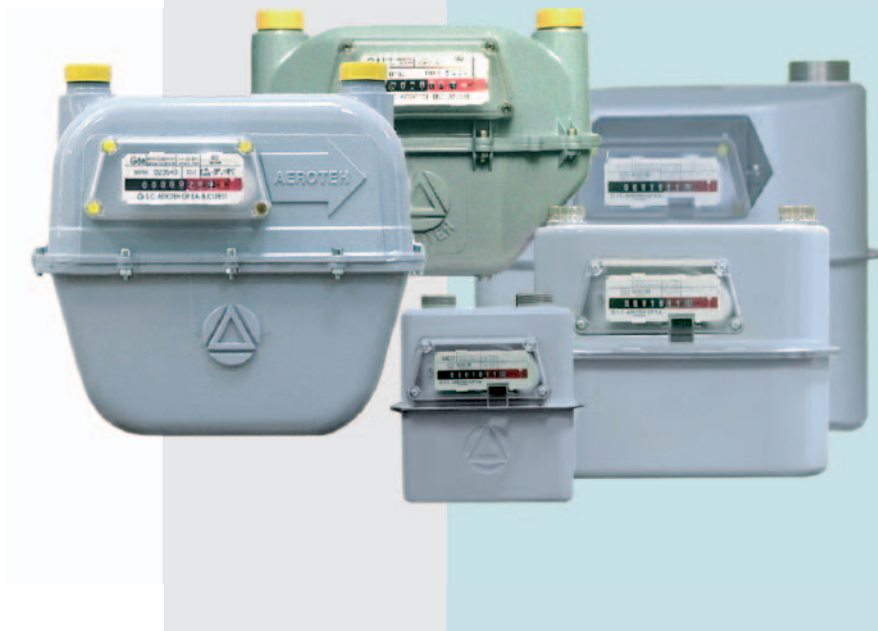


# Elster joining forces with its long-standing partner Aeroteh: Enhanced service levels

In a transaction completed in December 2007 Elster Group has acquired 100% of the shares of S.C. Aeroteh S.A., Bucharest. With Aeroteh becoming a fully-fledged member of the Elster organisation we are working towards a more complete product and service package for the benefit of our Romanian customers, combining the Group's global portfolio with the existing market- and customer-specific solutions of the company.

Supported by their experienced and highly skilled team, Aeroteh's local management has already started to work with Elster's product management across the gas measurement and control business in Europe to develop enhanced solutions. These include: mechanical metering and electronic data communication for residential and C&I applications; gas pressure control equipment, highly sophisticated ultrasonic metering systems, gas quality measurement systems, metering and control stations and local calibration services.



Our joint work starts from an excellent position as Aeroteh leads the gas measurement and control market in Romania, with a significant installed base of equipment in all product segments and an excellent reputation in terms of quality and reliability. There are exciting new projects under way, for example, a new volume corrector with additional features to suit new Romanian customer needs, and comprehensive training programmes to provide an enhanced service offering for complex data communication infrastructure.

In order to ensure continuity of our business relationships with our customers we are glad that we have the full support of the former majority shareholder and "Administrator Unic", Mr. D. Banut, who has agreed to work with the business on a consultancy basis. He works closely with the site management led by Ms. C. Andronovici as well as with Mr. A. Turturiello who has been coordinating Aeroteh's relationship with the Elster Group for many years.

Clearly, the alignment of activities helps to intensify communication between the Bucharest based company and other Elster sites which will benefit both our domestic customer base as well as our multinational clients who transact business within Romania. Sharing of resources and common priorities will ensure that new challenges are addressed both quickly and effectively.

### Just a little bit of insight into the history of S.C. Aeroteh GP

The company was established in 1998 as a spin-off from the publicly listed Aeroteh S.A. that operates in the aerospace industry. While Aeroteh GP originally focussed its activities on residential gas meters, the portfolio was subsequently broadened to include gas pressure regulators (Elster licence) as well as electronic volume correctors and even gas stations and other gas metering products. Today the company has 100 employees, including local D&D resources, and a well organised assembly operation. They also



operate a certified calibration centre. A mutually beneficial relationship continues to exist with Aeroteh S.A..

To cut a long story short, we are glad and proud to work with the Bucharest team and we are sure that our Romanian customers will realise the benefits of Aeroteh G.P.'s work within the Elster Group network.

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