

**Industry Highlights**

- The fire and life safety market has experienced, and is expected to continue realizing, outsized growth. This growth can be attributed to increased building activities (both new structures requiring new systems and the repair/replacement of existing infrastructure and technologies and adoption of advancements in technologies to prevent, detect, and respond to fire and life safety related incidents. The industry outlook is supporting secular growth trends, while a \$10 billion+ market size provides opportunities for platforms to accelerate growth through M&A. Key focus areas for strategic and sponsor backed acquisitions continue to focus on additional service lines, new geographic regions, expanding technological capabilities, and regulatory drivers in the U.S. On May 30, 2023, Full-service fire and life safety platform Altus, backed by private equity firm AE Industrial Partners, announced its acquisition of Crime Intervention Alarm. CIA is an installation, monitoring, inspection and service provider for security and surveillance systems, access control and fire systems that operates out of York, PA, and the greater mid-Atlantic region.
- On May 10, 2023, Pavion (formerly Corbett Technology Solutions, Inc.), a leading provider of integrated solutions for fire, safety, security, and critical communications, acquired Premier Security Solutions. This acquisition expands Pavion's US western region fire alarm and security services.
- On May 3, 2023, Pye-Barker Fire & Safety acquired Vanguard Fire & Security Systems, a leader in Michigan and surrounding markets. Michigan is the 35th state reached through an aggressive and purposeful acquisition strategy.
- On April 13, 2023, The Hiller Companies, a leading provider of fire and life safety services, announced it acquired Mid Rivers Fire Safety Inc. based in Troy, MO. Mid Rivers brings over 20 years of experience providing inland marine fire protection services to St. Charles, St. Louis and surrounding areas.
- On April 12, 2023, The Hiller Companies, a leading provider of fire and life safety services, announced it acquired the service business of Nevada Fire Protection (NFP) based in Las Vegas, NV.
- On April 10, 2023, The Hiller Companies, a leading provider of fire and life safety services, announced it has merged with Unifour Fire and Safety, headquartered in Hickory, NC, to form the premier fire and life safety services provider in the United States.
- On March 28, 2023, SuperHero Fire Protection, LLC, a Hidden Harbor Capital Partners portfolio company that provides Fire, Life & Safety installation and services, announced the purchase of Fire Protection Solutions, LLC, expanding its geographic footprint in Georgia and increasing its revenue from recurring service / inspection work and retrofit projects.

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- On March 15, 2023, Pye-Barker Fire & Safety announced its acquisition of Shiver Security Systems, Inc., a security, monitoring and fire alarm company serving southwestern Ohio and northern Kentucky.
- On March 16, 2023, Marmic Fire & Safety®, an HGGC company, welcomed 4 new fire protection companies serving Kansas, Missouri, Illinois, Arkansas, and Tennessee. The companies acquired were Absolute Fire Protection, West Memphis Fire Extinguisher, Kansas City Fire & Security and F.L. Sons Fire Equipment Company.

**Ancillary Revenue Growth by Industry<sup>1</sup>**

	Fire & Smoke Alarm	Fire Extinguisher	Alarm Services	Automatic Sprinkler Systems
2017	\$1,422.00	\$1,425.00	\$30,906.00	\$379.00
2018	\$1,320.00	\$1,444.00	\$32,836.00	\$364.00
2019	\$1,303.00	\$1,479.00	\$35,868.00	\$375.00
2020	\$1,226.00	\$1,466.00	\$34,293.00	\$371.00
2021	\$1,291.00	\$1,537.00	\$34,248.00	\$386.00
2022	\$1,337.00	\$1,547.00	\$34,328.00	\$387.00

**Ancillary Revenue Outlook by Industry<sup>1</sup>**

	Fire & Smoke Alarm	Fire Extinguisher	Alarm Services	Automatic Sprinkler Systems
2023	\$1,362.00	\$1,549.00	\$34,622.00	\$406.00
2024	\$1,385.00	\$1,533.00	\$35,856.00	\$415.00
2025	\$1,405.00	\$1,528.00	\$36,996.00	\$424.00
2026	\$1,426.00	\$1,518.00	\$38,119.00	\$432.00
2027	\$1,445.00	\$1,531.00	\$39,214.00	\$440.00

<sup>1</sup> Revenue growth and outlook provided by IBISWorld

**Notable M&A Deals**



On June 1, 2023, Altus Fire and Life Safety, a full-service fire and life safety platform backed by AE Industrial Partners, announced it acquired Priority Fire and Security, Inc., a provider of design, installation, monitoring, maintenance and repair services for fire and security systems in locations across Massachusetts.



On May 16, 2023, Performance Systems Integration, which provides automation and management services for life safety systems that include fire detection, access control, intrusion systems, acquired Integrated Fire Systems, a Rocklin, California-based provider of fire and life safety system inspection, repair, maintenance, and monitoring services.



On May 16, 2023, Pye-Barker Fire & Safety, the largest fully integrated fire protection, life safety and security services provider in the United States, announced the acquisition of Automatic Fire Sprinklers, Inc., one of the nation's largest multi-family automatic fire sprinkler contractors, with operating locations in California and Washington state.