

### 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 September 16, 2024, Sentry Safety Solutions, a leading provider of technology-enabled safety services, proudly announced the acquisition of Texas Commercial Fire & Safety, a trusted provider of safety products and services in Texas. This strategic acquisition unites Sentry's innovative safety technology with TCFS's industry experience and client relationships.
- On October 2, 2024, Gauge Capital invested in Commercial Fire Protection, a Newport Beach, California-based provider of fire and life safety services. CFP was sold by National Fire & Safety, a portfolio company of Highview Capital.
- On October 15, 2024, Sciens Building Solutions announced that it acquired Houston, Texas-based Classic Protection Systems to its growing portfolio of companies. The acquisition helps further expand Sciens' presence in the Texas market, while providing CPS and its customers with even deeper resources and expertise.
- On November 20, 2024, Performance Systems Integration acquired Action Technology Systems (as an add-on to its fire and life safety platform). Based in Portland, Oregon, PSI is a leading single source provider of fire and life safety services in the Pacific Northwest, Mountain West, Northern California, and the Pacific.
- On January 9, 2025, RapidFire Safety & Security announced the acquisition of East Alton, Illinois-based Kane Fire Protection. Kane is a full-service fire protection contractor based in the St. Louis Metro-East, serving both the St. Louis and southern Illinois metropolitan areas.
- On September 9, 2024, Convergent, a global leader in service-based systems integration, announced that it acquired Esscoe, a premier provider of mission-critical security and fire and life safety systems in the Chicago and Midwest regions.
- On September 2, 2024, Altus Fire & Life Safety, a leading provider of regulation-mandated fire and life safety services in the Northeastern region of the USA, announced that it received a strategic investment from funds advised by Apax Partners LLP.

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- On August 6, 2024, Hiller Companies acquired Pinnacle Fire Systems Inc., a North Carolina-based fire alarm, special hazard fire suppression design and installation company.
- On August 19, 2024, SuperHero Fire Protection, LLC, a Hidden Harbor Capital Partners portfolio company that provides Fire, Life & Safety installation and services, announced the purchase of ABR Fire Protection, LLC, strengthening its geographic footprint in Georgia and increasing its revenue from recurring inspection, service, and maintenance work.

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

	Fire & Smoke Alarm	Alarm Services	Sprinkler Systems
2018	\$1,500.00	\$32,800.00	\$700.00
2019	\$1,500.00	\$35,800.00	\$700.00
2020	\$1,400.00	\$34,200.00	\$600.00
2021	\$1,500.00	\$34,200.00	\$600.00
2022	\$1,500.00	\$35,000.00	\$600.00
2023	\$1,400.00	\$35,000.00	\$600.00

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

	Fire & Smoke Alarm	Alarm Services	Sprinkler Systems
2024	\$1,400.00	\$35,800.00	\$600.00
2025	\$1,500.00	\$37,000.00	\$600.00
2026	\$1,500.00	\$38,000.00	\$600.00
2027	\$1,500.00	\$38,700.00	\$700.00
2028	\$1,500.00	\$39,400.00	\$700.00

- On July 23, 2024, Sciens Building Solutions announced it added El Cajon, a California-based fire alarm and low voltage provider serving the greater San Diego area.
- On August 14, 2024, Sciens Building Solutions announced it acquired Poway, California-based Western Fire Protection. This acquisition allows Sciens to further expand their presence in the Southern California market.

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

### Notable M&A Deals



On February 7, 2025, Permira Ltd announced the acquisition of Encore Fire Protection, the United States based provider of innovative fire suppression, sprinkler and alarm solutions from Levine Leichtman Capital Partners LP. The consideration is estimated to be \$1.8 billion. The transaction provides an exit strategy for Levine Leichtman Capital Partners LP.



On January 10, 2025, Pye-Barker Fire & Safety, already the largest fully integrated and full-service fire protection, life safety, and security alarm services provider in the United States, announced it has raised additional capital related to future growth strategies. Pye-Barker's two lead investors, Atlas Partners and Leonard Green & Partners, remain unchanged. Pye-Barker has also continued its acquisitive strategy with no fewer than a dozen acquisitions since July 2024.



On July 24, 2024, KKR announced that one of its managed funds acquired Marmic Fire & Safety, a leading provider of regulation-mandated fire equipment inspection, testing and maintenance services, from HGGC. Marmic specializes in the inspection, testing, and maintenance of fire protection equipment for more than 56,000 customers across the commercial, industrial, multi-family, education, government, and healthcare end markets in the U.S.