



HOULIHAN LOKEY

SECURITY AND SAFETY SOLUTIONS

INDUSTRY UPDATE | SPRING 2022



Houlihan Lokey Security and Safety Solutions Update

Dear Clients and Friends,

Houlihan Lokey is pleased to present its Security and Safety Solutions Industry Update for Spring 2022.

We have included important news stories, transaction announcements, a public markets overview, and industry insights to help you stay ahead in our dynamic and constantly evolving industry. We hope you find this industry update to be informative and that it serves as a valuable resource to you in staying abreast of the market.

If there is additional content you would find useful for future updates, please don't hesitate to call or email us with your suggestions. We look forward to staying in touch with you and addressing any questions you and/or your colleagues may have.

Sincerely,



Michael Morabito
Managing Director, Sector Lead
 New York
MMorabito@HL.com
 212.497.7966



Adam Sivner
Managing Director
 Manchester
Adam.Sivner@HL.com
 +44 (0) 161 240 6439



Jim Lavelle
Managing Director
Head of Corporate Coverage
 Dallas
JLavelle@HL.com
 214.220.8475



Roman Debold
Director
 Frankfurt
RDebold@HL.com
 +49 (0) 69 256 246 148

Upcoming Events:



IFSEC International
49th Edition

May 17–19, 2022
ExCeL London
[Schedule a Meeting](#)
[With Our Team](#)



HOULIHAN LOKEY

16th Annual Global
Industrials Conference

May 17, 2022
Lotte New York Palace
[Request Invitation](#)

Select Security and Safety Transactions

Revolution
 Retail Systems
 has been acquired by

 Sellside Advisor

ALERT 360
 has merged with

 Sellside Advisor

MARCH
 NETWORKS
 a subsidiary of
Infinova
 has been acquired by

 Sellside Advisor

Texecom
 an operating subsidiary of

 has been acquired by

 Sellside Advisor

SRI
 a portfolio company of

 has been acquired by

 Sellside Advisor

Protection One
 Alias richest
 has been acquired by

 Sellside Advisor*

ACRE
 a portfolio company of
LLR Partners
 has been acquired by

 Sellside Advisor

BauWatch
 a portfolio company of
NORDIAN
 CAPITAL PARTNERS
 has been acquired by
HANIEL
 Sellside Advisor

BACHARACH
 a portfolio company of
FFL
 PARTNERS
 has been acquired by

 Sellside Advisor

wcciv
 has received a minority investment from

 Sellside Advisor*

Safety Products
 HOLDINGS
 a portfolio company of

 has been acquired by

 Sellside Advisor

S2 SECURITY
 has been acquired by

 Sellside Advisor

*Selected transactions were executed by Houlihan Lokey professionals while at other firms acquired by Houlihan Lokey or by professionals from a Houlihan Lokey joint venture company.

No. 1 M&A Advisor

for All Global and U.S. Transactions in 2021

Source: Refinitiv. Excludes accounting firms and brokers.

As the market's leading industrials advisory firm, Houlihan Lokey has more than 100 dedicated industrials professionals throughout the United States and internationally to match the global needs of its clients.

Corporate Finance

2021 Investment Banking Rankings All Global Transactions

Advisor	Deals
1 Houlihan Lokey	549
2 Goldman Sachs & Co	511
3 JP Morgan	508
4 Rothschild & Co	437
5 Morgan Stanley	393

Source: Refinitiv. Excludes accounting firms and brokers.

Financial Restructuring

2021 Global Distressed Debt & Bankruptcy Restructuring Rankings

Advisor	Deals
1 Houlihan Lokey	63
2 Rothschild & Co	38
3 Moelis & Co	34
4 PJT Partners Inc	33
5 Lazard	24

Source: Refinitiv.

Financial and Valuation Advisory

2002 to 2021 Global M&A Fairness Advisory Rankings

Advisor	Deals
1 Houlihan Lokey	952
2 JP Morgan	890
3 Duff & Phelps, A Kroll Business	882
4 Morgan Stanley	602
5 BofA Securities Inc	531

Source: Refinitiv. Announced or completed transactions.

HOULIHAN LOKEY

HLI
LISTED
NYSE

Houlihan Lokey is the trusted advisor to more top decision-makers than any other independent global investment bank.

Our clients benefit from our local presence and global reach.

North America

Atlanta
Boston
Chicago
Dallas
Houston
Los Angeles

Miami
Minneapolis
New York
San Francisco
Washington, D.C.

Europe and Middle East

Amsterdam
Birmingham
Dubai
Frankfurt
Lausanne
London
Madrid

Manchester
Milan
Munich
Paris
Stockholm
Tel Aviv
Zurich

Asia-Pacific

Beijing
Fukuoka
Ho Chi Minh City
Hong Kong SAR
Mumbai
Nagoya

New Delhi
Osaka
Shanghai
Singapore
Sydney
Tokyo

Accomplishments

- No. 1 M&A Advisor for All U.S. Transactions (2015–2021)—Refinitiv
- Ranked Top 10 in Vault.com's Best Places to Work in Investment Banking (2021)

Security and Safety Solutions Market Coverage

Access Control

Hardware- and software-based solutions to manage entry into, access to, and use of physical and digital sites



Building Technology and Automation

Fully integrated solutions offering energy efficiency, quality control, and systems control for commercial use



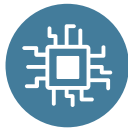
Connected Home

Technology allowing for complete automation of the home, including lights, doors, systems, and temperature



Industrial Cyber

Software and hardware to provide security to the industrials sector for IoT and operational technology applications



Public Safety Technology

Hardware and software technologies to manage retrieval, analysis, and storage of data as part of public safety operations



Safety Products and Services

Products, technology, and services designed to protect people and property in life-threatening or harsh conditions



Systems Integration

Services comprising installation and maintenance of intrusion, fire, and other critical security systems



Video Surveillance

Hardware and software technologies that capture, record, and analyze real-time images



Authentication and Identification

Technologies used to address counterfeiting activities and solutions used to identify individuals based on biological factors



CBRNE and Testing

Sensor technologies that screen and detect for chemical, biological, radiological, nuclear, and explosives



Fire and Life Safety

Fire systems solutions, including fire alarms, sprinklers, wet and dry agent suppression systems, and extinguishers



Physical Security

Threat protection products for people, vehicles, and buildings, including armor and blast-protection technologies



Risk Mitigation

Disaster recovery, emergency procedures, investigations, business intelligence, consulting, and employee screening services



Security Monitoring

Intrusion, fire, and video system design, installation, and monitoring for residential and commercial customers



Track and Trace

Hardware and software that enables asset tracking, field personnel communications, and supply-chain management



Significant News Stories and M&A Activity

ISC West 2022 Recap: Insights, Pics, and Videos

(Security Sales & Integration, March 29, 2022)

“After a low-key July edition last year and a canceled in-person show in 2020, ISC West returned in full force to its traditional spring timeframe. The show floor, which was double in size compared to last year, according to show organizers, was packed throughout the week. It wasn’t just attendees that clogged the aisles—more than 500 exhibitors were on display, many of them in physically impressive booths.”

[Link to article](#)

Salto Acquires Face Recognition Specialist Cognitec Systems

(Security Sales & Integration, March 8, 2022)

“Salto Systems announces the acquisition of automatic facial recognition technology specialist Cognitec Systems. Terms of the transaction were not disclosed. In the announcement, Salto suggests an evolution in digital transformation has led to digital credentials, digital identities, and facial recognition to become the new standard across all industries, making automatic face recognition a key technology to address the market’s needs.”

[Link to article](#)

Motorola Solutions Acquires Ava Security Limited to Improve Cloud-Based Video Security Technologies

(Help Net Security, March 5, 2022)

“Our acquisition of Ava highlights our continued commitment to advancing cloud-based video security technologies,” said Greg Brown, chairman and CEO, Motorola Solutions. “With Ava, we’re well-positioned to support our customers’ evolving security needs by expanding our portfolio of intelligent video solutions that help to enhance safety and streamline operations.”

[Link to article](#)

Unlimited Technology Acquires Integrated Security Technologies

(Security Sales & Integration, March 4, 2022)

“Systems integrator Unlimited Technology, backed by private equity firm Lee Equity Partners, has acquired Herndon, Virginia–based Integrated Security Technologies (IST), a security integrator specializing in government, healthcare, education, data center, and commercial sectors. Terms of the transaction were not disclosed.”

[Link to article](#)

Atlanta's Flock Safety Raises Another \$150M to Reduce Crime Nationwide

(The Business Journals, February 15, 2022)

“Atlanta crime surveillance startup Flock Safety raised another \$150 million about six months after its previous round. The round comes during a time when violent crime is rising across the United States. Flock Safety is pledging to lower crime rates by 25% in the next three years. This funding will help achieve that goal, Flock Safety CEO Garrett Langley said in a statement.”

[Link to article](#)

Rave Mobile Safety Acquires AppArmor, Extends Market Reach in Safety and Incident Response Solutions

(The Journal, February 8, 2022)

“Rave Mobile Safety, the maker of the Rave panic button app used by 10,000 K–12 schools across the nation, today announced the acquisition of AppArmor, a major provider of custom-branded mobile safety and emergency notification apps serving hundreds of higher ed, public safety, corporate, and healthcare organizations. The acquisition will merge the ‘scalability and robustness of the Rave platform with agile mobile app customization through AppArmor to deliver best-in-class technology for critical communication and collaboration,’ a news release said.”

[Link to article](#)

Significant News Stories and M&A Activity (cont.)

Resideo to Acquire First Alert for \$593M

(Security Info Watch, February 7, 2022)

“Resideo on Monday announced that it has entered into an agreement to acquire fire and life safety solutions manufacturer First Alert, Inc., from Newell Brands for \$593 million in an all-cash transaction. In a statement, Resideo said the acquisition would enable them to not only expand their footprint in the home with complementary fire and carbon monoxide detection products, but also enhance their presence across retail and professionals channels.”

[Link to article](#)

GardaWorld Launches Sesami: A Tech-Enabled Cash Ecosystem Solution Integrator

(PR Newswire, February 1, 2022)

“Garda World Security Corporation (GardaWorld), one of the largest security companies in the world, is pleased to announce the creation of Sesami Cash Management Technologies (Sesami), an innovative cash ecosystem performance and technology company. Sesami will operate as an independent entity of GardaWorld and will be led by Stéphane Gonthier, who joined GardaWorld in 2016 as CEO of its cash services business. With global capabilities, Sesami is an open, integrated, and sophisticated business intelligence platform offering customizable services including software, intelligent devices, and managed services for end-to-end cash ecosystems and cash automation operations.”

[Link to article](#)

StrongArm Technologies Raises \$50M Series B to Help Fortune 500 Companies Protect and Empower Their Industrial Athletes™

(PR Newswire, January 26, 2022)

“StrongArm Technologies, a technology company providing actionable data and insights for Industrial Athletes™ through its wearable devices, announced today that it has raised \$50 million in Series B funding led by Drive Capital, whose other notable investments include Duolingo and Root Inc. StrongArm's wearable devices protect over 30,000 of today's Industrial Athletes™—individuals who put their bodies on the line day in and day out to fulfill the world's essential services—by providing real-time feedback to inform safety, proper training, and productivity across the workforce.”

[Link to article](#)

Knightscope Announces Closing of Public Offering

(Business Wire, January 26, 2022)

“Knightscope, Inc., a developer of advanced physical security technologies focused on enhancing U.S. security operations, today announced it raised \$22,366,190 through the sale of 2,236,619 shares of its Class A Common Stock priced at \$10.00 per share. Knightscope expects the stock to begin trading on the Nasdaq under the ticker symbol ‘KSCP’ on January 27, 2022.”

[Link to article](#)

Security 101 Partners With Major Investment Group

(Security Info Watch, January 10, 2022)

“Security 101®, a national commercial electronic security integration company, is excited to announce they have partnered with the investment team at Gemspring Capital for the purposes of accelerated growth in the security industry. Security 101 is a leading provider of commercial security system solutions and differentiates itself from its competitors through an industry-first franchising business model.”

[Link to article](#)

2022 Smart Building and Security Trends

Physical Security

In 2022, the lasting effects of the pandemic and other geopolitical events will drive new technological shifts and considerations across the security and smart cities eco-system.

1 Monitoring Occupancy and Space Utilization

Within months of the pandemic, businesses were deploying different solutions to track occupancy in their buildings and control social distancing. Almost two years later, this trend is still growing because they're seeing value from the data collected. Beyond safety objectives, organizations are using spatial analytics data to reduce wait times, optimize staff scheduling, and enhance business operations. Corporate offices are also finding ways to best optimize their workplaces as they give employees the flexibility to split up their work time between the office and home.

2 Video Analytics for Large-Scale Deployments

In recent years, demand for video analytics solutions has been strong. As AI techniques such as machine learning and deep learning continue to bolster the power of analytics, more organizations are eager to invest. The problem is that deploying analytics at an enterprise level isn't always practical. Complex video analytics still require very powerful servers for adequate data processing, making them less feasible on a larger-scale deployment. As we move into 2022, we believe video analytics applications will mature in ways that make them easier and more economical to deploy at scale.

3 Cybercrime Will Continue to Grow and Inspire New Strategies

A report by Cybersecurity Ventures predicts that global crime costs will reach \$10.5 trillion USD annually by 2025. With a growth rate of 15% per year, this is said to represent the greatest transfer of economic wealth in history. As we continue to see more devices come online and data processing becomes central to operations, businesses will need to remain agile and responsive to the evolving threat landscape. Businesses also need to offer greater transparency to meet customer expectations of keeping their data private and secure. All of this will usher in a new model for cybersecurity that relies on continuous verification rather than just hardening networks and systems.

4 Open Architecture Will Help Catalyze the Smart City Movement

According to a report titled "IDC FutureScape: Worldwide Smart Cities and Communities 2021 Predictions," smart city investments will increase to \$203 billion by 2024. These smart cities are collecting vast amounts of data and want to capitalize on this information to keep improving urban safety and livability. Looking ahead, many public and private sector decision-makers will focus on open and interoperable solutions. This will help them get the most value from existing technology investments by strengthening data sharing and collaboration. Longer-term, they'll also become more agile to evolving requirements and more autonomous with data unification and ownership goals.

5 Businesses Will Keep Embracing Adaptable Access Control Tech

Organizations today expect more from their access control solutions. Not only are they demanding more flexibility in hardware choices, but they also want to streamline processes and offer more convenience to those who move through their buildings every day. Today, no matter where organizations are on the return-to-office spectrum, they understand that the new normal requires adaptability. This is why they're investing in physical identity access management (PIAM) solutions. As the new year unfolds, we believe this trend toward more modern and adaptable access control technology will continue to grow.

2022 Smart Building and Security Trends (cont.)

Smart Building

The modern workplace is evolving, and building owners are investing in new smart building technologies. With this, new developments and trends are emerging in 2022

1 Real-Time Energy Monitoring and Forecasting

Gone are the days when you had to look at the bill to know exactly how much energy you spent. Today, modern building management software (BMS) gives you access to your energy usage statistics in real time. Not only that, they also prompt you in case you have utilized energy past set thresholds or in case they detect a potential avenue to save energy. You can also use this software to forecast energy usage for the future and make any budgetary adjustments.

2 Occupancy-Based HVAC Control in a Smart Building

One of the primary reasons for old buildings overconsuming energy is manual HVAC systems. These HVAC systems have no way to toggle their settings based on the building occupancy. Smart buildings have helped change that with occupancy-based HVAC control. Smart sensors communicate with the HVAC controller module to provide real-time occupancy data. The HVAC controller then changes the HVAC settings automatically, in real time, and in accordance with the received occupancy data.

3 Air Quality Control in a Smart Building

Smart HVAC control also makes it possible to monitor and improve air quality. Intelligent sensors can detect humidity and heat in the indoor climate, along with the presence of certain gases (oxygen, nitrogen, carbon dioxide), which enables the HVAC controller to monitor the quality of air without any need for manual intervention. For example, if a sensor detects a lot of heat coming out from the conference room (or an excess of CO₂), it can quickly increase the air flow into that particular room.

4 Energy Utilization Optimization

In addition to providing a moderate, healthy indoor climate, smart building management systems also allow for efficient usage of energy. A smart HVAC controller will completely turn off the ventilation when the building is empty and only let it run on full throttle when absolutely necessary. In addition to this, modern systems can also detect underperforming/malfunctioning hardware/gadgets that could be replaced to save energy.

5 Remote Management of a Smart Building

Another excellent smart building characteristic is remote management. The ability to control the lighting, ventilation, and security of your building remotely is a very convenient and desirable feature of smart buildings. Expecting a huge influx of customers in a few hours? Just press a few buttons on the management dashboard to let your building/HVAC know. Want to close all entrances instantly? Once again, just a few button clicks...

6 Software Over Hardware

Traditionally, whenever you talked about converting an old building into a smart one, you'd envision a huge hardware overhaul to go with a lot of spending. In the past few years, this has changed considerably. To support swift smart building conversion, without any significant operational disruption, smart building systems have become more software-centric. Modern solutions don't require you to buy a lot of new hardware; in fact, they integrate with your existing gadgets and machines, programming and reconfiguring a few of them. The central control system is also often a cloud-based interface that makes it easier to monitor and control your building from anywhere.

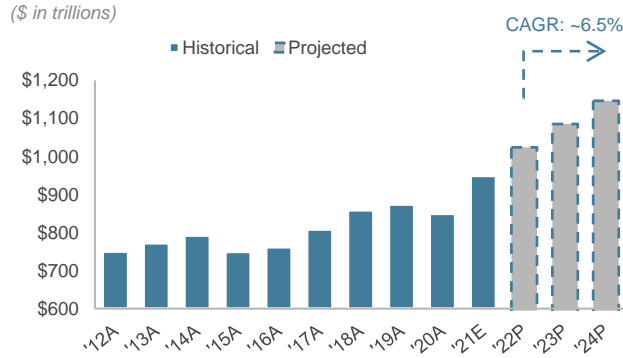
Select 2022 Industry Events

Show	Location	Date
	Las Vegas, NV	March 23–25, 2022 COMPLETED
 HOULIHAN LOKEY 16th Annual Global Industrials Conference	New York, NY	May 17, 2022
	London, U.K.	May 17–19, 2022
	Washington, D.C.	May 24–25, 2022
RSA Conference	San Francisco, CA	June 6–9, 2022
 125th Anniversary Conference Series	Boston, MA	June 6–9, 2022
 GLOBAL SECURITY EXCHANGE	Atlanta, GA	September 12–14, 2022
 Congress & Expo	San Diego, CA	September 19–21, 2022
	Essen, Germany	September 20–23, 2022
 SECURING NEW GROUND®	New York, NY	October 18–19, 2022
	New York, NY	November 16–17, 2022

Relevant Sector and Macroeconomic Trends

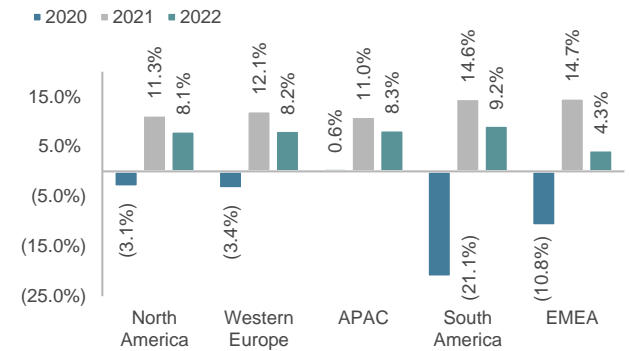
Global Real GDP Growth (Annual % Change)

Global Annual Real GDP⁽¹⁾



Source: International Monetary Fund as of April 1, 2022.

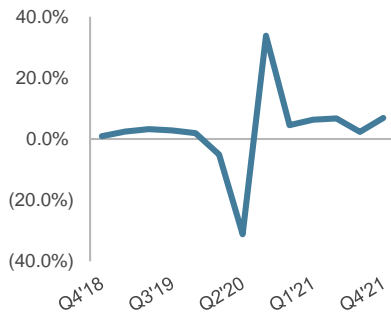
G20 Weighted Avg. Real GDP Growth Outlook⁽²⁾



Source: International Monetary Fund as of April 1, 2022.

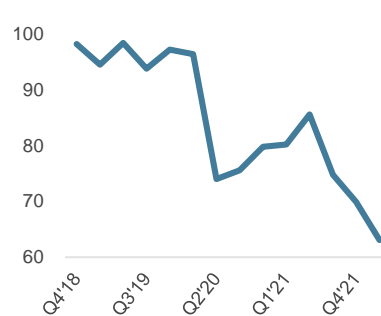
Key U.S. Economic Indicators

Real GDP Growth^(1,3)



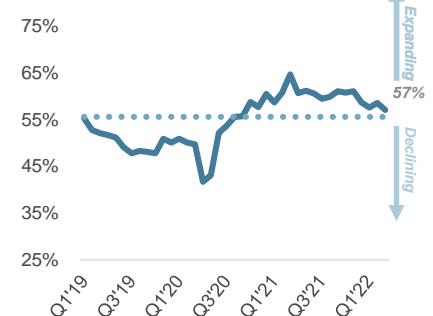
Source: Bureau of Economic Analysis as of April 1, 2022.

U of M Consumer Sentiment



Source: University of Michigan as of April 1, 2022.

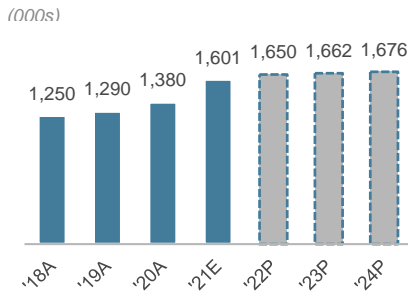
ISM Manufacturing Index⁽¹⁾



Source: Institute for Supply Management as of April 1, 2022.

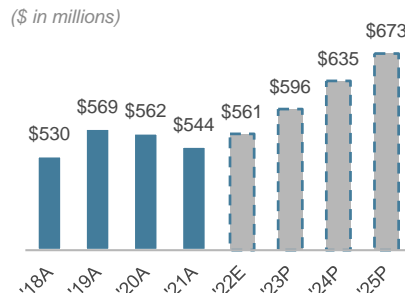
Key U.S. Construction Trends

Housing Starts^(1,3)



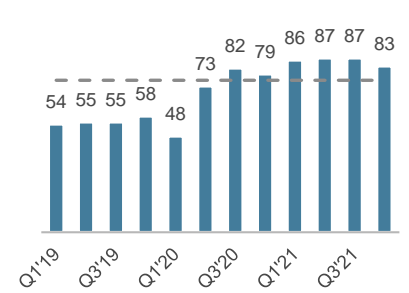
Sources: United States Census Bureau, Fannie Mae, National Association of Realtors, Mortgage Bankers Associations, as of April 2022.

Nonresidential Construction Put in Place



Sources: United States Census Bureau, FMI U.S. Construction Outlook, as of April 2022.

Remodeling Market Index (RMI)



Source: National Association of Home Builders as of April 2022.

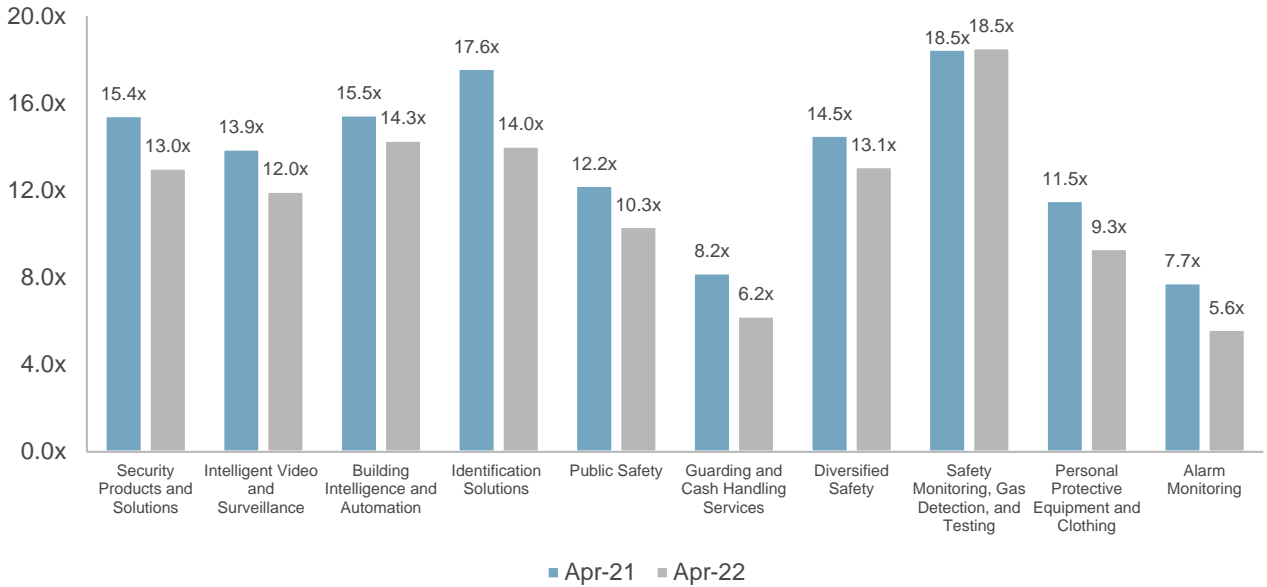
(1) Seasonally adjusted.

(2) North America includes Canada, Mexico, and the U.S. Western Europe consists of France, Germany, Italy, and the U.K. APAC consists of Australia, China, India, Indonesia, Japan, and South Korea. South America consists of Argentina and Brazil. EMEA consists of Russia, Saudi Arabia, South Africa, and Turkey.

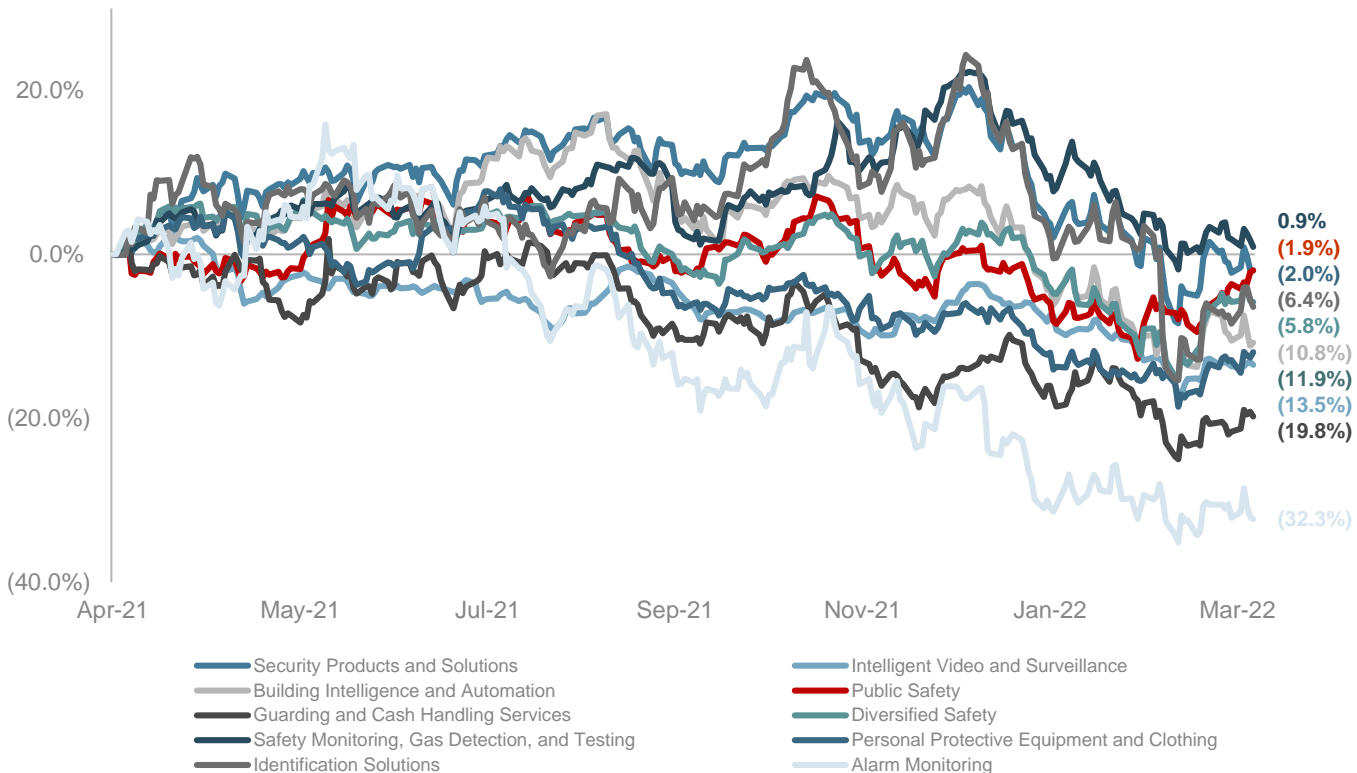
(3) Annualized.

Public Markets Overview

Median TEV/NTM EBITDA



12-Month Indexed Stock Price Performance



Source: S&P Capital IQ.
Note: All data as of April 1, 2022.

Public Comparables

Security and Safety Solutions

Security Products and Solutions

(\$ in millions, except per-share prices)

Company Name	Stock Price	% of 52 Week High	Equity Value	Enterprise Value	LTM				TEV /			
					Revenue	EBITDA	EBITDA Margin	Net Debt / EBITDA	Revenue		EBITDA	
									LTM	NTM	LTM	NTM
Danaher Corporation	\$291.69	87.3%	\$208,819	\$232,783	\$29,453	\$10,336	35.1%	2.3x	7.9x	7.5x	22.5x	21.5x
Siemens Aktiengesellschaft	\$139.85	80.2%	\$111,933	\$160,899	\$71,403	\$9,825	13.8%	6.0x	2.3x	2.1x	16.4x	12.5x
Honeywell International Inc.	\$196.03	82.8%	\$134,375	\$144,163	\$34,392	\$8,696	25.3%	2.4x	4.2x	4.0x	16.6x	15.5x
Schneider Electric S.E.	\$170.40	86.4%	\$96,962	\$110,127	\$31,904	\$5,890	18.5%	2.1x	3.5x	3.1x	18.7x	15.6x
Roper Technologies, Inc.	\$476.95	94.4%	\$50,367	\$58,170	\$5,778	\$2,214	38.3%	3.7x	10.1x	9.4x	26.3x	24.3x
Johnson Controls International plc	\$66.49	81.3%	\$46,701	\$56,120	\$24,189	\$4,232	17.5%	2.2x	2.3x	2.1x	13.3x	13.6x
Carrier Global Corporation	\$46.04	78.2%	\$39,272	\$46,965	\$20,613	\$2,906	14.1%	3.6x	2.3x	2.4x	16.2x	14.8x
ASSA ABLOY AB	\$27.35	88.1%	\$30,379	\$32,979	\$10,146	\$1,819	17.9%	1.7x	3.3x	2.7x	18.1x	14.1x
Stanley Black & Decker, Inc.	\$140.90	62.6%	\$21,509	\$29,032	\$15,617	\$2,594	16.6%	2.7x	1.9x	1.5x	11.2x	9.6x
Fortune Brands Home & Security	\$74.90	65.7%	\$9,913	\$12,353	\$7,656	\$1,310	17.1%	2.2x	1.6x	1.5x	9.4x	8.5x
Allegion plc	\$111.52	75.0%	\$9,839	\$10,979	\$2,867	\$613	21.4%	2.5x	3.8x	3.6x	17.9x	15.6x
Smiths Group plc	\$18.80	85.9%	\$7,201	\$6,935	\$3,209	\$599	18.7%	3.3x	2.2x	2.0x	11.6x	10.0x
Resideo Technologies, Inc.	\$24.46	73.6%	\$3,547	\$4,150	\$5,846	\$657	11.2%	2.1x	0.7x	0.7x	6.3x	5.2x
dormakaba Holding AG	\$507.86	64.0%	\$2,117	\$2,877	\$2,830	\$382	13.5%	2.3x	1.0x	1.0x	7.5x	7.2x
Diebold Nixdorf, Incorporated	\$6.61	42.3%	\$522	\$2,566	\$3,905	\$298	7.6%	8.2x	0.6x	0.6x	8.6x	5.7x
Rosenbauer International AG	\$48.80	72.1%	\$318	\$780	\$1,095	\$73	6.7%	6.3x	0.7x	0.7x	10.7x	9.6x
Napco Security Technologies, Inc.	\$20.90	80.4%	\$768	\$728	\$128	\$18	14.2%	0.4x	5.7x	4.8x	N/M	29.1x
Identiv, Inc.	\$15.85	54.7%	\$353	\$327	\$104	\$1	1.3%	1.6x	3.2x	2.5x	N/M	37.2x
GROUPE SFPPI SA	\$3.21	73.8%	\$304	\$249	\$613	\$72	11.7%	1.7x	0.4x	0.4x	3.5x	3.8x
Mean:					\$14,303	\$2,765	16.9%	3.0x	3.0x	2.8x	13.8x	14.4x
Median:					\$5,846	\$1,310	16.6%	2.3x	2.3x	2.1x	13.3x	13.6x

Intelligent Video and Surveillance

(\$ in millions, except per-share prices)

Company Name	Stock Price	% of 52 Week High	Equity Value	Enterprise Value	LTM				TEV /			
					Revenue	EBITDA	EBITDA Margin	Net Debt / EBITDA	Revenue		EBITDA	
									LTM	NTM	LTM	NTM
Hangzhou Hikvision Digital	\$6.48	58.5%	\$61,097	\$58,300	\$12,778	\$3,021	23.6%	0.5x	4.6x	4.0x	19.3x	16.0x
Canon Inc.	\$24.33	98.9%	\$25,448	\$26,574	\$28,608	\$4,097	14.3%	0.7x	0.9x	0.9x	6.5x	5.9x
Zhejiang Dahua Technology	\$2.59	62.0%	\$7,770	\$7,453	\$4,996	\$602	12.0%	0.9x	1.5x	1.4x	12.4x	8.9x
Verint Systems Inc.	\$51.74	94.5%	\$3,348	\$3,894	\$875	\$118	13.4%	4.0x	4.5x	4.1x	33.1x	15.0x
Shenzhen Infinova Limited	\$0.57	75.0%	\$684	\$823	\$699	\$0	0.0%	N/M	1.2x	N/A	N/M	N/A
Sercomm Corporation	\$2.83	99.0%	\$718	\$809	\$1,530	\$57	3.7%	5.2x	0.5x	0.4x	14.2x	8.1x
Taiwan Shin Kong Security	\$1.39	99.7%	\$535	\$390	\$264	\$59	22.6%	1.6x	1.5x	N/A	6.5x	N/A
Vivotek Inc.	\$2.64	81.9%	\$229	\$217	\$190	\$8	4.2%	2.7x	1.1x	N/A	27.1x	N/A
AVer Information Inc.	\$2.00	58.7%	\$186	\$174	\$129	\$30	23.0%	0.8x	1.4x	N/A	5.9x	N/A
Irisity AB	\$3.70	44.9%	\$142	\$134	\$10	(\$1)	N/M	N/M	13.5x	4.9x	N/M	26.7x
DynaColor, Inc.	\$1.20	88.9%	\$118	\$94	\$59	\$8	13.8%	2.3x	1.6x	N/A	11.4x	N/A
Mobotix AG	\$4.99	54.5%	\$66	\$93	\$74	\$3	4.4%	9.3x	1.3x	1.2x	28.5x	15.0x
Mean:					\$4,184	\$667	12.3%	2.8x	2.8x	2.4x	16.5x	13.7x
Median:					\$481	\$43	13.4%	1.9x	1.4x	1.4x	13.3x	15.0x

Building Intelligence and Automation

(\$ in millions, except per-share prices)

Company Name	Stock Price	% of 52 Week High	Equity Value	Enterprise Value	LTM				TEV /			
					Revenue	EBITDA	EBITDA Margin	Net Debt / EBITDA	Revenue		EBITDA	
									LTM	NTM	LTM	NTM
Siemens Aktiengesellschaft	\$139.85	80.2%	\$111,933	\$160,899	\$71,403	\$9,825	13.8%	6.0x	2.3x	2.1x	16.4x	12.5x
Honeywell International Inc.	\$196.03	82.8%	\$134,375	\$144,163	\$34,392	\$8,696	25.3%	2.4x	4.2x	4.0x	16.6x	15.5x
Schneider Electric S.E.	\$170.40	86.4%	\$96,962	\$110,127	\$31,904	\$5,890	18.5%	2.1x	3.5x	3.1x	18.7x	15.6x
ABB Ltd	\$32.70	84.6%	\$63,074	\$64,678	\$28,945	\$4,611	15.9%	1.4x	2.2x	2.1x	14.0x	13.7x
Emerson Electric Co.	\$98.42	92.9%	\$58,461	\$63,080	\$18,548	\$3,976	21.4%	2.3x	3.4x	3.2x	15.9x	13.1x
Johnson Controls International	\$66.49	81.3%	\$46,701	\$56,120	\$24,189	\$4,232	17.5%	2.2x	2.3x	2.1x	13.3x	13.6x
Carrier Global Corporation	\$46.04	78.2%	\$39,272	\$46,965	\$20,613	\$2,906	14.1%	3.6x	2.3x	2.4x	16.2x	14.8x
Otis Worldwide Corporation	\$76.28	82.2%	\$32,416	\$39,282	\$14,298	\$2,352	16.4%	3.3x	2.7x	2.7x	16.7x	15.8x
Stanley Black & Decker, Inc.	\$140.90	62.6%	\$21,509	\$29,032	\$15,617	\$2,594	16.6%	2.7x	1.9x	1.5x	11.2x	9.6x
Legrand SA	\$96.18	83.4%	\$25,657	\$28,440	\$7,720	\$1,714	22.2%	3.5x	3.7x	3.4x	16.6x	14.8x
Hubbell Incorporated	\$185.55	87.3%	\$10,056	\$11,302	\$4,194	\$676	16.1%	2.3x	2.7x	2.4x	16.7x	14.3x
API Group Corporation	\$21.04	78.4%	\$4,978	\$5,663	\$3,940	\$338	8.6%	5.5x	1.4x	0.9x	16.8x	8.2x
Resideo Technologies, Inc.	\$24.46	73.6%	\$3,547	\$4,150	\$5,846	\$657	11.2%	2.1x	0.7x	0.7x	6.3x	5.2x
Alarm.com Holdings, Inc.	\$67.26	70.2%	\$3,384	\$3,155	\$749	\$100	13.3%	4.7x	4.2x	3.9x	31.7x	21.1x
Janus International Group	\$8.78	55.1%	\$1,287	\$1,992	\$750	\$142	18.9%	5.1x	2.7x	2.3x	14.1x	10.6x
SmartRent, Inc.	\$5.18	34.2%	\$1,005	\$578	\$111	(\$71)	N/M	N/M	5.2x	2.4x	N/M	N/M
Latch, Inc.	\$4.18	28.2%	\$597	\$316	\$41	(\$141)	N/M	N/M	7.7x	3.6x	N/M	N/M
Mean:					\$16,662	\$2,853	16.7%	3.3x	3.1x	2.5x	16.1x	13.2x
Median:					\$14,298	\$2,352	16.4%	3.1x	3.2x	2.5x	16.0x	13.3x

Source: S&P Capital IQ.

Note: All data as of April 1, 2022.

Public Comparables

Security and Safety Solutions (cont.)

Identification Solutions

(\$ in millions, except per-share prices)

Company Name	Stock Price	% of 52 Week High	Equity Value	Enterprise Value	LTM				TEV /			
					Revenue	EBITDA	EBITDA Margin	Net Debt / EBITDA	Revenue		EBITDA	
					LTM	NTM	LTM	NTM				
3M Company	\$149.69	71.6%	\$85,199	\$98,822	\$35,355	\$9,705	27.5%	1.9x	2.8x	2.7x	10.2x	10.3x
Illinois Tool Works Inc.	\$210.15	84.1%	\$65,762	\$72,117	\$14,455	\$3,910	27.0%	2.0x	5.0x	4.6x	18.4x	16.7x
Safran SA	\$118.08	83.7%	\$50,395	\$52,968	\$16,880	\$2,787	16.5%	2.9x	3.1x	2.6x	19.0x	13.9x
ASSA ABLOY AB	\$27.35	88.1%	\$30,379	\$32,979	\$10,146	\$1,819	17.9%	1.7x	3.3x	2.7x	18.1x	14.1x
Zebra Technologies Corporation	\$413.73	67.3%	\$21,849	\$22,678	\$5,627	\$1,198	21.3%	1.0x	4.0x	3.8x	18.9x	16.4x
Brady Corporation	\$46.50	75.3%	\$2,400	\$2,372	\$1,241	\$206	16.6%	0.6x	1.9x	1.8x	11.5x	9.9x
Fingerprint Cards AB	\$1.61	37.2%	\$473	\$467	\$145	\$9	6.3%	3.8x	3.2x	N/A	N/M	N/A
Digimarc Corporation	\$26.41	49.1%	\$457	\$417	\$27	(\$30)	N/M	N/M	15.7x	11.8x	N/M	N/A
De La Rue plc	\$1.41	51.2%	\$275	\$371	\$516	\$70	13.5%	1.6x	0.7x	0.7x	5.3x	5.0x
Identiv, Inc.	\$15.85	54.7%	\$353	\$327	\$104	\$1	1.3%	1.6x	3.2x	2.5x	N/M	37.2x
Precia S.A.	\$35.65	80.8%	\$193	\$190	\$161	\$21	13.0%	1.7x	1.2x	N/A	9.1x	N/A
Verimatrix Société	\$1.28	43.8%	\$109	\$121	\$88	\$13	14.8%	4.3x	1.4x	1.8x	9.2x	N/M
Precise Biometrics AB	\$0.11	62.2%	\$44	\$41	\$9	(\$1)	N/M	N/M	4.6x	3.3x	N/M	29.3x
Mean:					\$6,520	\$1,516	16.0%	2.1x	3.9x	3.5x	13.3x	17.0x
Median:					\$516	\$70	16.5%	1.7x	3.2x	2.7x	11.5x	14.1x

Guarding and Cash Handling

(\$ in millions, except per-share prices)

Company Name	Stock Price	% of 52 Week High	Equity Value	Enterprise Value	LTM				TEV /			
					Revenue	EBITDA	EBITDA Margin	Net Debt / EBITDA	Revenue		EBITDA	
					LTM	NTM	LTM	NTM				
SECOM CO., LTD.	\$72.07	92.6%	\$15,813	\$11,781	\$8,549	\$1,810	21.2%	0.3x	1.4x	1.3x	6.5x	6.7x
The Brink's Company	\$68.25	82.6%	\$3,246	\$5,941	\$4,200	\$552	13.1%	6.0x	1.4x	1.3x	10.8x	7.7x
Securitas AB	\$11.17	67.4%	\$4,071	\$5,684	\$11,447	\$708	6.2%	3.1x	0.5x	0.5x	8.0x	5.7x
The GEO Group, Inc.	\$6.64	60.4%	\$815	\$3,373	\$2,257	\$432	19.2%	7.1x	1.5x	1.6x	7.8x	8.1x
Prosegur, S.A.	\$2.14	63.6%	\$1,153	\$2,488	\$3,845	\$338	8.8%	6.0x	0.6x	0.6x	7.4x	5.1x
Loomis AB	\$27.25	85.6%	\$2,013	\$2,419	\$2,096	\$410	19.6%	2.4x	1.2x	1.0x	5.9x	5.0x
Mean:					\$5,399	\$709	14.7%	4.2x	1.1x	1.0x	7.7x	6.4x
Median:					\$4,023	\$492	16.1%	4.6x	1.3x	1.2x	7.6x	6.2x

Public Safety

(\$ in millions, except per-share prices)

Company Name	Stock Price	% of 52 Week High	Equity Value	Enterprise Value	LTM				TEV /			
					Revenue	EBITDA	EBITDA Margin	Net Debt / EBITDA	Revenue		EBITDA	
					LTM	NTM	LTM	NTM				
L3Harris Technologies, Inc.	\$253.17	90.5%	\$48,877	\$55,980	\$17,814	\$3,637	20.4%	2.2x	3.1x	3.2x	15.4x	14.7x
Motorola Solutions, Inc.	\$238.14	87.0%	\$39,876	\$44,149	\$8,171	\$2,522	30.9%	2.4x	5.4x	5.0x	17.5x	17.0x
Constellation Software Inc.	\$1,739.68	91.2%	\$36,867	\$37,924	\$5,106	\$1,113	21.8%	1.2x	7.4x	6.3x	34.1x	21.5x
Thales S.A.	\$124.28	91.5%	\$26,462	\$27,702	\$17,872	\$2,263	12.7%	3.0x	1.6x	1.5x	12.2x	9.3x
Tyler Technologies, Inc.	\$443.94	79.6%	\$18,393	\$19,420	\$1,592	\$297	18.6%	4.7x	12.2x	10.5x	N/M	N/M
Smiths Group plc	\$18.80	85.9%	\$7,201	\$6,935	\$3,209	\$599	18.7%	3.3x	2.2x	2.0x	11.6x	10.0x
The GEO Group, Inc.	\$6.64	60.4%	\$815	\$3,373	\$2,257	\$432	19.2%	7.1x	1.5x	1.6x	7.8x	8.1x
CoreCivic, Inc.	\$11.49	93.0%	\$1,395	\$2,782	\$1,863	\$394	21.2%	4.3x	1.5x	1.5x	7.1x	7.3x
Kratos Solutions, Inc.	\$20.70	68.3%	\$2,580	\$2,630	\$812	\$55	6.8%	6.9x	3.2x	2.9x	N/M	29.9x
Federal Signal Corporation	\$33.95	69.5%	\$2,069	\$2,343	\$1,213	\$180	14.8%	1.7x	1.9x	1.7x	13.0x	10.6x
QinetiQ Group plc	\$4.03	84.4%	\$2,313	\$2,128	\$1,671	\$230	13.8%	0.1x	1.3x	1.2x	9.2x	8.2x
Evolv Technologies Holdings, Inc.	\$2.49	19.3%	\$357	\$59	\$24	(\$49)	N/M	N/M	2.5x	2.0x	N/M	N/M
Mean:					\$5,134	\$973	18.1%	3.4x	3.7x	3.3x	14.2x	13.7x
Median:					\$2,060	\$413	18.7%	3.0x	2.3x	2.0x	12.2x	10.3x

Public Comparables

Security and Safety Solutions (cont.)

Diversified Safety

(\$ in millions, except per-share prices)

Company Name	Stock Price	% of 52 Week High	Equity Value	Enterprise Value	LTM				TEV /			
					Revenue	EBITDA	EBITDA Margin	Net Debt / EBITDA	Revenue		EBITDA	
									LTM	NTM	LTM	NTM
Honeywell International Inc.	\$196.03	82.8%	\$134,375	\$144,163	\$34,392	\$8,696	25.3%	2.4x	4.2x	4.0x	16.6x	15.5x
3M Company	\$149.69	71.6%	\$85,199	\$98,822	\$35,355	\$9,705	27.5%	1.9x	2.8x	2.7x	10.2x	10.3x
Johnson Controls International	\$66.49	81.3%	\$46,701	\$56,120	\$24,189	\$4,232	17.5%	2.2x	2.3x	2.1x	13.3x	13.6x
Teledyne Technologies	\$474.30	99.2%	\$22,384	\$26,177	\$4,614	\$1,034	22.4%	4.1x	5.7x	4.8x	25.3x	19.2x
Fortive Corporation	\$60.63	75.9%	\$21,770	\$25,099	\$5,255	\$1,284	24.4%	3.2x	4.8x	4.3x	19.6x	16.9x
Smiths Group plc	\$18.80	85.9%	\$7,201	\$6,935	\$3,209	\$599	18.7%	3.3x	2.2x	2.0x	11.6x	10.0x
Rosenbauer International AG	\$46.80	72.1%	\$318	\$780	\$1,095	\$73	6.7%	6.3x	0.7x	0.7x	10.7x	9.6x
Groupe Gorgé SA	\$20.60	87.4%	\$356	\$472	\$210	\$32	15.3%	5.1x	2.3x	2.0x	14.8x	12.6x
Mean:					\$13,540	\$3,207	19.7%	3.6x	3.1x	2.8x	15.2x	13.5x
Median:					\$4,935	\$1,159	20.5%	3.3x	2.6x	2.4x	14.0x	13.1x

Safety Monitoring, Gas Detection, and Testing

(\$ in millions, except per-share prices)

Company Name	Stock Price	% of 52 Week High	Equity Value	Enterprise Value	LTM				TEV /			
					Revenue	EBITDA	EBITDA Margin	Net Debt / EBITDA	Revenue		EBITDA	
									LTM	NTM	LTM	NTM
AMETEK, Inc.	\$134.38	90.8%	\$31,065	\$33,439	\$5,547	\$1,601	28.9%	1.7x	6.0x	5.5x	20.9x	18.8x
Halma plc	\$32.65	76.2%	\$12,367	\$12,735	\$1,884	\$449	23.8%	1.2x	6.8x	6.3x	28.4x	24.9x
Spectris plc	\$33.17	60.7%	\$3,677	\$3,543	\$1,693	\$282	16.7%	0.3x	2.1x	2.0x	12.5x	9.9x
INFICON Holding AG	\$1,113.94	75.3%	\$2,723	\$2,669	\$516	\$117	22.6%	0.1x	5.2x	4.6x	22.9x	19.6x
Riken Keiki Co., Ltd.	\$40.10	80.7%	\$933	\$805	\$299	\$87	29.0%	0.2x	2.7x	N/A	9.3x	N/A
Drägerwerk AG & Co. KGaA	\$54.97	60.7%	\$1,028	\$778	\$3,674	\$414	11.3%	1.0x	0.2x	0.2x	1.9x	3.1x
Enveva Société Anonyme	\$184.88	93.1%	\$312	\$297	\$92	\$11	12.3%	0.5x	3.2x	2.8x	26.2x	18.2x
Blackline Safety Corp.	\$4.72	62.1%	\$285	\$250	\$47	(\$29)	N/M	N/M	5.3x	3.2x	N/M	N/M
Mean:					\$1,719	\$366	20.6%	0.7x	3.9x	3.5x	17.4x	15.8x
Median:					\$1,105	\$199	22.6%	0.5x	4.2x	3.2x	20.9x	18.5x

Personal Protective Equipment and Clothing

(\$ in millions, except per-share prices)

Company Name	Stock Price	% of 52 Week High	Equity Value	Enterprise Value	LTM				TEV /			
					Revenue	EBITDA	EBITDA Margin	Net Debt / EBITDA	Revenue		EBITDA	
									LTM	NTM	LTM	NTM
Bunzl plc	\$39.20	99.7%	\$13,156	\$15,563	\$13,481	\$1,021	7.6%	3.5x	1.2x	1.1x	15.2x	12.7x
MSA Safety Incorporated	\$137.38	79.7%	\$5,396	\$5,857	\$1,400	\$299	21.4%	2.2x	4.2x	3.9x	19.6x	18.1x
Ansell Limited	\$19.23	58.2%	\$2,434	\$2,842	\$2,098	\$339	16.1%	1.7x	1.4x	1.4x	8.4x	9.1x
Delta Plus Group	\$100.00	88.0%	\$716	\$854	\$352	\$54	15.5%	3.7x	2.4x	2.3x	15.7x	13.5x
Bergman & Beving AB	\$15.59	79.6%	\$414	\$537	\$480	\$37	7.8%	3.8x	1.1x	1.1x	14.4x	9.3x
Koken Ltd.	\$14.45	86.1%	\$72	\$104	\$83	\$13	15.8%	4.1x	1.3x	N/A	8.0x	N/A
Lakeland Industries, Inc.	\$19.14	64.6%	\$149	\$98	\$129	\$26	19.9%	0.2x	0.8x	0.8x	3.9x	4.5x
Shigematsu Works Co., Ltd.	\$7.42	85.5%	\$53	\$74	\$98	\$9	8.9%	3.8x	0.8x	N/A	8.5x	N/A
Mean:					\$2,265	\$225	14.1%	2.9x	1.6x	1.7x	11.7x	11.2x
Median:					\$416	\$46	15.6%	3.6x	1.2x	1.3x	11.4x	11.0x

Alarm Monitoring

(\$ in millions, except per-share prices)

Company Name	Stock Price	% of 52 Week High	Equity Value	Enterprise Value	LTM				TEV /			
					Revenue	EBITDA	EBITDA Margin	Net Debt / EBITDA	Revenue		EBITDA	
									LTM	NTM	LTM	NTM
ADT Inc.	\$7.74	65.7%	\$7,052	\$16,975	\$5,307	\$1,968	37.1%	5.1x	3.2x	2.7x	8.6x	7.1x
Vivint Smart Home, Inc.	\$6.56	40.5%	\$1,369	\$3,931	\$1,479	(\$78)	N/M	N/M	2.7x	2.4x	N/M	5.6x
Prosegur Compañía	\$2.15	63.6%	\$1,158	\$2,498	\$3,861	\$340	8.8%	6.0x	0.6x	0.6x	7.4x	5.1x
Mean:					\$3,549	\$743	22.9%	5.5x	2.2x	1.9x	8.0x	6.0x
Median:					\$3,861	\$340	22.9%	5.5x	2.7x	2.4x	8.0x	5.6x

Source: S&P Capital IQ.

Note: All data as of April 1, 2022.

Disclaimer

© 2022 Houlihan Lokey. All rights reserved. This material may not be reproduced in any format by any means or redistributed without the prior written consent of Houlihan Lokey.

Houlihan Lokey is a trade name for Houlihan Lokey, Inc., and its subsidiaries and affiliates, which include the following licensed (or, in the case of Singapore, exempt) entities: in (i) the United States: Houlihan Lokey Capital, Inc., and Houlihan Lokey Advisors, LLC, each an SEC-registered broker-dealer and member of FINRA (www.finra.org) and SIPC (www.sipc.org) (investment banking services); (ii) Europe: Houlihan Lokey EMEA, LLP, Houlihan Lokey (Corporate Finance) Limited, and Houlihan Lokey UK Limited, authorized and regulated by the U.K. Financial Conduct Authority; Houlihan Lokey (Europe) GmbH, authorized and regulated by the German Federal Financial Supervisory Authority (Bundesanstalt für Finanzdienstleistungsaufsicht); (iii) the United Arab Emirates, Dubai International Financial Centre (Dubai): Houlihan Lokey (MEA Financial Advisory) Limited, regulated by the Dubai Financial Services Authority for the provision of advising on financial products, arranging deals in investments, and arranging credit and advising on credit to professional clients only; (iv) Singapore: Houlihan Lokey (Singapore) Private Limited and Houlihan Lokey Advisers Singapore Private Limited, each an “exempt corporate finance adviser” able to provide exempt corporate finance advisory services to accredited investors only; (v) Hong Kong SAR: Houlihan Lokey (China) Limited, licensed in Hong Kong by the Securities and Futures Commission to conduct Type 1, 4, and 6 regulated activities to professional investors only; (vi) India: GCA India Investment Advisers Private Limited, registered as an investment adviser with the Securities and Exchange Board of India (registration number INA000001217); and (vii) Australia: Houlihan Lokey (Australia) Pty Limited (ABN 74 601 825 227), a company incorporated in Australia and licensed by the [Australian Securities and Investments Commission](#) (AFSL number 474953) in respect of financial services provided to wholesale clients only. In the United Kingdom, European Economic Area (EEA), Dubai, Singapore, Hong Kong, India, and Australia, this communication is directed to intended recipients, including actual or potential professional clients (UK, EEA, and Dubai), accredited investors (Singapore), professional investors (Hong Kong), and wholesale clients (Australia), respectively. Other persons, such as retail clients, are NOT the intended recipients of our communications or services and should not act upon this communication.

Houlihan Lokey gathers its data from sources it considers reliable; however, it does not guarantee the accuracy or completeness of the information provided within this presentation. The material presented reflects information known to the authors at the time this presentation was written, and this information is subject to change. Houlihan Lokey makes no representations or warranties, expressed or implied, regarding the accuracy of this material. The views expressed in this material accurately reflect the personal views of the authors regarding the subject securities and issuers and do not necessarily coincide with those of Houlihan Lokey. Officers, directors, and partners in the Houlihan Lokey group of companies may have positions in the securities of the companies discussed. This presentation does not constitute advice or a recommendation, offer, or solicitation with respect to the securities of any company discussed herein, is not intended to provide information upon which to base an investment decision, and should not be construed as such. Houlihan Lokey or its affiliates may from time to time provide investment banking or related services to these companies. Like all Houlihan Lokey employees, the authors of this presentation receive compensation that is affected by overall firm profitability.

