



unlocking opportunities in the security industry

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Our Mission Statement at Harding Security
We formed Harding Security primarily to make it easier for buyers and sellers in all sectors of the security industry in Canada to get acquisition deals done.

- The Services we offer:
1. Selling your company?
2. Selling your company and already have a buyer in mind?
3. Need a valuation done?
4. Expert Opinion
5. Looking for a company to buy?
6. Looking to buy and already have a company in mind?
7. You are a Buyer looking for ongoing buying opportunities?
8. Looking for acquisition financing?
9. Designing or redesigning an Authorized Dealer Program?
10. Post-acquisition investment Advice?

M&A Activity in the Canadian Security Industry – Winter of 2023
Although 2022 was a slightly slower year than 2021 for deals in almost all industries, many deals closed in all of the main sectors of the security industry.

The Alarm industry - Deals done and What to look out for
There were some big deals done in this sector:
• Telus bought the Vivent accounts in Canada.
• API Monitoring furthered their acquisition of Fluent Home's accounts in both the US and Canada.

Guard Companies
For a sector that some thought would be replaced by technology years ago, the guard sector is certainly very much "alive and kicking".

Integration Companies
I define an integration company as a company getting the bulk of its revenue from large multi-faceted installers that could have a combination of access control, CCTV intrusion, and fire all combined in one.

Monitoring Stations
In my mind, there are still way too many small monitoring stations in Canada. Most of them are even ULCC-approved.

Is now a good time to sell your security business?
Although financing is getting more expensive these days for buyers and there is the threat of a small recession, I would argue that if you have a good company, it will sell in good times - and they were - then deals can and will be done in 2023.

Recently Completed Deals
For the period of July 2022 – January 2023

- SOLD - 1150 alarm accounts belonging to Canforce Group
SOLD - 1400 accounts including a ULC station sold in Dec 2022 to API based in GTA sold in an asset deal to API Monitoring in Sept 2022.

HSSI is currently working on the following
As of January 2023

- Selling a GTA based alarm company with 700 alarm accounts.
Selling a GTA guard company focused on servicing the condo market doing \$3.0 million in annual revenue.
Selling a fast-growing Montreal-based guard company doing \$9 million in revenue.

Please contact us at 416-925-7474 or at victor@hardingsecurity.ca to discuss selling your business.

What else you should know about Harding Security (HSSI)

- 1. We are a fully independent M & A Advisory firm based in Toronto, Canada beholden to no one and we have been in business now for 14 years.
2. Before starting Harding Security, Victor Harding worked for VOXCOM and Protection helping them to buy small alarm companies and develop their authorized dealer program.
3. We are the only M & A advisory firm doing deals across Canada in all sectors of the security industry.
4. Although HSSI is primarily focused on the security industry (alarm, integration, fire and guard companies), recently we have been taking deals in other industries.

Harding Security stays in touch with the security market

- We are members of the following security related organizations – Canisa (Canadian Security Association), CFAA (Canadian Fire Alarm Association), CASA (Canadian Automatic Sprinkler Association) and ASIS Canada.
We are also members of the following M&A related organizations – ACG (Association for Corporate Growth) and the M & A Club.
We try to attend at least 2 of the Annual Security Trade Shows in Canada and the US including the various regional Canisa Shows and ISC West.

If you are getting this newsletter
You are receiving this newsletter because you are in a senior position of a security company in Canada or the United States or I have talked to you or we have conducted business in the past.

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If you are a seller or buyer of a security company or wish to have your business valued . . . please contact Victor Harding at (416) 925-7474 or via email: victor@hardingsecurity.ca

