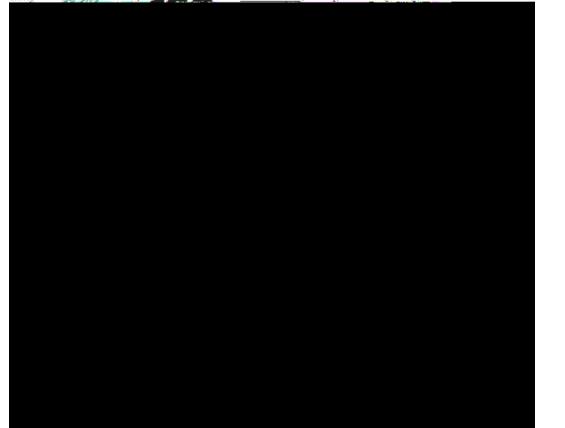


traditional security dealers — who have performed virtually in a silo since the dawn of the weders electronic convictorie the 1950 converte product on the discovery situation of the 1950 converte product on the discovery situation of the technologies, new competitors, and even new KENWORDS converte the discovery stem assolerated rate. Despite the many chapters the security above bis three of sustainers at an assolerated rate. Despite the many chapters are above bis convity above bis three of sustainers at an assolerated rate. Despite the many chapters are above bis convity above bis three of sustainers at an assolerated rate. Despite the many chapters are above bis convity above bis three of sustainers at an assolerated rate. Despite the many chapters are above bis convity above bis three of sustainers at an assolerated rate. Despite the many chapters are above bis convity above bis three of sustainers at an assolerated rate. Despite the many chapters are above bis convity above bis three of sustainers at an assolerated rate. Despite the many chapters are above bis convity above bis three of sustainers at an assolerated rate. Despite the many chapters are above bis convity above bis three of sustainers at an assolerated rate.

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"Sales volume is still robust, but hecoming much more commetitive due to new entrants." says					
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<u>andini suesies) din new comunicies) scrwiczes</u> , which helps driver increases increaming	constrances as				
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y, almış with several other: SDMO100 companies ibei: specialize in residential, were	ilionare all'ESTRACH				
1.2017. But a significant number of other dealers exnerienced weakness in their	successful in				
al markets.	residenti				

RANK 2018	RANK 2017	COMPANY / HEADQUARTERS	RECURRING Monthly Revenue, Dec. 31, 2017	RMR COMPARED WITH DEC. 31, 2016 (%)	SUBSCRIBERS	SALES REVENUE, Res. Installs 2017	SALES REVENUE, Non-Res. Installs 2017	GROSS REVENUE 2017	FULL-TIME Employees	NO. OF Locations
1	1	ADT B a ^r ∕a n, la.	\$335,500,000	na	,200,000	na	na	\$,315,502,000	18,000	200
	3	Vivint Inc. , a	\$ 5, 00,000	1.9%	1,292,698	na	na	\$882,000,000	6,616	61
		Brink's Home Security a B an , a	\$ 3,019,000	6% Ò	9 5,996	na	na	\$563,013,000	1,330	5
	5	Vector Security Inc. a ndal, a.	\$15,8 9,0 1	2.9%	28 ,216	\$,099,5	\$65,061, 35	\$296,262,1 2	1,198	32
	6	Guardian Protection Services a ndal, a.	\$13,852,1 9	3.3%	32 ,63	\$32,911,19	\$9,216,3 0	\$213,319,598	1,116	13
	8	Bay Alarm Company C n d, Calif.	\$11,206,5 0	9. %	1 8,113	\$3,93 ,050	\$21,212,9	\$160,1 0, 51	93	18
		Interface Security Systems Holdings Inc. a Ci ,	\$11,200,01	-2.5% Ò	2,96	\$ 5,100	\$1,360,000	\$16 ,9 8,3 0	1,26	13
	9	Safe Home Security Inc. / Security Systems Inc. C II, C nn.	\$8,91 ,30	6.2%	215,	\$190,000	\$85,000	\$80,035,020	316	1
	10	Central Security Group Inc. ul a, A.	\$8,399,080	2.2%	213,130	\$1,103, 05	\$122,635	\$102,331, 0	563	1
	13	CPI Security Systems Inc. C a IC.	\$8,200,000	13.9%	1 2,000	n. na	na	\$108,000,000	00	11
	12	Securitas Electronic Security nin n, i	\$8,000,000 Inc.	9.6%	200,000	na	na	\$3 5,000,000	1,200	na
	11									

2 NorthStaa 6.928n8a@i@c02.900097.0.088.0022@c87is3395n0a1d@jjion1_scn/GS0_gs/T11_1_Tf9_0_0_9_32.9773_1015.006_Tm6070_0_0_scn/GS2_gs/T12_1_T Alarms Inc. n, a. \$ 31 n0 86 123 0 d u 9 8 .3 .3 0 8l3d

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	D	\$,315,502,000	1	50	a dal ui n.	\$16,003,206	69
2	iin n.	\$882,000,000	2	51	Dluin.	\$15,8 ,382	1
3	Bin.≱∢ ui	\$563,013,000	3	52	ui	\$1 ,28 ,259	100
	uial ni ui	\$3 5,000,000	11	53	G nai ui C	\$1 ,2 9,232	32
5	uin.	\$296,262,1 2		5	Baui nilfin n	\$13,850,520	5
6	ŕda⊿ki&ui	\$26 ,000,000	16	55	Cuuin.	\$13,5 5,666	5
	Gua dian i n i	\$213,319,598	5	56	ni I f Buffal , ^r í , n	\$13,0 ,501	55
8	n fa ui Idin n.	\$16 ,9 8,3 0		5	anla C.n.	\$12, 12,828	
9	Ba la C an	\$160,1 0, 51	6	58	ni la n.	\$11,662,29	0
10	🔉 ni&ui	\$128,0 2,8	8	59	la	\$11,630,8 2	50
11	Cuin.	\$108,000,000	10	60	llGuadla n.	\$11,1 2,129	6
12	CnaluiGun.	\$102,331, 0	9	61	abi u i	\$11,000,000	53
13	🔉 al nnainal	\$100,000,000	1	62	ni li	\$10,811,96	56
1	la C n la Caial Ilian	\$9 ,13 ,0 2	12	63	ni lG a a.⊿∢	\$10, 65, 01	58
15	af uin.ui n.	\$80,035,020	8	6	κ΄di nilalla.a	\$10,6 ,138	51
16	in.	\$ 3,325,000	23	65	Cininui C	\$10, ,22	63
1	u i C ani	\$68,850,8 8	13	66	Ini Cnalainlan.	\$9,955,9	66
18	Gua dian la C an	\$65,202,26	15	6	nuiin.	\$9,600,000	83
19	🔺 an ui	\$65,088,28	18	68	uin.	\$9,352,581	3
20	i a	\$63, 0,5 5	1	69	Cu la	\$9,350,9	8
21	a ui i	\$59,03 ,659	25	0	n Cuniain & ui	\$9,1 1,5 1	98
22	Dui	\$56,910,931	19	1	u ui n.	\$9,130,51	52
23	llid ni al ui	\$52,0 3,839	60	2	adiana u'i lu	\$9,0 1,295	62
2	κ Cuniain & ui	\$ 8,8 5,8 1		3	n-li C	\$8,889,516	99
25	la Din n.	\$,92 ,223	21		-Cinin.	\$8,52 , 1	59
26	un ain Ia	\$,83 ,000	28	5	ini iin & ui luin	\$8,305,000	90
2	ian la &C uniain	\$ 0, 31,252	2	6	alii luin 9		
28	liGuad%D D ui	\$3 ^ņ 6 ,899		\$5,2 <mark>09,108</mark>	95		
29	a la ⁹¹ i nc la	\$36,292,5 3	22	\$,980,363	80		
30	n Ci ⁹² ffan ui	\$3 , 05, 03	•	\$,800,000	81		
31	afu 93 ian la n.	\$33, 80,21	2	\$,612,19	9		
32		C a\$31,131,385	•	\$,3 <mark>89,838</mark>	88		
33	ui ⁹⁵ nilui	\$29,82 ¹ 5,9 9		I\$,310,0 6	96		
3		ı ill \$ 2 8,59 ,533		\$,2 <mark>53,680</mark>	93		
35	l ui ⁹ II.a ui	nd. \$2 ,250,2 5		\$,1 8,000	89		
36	Dnain. ⁹⁸ n ui	luin \$26,1 <mark>0</mark> 9,139		\$3,8 <mark>10, 1</mark>	9		
3	D la _{⊥i} , ⁹ 19 ui &i ^f i l ^{la} a la	\$25,96 ,693	30	\$3, 32, 12	92		
	&iII 100 I i	i		na	85		
38	a C	\$23, ,918					
39	dan d I ni luin	\$23,159, 00	86				
0	C ui	\$21,9 0,	33				
1	Gnaluin.	\$20,116,60	31				
2	ldid ui	\$18,955,8 8	35				
3	iin uin.	\$18,356,000	2				
	ni <u>I</u> , n land	\$18,221,919	39				
5	a⊿kla C.n.	\$1 ,9 0,320	5				
6	inBu au	\$1 ,595,869	68				
	nilfaan & an Cun, Cbuiluin	\$1 , 80,3 0	0				
8	ni I a ifi	\$16,293,112	36				
9	<u>s</u> ibliC.	\$16,0 5, 15	38				