

PREMIER SECURITY SERVICE PROVIDER

Client Reference #BEA4099



Acquisition Opportunity

Background:

- Hospital, Static, and Event Divisions provide diversified revenue streams
- Highly trained professional workforce capable of working across divisions, unique in the industry
- Patient Watch capability protects patients, frees up medical staff, and saves money for hospitals
- Experienced management team
- High revenue and profitability growth
- Top New England healthcare security provider

Financial Summary:

	2019	2020	TTM June 2021	Projected 2021	Projected 2022
Net Sales	\$ 13,368,807	\$ 14,285,895	\$ 19,451,752	\$ 24,483,142	\$ 29,245,300
Cost of sales	<u>10,906,551</u>	<u>11,403,687</u>	<u>15,166,418</u>	<u>19,027,859</u>	<u>22,681,540</u>
Gross Profit	2,462,256	2,882,208	4,285,334	5,455,283	6,563,760
Selling, General & Administrative	1,940,015	1,843,264	1,990,842	2,144,574	2,202,022
Income from Operations	<u>522,241</u>	<u>1,038,944</u>	<u>2,294,492</u>	<u>3,310,709</u>	<u>4,361,738</u>
Normalized EBITDA	<u>705,318</u>	<u>1,314,947</u>	<u>2,470,854</u>	<u>3,487,071</u>	<u>4,538,100</u>

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