

2023 NFPA Conference & Expo

Thoughts & Impressions

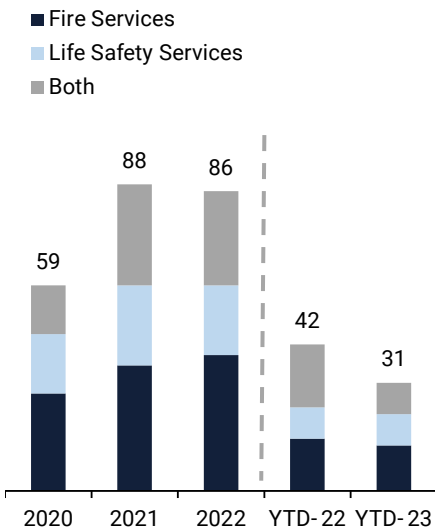
This year’s event was very well attended by exhibitors and attendees, as well as first-timers and long-timers. The crowds were dense at exhibitor booths, education sessions, and workshops as participants eagerly gathered for the latest endeavors across the fire, electrical, and life safety sectors.

New, high-efficiency products, advanced software & technologies, and innovative technical processes were all on display. What’s not to like about the Fire Safety & Life Security (“FSLs”) services landscape? Its mission-critical nature, heightened scrutiny of fire & life hazards, and ever-stringent regulations, codes & standards are just some dynamics that have attracted significant capital inflows in FSLs companies.

The FSLs ecosystem is still in growth mode despite a 26% year-over-year decrease in M&A transaction activity. Deal volumes have contracted after hitting all-time highs over the last two years, but remain on pace with pre-pandemic M&A activity. We anticipate continued consolidation and accelerating transaction activity supported by favorable valuation tailwinds and competitive dynamics with financial and strategic buyers alike.

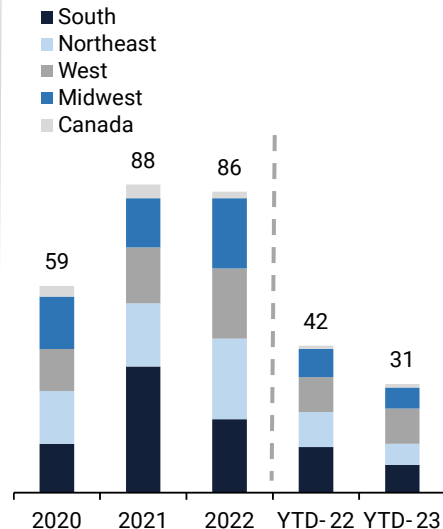
HCA looks forward to the 2024 NFPA Conference & Expo in Orlando ... until then, some interesting U.S. and Canada data points are below for your review.

M&A Volume by Service Type

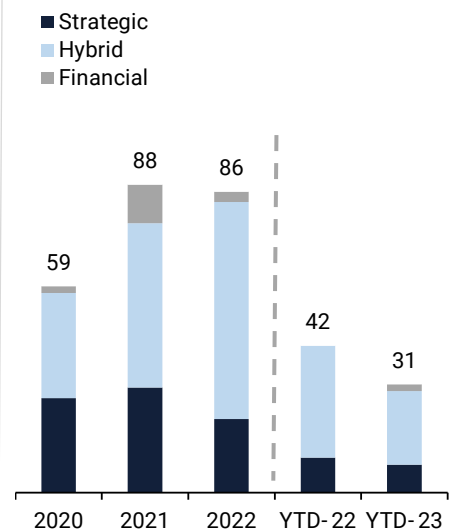


Note: YTD through May 31, 2023.

M&A Volume by Region



M&A Volume by Buyer Type



Contact Us

Andrew Suen

Managing Director
(949) 517-9428

asuen@hexagoncapitalalliance.com

Brennan Anderson

Vice President, Business Development
(949) 244-7808

banderson@hexagoncapitalalliance.com