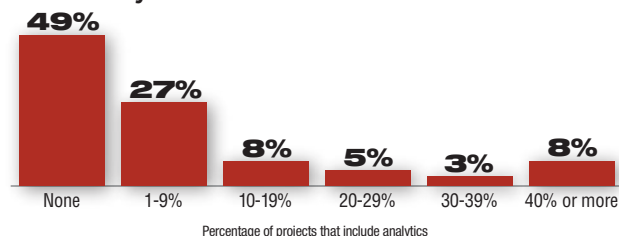


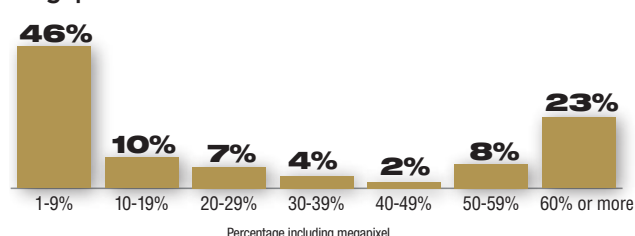
Adoption Rates of Advanced CCTV Technologies

Percentage of CCTV Installs Incorporating Video Analytics



Source: SECURITY SALES & INTEGRATION

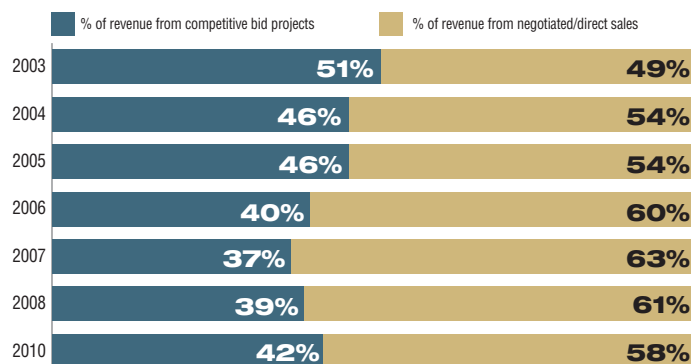
Percentage of IP Camera Installs Using Megapixel Models



Source: SECURITY SALES & INTEGRATION

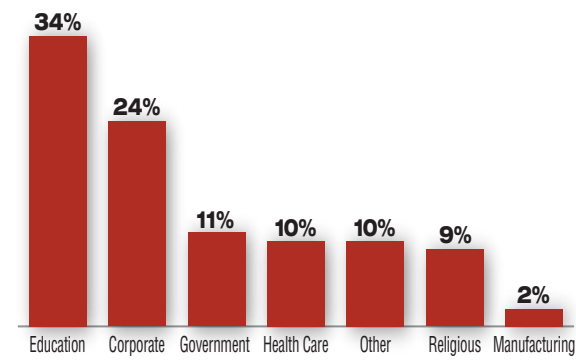
New Markers Gauge the Commercial Electronic Systems Industry

Competitive Bid Vs. Negotiated/Direct Sales



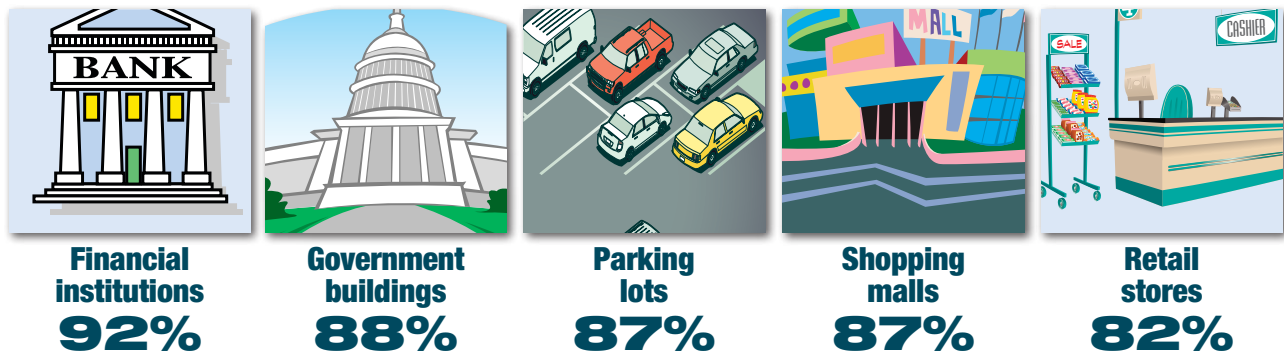
Source: National Systems Contractors Association

Primary Vertical Markets



Source: National Systems Contractors Association

Accepting Video Surveillance in Public Places



Source: IBOPE Zogby Int'l

Campus End Users Rate Security System Performance

I Am Satisfied With My Security Video Quality and Coverage

| | Universities | K-12 | Hospitals |
|------------------------|--------------|------|-----------|
| Strongly Agree | 15% | 12% | 23% |
| Agree Somewhat | 26% | 33% | 34% |
| Neither Agree/Disagree | 9% | 12% | 9% |
| Disagree Somewhat | 23% | 21% | 18% |
| Strongly Disagree | 27% | 21% | 16% |

Source: Campus Safety Magazine

I Am Satisfied With My Access Control Solution

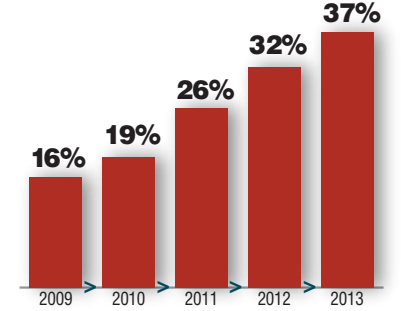
| | Universities | K-12 | Hospitals |
|------------------------|--------------|------|-----------|
| Strongly Agree | 9% | 20% | 24% |
| Agree Somewhat | 32% | 23% | 44% |
| Neither Agree/Disagree | 15% | 18% | 6% |
| Disagree Somewhat | 20% | 24% | 12% |
| Strongly Disagree | 24% | 15% | 142% |

Source: Campus Safety Magazine

Illustrations ©iStockphoto.com/Bank: Kathy Konkle/Capitol building: Slip/Float/Parking lot: Michael Mathis/Mall: Ian Whitman/Retail store: Stephen Dumayne

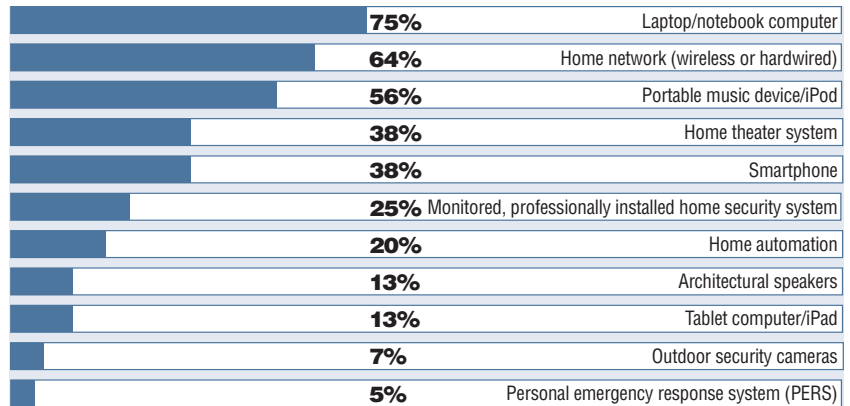
Mapping Out the Future of Home Security

Installing Contractor Revenues From Products Other Than Alarms



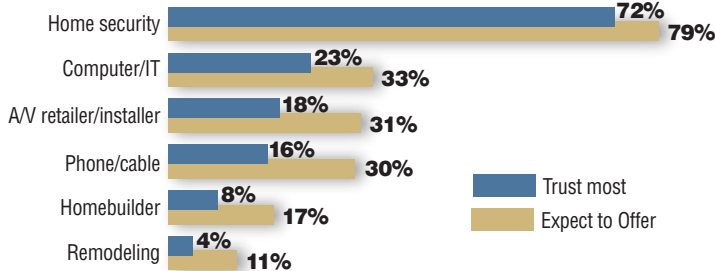
Source: ESA

Consumer Technology Ownership



Source: ESA

Types of Most Trusted Companies



Source: ESA

Service Offerings, Growth Projections

Current Nonsecurity Service Offering Comparison

| Product Category | All | Revenues \$2.5 million and less | Revenues \$2.5 million and greater |
|--------------------------------|-----|---------------------------------|------------------------------------|
| Sprinkler system monitoring | 64% | 56% | 79% |
| Home automation and networking | 47% | 53% | 40% |
| Residential A/V | 46% | 54% | 40% |
| Energy management | 33% | 40% | 24% |
| Building automation | 30% | 37% | 21% |

Source: ESA

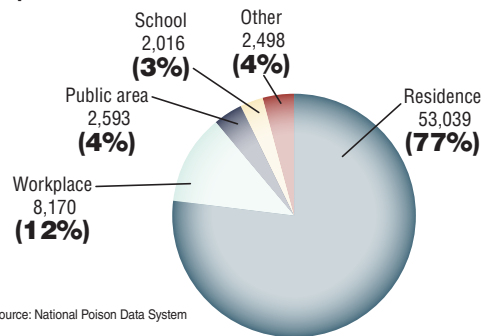
Projected Service Offering Growth Comparison

| Product Category | All | Revenues \$2.5 million and less | Revenues \$2.5 million and greater |
|---|-----|---------------------------------|------------------------------------|
| Energy information services | 25% | 32% | 17% |
| Managed access control | 26% | 18% | 33% |
| Video surveillance guard replacement | 26% | 19% | 35% |
| Video surveillance for nonsecurity applications (e.g. sales floor monitoring) | 34% | 41% | 24% |
| Video verification of alarms for enhanced response | 26% | 13% | 47% |

Source: ESA

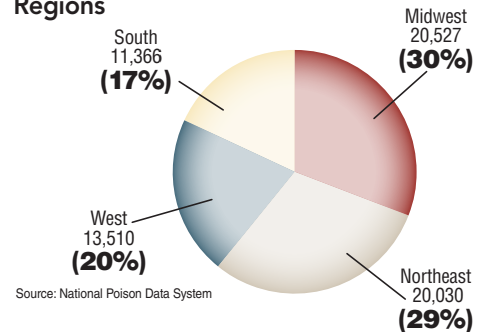
Carbon Monoxide Deaths by the Numbers

Exposure sites



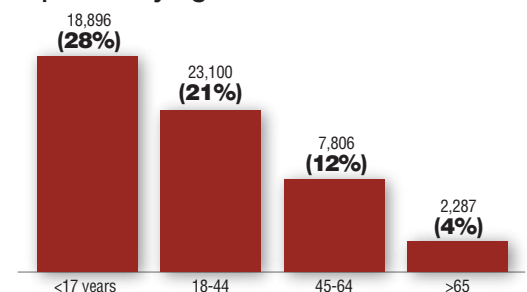
Source: National Poison Data System

Regions



Source: National Poison Data System

Exposures by Age



Excludes responses listed as unknown; therefore, sums do not total 100%.

Source: National Poison Data System