

SDM 100: 2017 Group Performance

	2013	2014	2015	2016	2017
Total recurring monthly revenue	\$663,014,877	\$670,130,522	\$612,482,779	\$724,904,944	\$643,155,807*
Total subscribers	14,614,668	14,324,241	12,624,969	13,863,743	13,206,677†
Total annual revenue	\$15,785,868,954	\$13,965,326,497	\$16,240,241,724	\$17,240,463,033	\$9,510,509,789**
Total residential sales revenue	\$184,660,515	\$139,469,916	\$136,208,028	\$128,044,591	\$105,664,103††
Total non-residential sales revenue	\$714,709,024	\$1,152,505,314	\$897,952,222	\$2,400,141,807	\$705,419,636††
Business locations operated	1,113	1,146	1,022	1,617	800
Full-time employees	56,115	65,542	51,161	60,372	47,056***
Part-time employees	4,846	604	6,010	8,169	7,223
Acquisitions	81	51	43	67	56
Accounts gained	125,688	142,863	51,130	40,888	104,826

This table presents aggregate figures for the SDM 100 group of companies, which are ranked by their recurring monthly revenue (RMR) — an industry standard of valuation of a security installation/monitoring business. Most of the SDM 100 companies are privately held. Submitting RMR is required for ranking; other figures are not required but mostly provided. Most companies — but not all — also reported their total annual revenue, number of subscribers, installation revenues, and employees. Therefore, one should exercise caution in using this information to extrapolate industry totals or to benchmark. Note that some figures — such as total annual revenue, subscribers, and residential and non-residential sales revenue — fluctuate from year to year due to both acquisitions and inconsistent reporting by the ranked companies; this was especially true in 2018. See main article for explanation.

* Total monthly recurring revenue, based on RMR of Dec. 31, 2017. Based on responses or estimates from 100 companies.

† Based on responses from or estimates of 95 companies. Not included: Kastle Systems Int'l; SSD Alarm Systems / Kern Security & Fire / Alpha Alarm & McNeill Security; Gillmore Security Systems Inc.; PASS Security

** Total annual (2017) revenue from electronic security system sales, installation, service, leasing, monitoring, and sales of subscriber accounts, as reported to or estimated by SDM. Based on responses from or estimates of 99 companies. Not included: Alert Protective Services

† † Based on responses from or estimates of 78 companies. Note: Some companies either did not choose to report this figure or did not have sales/installation revenue to report in one of the categories.

Not included in Residential Sales Revenue are: ADT; Vivint Inc.; Brinks Home Security; CPI Security Systems; Securitas Electronic Security; My Alarm Center/Alarm Capital Alliance; SAFE Security Companies; Kastle Systems Int'l; Red Hawk Fire & Security; SafeTouch; SSD Alarm / Kern Security & Fire / Alpha Alarm & McNeill Security; General Security Inc.; Redwire/Sonitrol Tallahassee; Allied Universal Security Systems; Alarmco Inc.; Richmond Alarm Company; Security Systems of America; RFI Communications & Security Systems; Alert Protective Services; Advanced Electronic Solutions; Yarnell Security Systems; Advent Security Corp.

Not included in Non-residential Sales Revenue are: ADT; Vivint Inc.; Brinks Home Security; CPI Security Systems; Securitas Electronic Security; My Alarm Center/Alarm Capital Alliance; SAFE Security Companies; Kastle Systems Int'l; Guardian Alarm Company; Protect America; Electric Guard Dog; NorthStar Alarm Services LLC; SafeTouch; SSD Alarm Systems / Kern Security & Fire / Alpha Alarm & McNeill Security; General Security Inc.; AMP Smart LLC; Redwire / Sonitrol Tallahassee; Alarmco Inc.; Richmond Alarm Company; Alert Protective Services; Yarnell Security Systems; Advent Security Corp.

*** Based on responses from or estimates of 98 companies. Not included: SafeTouch; Guardian Alarm Company

Source: 2018 SDM 100, SDM Magazine, May 2018