

Barnes Buchanan Conference

AGENDA

THURSDAY, FEBRUARY 5

All presentations will take place in Ponce de Leon Ballrooms IV, V & VI unless otherwise noted.

- 9:00 a.m.** **Registration**
Ballroom Foyer
- 1:00 – 1:05 p.m.** **Welcome**
- 1:05 – 1:45 p.m.** **AI Risk and Reward: The AI Landscape and What Lies Ahead**
Hart Brown – Saxum
Harry Valetk – Buchanan
- 1:45 – 2:35 p.m.** **From Monitoring to Platform: How AI and Technology are Changing Operations and Growth**
Steve Butkovich – CPI Security Systems
Daniel Oppenheim – Affiliated Monitoring
Brent Uhl – Guardian Alarm
Rob Jones – Moderator
- 2:35 – 3:20 p.m.** **Company Presentations**
Alarm New England – Alexandra Thompson
KEYTH Security Systems – Susan Weinstein
RapidFire Safety & Security – Mike McLeod
Mary Ann Dunham – Moderator
- 3:20 – 3:25 p.m.** **Recognition of SDM’s Dealer of the Year**
Alarm New England
- 3:25 – 4:00 p.m.** **Break**
- 4:00 – 5:00 p.m.** **Keynote Presentation: Why Veteran Private Equity Investor GTCR is so Bullish on the Industry**
Tom Ehrhart – GTCR
Tim Whall – Industry Executive
Don Youung – Everon
Adam Wicks - Moderator
- 6:30 – 9:00 p.m.** **Cocktail / Dinner Party**
Front Lawn
(The Circle as back-up for inclement weather)

Barnes Buchanan Conference

AGENDA (cont.)

FRIDAY, FEBRUARY 6

All presentations will take place in Ponce de Leon Ballrooms IV, V & VI unless otherwise noted.

7:30 – 8:30 a.m.

Continental Breakfast

Ballroom Foyer

8:30 – 10:15 a.m.

Presentation: Alarm Industry and Market Overview

Michael Barnes – Barnes Associates

Including Industry Insights from:

Jeremy Bates – Pye-Barker Fire & Security

Including: A View from Wall Street

Alper Cetingok – Raymond James

10:15 – 10:45 a.m.

Break

10:45 – 12:00 p.m.

Presentation Continued: Alarm Industry and Market Overview

Michael Barnes – Barnes Associates

Including Industry Insights from:

Chris Brady – TRG Associates

Gretchen Gordon – Braveheart Sales Performance

12:00 – 1:30 p.m.

Lunch

Front Lawn

(Ponce I, II & III as back up for inclement weather)

6:00 – 7:30 p.m.

Cocktail Reception

Magnolia Room

(Dinner on your own)

SATURDAY, FEBRUARY 7

MEET AT THE GOLF AND RACQUET CENTER FOR BOTH ACTIVITIES

8:45 a.m.

Scramble Golf Tournament

9:00 a.m.

Pickleball Tournament

Barnes Buchanan Conference

DISCLOSURE

Since some of our panelists are officers of public companies, we ask that you note the following disclosure. During the course of the presentations, our panelists may make statements, estimates or projections that are forward-looking statements (as defined in Section 21E of the Securities Exchange Act of 1934, as amended). Please note that any forward-looking statements made by our panelists are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. You can identify these forward-looking statements by such words as “should,” “anticipate,” “estimate,” “approximate,” “expect,” “target,” “may,” “will,” “project,” “intend,” “plan,” “believe” and other words of similar meaning and expression. You can also identify forward-looking statements by the fact that they do not relate strictly to historical or current facts. Forward-looking statements are inherently subject to a variety of risks and uncertainties that could cause actual results to differ materially from those discussed. Although it is not possible to predict or identify all potential risk factors, certain possible risks include: general economic uncertainty and volatility; the threat of large-scale cyber-security incidents or data breaches; the ever-changing landscape of consumer protection statutes and other laws and regulations that govern the security alarm industry; the threat of product defects and potential exposure to large products liability or class-action lawsuits; rapid technological change impacting the products and services provided by these companies including relating to artificial intelligence (AI), machine learning, autonomous devices and similar technologies; the highly competitive industry in which these companies operate; customer attrition; dependence on third party providers and suppliers; or geopolitical events, a natural disaster or other unplanned event causing a disruption in service or operation of systems or monitoring facilities. We direct you to these public companies’ SEC filings for additional risk factors. Our panelists, including our public company officers, cannot, of course, give any assurance that any goal, plan or target discussed today can be achieved; and our audience is cautioned not to place undue reliance on such statements, which speak only as of the time when made. Our panelists and their companies undertake no obligation to release publicly any revisions to forward-looking statements as a result of future events or developments.