

ACQUISITION & FUNDING SERVICES (AFS)

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Services Overview

Financing for the Alarm Industry

Acquisition & Funding Services (AFS) provides funding programs for operating alarm dealers throughout the United States. We are one of the oldest, independently operated funding providers to the security alarm industry.

Funding Programs

1. Existing Blocks of Accounts – 46+ Multiple

- ◆ Dealer paid up front, no hold-backs
- ◆ 25x multiple
- ◆ No hold-backs - Dealer's existing owned accounts serve as collateral
- ◆ Dealer retains 50% of accounts after 39-44 months
- ◆ AFS pays Dealer to provide service on accounts that AFS retain

Over a 7 year period, Dealer earns equivalent of 46x multiple and still owns 50% of accounts – now sell accounts for 30x or more for a total multiple of 61x or higher!

2. Newly Created Accounts (Monthly Funding) – 49+ Multiple

- ◆ Dealer paid up front, no hold-backs
- ◆ 15x multiple
- ◆ No hold-backs - Dealer's existing owned accounts serve as collateral
- ◆ Revenue share (approximately \$7 per month based on \$29.95 RMR)
- ◆ Dealer retains 50% of accounts after 39-44 months
- ◆ AFS pays Dealer to provide service on account that AFS retains

Over a 7 year period, Dealer earns equivalent of 49x multiple and still owns 50% of accounts – now sell accounts for 30x or more for a total multiple of 64x or higher!

Dealer Benefits

- ◆ Dealer retains 50% of accounts that AFS funds
- ◆ Dealer maintains relationship with customer and receives:
 - \$ ALL referrals
 - \$ ALL billable service
 - \$ ALL add-ons, upgrades
- ◆ AFS stays behind the scenes, invisible to customers
- ◆ AFS pays all Central Station monitoring fees
- ◆ AFS does not rely on external financial backing – we use our own money, so there are no banks or investors to change covenants at will

AFS Credentials

- ◆ One of the industry's oldest, independently operated funding companies
- ◆ Funding dealers for more than 10 years
- ◆ As a former alarm dealer, we understand your business!

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