



A NEW WORLD OF
LIFE SAFETY AND PROPERTY PROTECTION





Corporate head office and manufacturing facility, Vaughan (Toronto) Canada

The Mircom Group of Companies™

The Mircom Group of Companies (MGC™) is North America's largest privately held designer, manufacturer and distributor of Fire Life Safety and Building Communication products.

MGC brings a truly global perspective to the design, manufacture and application of advanced Fire Alarm, Communications and Security systems, devices and accessory products.

Multiple MGC product brands, including Mircom™, Secutron™ and Summit™, allow our company to tailor life safety solutions that address the unique needs of diverse marketing channels, including engineered systems distributors, electrical contractors, system integrators and fire alarm companies.

MGC service brands allow us to support the needs of our customers beyond the limits of simple product delivery. Mircom Engineered Systems™ deliver the highest level of sales and project support while offering industry-leading field service and technical solutions. Outside of the USA and Canada, MGC Systems International brings first-class product support to foreign markets.

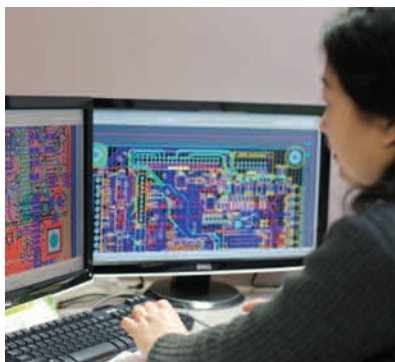
United Export Corporation™ (U.E.C.™) offers exceptional fire protection equipment distribution to more than 70 international markets.

MGC encompasses the complete spectrum of supply, support and service solutions.

COMPANY OVERVIEW AND HISTORY

MGC is a privately held company founded in 1991, in Toronto, Canada, with industry roots dating back to the early 1960s. With a well earned reputation for excellence, innovation and quality, the company has consistently achieved double-digit annual growth and currently stands as one of the fastest growing companies in the building systems sector.





Our Vision

To protect lives and property by leveraging a program of continuous improvement, customer centric focus and passion for delivering cost effective life safety system solutions.

Our in-house Research and Development Engineering and Design Teams are focused on developing advanced hardware and innovative software products incorporating significant technological advancements.

All life safety products are regulatory agency approved.



MGC maintains a complete command of the product development process, from concept to finished deliverables.

MGC manufacturing and service divisions meet ISO 9001:2008 standards and guidelines. ISO is the international organization for standardization and is recognized as the international benchmark for professional business management and quality control processes.

MGC intends to further our knowledge and efficiently deliver Life Safety Solutions.

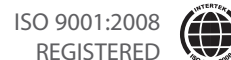
Growth Plan and Competitive Position

With a staff of approximately 500 and growing, MGC intends to expand our marketplace position in the development of customer centric life safety solutions.

MGC is one of the top five designers and manufacturers, together with multi-national conglomerates including: Tyco/SimplexGrinnell, Honeywell/Notifier, Siemens/SBT and UTC/Edwards.

MGC continues to achieve double-digit growth globally through acquisitions, product development, expansion, organic growth, and expanded scope of complimentary products and services.

VISION STATEMENT



BRANDS & MARKET STRATEGY



MGC manufactures products that lead the market in advanced performance, quality and value.



Mircom, the principal brand of MGC, offers a diverse range of Fire Alarm, Communication and Security systems that span the requirements of small, medium and large buildings.

Flagship products include:

- Flex-Net (Fire Alarm/MNS)
- TX3 Series (Telephone/Card Access System)
- Pro-2000 (Industrial Protection)
- OpenGN (Building Management System Software)

Distributed globally through proprietary branch offices and are supported by a global network of authorized Engineered Systems Distributors.



Secutron's Intelligent Fire Alarm and Emergency Audio systems and devices lead the market in advanced performance and are supported by a global network of authorized Engineered Systems Distributors.

Flagship products include:

- MMX Series (Fire Alarm/MNS)
- MR-2100 to MR-2900 Series



Summit's Conventional and Addressable Fire Alarm products serve North American and International markets.

Flagship products include:

- SFC-100 to SFC-500 Series

Distributed primarily in North America through third party security and wholesale distribution.





 **FleXNet™**

Network Fire Alarm and Emergency Audio Systems offer industry leading 'Mass Notification' technology for large commercial and institutional applications.



Pro-2000™

Fire & Gas Network Alarm Systems with distributed control for petro chemical and special risk industrial applications.



 **OPEN GRAPHIC NAVIGATOR**

Open Graphic Navigator (OpenGN) has been developed to provide real time visibility of life safety events while also enabling building control interoperability.



[TX3] Series

TELEPHONE/CARD ACCESS SYSTEMS

Fully integrated telephone entry and access control systems for commercial, institutional and residential applications. TX3 Series products offer intuitive management of tenant databases through our intuitive software.

 **SIGNALINK™**
Member of the Mircom Group of Companies

Unique power line carrier technology for fire alarm signaling applications.

PRODUCT EXAMPLES / MARKET SEGMENTS

More than products, the Mircom Group of Companies offer a total customer-focused solution for multiple Fire Life Safety, Building Communication and Security system applications.

- INTELLIGENT NETWORKED LIFE SAFETY SYSTEMS
- MASS NOTIFICATION/ EMERGENCY SYSTEMS
- DISTRIBUTED AUDIO SYSTEMS
- SUPPRESSION/AGENT RELEASE AND CONTROL SYSTEMS
- INTELLIGENT FIRE ALARM AND GAS DETECTION SYSTEMS
- GRAPHIC USER INTERFACE WORKSTATIONS AND SOFTWARE
- CONVENTIONAL FIRE ALARM SYSTEMS
- LED/LCD ANNUNCIATORS
- LIFE SAFETY POWER SUPPLIES/ACCESSORIES
- SMOKE/HEAT/FLAME DETECTION
- SIGNALING AUDIBLE/VISIBLE APPLIANCES/SPEAKERS/STROBES
- AUDIO AND FIREFIGHTER EMERGENCY PHONES
- TELEPHONE/CARD ACCESS SYSTEMS
- LIFE SAFETY POWER LINE CARRIER/FIRE ALARM SIGNALING





Solutions for International Distribution

A critically important part of installing superior fire protection is sourcing the best equipment from around the globe and coordinating “just-in-time” delivery to the project site for customers. In many jurisdictions worldwide, projects are local but equipment suppliers are not. United Export Corporation (U.E.C.) is able to provide its unique expertise to an array of international markets, such as; South America, Africa, the Middle East, Asia and beyond.

Incorporated in 1939, U.E.C. has a proud history for excellence in mechanical and electronic international product distribution. From the early beginnings of the company, product offerings have included monitors and nozzles, fire hoses, fire extinguishers and fire hydrants. Acquired in 2010, and managed by Mircom International, U.E.C. is a key part of MGC and highlights our exceptional capabilities to serve overseas markets.

North America’s Largest Independent Manufacturer of Fire Alarm, Communication & Security Products

MGC is 100% self-sufficient in the design, manufacture and support of our equipment. Mircom Engineered Systems (Mircom ES™) is the sales and service arm of MGC, with industry-leading support for project specifiers/consultants, installers, facility managers and service companies. Various peripheral, ancillary devices and systems are provided through strategic supplier relationships.

Principal manufacturing, from receipt of raw goods to finished and tested systems, devices and components, is conducted in our facility, located in Vaughan (Toronto) Canada. This technologically advanced facility houses multiple production lines for electronics, including surface mount and auto insertion assembly, metal fabrication, component assembly, firmware programming and final packaging.

Additional sub-assembly manufacturing and warehousing facilities are located in Canada, the U.S.A., United Arab Emirates and India.

MGC CAPABILITIES; BUSINESS DIVISIONS / CUSTOMER BENEFITS



From fire hydrants, to fire hoses, to fire alarm systems and everything in between, United Export is a leading international distributor to more than 70 countries around the world.



Mircom ES works in concert with our Applications Engineering Department to provide large projects with system design, drawings/technical documentation, 100% factory testing and installation support that includes on-site system commissioning.

Our unwavering commitment to domestic North American projects enables Mircom ES to offer the highest support and best competitive value across a vast range of solutions.

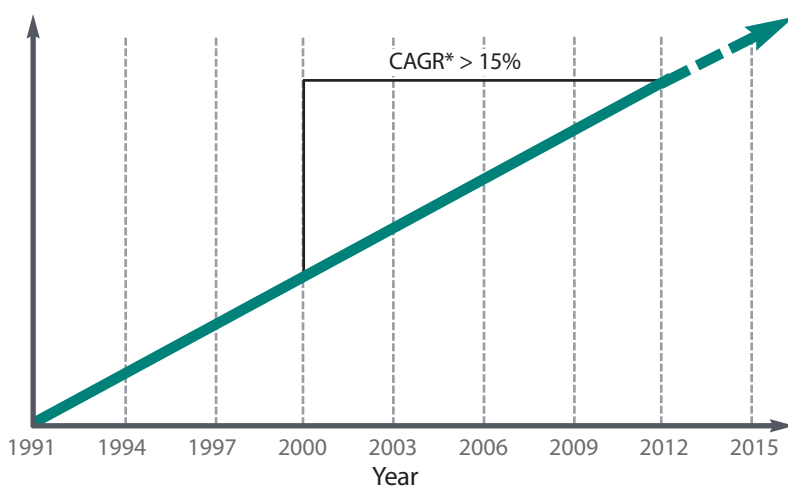




Target Markets

MGC solutions are at work protecting millions of people, in thousands of facilities, in more than 70 countries around the world with branch offices strategically situated in Asia, India, the Middle East and Latin America. Outside of the U.S.A. and Canada, MGC Systems International brings first-class product support to foreign markets via established Engineered System Distributors, independent field offices and fire service companies.

MGC carefully selects its Technology Partners for best-in-class Fire Life Safety solutions including fire alarm, voice evacuation, integrated telephone entry and access control systems. Technology partners include leading corporations, Apollo, Cooper Wheelock, Gentex, Potter, Philips CarePoint, System Sensor and Xtralis, that set industry standards as well as innovative organizations that develop and support adjacent technologies and allow MGC to drive new, exciting security solutions to the marketplace.



* Compound Annual Growth Rate

MGC has been consistently profitable while achieving sustained double-digit annual growth.

ORGANIZATIONAL STRUCTURE

CEO & FOUNDER

Tony Falbo

PRESIDENT

Mark Falbo, B.A., L.L.B., M.B.A.

VP BUSINESS/MARKET DEVELOPMENT

Rick Falbo, B.A., L.L.B.

VP ENGINEERING

Jason Falbo, P. Eng, M.B.A.

VP FINANCE

Domenic Ali, C.A.

VP U.S.A. SALES

Art Petrilli

VP INTERNATIONAL OPERATIONS

Victor Sebben

VP PRODUCT MANAGEMENT/ TECHNICAL SERVICES

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U.E.C. OPERATIONS

Igor Logveev

PRODUCT MARKETING MANAGER

John Gallo

MARKETING DEPARTMENT

Debbie Kotselidis





GLOBAL STRATEGIC OFFICES



MGC has approximately 500 staff, supporting customers in over 70 countries

Financial Performance and Market Drivers





2011 Global Revenue Distribution



A Proven Global Reputation for Excellence and continued growth

MGC currently stands as one of the fastest growing privately held companies providing Fire Alarm, Mass Notification, Communication and Security solutions globally. With a diverse selection of product solutions, MGC is able to provide leading technology in an effort to protect life and property internationally, in the U.S.A. and at home, in Canada.

Legend

-  **HEAD OFFICE**
Vaughan (Toronto), CA
- RESEARCH & DEVELOPMENT
- DESIGN/MANUFACTURING
- EXECUTIVE MANAGEMENT
-  **INTERNATIONAL OFFICES**
Mexico City, MX
Buenos Aires, AR
Bangalore, IN
Dubai, UAE
Singapore
- SALES, SERVICE, WAREHOUSE, DISTRIBUTION AND TRAINING OFFICES

 **BRANCH OFFICES**





Indicative Installation Portfolio / Success Stories



Near Limitless Fire Alarm and Emergency Audio Solutions

MGC offers the widest array of advanced conventional and intelligent fire alarm systems to serve any size application, from small stand-alone panels, perfect for a restaurant or medical office, to the largest networked system monitoring thousands of detection devices over a million square foot facility.

With on-going needs for a safer building environment, both from fire hazards and security concerns, MGC is continuing to position itself in the marketplace as an innovator and global strategic partner.

- Corporate Offices
- Health & Long Term Care Facilities
- Retail
- Government
- Areas of Worship
- Transportation
- Shopping Centres
- Petro Chemical
- Educational Facilities
- Entertainment Facilities
- Residential (low-rise)
- Industrial Buildings
- Hotels
- Condominiums (high-rise)
- Commercial Buildings





QUICK FACTS

Protecting Lives and Property around the world

MGC solutions are at work protecting millions of people, in thousands of facilities around the world.

As North America's largest independent designer, manufacturer and distributor, we are not affected by short-term quarterly interest, as such, we are able to focus directly on our customers. The outcome of our approach is that we have been consistently profitable while achieving sustained double-digit annual growth.

Highlights

- We provide a program of continuous improvement, customer centric focus and a passion for delivering cost-effective life safety solutions
- MGC is 100% self-sufficient in the design, manufacture and support of our solutions
- MGC maintains a complete command of the product development process from concept to finished deliverables
- Proven global reputation for excellence in our targeted marketplace
- Approximately 500 staff, supporting customers in over 70 countries
- Canadian owned, privately held company
- Supporting the industry for over 20 years
- One of the fastest growing companies in the intelligent building systems sector
- Global offices

MGC continues to position itself in the marketplace as an innovator and global strategic partner.





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Mexico City	011-5255-5914-5929	www.mircom.com/international
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