memoori

THE PHYSICAL SECURITY BUSINESS 2014 TO 2018:

ACCESS CONTROL / INTRUDER ALARMS / VIDEO SURVEILLANCE

Published: Q4 2014

Physical Security Business 2014 to 2018

Synopsis

This report aims to assist all stakeholders and investors in the physical security industry in identifying business opportunities in growth sectors of the market; and forecasts demand to 2018

© Memoori Business Intelligence Ltd

Introduction

This Report is the NEW 2014 Definitive Resource for Access Control, Intruder Alarms & Video Surveillance Market Research & Investment Analysis.

The game changer in the Physical Security Industry is still IP driven not just across Video Surveillance but now into Access Control and Intruder Alarms. The Physical Security industry is moving fast to an all IP driven business, which has vastly improved and extended the value propositions for its customers.

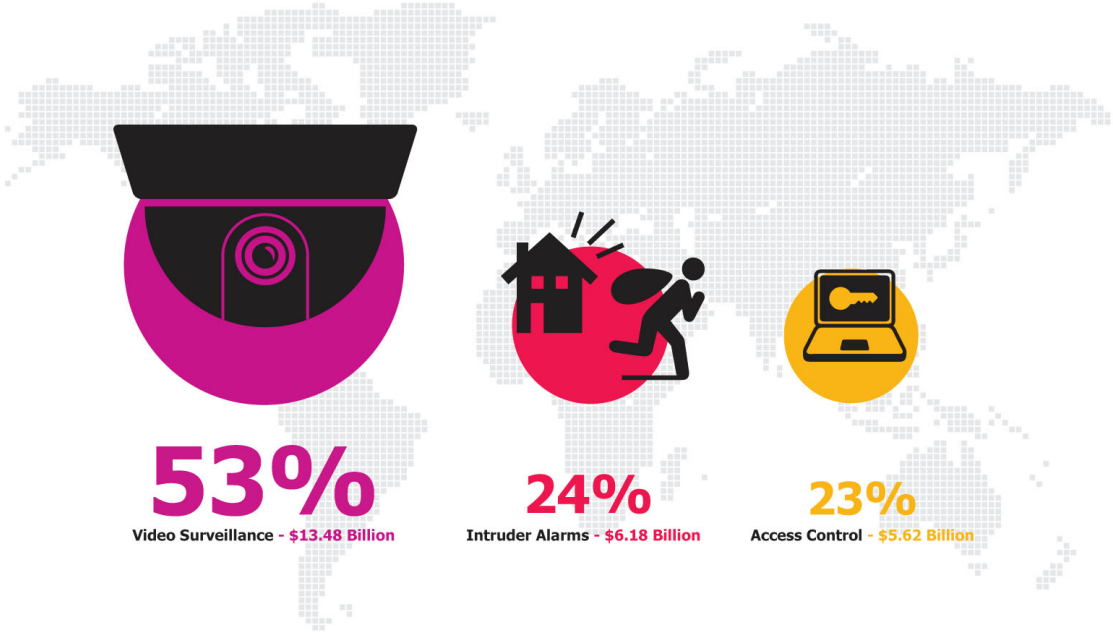
Security companies that are demonstrating how improved ROI can be achieved through making businesses operate more efficiently are growing fast and profitably. The Internet of Things (IoT) is now at the top of the Hype Curve and it will take at least 5 years before it reaches the slope of enlightenment. When it does, analogue security systems will suffer a rapid decline.

Appreciation

The total value of world production at factory gate prices was $25.28 billion. Of this Video Surveillance products at $13.48 billion take a share of 53%, access control at $5.62 billion takes a 23% share and intruder alarms at $6.18 billion has a 24% share.

Fig 2.1

WORLD SALES OF SECURITY PRODUCTS 2014



memoori

What This Report Will Tell You

Within its 239 pages and 27 charts and tables, the report sieves out ALL the key facts and draws conclusions, so you can understand what is shaping the future of the physical security industry;

- In 2014 the combined product sales grew by 7.5% with growth in the video surveillance sector achieving 9.9%.
- Growth in the sales of Access Control has increased to 10% as it moves into IP Network systems and biometric and identity management systems; it could become the number one growth market in 2015.
- In 2014 we identified 26 deals compared with 34 in 2013, and 82 in 2011. Whilst the number of deals and total value of acquisitions has fallen the average value of a deal has increased from $120m in 2011 to $166 million in 2014.

From our detailed analysis of the structure of the Industry, it is clear that the products market is being led by a small group of leading edge companies that are relatively new starts in the business. They have taken the opportunity to use disruptive technology to produce products that can deliver on customers' requirements. By contrast the major conglomerates share of the product market has declined and they have failed to correct this through their normal process of growth through acquisition. Are major conglomerates losing interest in the security business? Most have made major acquisitions in their other businesses and they have significant cash reserves on their balance sheets.

Fig 2.3

WORLD SALES OF SECURITY PRODUCTS 2008 - 2018 ($B)

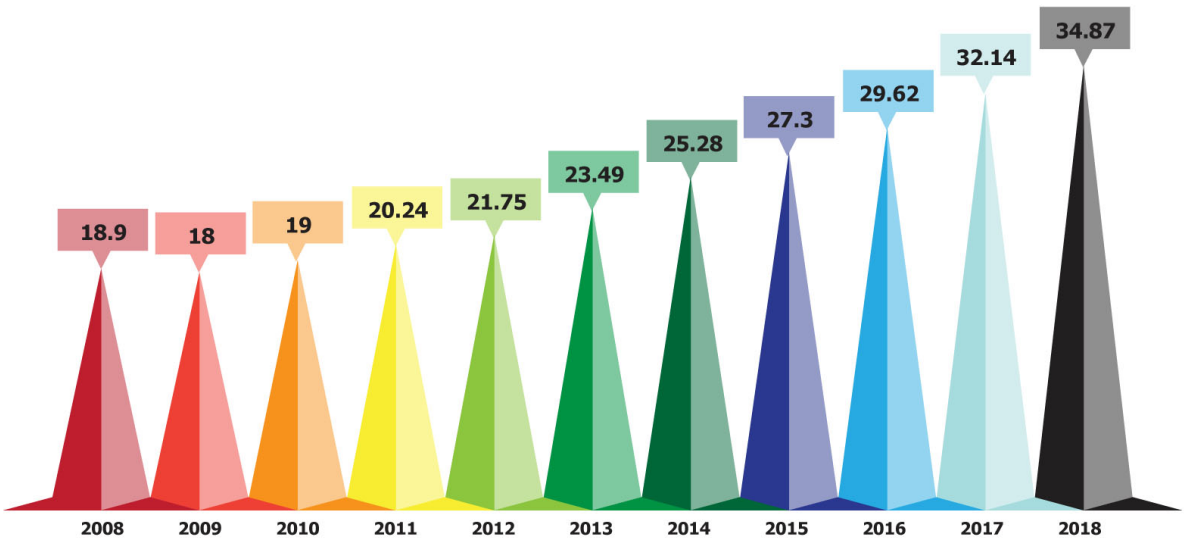


Table of Contents

Preface

The Executive Summary

1. Introduction

2. Size, Structure & Shape of the Business

2.1 Sizing & Comparing Access – Intruder – Video

2.2 World Distribution of Security Products by Major Regions

2.3 The Video Surveillance Market

2.4 The Access Control Market 2014 to 2018

2.5 The Intruder Alarm Market 2014 to 2018

2.6 Structure of the Business

2.7 Market Share

2.8 Channels of Distribution & their Restructuring

3. Serving Customer Needs is the Number 1 Driver

3.1 Growth Through IP Network

3.2 Growth Through Elevating Security to a Profit Centre

3.3 Growth Through Focus, Vertical & Regional Markets

3.4 Growth Through Integration, Convergence & IoT

3.5 Growth Through Integrating Access Control, Biometrics, Identity Management

3.6 Growth Through New Industry Verticals, Shared Intelligence, Voice of Society

4. Reviewing the Future of Emerging Technology Drivers

4.1 Wireless Technology

4.2 Video Surveillance as a Service (VSaaS) Managed Video and Cloud

4.3 Video Technology, IP Cameras & HDCCTV

4.4 Storage / Standards & Mobile Apps

4.5 VMS / Analytics / PSIM / PIAM & Situational Awareness Platforms

5. Consolidation through Internal Strategic & External Acquisitions

5.1 Internal Strategic Acquisitions

5.2 External Buys – Defense / IT & Communications Related Companies

5.3 Will M&A Play a More Important Role in the Next 5 Years

6. M&A Performance by Sector – Valuation and Outlook 2014 to 2018

6.1 The Outlook for M&A to 2018

6.2 Valuation – Exit Multiples & Drivers

6.3 The US Continues to Dominates M&A Activity in the Physical Security Industry

6.4 Strategic Buys Dominate Whilst IPO's and MBO's Disappoint

7. The Investment Market

7.1 The State of the Investment Business & Exposure to the Security Industry

7.2 Investors in the Security Industry & Recipients

8. Identifying Potential Acquisition Targets & Fast Growth Markets

8.1 Potential Acquisition Targets

8.2 Directing Acquisition to the Fastest Growth Markets

9. Alliances Play a Major Role in Delivering Customer Value Propositions

10. Redefining Business Models

10.1 Product Focus – Package Solutions – Back to Product Focus?

10.2 Brand through the Internet

10.3 The Impact of IoT on Physical Security

10.4 Manufacturers need to adapt to the New Channels of Distribution

10.5 Geographic Distribution is changing with Asia Becoming Dominant

10.6 Strong Growth does not Spread Right Across all Vertical Markets

10.7 Security as a Service is Growing and this will Impact on Conventional Practices

List of Figures

Fig 2.1 – World Sales of Security Products 2014

Fig 2.2 – World Distribution of Security Products by Major Regions 2014

Fig 2.3 – World Sales of Security Products 2008 – 2018 ($Bn)

Fig 2.4 – Distribution of Security Systems by Building Type – 2006 & 2014

Fig 2.5 – Comparison of Physical Security Penetration by Major Region 2014

Fig 2.6 – World Sales of Video Surveillance Products 2013 – 2018 ($Bn)

Fig 2.7 – World Sales of Video Surveillance Cameras 2013 – 2018 ($Bn)

Fig 2.8 – Performance of Players in the Video Surveillance Camera Market

Fig 2.9 – World VMS Market for Video Surveillance 2013 – 2018 ($m)

Fig 2.10 – Performance of Players in the VMS Market

Fig 2.11 – World Sales of Access Control Products 2013 – 2018 ($Bn)

Fig 2.12 – Performance of Players in the Access Control Market

Fig 2.13 – World Sales of Intruder Alarm Products 2013 – 2018 ($Bn)

Fig 2.14 – Performance of Players in the Intruder Alarm Market

Fig 2.15 – Distribution of Sales by Major Grouping by Value 2014

Fig 2.16 – Distribution of Sales by Major Grouping by Number of Companies 2014

Fig 2.17 – Average Revenue for Group A, B, C & D Companies ($M) 2014

Fig 2.18 – Distribution Channels for Video Surveillance 2014

Fig 6.1 – Security Deals Completed from 2000 to 2014

Fig 6.2 – Forecast of Deals to 2018

Fig 6.3 – M&A by Business Segment 2014

Fig 6.4 – Acquisition Valuation Benchmarks 2005 to 2014

Fig 6.5 – Growth through Digital IP Technology

Fig 6.6 – The Physical Security Value Chain

List of Tables

Table A 1.1 – The World's Major Security & Safety Companies

Table A 1.2 – Acquisitions & Funding Announced in 2013 / 14

Table A 1.3 – Potential Acquisition Targets 2013 / 14

How to Order

The report is priced at $999 USD for an electronic PDF copy, delivered by email. To order, or if you require further information please contact;

***support@memoori.com* / +44 207 193 1004**

http://www.memoori.com/portfolio/ physical-security-business-2014-2018-access-control-intruder-alarms-video-surveillance