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Press Release

Hat-Trick for ABCA Systems with Simultaneous Completion of Three Strategic Acquisitions.

Newcastle-based market-leading provider of Fire, Security, and Electrical Compliance Solutions, ABCA Systems, has completed the triple acquisitions of Maintec Ltd, A.G.S. Tech Ltd and HBS Fabrication Northwest Ltd, which will strengthen the Group's already dominant standing in the sector, bolster its presence, amongst other end-markets, in the wider social housing market, and in turn pave the way for significant further growth.



CEO Phil Miller took over the ABCA family business from his father in 2005 and has built up the group to its current £40m+ annual turnover by following his father's mantra of "right people, right place and right time. "

ABCA made its first acquisition in 2020 when they acquired Tyneside Security. Having secured in 2021 the backing of private equity firm Trimountain Partners and Santander, the group has now acquired three leading and highly established businesses based in the North West of England, thereby adding a further £10m+ in combined annualised

revenues to the business.

The complementary acquisitions of Maintec and A.G.S. will further enhance the Group's expertise, capabilities, reach and customer base in Fire and Security compliance, providing opportunities to accelerate growth through additional scale, cross-sell avenues and investment in future innovation. Similarly, the partnership with HBS Fabrication Northwest, a leading manufacturer and installer of steel security doors, will enable ABCA to provide in-house another critical and complementary, value-added offering to existing and new clients.

"We are delighted to welcome these three leading companies into the Group," said Phil Miller. "They will help us provide an even higher level of service and satisfaction to our clients, especially those in the social housing sector. I'm particularly excited as two of the key players who will be joining us, Chris King and Colin Prescott were previously part of the ABCA Systems Group many years ago before successfully growing A.G.S. organically into the business it has become today, whilst in parallel acquiring and expanding HBS."

"Also joining us and strengthening the leadership team is Steve Cranshaw of Maintec, who brings to the table a wealth of knowledge and experience that will help us to grow even more. Our motto, 'Right People, Right Place, Right Time,' truly embodies this moment. I'm confident the combined expertise and dedication of our new colleagues and their teams will drive us towards a brighter future."



Ali Khanbhai, Chairman of ABCA and Partner & Co-Founder of Trimountain Partners, said: "We are proud to welcome A.G.S., Maintec and HBS to the ABCA Group, a significant milestone bolstering ABCA's position as one of the clear leaders and fastest growing Fire,

Security and Electrical Service and Compliance companies in the UK. Whilst the Group has more than doubled its revenues organically since our investment 3 years ago, highly selective strategic, complementary acquisitions like these remain at the core of our wider strategy to drive value and further accelerate ABCA's growth in key areas, with a view to extending our offering, team and reach for the benefit of existing and prospective customers. Proud of the ABCA team and wonderful to now have Colin, Chris and Steve onboard as part of this exciting journey."

Colin Prescott, speaking on behalf of A.G.S. and HBS, said, "Joining forces with ABCA Systems feels like coming home. The like-minded approach and synergy between our teams are undeniable, and together, we will continue to innovate and lead in our field. This is an exciting chapter for all of us, and we look forward to achieving even greater success together."

Steve Cranshaw, representing Maintec added: "Maintec's integration into ABCA Systems marks a significant achievement for us. We are eager to collaborate with our new partners and leverage our combined strengths to deliver exceptional value to our clients. The future is bright for all involved."

With Phil Miller recently stepping up into the Group CEO role to concentrate on driving the overall growth of ABCA Systems, including the strategic direction of the group and acquisitions, the position of Group Managing Director of ABCA Systems has been taken up by former Commercial Director, Phil Batson who said, "The acquisitions add tremendous value to our business and will propel us to the next level, I'm very excited to take over this role and look forward to working with the new leadership team to unlock a huge potential for growth and innovation, and strengthen our position in the UK fire and security market."

As well as the acquisition, Phil Miller has recently been nominated as one of the UK's top 50 most ambitious business leaders and the business has moved to new office space at the Cobalt Business Park in North Tyneside.

"It's been a fantastic year so far for ABCA with the growth we've driven, our new offices, this exciting nomination and now importantly, these three acquisitions. With the help of our new leadership team, we aim to prove that we're doing things at the "right place, the right time with the right people," he said.

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Editors Notes

Based in Southport, **Maintec Ltd** is a renowned specialist in Fire & Security compliance. The company has built a strong reputation for providing high-quality services to the social housing market, ensuring the safety and security of residential properties.

Based in Blackburn, **A.G.S. Tech Ltd** mirrors the expertise of Maintec Ltd in Fire & Security compliance. The company has established itself as a trusted partner in the social housing market, delivering comprehensive compliance solutions to safeguard residential communities.

Based in Wigan, **HBS Fabrication Northwest Ltd** have expertise in creating robust security solutions for social housing complementing ABCA Systems Group's existing capabilities, paving the way for enhanced service integration and innovation.

Trimountain Partners (www.trimountain.partners) is an established mid-market private equity firm focused on investing in fast-growing businesses in the broader business services, consumer and education sectors. Through its differentiated and flexible "partnership-style" investment approach, as well as its extensive experience and global networks in the sectors in which it invests, Trimountain seeks to partner with talented founder-owners, entrepreneurs and well-invested management teams in the UK, Continental Europe and North America, who are seeking the right, value-added partner to help them further accelerate the growth of their businesses organically and through acquisitions.

Photos: Phil Miller at ABCA Systems Group HQ in North Tyneside (Credit: Steve Brock Photography)

Photos: Chris King Phil Batson Colin Prescott Steve Cranshaw (Credit: V3Creative)

PR and media keith@highlightspr.co.uk 07814 397951

ABCA Systems Group Limited

Cobalt 8, 14 Silverfox Way, Cobalt Business Park, Newcastle upon Tyne, NE27 0QJ

T: 0333 1210999

E: info@abcasystems.co.uk

abcasystems.co.uk