

PITTSBURGH – FEBRUARY 17, 2017

# PNC RIVERARCH CAPITAL SUCCESSFULLY EXITS INVESTMENT IN FIRE & LIFE SAFETY AMERICA, INC.

**PNC Riverarch Capital (“PNC”) announced today the sale of its portfolio company Fire & Life Safety America, Inc. (“FLSA”) to Blue Point Capital Partners (“Blue Point”) and Five Points Capital, Inc. (“Five Points”). Terms of the transaction were not disclosed.**

Founded in 1997, FLSA is one of the nation’s largest providers of fire and life safety services (“FLSS”) and serves a diverse base of more than 10,000+ site locations across 42 states. The company leverages its local market knowledge and experience with the most technically complex FLSS systems to offer customers a comprehensive suite of services spanning inspection, repair, system design, and installation. FLSA is headquartered in Richmond, Virginia, and services customers from sixteen branch locations in the mid-Atlantic and southeastern United States, as well as an established national partner network.

Investment professionals at PNC led the investment in FLSA. Under the ownership of PNC, FLSA significantly grew revenue and profitability by expanding the company’s national account platform, investing in accretive greenfield locations, and augmenting the salesforce and sales processes to drive accelerated growth.

“PNC’s investment in FLSA is consistent with our strategy of partnering with strong management teams and investing in differentiated, industry-leading companies with compelling growth opportunities,” said Mike Hand, managing director at PNC. “We enjoyed working with the FLSA team and are excited for the company as it embarks on its next phase of growth.”

“PNC Riverarch proved to be a valuable and reliable partner over the course of their ownership,” said Tom York, President & CEO of FLSA. “They made crucial contributions to the company’s growth planning and the implementation of strategic initiatives. We are grateful for PNC’s dedication and support.”

The transaction for PNC Riverarch Capital was led by Mike Hand, managing director; Andrew Wiechkoske, principal; Andy Barza, director; and Ian Garland, associate. Raymond James represented FLSA and acted as the Company’s financial advisor for the transaction.

PNC Riverarch Capital is a middle-market private equity firm which invests in privately held companies headquartered in North America. The firm seeks well-positioned companies where it can invest \$10 million to \$50 million of capital in support of recapitalizations, leveraged and management buyouts, corporate divestitures and growth financings. PNC Riverarch Capital invests across a variety of industry sectors, including outsourced services, specialized manufacturing, and value-added distribution. PNC Riverarch Capital is a member of The PNC Financial Services Group, Inc., which has invested in private equity since 1982, providing over \$1.3 billion of equity capital to more than 100 companies.

Blue Point is a private equity firm that partners with entrepreneurs and management teams investing in and growing lower middle-market companies. Blue Point manages over \$800 million in committed capital across its second and third institutional funds, and its principals have been investing together for more than two decades.

Founded in 1997, Five Points manages private equity, mezzanine and small buyout fund-of-funds strategies focused on supporting the capital needs of private, growth-oriented companies and financial sponsors. Five Points makes direct equity investments as the lead investor or co-investor with other private equity groups in control transactions of privately-held companies, provides subordinated debt with equity co-investments in support of financial sponsors and others, and invests in other private equity funds.

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