

# vivint milestones

- 1995**
  - APEX Marketing Group formed by Todd Pedersen. Pedersen and his team of 13 college students start selling pest control services door-to-door in Mesa, Arizona. They sell 1,500 contracts their first summer.
- 1998**
  - Several members of Pedersen's sales team leave APEX to work for a security company. The security company fails, and they return to work with Pederson, bringing with them an idea for a new opportunity.
- 1999**
  - Pedersen forms APEX Security Solutions Inc. to market third-party (Protection One) home security systems.
- 2000**
  - APEX partners with ADT to sell home security services.
- 2002**
  - APEX sells 12,000 ADT contracts in four months, easily surpassing sales goals.
- 2003**
  - APEX ends relationship with ADT and signs on with Monitronics.
- 2004**
  - APEX team sells 20,000 Monitronics systems in just 108 days.
- 2006**
  - Private equity partners Jupiter Capital and Goldman Sachs invest \$50 million of growth capital, allowing APEX to evolve into a full-service home security company with its own technicians and customer service teams.
  - Company name changed to APX Alarm Security Solutions.
  - APX signs a \$75 million credit facility agreement with Goldman Sachs, allowing the company to finance up-front equipment costs for customers, making home security affordable for a broad audience.
  - APX Alarm expands into Canada.
- 2008**
  - APX announces new \$220 million credit facility led by Goldman Sachs Specialty Lending Group.
  - Company breaks ground for new headquarters in Provo, Utah.
- 2009**
  - APX acquires monitoring station in St. Paul, Minnesota, completing the final step in APX Alarm's transformation to a nationwide, full-service residential security company with national sales, installation, service, and monitoring capabilities managed within one organization.
  - Another \$440 million credit facility agreement completed, led by Goldman Sachs Specialty Lending Group.
  - Company opens new 125,000 square foot corporate headquarters.
- 2010**
  - APX receives several customer service awards, including:
    - Central Station Alarm Association's prestigious Five Diamond Certification for St. Paul monitoring center
    - Recognition as a Top 50 Call Center by the International Customer Management Institute
    - 2010 Mobilizer Award for Best in Field Service
  - Goldman Sachs increases credit facility agreement to \$565 million.

## vivint milestones (continued)

- Touchscreen panel launched, giving customers more control over more types of devices and functions.
- Second central monitoring station opens at new corporate headquarters.
- Todd Pederson named Ernst & Young Entrepreneur of the Year Award in services category for Utah region.
- Energy Management package launched, allowing customers to regulate energy use in heating and cooling systems.

### 2011

- APX announces entry into home automation market with the launch of new products and services, including automatic door locks, video surveillance, and lighting and small appliance controls.
- The company changes its name from APX Alarm to Vivint to reflect its new direction and capabilities.
- Vivint Home Automation and Advanced Security packages receive a Consumers Digest "Best Buy" rating.
- Vivint named 2011 Dealer of the Year by SDM Magazine.

### 2012

- A 20-bank lending group led by Goldman Sachs expands Vivint's financing to over \$760 million.
- Vivint receives the 2012 Mission 500 Corporate Social Responsibility award and the Utah 2012 Corporate Volunteer Program of the Year.
- Vivint wins gold medal Stevie Awards at the 2012 American Business Awards for Corporate Social Responsibility Program of the Year and Customer Service Department of the Year. Todd Pedersen also receives a silver medal for Maverick of the Year.
- PCWorld, one of the top names in tech trends, names Vivint one of the 100 best products of 2012.
- The Blackstone Group acquires Vivint for in excess of \$2 billion.

### 2013

- Vivint continues to expand and prepares itself for future growth by adding a number of highly qualified executives from large, publicly held companies, including Todd Thompson, David Bywater, Matt Eyring, and Greg Butterfield.
- Vivint ranks number 46 on Forbes' annual ranking of America's Most Promising Companies.
- Vivint wins the 2013 People's Choice Stevie Awards for favorite customer service based on 211,000 online votes
- Vivint partners with Garbett Homes to build the Zero Home, the first affordable, climate 5 net-zero "smart home" to achieve a HERS 0 rating.
- Vivint continues its explosive growth, hiring exceptional employees and creating new jobs. Thanks to this growth, Vivint receives an Inc. Hire Award from Inc. Magazine, who names Vivint the second largest job creator in the U.S. for 2013.