



Automobile Collision Repair

Falcon Affiliates Target Industry

Industry Overview

- Companies that specialize in automotive & truck collision, glass repair/replacements, and related services.
- Market Size: ~\$36.2 billion
- Growth Rate: ~2.6% CAGR (2018-2024E)
- SIC Code(s): 7532
- NAICS Code(s): 811121

Industry Highlights & Falcon Value Add

- Highly fragmented industry (~32,200 shops) provides opportunity for consolidation
- Stable and recession resilient due to necessary repair work with insurance carriers generating over 90% of industry spending
- Opportunity to implement operational excellence, increase shop volume, and grow market share through new insurance partners and direct repair programs (“DRPs”; i.e. a preferred vendor list)
- Expertise in M&A provides the ability to pursue add-on acquisitions to expand geographically and increase service offerings
- Large collision repair multi-shop operators (“MSOs”) continue to seek acquisition targets
- Advisory relationship with former CEO of leading regional MSO who successfully built a leading multi-location business

Key Services & Segments

Product Type

- Paints & Coatings
- Consumables
- Spare Parts

Service Channel

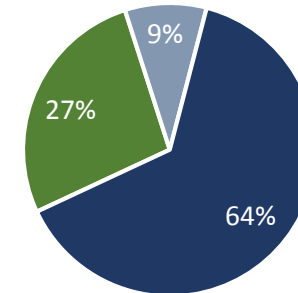
- Do-It-Yourself
- Do-It-For-Me
- OEM

Vehicle Type

- Light-duty
- Heavy-duty

U.S. Market Composition

\$36.2B Market Size



- Large MSO (>\$20m Revenue)
- Mid-Size MSO & Franchise Networks (\$10-20m)
- Independents (<\$10m)