



2 April 2014

Hills acquires leading OPS security business

Hills Limited (Hills ASX: HIL) is pleased to announce an expansion of its core technology business with the acquisition of successful Australian-based security business, **Open Platform Systems Pty Ltd (OPS)**.

OPS is a leading value-added distributor of open platform / non-proprietary Physical Security, IT security, application delivery and network communications solutions.

Established in 2006, the Company is headquartered in Melbourne with branch offices in Sydney, Brisbane, Perth and Auckland to provide on-site sales, marketing, and technical support to its integration partners.

The OPS success story is reflected in its presence in the annual *BRW Fastest 100 Growing Companies* list in each of the past two years, 2012 and 2013.

Hills Chief Operating Officer, Mr Brad Newton, said OPS is seen as one of the emerging market leaders in the CCTV business with strong strategic product relationships.

“The brand reputation and strong growth of the OPS operations across Australia are enhanced by their position as sole national distributor of Genetec products and one of the three distributors of AXIS products – both of which are considered ‘best-in-class’ globally”, Mr Newton said.

“The acquisition is consistent with our revenue and profit growth strategy via acquisition and will help in accelerating Hills ability to retain and continue to build a market leadership position in the area of security, in particular the CCTV managed solutions and service areas.”

“The strength of the OPS business further consolidates our market-leading position that has been established by Hills focus on security in recent years.”

Mr Newton said the OPS acquisition was expected to be earnings per share accretive in the first full year (FY15) after completion of the transaction.

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