



7 August 2017

New health business boost for Hills Ltd

Hills Limited (ASX: HIL) – the market leader in patient engagement services within Australian health care facilities – is pleased to announce the addition of key new contracts in New South Wales and Victoria.

Hills continues to strengthen its presence in the Australian health care sector as a major provider of nurse call and patient entertainment systems.

Hills has successfully tendered to supply the Hills IP-Series integrated nurse call system to the new [Joan Kirner's Women's and Children's Hospital](#) to be built alongside Sunshine Hospital in Melbourne's western suburbs. The IP-Series is a Hills owned product that is well positioned to integrate with many of the facilities' advanced third-party services.

Hills will also provide the entertainment system to the site, where a mobile tablet (BYOD) system has been proposed. When commissioned, the Lincor MobileLINC system will be one of the first systems of its kind in Australia, with scope to connect to other departments in the adjacent Sunshine Hospital and provide workflow efficiencies to both the hospital and patients.

Other health major contracts signed by Hills in recent months include:

- **Blacktown Hospital (NSW)** – A \$2.5 million nurse call solution as part of the hospital's Stage 2 redevelopment project.
- **Northern Health (Victoria)** – A new five-year contract extension to provide patient engagement services to The Northern Hospital, Bundoora Extended Care Centre and the Broadmeadows Health Service.
- **Sydney Local Health District (NSW)** – Hills has been awarded the patient engagement services (1200+ beds) contract for Royal Prince Alfred, Concord, Canterbury and Balmain Hospitals.

Hills Chief Executive Officer, Mr David Lenz, said the latest contract wins were an endorsement of the strategy to retain the profitable health business as a key plank in the future progress of the Hills Group.

"The success is particularly pleasing because we own and developed the nurse call technology here in Australia for Australian facilities," Mr Lenz said.

"The business continues to exhibit strong growth, with our patient entertainment solutions contracted to Western Sydney, South Eastern Sydney, South Western Sydney and Northern Sydney Local Health Districts, providing functions such as eConcierge, multilingual surveys, clinical quizzes and patient education. Hills currently provides patient engagement services to more than 18,000 beds across Australia and has nurse call systems in over 65 hospitals and aged care facilities in NSW alone," Lenz said.



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Head of Hills Health Solutions, Mr Darren Osborne, said ownership and continued development of the nurse call intellectual property, here in Australia, sets Hills apart from the competition.

“Each project is unique and, because Hills owns the IP and develops it locally, we can facilitate integration with other technologies and value engineer the outcome. Hills has an agile approach to our customer’s needs, providing a customised IT solution, that is scalable, future proof and able to plug into any standard network. This differentiates us from the rest of the market,” Osborne said.

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