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Threat Protect completes second acquisition in two weeks as part of rapid growth strategy

Leading WA security firm has doubled its client base since ASX listing earlier this month

Threat Protect Australia (ASX: TPS), a leading WA security company, is pleased to advise that it has continued to grow its client base with the acquisition of Hillstone Security Monitoring.

The acquisition will deliver approximately 540 new clients to Threat Protect and contribute an additional ~\$350,000 per annum in earnings.

The Hillstone deal, which will be earnings accretive immediately, is Threat Protect's second acquisition since it listed on the ASX earlier this month.

These deals have increased Threat Protect's total number of clients to approximately 20,000 and highlight the success of the Company's strategy to grow through acquisition.

As part of the latest acquisition, Threat Protect has strengthened its relationship with Hillstone Security's parent company Hillstone Building Technologies. Hillstone Building Technologies installs security and smart technologies to around 400 new homes a year.

The ongoing relationship with Hillstone Building Technologies will provide Threat Protect with an effective means of selling its monitoring services to the rapidly growing new home market.

Threat Protect provides security, monitoring and risk-management solutions to the growing security-conscious market. It owns and operates one of just five security control centres in Perth, which is contracted by numerous other "retail" security firms to support their services.

Threat Protect Managing Director Demetrios Pynes said the Hillstone purchase marked the start of Threat Protect's push into the lucrative business of providing of security monitoring and smart technologies to the new homes market.

"The new homes market is an important and fast-growing segment of the security industry," Mr Pynes said. "Hillstone Business Technologies is a leader in this field and we are delighted to have a strategic relationship with them as a means of growing our business in this area."

"A key part of our growth strategy is based on the significant economic benefits we can derive from increasing the utilisation of our top-graded monitoring centre.

"By growing the client base serviced by the monitoring centre, as we have done with our two recent acquisitions, we not only increase our revenue, but we generate disproportionate growth in profit due to the fixed-cost nature of the operation."

"We are confident that we can continue to grow the business in this manner through acquisitions, creating strong value for shareholders in the process."

Media

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