

26 November 2010

Annual General Meeting of Hansen Technologies Limited – Managing Director’s presentation

Please find enclosed the presentation delivered by the Managing Director at the Annual General Meeting of Hansen Technologies Limited on 25th November 2010.

A handwritten signature in black ink, appearing to read 'G Lister', with a blue rectangular stamp or mark to its left.

G Lister
COMPANY SECRETARY



A series of thin, parallel red lines that originate from a point near the bottom center and fan out towards the top right corner of the slide, creating a dynamic, forward-pointing visual effect.

Hansen Technologies
Annual General Meeting

25th November 2010

HANSEN
TECHNOLOGIES



CEO/Managing Director's Address

During a year of considerable economic instability throughout the world we have been able to build on the momentum of the past three years and achieve record operating performances while also improving the fundamental strength of our business.

Growth

- Increased revenue
- Second successful acquisition
- Strategic client projects

Financial Strength

- No debt
- Strong cash position
- Fully-franked dividends

Positioned well for 2011

- Leveraging and promoting our solutions worldwide
- Evaluating opportunities for continued expansion

Operating Revenue \$57.8 million

↑6%

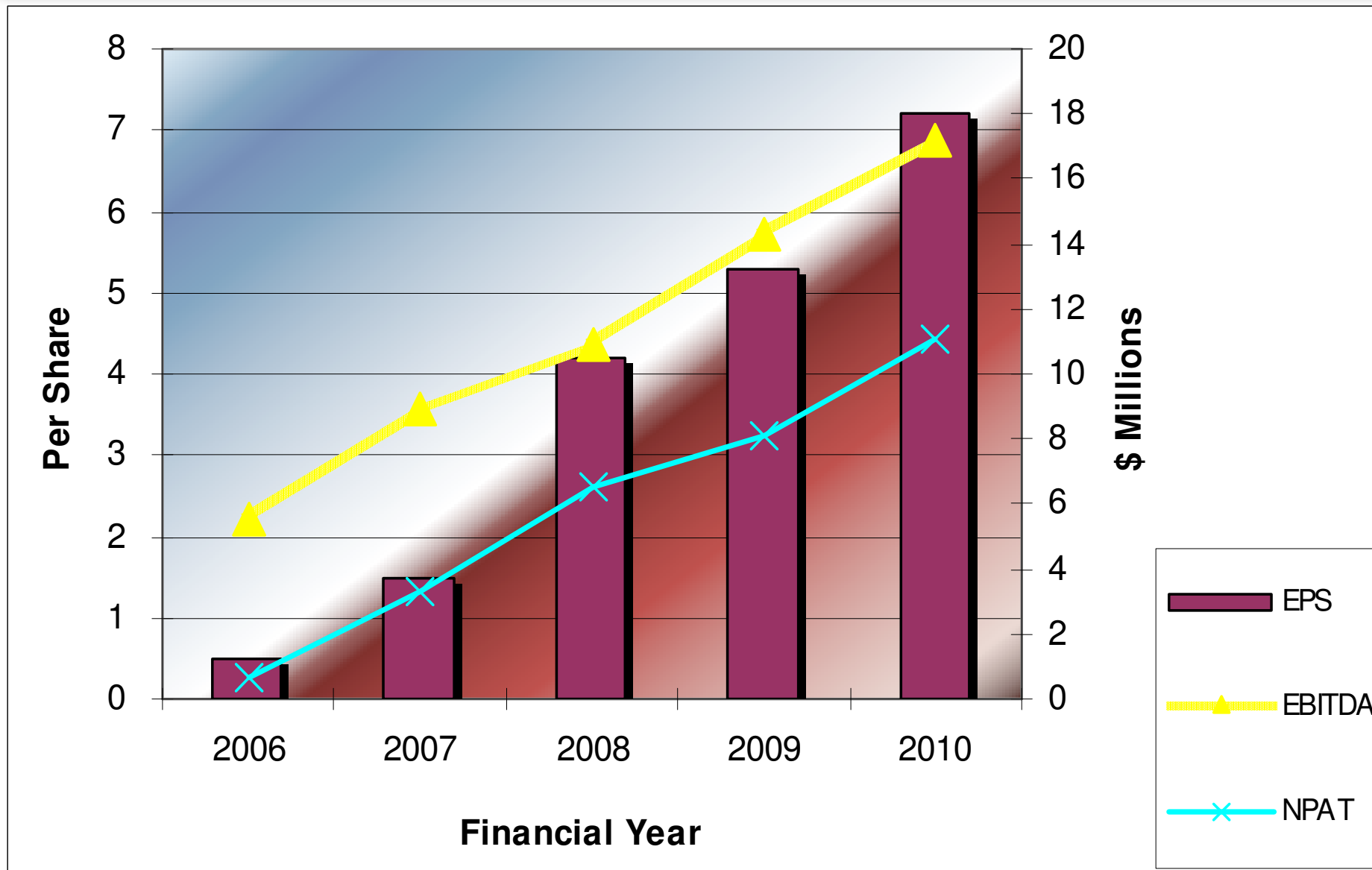
EBITDA \$17.2 million

↑20%

After-tax profit \$11.1 million

↑37%

Key indicators for ongoing operations



Key investment metrics

▪ Shares On Issue	155 Million
▪ Share Price - 22 November 2010	\$0.76
▪ Market Capitalisation	\$118 Million
▪ Enterprise Value	\$100 Million
▪ Dividend - FY2010	5 Cents
▪ Dividend Yield - Fully Franked	6.5%
▪ EBITDA - FY2009/10	\$17.1 Million
▪ EBITDA Multiple	5.8
▪ Net Profit After Tax - FY 2009/10	\$11.1 Million
▪ EPS	7.2 Cents
▪ PE Multiple	10.5

NIRVANASOFT



- Acquired NirvanaSoft (New York) on 1st November 2010
- Substantial increase in North American-sourced revenue
- Doubles North American customer base
- Highlights commitment to US market
- Addition to product suite enabling Hansen to address whole market

- Invested in and achieved enhanced operational efficiencies
- All development projects within 10% plus/minus of budget
- Key customer contracts renewed
- Completed the development of our Meter Data Management (MDM) solution
- Installed MDM and Smart Grid solutions for 4 customers

- Continuing to develop and derive benefits from annuity revenues
 - Invested in Sales and marketing
 - Appointed NEW Sales Director and recruited new sales executives
 - Invested in USA market relationships
 - Continued pursuit of compatible acquisitions
- All while:*
- Delivering continued growth in operating performance
 - Remaining debt free
 - Retaining cash resources to fund strategic and organic growth

Hansen's Business Units

PROPRIETARY SOFTWARE SOLUTIONS



- Customer care, billing and meter data management solutions



- Customer care and billing solutions

HOSTING & PROFESSIONAL SERVICES



- Purpose built data center facilities
- Application management
- Bespoke development
- IT Managed services

Market Trends

ENERGY:

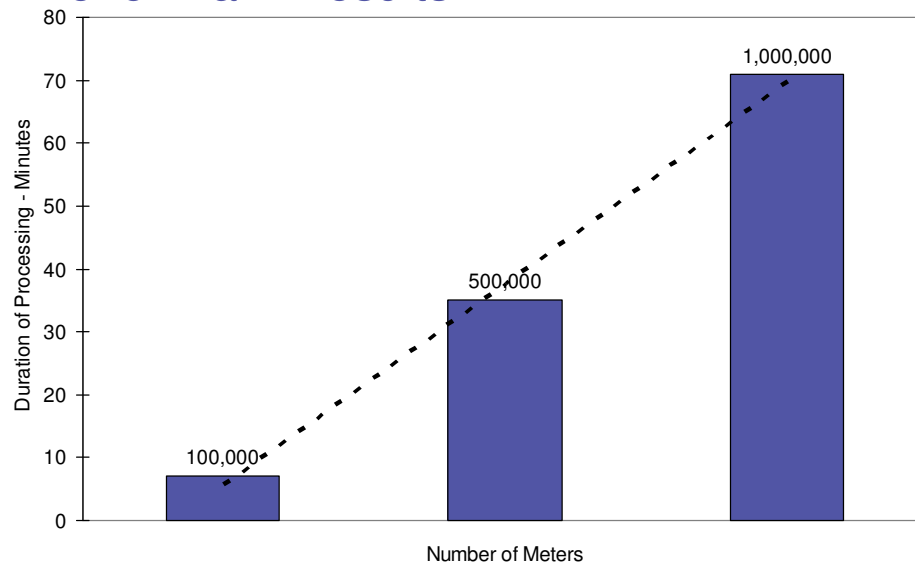
- International smart grid and meter automation rollouts
- Deregulation and disaggregation
- In-house developed and aging legacy systems
- Very few vendors have both a CIS and MDM solution

TELECOM:

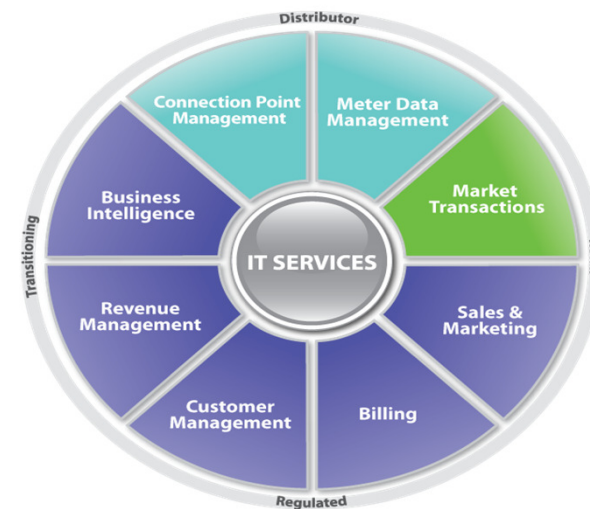
- Significant competition makes customer churn a primary issue
- Highly fragmented markets
- In-house developed and aging legacy systems
- Maturing market

- Interval meters:
 - Dramatic impact on data volumes
 - Requires complex and flexible rating tables
- Hansen - development of “Meter Data Management” solution
- Proven in one of the world’s most progressive markets
- World-class performance benchmark – linear performance maintained at 1 million multi-register interval meters processed per hour

Benchmark Results:



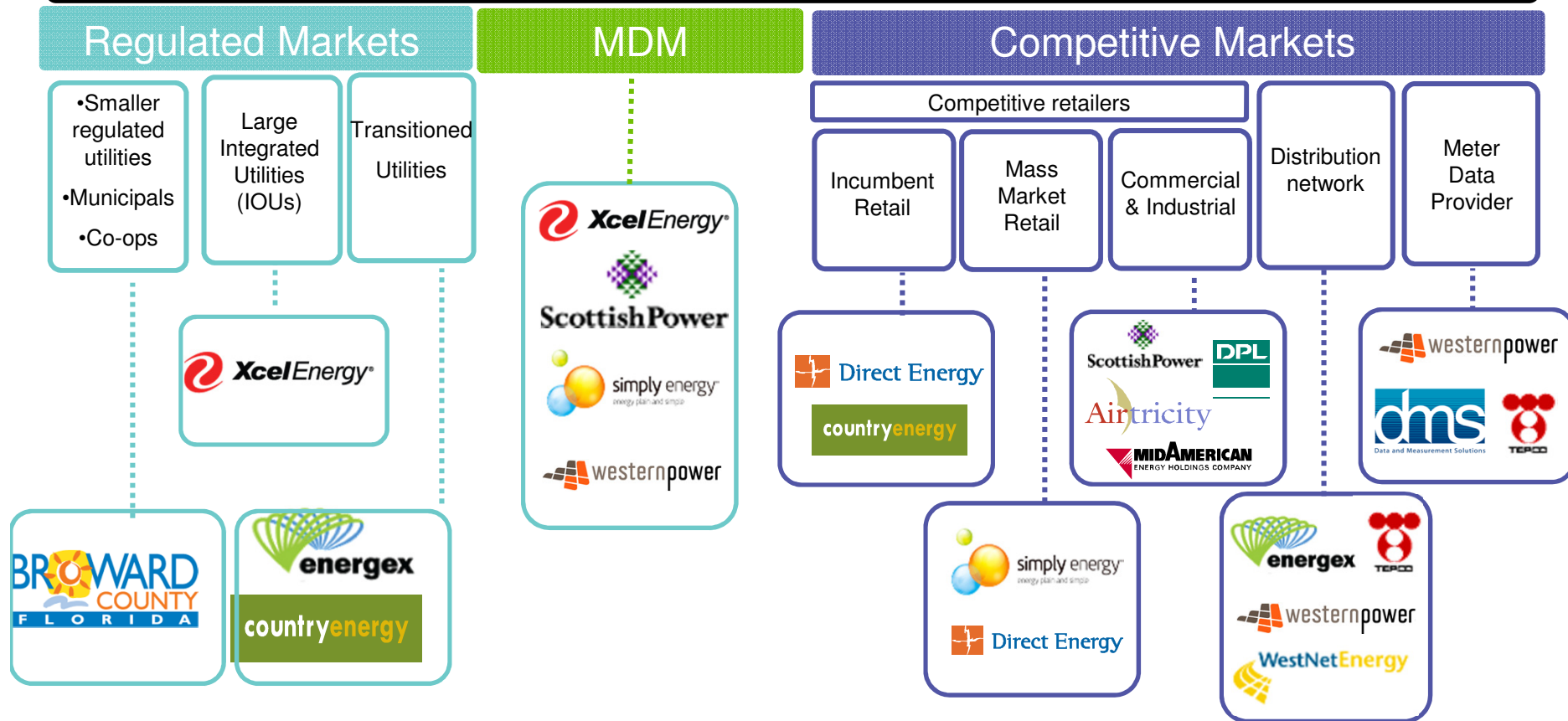
End-to-end solution:



- Interval meters
 - Political impacts in Australia
 - Hung Parliament
 - Influence of the GREENS
 - Environmental influences
 - Carbon credits
 - Return on Investment
 - Timing
- Varies by Country
- Varies within Countries
- Victoria at the forefront
- Variable rates of billing delayed

Energy - Broad market experience

Electric, Gas, & Water Utilities



Full Enterprise Solutions

- SAP
- Oracle (SPL)

Best of breed Customer Information Systems

Global



Regional

Asia Pacific

- Talgentra

Americas

- Xcel
- Indra
- Ventyx

Europe

- Ferranti
- Eng-IT
- EDB Gruppen
- Schleupen

Meter Data Management Systems



- Itron
- eMeter
- Oracle
- Elster (EnergyICT)
- Ecologic (Landis+Gyr)

- Hansen's historical base line business
- Fragmented solution providers in a maturing market
- Opportunities for acquisition
 - Amalgamation of compatible solution providers
 - Expansion of customer base
 - Expansion of geographic influence
 - Economies of scale benefits
- Emerging opportunities with retailers/resellers
 - Europe
 - Australia
 - Asia

- Driving ROI from:
 - R&D in MDM and smart grid solutions
 - Sales and marketing expansion
 - Strong USA focus
 - 400+ Utilities in the 200k to 2m meters space
 - \$8bn government funding towards Smart grid development
- Driving continued efficiencies into development processes
- Enhance core competencies to deliver greater value to existing customers
- Increase thought leadership activities to existing and prospective customers

- Pursue organic growth with a continuing emphasis on annuity revenue streams
 - Targeting 5% to 10% growth
- Acquisitions, IT with IP (Energy and Telco):
 - Preferred targets are identified
 - Currently too expensive
 - Discussions and investigations ongoing
- Look to expand into other Information Technology sectors
 - Intellectual property and annuity revenue streams
 - Compatible business models with economy of scale opportunity
 - English speaking geographies