

ASX ANNOUNCEMENT



HANSEN
TECHNOLOGIES

31 January 2011

Operating Performance Upgrade

Hansen Technologies Limited (ASX: HSN) today announced improved operating results for the first half year of FY 10/11.

In H1, Hansen Technologies has experienced the impact of the significant appreciation of the Australian dollar. As a result of our international expansion, 40% of revenue is now derived in foreign currencies. The higher value for the \$A means that our total revenue is forecast to be a net \$1 million lower than for the previous corresponding period.

However, as a significant part of our cost structure for labour and occupancy is now incurred in those same currencies, we have offsetting cost reductions which, together with ongoing investment in development efficiencies, has allowed us to achieve an improved operating result in spite of the net fall in revenues.

With the \$A at medium term historically highs we see this as reinforcing our objective of international expansion through the acquisition of compatible businesses. The acquisition of NirvanaSoft Inc. in November has raised our company's profile in the USA and we are already seeing increased awareness of our product offerings in that market.

Hansen forecasts the consolidated group operating result for the half year to 31 December 2010, and the comparative with the corresponding period in the prior year, to be:

- Operating revenue - \$28 million - a 4% decrease
- EBITDA - \$10 million - a 25% increase
- Profit before tax - \$8.5 million - a 38% increase

(These results are still subject to review by the Company's external auditors).

Hansen Technologies Limited

Grant Lister
Company Secretary

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About Hansen Technologies – www.hsntech.com

The Hansen Technologies Group (ASX: HSN) is a leading provider of utility billing, customer care, and smart metering solutions. Hansen Technologies' unique approach to best-fit solutions leverages the Meter Data Management Solution, Peace[®] CIS, and HUB CIS platforms to develop, deliver, and support high-value solutions for clients in 40 markets worldwide. In addition to solutions for the electricity, gas, water and telecommunications sectors, Hansen Technologies also offers outsourcing and facilities management services from its purpose built facilities in Melbourne. Hansen also supports the Classic Superannuation administration solution.

Founded in 1971, Hansen has offices in Australia, USA, New Zealand and the United Kingdom.

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