

NEWS RELEASE

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First half year results confirmed and increased interim dividend declared

Hansen Technologies Limited (ASX: HSN) is pleased to confirm the previously forecast improved performance for the first half of Fiscal 2010/11 and declare an increased interim dividend of 3 cent per share partially franked.

The Group operating result for the half year to 31 December 2011 was:

- **Revenue of \$27.983 million, (4% decrease pcp)**
- **EBITDA of \$10.078 million, (27% increase pcp)**
- **Profit before tax of \$8.828 million, (43% increase pcp)**
- **Net Profit after tax of \$6.913 million, (53% increase pcp)**

The Directors of Hansen have declared a partially franked interim dividend of 3 cents per share with:

- **2 cents per share fully franked, and**
- **1 cent per share unfranked,**
- **a record date of 7 March 2011,**
- **payment on 28 March 2011, and**
- **a 5% discount to the application price for shares issued in accordance with Company's Dividend Reinvestment Plan.**

In announcing the half year result Hansen's Chief Executive, Andrew Hansen, observed, "As a result of our international expansion, 40% of revenue is now derived in foreign currencies. The appreciation of the Australian dollar has had an impact on our businesses performance. Revenues in the first half were 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.

We have worked hard to diversify both our industry and customer base and overlaid that geographically. The recent acquisition in November of the New York based complex energy billing solution provider, Nirvanasoft, plays well into our strategy. As a result, along with an expanded focus on sales and marketing, we are seeing an increased awareness of our profile and solutions.

In the first half of this year we have also invested in our Melbourne based data centre operations to expand our available physical capacity to provide a full range a facilities management and outsourced IT services. We are already providing "cloud computing solutions" to our clients and we will be expanding our services in this area in the second half.

Our business is built on a fundamental commitment to supporting our customers, their requirements for performance improvement and the changing technologies of the industries within which they operate. As the owner of our proprietary software solutions we are able to remain flexible and responsive to our customer needs.

In the second half of this year we have as initiatives:

- **Completing the integration of the Hansen business in North America**
- **Continuing the pursuit of efficiencies in our software development processes**
- **Progressing with our R&D and intelligence gathering around the Electricity smart grid initiatives,**
- **Continue with investigation and formal review of expansion opportunities with a view to acquiring compatible and complementary businesses.**

Our first 6 months operating performance is a strong start for this fiscal year. I am convinced we are well positioned both with products and funding to continue to grow our business strongly.

NOTE: Shareholders wishing to participate in the Dividend Reinvestment Plan need to have lodged the required DRP Notice with the Company's Share Registry by no later than 5.00pm on the record date, 7 March 2010.

#ends

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[®], NirvanaSoft 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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