

# ASX Announcement

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## Hansen Technologies signs contract with Tuenti in Spain

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Hansen Technologies Limited (ASX: HSN), is pleased to announce that Tuenti (a subsidiary of Telefonica) has selected Hansen as their strategic partner for billing & customer care in support of the launch of Tu Mobile in Spain. Hansen has entered into a contract with Tuenti to customise and implement its flagship Telecoms billing solution HUB, providing a fully integrated managed service solution, which will be hosted within Tuenti's data centres.

Tuenti, the leading Spanish social network, will look to leverage its 12 million members with a full suite of mobile services that is aligned to the social nature of mobile communications. Hansen is closely aligned with the success of Tuenti's growth in this new mobile venture and sees significant untapped potential for such a tightly coupled service offering.

From Hansen's perspective the agreement is structured around committed base revenue with upside revenue opportunities as Tu Mobile's initiatives evolve. In fiscal 2012 we would expect revenue from the development and the initial delivery phase of this project would be in the order of \$A1 million, but going forward into full scale operations we would look for a more significant revenue contribution from this implementation as the TU mobile business expands.

"The selection of Hansen as the billing & customer care solution provider for this initiative represents an endorsement of Hansen's activities in this area of the telecommunications market and also expands our operations in Europe. I am excited by this opportunity and the potential for our business to grow with that of our customer and their international associates. I look forward to continuing the development of this application for Tuenti and expanding our strategic partner relationship over time." said Andrew Hansen, CEO of Hansen.

Antonio Viguera Miralles, CFO of Tuenti commented "The depth of Hansen's knowledge and their ability to work with our team in developing our vision for Tu mobile made Hansen a clear choice for Tuenti. Hansen's track record of delivering large scale billing & customer care solutions around the globe gave us confidence that their approach & commitment would ensure a successful outcome for this important new step in Tuenti's growth."

Scott Weir, European Director for Hansen, said: "Being selected by Tuenti for this significant initiative is testament to our team's industry knowledge, the depth of our solution's capability and our strong personal commitment to deliver success for our customers. Tu Mobile is an exciting opportunity for Hansen to not only expand our European footprint, but to also work with and learn from a leader in social networking."

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**About Hansen Technologies – [www.hsntech.com](http://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<sup>®</sup> CIS, and HUB CIS platforms to develop, deliver, and support high-value solutions for clients 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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