

ASX Announcement

25 August 2011

Improved operating results, 3 cents per share final dividend

Hansen Technologies Limited (ASX: HSN) announces confirmation of year on year improvement in operating performance.

Hansen's final results for the 2011 fiscal year are stronger than that forecast in the operating results upgrade announcement provided to the ASX back on 31 May 2011 with EBITDA and pre-tax profit \$1 million ahead of the previously provided forecast.

Hansen's Chief Executive, Andrew Hansen said, "I am pleased to be announcing our 5th year of consecutive year on year growth in operational result. The strong performance of the first half year has been virtually mirrored throughout the second half, with the Group's operating result for the fiscal year to 30 June 2011 highlighted by;

- **Operating Revenue of \$57.6 million, in line with the previous year**
- **Earnings before interest, tax, depreciation and amortisation (EBITDA) of \$20.5 million,**
 - **up 19% year on year**
 - **representing a return on operating revenue of 35%**
- **Profit before Tax of \$18.2 million, up 29%**
- **Net Profit after Tax of \$13.5 million, up 21%**

The Directors are pleased to declare a final dividend for the fiscal year;

- **of 3 cents per share fully franked**
 - **based on a record date of Friday 9 September 2011**
 - **with payment on 27 September 2011**
- **bringing the total dividend for the year to 6 cents per share comprising;**
 - **5 cents per share fully franked , and**
 - **1 cent per share unfranked**
- **For the purpose of the Company's Dividend Reinvestment Plan the share application price for this dividend will be subject to a 2.5% discount.**

It has been a very satisfying year for the Hansen group. The objectives we set ourselves last year have been largely delivered.

- **Our proprietary software solution:**
 - Continued to invest in our core software products to ensure they remain relevant for the ever changing requirements of both the Telco and Energy Industries
 - Improved our internal processes to deliver both short and long term efficiencies in our software development and support services
 - Delivered our new projects and software developments within budgeted expectations
- **Geographic expansion**
 - Extended our commitment to North America with the acquisition of Nirvanasoft as well as expanded our sales and marketing activities in this region
 - Successfully sold our Telco software billing solution into our first mainland Europe customer
- **Financial management**
 - Faced the challenge of rapid and unpredictable changes in the value of the \$A versus the key currencies in which we trade
 - Delivered an improved operating result while;
 - Retaining sufficient cash for growth, and
 - Remaining debt free
- **Data centre services**
 - Increased the capacity of our Doncaster data centre by approximately 50%
 - Enhanced and invested in our “Cloud” computing service offerings

<i>Key Indicators: Results from Continuing Operations for the year to 30 June</i>	2011 \$A million	2010 \$A million
Total revenue	57.6	57.8
EBITDA	20.5	17.2
Profit before tax	18.2	14.0
Income tax expense	(4.7)	(2.8)
Net profit after tax	13.5	11.1

Our business success continues to be based on delivering to the fundamental objective of supporting our customers, their requirements for relevant and current software solutions which keep pace with or exceed industry driven change.

In this past year our major projects have been delivered on schedule and within budget expectation. We are constantly improving and getting better at what we do. Our customers recognise these achievements as it affords them comfort with both their original selection of Hansen as well as our ability to provide them with the solutions they will require as their businesses evolve.

We are continuing the objective of growing through strategic acquisition. I am pleased that we have the strength to be selective in this endeavour to ensure our shareholders money is wisely invested. We will continue to be patient while we search for targets which will offer us the right balance between growth and financial strength.

The introduction of interval meters continues to be the potential driver of change in the Energy markets but it is still unclear how this technological initiative can be economically viable for electricity retailers. Until the economic and social implications of interval meters are resolved the roll out of new billing solutions to manage interval meters will continue to be slow. Inevitably these issues will be addressed and demand for enhanced billing solutions like HUB will expand, but in the interim we are likely to see only moderate growth in systems sales.

The introduction of a carbon tax in Australia should not have a major impact on the demand for billing solutions in Australia, however it will represent a major impost on the participants in the Electricity industry and must for a period of time distract from other initiatives.

I am excited by our sale of a new Billing solution to Tuenti in Spain. Delivering the software solution for their mobile phone initiative to their 12 million plus social network members is an exciting new project and it will represent a solid foundation project for our expansion into mainland Europe.

I am confident that we are well positioned in our areas of expertise. We have invested in our business over the past year so that I am convinced we are ready for the challenges we see forthcoming from our customers and the industries within which we operate. It will be a challenge to keep up with the rate of profit improvement we have been able to achieve in recent years, but we are committed to this objective.

NOTE: Dividend Reinvestment Plan (DRP)

Shareholders wishing to participate in the DRP need to have lodged the required DRP Notice with the Company's Share Registry by no later than 5.00pm on the record date, Friday 9 September 2011.

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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 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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