

# ASX Announcement

24 November 2011

Hansen Technologies Group  
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## Annual General Meeting

**Hansen Technologies Limited (ASX: HSN).**

Attached are the Powerpoint presentations delivered by the Chairman and Managing Director at today's Annual General Meeting of shareholders.



Grant Lister - Company Secretary

#ends#

### 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.

For further information contact:

Mr Andrew Hansen  
Managing Director  
Hansen Technologies Limited  
(613) 9840 3000

Grant Lister  
Chief Financial Officer  
Hansen Technologies Limited  
(613) 9840 3000

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# Hansen Technologies Annual General Meeting

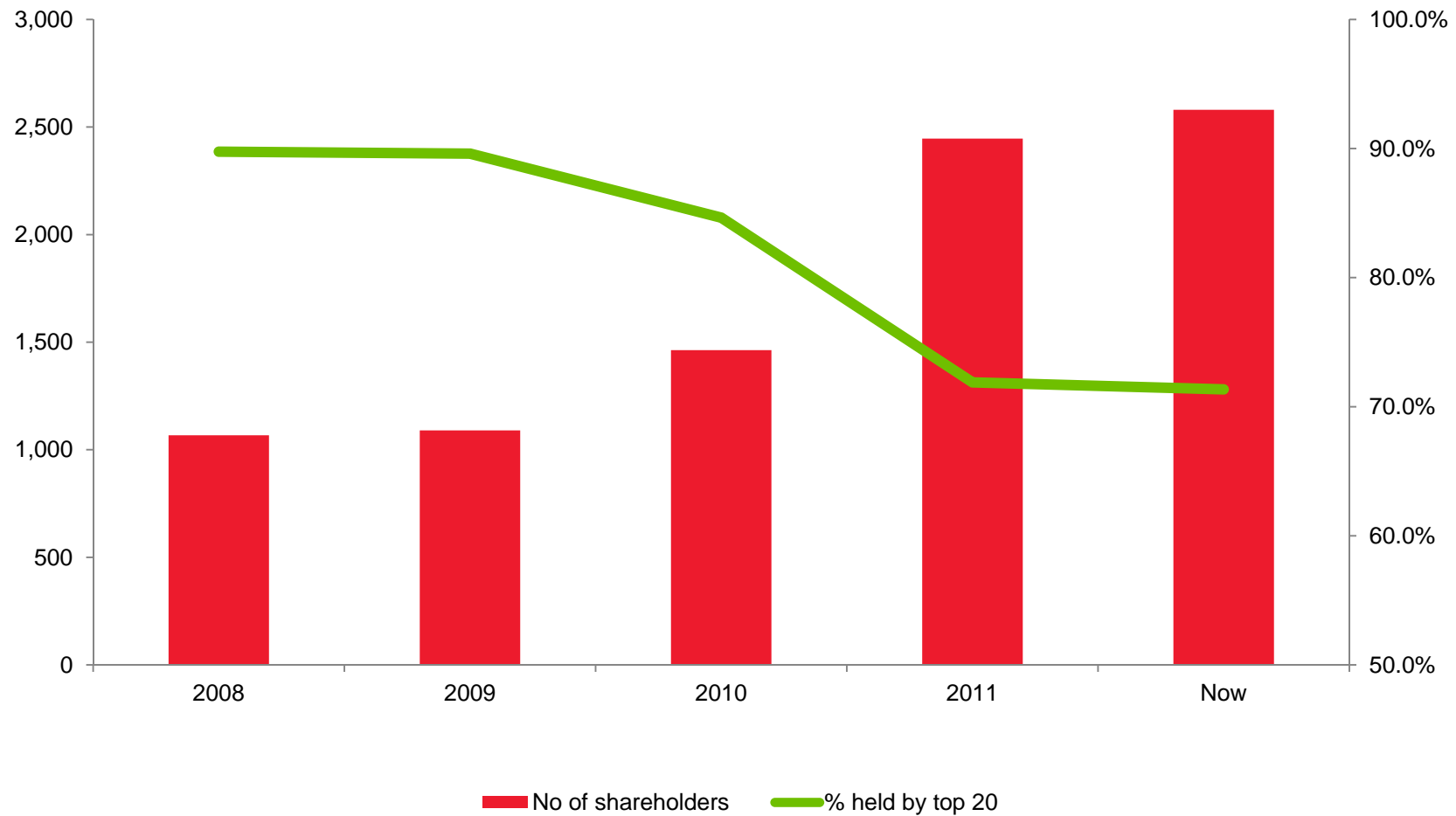
24<sup>th</sup> November 2011

**HANSEN**  
TECHNOLOGIES

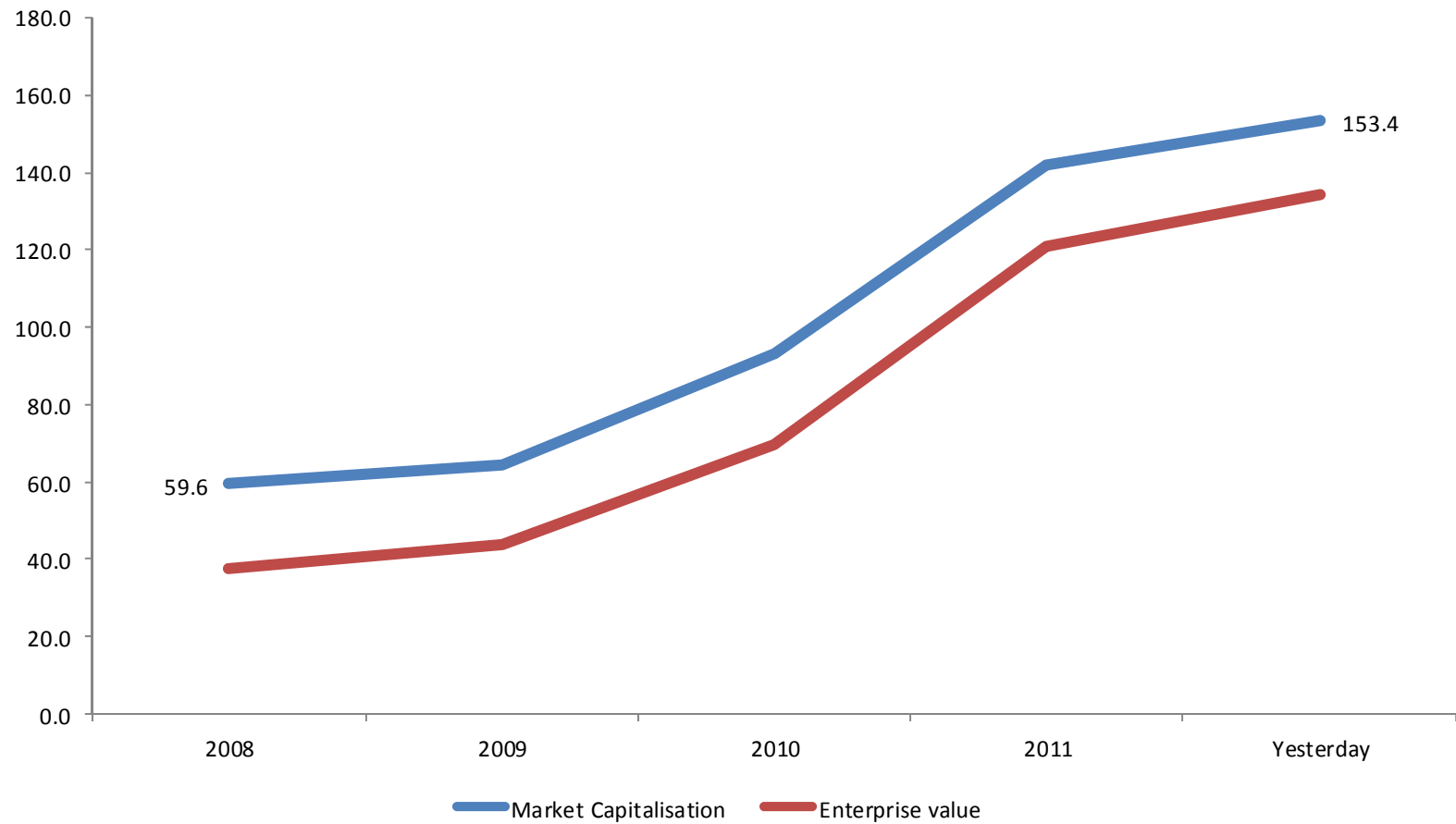


**Introduction – David Trude  
Chairman of the Board**

## Hansen – shareholder participation



### Hansen - Market value \$A millions



# Key investment metrics

▪ Shares On Issue	156.5 Million
▪ Share Price - 22 November 2011	\$0.98
▪ Market Capitalisation	\$153.4 Million
▪ Enterprise Value	\$135 Million
▪ Dividend - FY2011	6 Cents
▪ Dividend Yield - Franked to 83.3%	6.1%
▪ EBITDA - FY20010/11	\$20.5 Million
▪ EBITDA Multiple	6.6
▪ Net Profit After Tax - FY 2010/11	\$13.5 Million
▪ EPS	8.6 Cents
▪ PE Multiple	11.4

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# **CEO/Managing Director's Address**

Fiscal 2011 was a year of destabilising economic circumstances world wide:

- Political and sovereign instability internationally
- Political debate/uncertainty in Australia accompanied by fundamental structural changes like carbon and mining taxes
- Unprecedented appreciation and fluctuation of of the \$A
- Resulting in nervousness for major capital expenditure programmes



## Performance

- Sustained revenue during \$A appreciation
- Increased international activity
  - USA expansion - Nirvanasoft
  - Spain – new customer

## Financial Strength

- Continue to be debt free
- Strong cash position
- Increased dividend to 6 cents

## Well positioned for 2012

- Increasing Sales Investment
- Continuing to evaluate strategic opportunities for expansion

**Operating Revenue \$57.6 million**

**Neutral**

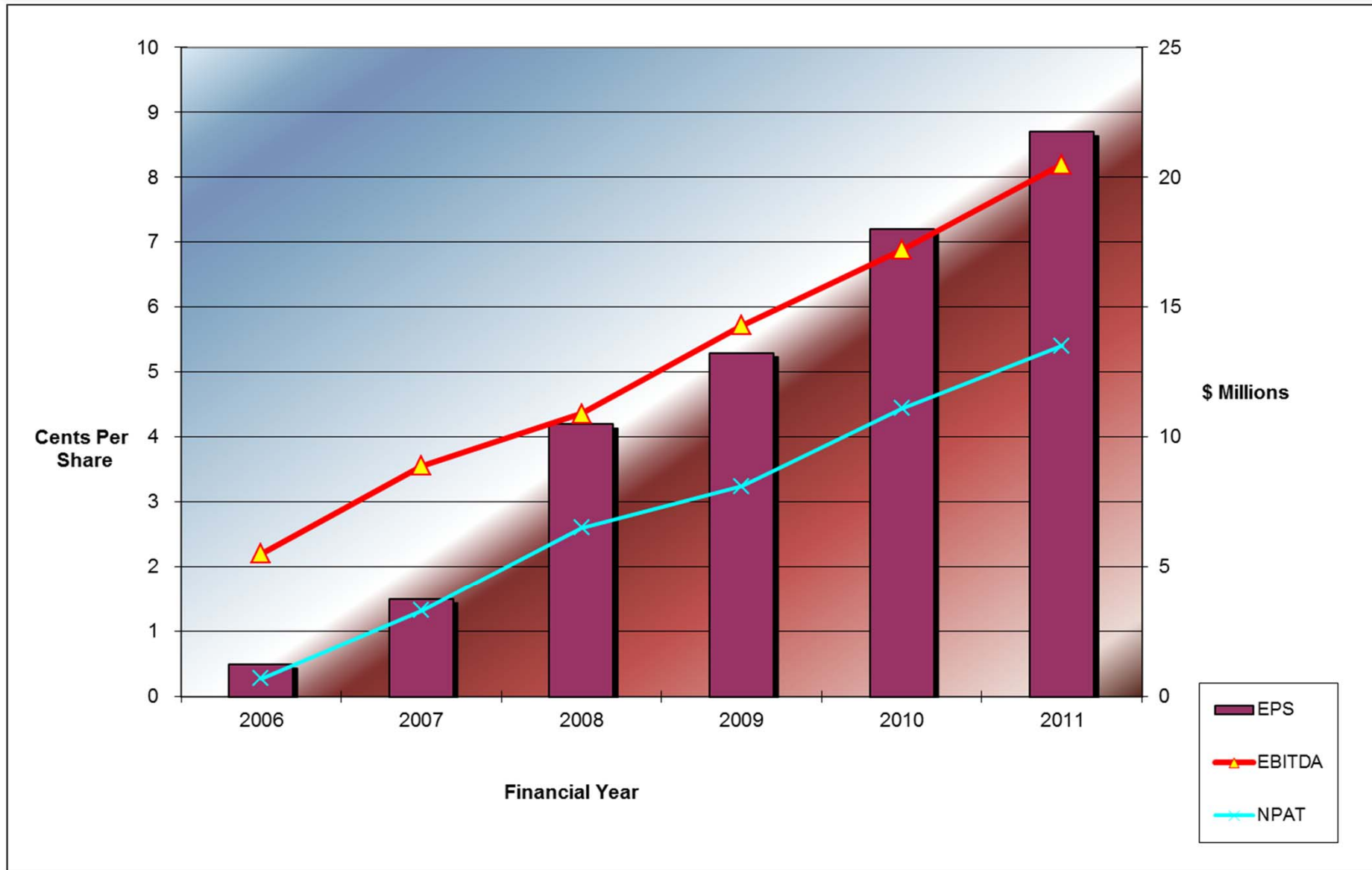
**EBITDA \$20.5 million**

**↑ 19%**

**After-tax profit \$13.5 million**

**↑ 21%**

# Continued performance improvement



- Driven an improved ROI
  - Continued to enhance operational efficiencies
  - Delivered projects within budgeted targets
  - Invested in our products to serve industry driven change
  - Increased the capacity of the Melbourne Data Centre and extended cloud computing offering
  - Started a process of increased investment in sales activity
- Delivered enhanced value to customers
  - Extended our core competencies
  - Expanded our consulting activities
  - Provided thought leadership
- Sustained a strong annuity revenue stream model
- Pursued strategic growth but struggled to find earnings accretive value propositions
- Increased our dividend and maintained cash resources for growth



## TELECOM

Customer care and billing solutions



## ENERGY

Customer care, billing and meter data management solutions

Mid-tier retailers

MVNOs

### Regulated Markets

- Smaller regulated utilities
- Municipals
- Co-ops

Large Integrated Utilities (IOUs)

Transitioned Utilities

### Competitive Markets

#### Competitive retailers

Incumbent Retail

Mass Market Retail

Commercial & Industrial

Distribution network

Meter Data Provider



## HOSTING & PROFESSIONAL SERVICES

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



## Utilities:

- Trend toward smart meter rollouts continues globally
- Deregulation and disaggregation drives business change
- Significant proportion of systems are still in-house developed or aging legacy systems
- Very few vendors have both a CIS and MDM solution



## Telecom:

- Significant competition drives companies to implement novel packages to reduce customer churn
- Highly fragmented markets require innovative and quick-to-deploy solutions
- Significant proportion of systems are still in-house developed or aging legacy systems

# Global Market Experience

## North America

**Xcel Energy**  
**Direct Energy**  
Simple. Friendly. Direct.  
**Allegheny Energy**  
**bp**  
**MIDAMERICAN**  
ENERGY HOLDINGS COMPANY  
**ConEdison Solutions**  
Energy. Efficiency. Expertise.  
**dms**  
Data and Measurement Solutions  
**BROWARD COUNTY**  
FLORIDA  
**HESS**  
**CALPINE**  
NYSE:CPN

## Europe

**TESCO mobile**  
**Airtricity**  
energy made better  
**tuenti**  
**SCOTTISHPOWER**  
**TransACT**  
Communications  
**communitytelco**  
BENDIGO

## Asia / Pacific

**TEPCO**  
**countryenergy**  
**energex**  
**simple power**  
electricity made simple  
**WestNetEnergy**  
**essential energy**  
**westernpower**

## Our company

- Our customer engagement model offers greater flexibility around commercials, access to management, and enables unique solutions
- With a best-of-breed focus we have deep expertise and knowledge
- We have 20+ years in this industry and over 300 utilities/telecoms experts

## Our Services

- With specialist implementation services and hosting options we can expedite a lower-risk outcome
- We have a strong track record for delivering mission-critical solutions in tight timeframes
- As the solution developer we are best-placed to offer deep expertise throughout the solution lifecycle – from implementation to support

## Our Solutions

- Our solution is proven in over 40 markets worldwide
- We are one of only a few global CIS (& MDM) providers
- Our solutions are world-class, but for a lower cost

Continue to pursue performance improvement and growth within 4 broad objectives;

- **Existing customers**

- Constantly strive to expand our product value proposition
- Provide valued advisory consulting
- Look to deliver more of Hansen to each customer

- **New Customers**

- Increased sales and marketing investment
- Look to replicate solutions across markets geographically
- Cautiously pursue partnering/distributor channels



- **New and enhanced products/services**
  - Continue to add new functionality to existing offerings
  - Adapt services provided to market driven requirements
  - Develop new solutions for industry and technology driven change, e.g. smart grid, interval meters
  
- **Relevant Acquisitions**
  - Continue to explore the acquisition of compatible businesses and products
  - Maintain patience and caution
  - Recognise the limitation of our current market multiples in the pursuit of earnings accretive opportunities

- Half year to December 2011- operating performance consistent with previous corresponding period
- Sovereign debt uncertainty continuing - Europe
- Investment caution – USA
- Currency volatility ongoing
- Energy market - Smart grid initiatives showing signs of maturing
- Right time to ramp up and invest in sales activity
- Plus or minus 5% for the full year

**Resolutions**



## **Adoption of Director's Remuneration Report:**

- *'In accordance with the requirements of the Corporations Act, adopt the Remuneration Report for the year ended 30 June 2011 as it appears in the Directors' Report within the Annual Report 2011.'*

### **Proxies received**

- 125 Shareholders voted in favour of the resolution
  - representing 13,225,130 shares or 88.15% of proxies voted (8.4 % of total shares)
- 9 shareholders have allocated their proxies to the Chairman who will vote these proxies in favour of the resolution
  - representing 53,586 shares or 0.36% of proxies voted (0.03 % of total shares)
- 70 shareholders voted against the resolution
  - representing 1,123,619 shares or 7.49% of proxies voted (0.71 % of total shares)

## Re-election of Mr. Kenneth Hansen:

- *‘That Mr. Kenneth Hansen, a Director retiring by rotation in accordance with the Company’s Constitution and being eligible and having signified his candidature for Office, be and is hereby re-elected a Director of the Company.’*

## Proxies received

- 214 Shareholders voted in favour of the resolution
  - representing 107,417,997 shares (68.26% of shares)
- 33 shareholders have allocated their proxies to the Chairman who will vote these proxies in favour of the resolution
  - representing 435,151 shares (0.28% of shares)
- 5 shareholders voted against the resolution
  - representing 49,920 shares (0.03% of shares)

## Re-Election of Mr. Bruce Adams:

- *‘That Mr. Bruce Adams, a Director retiring by rotation in accordance with the Company’s Constitution and being eligible and having signified his candidature for Office, be and is hereby re-elected a Director of the Company.’*

### Proxies received

- 213 Shareholders voted in favour of the resolution
  - representing 107,402,712 shares (68.25% of shares)
- 34 shareholders have allocated their proxies to the Chairman who will vote these proxies in favour of the resolution
  - representing 439,800 shares (0.28% of shares)
- 3 shareholders voted against the resolution
  - representing 27,816 shares (0.02% of shares)

## **Election of Mr. David Trude:**

- *‘That Mr. David Trude, a Director appointed by the Board effective 1 May 2011 until this annual general meeting of the Company in accordance with the Company’s Constitution and being eligible and having signified his candidature for Office, be and is hereby elected a Director of the Company.’*

## **Proxies received**

- 207 Shareholders voted in favour of the resolution
  - representing 107,288,671 shares (68.17% of shares)
- 34 shareholders have allocated their proxies to the Chairman who will vote these proxies in favour of the resolution
  - representing 442,451 shares (0.28% of shares)
- 5 shareholders voted against the resolution
  - representing 38,571 shares (0.02% of shares)

## Variation to Non-executive Director's remuneration

- 'That the maximum aggregate amount of remuneration to be paid to all non-executive Directors in any financial year be increased from \$250,000 to \$400,000 per annum on the terms and conditions set out in the Explanatory Notes.'

### Proxies received

- 97 Shareholders voted in favour of the resolution
  - representing 8,048,464 shares or 52.96% of the proxies voted (5.11% of total shares)
- 11 shareholders have allocated their proxies to the Chairman who will vote these proxies in favour of the resolution
  - representing 58,449 shares or 0.38% of the proxies voted (0.04% of total shares)
- 107 shareholders voted against the resolution
  - representing 6,510,995 shares or 42.84% of the proxies voted (4.14% of total shares)



## Hansen Employee Option Plan

- 'That approval be given for the adoption of the Hansen Employee Option Plan, a summary of which is set out in the Explanatory Note, to provide for the issue of securities to eligible participants from time to time.'

### Proxies received

- 140 Shareholders voted in favour of the resolution
  - representing 105,748,629 shares (67.19% of shares)
- 11 shareholders have allocated their proxies to the Chairman who will vote these proxies in favour of the resolution
  - representing 58,449 shares (0.04% of shares)
- 74 shareholders voted against the resolution
  - representing 1,313,002 shares (0.83% of shares)

## **Grant of options to Chief Executive:**

- *‘That 750,000 options be issued to the Chief Executive/Managing Director in accordance with the Hansen Employee Option Plan on the terms and conditions set out in the explanatory notes.’*

## **Proxies received**

- 113 Shareholders voted in favour of the resolution
  - representing 105,039,394 shares (66.74 % of shares)
- 11 shareholders have allocated their proxies to the Chairman who will vote these proxies in favour of the resolution
  - representing 58,449 shares (0.04 % of shares)
- 104 shareholders voted against the resolution
  - representing 2,236,295 shares (1.42 % of shares)

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**Thank you for your attendance**

**Please join the Directors and Staff  
for refreshments**