

# ASX ANNOUNCEMENT



**HANSEN**  
TECHNOLOGIES

2 January 2013

## **Hansen buys Irdeto Inc.'s Customer Central Pay TV billing and customer care product division**

Hansen Technologies Limited (ASX: HSN) is pleased to announce the acquisition of the Pay TV billing and customer care product ("ICC") division of Irdeto Inc. with effect from 1 January 2013.

Irdeto Inc., a leader in conditional access and security solutions for the media and entertainment industry, is a wholly owned subsidiary of Naspers, a multinational group of media and e-commerce platforms listed on the South African stock exchange (JSE: NPN).

The acquisition of the ICC billing software suite of products represents a complementary addition to Hansen's existing billing and customer care business solutions in the telecommunications market and extends Hansen's activities into the media and entertainment industry. In particular, Hansen expects its telecommunications billing experience to be valuable to ICC's Pay TV customers as they move from a one-screen household model, to a multi-screen model incorporating the internet, mobile tablets and smartphones.

ICC's customers are located in over 40 locations around the world, with a growing involvement in new emerging markets. With offices in Carlsbad, California and Shanghai, China and personnel strategically located in Argentina, South Africa, India and the Netherlands, ICC represents an extension of Hansen's geographic areas of influence, representing the potential for Hansen to leverage its broader business activities and products into these new markets.

After integration ICC is expected to represent 25% of Hansen's total revenues. Initially the acquisition of ICC is expected to be marginally earnings accretive with the expectation that after a settling in period the EBITDA and cash return generated will steadily increase.

The purchase is being funded entirely from Hansen's existing internal cash resources.

### **About Hansen Technologies Limited**

Hansen Technologies Limited is a leading provider of proprietary billing solutions and IT outsourcing services. Its flagship HUB billing software solutions have application across the Telecommunication, Electricity, and Gas and Water industries. HUB is increasingly providing the solution for the needs of energy companies as the push towards market deregulation expands and into telecommunication companies as they pursue convergence and rationalisation. Hansen provides facilities management and outsourcing services from its purpose-built data centres located in Melbourne. Hansen also supports the Classic Superannuation administration solution. Founded in 1971, Hansen has offices in Australia, United Kingdom, United States and New Zealand.

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