

ASX ANNOUNCEMENT



HANSEN
TECHNOLOGIES

11 February 2013

Update on Fiscal 2013 outlook

Further to the Fiscal 2013 outlook provided at the Annual General Meeting in November 2012, Hansen confirms that the first half year results to 31 December 2012 will reflect the lower operating performance previously advised due to a quieter new business market and the increased investment in delivery capacity for anticipated new projects.

Based on the preliminary results available today we expect the first half years revenue to be in the range of \$26.7 Million down 7% with an EBITDA of \$6.4 million down 37% on the corresponding period last year.

With the recently announced acquisition of the Irdeto ICC business unit we are confident we are on track to achieve strong growth next year however the strength in the return is not likely to deliver any significant contribution to this fiscal year once the integration costs are taken into consideration.

Adjusting for the ICC acquisition and the first half year results we are forecasting the full fiscal 2013 year's operating results in the order of:

- revenue increasing to around \$62 million being a 10% increase on Fiscal 2012, with
- EBITDA of around \$14.5 million being a 24% reduction on Fiscal 2012

In commenting on the half year results and revised Fiscal 2013 outlook, Andrew Hansen, CEO advised "While I am disappointed with the results for the first half of this year, I am confident we will recover some of this ground in the second half. Furthermore with the acquisition of the ICC business and its integration during this fiscal year I believe we will be very well positioned for a strong growth over coming years with revenues rising to \$70 million plus in Fiscal 2014."

The directors continue to be of the view that based on the revised forecast for this year they would expect to maintain this year's dividend distribution at the same level as for the previous year.

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

Hansen Technologies Limited
ABN 90 090 996 455

2 Frederick St
P.O. Box 6127
Doncaster 3108
Victoria Australia
Telephone + 61 3 9840 3000
Facsimile + 61 3 9840 3099

info@hsntech.com

www.hsntech.com

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