

# ASX ANNOUNCEMENT



**HANSEN**  
TECHNOLOGIES

2 August 2013

## Hansen - Fiscal 2013 operating result upgrade

Hansen Technologies Limited (ASX: HSN) advises our revised outlook for the Fiscal 2013 financial results is for an improvement in operating performance over the ASX guidance provided back in February 2013.

Hansen advises that our revised expectations for the operating results of the Fiscal 2013 year ended 30 June 2013 are:

- Revenue of \$63.8 million, up \$1.8 million from the \$62 million guidance previously provided;
- EBITDA of \$15.7 Million up \$1.2 million on the \$14.5 million guidance previously provided, i.e. an increase of 8.2 %.

These forecasts are still subject to finalisation and completion of the Audit processes.

The primary reasons for this improved operating performance are:

- Greater than forecast contribution from the two acquisitions completed during the second half of the year;
- Increases to revenue in the last couple of months due to the sudden devaluation of the Australian Dollar with a partially compensating offset due to increased operating costs internationally, when recognised in \$ Australian.

Hansen is targeting to release its preliminary financial results to the ASX on 26 August 2013.

### About Hansen Technologies – [www.hsntech.com](http://www.hsntech.com)

The Hansen Technologies Group (ASX: HSN) is a leading provider of software solutions for billing, customer care, metering and meter data management to electricity, gas and water utilities, telecommunication companies and pay TV providers. Hansen's unique approach to best-fit solutions leverages the Peace<sup>®</sup>, Nirvanasoft and HUB CIS platforms as well as the ICC pay TV solution suite to develop, deliver, and support high-value solutions for clients in over 40 countries. In addition to solutions for the electricity, gas, water, telecommunications and pay TV sectors, Hansen 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, China and the United Kingdom.

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