

ASX ANNOUNCEMENT



HANSEN
TECHNOLOGIES

26 August 2013

Hansen Technologies – Fiscal 2013 operating results and a 3 cent per share fully franked final dividend

Hansen Technologies Limited (ASX: HSN) is pleased to announce its financial results for the fiscal year ending June 2013 and confirm they are aligned with guidance provided to the ASX on 2 August 2013.

In addition Hansen advises, consistent with comments made back on 11 February 2013, the Directors have decided to maintain this year's total dividend distribution at the same level per share as for the previous year.

Accordingly the Directors are pleased to declare a final dividend for Fiscal 2013 of:

- 3 cents per share fully franked with;
 - A record date of 9 September 2013,
 - Payment on 30 September 2013.
- The application price for shares to be issued in accordance with the Company's Dividend Reinvestment Plan shall be the full undiscounted value,
- The conduit foreign income component of this interim dividend is NIL.

Results from Continuing Operations for the year ending 30 June.

	2013 \$A million			2012 \$A million
	First half year	Second half year	Total 2013	
Total revenue	26.8	37.0	63.8	56.6
EBITDA	6.4	9.3	15.7	19.2
Profit before tax	5.4	7.2	12.6	17.0
Income tax expense	(1.6)	(1.9)	(3.5)	(4.1)
Net profit after tax	3.8	5.3	9.1	12.9
Earnings per share	2.4 cents	3.2 cents	5.7 cents	8.2 cents

Hansen's Chief Executive, Andrew Hansen said, "While I am disappointed that this year's result is less than achieved last year I am pleased that my previously expressed confidence for the second half of the year was well founded with the run rate, significantly exceeding that of the first."

Mr. Hansen went on to say, "For much of the past year we have experienced a quieter new business market in Energy and Telecommunications while enduring, for most of the year, a

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sustained high value for the Australian \$ compared with our primary trading currencies. These factors lowered revenues and margins, especially for the international focused parts of our business. Interestingly the last two months of the year enjoyed a substantial sudden devaluation of the Australian \$ and this contributed to a small uptick in our performance, just at the very end of the year.

Increasing Internal Capacity

Despite the reduced performance in the early part of last year, I was confident that we were seeing sufficient renewed activity and demand for our products to justify continuing our pursuit of increased delivery capacity and investing in expanding sales and marketing resources. Although this investment may have contributed, in part, to our reduced performance in the short term, I am convinced it is well timed and will position us for healthy growth in the coming years.

Recent Strategic Acquisitions

The acquisitions of the ICC pay TV billing software business on 1 January 2013 and Utilisoft on 1 March 2013 were major achievements in Fiscal 2013. The Pay TV billing software business is strikingly similar, at its core, with our Telecommunications billing business. The addition of pay TV billing to the Hansen product suite represents the introduction of a new industry vertical and an increase in our overall international presence, while allowing us to remain true to our core business of billing software.

Both of these acquired businesses and their associated software products are now fully integrated into the Hansen business. The acquisition of ICC was the catalyst for us to adopt a revised management structure for our operations worldwide. I am excited and encouraged by how rapidly these new businesses were able to be integrated and how thoroughly the Hansen, ICC and Utilisoft staff engaged in the process of becoming one cohesive business.

Overall Company Growth

We now employ 400+ staff, have personnel in 12 countries, and software products operating in 43 countries. We have expanded our industry diversification of Energy and Telecommunications to include pay TV and we now derive 60% plus of our revenue from international sources.

Looking Ahead

During this past year we have been able to deliver on a key objective of strategic growth and balanced diversification through acquisition. Next year we will continue pursuing this objective but we will also be stepping up our investment in pursuit of organic growth. I am excited by the prospects for our business, our industry positioning and the quality of our staff.

Fiscal 2014 will include a full year of the operations for the recently acquired businesses and I am confident we will be able to sustain a strong return on what I forecast will be a revenue stream exceeding \$Australia 75 million.”

About Hansen Technologies – www.hsntech.com

The Hansen Technologies Group (ASX: HSN) is a global company that develops, implements and supports proprietary customer care and billing solutions for service providers within the energy, PAY TV and telecommunications sectors in 40+ countries.

The Hansen family of products, which has grown since 1971 to include: HUB, ICC, NirvanaSoft, Peace and the Utilisoft product set also offers outsourcing and facilities management services.

Hansen is recognized by the relevance of its technology and the people who support it. Our innovative solutions are constantly evolving alongside their respective industries to accommodate business, market and technology changes, and our experienced implementation team has an impeccable record of delivering solutions through flexible engagement approaches.

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