

A decorative graphic consisting of numerous thin, parallel red lines that originate from a point on the right side of the slide and fan out towards the left, creating a sense of motion and depth. The lines are more densely packed in the center and become more sparse towards the edges.

# Hansen Technologies Annual General Meeting

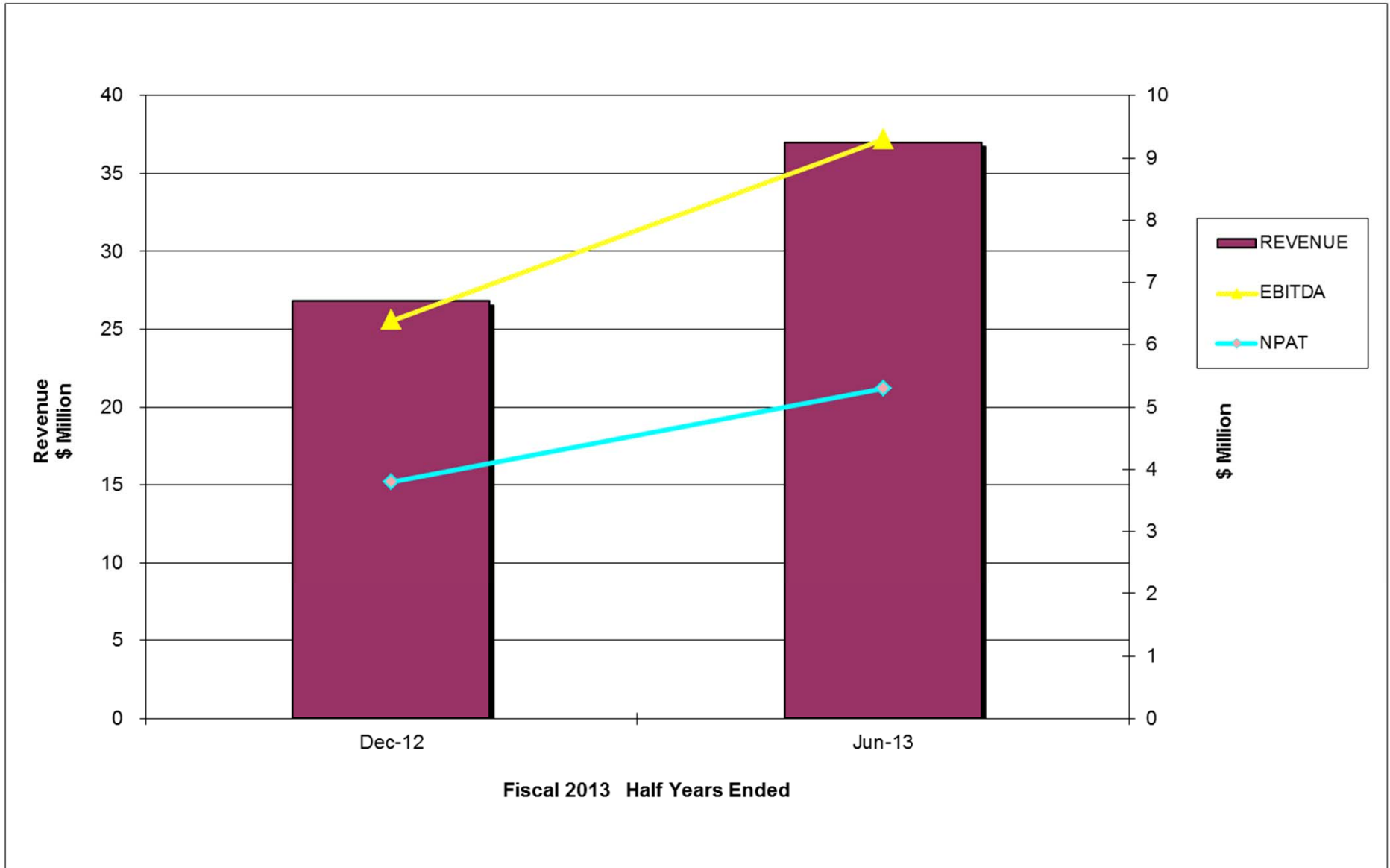
27<sup>th</sup> November 2013

**HANSEN**  
TECHNOLOGIES

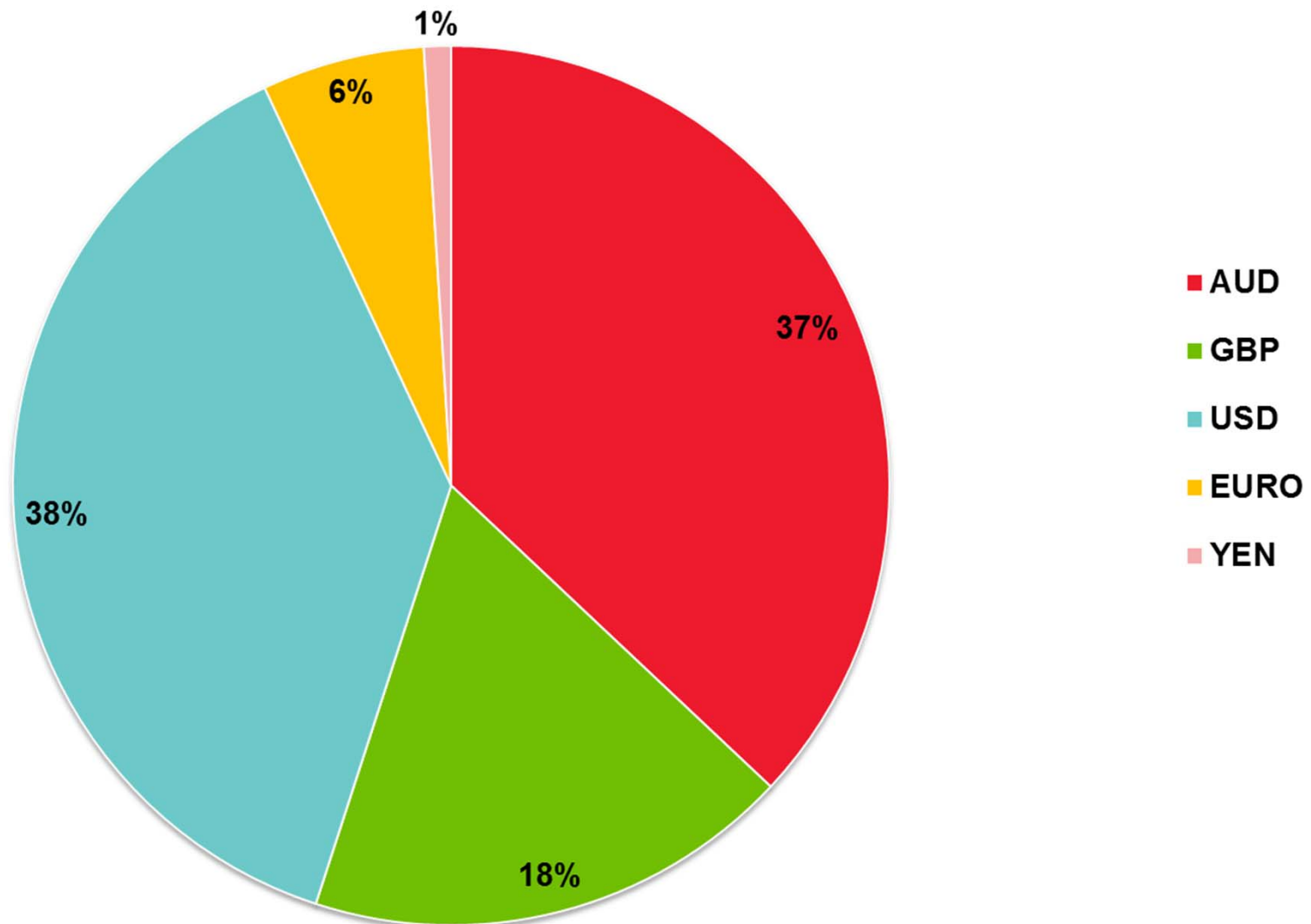


**Introduction – David Trude  
Chairman of the Board**

# 2013 half year comparatives



# Revenue - currency of invoice



- **SHARE REGISTER**
  - During the year the Hansen family released 21 million shares reducing the families share holding to:
    - 70.1 million shares, or
    - 43.8% of the issued capital
  - Compared with last year,
    - the number of shareholders has increased 23% to 3,700
    - The % of shares held by the top 20 Shareholders has fallen to 67.7%

# Hansen shareholder participation

**HANSEN**  
TECHNOLOGIES



- ACQUISITIONS
  - Negotiated and closed two significant acquisitions
    - ICC, a new industry vertical in Pay TV
    - Utilisoft , a logical extension to our Energy Billing solutions
  - Both of which were directly aligned with our key criteria for growth
    - IP software, with
    - An annuity revenue stream model, which
    - Expanded our geographic focus, and is
    - Compatible with our existing core business.

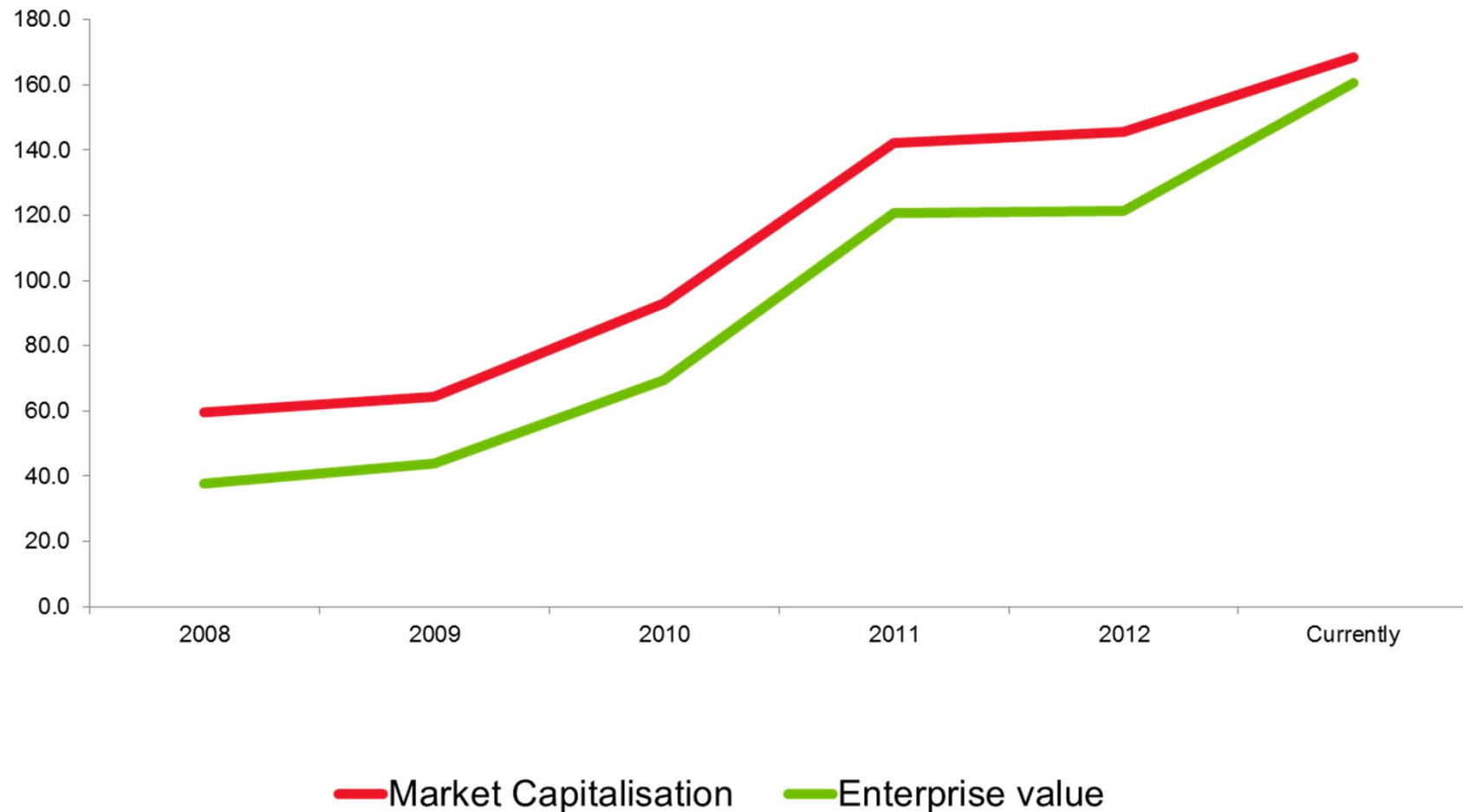
- **DIVIDENDS**
  - Partially franked consistent dividend of 6 cents per share
  - Representing an annualised Dividend yield of
    - 5.5% based on the 21 November closing price of \$1.09
  - Full franking of dividends being restricted by the increasing level of international business activity



# Hansen Market Capitalisation

**HANSEN**  
TECHNOLOGIES

**Hansen market value comparison**





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



## Introducing Hansen Technologies

- Founded in 1971, Listed on the ASX (HSN) in 2000

## Our team

- 400 plus staff worldwide, located in 12 countries with primary offices in Australia, UK, USA, NZ and China
- Stable management team
- IT staff tenure double industry average

## Financial strength

- History of solid cash flow generation,
- No external debt
- Restructured and broader distributed shareholder base
- History of dividend distribution

## International operations

- Software solutions operating in 43 countries including Australia, Japan, UK, Spain, Ireland, New Zealand, Canada, USA, South America, Africa, Scandinavia, India, Middle East & China
- Strategic acquisitions in 2008, 2010 and 2013 x 2 all paid for from in house cash reserves

- Quiet first half with improved second half
- Investment in longer term growth contributed in part to a lower performance in 2013
- Acquisitions have
  - Added a new industry, Pay TV
  - Broadened our Energy software suite
  - Expanded our geographic presence
  - Increased revenue and profitability potential
- We are progressively increasing our investment in organic growth by expanding our
  - International presence, business capacity and delivery capability
  - Sales presence and marketing activities
- Continuing our selective acquisition initiatives

**Operating Revenue**

**\$63.8 million**

**EBITDA**

**\$15.7 million**

**After-tax profit**

**\$9.1 million**

- **Financial strength, well positioned**
  - Maintaining strong annuity revenue streams and cash generation
  - Have been able to so far grow the business without calling upon any third party debt
  - Have established banking relationships for prospective future lending if required
  - Restructured the share register with Institutional placement in June 2013 and improved share liquidity

# Customers world wide.

# HANSEN TECHNOLOGIES



# Our Core Industries

**HANSEN**  
TECHNOLOGIES



## TELECOM

Customer care and  
billing solution



## PAY-TV

Customer care and  
billing solution



## ENERGY

Customer care, billing and market  
data management solutions

Mid-tier  
retailers

MVNOs  
Mobile Virtual  
Network Operator

DTH  
Direct-to-  
Home

DTT  
Digital  
Terrestrial  
Television

Cable

Regulated  
Utilities

Competitive  
Retailers

Networks



## HOSTING & PROFESSIONAL SERVICES

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

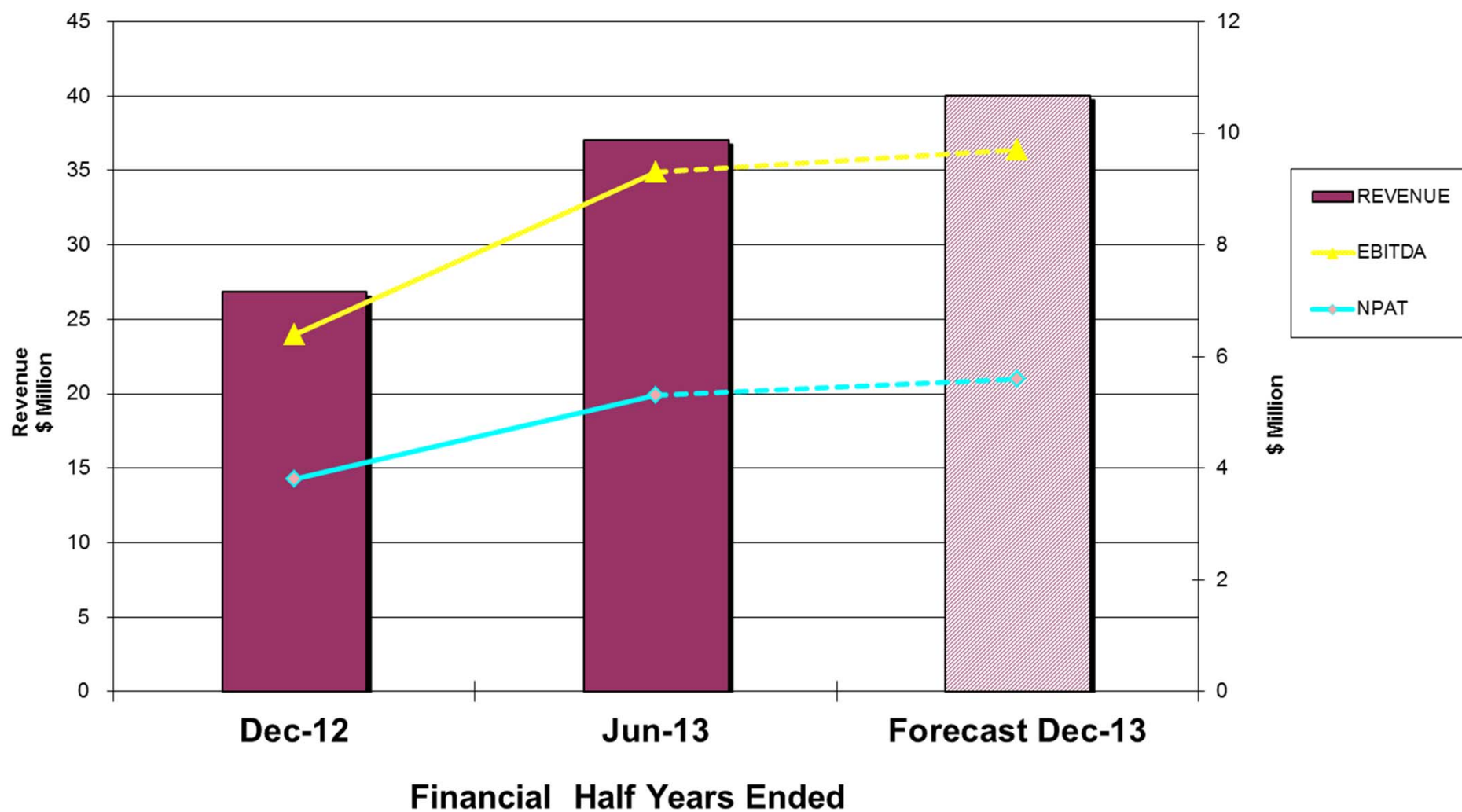
- Pursue wall-to-wall services for our customers
  - Turn key packaged solution and any other variable specified by the customer
- Sell existing suite of products to new customers
  - HUB, Peace, Utilisoft and Nirvanasoft for Energy/Telco
  - ICC for Pay TV
- Acquisitions that leverage our knowledge and location



- As a mid-cap, Hansen has a successful disciplined M&A track record
  - Peace, NirvanaSoft, ICC, Utilisoft
- Hansen acquires
  - in and adjacent to its market segments
  - to gain additional market reach
- Strong business review and gating culture
- Tried and tested business integration

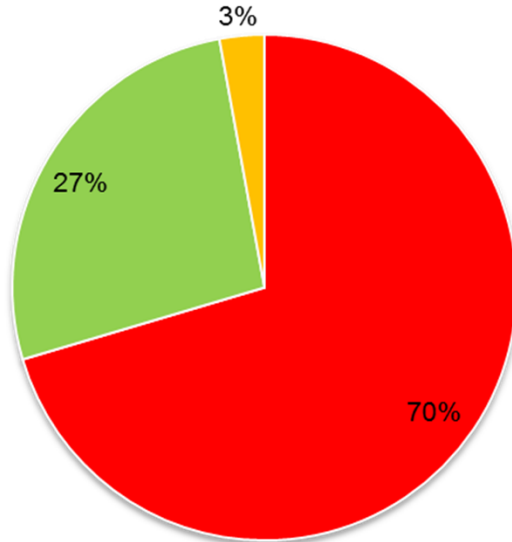
- **Fiscal 2014**
  - First half year revenue forecast at \$40 million
  - Forecasting a consistent performance in the second half
  - Targeting a return to 25% plus EBITDA
  
- **Exciting outlook**
  - Increasing number of new sales prospects identified
  - Successfully integrated the recent acquisitions and the outlook looks solid
  - Continuing to evaluate compatible strategic growth opportunities

# Recent Half Year comparatives

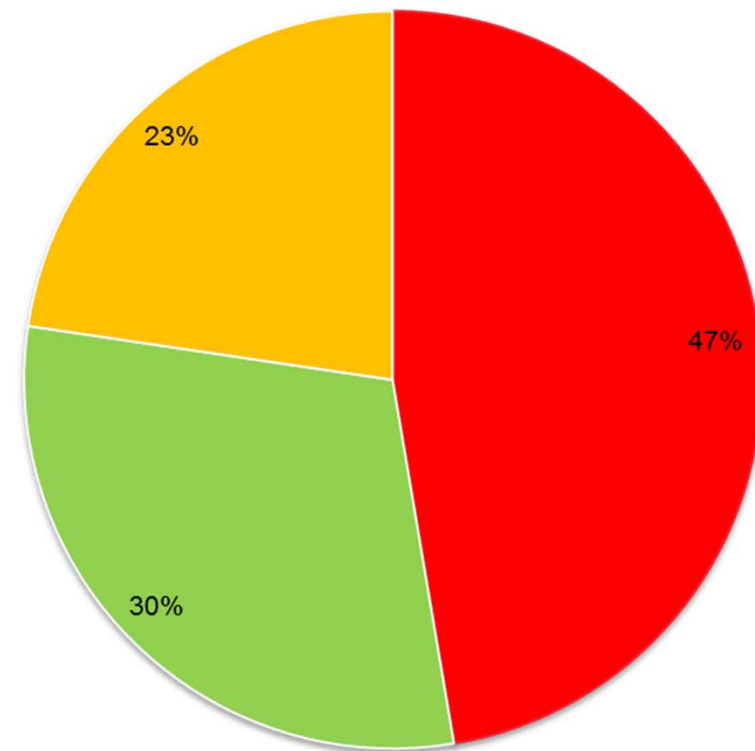


# Shifts in revenue and geographic mix

**2008 - \$39 Million**



**2014 - \$80 Million budget**



- APAC
- EMEA
- AMERICAS

# 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 2013 as it appears in the Directors' Report within the Annual Report 2013.'*

## Re-election of Mr. David Trude:

- *‘That Mr. David Trude, 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

- In favour of the resolution
  - 245 Shareholders voted in favour of the resolution
  - 45 shareholders have allocated their proxies to the Chairman who will vote these proxies in favour of the resolution
  - Collectively the number of shares voted by proxy in favour of Resolution 2 totals 104,230,859 representing 99.1% of the shares voted by proxy
- Against the resolution
  - 7 shareholders voted against the resolution representing 0.03 % of the shares voted by proxy and comprising a total of 33,403 shares

## **Election of Mr. Peter Berry:**

- *‘That Mr. Peter Berry, a Director appointed by the Board effective 15 December 2012 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**

- **In favour of the resolution**
  - 245 Shareholders voted in favour of the resolution
  - 45 shareholders have allocated their proxies to the Chairman who will vote these proxies in favour of the resolution
  - Collectively the number of shares voted by proxy in favour of Resolution 3 totals 104,240,115 representing 99.1% of the shares voted by proxy
- **Against the resolution**
  - 8 shareholders voted against the resolution representing 0.04 % of the shares voted by proxy and comprising a total of 40,814 shares



## **Non-Executive Directors' Remuneration:**

- *'That the maximum aggregate amount of remuneration to be paid to all Non-Executive Directors in any financial year be increased from \$400,000 to \$430,000 per annum on the terms and conditions set out in the Explanatory Notes'.*

## **Proxies received**

- **In favour of the resolution**
  - 124 Shareholders voted in favour of the resolution
  - 16 shareholders have allocated their proxies to the Chairman who will vote these proxies in favour of the resolution
  - Collectively the number of shares voted by proxy in favour of Resolution 4 totals 25,211,267 representing 77% of the shares voted by proxy
- **Against the resolution**
  - 116 shareholders voted against the resolution representing 20.8 % of the shares voted by proxy and comprising a total of 6,812,294 shares

## Grant of options to Chief Executive:

- *'That 1,050,000 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.'*

## ■ **Resolution One**

- *‘In accordance with the requirements of the Corporations Act, adopt the Remuneration Report for the year ended 30 June 2013 as it appears in the Directors’ Report within the Annual Report 2013.’*

## ■ **Resolution Five**

- *‘That 1,050,000 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.’*



**Thank you for your attendance**

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