

27th February 2014

Fiscal 2013/14 – Substantial growth delivered in the first half year and a consistent 3 cents per share interim dividend declared

Hansen Technologies Limited (ASX:HSN) is pleased to announce a strong performance for the first half of Fiscal 2013/14 with a 54% increase in revenue resulting in an 88% earnings per share increase over the prior year's corresponding period. This 6 monthly result to December 2013 is also a strong increase in performance over the immediately preceding 6 month period to June 2013 with revenue growth of 11% and earnings per share up 36%.

The Group operating result for the half year to 31 December 2013 was:

- Operating Revenue of \$41.2 million,
- EBITDA of \$11.2 million,
- Net Profit after tax of \$7.2 million,
- Earnings per share of 4.5 cents up 2.1 cents per share or 88% from the 2.4 cents per share in the PCP.

The Directors of Hansen have declared a consistent 3 cents per share interim dividend with:

- 2.5 cents per share fully franked, and
- 0.5 cent per share unfranked,
- a record date of 11 March 2014, and
- payment on 28 March 2014,
- the conduit foreign income component of this interim dividend is Nil,
- the application price for shares issued in accordance with the Company's Dividend Reinvestment Plan will be the full undiscounted value.

Results from Operations for the half year ended 31 December

	Prior year 2012/13 \$A million	Current fiscal year 2013/14 \$A million	Variance
Operating Revenue	26.8	41.2	UP 54%
EBITDA	6.4	11.2	UP 75%
Profit before tax	5.4	9.1	UP 69%
Income tax expense	(1.6)	(1.9)	UP 19%
Net profit after tax	3.8	7.2	UP 89%
Earnings per share	2.4 cents	4.5 cents	UP 88%

In announcing the half year to 31 December 2013 results, Andrew Hansen CEO said, "I am pleased to be announcing a strong performance for the first half of this year, establishing the foundation for a solid performance for the full fiscal year. This result includes the operating performance of the businesses acquired in the second half of last year and so a level of growth in the overall performance compared with the previous corresponding period was expected and predictable.

More importantly this half year's result represents a solid level of growth and improved operating performance over the immediately preceding half year to 30 June 2013, being a period which already incorporated the recently acquired ICC pay TV business as well as 4 months of the Utilisoft business.

	Immediately preceding half year \$A million	Current fiscal year 2013/14 \$A million	
	Half year to June 2013	Half year to December 2013	Variance
Operating Revenue	37.0	41.2	UP 11%
EBITDA	9.3	11.1	UP 19%
Profit before tax	7.2	9.1	UP 26%
Income tax expense	(1.9)	(1.9)	-
Net profit after tax	5.3	7.2	UP 36%
Earnings per share	3.3 cents	4.5 cents	UP 36%

Organically our business is also doing well with existing customer relationships being consolidated and enhanced and new geographic markets being explored. Our push into the USA market continues and I am confident we will continue to see new opportunities coming our way as a result. Throughout the first half of this year we have also enjoyed the benefits of a lower Australian dollar compared with the PCP.

The success of the recent acquisitions and the speed with which we have been able to integrate these operations provides continued encouragement for us to keep on pursuing the acquisition of complementary software businesses as a means to growing and expanding our operations.

Off the back of the strong performance in the first half of the year I am optimistic that we will be able to deliver a similar performance in the second half resulting in annual Revenues of around \$82 million for the full year. We will continue to target a 25% plus EBITDA return.

It has been an excellent start to this year and I am confident that we will be able to continue to drive improved share holder value across the board".

NOTE: Shareholders wishing to participate in the Dividend Reinvestment Plan need to have lodged the required DRP Notice with the Company's Share Registry by no later than 5.00pm on the record date, 11 March 2014.

About Hansen Technologies Limited

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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