

Hansen Technologies Investor Presentation

3-5 March 2014

Hansen Overview



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 more distributed shareholder base
- History of dividend distribution and capital returns - \$53m returned to shareholders since 2007 (including 2014 interim dividend)

International operations

- Software solutions operating in 43 countries, including the following countries and regions: Australia, USA, Japan, UK, Spain, Ireland, New Zealand, Canada, 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

Key investment metrics

ASX code	HSN
Ordinary shares on issue	160.6 m
Options on issue	5.6 m
Share price 27 February 2014	A\$1.30
Market capitalisation	A\$209 m
Cash / debt	A\$14 m / nil debt
Enterprise Value	A\$195 m
Dividend FY13 / Yield	6 cents / 5%

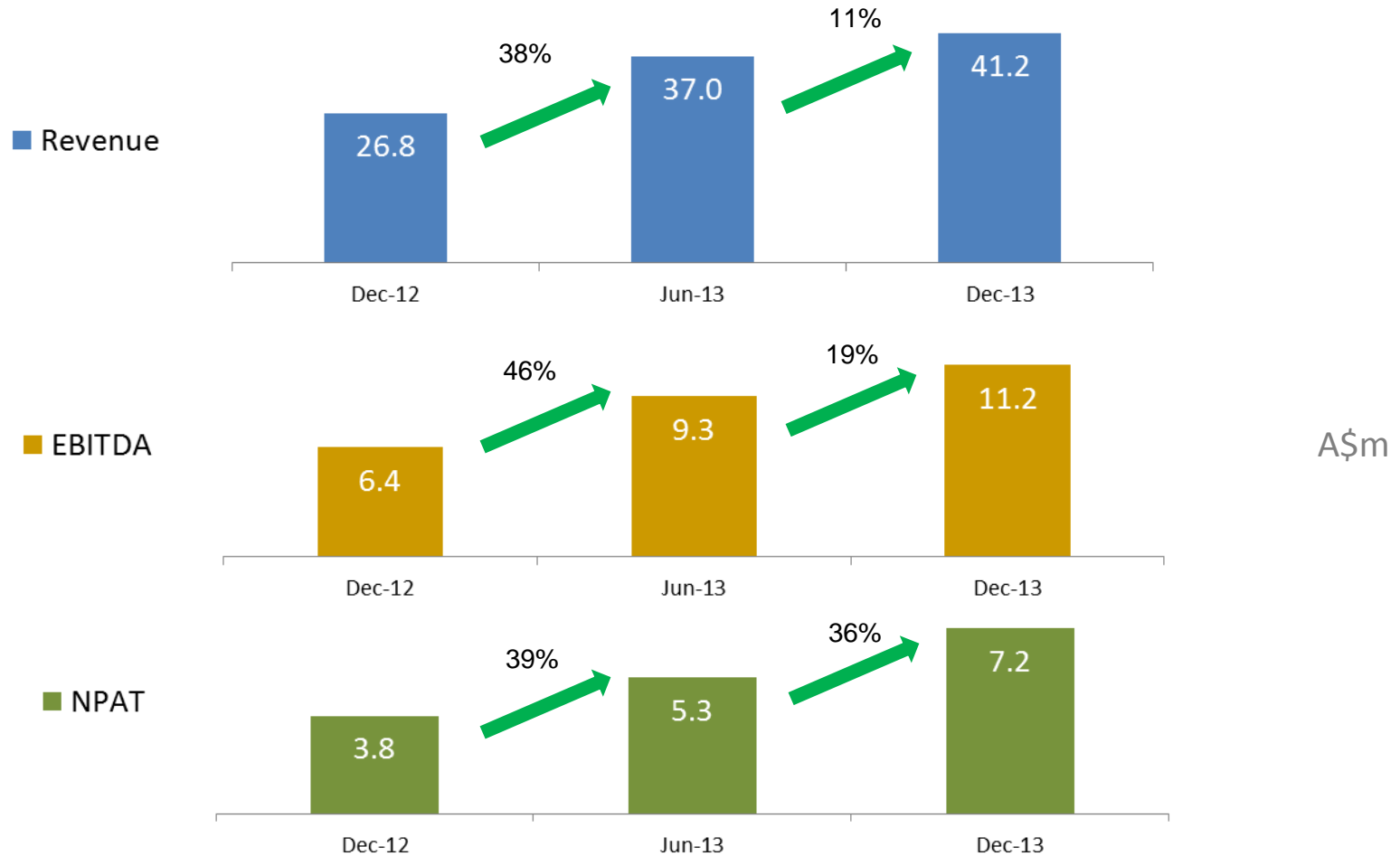
Half year results

- Strong first half performance, with growth over pcp positively impacted by organic growth and acquisitions (ICC and Utilisoft)

6mths ending A\$ million	Dec-12	Dec-13	% change
Operating Revenue	26.8	41.2	+54%
EBITDA	6.4	11.2	+75%
Profit before tax	5.4	9.1	+69%
Income tax expense	(1.6)	(1.9)	+19%
Net Profit After Tax	3.8	7.2	+89%
Earnings per share (cents)	2.4	4.5	+88%

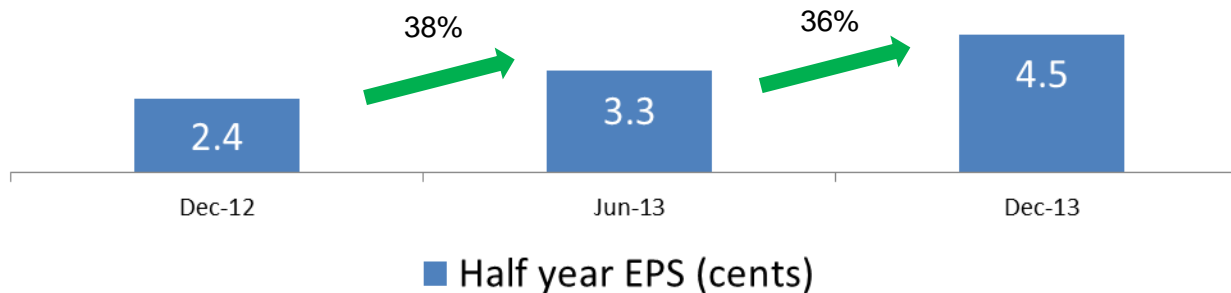
Half on half comparison

- Six months to December 2013 has also shown solid growth over the half year ending June 2013, a period which included a six month contribution from the ICC acquisition and four months from Utilisoft



Half year 2014

- Performance positively impacted by
 - Acquisitions of ICC and Utilisoft
 - Solid organic growth
 - Lower Aussie dollar compared with pcp
- Recent acquisitions successfully integrated
- Strong half on half EPS growth



Our stable industries



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

Our core business: Customer Care & Billing

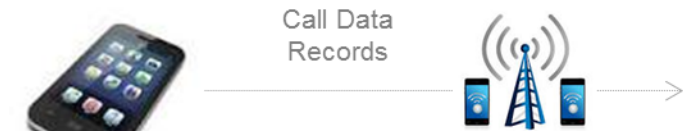
Different industry verticals

Same core competency

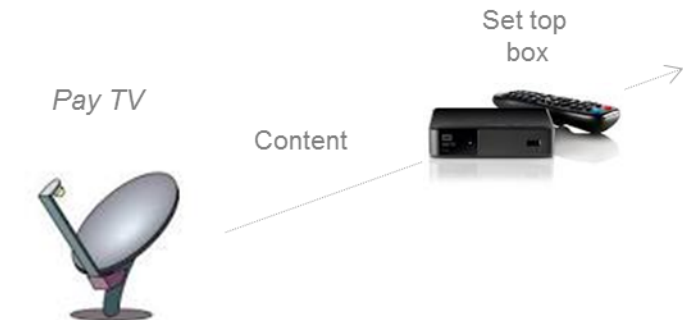
Energy / Utilities



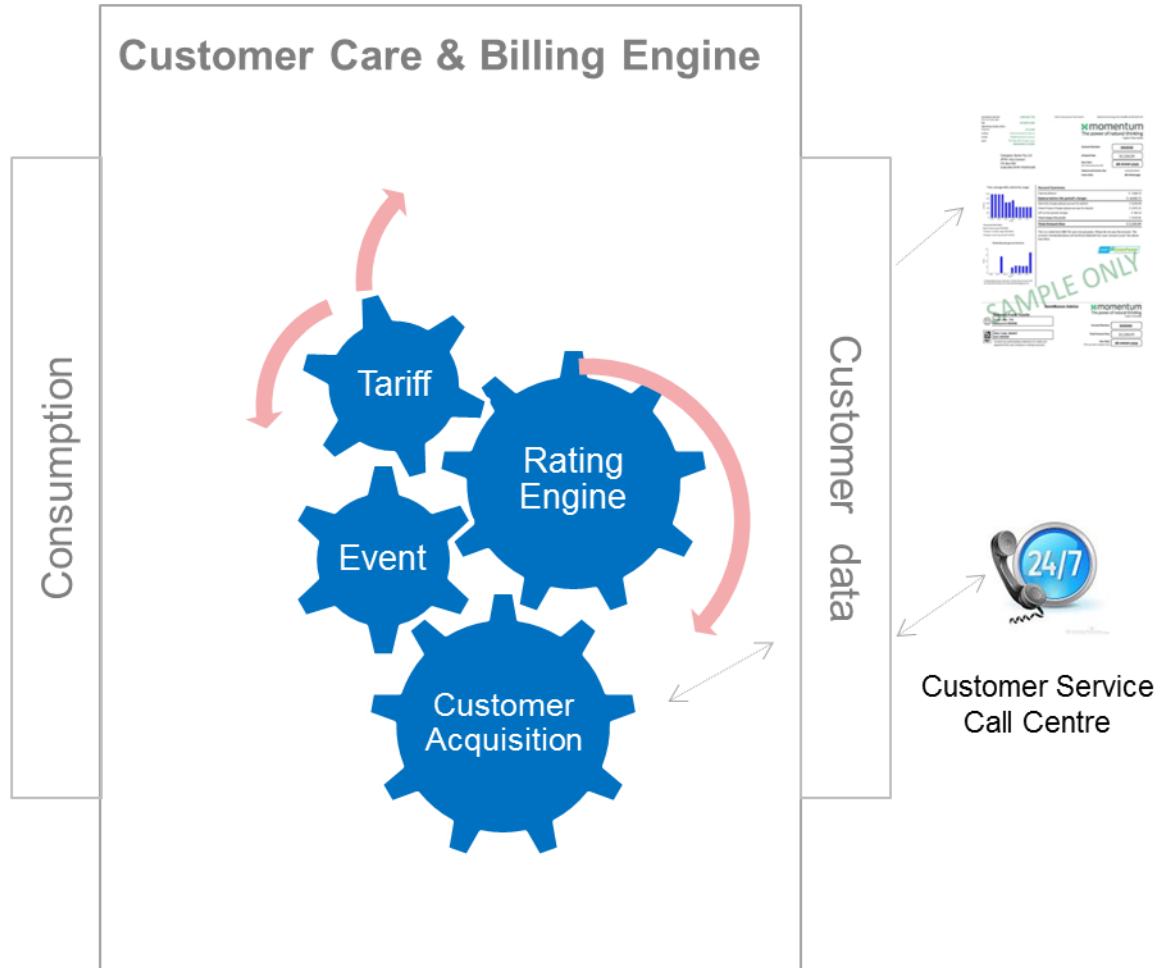
Telco's



Pay TV



Customer Care & Billing Engine



Global Market Experience

North America

Europe

Asia / Pacific

The image features a world map with various company logos overlaid on different geographical regions. The logos are categorized into three main sections: North America, Europe, and Asia/Pacific.

- North America:** Xcel Energy, Direct Energy, AirBOX, GlobeCast, AGWAY ENERGY SERVICES, Allegheny Energy, Broward County Florida, MidAmerican Energy Holdings Company, Hess, Calpine, bp, and DirectTV.
- Europe:** canal digitaal, TESCO mobile, plusTV, Get, SCOTTISHPOWER, telenor, XTRA TV, Airtricity, cne, Orbit SATNET, tuenti, TransACT Communications, and MultiChoice.
- Asia / Pacific:** SARFT, d2h+, TEPCO, TVBA, KyLinTV, aora TV, centrin TV, true visions, simply energy, communitytelco, APA Group, energex, essential energy, Endeavour Energy, westernpower, Santos, EnergyAustralia, CGI, ATCO AUSTRALIA, Delta electricity, and red energy.

Why are we different?

- Australian software house
 - software factories in Melbourne, Auckland, Shanghai, San Diego
 - specialising in proprietary complex Billing software solutions
 - mission critical software at the heart of customers cash flow
 - sticky software with lengthy service life within well managed customer relationships
- Service focus – can operate software for our customers
- Predictable and stable annuity revenue stream underpinning the financial model – no debt and have returned \$53m to shareholders since 2007 via dividends and capital returns⁽¹⁾
- Customers spread by geography and industry
 - stable industries: Energy, Telecommunications, Pay TV

(1) including 2014 interim dividend

Company growth strategy simplified

- 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

Adding value through acquisitions

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

Fiscal 2014 outlook

- Similar revenue result to first half expected in second half
- Continue to target an EBITDA margin of 25%+
- Solid platform for continued growth
- Success of recent acquisitions validates our selection criteria, and execution methodology