

ASX ANNOUNCEMENT



26 August 2014

Hansen Technologies – Fiscal 2014 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 2014 and confirm they are aligned with guidance provided to the ASX on 1 August 2014:

- **Operating revenue of \$86 Million, representing a 35% increase on the previous year**
- **EBITDA of \$24.1 million, an increase of 53% on the previous year**
- **Profit after tax of \$14.8 million, a 62% increase on the previous year**
- **Earnings per share of 9.2 cents, up 3.5 cents per share or 61%**

The Directors have declared a consistent final dividend for Fiscal 2014 of:

- **3 cents per share fully franked with**
 - **A record date of 9 September 2014**
 - **Payment on 30 September 2014**
- 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

	2014 \$A million			2013 \$A million
	First half year	Second half year	Total 2014	
Operating revenue	41.2	44.8	86.0	63.8
EBITDA	11.2	12.9	24.1	15.7
Profit before tax	9.1	10.4	19.5	12.6
Income tax expense	(1.9)	(2.8)	(4.7)	(3.5)
Net profit after tax	7.2	7.6	14.8	9.1
Earnings per share	4.5 cents	4.7 cents	9.2 cents	5.7 cents

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Hansen's Chief Executive, Andrew Hansen said, "I am pleased to be reporting a performance for the second half of this year which is even stronger than that of the first half. Collectively the two halves have delivered an operating performance for the fiscal year which represents a new record high for Hansen both in revenue as well as earnings per share.

Our growth in revenue as well as profitability year-on-year is an achievement to be proud of and I wish to congratulate and thank all of our 400 plus employees across 12 countries on their contribution and commitment over this past year.

Key Milestones

We have fully integrated and aligned the two acquisitions of the previous year and, more recently, successfully concluded an additional acquisition further expanding our presence in the North American market.

Our investment over the past two years in sales and marketing, expansion in North America, and enhanced delivery capacity is now paying off. New deals are being closed, delivery is performing to targeted expectations, and we have a customer prospect list which is expanding.

We have expanded our market presence significantly, growing our Utilities billing business to include Electricity, Gas and Water for major industry leaders as well as smaller emerging players and municipalities. We are now expanding into areas that operate in parallel with our Billing products and service these same industries. Additionally, our lengthy history of solutions for the telecommunications industry is ongoing. We are a major supplier of billing applications to the Digital Pay TV industry with a product that is highly demonstrable in the industry's highest growth opportunity – satellite-delivered Digital Pay TV in emerging markets and geographies.

All of these solutions are now being delivered globally by a growing team of skilled industry experts. We have significantly extended our physical presence around the world over the past two years and we now have a substantial international infrastructure and capacity upon which to build and continue to expand.

I am proud of our business achievements and the enhanced value we are delivering to our shareholders through sustainable growth. We have achieved our growth aspirations with minimal risk to our core business while consistently distributing solid dividends to our shareholders. Furthermore, we have done this while maintaining a minimum level of external debt.

Recent Strategic Acquisitions

The acquisition of the Banner business in May increased our commitment to and presence in North America, extended our product offerings, and opened up new markets for Hansen. We are delighted by the way the Banner staff have responded to joining the Hansen team. Their level of commitment and support throughout the transition phase has been excellent and we look forward to the prospects for growth that the Banner business represents.

Looking Ahead

We have again this year been able to deliver on a key objective of strategic growth and balanced diversification through acquisition. We will continue to pursue strategic acquisitions which are compatible with our existing business, build upon our focused markets, and expand our geographic and industry reach, while maintaining the key elements of our financial model underpinned by sustainable annuity revenue streams derived from proprietary software solutions.

The opportunity for organic growth is expanding. Our increased sales and marketing effort is delivering new business and prospects into the delivery funnel. We have a high degree of new project activity underway as well as a healthy pipeline of future projects lining up for next year and beyond. The advanced investment we made in delivery capacity was well-timed as the demands upon our people to deliver projects into the coming years looks to be considerable.

The outlook for growth next year and beyond is bright. I am confident that we will continue to be able to deliver sustainable growth and expect revenues next year to exceed \$95 Million, resulting in an increased operating performance exceeding this year's record performance".

About Hansen Technologies Limited

Hansen Technologies Group (ASX: HSN) is a global provider of customer care & billing, and meter data management software solutions for utilities (electricity, gas and water), pay TV and telecommunications companies.

The Hansen family of products, which has grown since 1971, includes: HUB, ICC, NirvanaSoft, Peace, Banner and Utilisoft. Hansen's unique approach to best-fit solutions leverages its proprietary product sets to develop, deliver and support high-value solutions for clients in over 40 countries. In addition Hansen also offers outsourcing and facilities management services from purpose built facilities globally. Hansen has offices in Australia, USA, New Zealand, China, Argentina and the United Kingdom.

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