



Hansen Technologies Investor Presentation

2-3 September 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, China and Argentina
- Stable management team
- IT staff tenure double industry average

Financial strength

- History of solid cash flow generation
- Minimal external debt (net debt/equity of 9%)
- Restructured and more distributed shareholder base
- History of dividend distribution – over \$45m distributed to shareholders in the last 5 years (including 2014 final dividend)

International operations

- Software solutions operating in 43 countries, including: 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. Banner acquisition in 2014 funded in part by debt

Global Market Experience

North America

Europe

Asia / Pacific



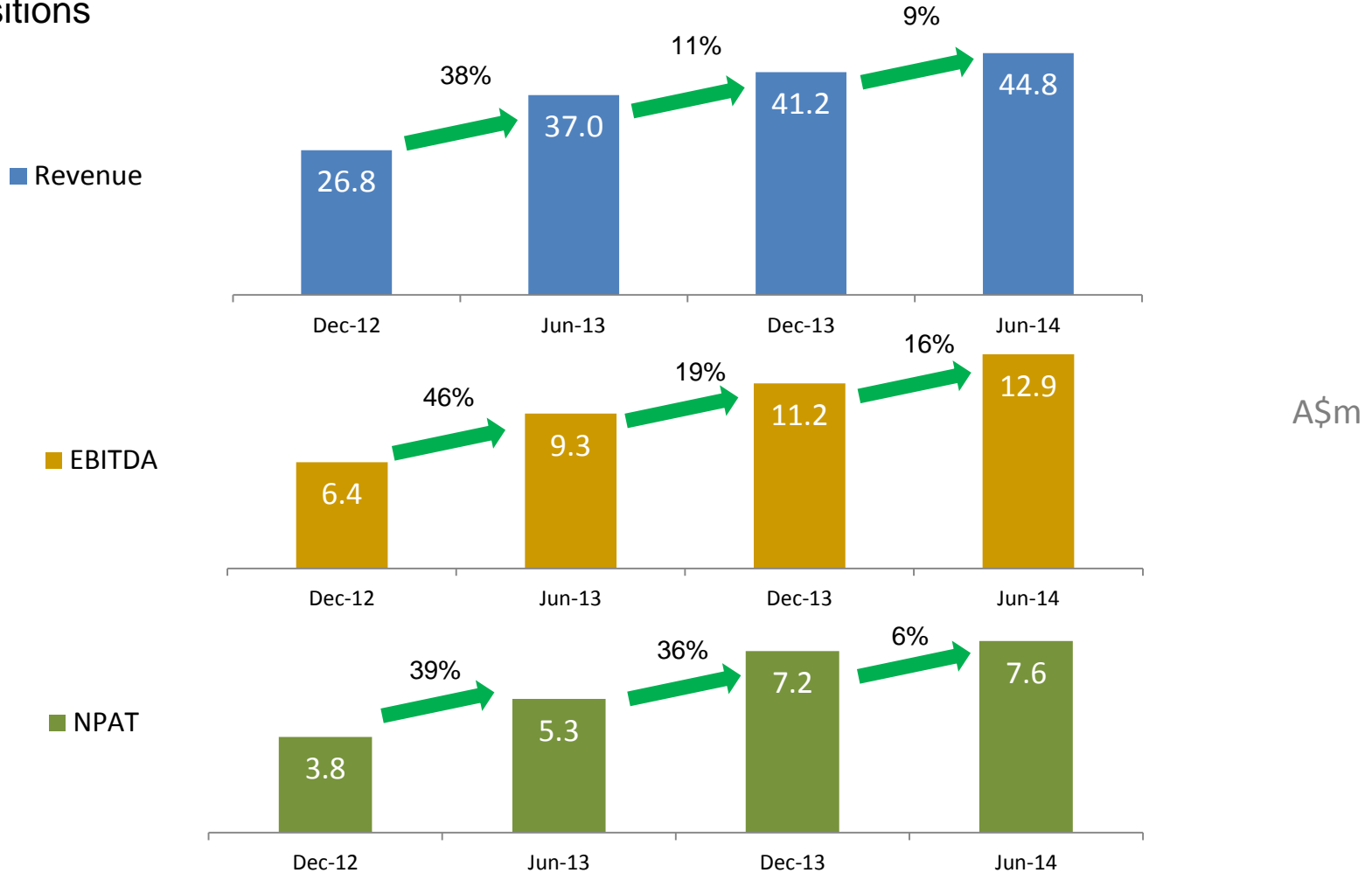
Full Year Results

Record result for Hansen, with growth over pcp positively impacted by organic growth and acquisitions (ICC, Utilisoft and Banner)

12 mths ending A\$ million	Jun-13	June-14	% change
Operating Revenue	63.8	86.0	+35%
EBITDA	15.7	24.1	+53%
Profit before tax	12.6	19.5	+54%
Income tax expense	(3.5)	(4.7)	+32%
Net Profit After Tax	9.1	14.8	+62%
Earnings per share (cents)	5.7	9.2	+61%

Half on Half Comparison

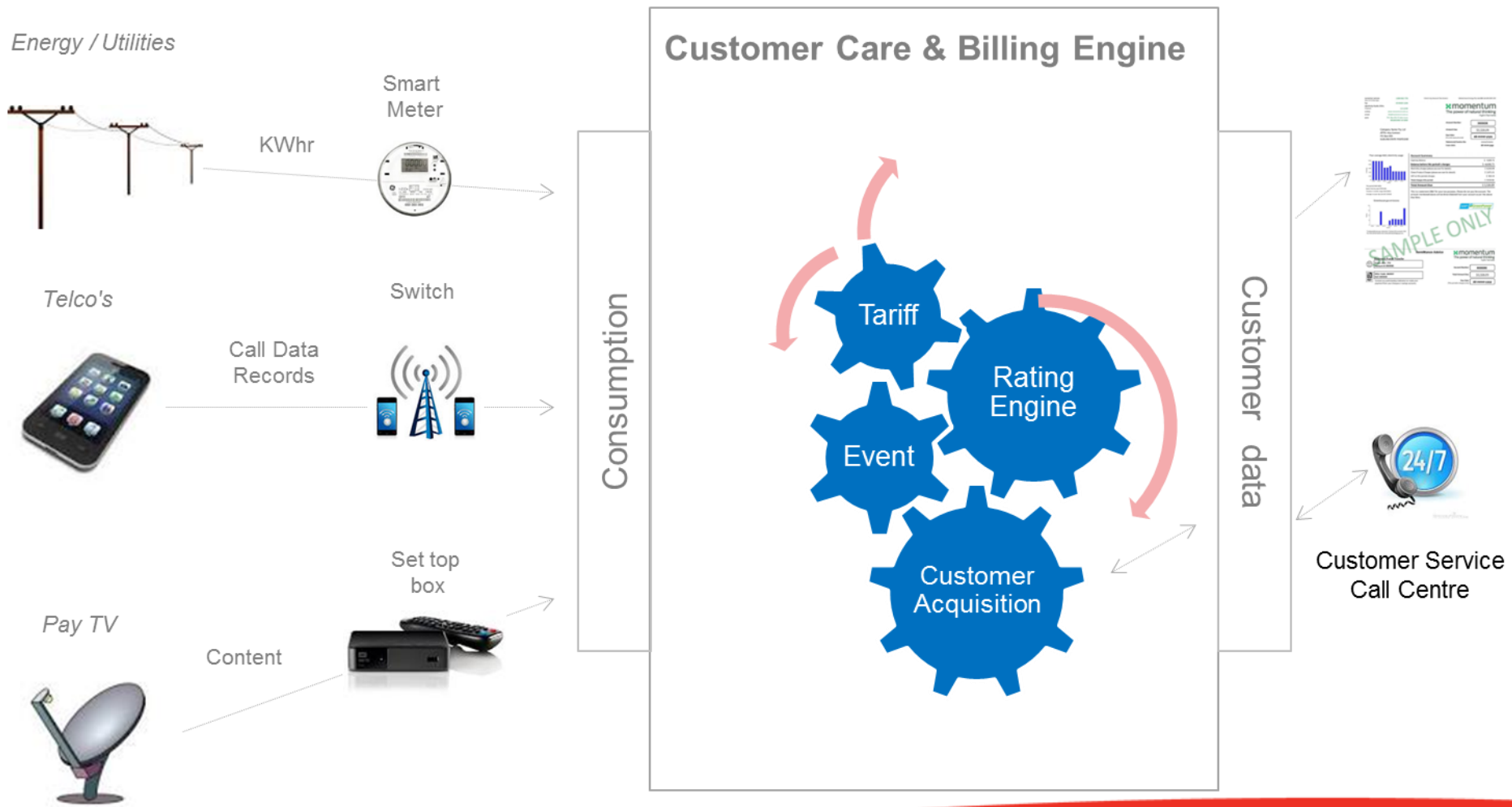
Six months to June 2014 has shown continued growth over the half year ending December 2013, which benefited from a full six month contribution from both the ICC and Utilisoft acquisitions



Our Core Business: Customer Care & Billing

Different industry verticals

Same core competency



Strategic Matrix – Products and Industries

While our focus is customer care & billing, we are diversified across a matrix of products, industries ...

Electricity / Gas / Water

PayTV / Telco

HUB | HANSEN
UNIFIED
BILLING

Energy & Telco

PEACE PLUS

Energy - large retailers
and distribution co's

NIRVANASOFT

Energy - complex
billing & Smart Grid

ICC | INTELLIGENT
CUSTOMER
CARE

PayTV

UTILISOFT

Energy - market data
management

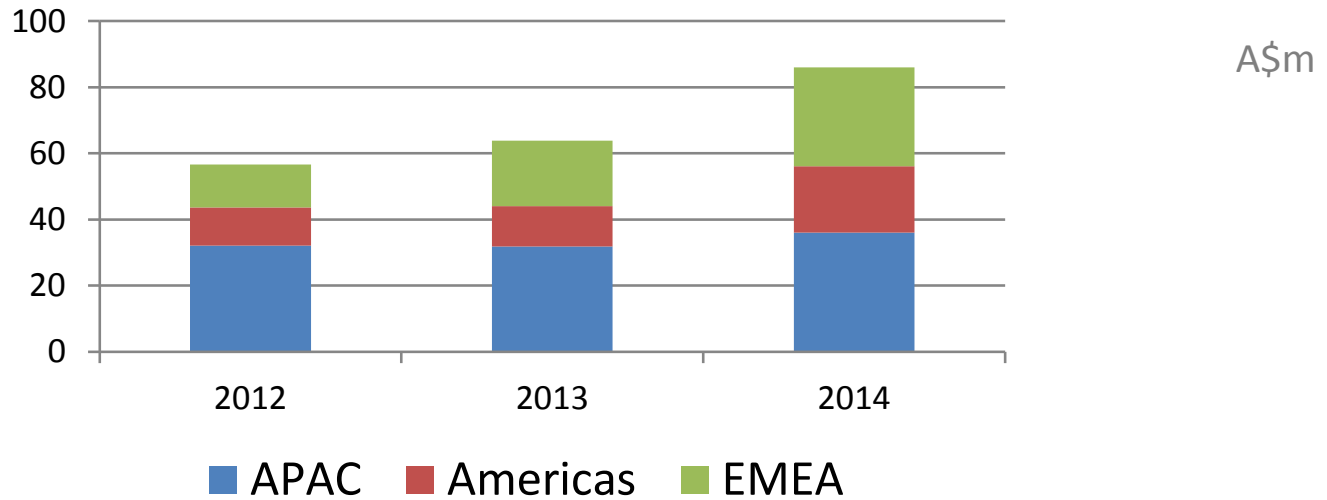
BANNER CIS

Energy & water -
municipal market

Strategic Matrix – Geographies

... and geographies

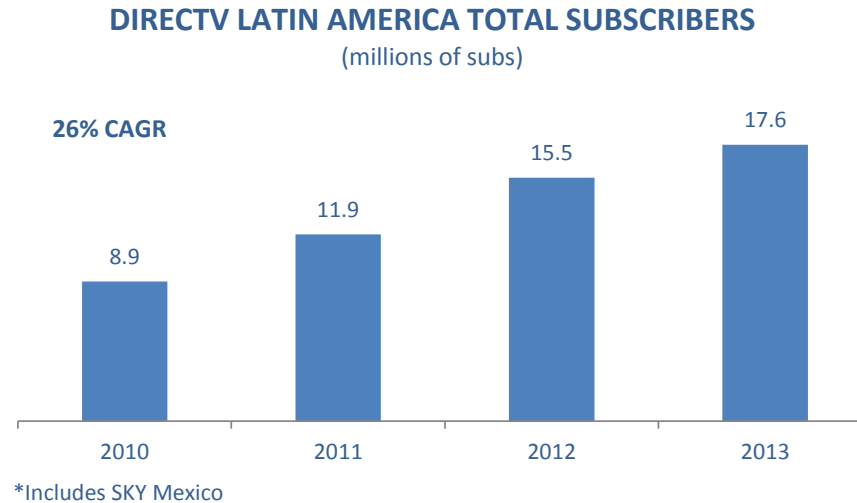
Revenue contribution by region



We expect to see a more even contribution from each of the regions in FY2015

Strategic Matrix – Emerging Markets

- Exposure to both developed and emerging markets is another aspect to our matrix
- In particular, Hansen’s ICC product is well positioned to satisfy growth in PayTV demand
- Demonstrated by our recent announcement of a 7 year licence agreement with DirecTV Latin America for its PanAmericana division - provides satellite PayTV to over 6 million subscribers



- Anticipate an increasing amount of organic growth will come from emerging markets, as the level of PayTV penetration increases from current low levels

Strategic Matrix – Benefits

The benefits of our Strategic Matrix include:

- 1. Best of breed solutions** – reap the benefits of scale and scope, being able to leverage product solutions and subject matter experts from across our business to meet the needs of different market segments
- 2. Stable platform** - the business is not overly exposed to a single customer, product, industry or region. While not immune from market forces that affect all businesses, the mission critical nature of our proprietary software, added to our diversification, does provide a level of relative stability
- 3. Employee engagement** - enhanced career development opportunities for our staff, who are able to cross skill across technologies, industries and geographies

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, Nirvanasoft and Banner for Energy / Water
 - HUB and ICC for Pay TV / Telco
- **Make acquisitions that leverage our knowledge and location**

Adding Value Through Acquisitions

- **Hansen has a successful and disciplined M&A track record**
 - Peace, NirvanaSoft, ICC, Utilisoft, Banner
- **Hansen targets acquisitions**
 - in and adjacent to its core business
 - to gain additional market reach
- **Banner acquisition increased our presence in North America – extending our product offering into Water and into the municipal market**

Fiscal 2015 Outlook

Expect operating revenue in excess of \$95m

Continue to target an EBITDA margin of 25-30%

Solid platform for continued growth

Success of recent acquisitions validates our selection criteria, and execution methodology