



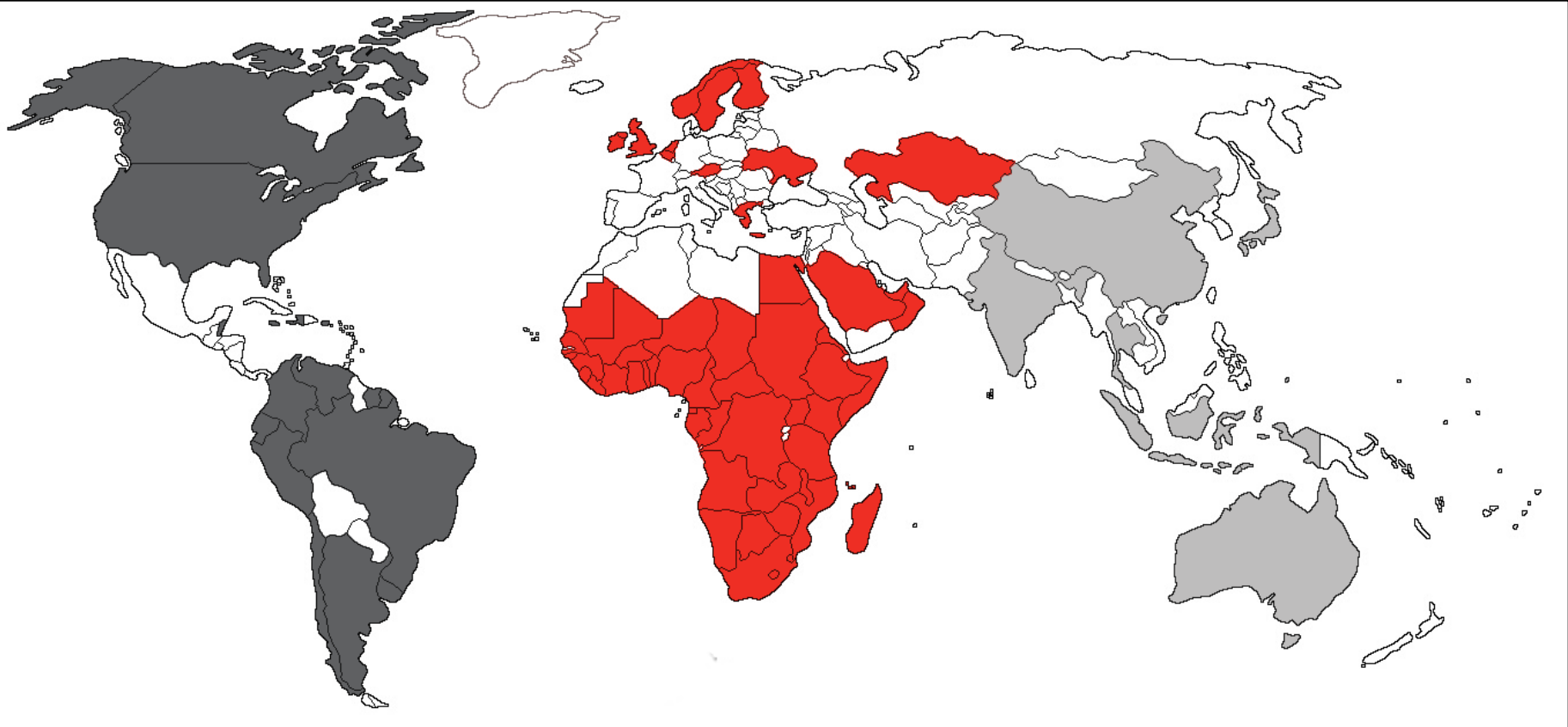
# Hansen Technologies Investor Presentation

3-4 March 2015

# Hansen Overview

- **Global provider of customer care and billing systems software and solutions**
  - 400 plus staff worldwide, with primary offices in Australia, UK, USA, NZ, China and Argentina
- **Hansen provides mission critical software that sits at the centre of our customers' operations and cash flow**
  - High barriers to entry: track record of success + ownership of IP
  - Long term relationships with customers
- **Founded in 1971, listed on ASX in 2000**
  - History of profitable growth and strong cash flow generation
  - Grown organically and via strategic acquisitions
- **Our strategic matrix provides a solid platform for growth – our business is diversified across:**
  - Industry verticals - Utilities (Energy & Water), Communications (PayTV & Telco)
  - Products
  - Geographies

# Global Footprint



■ Americas ■ EMEA ■ APAC

# Regional Operating Structure

A regional operating structure supports our global business

## Corporate

- Governance • Finance • Legal • Strategy • Sales & Marketing • Product Strategy

AMERICAS

EMEA

APAC

- Account management • Contract management • Services delivery
- First level support • Regional Sales • Regional finance

## Delivery Centres

(Melbourne, Auckland, San Diego, Shanghai)

- New implementations • Upgrades • Change requests & Customisation • R&D • Support

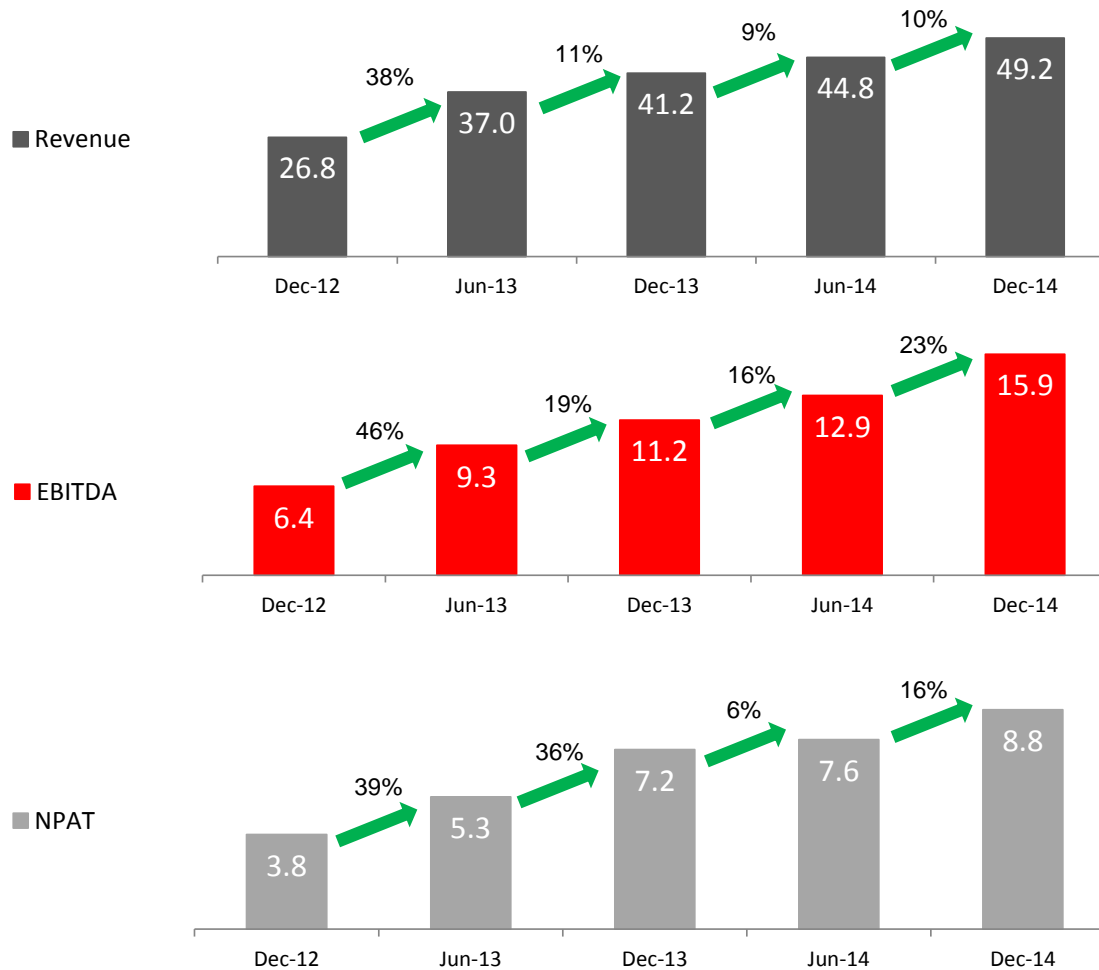
# Half Year Results

A strong start to the year with growth over pcp positively impacted by organic growth and the Banner acquisition

6 mths ending A\$ million	Dec-13	Dec-14	% change
Operating Revenue	41.2	49.2	+19%
EBITDA	11.2	15.9	+42%
Profit before tax	9.1	12.5	+37%
Income tax expense	(1.9)	(3.7)	+95%
Net Profit After Tax	7.2	8.8	+22%
Earnings per share (cents)	4.5	5.4	+20%

# Half on Half Comparison

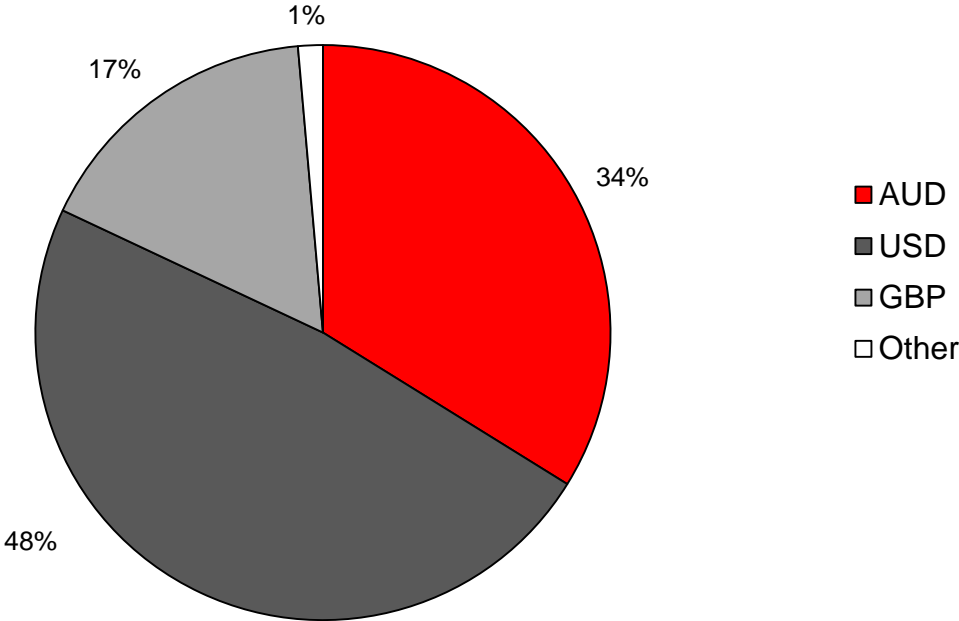
Half year to December 2014 has benefitted from a full 6 month contribution from Banner (acquired May 2014) and organic growth in our core business



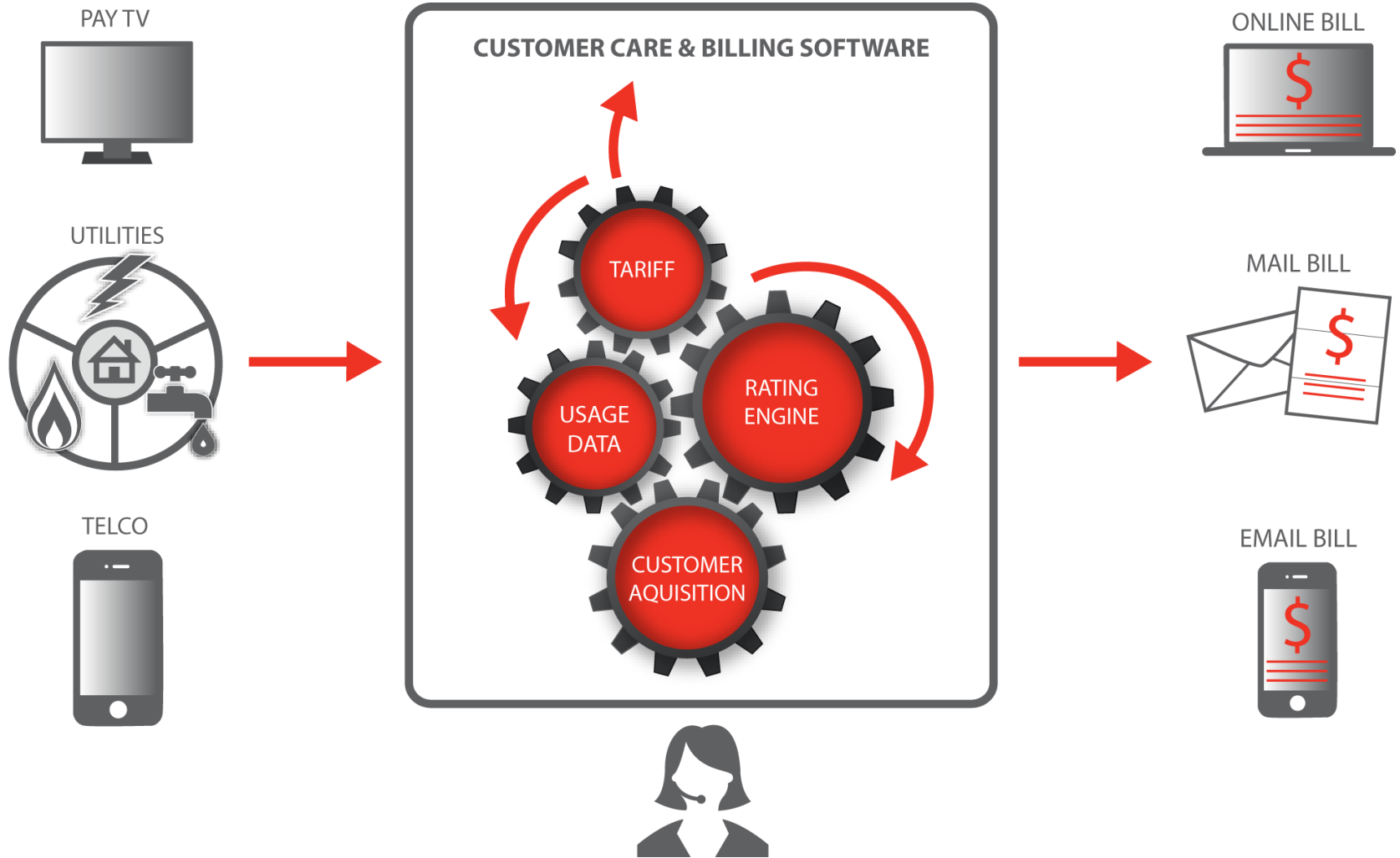
A\$m

# Half Year Results

## Revenue by Currency









# Our Core Business: Customer Care & Billing





# Strategic Matrix – Products and Industries

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

	Electricity, Gas and Water	Pay TV and Telco
	Energy and Telecommunications	
	Energy – large retailers and distribution companies	
	Energy – complex billing and smart grid	
		Pay TV
	Energy – market data management	
	Energy and Water – municipal market	





# 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

# Strategic Acquisitions

- Hansen targets acquisitions
  - in and adjacent to its core
  - with a similar business model – annuity/recurring revenues
  - with intellectual property
  - that extend its footprint - new market segment, geography, or industry vertical

2010	 <small>by HANSEN TECHNOLOGIES</small>	<ul style="list-style-type: none"> <li>• Core business - customer care &amp; billing</li> <li>• Added US Commercial &amp; Industrial segment</li> </ul>	North America	Fully integrated
2013	 <small>by HANSEN TECHNOLOGIES</small>	<ul style="list-style-type: none"> <li>• Core business - customer care &amp; billing</li> <li>• New industry vertical - PayTV</li> </ul>	Global	Fully integrated
2013	 <small>by HANSEN TECHNOLOGIES</small>	<ul style="list-style-type: none"> <li>• Adjacent to core business</li> <li>• Energy market data management – cross sell</li> </ul>	Australia	Fully integrated
2014	 <small>by HANSEN TECHNOLOGIES</small>	<ul style="list-style-type: none"> <li>• Core business - customer care &amp; billing</li> <li>• Extended footprint into Water and muni market segment</li> </ul>	North America & Caribbean	Fully integrated

# Outlook

Consistent with previous guidance for the year ending June 2015:

- Expect operating revenue in excess of \$95m
- Target an EBITDA margin of 25-30%
- EBITDA margin towards the top of our target range is achievable if trading conditions remain favourable