

ASX ANNOUNCEMENT

27th August 2015

Hansen Technologies – Fiscal 2015 operating results

Hansen Technologies Limited (ASX: HSN) is pleased to announce its financial results for the fiscal year ending June 2015:

- **Operating revenue of \$106.3 million, representing a 24% increase on the previous year**
- **EBITDA of \$31.3 million, an increase of 30% on the previous year**
- **Net profit after tax of \$16.9 million, a 14% increase on the previous year**
- **Earnings per share of 10.3 cents, up 1.1 cents per share or 12%**

The Directors have declared a consistent final dividend for Fiscal 2015 of:

- **3 cents per share with**
 - **2.5 cents per share fully franked**
 - **0.5 cents per share unfranked**
 - **A record date of 9 September 2015**
 - **Payment on 30 September 2015**
- 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 final dividend is NIL.

Results from Continuing Operations for the year ending 30 June

	FY15	FY14	
	\$A million	\$A million	Variance
Operating revenue	106.3	86.0	up 24%
EBITDA	31.3	24.1	up 30%
Profit before tax	24.0	19.5	up 23%
Income tax expense	(7.1)	(4.7)	up 51%
Net profit after tax	16.9	14.8	up 14%
Earnings per share	10.3 cents	9.2 cents	up 12%

Hansen's Chief Executive, Andrew Hansen said, "I am pleased to report a record breaking performance for the fiscal year with both revenue and earnings per share exceeding previous bench marks.

The Company's growth and profit performance is an achievement all Hansen Staff can be proud of - I wish to extend my congratulations and thanks to the 500+

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staff across the globe whose contribution and commitment delivered this outstanding result.

Key Milestones

These results include the first full year of the Banner business purchased in May 2014. The Banner business has extended our reach into utilities billing with a broadening of our customer base to include electricity, gas and water for major industry leaders as well as municipalities.

We completed a further transaction within the period of the TeleBilling business. This acquisition, while focussing on our core competency of customer care and billing, extends our telecommunications and Pay TV offering into central and northern Europe.

Customer relationships continued to be strengthened with an ongoing investment in research and development. This investment has been welcomed by our customers as we focus development to deliver positive outcomes to their businesses.

The recruitment of key staff has continued throughout the year as we expand the international infrastructure to ensure our keen eye for detail is maintained both on new sales opportunities as well as customer delivery. We continue to build an internationally focussed business that is well placed to take advantage of the expanding markets.

A pleasing aspect of the result was the strong cash flow generated from operations. In addition the Company received strong support from shareholders for the institutional placement and Share Purchase Plan announced at the time of TeleBilling acquisition in May 2015, and as at the date of this announcement the bank facility that was drawn down has been repaid in full.

Recent Strategic Acquisitions

The acquisition of the TeleBilling business in May 2015 has been a natural addition to the Hansen business. The naviBilling product complements Hansen's existing customer care and billing products and provides a critical mass of established telecommunications and Pay TV clients. In addition Hansen's capabilities have been expanded to include Enterprise Resource Planning (ERP) and Customer Relationship Management (CRM) software.

The acquisition has expanded the Hansen family by a further 90+ staff who share our excitement as we work to integrate the business.

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Looking Ahead

We remain focused on delivering profitable growth both organically through sales to new and existing customers, and through strategic acquisitions. The criteria for our strategic acquisitions remain unchanged. We target acquisitions that own intellectual property in, or adjacent to, our core business, with recurring revenue streams that extend our footprint into new market segments, geographies or industry verticals.

Our business is diversified across geographies, products and industry verticals, providing a stable platform from which to grow. We will continue to invest in building the global infrastructure that will optimise our ability to capture the significant opportunities we see in the markets in which we operate.

The outlook for the current financial year ending June 2016 is for another record year. We expect revenues to exceed \$135 million and continue to target an EBITDA margin in the range of 25-30%.

About Hansen Technologies Limited:

Hansen Technologies (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, PeacePlus, Banner, naviBilling 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 globally. In addition Hansen also offers outsourcing and facilities management services from purpose built facilities. Hansen has offices in Australia, USA, New Zealand, China, Denmark, Germany, Argentina, South Africa and the United Kingdom.

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