



Hansen Technologies Annual General Meeting

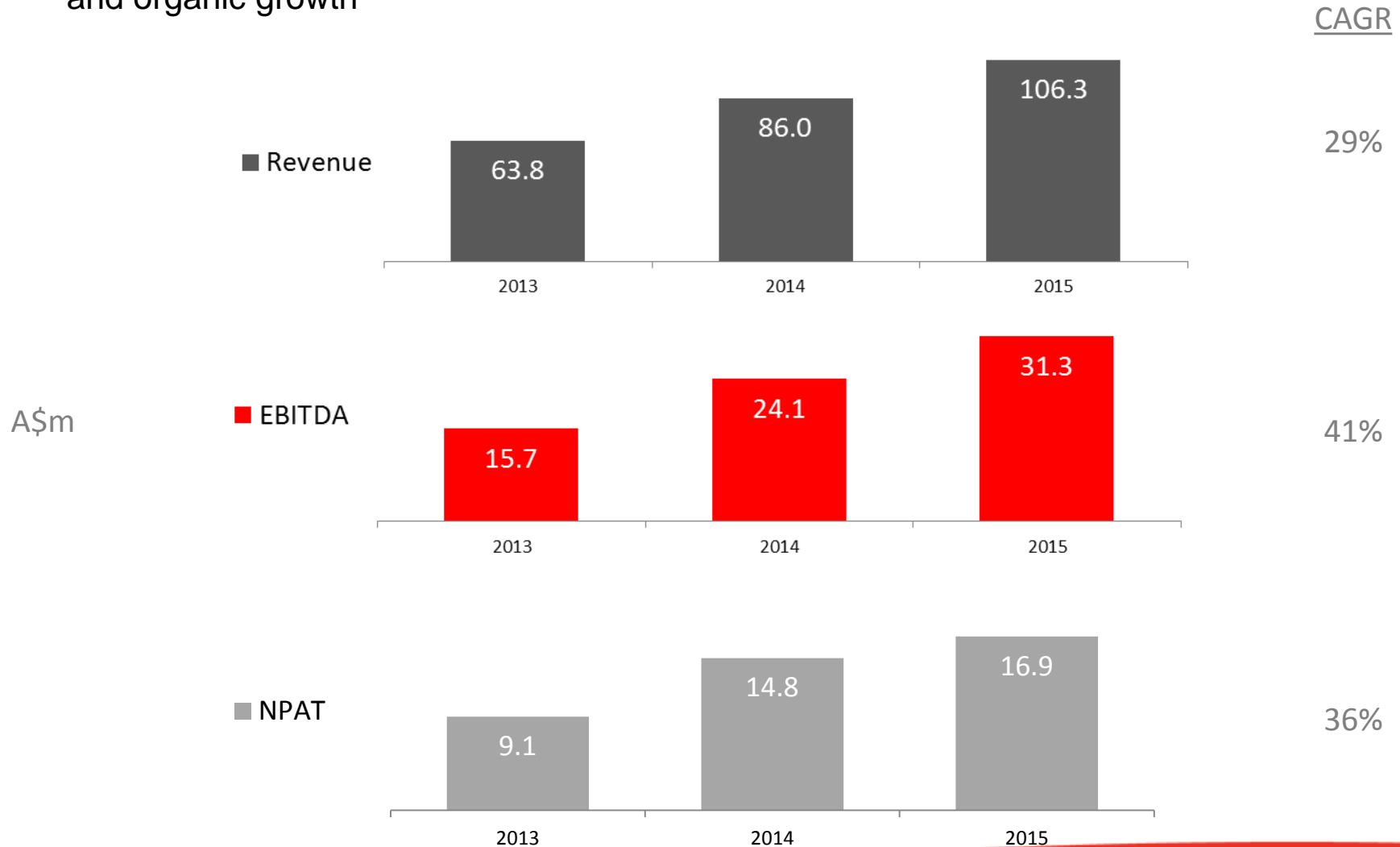
26th November 2015

Introduction

David Trude – Chairman of the Board

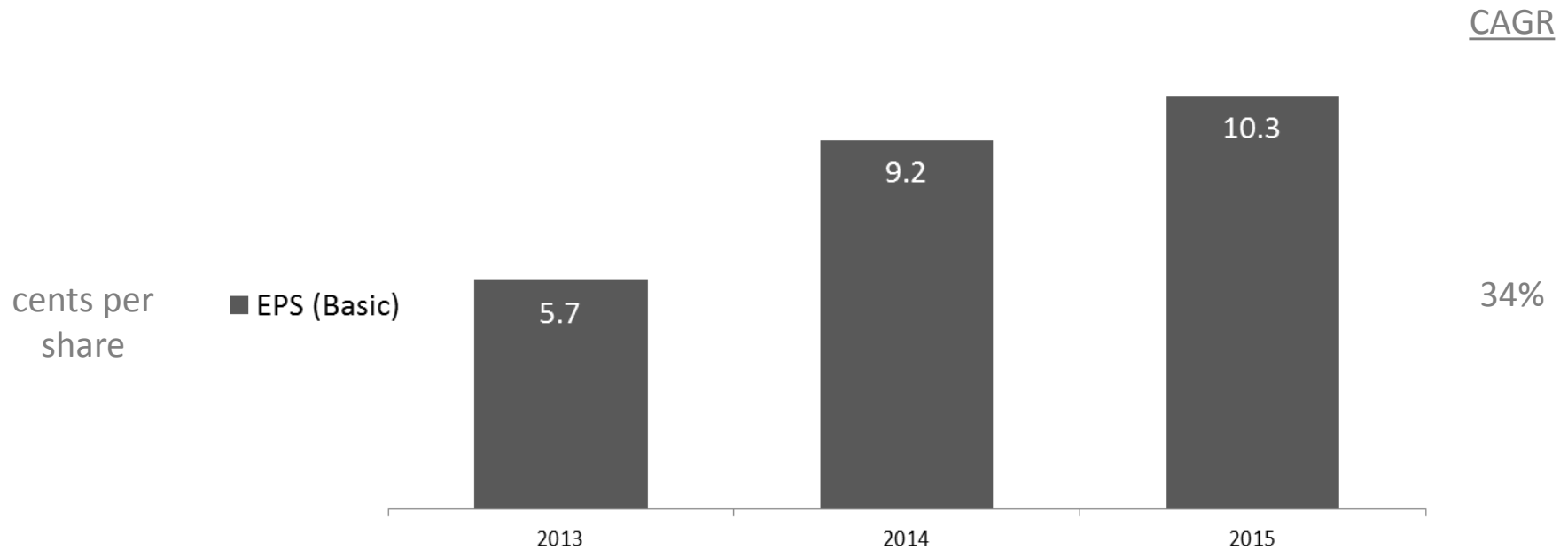
Financial Results

- Strong growth in Revenue, EBITDA and Profit over last 3 years, supported by acquisitions and organic growth



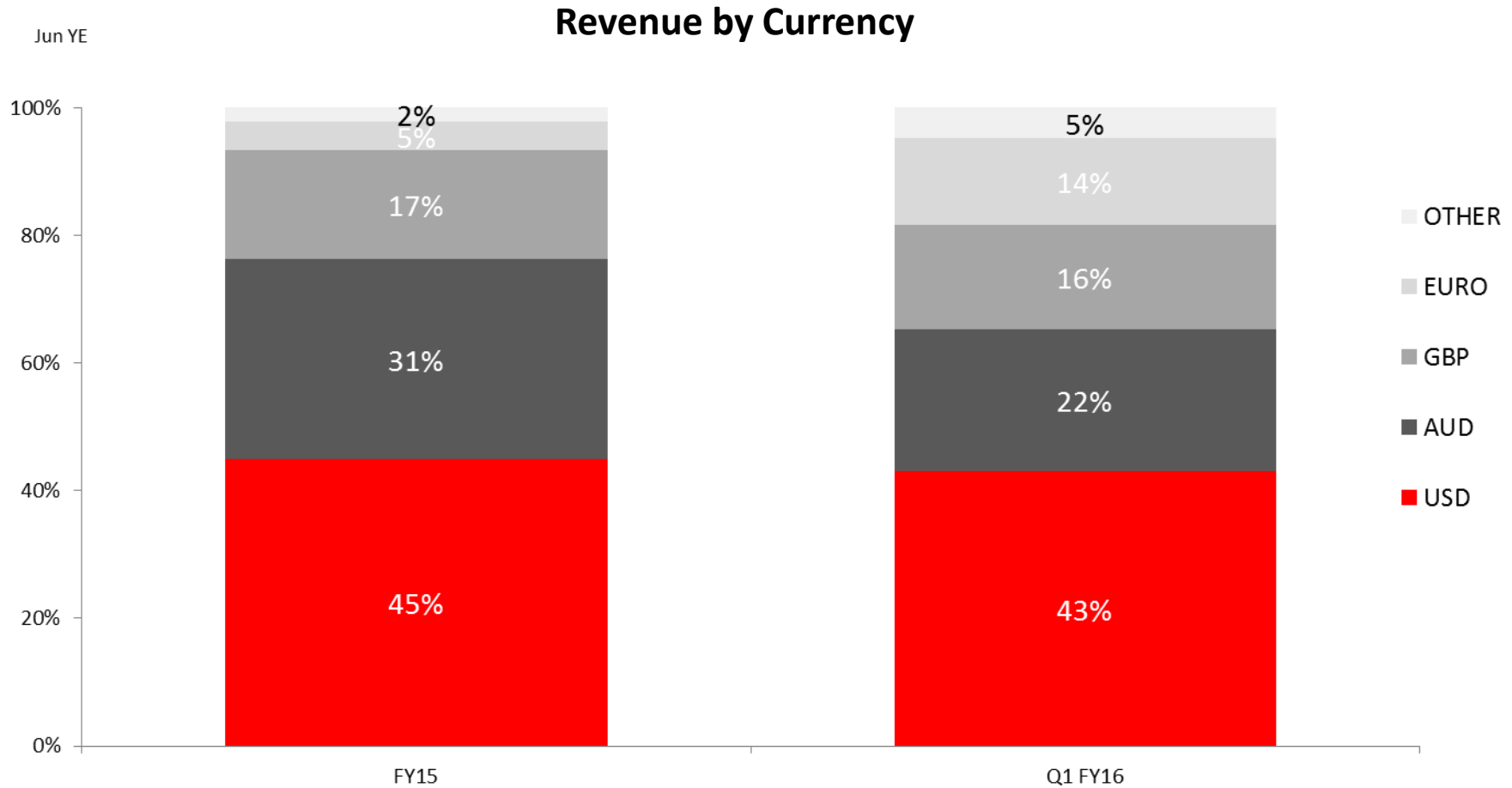
Earnings Per Share

- Strong growth in operating results have been reflected in stellar earnings per share growth



Currency Mix

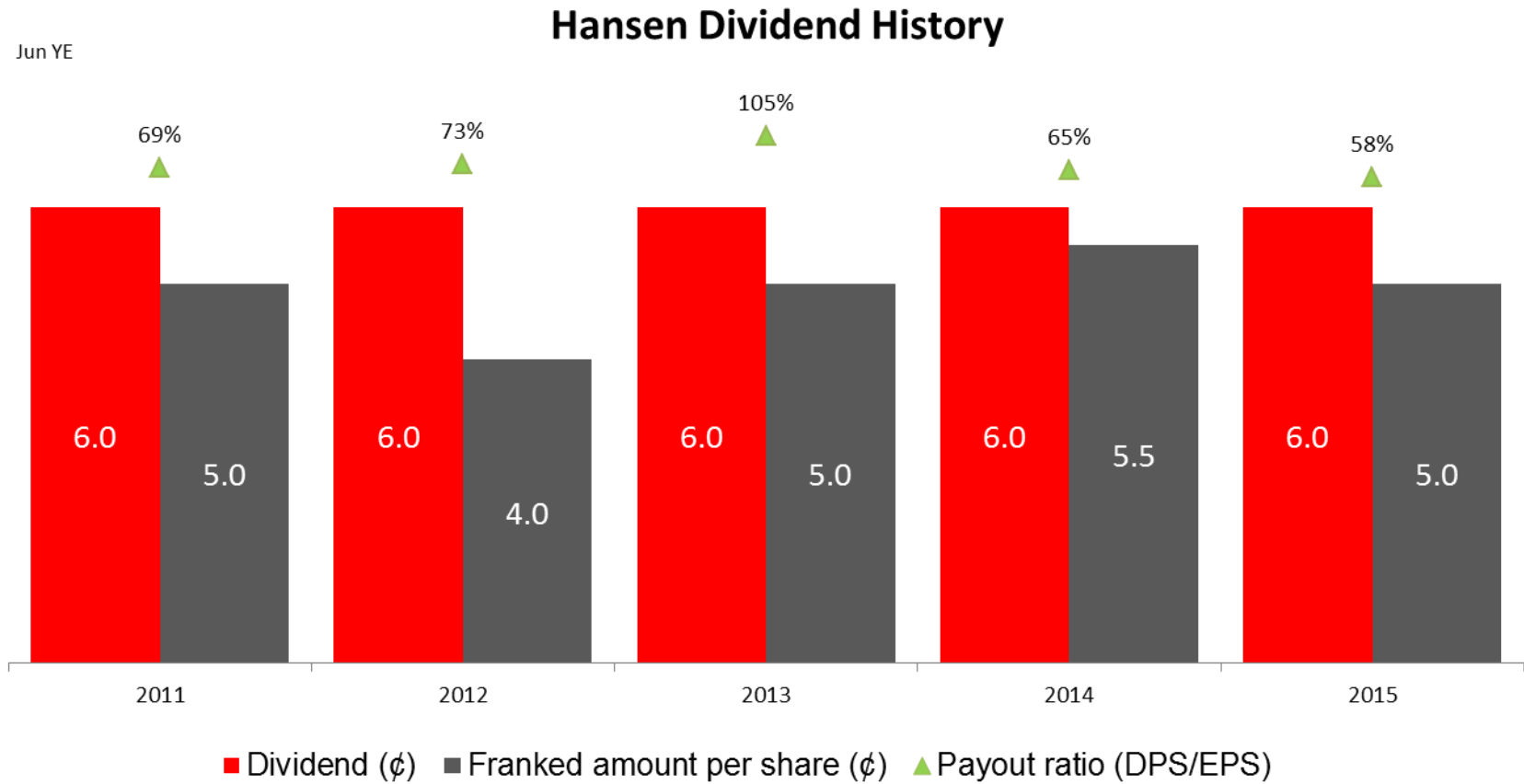
- Revenue derived in Australian dollars was 31% of revenue in FY 2015, and will be a lower proportion again this year as we continue to grow offshore



Note: Danish Kroner (DKK) is represented in Euro as the DKK is pegged to the Euro

Dividend Chart

- As our business grows offshore, franking credits will not grow in line with earnings



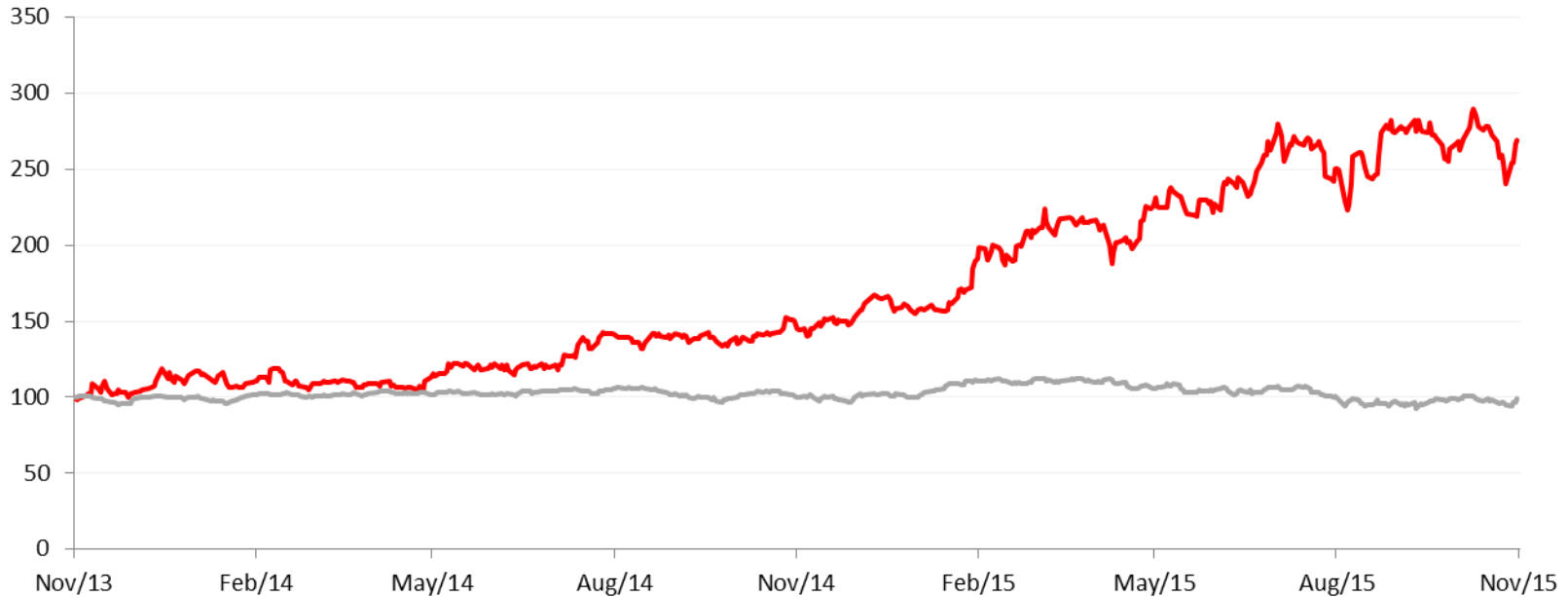
Outperformance v ASX 300 Index

- In the last 2 years Hansen's share price has appreciated 165%, compared to the ASX 300 Index which has declined 1% over the same period

Index Value

20 November 2013 = 100

HSN Share Price vs. ASX 300

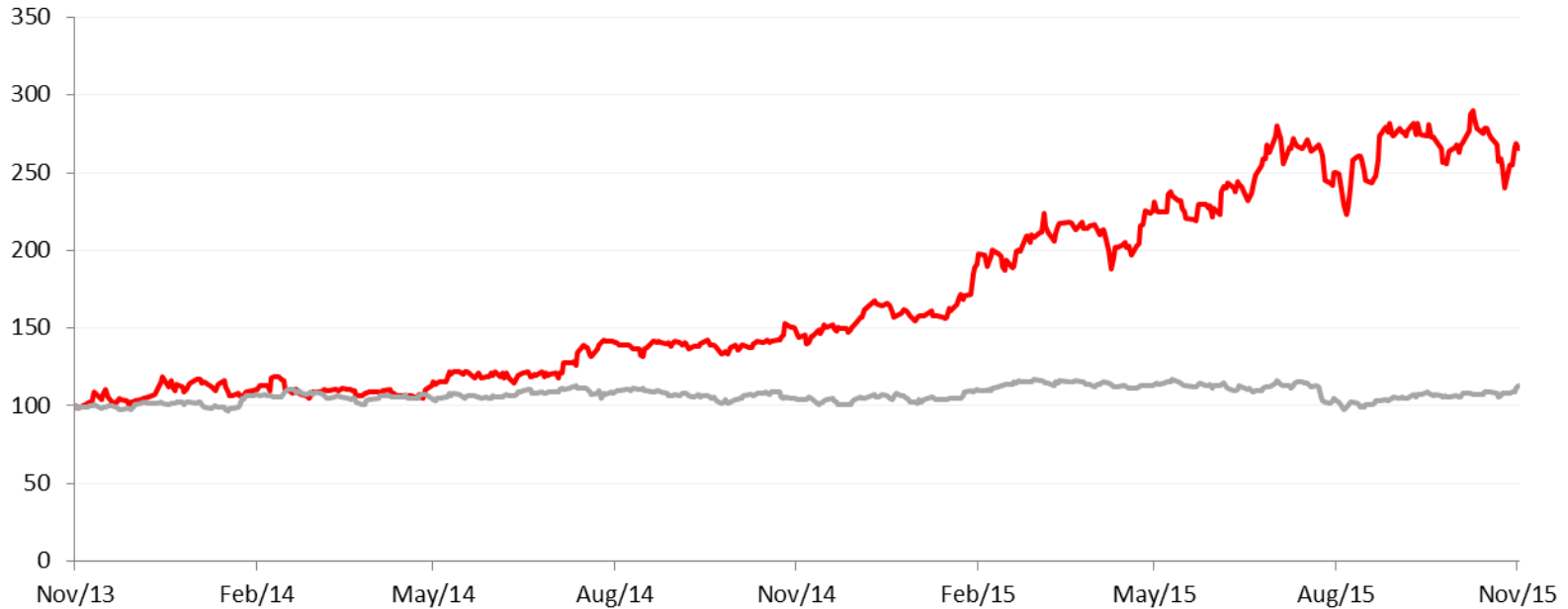


Outperformance v ASX 300 Software & Services Index

- Hansen's share price has also outperformed the ASX 300 Software & Services Index which increased 13% over the same period

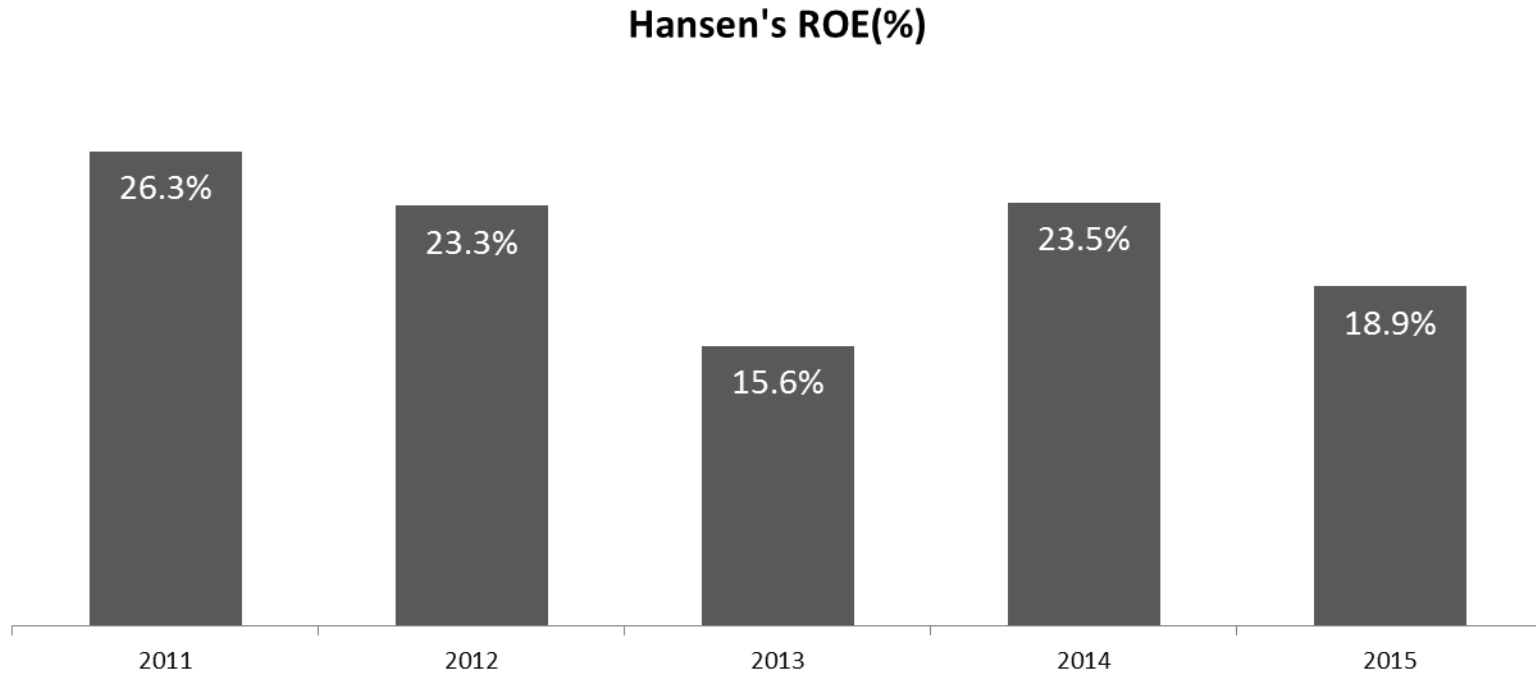
Index Value
20 November 2013 = 100

HSN Share Price vs. ASX 300 Software & Services



Return on Equity

- Over the last 5 years Hansen's Return on Equity has averaged 21.5%



Note: ROE calculated as Statutory NPAT/Average Total Equity

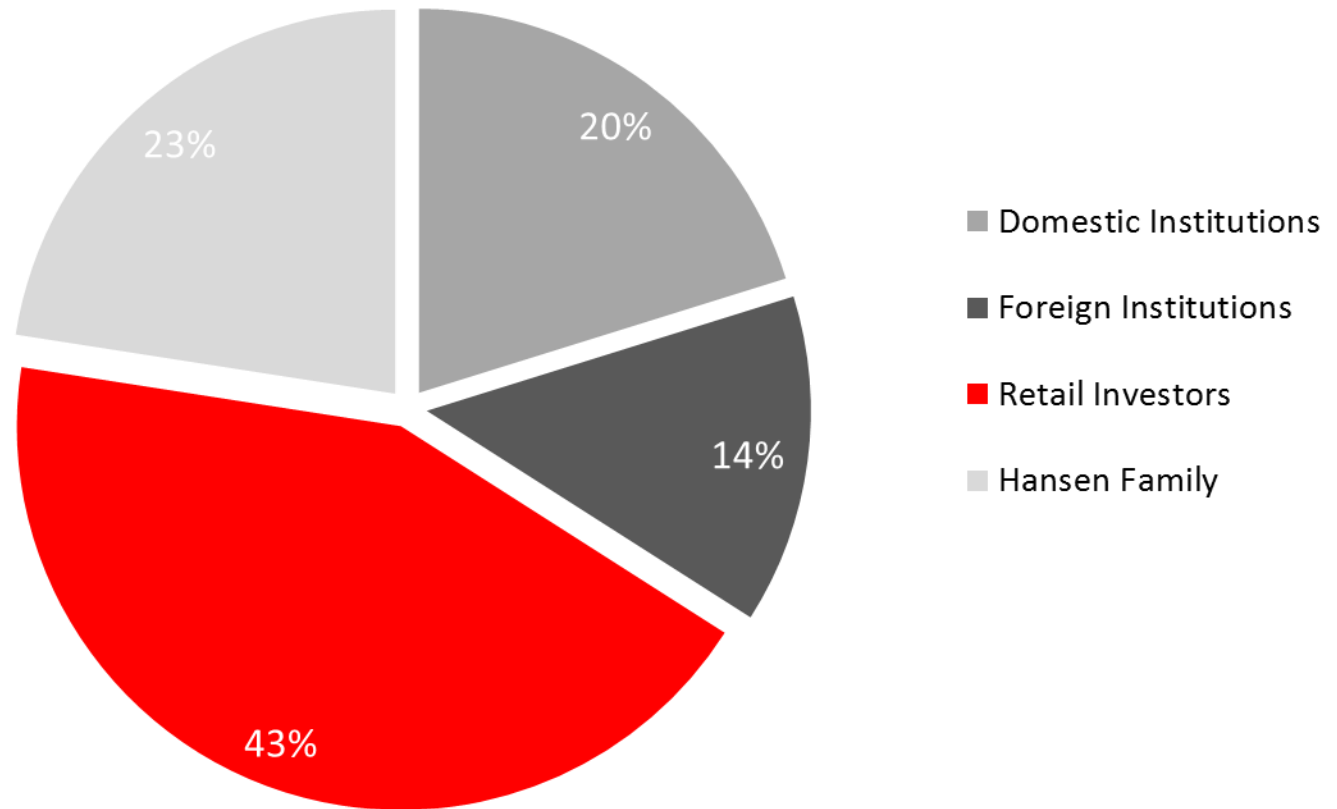
Capital Raising Completed in 2015

- We successfully completed a capital raising on the back of Hansen's acquisition of TeleBilling in May 2015
- A total of \$27 million was raised at an issue price of \$2.17:
 - Institutional Placement raised \$15 million
 - Share Purchase Plan raised \$12 million
- Capital raising received strong support from both retail and institutional shareholders

Shareholder Mix

- Hansen's share registry is a mix of Retail Investors (43%), Institutions (34%) and the Hansen Family (23%)

Hansen's Shareholder Mix (%)

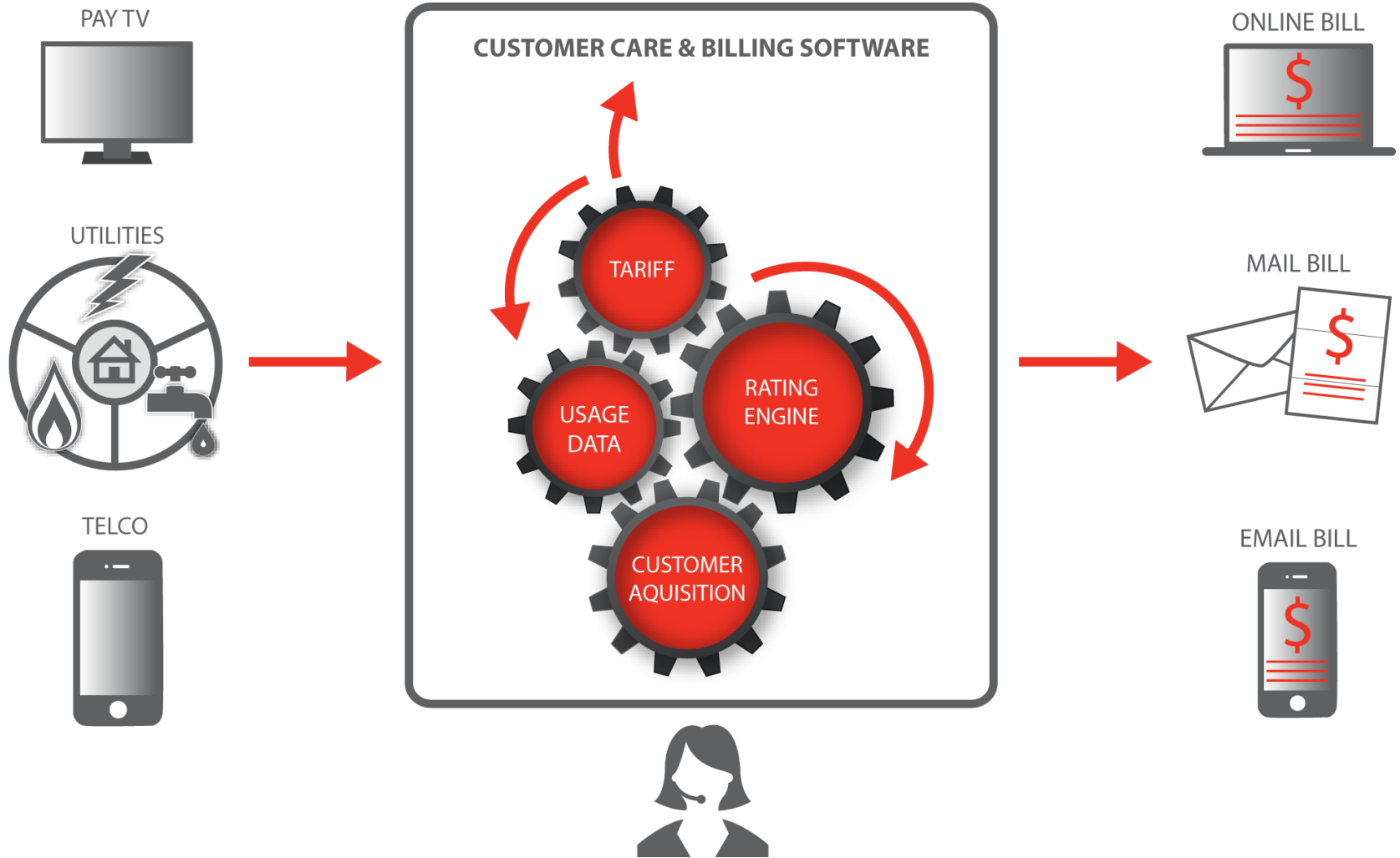


CEO/Managing Director's commentary

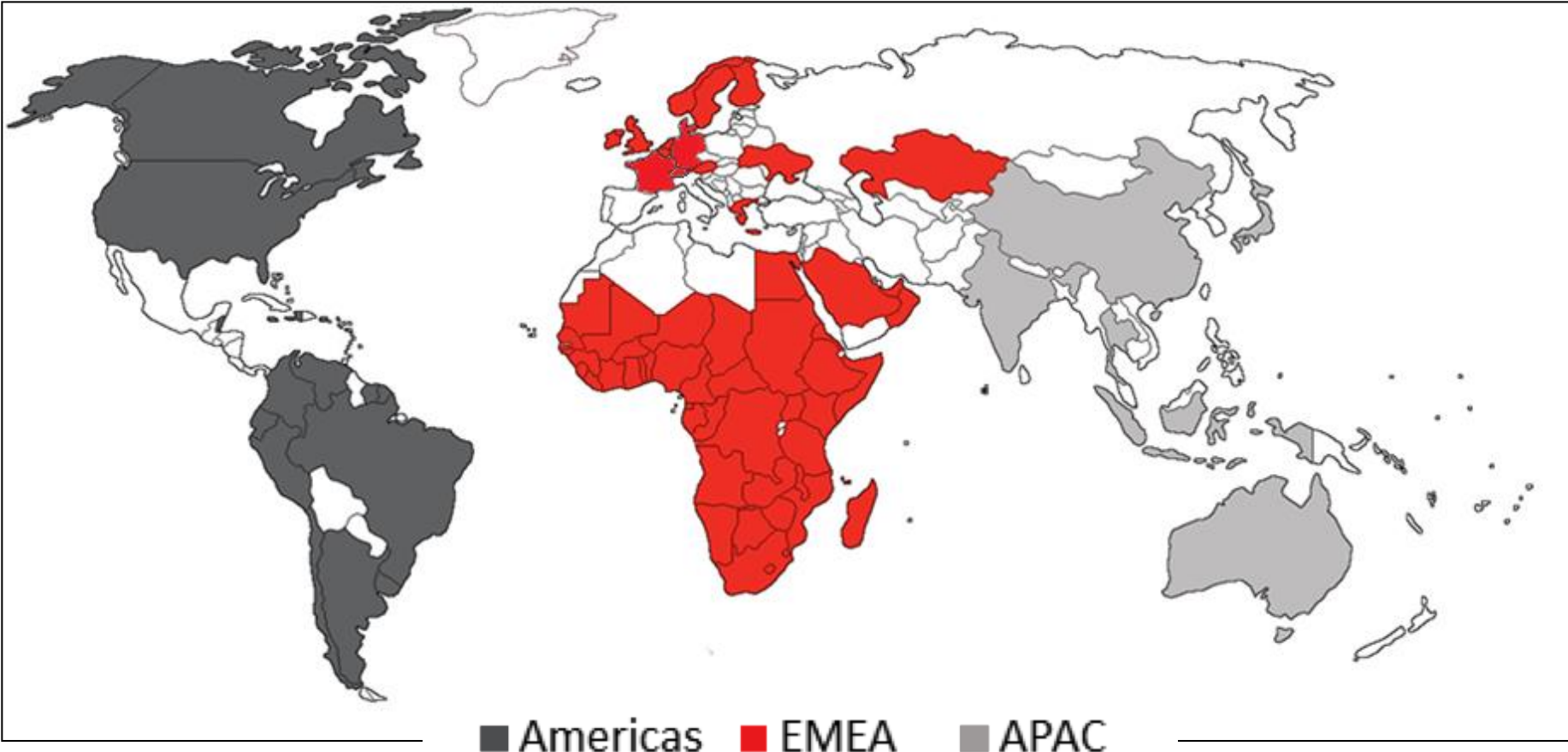
Hansen Overview

- **Global provider of customer care and billing systems software and solutions**
 - 550 plus staff worldwide, with primary offices in Australia, USA, New Zealand, China, Denmark, Germany, Argentina, South Africa and the United Kingdom
- **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

Our Core Business: Customer Care & Billing



Global Footprint



Full Year Results

A strong performance for the year, with growth over pcp positively impacted by organic growth and acquisitions (full year of Banner & 2 months of TeleBilling)

Year Ending A\$ million	Jun -14	Jun-15	% change
Operating Revenue	86.0	106.3	+24%
EBITDA	24.1	31.3	+30%
Profit before tax	19.5	24.0	+23%
Income tax expense	(4.7)	(7.1)	+51%
Net Profit After Tax	14.8	16.9	+14%
Earnings per share (cents)	9.2	10.3	+12%

Highlights for 2015 financial year

- Strong operating cash flows
- New deployments
- Building a global platform: expanded regional operating structure to support growth
- Acquisitions: integration of Banner completed. Strategic acquisition of TeleBilling completed in May 2015 – paid \$30m
- Capital raising: strong support from shareholders for the Institutional Placement and Share Purchase Plan raising in total \$27m
- Repayment of debt: during the year repaid approximately \$24m of bank debt, and since year end have also repaid the debt facility of \$10m that was outstanding at June 2015
- **Solid performance across our core business**

TeleBilling Acquisition

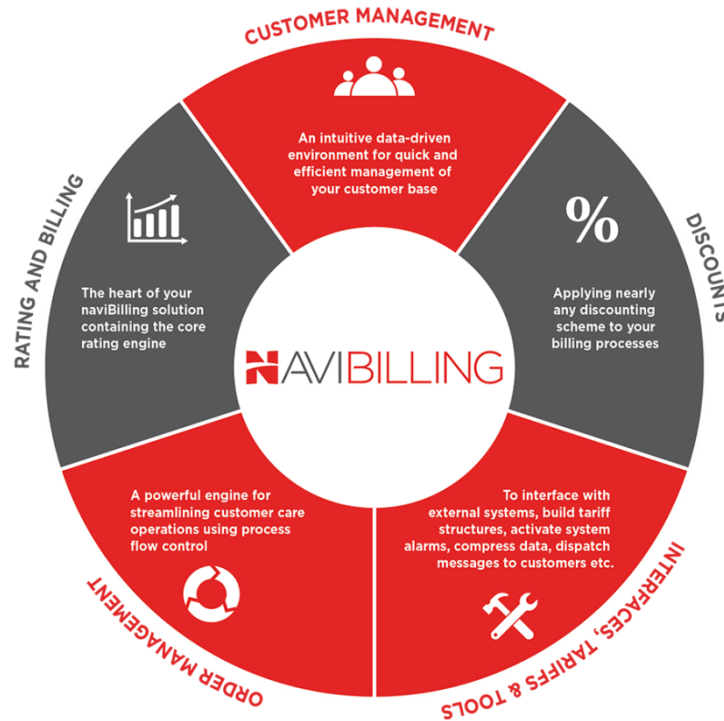
The acquisition of TeleBilling (effective from 1 May 2015) has been a natural addition to the Hansen business:

- An experienced team and an enviable client base
- naviBilling is an excellent product, that complements Hansen's existing billing and customer care products
- Brings a critical mass of established European Telecommunications and Pay TV clients to Hansen
- Provides a regional base for expanding Hansen's solutions in Europe

The integration of TeleBilling into the Hansen family is progressing well

TeleBilling Acquisition – naviBilling overview

- naviBilling is well positioned to capture growth in the convergence of telecommunications, PayTV and data services



- naviBilling provides flexible modules including fixed & mobile telephony, fixed & mobile broadband, content services, cable TV, bundled services, and interconnection

Strategic Initiatives – “Hansen 5&10”

Overarching Goals

1. Grow Revenue – consistent organic revenue growth

- New business
- Existing clients

2. Maintain margins – target 25-30% EBITDA margin

3. Build Global Platform

- Develop people & build systems to support our global ambition
- Aligned M&A

How do we get there?

1. **Grow Revenue**
2. **Maintain Margins**
3. **Build Global Platform**

Key Initiatives

Products	Product Strategy	Thought Leadership	New Product Streams	
Delivery	Optimise Delivery Centres		Emerging Markets Strategy	
Sales & Marketing	Build Global Marketing Function	Grow Services Revenue	Elevate Corporate Brand	
Corporate Support	Optimise Corporate Structure	Aligned M&A	Build Global Finance Function	
People & Organisation	Maintain the Hansen Way	Build People Capital	Global Sales Head	New Regional Structure

Building Global Platform – New Structure

A regional operating structure supports our global business

Corporate

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

North
America

Europe &
Middle East

Asia (new)

LATAM (new)

Africa (new)

ANZ

• Account management • Contract management • Services delivery

• First level support • Regional Sales • Regional finance

Delivery Centres

(Melbourne, Auckland, San Diego, Shanghai, Sonderborg)

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

Trading Update & Outlook

- Another solid start to the financial year with the addition of new clients in both the PayTV and Utilities industry verticals:
 - Hinduja Group in India for PayTV
 - e-Rex in Japan for energy
- Maintaining guidance for the 12 months to 30 June 2016:
 - Expect revenues to exceed \$135 million
 - Continue to target an EBITDA margin in the range of 25-30%

Questions

Annual Report for Fiscal 2015

- **The 2015 Annual Report containing the Directors' Report, the Financial Statements, Directors' Declaration and Independent Auditors Report.**
- Representatives of our Company's Auditors, Pitcher Partners, are present and available to answer questions.
- Questions?

Resolutions

Resolution 1

Adoption of Director's Remuneration Report:

- *'In accordance with the requirements of the Corporations Act, adopt the Remuneration Report for the year ended 30 June 2015 as it appears in the Directors' Report within the Annual Report 2015.'*

Proxies received

- **FOR**
 - 45,923,073 shares
 - representing 96.88% of the shares voted by proxy
- **AGAINST**
 - 563,074 shares
 - representing 1.19% of the shares voted by proxy

Resolution 2

Re-election of Mr David Trude:

- *‘That Mr David Trude, a Director retiring by rotation in accordance with the Company’s Constitution and being eligible and having signified his candidature for Office, be and is hereby re-elected a Director of the Company.’*

Proxies received

- **FOR**
 - 86,036,519 shares
 - representing 98.85% of the shares voted by proxy
- **Against**
 - 77,937 shares
 - representing 0.09% of the shares voted by proxy

Resolution 3

Re-election of Mr Peter Berry:

- *‘That Mr Peter Berry, a Director retiring by rotation in accordance with the Company’s Constitution and being eligible and having signified his candidature for Office, be and is hereby re-elected a Director of the Company.’*

Proxies received

- **FOR**
 - 86,660,311 shares
 - representing 98.86% of the shares voted by proxy
- **Against**
 - 68,633 shares
 - representing 0.08% of the shares voted by proxy

Thank you for your attendance

Please join the Directors and Staff for refreshments