

ASX ANNOUNCEMENT



24th August 2016

Hansen Technologies – Fiscal 2016 Results

Hansen Technologies Limited (ASX: HSN) is pleased to announce its financial results for the fiscal year ending June 2016:

- **Operating revenue of \$148.9 million, a 40% increase on FY 2015.**
- **EBITDA of \$45.4 million, an increase of 45.0% on FY 2015.**
- **Net profit after tax of \$26.1 million, a 54.4% increase on FY 2015.**
- **Earnings per share of 14.7 cents, up 42.7% on FY 2015.**

The Directors have declared a final dividend for Fiscal 2016 of:

- **4 cents per share in total with**
 - **3.0 cents per share fully franked.**
 - **1.0 cent special dividend per share fully franked.**
 - **A record date of 6 September 2016.**
 - **Payment on 30 September 2016.**
- 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 Operations for the full year 2016

	FY16 \$A million	FY15 \$A million	Variance %
Operating revenue	148.9	106.3	↑ 40.0
EBITDA	45.4	31.3	↑ 45.0
Profit before tax	36.4	24.0	↑ 51.7
Income tax expense	(10.3)	(7.1)	↑ 45.0
Net profit after tax	26.1	16.9	↑ 54.4
Earnings per share	14.7 cents	10.3 cents	↑ 42.7

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Hansen's Chief Executive, Andrew Hansen said, "Hansen is once again pleased to announce a strong performance across the 2016 year. Both revenue and earnings per share growth have exceeded all previous benchmarks as we have continued to expand our business offshore.

The strong performance is something that our global team has contributed to and is an achievement that our world wide staff are very proud of. I would like to thank everyone of them for their commitment and contribution in delivering this result."

Key Milestones

The results include for the first time a full year's contribution from the TeleBilling business purchased in May 2015 which extends our telecommunications and Pay TV offering into central and northern Europe. It is exciting that this business has delivered new customers to Hansen in its first year of operations as part of the Hansen Group.

Our strong customer relationships and the delivery of a number of new clients across the year has resulted in an unusually high period of organic growth. The careful planning around the delivery of these systems and customer solutions has produced a year of strong staff utilisation allowing us to deliver an EBITDA margin of 30.5% which is at the upper end of our target range.

With the business continuing to expand internationally our investment in key staff has continued across the period. We believe it is important to ensure that the business is well supported as it continues to grow in regions outside of Australia. This investment will continue into the future.

The cash flow from operations continues to be strong across the business enabling us to retire all debt and accumulate cash into the close of the financial year.

Hansen's Board of Directors has declared a final dividend totalling 4.0 cents per share franked to 100%. The final dividend comprises a dividend of 3.0 cents per share fully franked and a special dividend of 1.0 cent per share fully franked. The board has chosen to declare a special dividend this year in light of the strong profit performance across the year and the availability of franking credits due to the current strength of the company's franking account.

Looking Ahead

Hansen remains committed to enhancing shareholder value through the delivery of profitable growth through the support of existing customers, the delivery of

new sales and the execution of strategic acquisitions. Our acquisition strategy remains unchanged as we continue to invest in the global infrastructure that is necessary to sustain the growth of the business in the global markets in which we operate.

As we look to the current financial year ahead we will complete the integration of PPL Solutions, acquired effective 1 July 2016. This acquisition has further diversified our business and expanded our operations within the US market.

For FY 2017 we anticipate revenue will be in the range of \$165 million to \$175 million and we continue to target an EBITDA margin between 25% and 30%.

For more detail relating to the Hansen business please refer to the results presentation.

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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, Peace, 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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