



Investor Presentation
Goldman Sachs Small/Mid-Cap
Conference
28 April 2017

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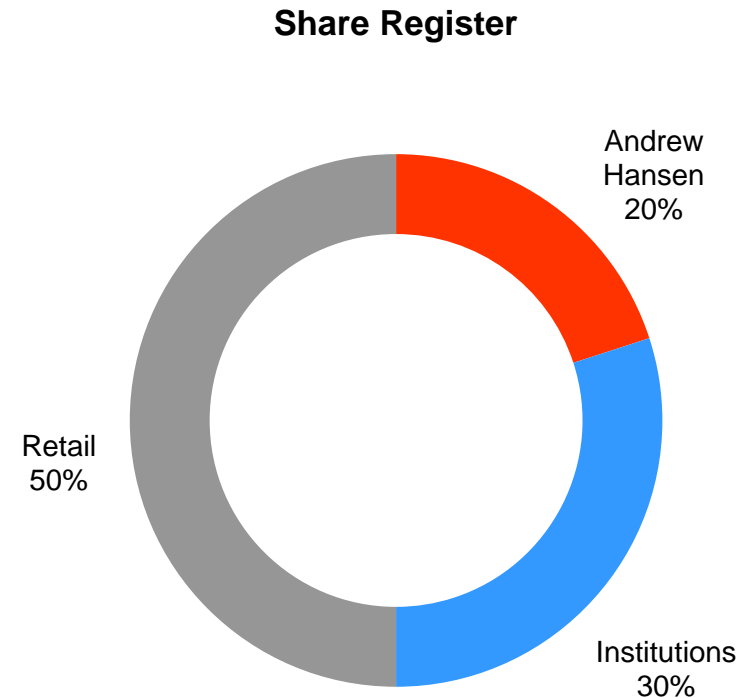
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All dollar values are in Australian dollars (A\$) unless otherwise stated.

About Hansen

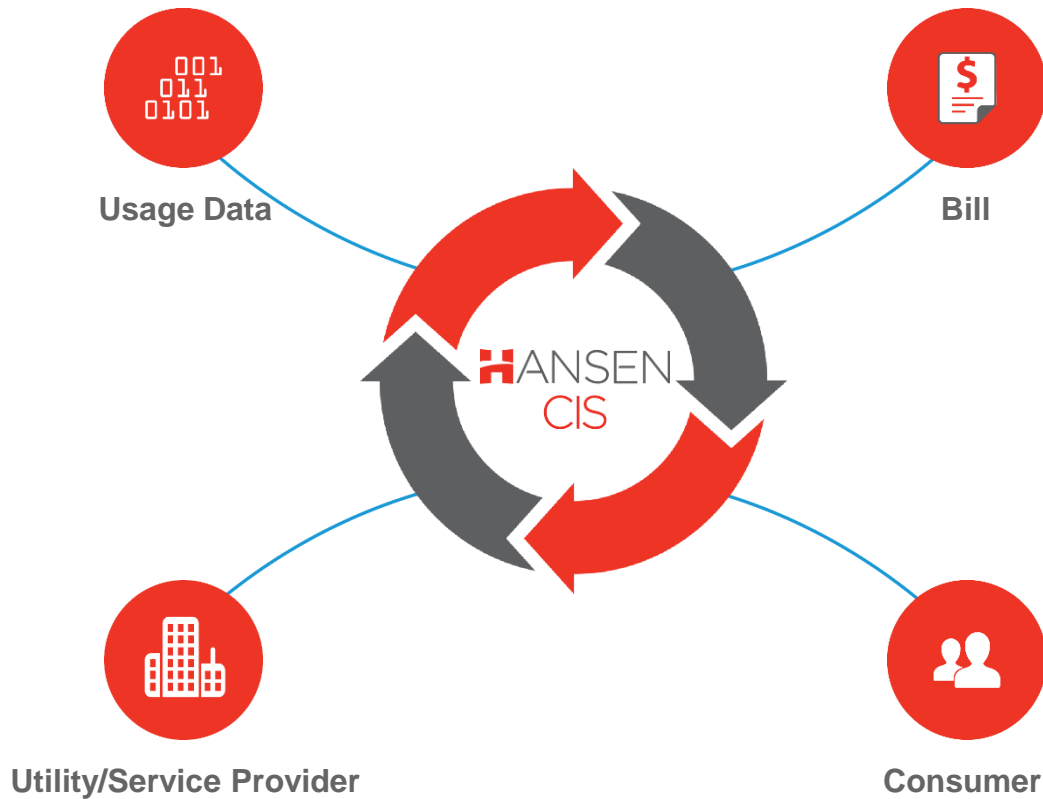
- 40+ years in operation
- Listed on ASX in 2000
- ~A\$620m market capitalisation
- Leading global provider of billing and customer care solutions to 4 industry verticals:
 - Energy
 - Water
 - Telcos
 - Pay TV
- ~200 customers in 45+ countries
- 800+ staff spread globally to support our customers



As at March 2017

Hansen – a provider of billing and customer care solutions

Our Customer Information Systems (CIS) manage the lifecycle of a consumer
– from usage data to cash



Who for?



Energy providers



Water companies



Telcos



Pay-TV operators

Our competitive advantage is ...



Our focus

... we only do billing

Our global presence

... both in developed & emerging markets

Our sector diversity

... across energy, water, telcos and pay-tv

Our track record

... we've built significant credibility & referenceability

Our people

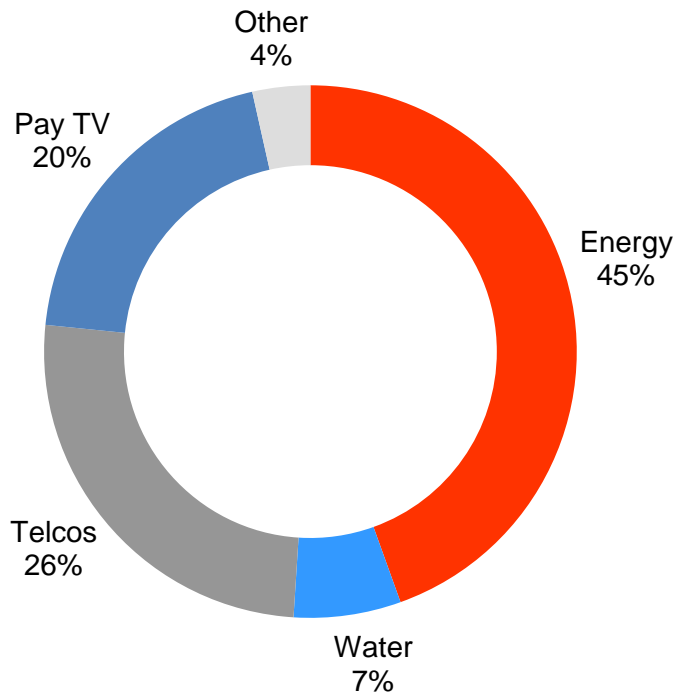
... their deep experience & expertise – with average tenure of more than 7 years

Our partnerships

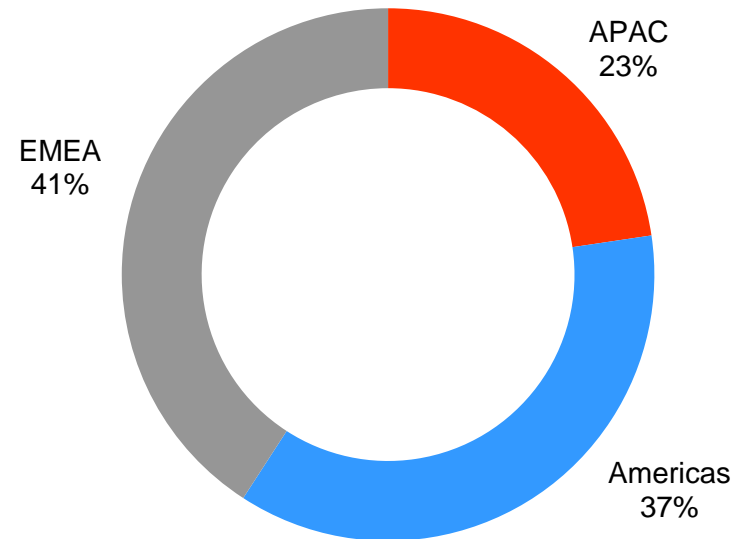
... the long term, one-to-one relationship we have with our customers

A diversified customer base across multiple industries and geographies

Revenue by Vertical




Revenue by Region



Based on 1H 2017 Revenue

200+ customers ... mostly Tier 1 / Tier 2 names

Utilities	Telcos	Pay TV
		

The Hansen / Customer relationship



Long-term partnership

... we're there to deliver & support business outcomes for our customers



One-to-one relationship

... we deploy our applications ourselves – rather than use third-party system integrators



Managed service offering

... for many of our customers we also host/manage our application – so they can focus on running their business



Recurring revenue model

... our preferred model is ongoing periodic fees – rather than upfront licence fees

800+ staff spread across 15 offices to support our customers



Macro drivers of new opportunities



Competition

- Deregulating markets encourages new participants – e.g. Japanese energy market
- Competitive forces drives market differentiation – requiring more sophisticated systems



Complexity

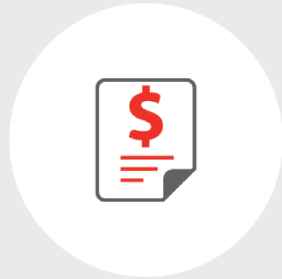
- Bundling of products by service providers – owning more of the home
- Smart meters – creates more data and enables new pricing structures



Change

- Digitisation – expands the service offering
- Technology – drives the refreshing of legacy systems
- Burgeoning emerging market middle class – expands the user base of services

What we are looking for in acquisition opportunities



**Business
is billing**

... or adjacent thereto



**Owns
its IP**

... that is proven in
the marketplace



**Strong customer
base**

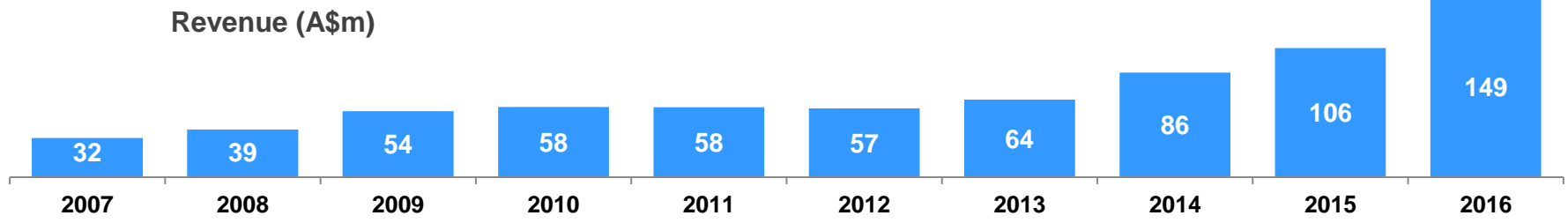
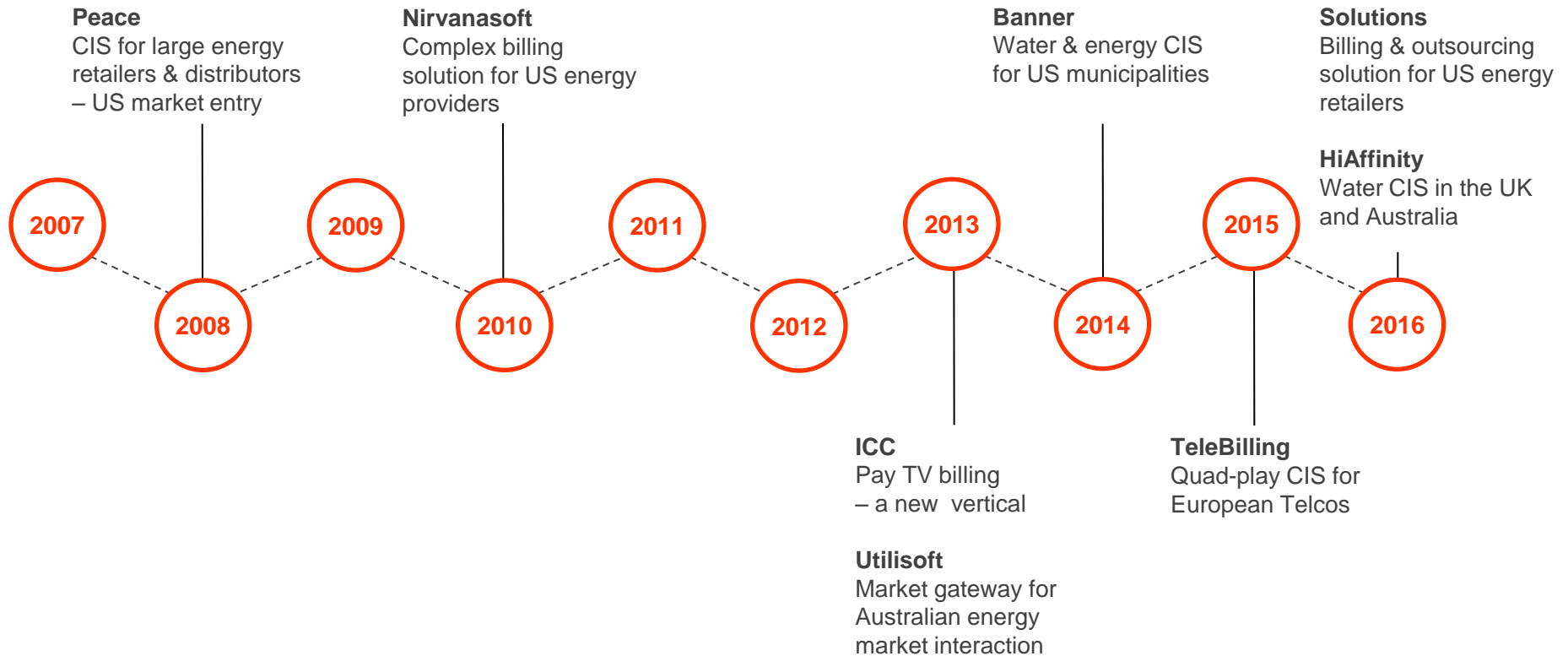
... that will deliver
recurring revenues
and we can build
upon



**Extends our
footprint**

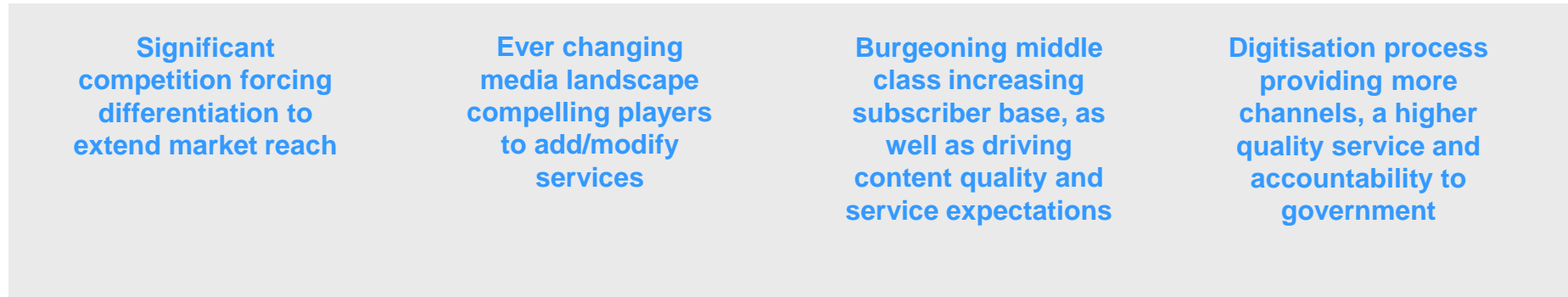
... into a new
geography, market
segment or industry
vertical

A successful track record of strategic acquisitions

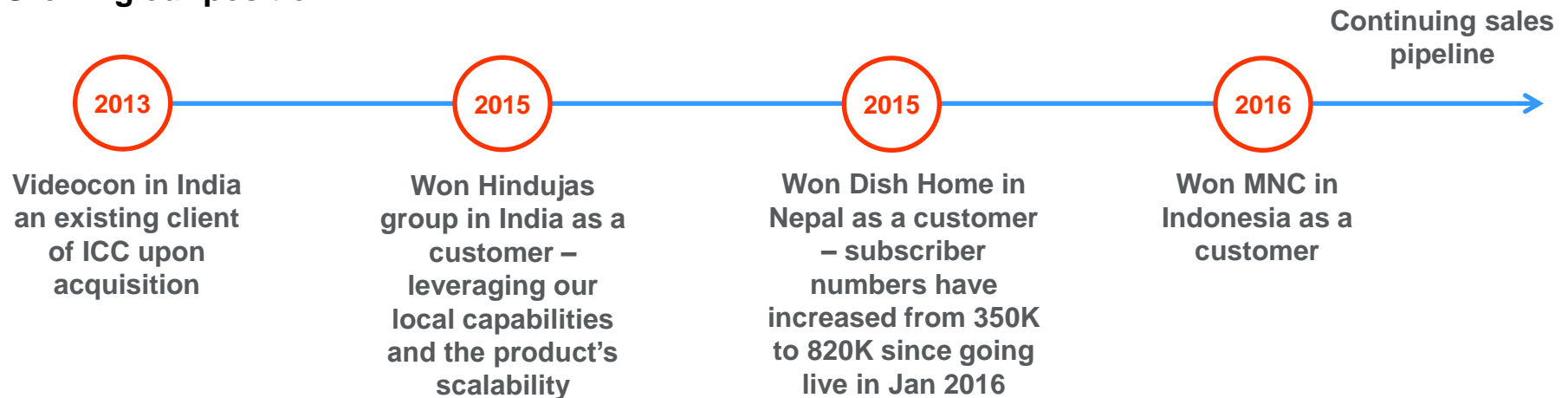


Case Study: Expanding our position in the Asian pay-tv market

Asian pay-tv market: multiple drivers are at play ...

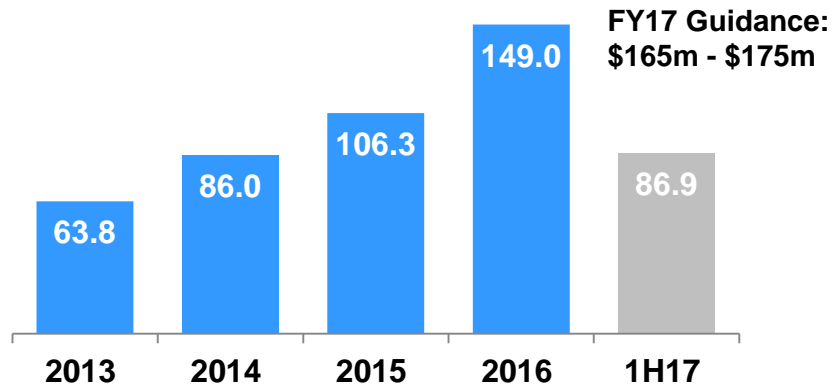


Growing our position:

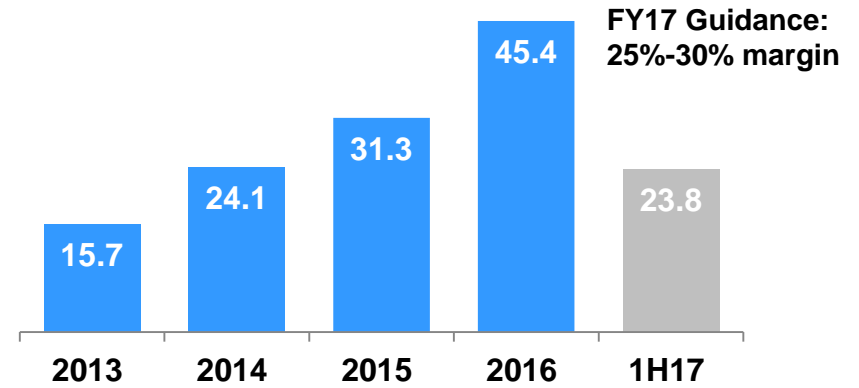


Financial snapshot

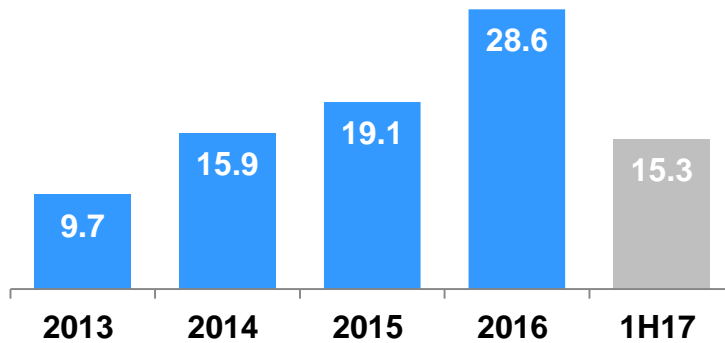
Revenue (\$m)



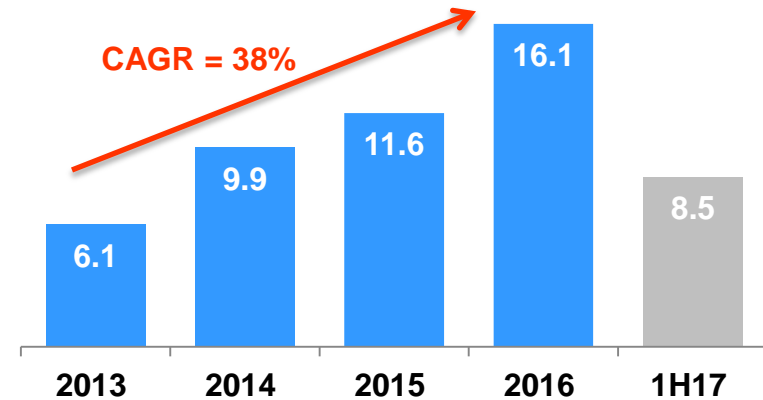
EBITDA (\$m)



NPATA¹ (\$m)



EPS² (c)



1. NPATA = Net profit after tax excluding amortisation of acquired intangibles

2. EPS based on NPATA

Hansen summary

- 1 Diversified customer base across multiple industries and geographies
- 2 “Sticky” customer base
- 3 Business model drives recurring revenue streams
- 4 Exceptionally talented team of in-house industry experts
- 5 Strong credibility and referenceability
- 6 Strong cash generation and financial position (\$17.8m of cash and \$2m of debt at Dec-16)
- 7 Successful track record of adding shareholder value via acquisitions