

HANSEN FOR ENERGY, UTILITIES & COMMUNICATIONS

Powering the Next Energy and Communications Based Experiences



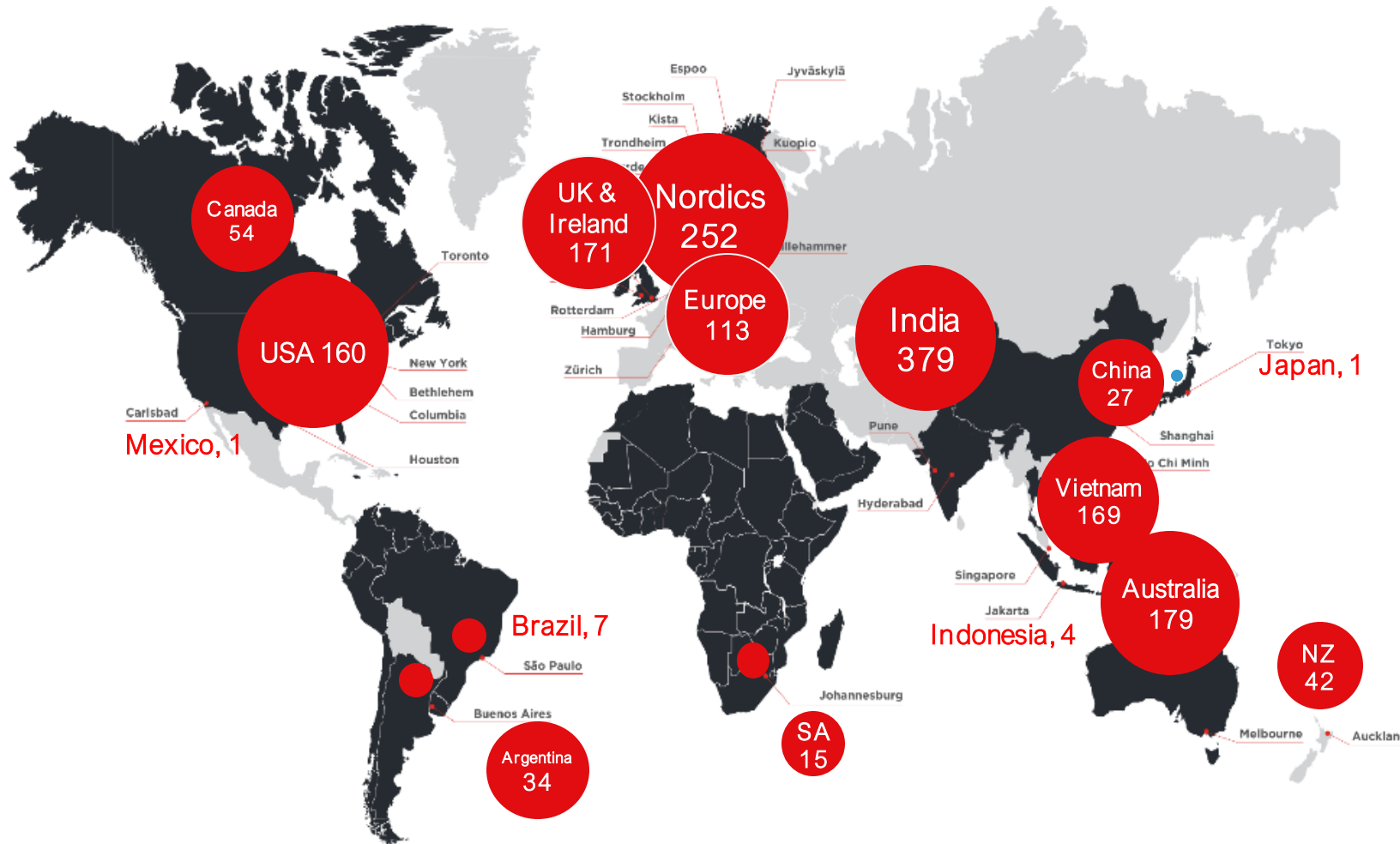
A background image of a diverse group of business professionals in a meeting. A man in the foreground is gesturing with his hands while speaking to a group of people seated around a table. The scene is brightly lit, suggesting a modern office environment.

INTRODUCING HANSEN



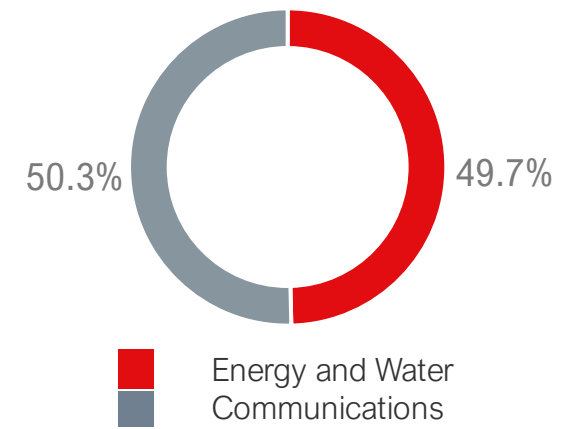
We develop and implement purpose-built software
for Communications and Media companies
and Energy & Utilities to
create, sell and deliver new products and services,
manage revenue
and **engage customers**
in the essential and next new digitally enabled experiences

DISTRIBUTED GLOBAL BUSINESS TO MAXIMISE GLOBAL GROWTH OPPORTUNITIES



1,600+ TOTAL FTE
600+ CUSTOMERS (TIER 1 & 2)
80+ COUNTRIES

REVENUE BY VERTICAL



SELECT HANSEN CUSTOMERS



B2B Business Transformation



Cloud-native 5G network platform



B2C and B2B Mobile Digital Transformation



B2C Connected Car Enablement



Billing & customer care to manage regulations and deliver a great experience to energy consumers



B2C and B2B Transformation



Consumer Mobile Billing and Care



End-to-End Pay-TV Billing



Cloud Native digital transformation of business support infrastructure



Consumer Pay-TV Billing and Care



Enabling the monetisation of the IoT Marketplace



Billing and care to manage regulations and deliver a great experience to energy consumers



Multi-service Rollout for New B2C Digital Services



Using Hansen billing and customer care to support Nordic energy retailers



Cloud-based EDI transaction processing solution supporting 10M end-customers



B/OSS Harmonisation to Improve B2C Customer Experience



Omni-channel sales solution for B2C content, cloud and apps



Reduction of Provisioning Fallout for B2C Quad play

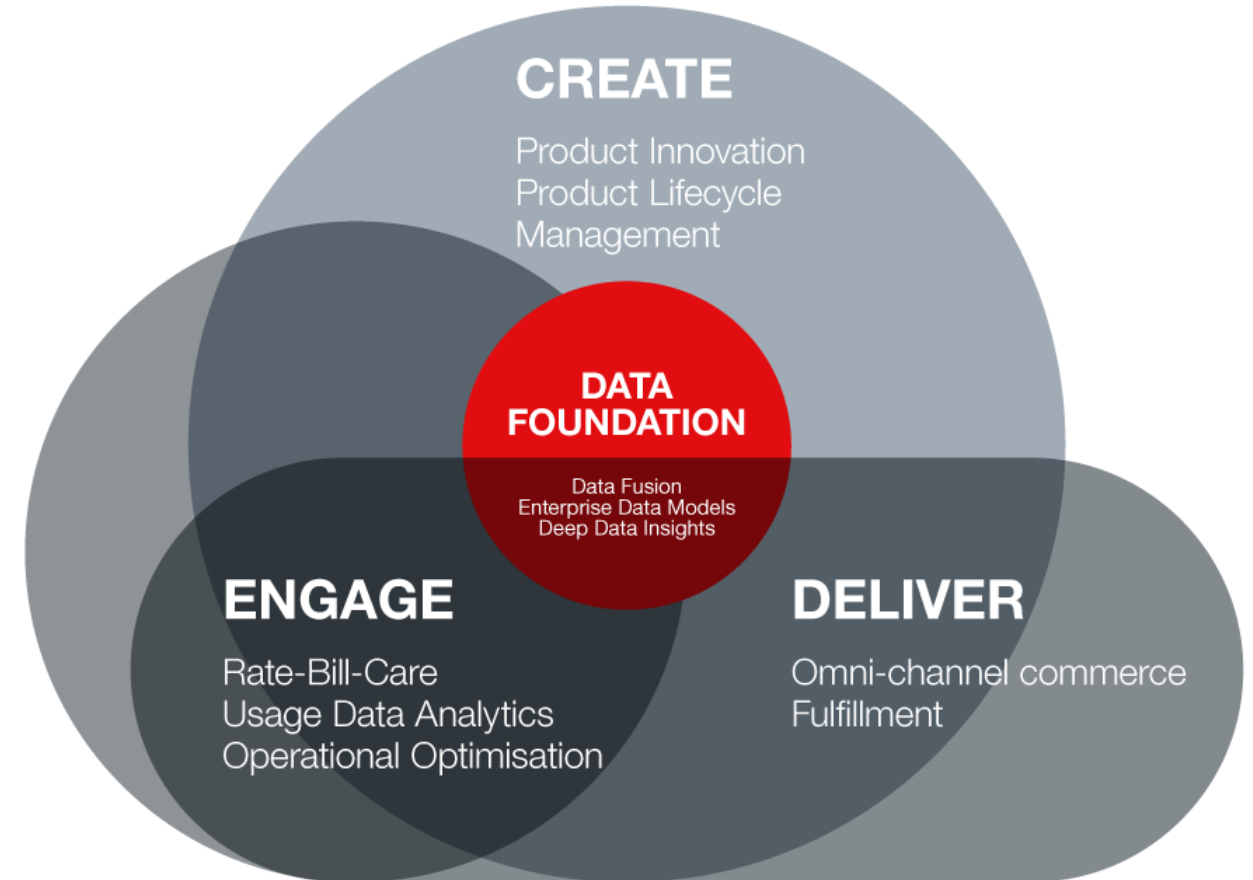
ENABLING COMPANIES CORE COMMERCIAL BUSINESS MODEL

CREATE.
DELIVER.
ENGAGE.

Turning the imaginable into new product innovation without obstacles

Sell across channels without friction and deliver as promised

Engage and optimise at every point of the customer journey



HansenSuite

for Energy & Utilities

■ HansenCIS

Commercial off the shelf customer care and billing lifecycle management

■ HansenCatalog

Commercial product and technical service catalog and lifecycle management

■ HansenMDM

Metered AMI, calculations and disseminating event management

■ HansenCPQ

Cross-market omni-channel quote and order capture

■ HansenTrade

Automated energy trading, optimisation and risk management

■ HansenInsight

Business and operational data analytics and decisioning

■ HansenMarket-Message

Market messaging and market transaction handling

HansenSuite

for Communications, Technology & Media

■ HansenCatalog

Commercial product and technical service catalog and lifecycle management

■ HansenPortfolio

Installed product, service and resource inventory management

■ HansenCPQ

Omni-channel quote and order capture

■ HansenProvision

Network service and device activation

■ HansenOM

Commercial and technical order über-orchestration and fulfillment management

■ HansenCCB

Lead-to-cash customer care and billing for pay-media and communications service providers



WHY CUSTOMERS CHOOSE HANSEN

PROBLEMS WE HELP SOLVE

1 CLOUD/NATIVE
TRANSFORMATION

2 GROW BUSINESS IN
NEW EMERGING
SPACES

3 SERVICE INNOVATION
& AGILITY

4 DIGITAL
TRANSFORMATION



5G Service Innovation



Verizon IoT



Sustainable Energy Growth



THE INDUSTRIES WE SERVE ARE SHIFTING

Leaders in our industries are creating new types of Energy and Telecom related experiences



Bringing their IoT vision to life in a Marketplace of things



Diversifying from pure Energy Retail to broader suite of products and services



Create new digital products in minutes; launch within hours for 200M subscribers



Bringing renewable energy to communities

- NEW SERVICES AND EXPERIENCES
- FASTER SERVICE INNOVATION

- FASTER MORE EFFECTIVE SELLING
- AGILE AND CLOUD-ENABLED

- SUSTAINABLE/RENEWABLE SOLUTIONS
- DEEPER PROCESS AUTOMATION



Automation of Trading processes for dynamic energy sourcing



Open RAN virtualized 5G network for mass-market and enterprises; full cloud-native IT and 5G services journey



Cloud-based digital transformation



Radical transformation of IT infrastructure to cloud-native across all brands in Germany

STRONG FINANCIAL FOUNDATION

Summary Balance Sheet (A\$'000)

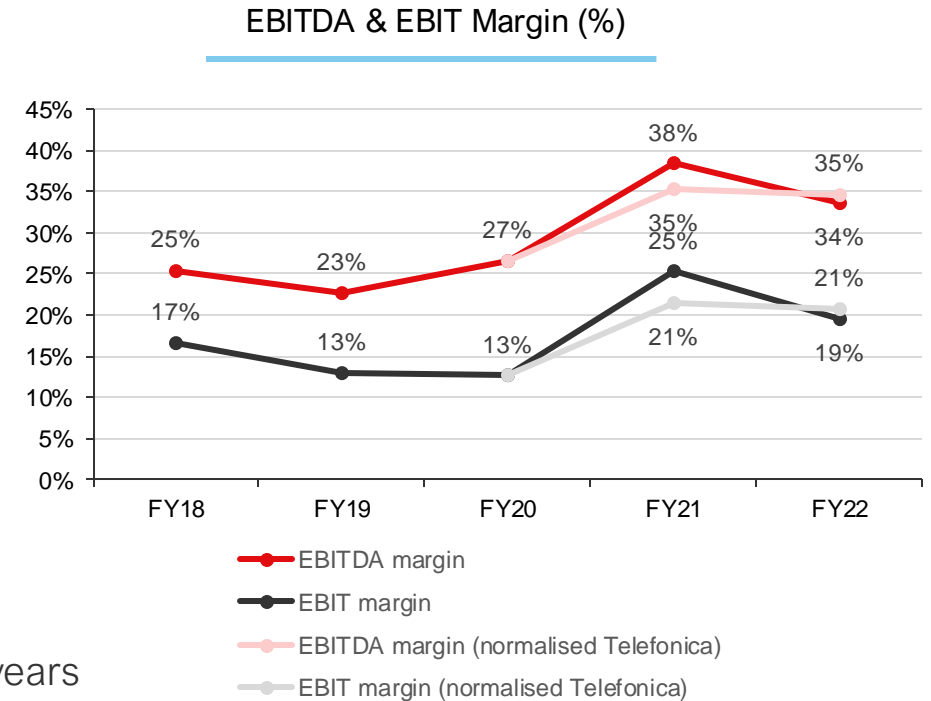
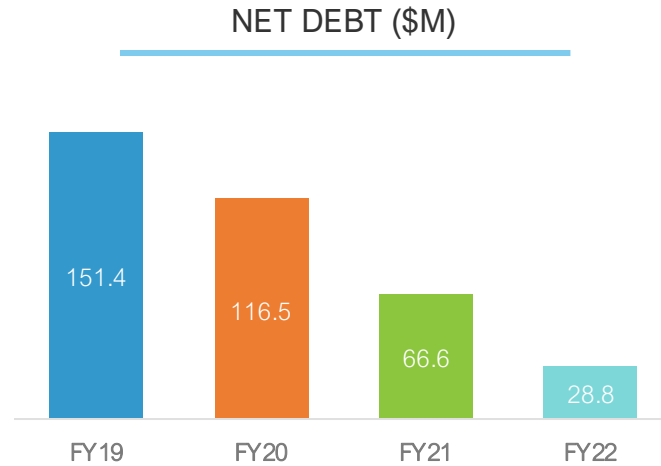
	Jun-21	Jun-22
Cash and cash equivalents	52,138	59,631
Accrued revenue	24,303	21,657
Other assets	13,023	10,937
Receivables	77,413	56,010
Intangible assets	356,153	344,475
Current tax receivable	-	2,924
Plant, plant and equipment	12,590	14,444
ROU asset	16,157	12,968
Deferred tax asset	9,404	7,781
Total Assets	561,181	530,827
Current tax liability	10,983	-
Lease liability	16,874	13,875
Provisions	16,875	15,504
Trade payables	37,224	23,989
Unearned income	35,161	40,851
Borrowings	117,507	87,912
Deferred tax liability	38,038	35,588
Total Liabilities	272,662	217,719
Net Assets	288,519	313,108

Note: Reported annual results.

1. Leverage ratio: net debt (including pre-paid borrowing costs)/EBITDA excluding impact of IFRS16 and non-recurring item

RESILIENCE PAYS DIVIDENDS, REDUCES DEBT

Strong business principles focused on customer needs delivers results



Our position:

- Strong consistent cash flows have retired over \$120m of debt in a little over 3 years
- Consistent free cash flow has delivered an improved return to shareholders over the same period
- A strong balance sheet places the business in a great position to responsibly leverage the business to take advantage of growth opportunities.

LONG HISTORY OF SUSTAINED & PROFITABLE GROWTH

- 50+ years history in providing mission-critical IT solutions
- Publicly listed since 2000
- 600+ global customers
- Average customer lifetime of 10+ years; <2% annual churn
- 1600+ employees, 6+ years tenure; 17 years average at the leadership level
- Eight successful acquisitions over past ten years
- 12.2% CAGR over last 5 years



QUESTIONS

 HANSEN