

Hansen 2024 AGM – Chairman’s Address and Global CEO & Managing Director’s Presentation

Today’s AGM address by Hansen Technologies Chairman – David Trude, and presentation by Global CEO & Managing Director– Andrew Hansen, are attached, along with the associated presentation slides.

Further information about the virtual AGM, including the Notice of the AGM, can be accessed online at <https://www.hansencx.com/investor-relations/>

This announcement is authorised by the Board.

Julia Chand – Company Secretary

For further information:

Investor and analyst enquiries

Peter Beamsley
Head of Investor Relations and Sustainability
+61 438 799 631
Investor.relations@hansencx.com

About Hansen

Hansen Technologies (ASX: HSN) is a leading global provider of software and services to the energy, water and communications industries. With its award-winning software portfolio, Hansen serves customers in over 80 countries, helping them to create, sell, and deliver new products and services, manage and analyse customer data, and control critical revenue management and customer support processes.

For more information, visit www.hansencx.com

Chairman's Address

Introduction

Good morning ladies and gentlemen.

My name is David Trude and as Chairman, I welcome you to the 25th Annual General Meeting (AGM) of Hansen Technologies Limited.

This is the fifth year our AGM is being held virtually, and we are very pleased to have everyone participating online through our virtual meeting platform provided by our share registrar Link Market Services Limited.

If we experience any technical issues today, a short recess or an adjournment may be required depending on the number of shareholders being affected. If this occurs, I shall advise you accordingly. Voting on resolutions is open and will remain so until five minutes after the end of the meeting. If anyone has questions throughout today's presentation, please submit them and we will answer them at the end of the AGM.

Now for the formalities of the meeting.

Notice of the meeting was duly given, and the meeting has been properly convened. We will turn to resolutions later in the meeting. Please note that only shareholders, proxy holders or shareholder company representatives may vote.

I note that there is a quorum present, and I declare the meeting open.

On page 3 I would like to introduce my colleagues joining me at this AGM:

- Andrew Hansen – Global CEO and Managing Director who is joining us by phone

Our Non-Executive Directors:

- Bruce Adams – Deputy Chairman
- David Osborne
- David Howell
- Don Rankin
- Lisa Pendlebury, and
- Rebecca Wilson

I would also like to introduce our Company Secretary Julia Chand, as well as representatives from our auditors, RSM Australia Partners.

Today's meeting will comprise three components.

I will begin with some high-level commentary on Hansen's FY24 performance.

Our CEO & Managing Director, Andrew Hansen, will then go into greater detail presenting the year's highlights and the Company outlook for FY25.

Once we have completed the presentations, we will move on to consider the formal business set out in the Notice of Meeting. Voting on the resolutions will be conducted by way of poll.

ASX / Media Release

Shareholders attending the meeting online will be able to cast their vote using the electronic voting card received when online registration is validated. As previously advised, voting on resolutions is open and will remain so until five minutes after the end of the meeting. Please refer to the virtual meeting online portal guide or use the help-line specified.

Shareholders participating online through the virtual meeting website that wish to ask a question, please click on the 'Ask Question' button, type your question, and click submit. Shareholders participating via the phone-line, if you wish to ask a question, please press STAR ONE on your keypad.

I encourage shareholders who have questions about the resolutions, to submit their questions via the online platform now, or as soon as possible. Shareholders' questions that are specific to a resolution will be responded to as the applicable resolution is introduced.

FY24 Overview

To start with, and before I provide a recap of Hansen's FY24 results.

Recognising the historical growth and the strong prospects for future growth, the business reorganised during FY24 into two vertical streams with a streamlined executive team.

This evolution brings an industry focus and alignment of resources into two verticals, allowing targeted sales and marketing efforts to more effectively identify growth opportunities under David Castree and Scott Weir.

Niv Fernando is also welcomed back to lead Strategy, M&A and own Corporate Marketing and HR functions.

The two vertical structures realign existing teams into logical ownership with a focus on tight margin control and this structure allows for growth through M&A within the vertical, supports the potential bolt-on of a 3rd vertical and creates a more robust succession planning capability through multiple organisational layers.

Andrew will be providing an update on the powercloud business later in the presentation.

FY24 Highlights

FY24 has been a great year for the Hansen core business, supplemented by the recent powercloud acquisition.

Operating revenue is up 7.3% from FY23 excluding powercloud and 13.2% at a Group level. Energy & Utilities revenue is up 14.7% and no one customer contributes more than 8% of total FY24 revenue. We are well diversified by region, vertical and customer.

Our Cash EBITDA excluding powercloud, which is underlying EBITDA less capitalised R&D, has been increasing steadily since FY19 and is up 10.8% on a CAGR basis reflecting the strong, stable and cash generative nature of our business.

We have had 11 Strategic wins in 12 Months. During the year we have had major Energy & Utilities wins across Europe, including SSE, Fortum, EPV, Stockholm Exergi, Vattenfall and Varberg Energi. With Cenergy Power, New Mexico Gas and the City of New Bern in the Americas.

ASX / Media Release

From an Innovation standpoint, we capitalise only a small portion of our overall R&D. In addition to the 400,000 hours of innovation shown on this slide, we deliver significant amount of billed innovation activities across many of our products.

The powercloud integration is on track and a key customer, EWE, is extending their partnership for at least another five years. We have established a new leadership team, reviewed capacity and made structural changes and the business is being restored to profitability throughout the course of FY25.

Finally, to help us achieve our sustainability goals we've taken a step forward at Hansen by developing and integrating a comprehensive global Sustainability Strategy into the core of our operations, with some key sustainability achievements also completed in FY24.

FY24 Revenue and Earnings

On page 7 of the presentation, you can see the core Hansen numbers as well as the powercloud acquisition completed in Feb 2024.

Andrew will discuss our powercloud integration efforts in more detail later, but you can see that for the first five months of ownership, and while we turn powercloud around, there has been an anticipated impact to the overall group margins.

I'm very proud to say that Cash EBITDA, which is underlying EBITDA less capitalised R&D in the Core Hansen business, has increased 11.1% on last year, now up to \$87.1m.

Aligned with our guidance prior to our acquisition of powercloud, our Core business Underlying EBITDA margin for FY24 was 30%.

Before I hand over to Andrew, I would like to acknowledge my fellow Director David Osborne. David has decided to retire and will not be seeking re-election. David has played a significant role at Hansen and has had a long-standing association with the Company and was a Board member for some years prior to the Company's listing on the ASX. The Executive team, the Board and I would like to thank David for his dedication and support over the years and wish him well for the future.

Over to you Andrew.

Global CEO & Managing Director's Presentation

Thank-you Chairman and good morning everyone.

Before I go through the presentation, I too would like to spend a few moments to discuss David Osborne.

David has been a continuous Non-Executive Director of the Group since 2006. His experience and dedication have been a great asset for the company, and I would like to thank David for his support for the Company and for me personally over the years.

David has helped Hansen to evolve into the global business it is today and is leaving us in a fantastic position for further growth and expansion.

David thanks for your support and direction over the years.

About Hansen

On page 9 you can see our Values and our Mission.

As a business that has been listed on the ASX since 2000 I think we can take for granted that our shareholders know who we are and understand the strength, stability and predictability of the Company and our M&A strategy.

Hansen has market leading technologies that provide mission critical support for our customers across the globe. We are at the forefront of helping the two main industries we serve, Communications and Energy, through the rapid digital transition they are navigating.

We are very proud to support both mission critical industries, balancing customer success with our success and long-term profitability.

A long-term track record of value creation through M&A

We have been successfully growing organically and via a series of successful acquisitions, helping to expand our reach and offerings, and we have a very strong balance sheet and are well positioned to purchase and integrate future acquisitions.

Since 2008 we have acquired and successfully integrated 8 businesses and have achieved a 14.7% Operating revenue CAGR and a 14.3% EBITDA CAGR since then.

We take a very careful approach to M&A and have a defined playbook to both acquire and integrate business.

Ultimately, we are a business that spends the money like it's our own and we don't do a deal unless it makes complete commercial sense.

ASX / Media Release

Meet the executive team - ready for the next phase of growth

Before I discuss the dynamics we are seeing in the market-place I thought I should spend some time on the recent leadership changes.

The leadership team is designed to prepare the company for the next growth phase. We have introduced reporting under two verticals, being Energy and Communication. This brings an industry focus and alignment of resources into the two verticals under David Castree and Scott Weir

Darren Meade, a long-term executive, leads our IT organisation and continues to oversee global delivery standards as well as M&A support when required and Niv Fernando is welcomed back to lead Strategy and M&A.

I have resumed the combined role of Global Managing Director and CEO.

This new structure realigns existing teams into logical ownership building upon the tight margin control that has existed within Hansen for many years.

This structure also allows for growth through M&A, supports the potential bolt-on of a 3rd vertical and creates more robust succession planning.

Both verticals are well diversified across the globe

At Hansen, we support two industry sectors – Energy & Utilities and Communications & Media and each of our verticals has a strong presence.

Both of these sectors are incredibly dynamic and in exciting transition phases. As a Group we are uniquely positioned to help accelerate our customers' transition and transformation.

These dynamic changes are helping to drive solid growth prospects for Hansen and it was very pleasing to note the Energy & Utilities vertical delivered nearly 15% organic growth in FY24.

The Communications & Media segment is a little different to the Energy & Utilities segment. Energy & Utilities growth is driven by their need to manage regulatory compliance and the transition to Distributed Energy Resources.

The Communications & Media operators are essentially technologists. During Covid and the years immediately following, the sector has been cautious to invest in large scale transformational technology programs. This is changing and we anticipate a stronger performance in FY25 with several late-stage new logo discussions in the communications space across the main regions we operate in.

Sustainability

The reporting of our Sustainability metrics is becoming mandatory and there are various requirements across the globe. We are carefully ensuring we manage all our requirements from regulators, customers and the expectations of our investors.

As a global company, operating in many diverse markets, we play an integral part in helping our customers in their own sustainability efforts.

ASX / Media Release

We are taking a phased approach on our journey to become net-zero. I am delighted to share that for the third year in a row our Australian operations have been certified as carbon neutral by Climate Active. More importantly, our Australian emissions are declining even as our business is growing.

In FY24, we developed and began implementing a global Sustainability Strategy and I'm proud to state that we have exceeded the expectations of our sustainability roadmap and delivered our inaugural Climate Report during FY24.

The climate report sets the foundation for Hansen in its preparation for Australia's forthcoming mandatory climate-related financial disclosure standards.

powercloud restructuring is near completion

We have updated the powercloud strategy to align with its original thesis to deliver innovative solutions to the DACH region.

We have been focusing on nurturing existing customer relationships and prospects through the market-leading Retail Core Service (RCS) application. We have allocated additional investment to R&D for the RCS application to reinforce its market leadership. powercloud is also deepening its collaboration with Hansen Technologies.

I'm pleased to advise that the turnaround of powercloud is on track and will be EBITDA positive during 2H25.

powercloud restructure

Since acquiring and updating the powercloud strategy we have rationalised the structure from approximately 390 staff to 140 staff.

We have been carefully listening to the powercloud customers to deliver mutually beneficial outcomes. As mentioned earlier we have refocused our R&D efforts on the core system, RCS which is what our clients have been wanting.

We have reviewed and adjusted the fixed cost base and there are more potential medium-term savings available. Since acquiring, we have reduced the cost base by approximately \$27m AUD on an annualised basis.

The strategic rationale for acquiring powercloud remains, with significant potential upside as the German energy market transforms over the medium term.

FY25 Guidance reaffirmed

We are very happy to state that the powercloud turnaround is nearing completion and the business will be profitable in the coming months.

The step change in topline growth achieved over the last 2 years is expected to continue from the diversified global business.

ASX / Media Release

The Group's guidance for revenue remains unchanged. We are experiencing current FX headwinds but the global FX rates in November are moderating and it's still early in the year.

We would like to highlight that 2H25 is expected to be significantly stronger due to the timing of the powercloud turnaround and timing of licence fees and upgrade revenues.

From a Group EBITDA perspective, we remain confident of delivering between \$92m - \$101m of EBITDA.

Like revenue, we expect our EBITDA to be heavily back halved and it's pleasing to see powercloud returning to profitability earlier than originally anticipated.

Note we have excluded one-off restructuring costs of approximately \$7m from guidance.

Due to the natural currency hedge Hansen has by region, driven by the localised cost base, we don't see the current FX headwinds materially impacting bottom line.

FY25 Outlook

We are confident and encouraged by our progress so far in FY25.

The powercloud business restructuring is on track after a significant turnaround, largely completed within 9 months.

We have several significant new opportunities across both verticals that we are aiming to close in the next 12 months and the new vertical structure announced in June is now successfully embedded and is driving clear outcomes.

Our balance sheet is in excellent shape and the M&A pipeline remains robust. We are ready and willing to transact for the right acquisition.

We remain highly confident in the Company's ability to deliver growth in the medium term. Most importantly, we expect that the industry tailwinds the business is experiencing should persist beyond FY25.

Back to you David for the formal part of today's meeting.

ANNUAL GENERAL MEETING

21st November 2024

IMPORTANT NOTICE

This presentation has been prepared by Hansen Technologies Limited (Hansen)

Information contained in this presentation:

- Is intended to be general background information only, and is not intended that it be relied upon as advice to investors or potential investors and is not an offer or invitation for subscription, purchase, or recommendation of securities in Hansen.
- Should be read in conjunction with Hansen's financial reports and market releases on ASX.
- Includes forward-looking statements about Hansen and the environment in which Hansen operates, which are subject to significant uncertainties and contingencies, many of which are outside the control of Hansen – as such undue reliance should not be placed on any forward-looking statements as actual results or performance may differ materially from these statements.
- Includes statements relating to past performance, which should not be regarded as a reliable guide to future performance.
- Includes certain financial information not recognised under IFRS which Hansen considers useful to assist in evaluating Hansen's performance – however, such information has not been subject to audit or review in accordance with Australian Auditing Standards.

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

Definitions:

- FY19 = financial year ended 30 June 2019
- 1H23 = six months ended 31 December 2022
- 2H23 = six months ended 30 June 2023
- FY23 = financial year ended 30 June 2023
- 1H24 = six months ended 31 December 2023
- 2H24 = six months ended 30 June 2024
- FY24 = financial year ended 30 June 2024
- FY25 = financial year ended 30 June 2025
- EBITDA* = Earnings before interest, tax, depreciation and amortisation, excluding net foreign exchange gains (losses)
- Underlying EBITDA* = Earnings before interest, tax, depreciation and amortisation, excluding net foreign exchange gains (losses), not including non-recurring items
- Underlying Cash EBITDA* = Underlying EBITDA, less capitalised development Costs
- NPAT = Net profit after tax
- NPATA* = Net profit after tax excluding tax effected amortisation of acquired intangibles and non-recurring items
- EPSa = Earnings per share on NPATA

* EBITDA and NPATA are non-IFRS measures that have not been audited or reviewed by Hansen's auditors.

CEO, BOARD OF DIRECTORS & COMPANY SECRETARY

Shown below are the Hansen Board of Directors and the Company Secretary.

Details of each Director's qualifications, experience and special responsibilities are set out in the 2024 Annual Report.



Mr Andrew Hansen
Global CEO and
Managing Director



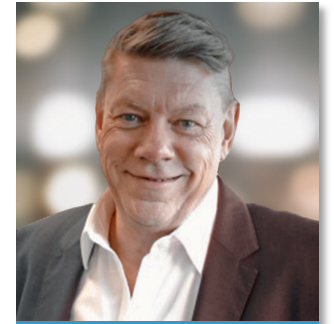
Mr David Trude
Chairman



Ms Julia Chand
General Counsel and
Company Secretary



Mr Don Rankin
Non-Executive Director



Mr David Howell
Non-Executive Director



Ms Lisa Pendlebury
Non-Executive Director



Mr David Osborne
Non-Executive Director



Mr Bruce Adams
Non-Executive Director



Ms Rebecca Wilson
Non-Executive Director

AGENDA

- Chairman's Address
- CEO's Presentation
- FY25 Update
- Formal Business



CHAIRMAN'S ADDRESS

David Trude - Chairman

FY24 HIGHLIGHTS



Operating revenue up 7.3%* from FY23

13.2% Operating revenue growth from FY23 including powercloud. Energy & Utilities revenue up 14.7%, No one customer contributes more than 8% of total FY24 revenue.



11 Tier 1 & 2 wins in twelve months

Major Energy & Utilities wins across Europe, including SSE, Fortum, EPV, Stockholm Exergi, Vattenfall and Varberg Energi. With Cenergy Power, New Mexico Gas and the City of New Bern in the Americas.



Sustainably focused operations

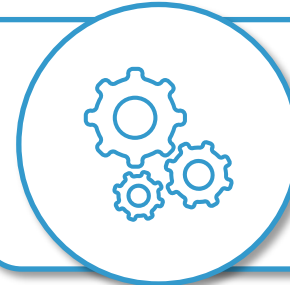
Implemented global Sustainability strategy - a blueprint for sustainable value creation that connects the business strategy to sustainability issues.

* Excluding the acquisition of powercloud



Underlying Cash EBITDA up 11.1%*

Demonstrating ongoing strong cash generation Hansen's (ex. powercloud) Underlying Cash EBITDA has increased 11.1% to \$87.1m since FY23.



~400,000 hours of innovation annually

We capitalise only a small portion of our overall R&D. In addition to these hours, we deliver significant billed innovation activities across many of our products.



powercloud integration progressing

EWE and powercloud extended their contract for another five years. We have established a new leadership team, reviewed capacity, made structural changes and continue to focus on addressing the risks of the turnaround strategy.

FY24 REVENUE & EARNINGS

Hansen Core



Consistent cash generative financial performance, driven by predictable and recurring revenue

\$334.7m
Operating Revenue

+ 7.3% v FY23

\$99.7m
Underlying EBITDA¹
30% Underlying EBITDA Margin

+ 0.2 v FY23

\$87.1m
Underlying Cash EBITDA²
26% Underlying Cash EBITDA Margin

+ 11.1% v FY23

powercloud



Making structural changes while focusing on addressing the risks of the turnaround strategy

\$18.4m
Operating Revenue

(\$7.4m)
Underlying EBITDA¹

(\$10.2m)
Underlying Cash EBITDA²

Hansen Group



Temporary drag on margins while we establish scalable operation in Germany the world's third largest economy

\$353.1m
Operating Revenue

+ 13.2% v FY23

\$92.4m
Underlying EBITDA¹
26% Underlying EBITDA Margin

- 7.1% v FY23

\$76.9m
Underlying Cash EBITDA²
22% Underlying Cash EBITDA Margin

- 1.9% v FY23

Notes:

Amounts shown on a reported basis unless otherwise stated

1. Underlying EBITDA excludes non-recurring items

2. Underlying Cash EBITDA is Underlying EBITDA excluding Capitalised R&D costs

CEO PRESENTATION





Andrew Hansen – Global CEO & Managing Director

ABOUT HANSEN



Hansen (ASX: HSN) is a founder led global provider of software and services to the energy, water and communications industries. With our award-winning software suite, we help customers in over 80 countries to create and deliver new products and services, engage with customers, and control and manage critical revenue management and customer support processes.

Our Values

-  One United Team
-  People and Family
-  Treat it like its your own
-  Focused and Committed

Our Mission

To provide industry-leading software and expertise, that enables our customers to capitalise on commercial opportunities by upholding the highest standards of data privacy, cybersecurity, sustainability, and ethical practices, while contributing positively to the communities we operate in.

Our Products

The Hansen Suite is a set of software applications that powers today's Energy & Utility and Communications & Media companies to become the next digitally-driven experience companies. Delivered by Hansen's world class services, Hansen products meet the challenges of these industries, and they navigate the rapid digital transformation while retaining their customer-centric operations and turning user engagement into a highly personalised experience.



A LONG-TERM TRACK RECORD OF VALUE CREATION THROUGH M&A

11 Successful acquisitions since 2008

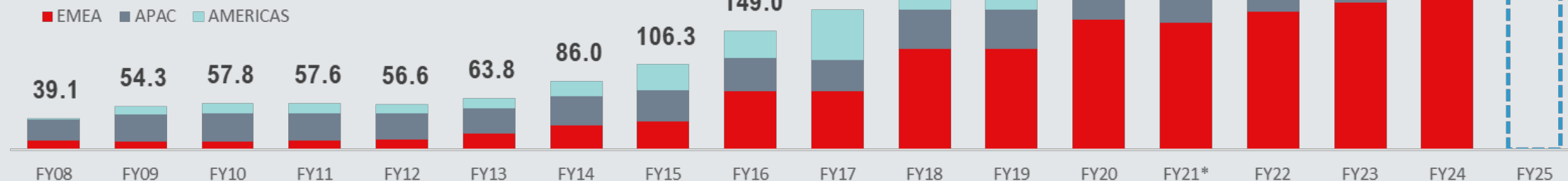
2008 Peace	2010 Nirvanasoft	2013 ICC	2013 Utilisoft	2014 Banner	2015 Telebilling	2016 PPL	2016 HiAffinity	2017 Enoro	2019 Sigma	2024 powercloud
Increased industry presence globally	Expansion into North American market	Extends HSN to the media and entertainment industry	Adds 15 new Australian utilities customers	Adds a water billing segment with customers in US, Canada and the Caribbean	Adds established European telco clients, extends product offering to include ERP and CRM	Extends HSN's footprint into the US	Water billing to the UK, Australia, Africa & Americas	Builds upon existing European Energy footprint with market leading Nordic software	Expands scale and scope and provides cross-selling opportunities in the Comms global space	Expands HSN's German presence and future expansion into the DACH Region

Operating Revenue (\$m)

FY08 – FY24 CAGR

Operating Revenue +14.7%

EBITDA CAGR +14.3%



* Excludes Telefónica Germany licence revenue of \$20m

MEET THE EXECUTIVE TEAM - READY FOR THE NEXT PHASE OF GROWTH



ANDREW HANSEN

GLOBAL CEO AND MANAGING DIRECTOR

Andrew Hansen has served as a Director and CEO since 1993, guiding the company through decades of innovation and growth. Under his leadership, Hansen has successfully navigated the transition from a privately held business to a publicly traded company, culminating in a highly successful IPO in 2000.



RICHARD ENGLISH

CHIEF FINANCIAL OFFICER

Richard is a seasoned finance executive with over 25 years of experience spanning multiple regions, having joined Hansen in 2019 and currently serving as the Chief Financial Officer.



NIV FERNANDO

CHIEF STRATEGY OFFICER

With over 25 years of experience in Strategy, Corporate Development, Finance, and Law, Niv brings a wealth of knowledge and expertise to our leadership team. In his capacity as Chief Strategy Officer, Niv will manage the development and execution of our growth strategy including M&A, with HR and Corporate Marketing also reporting into him.



JULIA CHAND

GLOBAL GENERAL COUNSEL AND COMPANY SECRETARY

Julia Chand joined Hansen Technologies in 2007 and plays a strategic role as General Counsel as well as Company Secretary. Julia has significant legal experience in IT, financial services and retail organisations.



DAVID CASTREE

PRESIDENT, ENERGY & UTILITIES

Since joining Hansen in 2009, David has focused intensely on the energy and utilities sector. As President of Energy & Utilities, he spearheads efforts to enhance Hansen's utility customer base, ensuring they remain competitive through advanced solutions.



SCOTT WEIR

PRESIDENT, COMMUNICATIONS & MEDIA

Joining Hansen in 2007 to spearhead the UK operations, Scott has since held various executive roles as the company expanded across Europe, the Middle East, and Africa. Today, Scott drives our global Communications & Media vertical, leveraging his deep industry knowledge and strategic vision.



DARREN MEADE

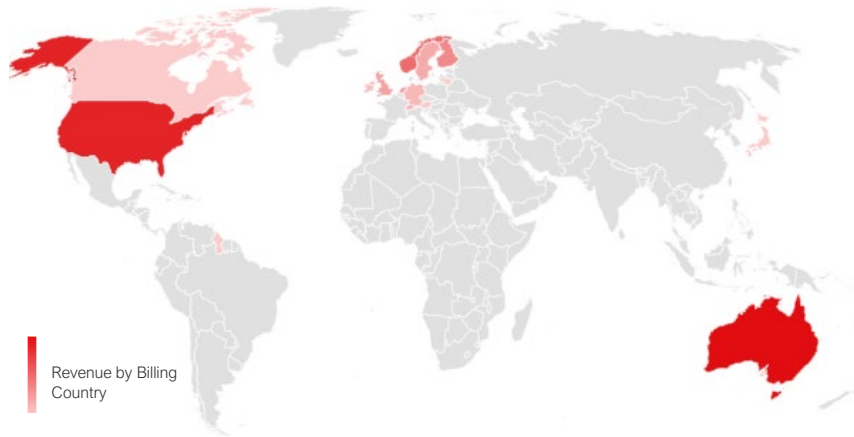
GLOBAL CHIEF TECHNOLOGY OFFICER

As the Global Chief Technology Officer Darren is dedicated to ensuring uniformity and governance across our verticals, with a focus on technology strategy, innovation, security, tool and process standards, and compliance governance. He also oversees a streamlined IT organisation to further enhance operational efficiency and innovation globally.

BOTH VERTICALS ARE WELL DIVERSIFIED ACROSS THE GLOBE

Energy & Utilities

\$201.6m FY24 Operating Revenue



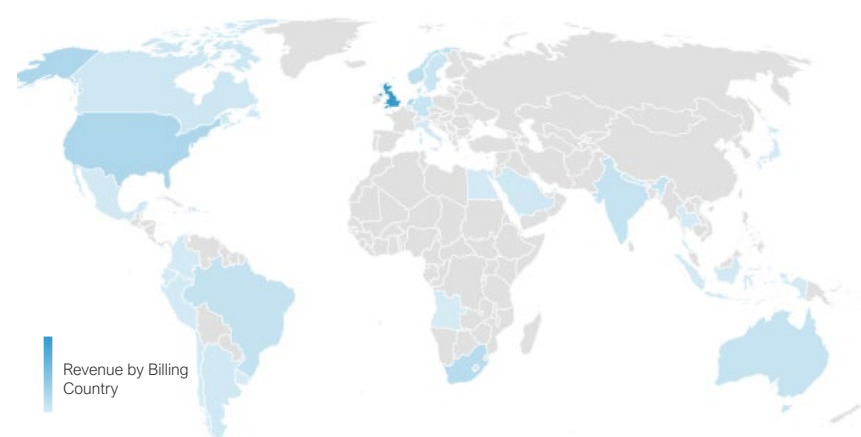
- The sector is transforming, driven by innovations behind the meter, complex networks, distributed generation, and diverse storage assets.
- Utility companies are leveraging automation, analytics, and AI to optimise energy generation, storage, and trading.
- In FY24, Hansen advanced its energy and utility modules to facilitate rapid transitions for customers.
- Hansen expanded its market presence by acquiring powercloud.

The Addressable Market for Customer Information Systems (CIS) is expected to grow at a CAGR of ~13% over FY24-29⁽¹⁾.

⁽¹⁾ mordorintelligence.com

Communications & Media

\$148.9m FY24 Operating Revenue



- The sector is undergoing unprecedented digital, business and technology transformation.
- Individuals and corporates, increasingly rely on communications and media companies that extends far beyond basic connectivity.
- As a leader in the sector, we are engaging in numerous dynamic and diverse projects.
- Our focus is helping our customers quickly launch new digital services and establish new lines of business.

At the end of 2023 there were 16.1 billion active IoT devices, a figure which is expected to grow to 39.9 billion in 2033⁽²⁾.

⁽²⁾ transformainsights.com

SUSTAINABILITY

Our innovative and market-leading products are actively supporting zero-emission energy solutions and helping to improve access to affordable, reliable, and modern energy services.

ENVIRONMENT: ACTING ON CLIMATE CHANGE AND THE ENVIRONMENT



Australian Operations
Since FY21
**Certified Carbon
Neutral**



Delivered

17% ↓ GHG reduction from 5,564 tCO₂-e to 4,638 tCO₂-e



Developed Global Sustainability Strategy

28% ↓ Electricity emissions reduction from 5,042 tCO₂-e to 3,606 tCO₂-e



Waste and E-Waste Management Policy

GHG 100% OFFSET



Environmental and Climate Change Policy

SOCIAL: UPLIFTING OUR PEOPLE, FUTURE WORKFORCE & COMMUNITIES



1,955+
People globally
(1,911.5 FTE)

31%
Women in workforce

2,600+
Our people have engaged in over 2,600 separate LinkedIn learning courses.

27
Corporate offices across

74%
of our people indicated positive engagement

A\$50,000
donated to Médecins Sans Frontières

22
Countries



Benchmarked our global gender pay gap



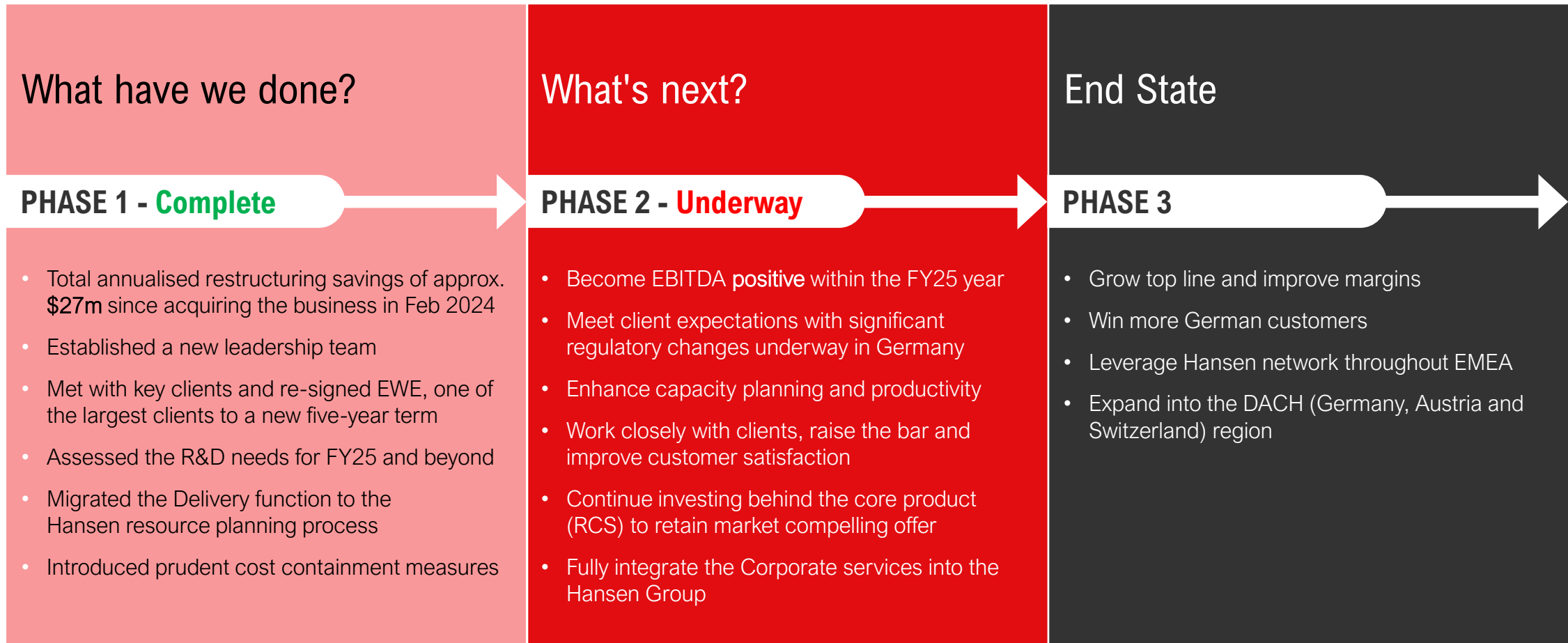
Implemented a new approach for managing performance, Hansen Success Enablement.

FY25 UPDATE

Andrew Hansen – Global CEO & Managing Director

POWERCLOUD RESTRUCTURING IS NEAR COMPLETION

Utilising our proven acquisition and integration playbook we have refocused the powercloud business



POWERCLOUD RESTRUCTURE

We are using our standard 'Hansenisation' approach to rapidly transform powercloud



Rationalised the structure from circa 400 staff to 140 staff



Refocused R&D investment to the Core platform (RCS)



Aligned with our customer base to deliver mutually beneficial outcomes



Reduced the total cost base by ~\$27m on an annualised basis since acquiring the business



We remain focused on the significant opportunities in the German marketplace



FY25 GUIDANCE REAFFIRMED

FY25 GUIDANCE

FY25 Operating Revenue

\$398m - \$405m

5% - 7%

FY25 Growth vs FY24 including annualised powercloud revenue of \$44.2m

FY25 Underlying EBITDA

\$92m - \$101m

Underlying EBITDA Margin

23 - 25%

FY25 Underlying Cash EBITDA

\$76m – \$85m

Cash EBITDA Margin

19 - 21%

- Step change in topline growth achieved over the last 2 years expected to continue from the diversified global business
- The restructuring of powercloud is nearing completion
- We expect powercloud to become EBITDA positive within 2H25
- 2H25 expected to be significantly stronger than 1H25 due to timing of licence fees, upgrades and the turnaround of powercloud
- Anticipated one-off restructuring costs of \$7m have been excluded from guidance

FY25 OUTLOOK



Our most recent acquisition, **powercloud is on track** after a significant turnaround largely completed within 9 months

We have several **significant new client opportunities** across both verticals that we are aiming to close in the next 12 months



We are **experiencing tailwinds** across both verticals due to the transformational industry changes underway

The **new vertical structure** announced in June 2024 is now successfully embedded and driving clear outcomes



Our balance sheet is strong and with a **robust M&A pipeline** we are ready and willing to transact for the right acquisition

We remain confident in the Company's ability to **deliver growth** in the medium term



FORMAL BUSINESS

Shareholder Resolutions

CONSIDERATION OF ACCOUNTS AND REPORTS

To table the financial report of the Company and its controlled entities and the related reports of the Directors and Auditors for the year ended 30 June 2024 and to provide members with the opportunity to raise any issues or ask any questions generally of the Directors.

Shareholders may ask questions and make comments on the operations and management with regards to the Reports.

Shareholders may also ask the representatives of the Company's Auditor (RSM Australia Partners) questions about the content and conduct of the audit.

RESOLUTION 1: ADOPTION OF DIRECTORS' REMUNERATION REPORT

In accordance with the requirements of the Corporations Act, adopt the Remuneration Report for the year ended 30 June 2024 as it appears in the Directors' Report within the Annual Report 2024.

Proxy Votes received

FOR	OPEN ¹	AGAINST	ABSTAIN
78,480,946	652,727	23,741,185	69,141
76.29%	0.63%	23.08%	

Note: 1.

Open votes in favour of the Chairman will be voted in favour of the resolution

RESOLUTION 2: ELECTION OF MS REBECCA WILSON



That Ms Rebecca Wilson, a Director appointed by the Board effective from 28 March 2024 until this annual general meeting of the Company in accordance with the Company's Constitution and being eligible and having signified her candidature for Office, be and is hereby elected a Director of the Company.

Proxy Votes received

FOR	OPEN ¹	AGAINST	ABSTAIN
131,172,953	641,132	694,447	63,420
98.99%	0.48%	0.52%	

Note: 1.
Open votes in favour of the Chairman will be voted in favour of the resolution

RESOLUTION 3: GRANT OF PERFORMANCE RIGHTS TO MANAGING DIRECTOR MR ANDREW HANSEN FOR FINANCIAL YEAR ENDING 30 JUNE 2025

That for the purposes of Listing Rule 10.14 and for all other purposes, Shareholders approve the grant of 115,151 Performance Rights to Mr Andrew Hansen under the Hansen Technologies Limited Incentive Performance Rights Plan on the terms and conditions set out in the Explanatory Notes.

Proxy Votes received

FOR	OPEN ¹	AGAINST	ABSTAIN
85,620,454	649,132	16,975,993	588,111
82.93%	0.63%	16.44%	

Note: 1.

Open votes in favour of the Chairman will be voted in favour of the resolution

The logo consists of a stylized red 'H' symbol. The top bar of the 'H' is composed of two separate red squares. The vertical stems are connected at the bottom by a thick red horizontal bar.

HANSEN