

## Hansen Secures A\$50m Agreement with Virgin Media Limited (“VMO2”)

3 February 2025

### Highlights

- Hansen secures a significant five-year contract with VMO2 worth approximately A\$50m.
- Hansen’s Suite for Communications, Technology & Media will be licenced to VMO2 to deliver three platforms aimed at streamlining operations and reducing service delivery costs.

Hansen Technologies Ltd (ASX: HSN) group, a leading global provider of software and services to the Energy & Utilities and Communications & Media industries, has signed a master agreement with VMO2 to licence Hansen’s cloud-native Suite for Communications, Technology & Media. The agreement has an initial term of five years with associated revenue of approximately A\$50m.

VMO2 is jointly owned by Liberty Global and Telefónica, with a publicly stated 45.6 million connections in the UK across broadband, mobile, TV and home phone.

Under the agreement, the Hansen Suite for Communications, Technology & Media aims to enhance VMO2’s capabilities by delivering three platforms for VMO2 expanding wholesale and retail markets.

Hansen’s President of Communications & Media, Scott Weir, said: “This agreement highlights the confidence major industry players place in Hansen’s technology and expertise to deliver innovative and future-ready IT solutions. Driven by the changing competitive landscape, the importance of omni-channel customer engagement, and the need to respond to rapidly changing markets, we are extremely proud to partner with VMO2 and assist with their digital transformation.”

### FY25 Guidance

Hansen reaffirms its full-year guidance, projecting strong revenue growth from its diversified global operations compared to the previous year. This positive outlook reflects the impact of this strategic agreement and the successful completion of other key initiatives.

- Revenue: A\$398m – \$405m
- Underlying EBITDA: A\$92m - \$101m
- Cash EBITDA<sup>1</sup>: A\$76m – \$85m

As required under IFRS accounting standards, approximately A\$15m of VMO2 licence revenue will be recognised upfront in 2H FY25. Restructuring costs in relation to the integration of powercloud for the full year are excluded from the above guidance.

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<sup>1</sup> Cash EBITDA is Underlying EBITDA excluding capitalised development costs

As stated in prior guidance, it is anticipated that the Group's 2H25 will be stronger than 1H25 due to several timing factors including new logo implementations, customer upgrades and the signing of the VMO2 contract.

As a result of these factors, 1H25 Group revenue is expected to be between A\$175-\$180m and Underlying EBITDA is expected to be between A\$37-\$39m. Hansen looks forward to providing a further update on the full year outlook at the 1H25 results announcement on 19<sup>th</sup> February.

This announcement is authorised by the Board.

### **For further information:**

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### **About Hansen**

Hansen Technologies (ASX: HSN) is a leading global provider of software and services to the Energy & Utilities and Communications & Media 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](http://www.hansencx.com)

#### **Important information**

This announcement contains forward-looking statements that involve subjective judgement and analysis and are subject to significant uncertainties, risks and contingencies, many of which are outside the control of, and are unknown to the Company. These forward-looking statements use words such as 'potential', 'expect', 'anticipate', 'intend', 'plan', 'target' and 'may', and other words of similar meaning. No representation, warranty or assurance (express or implied) is given or made in relation to any forward-looking statement by any person (including the Company). Actual future events may vary materially from the forward-looking statements and the assumptions on which the forward-looking statements are based. Given these uncertainties, readers are cautioned not to place undue reliance on such forward-looking statements. Subject to the Company's continuous disclosure obligations at law and under the listing rules of the Australian Securities Exchange, the Company disclaims any obligation to update or revise any forward-looking statements. The factors that may affect the Company's future performance include, among others: changes in economic conditions; changes in the legal and regulatory regimes in which the Company operates; litigation or government investigations; competitive developments affecting our products; changes in behaviour of major customers, suppliers and competitors; acquisitions and divestitures; the success of research and development activities and the Company's ability to protect its intellectual property.