

Hansen Acquires Strategic Assets in Germany

28th April 2025

Highlights

- Hansen has agreed to acquire key software applications from CONUTI GmbH, a long-standing partner of powercloud, for up to EUR 7.5m (approximately A\$13.4m)
- The acquisition strengthens Hansen's position in the German market and brings strategic assets in-house, aligning with Hansen's long-term growth and integration strategy
- The transaction is expected to be earnings accretive, delivering FY26 revenues of approximately A\$3-4m and EBITDA of A\$2m post synergies. The acquisition is not expected to have a material impact on Hansen's FY25 results

Hansen Technologies Ltd (ASX: HSN), a leading global provider of software and services to the Energy & Utilities and Communications & Media industries, is pleased to announce it has entered into an Asset and License Purchase Agreement to acquire complementary software licences and assets from CONUTI GmbH for total consideration of up to EUR 7.5m (approximately A\$13.4m).

CONUTI GmbH is a long-term partner of powercloud, which was acquired by Hansen in February 2024. This acquisition brings several strategic capabilities in-house, including a German compliant market messaging solution, a data analytics platform, and other complementary applications, which are already integrated with powercloud and operational with existing customers in the German market.

The transaction will be financed through a combination of current cash reserves and a drawdown from Hansen's existing debt facility and is subject to certain closing conditions that will be fulfilled in the coming months.

The acquisition is anticipated to be earnings accretive and will deliver FY26 revenues of approximately A\$3-4m and EBITDA of A\$2m post synergies. It is not expected to have a material impact to Hansen's overall result for FY25.

Global Managing Director & CEO, Andrew Hansen, said: "This acquisition marks another significant step in our strategy for continued investment and growth in the German and broader DACH market. The CONUTI assets are highly complementary to our existing offering via powercloud and brings valuable intellectual property and expertise into the Hansen Group. This move enhances our ability to deliver end-to-end solutions in the region and enables deeper integration and innovation for our customers."

This announcement is authorised by the Board.

For further information:

Investor and analyst enquiries

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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

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.