

Hansen Technologies Investor Presentation

3-5 March 2014

Hansen Overview



Introducing Hansen Technologies

- Founded in 1971, Listed on the ASX (HSN) in 2000

Our team

- 400 plus staff worldwide, located in 12 countries with primary offices in Australia, UK, USA, NZ and China
- Stable management team
- IT staff tenure double industry average

Financial strength

- History of solid cash flow generation
- No external debt
- Restructured and more distributed shareholder base
- History of dividend distribution and capital returns - \$53m returned to shareholders since 2007 (including 2014 interim dividend)

International operations

- Software solutions operating in 43 countries, including the following countries and regions: Australia, USA, Japan, UK, Spain, Ireland, New Zealand, Canada, South America, Africa, Scandinavia, India, Middle East & China
- Strategic acquisitions in 2008, 2010 and 2013 x 2 all paid for from in house cash reserves

Key investment metrics

ASX code	HSN
Ordinary shares on issue	160.6 m
Options on issue	5.6 m
Share price 27 February 2014	A\$1.30
Market capitalisation	A\$209 m
Cash / debt	A\$14 m / nil debt
Enterprise Value	A\$195 m
Dividend FY13 / Yield	6 cents / 5%

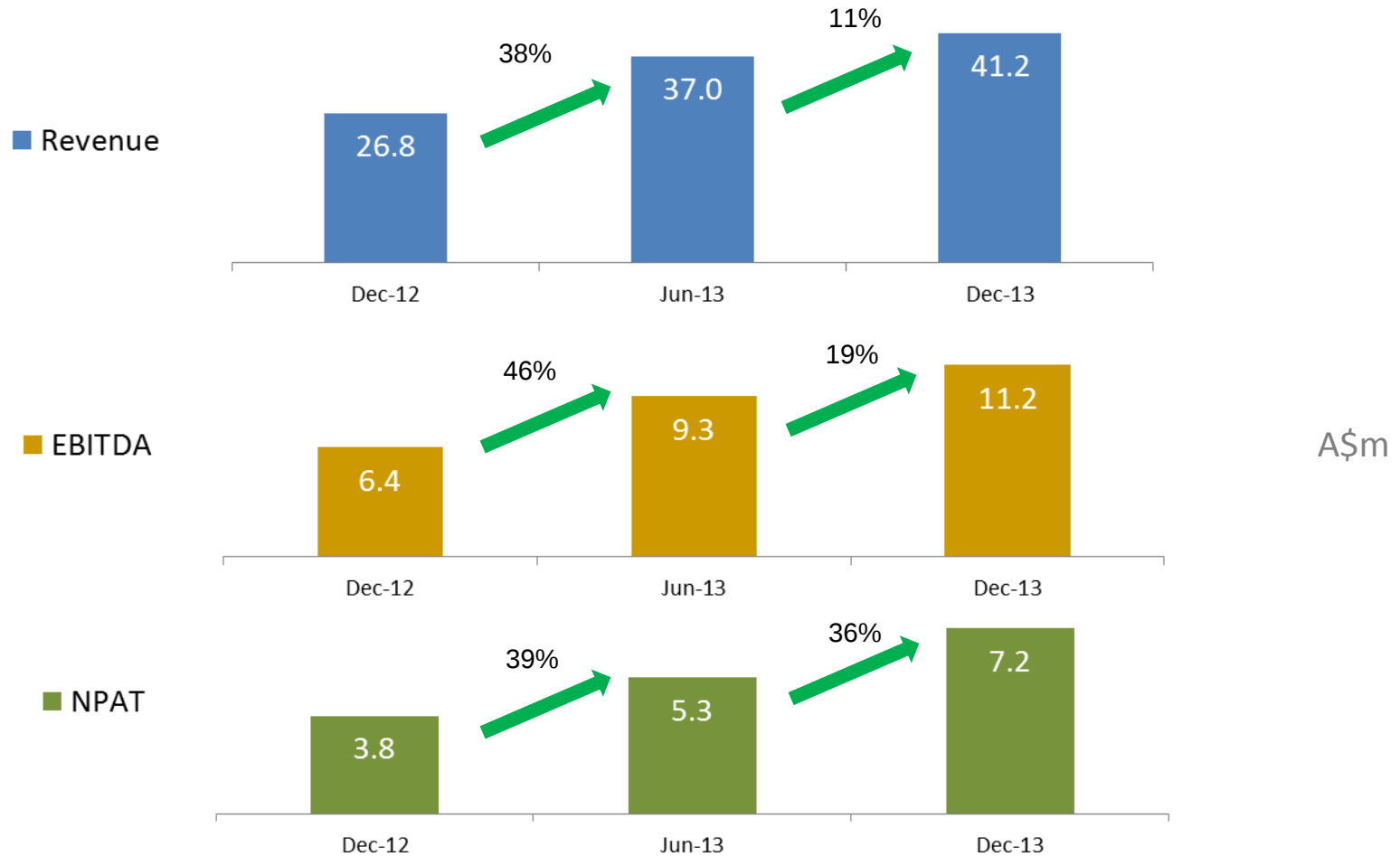
Half year results

- Strong first half performance, with growth over pcp positively impacted by organic growth and acquisitions (ICC and Utilisoft)

6mths ending A\$ million	Dec-12	Dec-13	% change
Operating Revenue	26.8	41.2	+54%
EBITDA	6.4	11.2	+75%
Profit before tax	5.4	9.1	+69%
Income tax expense	(1.6)	(1.9)	+19%
Net Profit After Tax	3.8	7.2	+89%
Earnings per share (cents)	2.4	4.5	+88%

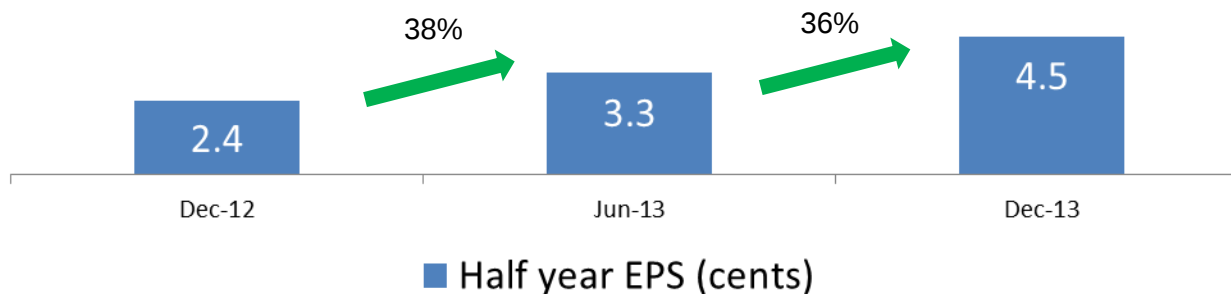
Half on half comparison

- Six months to December 2013 has also shown solid growth over the half year ending June 2013, a period which included a six month contribution from the ICC acquisition and four months from Utilisoft



Half year 2014

- Performance positively impacted by
 - Acquisitions of ICC and Utilisoft
 - Solid organic growth
 - Lower Aussie dollar compared with pcp
- Recent acquisitions successfully integrated
- Strong half on half EPS growth



Our stable industries



TELECOM

Customer care and
billing solution



PAY-TV

Customer care and
billing solution



ENERGY

Customer care, billing and market
data management solutions

Mid-tier
retailers

MVNOs
Mobile Virtual
Network Operator

DTH
Direct-to-
Home

DTT
Digital
Terrestrial
Television

Cable

Regulated
Utilities

Competitive
Retailers

Networks



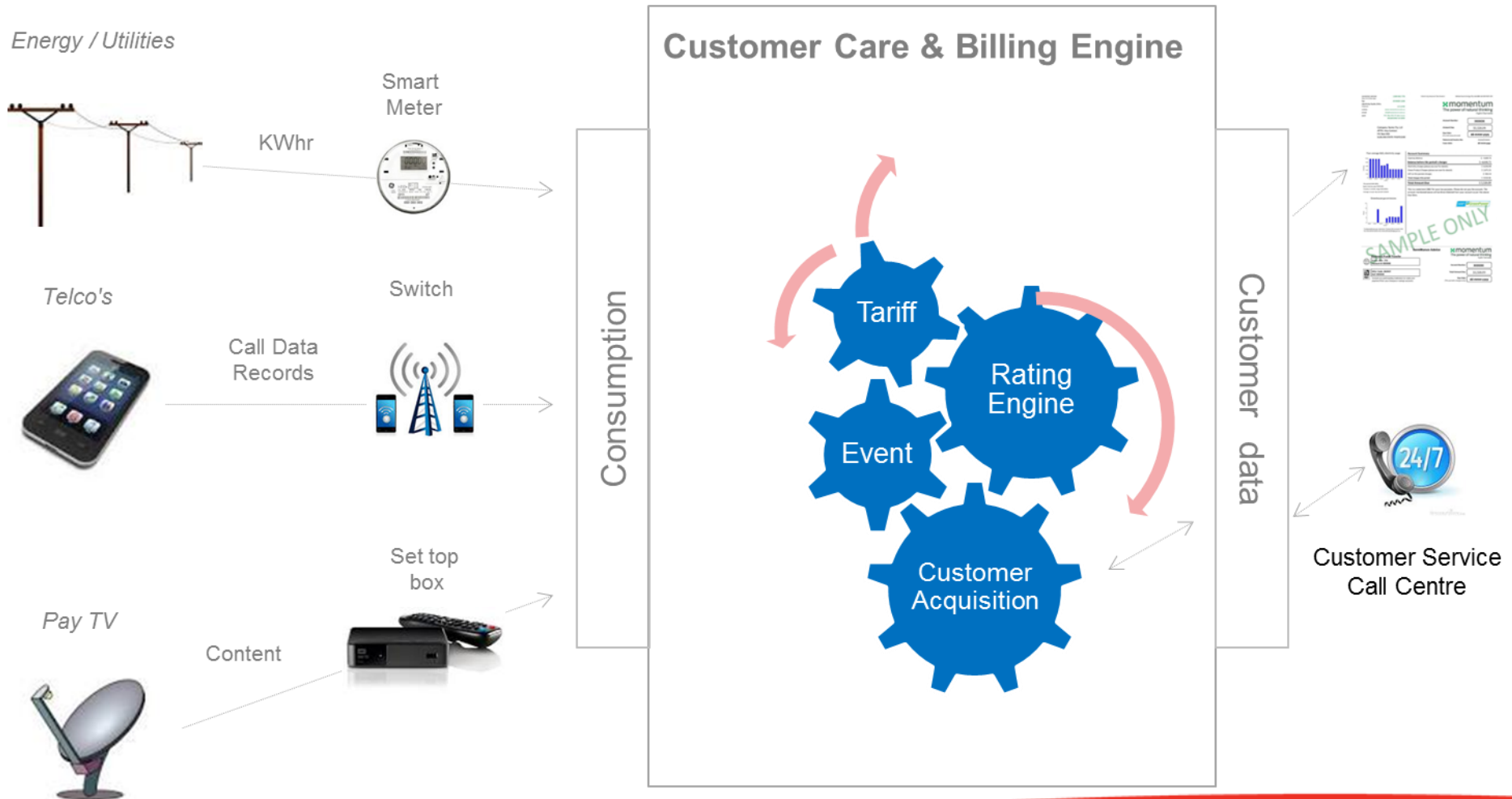
HOSTING & PROFESSIONAL SERVICES

- Purpose built data centre facilities
- Application management
- IT Managed services

Our core business: Customer Care & Billing

Different industry verticals

Same core competency



Global Market Experience

North America



Europe



Asia / Pacific



Why are we different?

- Australian software house
 - software factories in Melbourne, Auckland, Shanghai, San Diego
 - specialising in proprietary complex Billing software solutions
 - mission critical software at the heart of customers cash flow
 - sticky software with lengthy service life within well managed customer relationships
- Service focus – can operate software for our customers
- Predictable and stable annuity revenue stream underpinning the financial model – no debt and have returned \$53m to shareholders since 2007 via dividends and capital returns⁽¹⁾
- Customers spread by geography and industry
 - stable industries: Energy, Telecommunications, Pay TV

(1) including 2014 interim dividend

Company growth strategy simplified

- Pursue wall-to-wall services for our customers
 - Turn key packaged solution and any other variable specified by the customer
- Sell existing suite of products to new customers
 - HUB, Peace, Utilisoft and Nirvanasoft for Energy/Telco
 - ICC for Pay TV
- Acquisitions that leverage our knowledge and location

Adding value through acquisitions

- As a mid-cap, Hansen has a successful disciplined M&A track record
 - Peace, NirvanaSoft, ICC, Utilisoft
- Hansen targets acquisitions
 - in and adjacent to its core business
 - to gain additional market reach
- Strong business review and gating culture
- Tried and tested business integration approach

Fiscal 2014 outlook

- Similar revenue result to first half expected in second half
- Continue to target an EBITDA margin of 25%+
- Solid platform for continued growth
- Success of recent acquisitions validates our selection criteria, and execution methodology