

ASX ANNOUNCEMENT



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Hinduja Group signs on Hansen Technologies for its “NXT DIGITAL” HITS Platform in India

MELBOURNE, AUSTRALIA (July 23, 2015) – Hansen Technologies Limited (ASX: HSN) today announced that the global Hinduja Group has signed a multi-year licence agreement for Hansen’s ICC Customer Care and Billing. Grant Investrade Limited, a fully owned subsidiary of the Hinduja Group will use Hansen’s ICC billing solution for “NXT DIGITAL” - its Headend-In-The-Sky (HITS) platform in India, the fastest growing Pay-TV market in the world.

India is currently going through a Government-mandated “digitisation” programme and it is expected that over 110 million TV homes will make the transition from analogue to digital over the next seventeen months.

The Hinduja Group was looking for an internationally recognised, tier 1 solution to support their new HITS platform and chose Hansen ICC for its powerful and flexible multi-company multi-tenancy architecture.

“Businesses that run distributed models like HITS require the flexibility to balance the needs of the overall organisation with each of the independent operating units,” said Andrew Hansen, CEO of Hansen Technologies. “The HITS business hierarchy requirements are highly complex; our Pay-TV solution enables NXT DIGITAL to provide Multi-System Operators (MSOs) and Last Mile Owners (LMOs) a scalable solution from a single deployment.”

With cable network operations spread over a vast geographical reach, the HITS system aggregates Pay-TV channels at a centralised location and then uplinks them to the HITS satellite. The signal is received by local MSOs and LMOs who license NXT DIGITAL integrated premise equipment for onward distribution to their subscribers. Hansen ICC has the strength and flexibility to support HITS by giving control to the parent organisation while allowing the individual businesses to operate independently.

“With a potential target market of more than 100 million subscribers, we needed the leverage of a globally recognised firm with the expertise to move us forward,” said Tony D’Silva, Managing Director of Grant Investrade. “The implementation of our HITS platform will allow local cable operators to provide high-quality digital TV services to customers within their specific regions.”

Hansen Technologies was selected by Grant Investrade after a rigorous four-stage evaluation process conducted by leading broadcast consultancy firm Castle Media Private Limited, which is also the technology programme manager for the HITS Service, responsible for design to delivery of the US\$ 100 million project. “Hansen exhibited the functionality and features that are required for an extremely complex

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multi-tier operation. With its pedigree and experience in the global Pay-TV space, it is certainly the appropriate partner for such a high-value project,” said Vynsley Fernandes, Executive Director of Castle Media.

About Hinduja Ventures Limited

The Hinduja Group is one of India's premier diversified and transnational conglomerate. Employing nearly a 100,000 employees, with presence across 38 countries it has multi-billion dollar revenue.

About Hansen Technologies Limited

Hansen Technologies (ASX: HSN) is a global provider of customer care & billing, and meter data management software solutions for utilities (electricity, gas and water), Pay TV and telecommunications companies.

The Hansen family of products, which has grown since 1971, includes: HUB, ICC, NirvanaSoft, Peace, Banner, naviBilling and Utilisoft. Hansen's unique approach to best-fit solutions leverages its proprietary product sets to develop, deliver, and support high value solutions for clients globally. In addition Hansen also offers outsourcing and facilities management services from purpose built facilities. Hansen has offices in Australia, USA, New Zealand, China, Denmark, Germany, Argentina and the United Kingdom.

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