



2016 AGM Presentation
24 November 2016

AGENDA

- 1 CHAIRMAN'S ADDRESS
- 2 CEO'S PRESENTATION
- 3 FORMAL BUSINESS



1 CHAIRMAN'S ADDRESS

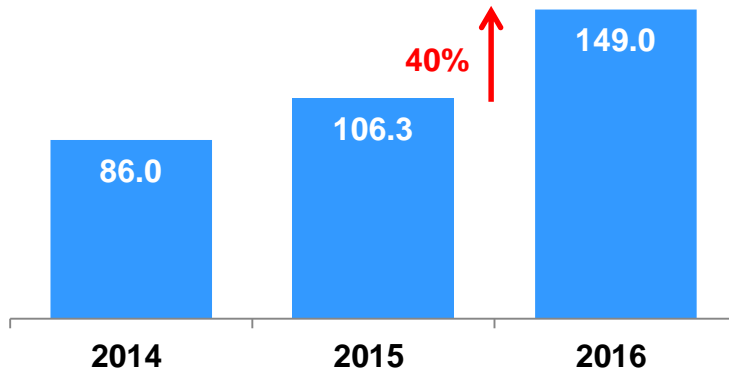
DAVID TRUDE



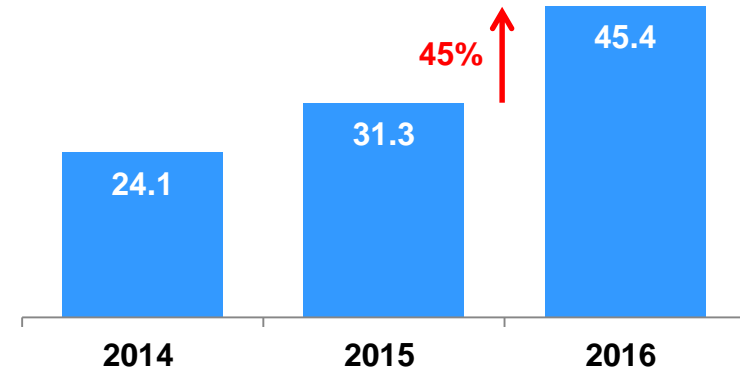
2016 Financial Summary

By any measure, 2016 was a very strong year

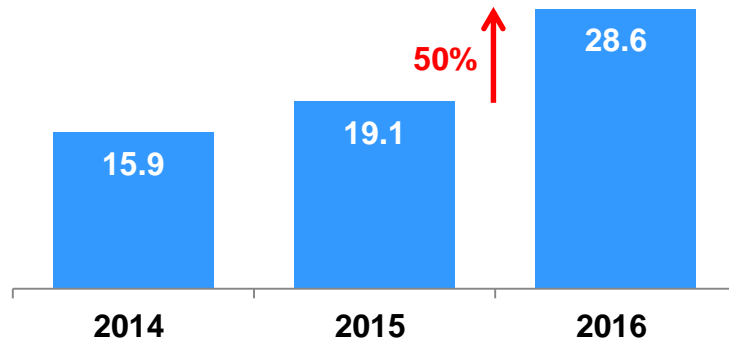
Revenue (\$m)



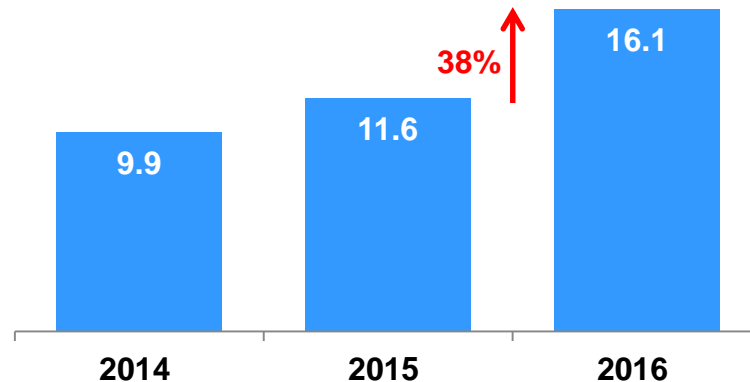
EBITDA (\$m)



NPATA¹ (\$m)



EPS² (c)

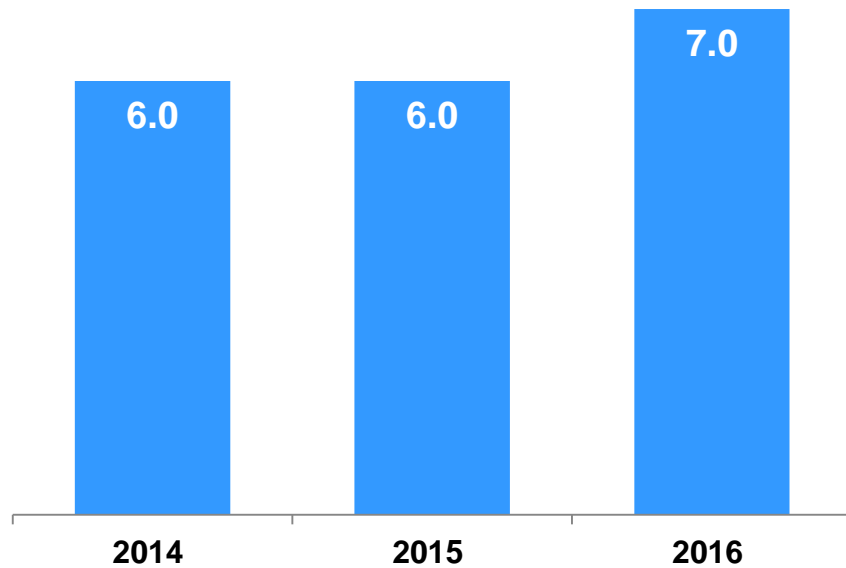


1. NPATA = Net profit after tax excluding acquired amortisation

2. EPS based on NPATA

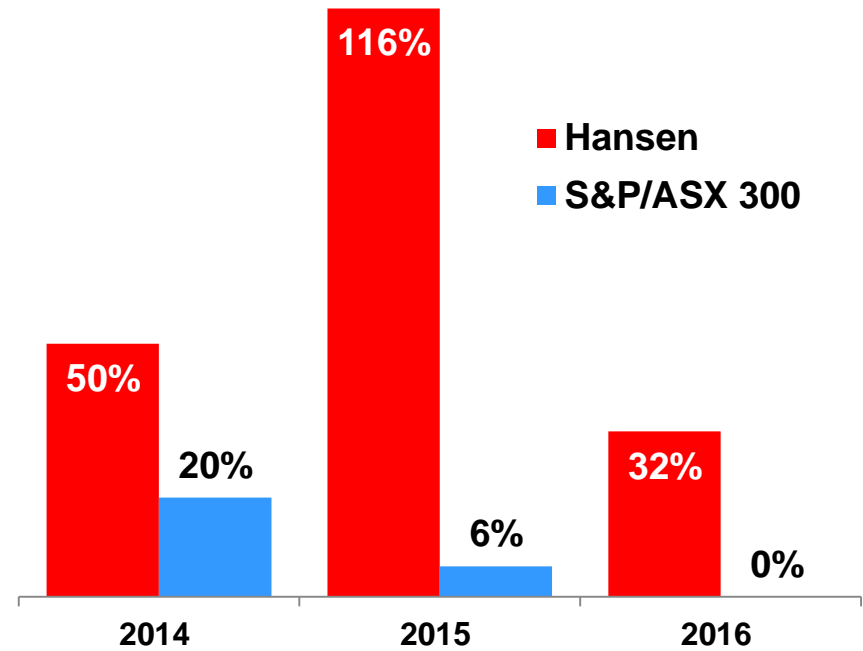
Dividends and Total Shareholder Return

Dividends (cents)



FY2016 dividend includes 1.0 cent special dividend due to availability of franking credits

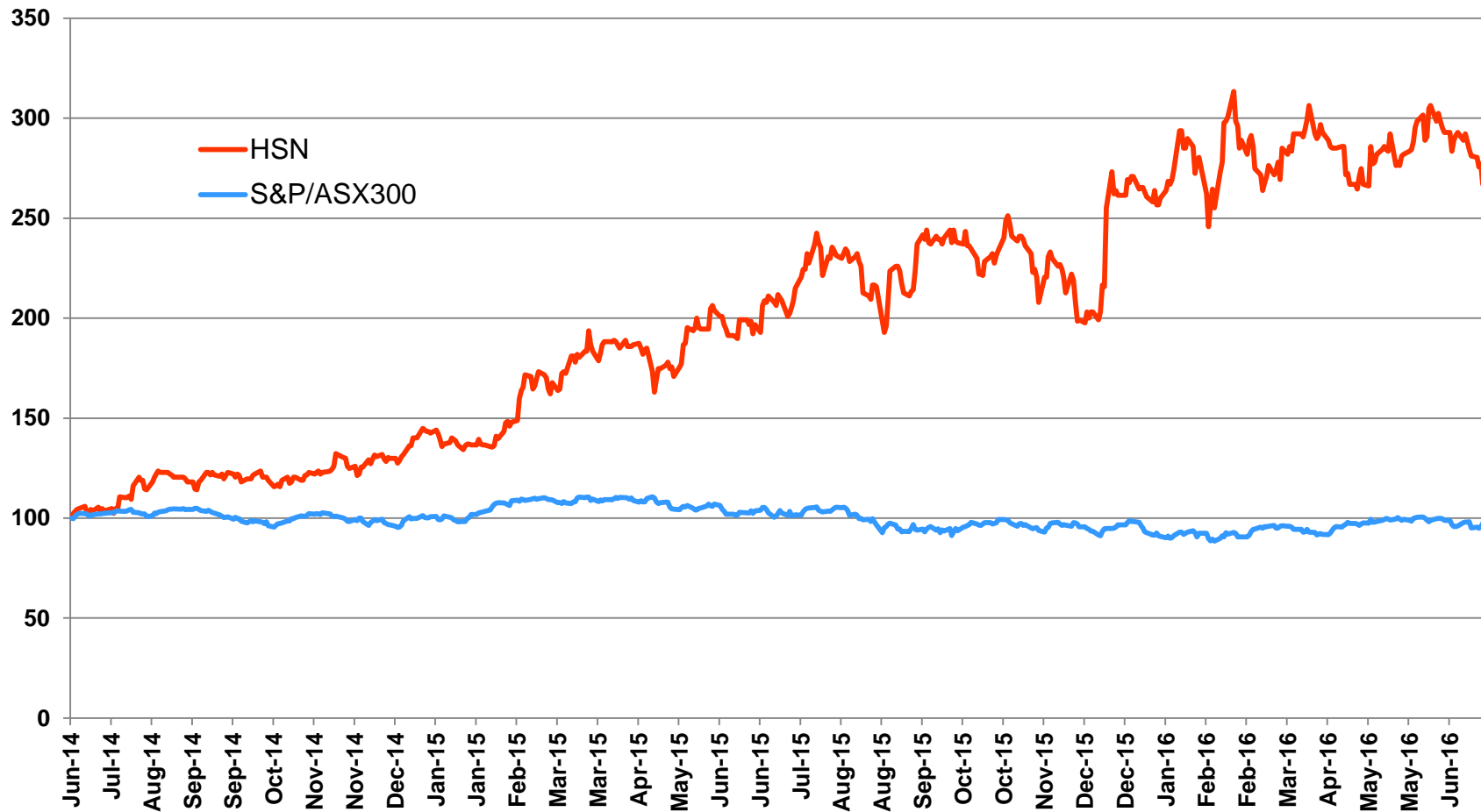
Total Shareholder Return (%)
Hansen v S&P/ASX 300



TSR (Total Shareholder Return) is inclusive of dividends which are assumed to be reinvested

Outperformance v S&P/ASX 300 Index

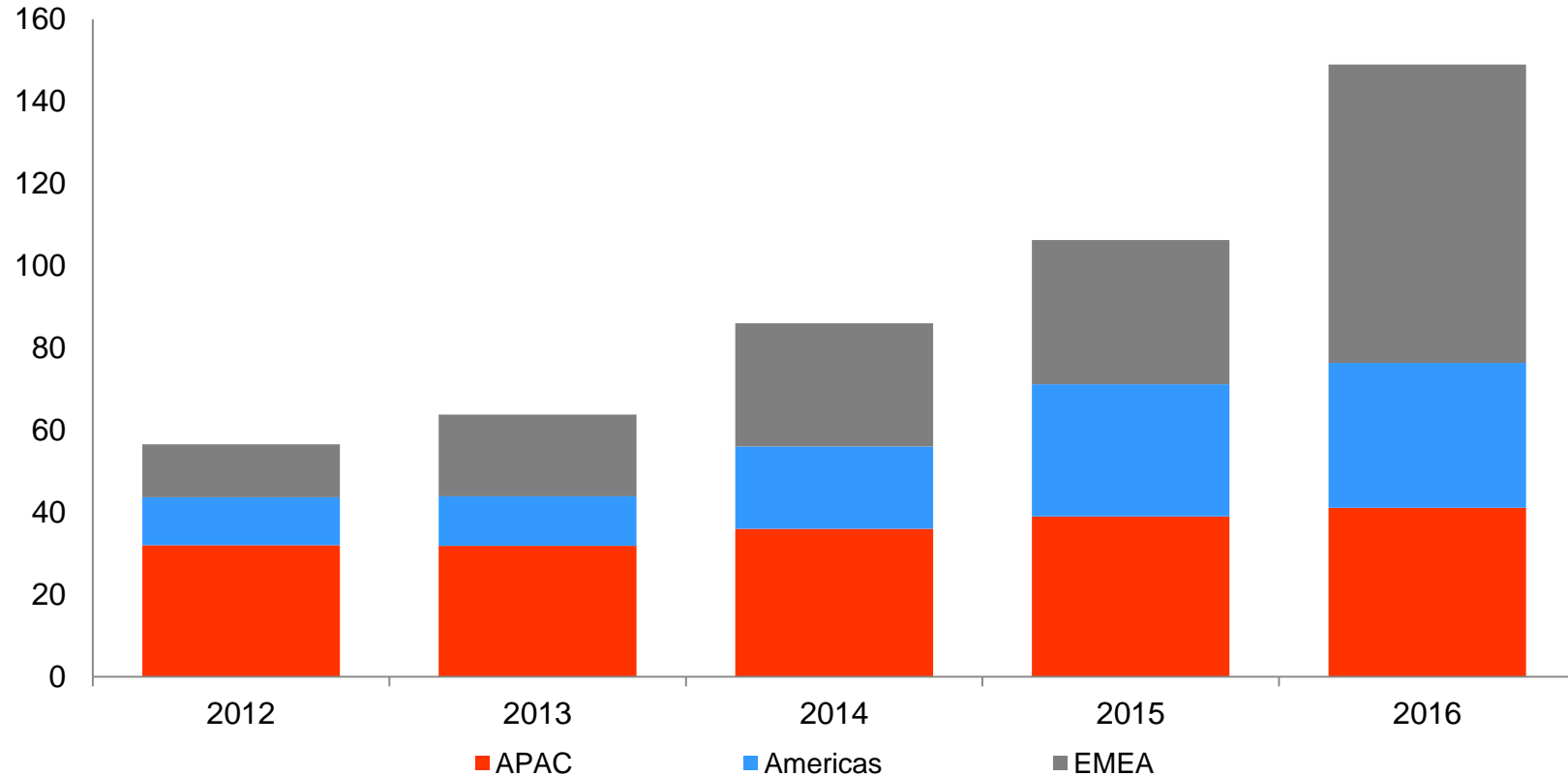
Over the past 2 financial years, Hansen's share price appreciated 167% while the S&P/ASX 300 index declined 3%



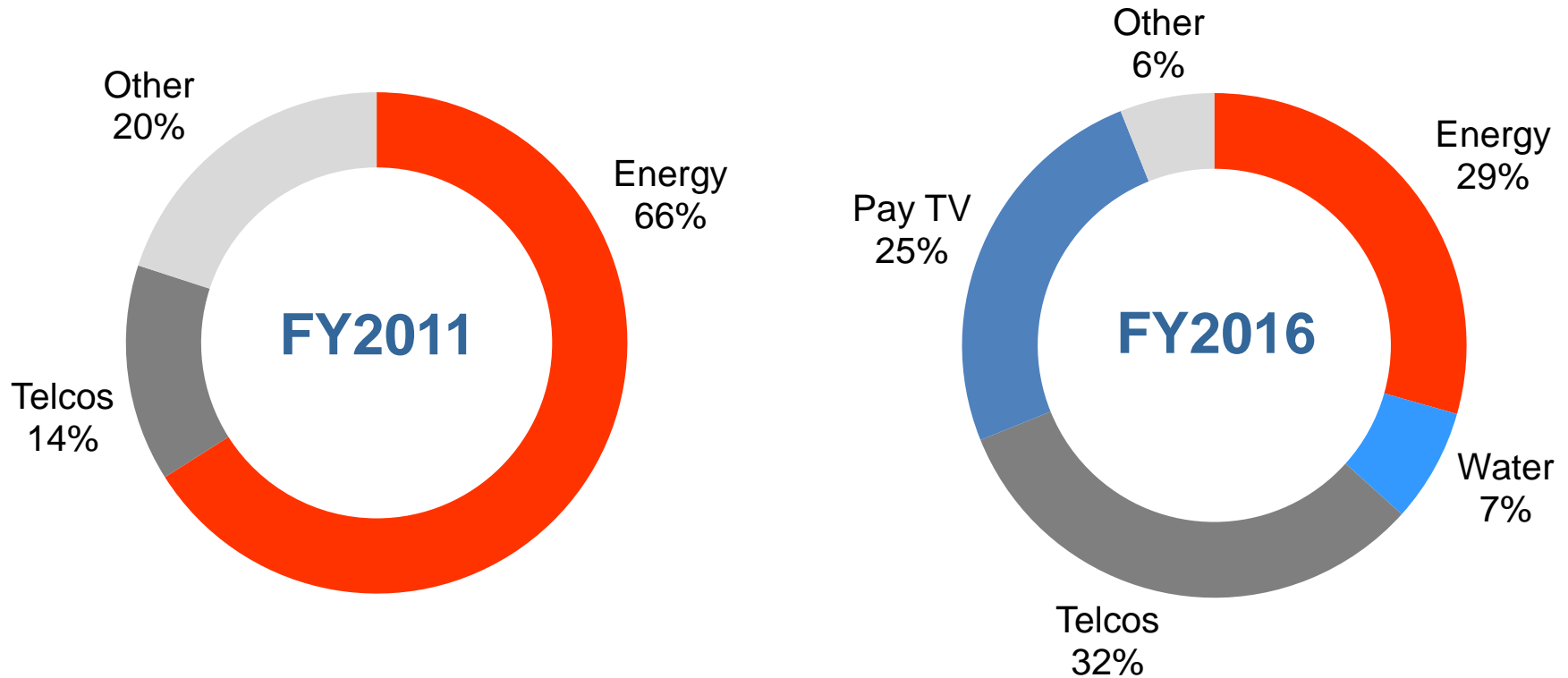
We are expanding our global presence ...

>75% of revenue is now derived offshore

Revenue by Region (A\$m)



... and diversifying our revenue by sector





2 CEO'S PRESENTATION

ANDREW HANSEN

About Hansen

- 40+ years in operation
- Leading global provider of billing and customer care solutions to 4 verticals: energy, water, telcos, Pay TV
- 800+ team members around the world
- ~200 customers in 45+ countries
- ~A\$750m market capitalisation

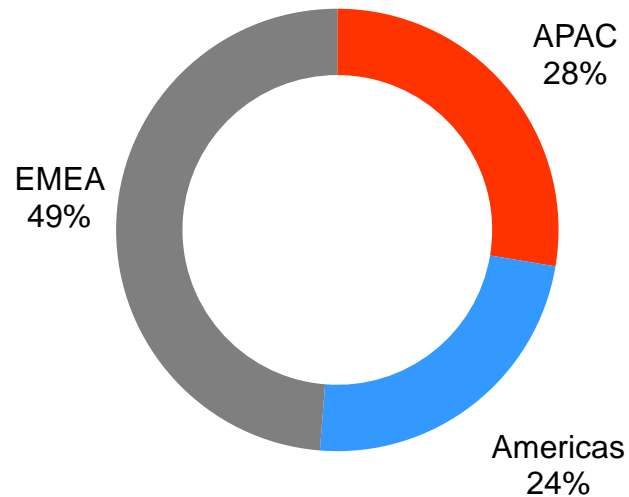
Revenue FY16

\$149m

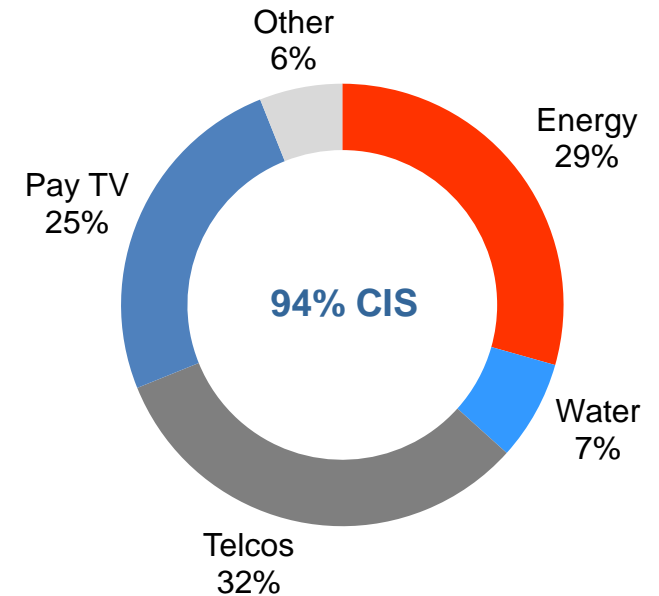
EBITDA FY16

\$45.4m

Revenue by Region

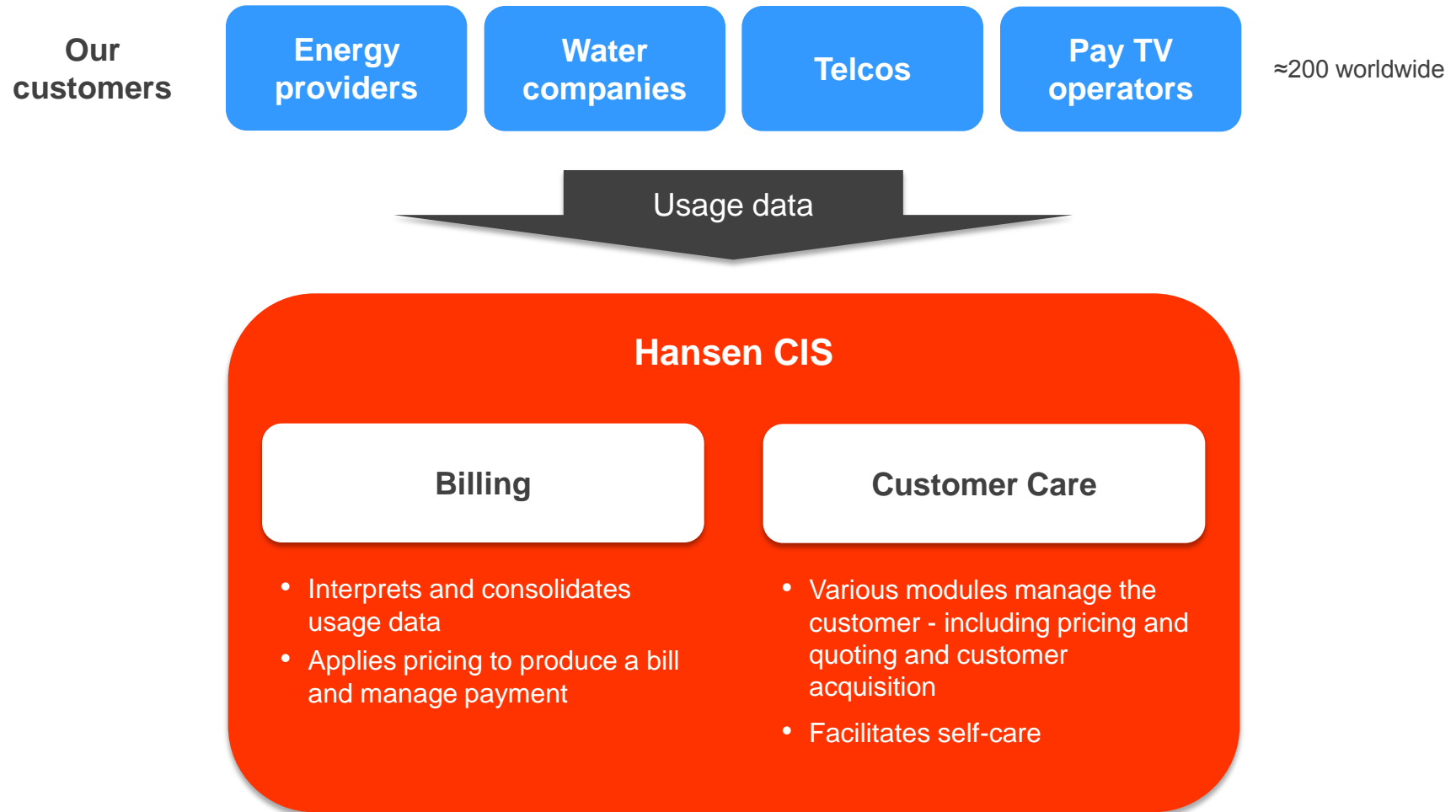


Revenue by Vertical



Hansen – a provider of billing and customer care solutions

Our systems convert usage data into bills and manage customer interaction



Growth drivers of our business

Deregulation

- Encourages new participants – who need systems

Regulatory change

- Forces modifications and enhancements of systems

Competition

- Encourages market differentiation – driving the need for more sophisticated and flexible systems

Technology

- More services become available to more people – encouraging new participants
- Drives the refreshing of aging legacy billing systems

Smart Meters

- Increases billing complexity

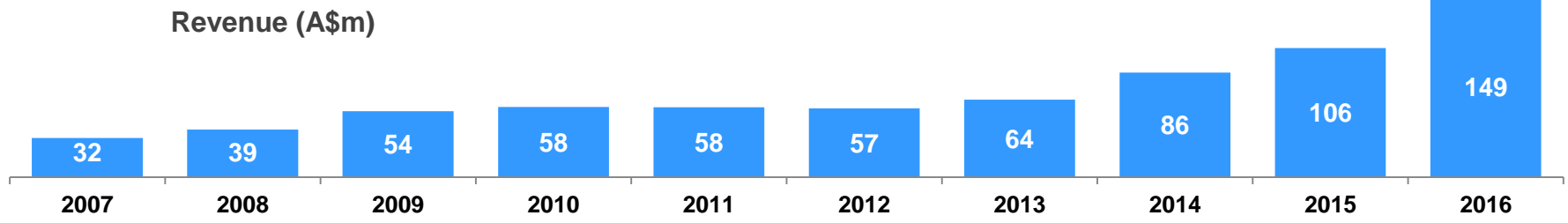
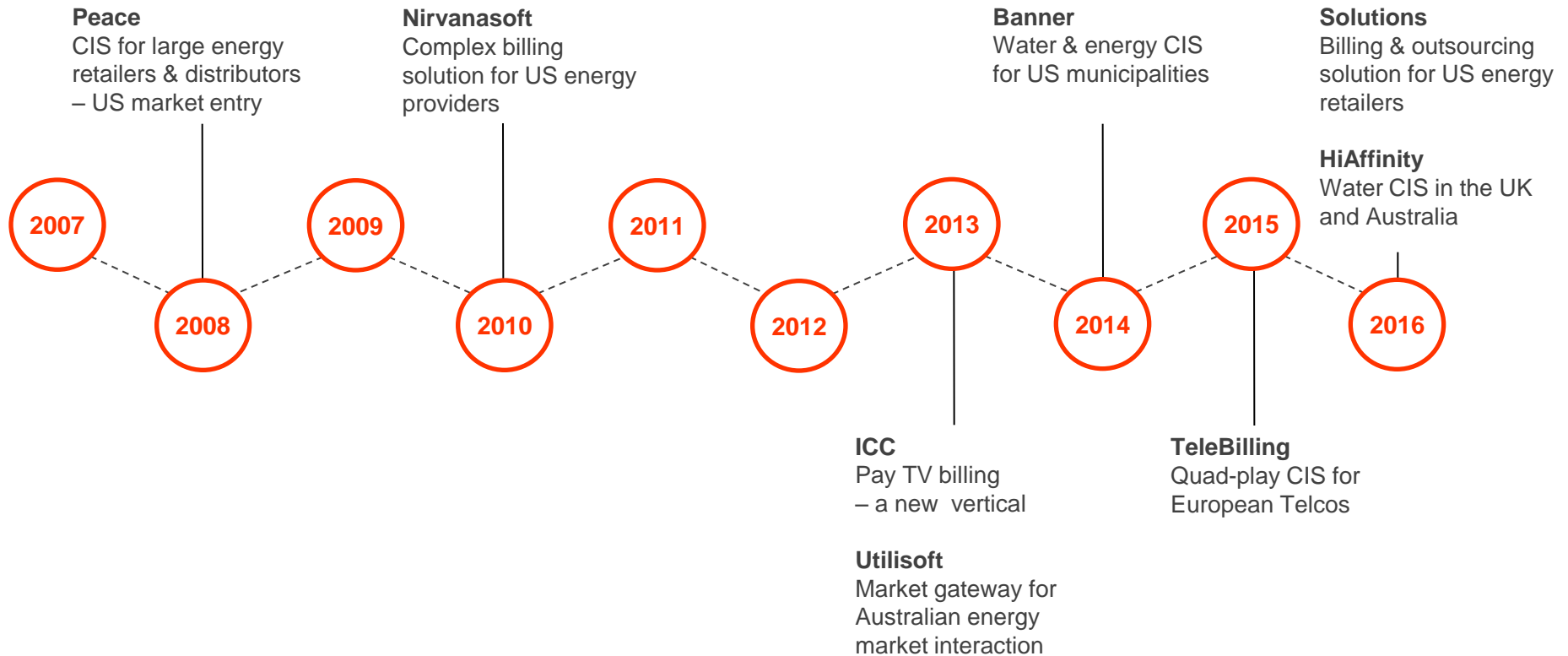
Emerging markets

- A burgeoning middle class expands the user base of services – particularly in the telco & pay TV markets

What makes us successful?

- 1 One core business** We only do billing and customer care
- 2 Great people** We have an exceptionally talented team of in-house industry experts with minimal staff turnover
- 3 Great products** We have best of breed solutions
- 4 Self implementation** We implement and support our own solutions
- 5 Strong credibility and referenceability** We've been doing it for 40+ years
- 6 We own our IP** Which is embedded at the very heart of our customers' operations
- 7 Strategic acquisitions** Which have always been within our core expertise, extended our footprint and integrated to the Hansen way

Strategic acquisitions are a core part of our growth strategy



We have 800+ staff spread across 15 offices



200 customers ... with many Tier 1 / Tier 2 names

Utilities



Telcos



Pay TV



Long term vision

We are committed to growing our business and delivering value to shareholders by:

- 1 Servicing our existing customers exceptionally well
- 2 Investing in R&D to ensure we continue to have best of breed solutions
- 3 Increasing our recurring revenue streams
- 4 Increasing the level of cross skilling across our development teams
- 5 Developing our people and building systems to support our growth
- 6 Continued targeted strategic acquisitions to extend the Hansen footprint

We take a 10+ year view with what we do

FY2016 Highlights

- Revenue growth of 40% and EBITDA growth of 45%
 - including strong organic revenue growth from billing customers (excluding currency impact)
- 30.5% EBITDA margin – a result of above average staff utilisation
- \$25.3m of free cash flow
- Debt fully repaid - \$10m outstanding at the start of the year was repaid
- Strong performance of TeleBilling acquired 1 May 2015
 - Expanding our presence in Europe, provides Quadplay billing to the Telco market
 - A\$28.8m of revenue in FY2016
 - Exceeded expectations due to Hansen's assistance with delivery of backlog revenue
- Acquisition of PPL Solutions effective 1 July 2016
 - Provides a billing solution for retail energy consumers in the US via a SaaS model
 - Also offers our clients a full business outsourcing solution including call centre management and debtor collection

Outlook

- **Solid start to FY2017 year:**
 - Addition of MNC Media for PayTV – Indonesia’s largest Pay TV operator
 - Strategic upgrade for Xcel Energy in the US – integrating our complex billing module to manage their commercial & industrial customers
 - Sizeable projects underway or soon to start for a number of customers
- **Acquisition of HiAffinity** effective 1 November 2016:
 - Provides water billing solutions to 15 customers in the UK, Australia, Africa and the Americas
 - Expands our water billing presence from the US & builds upon our Energy/Telco presence in UK/Europe
 - Ticks all our boxes in terms of acquisition strategy: (1) business is billing (2) owns its IP (3) has recurring revenue streams and (4) expands our expertise in a key market
 - Easy to integrate – 31 technical staff located in London & Melbourne will relocate to Hansen’s offices
 - Approximately A\$5m annual revenue
- **Guidance maintained for FY2017:**
 - Revenue in the range of \$165m to \$175m
 - Continue to target an EBITDA margin between 25% and 30%

3 FORMAL BUSINESS



Accounts and Reports

PRESENTATION OF HANSEN TECHNOLOGIES FINANCIAL 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 2016

- Shareholders may ask questions and make comments on the operations and management with regard to the Reports
- Shareholders may also ask the representative of the Company's Auditor (Pitcher Partners) questions about the content and conduct of the audit

Resolution 1

ADOPTION OF DIRECTOR'S REMUNERATION REPORT

“In accordance with the requirements of the Corporations Act, adopt the Remuneration Report for the year ended 30 June 2016 as it appears in the Directors' Report within the Annual Report 2016”

Proxy Votes Received

FOR	AGAINST	OPEN*
43,781,752	1,306,916	342,973
94.46%	2.82%	0.74%

* Open votes totalling 342,973 (0.74%) in favour of the Chairman will be voted in favour of Resolution 1

Resolution 2

RE-ELECTION OF MS SARAH MORGAN

“That Ms Sarah Morgan, a Director retiring by rotation in accordance with the Company’s Constitution and being eligible and having signified her candidature for Office, be and is hereby reelected a Director of the Company.”

Proxy Votes Received

FOR	AGAINST	OPEN*
83,572,106	103,330	481,121
98.30%	0.12%	0.57%

* Open votes totalling 481,121 (0.57%) in favour of the Chairman will be voted in favour of Resolution 2

Resolution 3


RE-ELECTION OF MR DAVID OSBORNE

“That Mr David Osborne, a Director retiring by rotation in accordance with the Company’s Constitution and being eligible and having signified his candidature for Office, be and is hereby reelected a Director of the Company.”

Proxy Votes Received

FOR	AGAINST	OPEN*
77,127,534	6,071,826	516,909
91.13%	7.17%	0.61%

* Open votes totalling 516,909 (0.61%) in favour of the Chairman will be voted in favour of Resolution 3



Thank you for attending
Please join the Directors and Staff for refreshments