



FY18 ANNUAL GENERAL MEETING.

22 NOVEMBER 2018

HANSEN
TECHNOLOGIES

IMPORTANT NOTICE.

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Information contained in this presentation:

- is intended to be general background information only, and is not intended that it be relied upon as advice to investors or potential investors and is not an offer or invitation for subscription, purchase, or recommendation of securities in Hansen
- should be read in conjunction with Hansen's financial reports and market releases on ASX
- includes forward-looking statements about Hansen and the environment in which Hansen operates, which are subject to significant uncertainties and contingencies, many of which are outside the control of Hansen – as such undue reliance should not be placed on any forward looking statements as actual results or performance may differ materially from these statements
- includes statements relating to past performance, which should not be regarded as a reliable guide to future performance
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All dollar values are in Australian dollars (A\$) unless otherwise stated.

Definitions

FY18 = financial year ended 30 June 2018

FY19 = financial year ended 30 June 2019

EBITDA* = Earnings before interest, tax, depreciation and amortisation, excluding net foreign exchange gains (losses)

EBIT* = Earnings before interest and tax, excluding net foreign exchange gains (losses)

NPAT = Net profit after tax

NPATA* = Net profit after tax excluding amortisation of acquired intangibles

EPS = Basic EPS based on NPATA

Recurring revenue* = recurring maintenance, support, dedicated service and licence revenue

Non-recurring revenue* = service/project revenue, non-recurring licence revenue and hardware/software sales

*EBITDA, EBIT, NPATA, Recurring revenue and Non-recurring revenue are non-IFRS measures that have not been audited

HANSEN BOARD OF DIRECTORS AND COMPANY SECRETARY.



David Trude
Non-Executive Chairman



Andrew Hansen
Managing Director and
Chief Executive Officer



Bruce Adams
Non-Executive Director



Sarah Morgan
Non-Executive Director



David Osborne
Non-Executive Director



Jennifer Douglas
Non-Executive Director



David Howell
Non-Executive Director



Julia Chand
General Counsel and
Company Secretary

- Details of each Director's qualifications, experience and special responsibilities are set out in the 2018 Annual Report
- David Howell joined the Board in May 2018

AGENDA.

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



CHAIRMAN'S ADDRESS.

David Trude

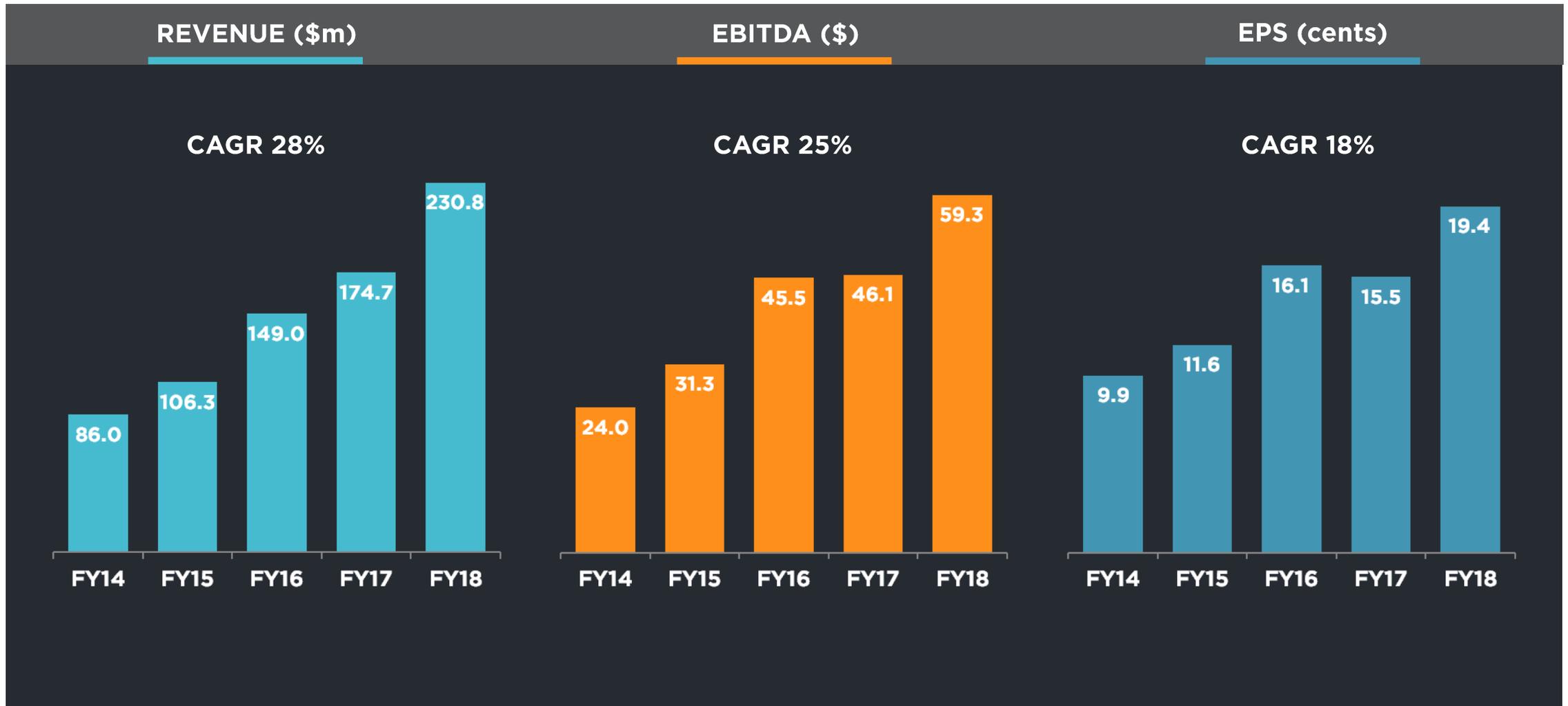


FY18 KEY FINANCIAL MEASURES ... A RECORD YEAR.

REVENUE	EBITDA	NPATA	EPS
\$230.8m	\$59.3m	\$38.0m	19.4 cents
↑ 32%	↑ 29%	↑ 35%	↑ 26%

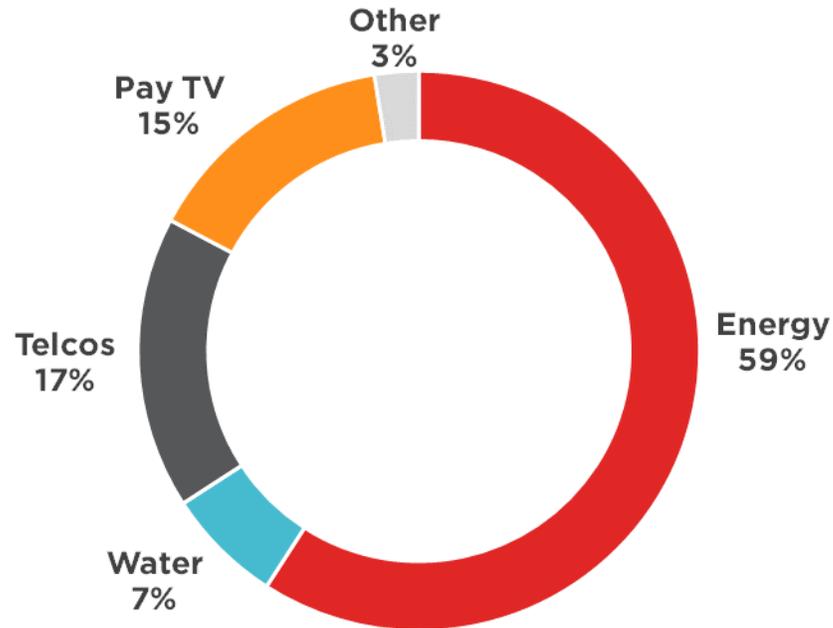
ENORO - ACQUIRED EFFECTIVE 1 JULY 2017 - WAS THE MAJOR DRIVER OF GROWTH FOR FY18, CONTRIBUTING **\$57.7M** OF REVENUE

CONTINUING TO DELIVER ON A STRONG TRACK RECORD OF **GROWTH.**

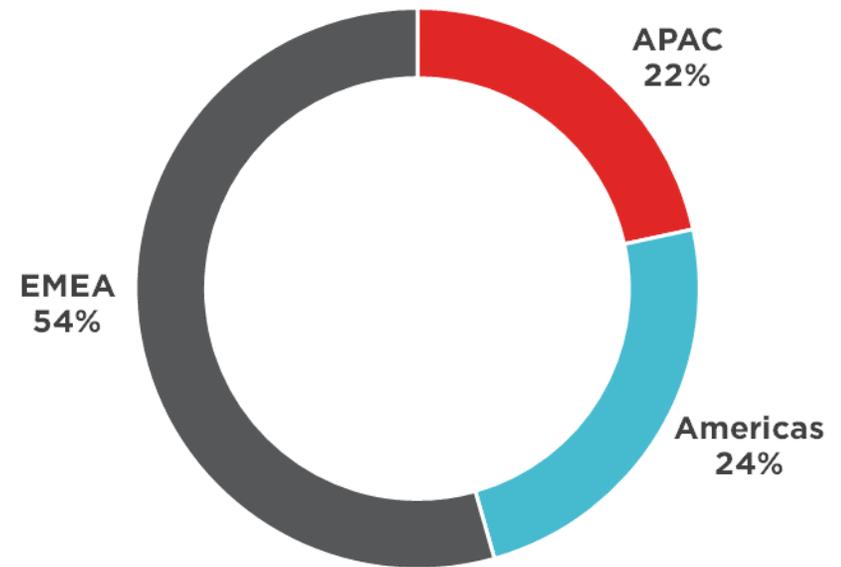


FY18 REVENUE SPLIT.

REVENUE BY VERTICAL



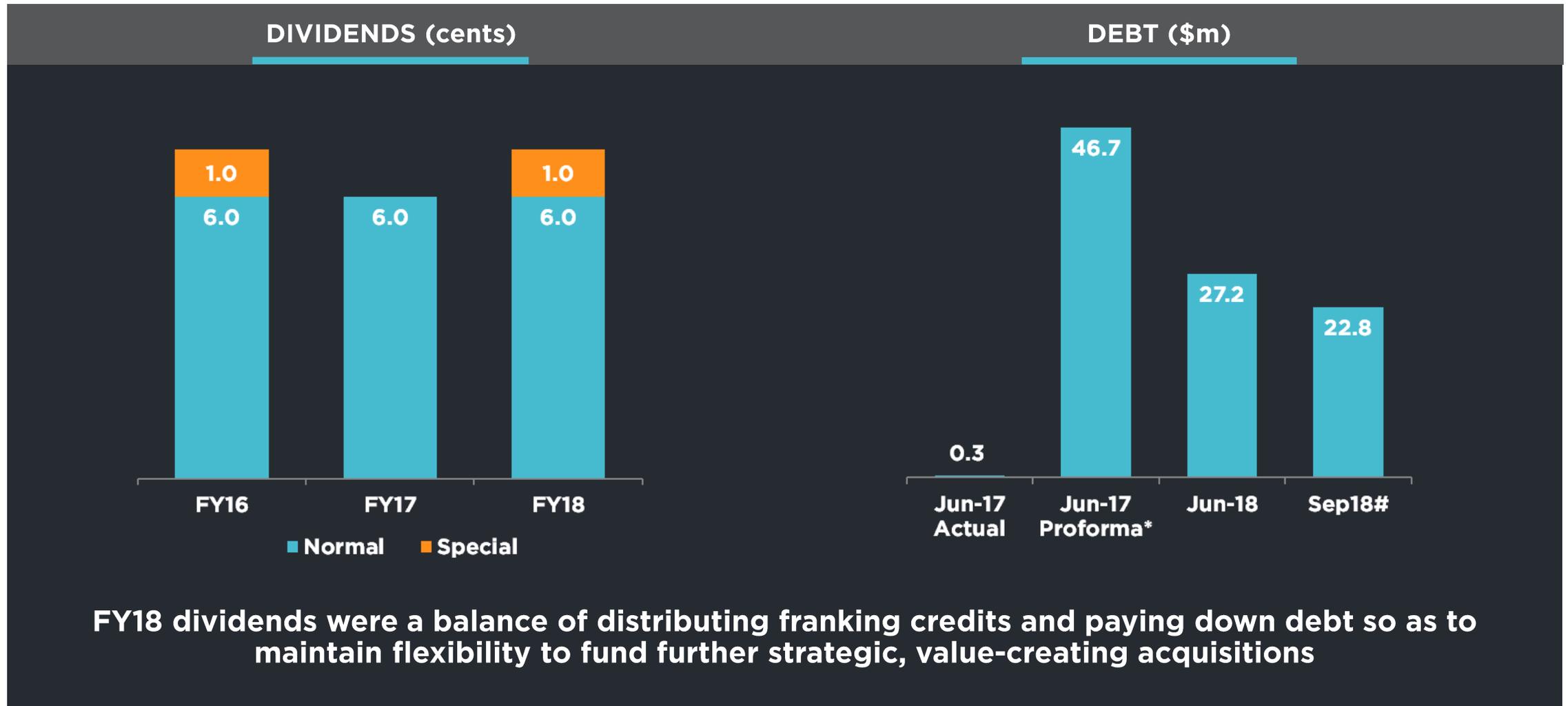
REVENUE BY GEOGRAPHY



With the acquisition of **Enoro**:

- Energy is now 59% of revenue by vertical, compared to 43% in FY17
- EMEA is now 54% of revenue by geography, compared to 41% in FY17

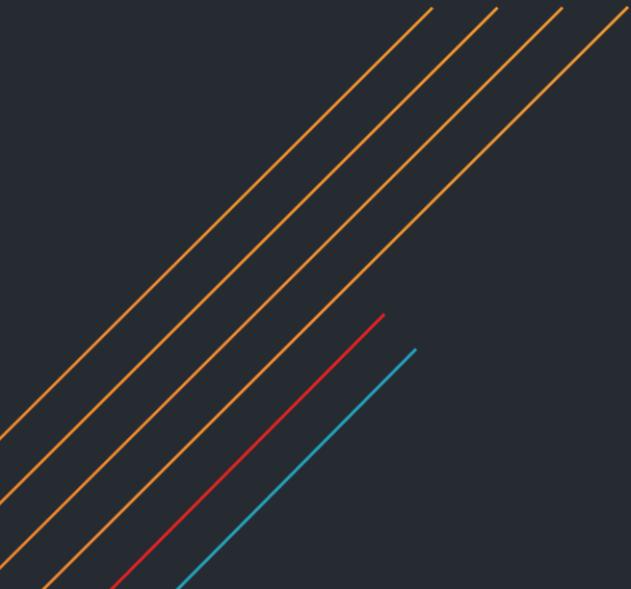
BALANCING DIVIDENDS AND BALANCE SHEET STRENGTH.



* Proforma debt position at 30 June 2017 as if the acquisition of Enoro occurred on that date
After payment of FY18 final dividend

CEO'S PRESENTATION.

Andrew Hansen



FY18 OPERATIONAL HIGHLIGHTS.

- Acquisition of Enoro – our biggest acquisition to date, and 9th in 10 years
- Launch of our new unifying brand – HansenCX
- First Go-Live of EnoroCX billing system in new markets – Finland and Sweden
- Cross-selling the new utility analytics SaaS product to multiple customers across the Nordics
- Release of a major upgrade of our billing system for US municipalities
- Strengthening of the management team – through the appointment of Regional Presidents
- Establishment of Vietnam development centre

ESTABLISHMENT OF VIETNAM DEVELOPMENT CENTRE ... PART OF THE LONG TERM VISION.

WHY VIETNAM?

- A relatively untapped market with a large availability of highly skilled resources
- Time zone works well with our other development centres
- Part of a long term strategy to expand our development capacity – by maintaining our existing development centres while also establishing new centres in emerging/lower cost locations

RESOURCE BUILD

- Commenced in September 2017 with 5 people doing testing work
- Given the success to date it has now ramped up to over 50 people with a number performing development work
 - Recruits are typically in their early to mid twenties and speak excellent English
 - With our experience of having operated across many locations we have been able to fast track the speed to competency
- Having just moved into a new office which can accommodate 150 people, we plan to have a resource of circa 75 people by mid-2019

HANSEN CX

HANSEN TECHNOLOGIES GROUP.

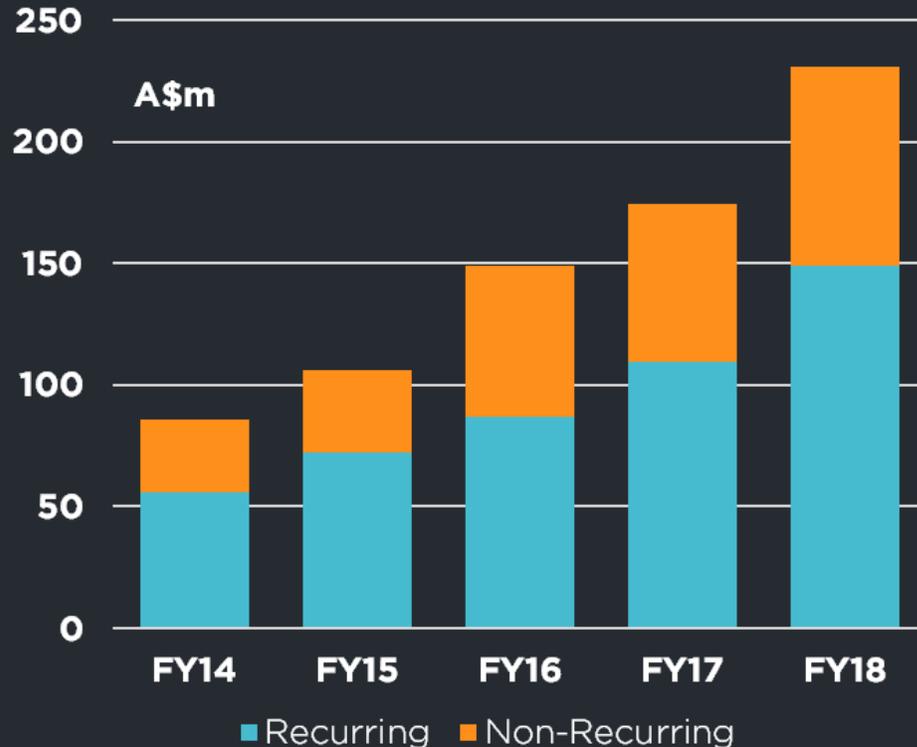
MEN DANBO
MÌ NHẬT DANBO
THẢO DIỆN
暖暮 ラーメン
DANBO

HansenCX
Grand Opening

HansenCX
Grand Opening



RECURRING REVENUES ... GREW TO 65% OF TOTAL REVENUE.



- Recurring revenues are the maintenance, support, dedicated service and licence income streams that we receive on a recurring periodic basis (monthly, quarterly or annually)
- Recurring revenue grew strongly in FY18 to represent 65% of operational revenue, compared to 63% in FY17
- Comparing FY18 excluding Enoro to FY17, recurring revenue was marginally higher, while non-recurring revenue was lower

HOW HANSEN CREATES VALUE FOR SHAREHOLDERS.

DELIVER SOLUTIONS FOR OUR CUSTOMERS CHANGING BUSINESS NEEDS

- Have the best people
- Continually evolve our products
- Be a valued partner of our clients

UNDERTAKE STRATEGIC ACQUISITIONS TO ENTER NEW MARKETS & SEGMENTS

- Be highly disciplined ... stick to our core business ... & own our IP
- Extend our footprint into attractive market segments and geographies
- Ensure the targets have high levels of recurring revenue

LEVERAGE OUR GLOBAL EXPERIENCE

- Share learnings and product development across different markets
- Best practice for software development and project delivery
- Global view of security

ENORO ... INTEGRATION UPDATE.

ACQUISITION RATIONALE

- Acquiring a market leading provider of billing and data management systems in the Nordic energy market – the most advanced and mature energy market in the world
- Positions Hansen to support further deregulation of the European energy markets
- Market leading positions in home markets (billing in Norway, data management in Finland) and expanding into neighbouring markets
- Improve EBITDA margin from circa 16% to 25+% over time

EXPERIENCE TO DATE

- Integration tracking well
- A\$57.7m of revenue in FY18 – exceeding expectations
- First Go-Live of EnoroCX billing system in Finland (for major energy provider Fortum) and Sweden – supported by the broader Hansen team
- Cross-selling the new utility analytics SaaS product to multiple customers across the Nordics
- In commencing our planned margin improvement, a restructuring was undertaken late in the FY18 year

THERE REMAINS SIGNIFICANT SCOPE TO FURTHER **EXTEND AND DEEPEN THE HANSEN FOOTPRINT.**

	AUSTRALIA	ASIA	NORTH AMERICA	SOUTH AMERICA	UK/ IRELAND	NORDICS	WESTERN EUROPE	EASTERN EUROPE	MIDDLE EAST AFRICA
ENERGY	Strong	Emerging	Strong	Nil	Emerging	Strong	Moderate	Nil	Nil
WATER	Emerging	Nil	Moderate	Nil	Moderate	Nil	Nil	Nil	Nil
TELCOS	Nil	Nil	Nil	Nil	Moderate	Strong	Emerging	Nil	Nil
PAYTV	Nil	Strong	Nil	Strong	Nil	Emerging	Nil	Nil	Strong

PRESENCE:

- Strong
- Moderate
- Emerging
- Nil

FY19 OUTLOOK.

Our **guidance for FY19 remains unchanged** from that provided with the FY18 results in August – being:

- Recurring revenue is anticipated to be higher
- Total operating revenue, however, is expected to be slightly below FY18 as a result of lower non-recurring revenue – partly due to the termination by us in June 2018 of an underperforming call centre contract within the US Solutions business
- While total revenue in FY19 is anticipated to be relatively subdued, our expense base is expected to remain consistent with FY18 as we continue to invest in our global platform to support expected future growth
- The effective tax rate is anticipated to be approximately 24%, dependent on the profit mix by jurisdiction
- Expectations are for a stronger 2H19 relative to 1H19 – which is the opposite of the previous two years

FORMAL BUSINESS.



CONSIDERATION OF ACCOUNTS AND 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 2018 and to provide members with the opportunity to raise any issues or ask any questions generally of the Directors

- 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 (RSM Australia Partners) questions about the content and conduct of the audit

RESOLUTION 1.

Adoption of Director's Remuneration Report

To consider and, if thought fit, pass the following resolution as a non-binding resolution of the Company:

'In accordance with the requirements of the Corporations Act, adopt the Remuneration Report for the year ended 30 June 2018 as it appears in the Directors' Report within the Annual Report 2018.'

PROXY VOTES RECEIVED

FOR	AGAINST	OPEN*	ABSTAIN
71,683,817	1,790,129	1,958,374	245,289
95.03%	2.37%	2.60%	

* Open votes totalling 571,450 (0.76%) in favour of the Chairman will be voted in favour of Resolution 1

RESOLUTION 2.

Re-election of Mr David Osborne

To consider and, if thought fit, pass the following resolution as an ordinary resolution of the Company:

‘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 re-elected a Director of the Company.’

PROXY VOTES RECEIVED

FOR	AGAINST	OPEN*	ABSTAIN
103,781,880	4,802,507	2,080,568	224,890
93.78%	4.34%	1.88%	

* Open votes totalling 677,825 (0.61%) in favour of the Chairman will be voted in favour of Resolution 2

RESOLUTION 3.

Re-election of Ms Sarah Morgan

To consider and, if thought fit, pass the following resolution as an ordinary resolution of the Company:

‘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 re-elected a Director of the Company.’

PROXY VOTES RECEIVED

FOR	AGAINST	OPEN*	ABSTAIN
107,623,136	959,774	2,086,045	220,890
97.25%	0.87%	1.88%	

* Open votes totalling 683,302 (0.62%) in favour of the Chairman will be voted in favour of Resolution 3

RESOLUTION 4.

Election of Mr David Howell

To consider and, if thought fit, pass the following resolution as an ordinary resolution of the Company:

‘That Mr David Howell, a Director appointed by the Board effective from 24 May 2018 until this annual general meeting of the Company in accordance with the Company’s Constitution and being eligible and having signified his candidature for Office, be and is hereby elected a Director of the Company.’

PROXY VOTES RECEIVED

FOR	AGAINST	OPEN*	ABSTAIN
108,424,192	147,564	2,083,771	234,318
97.98%	0.13%	1.88%	

* Open votes totalling 681,028 (0.62%) in favour of the Chairman will be voted in favour of Resolution 4

RESOLUTION 5.

Grant of Performance Rights to Chief Executive Officer/Managing Director Mr Andrew Hansen for financial year ending 30 June 2019

To consider and, if thought fit, pass the following resolution as an ordinary resolution of the Company:

‘ That for the purpose of Listing Rule 10.14 and for all other purposes, Shareholders approve the grant of 222,689 Performance Rights to Mr Andrew Hansen under the Hansen Technologies Employee Performance Rights Plan on the terms and conditions set out in the Explanatory Notes.’

PROXY VOTES RECEIVED

FOR	AGAINST	OPEN*	ABSTAIN
71,475,456	1,562,713	2,919,808	192,755
94.10%	2.06%	3.84%	

* Open votes totalling 1,529,787 (2.01%) in favour of the Chairman will be voted in favour of Resolution 5

RESOLUTION 6.

Appointment of Auditor

To consider and, if thought fit, pass the following resolution as an ordinary resolution of the Company:

‘ That RSM Australia Partners:

- a) *having been nominated by a member of the Company, for the purposes of section 328B of the Corporations Act 2001 and for all other purposes;***
- b) *having given its consent in writing to act as auditor, in accordance with section 328A of the Corporations Act 2001 and for all other purposes; and***
- c) *having received consent from the Australian Securities and Investments Commission to act in the capacity of the auditor,***

be appointed as the Auditor of the Company.’

PROXY VOTES RECEIVED

FOR	AGAINST	OPEN*	ABSTAIN
106,338,195	1,359,747	3,004,008	187,895
96.06%	1.23%	2.71%	

* Open votes totalling 1,605,765 (1.45%) in favour of the Chairman will be voted in favour of Resolution 6

RESOLUTION 7.

Non-Executive Directors' Remuneration

To consider and, if thought fit, pass the following resolution as an ordinary resolution of the Company:

' That for the purpose of Listing Rule 10.17 the maximum aggregate amount of remuneration to be paid to all non-executive Directors in any financial year be increased from \$430,000 to \$520,000 per annum.'

PROXY VOTES RECEIVED

FOR	AGAINST	OPEN*	ABSTAIN
71,475,571	1,896,092	2,061,272	607,228
94.75%	2.51%	2.73%	

* Open votes totalling 680,702 (0.90%) in favour of the Chairman will be voted in favour of Resolution 7

THANK YOU.

