

Hansen Technologies Ltd
Annual General Meeting



19 November 2008

Highlights

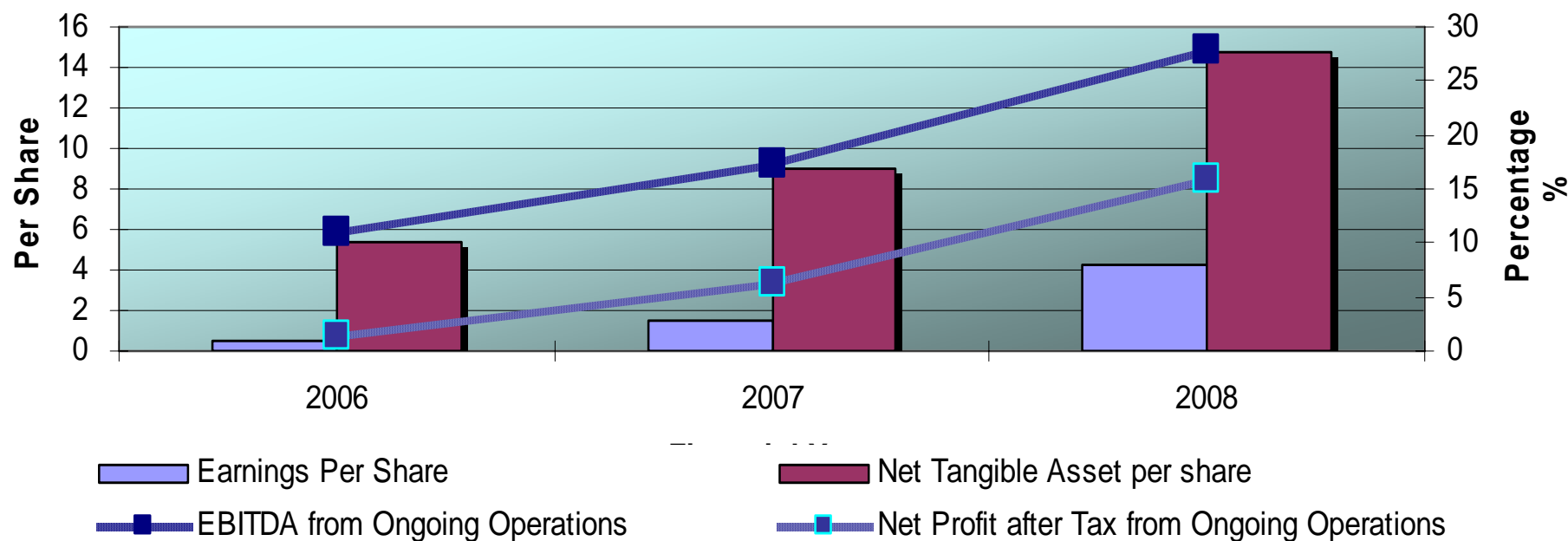
- Record profitability
- Strength in cash reserves
- Payment of dividends, 5 cents per share
 - Including final dividend of 1 cent per share fully franked
- Capital Return of 2 cents per share
- The Net Tangible Assets per share has risen 63% to 14.7 cents per share
- Acquisition of Peace Utility CIS business from First Data Corporation (Oct 08)

Financial Results

Fiscal year 2007/8

- Total revenue of \$52.2 million
- EBITDA of \$20.1 million
 - \$11.3 million from operations, a 26% increase on the previous year
 - \$8.8 million profit on sale of the NSW outsourcing business
- After tax profit of \$15.4 million or 10.1 cents per share
- Increase in performance from ongoing operations
 - Revenue \$39.1 million UP 22%
 - EBITDA \$11.3 million UP 26%
 - After tax profit \$6.5 million UP 189%

Results from Ongoing Operations



Our Direction

- Growth via acquisition
 - Peace International
- Concentrating on our core competency
 - Focusing on core industry markets (Energy and Telecommunications)
 - Organic operational growth
- Geographically focused
 - Deregulation and technology advances are mandating change to billing solutions world wide
 - Profitability across 3 geographic areas of focus (Australia, UK & Japan)
- Maintain ownership of IP in our proprietary software solutions
- Annuity revenues strong & growing
 - Insulation against turbulence in market/industry conditions and currency fluctuations

Acquisition of Peace

- Impressed by complementary fit of the Peace product
- Strength of the user base in USA and Australia
- Strength of brand and reputation
- Leverage of 'like for like' business
- Increase Hansen's revenues by approximately 50%
- Offering an extended product development capability in NZ
- Creating largest independent industry CIS vendor
 - 350+ employees
- Purchase – comfortably funded from existing cash resources
- Anticipating profitable and cash flow positive operations this fiscal year

Initiatives for coming year

- Integrating Peace International into Hansen
 - Restructure of Peace business
- Commercialising our investment in HUB
 - Growth in interval meters in the electricity and gas industries
 - New functionality for mobile telecommunications billing
- Developing an indirect distributor model
- Expand into geographic markets
 - Demand driven by technology change or deregulation
 - Peace purchase
- Identify, acquire and integrate appropriate acquisitions which are compatible with our existing core business

Challenges

- World financial market decline may lead to delays
 - In discretionary spending
 - In new project commencement
- Our entry into USA market and enhanced presence in our industry will generate interest from our larger competitors
- Integration of the Peace business

Outlook

- First half fiscal 2008/9 is tracking ahead of last year's record performance excluding any contribution from Peace
- Peace is expected to be accretive in fiscal 2008/9
- The future for Hansen is bright & promising
- Positioned in industries undergoing considerable change which we are well situated to support
- Leverage market strength of product and reputation of Peace
- Outstanding team of professionals working for us