

# 2009 AGM

Wednesday 18 November 2009

**HANSEN**  
TECHNOLOGIES

# CEO/Managing Director's Address

The slide features a central grey horizontal band containing the text. To the right, a series of thin, red, curved lines originate from a point near the bottom center and fan out towards the top right corner, creating a dynamic, abstract graphic element.

**During a year of considerable economic instability throughout the world we have been able to build on the momentum of the past three years and achieve record operating performances while also improving the fundamental strength of our business.**

## Growth

- Increased revenue
- Successful acquisition
- Strategic client projects

## Financial Strength

- No debt
- Strong cash position
- Fully-franked dividends
- Share buy-back scheme

## Positioned well for 2010

- Leveraging and promoting our solutions worldwide
- Evaluating opportunities for continued expansion

**Operating Revenue \$54.3 million**

 **39%**

**EBITDA \$14.3 million**

 **31%**

**After-tax profit \$8.1 million**

 **25%**

**EBITDA as percentage of revenue**

**26%**

# Results from ongoing operations

## EBITDA:

2009: \$14.3m

2008: \$11.3m

## EPS:

2009: 5.3c

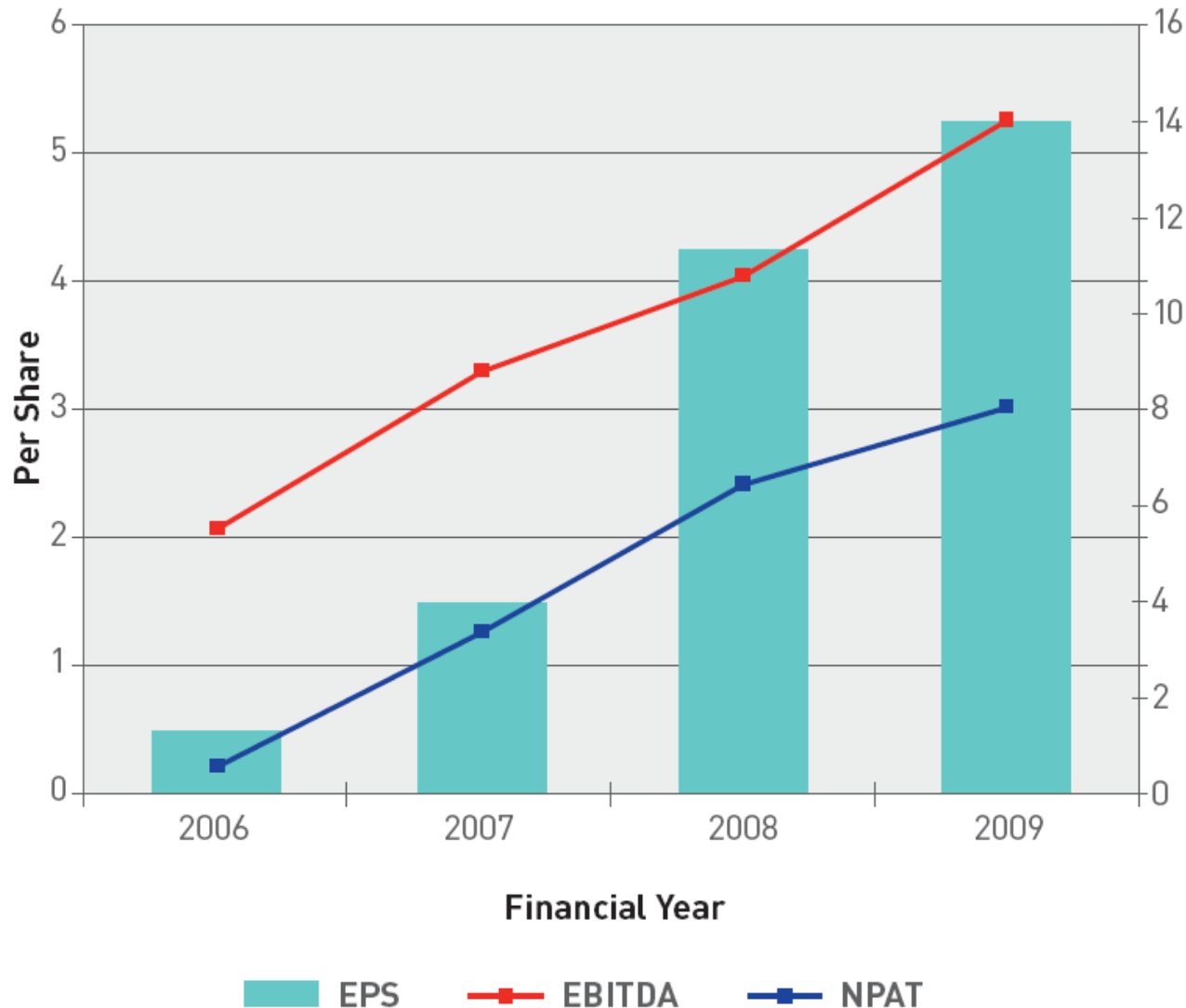
2008: 4.3c

## NPAT:

2009: \$8.1m

2008: \$6.5m

## KEY INDICATORS FROM CONTINUING OPERATIONS



## **Cash:**

2009: \$20.5m

2008: \$21.9m

## **Acquisition:**

Peace Software

Hansen has maintained a strong liquid asset position throughout the year. We have retained a base of core liquidity to fund further growth opportunities.

## **Dividends:**

Fully-franked  
total of 5 cents  
per share for fiscal  
2008/09

## **Share buy back:**

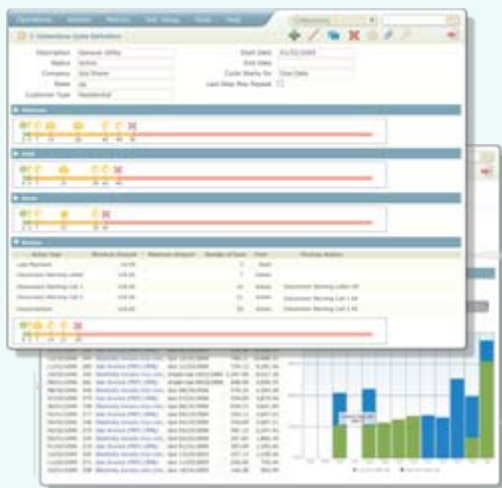
211,418 shares

## **Debt:**

Nil

## Peace®

- Delivered on our promise to pursue strategic growth with the successful acquisition and integration of the Peace Software business which:
  - Substantially increased the number of utility customers served
  - Opened North America as a key service geography
  - Added highly complementary software to the Hansen suite of proprietary software solutions
- Integration was very successful and ahead of schedule



## Europe:

- Operations continue to grow
- Opportunities for expansion

## Japan:

- Account relationships and opportunities continue to be strong.

## North America:

- Acquisition of Peace Software has expanded our client base
- Established new office in Denver
- Working to strengthen account relationships

## Australia:

- Expanded our market share - organic & acquired
- Developed stronger relationships with existing customers



## Utilities:

- Trend toward smart meter rollouts continues globally
  - Hansen has completed significant investment in our MDM
  - Industry-leading performance benchmark achieved
- Deregulation and aging systems continue to drive change
- Expansion of our sales & marketing team, updated messaging



## Telecom:

- Highly competitive and fragmented markets require innovative and quick-to-deploy solutions
- Leveraging unique product offering
- Mobilised resources in this market & updated messaging



## Data Centre & IT Solutions:

- Increasing demand
- Upgrading both primary and secondary facility



## Superannuation:

- Continued evolution of CLASSIC superannuation administration solution



- Leveraging and promoting our solutions to support the worldwide trend for smart meter installation by electricity and gas utilities



- Building on the foundation of exciting new functionality for telecommunications billing



- Evaluating opportunities for strategic entry into new geographies



- Continue to evaluate acquisition opportunities for companies that exhibit the ability to grow revenue and strongly align with our core target markets.



- We believe we have the right solutions, an outstanding team of industry experts, and a strong client base
- In 2009, we have built a solid foundation for growth into our target markets
- Economic uncertainty remains, Appreciation of the \$A negatively impacts performance
- We are quietly optimistic about another strong year in Fiscal 2010