

15<sup>th</sup> February 2016

## First Half Operating Result – Fiscal 2016 and outlook for the full year

Hansen Technologies Limited ( ASX: HSN ) is pleased to announce its financial results for the half year ending 31 December 2015:

- **Operating Revenue \$74.0 million**
- **EBITDA of \$22.3 million**
- **Net Profit after Tax of \$12.6 million**
- **Earnings per share of 7.1 cents, up 31% from the previous corresponding period**

The directors of Hansen have declared a consistent **3 cent per share interim dividend** with:

- **2.5 cents per share fully franked**
- **0.5 cents per share unfranked**
- **a record date of 10 March 2016**
- payment on 31 March 2016
- the conduit foreign income component of this interim dividend is nil
- the application price for shares issued in accordance with the Company's Dividend Reinvestment Plan will be the full undiscounted value

*NOTE: Shareholders wishing to participate in the Dividend Reinvestment Plan need to have lodged the required DRP Notice with the Company's Share Registry by no later than 5.00pm on the business day immediately following the record date. Accordingly the last date for DRP election in respect to this interim dividend is 11 March 2016.*

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**Results for the first half compared with previous corresponding period:**

	<b>Half Year to December 2014 \$A Million</b>	<b>Half Year to December 2015 \$A Million</b>	<b>Variance</b>
<b>Operating revenue</b>	49.2	74.0	up 50%
<b>EBITDA</b>	15.9	22.3	up 40%
<b>Profit before tax</b>	12.5	17.8	up 42%
<b>Income tax expense</b>	(3.7)	(5.1)	up 38%
<b>Net profit after tax</b>	8.8	12.6	up 43%
<b>Earnings per share</b>	5.4 cents	7.1 cents	up 31%

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Hansen's Chief Executive Officer, Andrew Hansen said "I am pleased to be reporting another strong period of performance for the company which is in line with the update announced on 18 December 2015.

Hansen has continued to benefit from its international expansion with the results reflecting the first full six months contribution from the TeleBilling business purchased in May 2015. The TeleBilling business has been successfully integrated and continues to deliver opportunities within the Northern European market.

We have also seen double digit organic growth on a constant currency basis in our core billing business as we delivered on new customer projects as well as product enhancements from within the existing customer base. Hansen continues to invest in its people and its products delivering new opportunities in India in the Pay TV market and in Japan in the Retail Energy sector.

The decline of the Australian dollar against most currencies has also had a positive impact on our results. It is important however to acknowledge that Hansen now operates significant business off shore, somewhat offsetting the positive impact of foreign exchange on the business's margin.

We continue to execute on our strategic initiatives that are aligned to our overarching goals of achieving consistent organic revenue growth, while maintaining margins in our target range and building our global platform.

In line with previous guidance, we believe that Revenue and EBITDA achieved in these results will broadly be replicated in the second half of the year provided favourable trading terms are maintained”.

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#### **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.

#### **For further information contact**

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