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ASX / Media Release

Hansen Delivers Strong Recurring Revenue and Margin Expansion; FY27 an Investment and Transition Year

19 August 2026

Hansen Technologies Limited (ASX: HSN) ('Hansen', the 'Company', the 'Group'), a global leader in industry-specific software, today announced its results for the full year ended 30 June 2026 (FY26), delivering strong operational performance, supported by recurring revenue growth, disciplined cost management, margin expansion and strong cash generation.

Results Summary

- Operating revenue of $386.5m, down 1.5% reflecting the impact from revenue mix including lower licence fees and foreign exchange headwinds.
- Despite near term customer caution, underlying demand remains strong.
- Support & Maintenance revenue of $230.3m, up 13.4%, reinforcing the strength of Hansen's recurring revenue base.
- Continued margin resilience with Underlying EBITDA of $119.6m (31.0% margin) and Cash EBITDA of $106.2m (27.5% margin), supported by cost discipline and AI-driven productivity benefits.
- Strong cash generation with Operating cash flow of $110.4m, up 52.0%.
- Successful acquisition and integration of Digitalk, enhancing Hansen's global product offering and Communications & Media capability.
- Continued embedding of AI across products and operations, supporting operating leverage and long-term competitive advantage.

Hansen Group ($m)	FY26	FY25	Movement %
Operating revenue	386.5	392.5	(1.5%)
Support & Maintenance revenue	230.3	203.1	13.4%
Underlying EBITDA [1, 2, 3]	119.6	111.7	7.2%
Underlying EBITDA margin	31.0%	28.5%	2.5pp
Cash EBITDA [1, 2, 3, 5]	106.2	93.4	13.7%
Underlying NPAT [1, 3]	48.5	39.6	22.5%
Underlying NPATA [1, 3, 4]	65.9	56.9	15.9%
Net cash from operating activities	110.4	72.6	52.0%
Basic EPSa based on underlying NPATA (EPSa) (cents) [1, 4]	32.3	27.9	15.8%

1. The Directors believe the information additional to IFRS measures included in the press release is relevant and useful in measuring the financial performance of the Group. These include: EBITDA, NPATA and EPSa.
2. EBITDA is a non-IFRS term, defined as earnings before interest, tax, depreciation and amortisation, excluding net foreign exchange gains / losses and share of profits / losses from associates.
3. Underlying EBITDA, underlying NPAT and underlying NPATA exclude separately disclosed items. Further details of the separately disclosed items are outlined in the Financial Report which can be found on the Company's website.
4. Underlying NPATA is a non-IFRS term, defined as underlying net profit after tax, excluding tax-effected amortisation of acquired intangibles.
5. Cash EBITDA is underlying EBITDA excluding capitalised development costs.

Note: This ASX announcement should be read in conjunction with the Annual Report which can be found on the Company's website.

Hansen's Global Chief Executive Officer and Managing Director, Andrew Hansen, said:

"FY26 demonstrated the resilience of Hansen's business model. In a more cautious environment, we have remained focused on disciplined execution, protecting earnings quality while continuing to invest for long-term growth.

What we have seen during the year, with regards to revenue, is primarily caused by mix and foreign exchange. We continue to have a solid pipeline of demand for our products and services. Our recurring revenue base continues to improve, providing stability and visibility through the cycle. AI is increasingly driving productivity, operating leverage and long-term margin expansion."

Segment Performance

Communications & Media

Communications & Media welcomed Digitalk in December 2025, and continued to support renewals, platform upgrades and modernisation of legacy environments.

Key highlights included:

- Successful integration of Digitalk enhancing Hansen's global Communications footprint and contributing approximately $11m of revenue in FY26.
- Renewal and expansion of major customer relationships, including Telefónica Germany, DishHome Nepal and MultiChoice, alongside the early release of our AI-powered Catalog Agent.
- Increased adoption of cloud-native and modular platforms, improving customer agility and reducing cost-to-serve.

The Digitalk contribution partially offset the impact of the Virgin Media O2 contract one-off licence fee in the prior year. Communications & Media delivered Operating revenue of $184.2m, up 7.5% vs prior year, with an Underlying EBITDA margin of 57.6%.

Energy & Utilities

Energy & Utilities performance reflected customer caution and delayed decision-making in certain markets, balanced by continued strategic progress and strong engagement.

Key highlights included:

- Targeted wins and renewals supporting long-term annuity revenue, including partnerships such as ERTH Holdings.
- City of New Bern (US) selected Hansen MDM, the first deployment outside Europe and the Nordics.
- Charlotte County Utilities migrated to SaaS CIS, extending a 20+ year customer relationship.
- City of Kingsport deployed Hansen's AI Agent (Dial AI), improving customer service efficiency.
- Several key customer renewals in APAC, including Aurora Energy and ENGIE.

Germany has underperformed expectations. The smart meter roll-out is slower than expected, delaying pipeline opportunities. This, combined with some customer churn has impacted short-term activity. Despite the near-term headwinds, the Group remains positive on the future growth opportunities for the German marketplace.

Energy & Utilities delivered operating revenue of $202.3m, down 8.5% on prior year, with an Underlying EBITDA margin of 34.9%. The segment has a strong pipeline of opportunities and expects sustained customer engagement supporting future growth.

Corporate

Corporate costs of $57.0m decreased by $2.6m on prior year due to cost discipline and income from tax R&D credits.

Artificial Intelligence

Over the past 12 months, Hansen has focused on building the foundations required to embed AI across its products, operations and customer solutions. This has included establishing an AI Enablement Team, investing in AI capability across the workforce and modernising software development and support processes to leverage emerging technologies.

A key milestone has been the development of NOVA RAG, Hansen's enterprise knowledge platform, which captures and structures decades of product, customer and industry expertise embedded across the Group's global software portfolio. By connecting this intellectual property into a searchable knowledge layer, NOVA RAG enables AI solutions to generate responses grounded in trusted Hansen data and domain knowledge.

These foundations position Hansen to accelerate AI-enabled product development, improve customer support and operational efficiency, and create new commercial opportunities. Hansen's focus is now shifting from capability building to the deployment and commercialisation of AI solutions that deliver measurable value for customers and shareholders.

Hansen’s strategic AI vision is centred on leveraging the NOVA RAG foundation, combined with embedded software code that is market compliant, to identify globally applicable capabilities that can be standardised and delivered from a common platform. With its existing highly effective and compliant software and deep domain expertise across more than 80 countries, Hansen is uniquely positioned to simplify, standardise and modernise its portfolio. The end game is to leverage AI to consolidate Hansen’s competitive advantage from our deep domain expertise, data insights, and intellectual property.

Mergers & Acquisitions (M&A)

Mergers and acquisitions are a core component of Hansen's growth strategy, executed through a disciplined and repeatable value creation playbook.

Organic growth remains the priority, with M&A used selectively to add scale, deepen capability and extend market reach. Hansen targets mission-critical software businesses with strong recurring revenue, Tier 1 and Tier 2 customer bases, and clear intellectual property ownership.

Execution discipline is central, supported by an actively managed pipeline and balance sheet capacity to act selectively on high-quality opportunities across Energy & Utilities, Communications & Media and chosen adjacencies.

AI is increasingly shaping Hansen's M&A approach, both expanding the opportunity set and reshaping the lens that potential acquisitions are viewed and assessed. The Group prioritises assets where AI strengthens defensibility, particularly where proprietary data, embedded workflows and systems of record support sustainable competitive advantage.

Target evaluation is focused on defensible IP, potential for AI to be embedded within core platforms, regulation-safe architecture and the ability to integrate efficiently at scale.

Hansen's strong cash generation and conservative balance sheet provide flexibility to pursue accretive opportunities, with capital allocated in a highly selective and disciplined manner aligned to long-term value creation.

Cash Flow and Capital Management

The Group delivered strong cash generation during the year, with Operating cash flow of $110.4m, an increase of 52.0% on FY25.

Hansen maintained a disciplined capital management approach throughout FY26.

- Capitalised development costs were tightly managed, supported by operating leverage achieved through AI and efficient utilisation of our global workforce.
- Improved earnings quality, cost discipline, and the confidence of key customers, evidenced by prepayments for multi-year agreement renewals.
- Hansen achieved a strong cash conversion ratio[1] of 0.9x reinforcing the quality and sustainability of earnings.
- Hansen's leverage ratio[2] was 0.1x at the end of the year. $63.5m of borrowings were repaid during the year.

1 Cash Conversion Ratio is net cash from operating activities divided by EBITDA. EBITDA is a non-IFRS term, defined as earnings before interest, tax, depreciation and amortisation and excluding net foreign exchange gains / (losses) and share of losses / (profits) from associates.

2 Leverage Ratio is Net Debt (Cash Assets less Interest-Bearing Liabilities) divided by Underlying EBITDA. Underlying EBITDA is a non-IFRS term, defined as earnings before interest, tax, depreciation and amortisation and excluding net foreign exchange gains / (losses), share of losses / (profits) from associates and separately disclosed items, which represent the one-off costs during the period.

Outlook

FY27 revenue is expected to be broadly stable relative to FY26, reflecting the ongoing transition from upfront Licence revenue to recurring consumption-based revenue streams and continued foreign exchange headwinds.

Recurring Support & Maintenance revenue is expected to grow approximately 6-8% in FY27, supported by continued customer demand for Hansen's mission-critical software and services.

FY27 Underlying EBITDA margin is expected to exceed 26%, reflecting reduced contribution from Licence revenue and continued investment in AI-enabled capabilities, product innovation and customer-led development opportunities.

The Board views FY27 as an investment and transition year focused on improving revenue quality, enhancing scalability and positioning the business for sustainable long-term growth. Hansen has a solid pipeline of new business opportunities, customer renewals and continues to commercialise its AI-driven capabilities. The Group expects revenue growth in FY28 with Underlying EBITDA margin returning to Hansen's 30% plus target.

The Group maintains a strong balance sheet and expects to achieve a net cash position during Q2 FY27, providing greater flexibility to support future growth through disciplined acquisitions, continued investment in innovation and long-term shareholder value creation.

Dividend

The Board has declared a final dividend of 5.0 cents per share, partially franked at 4.0 cents per share. The record date for the final dividend is 25 August 2026 and the payment date is 18 September 2026. The Dividend Reinvestment Plan (DRP) will again be available to shareholders with no discount. The DRP election cut-off date will be 26 August 2026.

Investor and Analyst Briefing

An investor and analyst briefing will be held to discuss the FY26 results.

- **Date:** 19 August 2026
- **Time:** 10:00am Melbourne time
- **Format:** Webcast
- Register here to receive a calendar invite and reminder

We encourage investors and analysts to register in advance to ensure timely access to the briefing.

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For further information:

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About Hansen

Hansen Technologies (ASX: HSN) is a leading global provider of software and services to the Energy & Utilities and Communications & Media industries. With its award-winning software portfolio, Hansen serves companies with customers in over 80 countries, helping them to create, sell, and deliver new products and services, manage and analyse customer data, and control critical revenue management and customer support processes.

For more information, visit www.hansencx.com