HANSEN

ANNUAL GENERAL MEETING

26 November 2026

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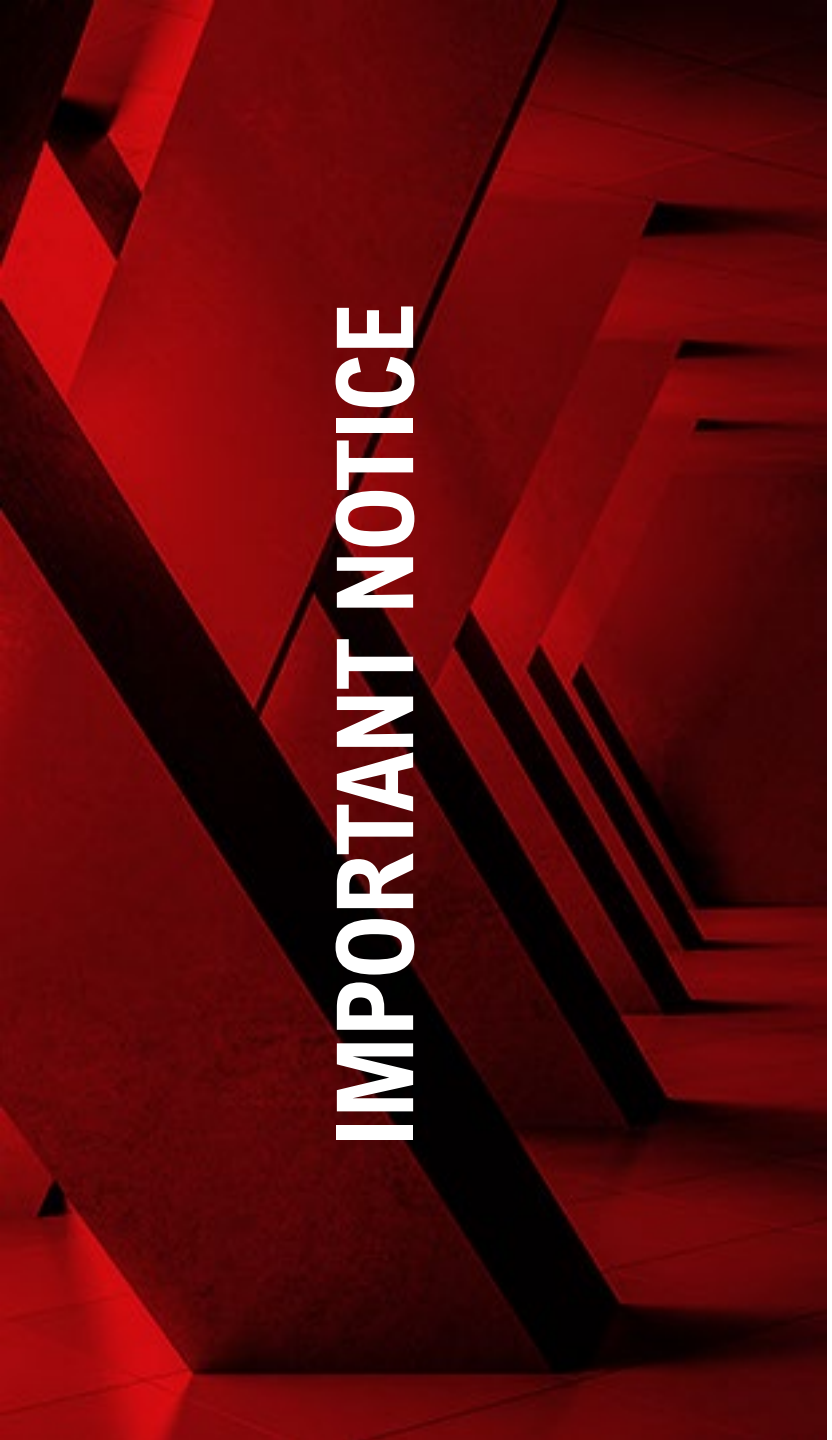

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All dollar values are in Australian dollars (A$) unless otherwise stated.

Definitions:

- FY22 = financial year ended 30 June 2022
- FY23 = financial year ended 30 June 2023
- FY24 = financial year ended 30 June 2024
- FY25 = financial year ended 30 June 2025
- FY26 = financial year ended 30 June 2026
- FY27 = financial year ended 30 June 2027
- FY28 = financial year ended 30 June 2028
- EBITDA* = Earnings before interest, tax, depreciation and amortisation, excluding net foreign exchange gains / losses and share of profits / losses from associates
- Underlying EBITDA* = EBITDA excluding Separately disclosed items
- Cash EBITDA* = Underlying EBITDA excluding Capitalised development costs
- NPAT = Net profit after tax
- Underlying NPAT = NPAT excluding tax effected Separately disclosed items
- NPATA* = Underlying NPAT excluding tax effected amortisation of acquired intangibles
- EPSa = Earnings per share on NPATA

* EBITDA and NPATA are non-IFRS measures that have not been audited or reviewed by Hansen's auditors

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Agenda

- About Hansen
- Growth Strategy
- Leadership
- Financial Highlights
- Outlook
- CEO’s Presentation
- Formal Business



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ABOUT HANSEN

Andrew Hansen – Executive Chairman



Delivering trusted mission-critical software

HANSEN

For 50+ years, Hansen Technologies has built a strong foundation with deep industry expertise and proven technology

360M+
Communications & Media end-customer interactions annually

80M+
Energy & Utilities end-customers served

THE HANSEN DIFFERENCE

The technology behind essential services
We help service providers modernise faster, launch new offerings and deliver better customer outcomes

Global reach and scale, deep market expertise

Local presence and specialist capability for complex telecom and energy markets.



10+ years
average customer lifetime

Low
Customer churn

80+
countries using Hansen software

Breadth within every region

A small sample of customers from across Communications & Media and Energy & Utilities.

AMERICAS

COMMUNICATIONS & MEDIA

- AT&T
- verizon
- ECHOSTAR

ENERGY & UTILITIES

- exelon
- Xcel Energy
- New Mexico GAS COMPANY AN EMERA COMPANY

EMEA

COMMUNICATIONS & MEDIA

- Telefónica
- Telia
- Virgin media
- O2

ENERGY & UTILITIES

- fortum
- sse Airtricity
- VATTENFALL

APAC

COMMUNICATIONS & MEDIA

- T
- airtel
- Telkomsel

ENERGY & UTILITIES

- AusNet
- ENGIE
- western power

GROWTH STRATEGY

Andrew Hansen – Executive Chairman



OUR GOAL IS CLEAR

To accelerate growth from our already strong foundation

NEW LEADERSHIP

Strong foundations, disciplined growth investment and AI, as one strategy

Stuart our new CEO joins to bring our strategy into play

Investing in growth

More investment in sales and marketing to sharpen our go-to-market

M&A targets IP and new technology, not just scale

AI accelerating growth opportunities

New AI-enabled tech for our customers, and a more efficient Hansen

Beyond that base

Both of our segments carry a healthy pipeline for new business

- Communications & Media
- Energy & Utilities

STRONG FOUNDATIONS

50+ years

mission-critical software for highly regulated telecom and energy data, all built on IP we own

OUR RECURRING SUPPORT & MAINTENANCE REVENUE BASE IS THE FOUNDATION

13.4%

Support & Maintenance revenue growth, FY26

~60%

of total operating revenue

~14%

compound annual rate since FY22

M&A: DISCIPLINED, REPEATABLE VALUE-CREATION PLAYBOOK

Organic growth remains the priority: M&A adds scale, deepens capability and extends market reach

OUR APPROACH: A REPEATABLE MODEL

Long-term track record
14 transactions since 2008

Clear acquisition filters
Mission-critical software; predictable/recurring revenue; long-term customer relationships; clear IP ownership

Pipeline discipline
Actively managed pipeline with the capacity to execute selectively

Strong cash generation and conservative leverage preserve flexibility to act with discipline

AI increases our opportunities
It can accelerate integration and value capture, data governance and regulation-safe execution

LEADERSHIP

Andrew Hansen – Executive Chairman



LEADERSHIP & BOARD OF DIRECTORS

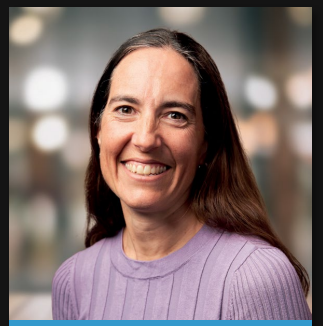
Shown below are the Hansen Board of Directors, the Company Secretary, CEO & CFO current from 19 November 2026.



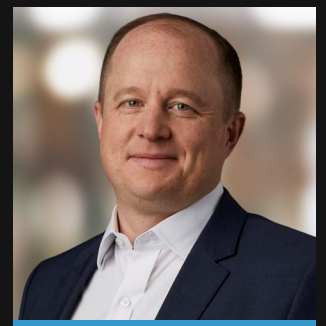
Mr Andrew Hansen
Executive Chairman



Mr David Howell
Non-Executive Director



Ms Lisa Pendlebury
Non-Executive Director



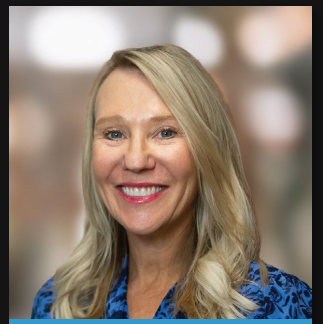
Mr Stuart MacDonald
Chief Executive Officer



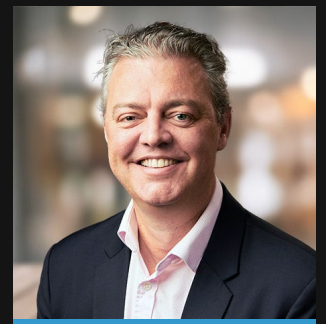
Ms Julia Chand
General Counsel and
Company Secretary



Mr Don Rankin
Non-Executive Director



Ms Rebecca Wilson
Non-Executive Director



Mr Richard English
Chief Financial Officer

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FINANCIAL HIGHLIGHTS

Andrew Hansen – Executive Chairman



FY26 FINANCIAL HIGHLIGHTS

Operating Revenue

$386m

▼ Down 1.5% vs FY25

Support & Maintenance Revenue

$230m

▲ Up 13.4% vs FY25

Underlying EBITDA

$120m

▲ Up 7.2% vs FY25

Underlying EBITDA Margin 31.0%

Cash EBITDA

$106m

▲ Up 13.7% vs FY25

Cash EBITDA Margin 27.5%

Operating Cash Flow

$110m

▲ Up 52.0% vs FY25

Underlying NPATA

$66m

▲ Up 15.9% vs FY25

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OUTLOOK

Andrew Hansen – Executive Chairman



OUTLOOK

In FY27 we're investing for accelerated long-term growth

Operating revenue

- Expected to be broadly stable relative to FY26, with revenue expected to be higher in the second half than the first

Underlying EBITDA Margins:

- FY27 Underlying EBITDA margin is expected to exceed 26%
- FY28 Underlying EBITDA margin returning to Hansen's 30% plus target



NEW CEO INSIGHTS

Stuart MacDonald – CEO



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