ASX/Media Release

9 March 2021

Hansen Technologies signs significant agreement with Telefonica and increases full year guidance

Hansen Technologies Limited (ASX: HSN) ("Hansen"), a leading global provider of software and services to the energy, water and communications industries, announces that it has executed a Master Agreement (the "Agreement") with Telefónica Germany GmbH & Co. OHG ("Telefónica") to licence via a prepaid subscription for Hansen's Cloud Native Communications product suite to support Telefónica's operations within Germany.

The Agreement is for a fixed initial term of five years with associated revenue of approximately $25m.

"We are delighted and very proud to be engaged with Telefónica. This agreement is testament to and a ringing endorsement of the Hansen Communication Suite and Hansen's ability to continually evolve as a valued partner to our customers" said Andrew Hansen, Hansen's Global Chief Executive Officer.

Increasing guidance provided at 1H21 results

Due to this strategically significant customer win we are upgrading our FY21 guidance:
- Revenues: $316m - $326m (constant currency), $306m - $316m (reported).
- Underlying EBITDA: margin 37% - 39%.

The resulting FY21 EBITDA margin is higher than our expected long-term margins of 32% - 35%. This is the direct result of all licence revenue ($21m) being recognised in 2H21 as is required under IFRS.

Conference call with the market

An investor and analyst briefing conference call to discuss the implications of this customer win will be held at 11am (AEDT) on Wednesday 10 March 2021. Click on the link below to pre-register for the call. You will be sent an invitation and dial in details.

https://s1.c-conf.com/diamondpass/10012994-B00G34.html

This announcement is authorised by the Chairman.

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About Hansen

Hansen Technologies (ASX: HSN) is a leading global provider of software and services to the energy, water and communications industries. With its award-winning software portfolio, Hansen serves 550+ 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