

## Hansen FY25 Guidance Update - Improved Profitability

14<sup>th</sup> July 2025

Hansen Technologies Limited (ASX: HSN), a leading provider of industry-specific software products to the energy & utilities and communications & media industries, announces an upward revision to its FY25 Underlying & Cash EBITDA guidance.

### Guidance Update - Improved Profitability

Hansen is pleased to announce an upward revision to its FY25 Underlying & Cash EBITDA guidance, driven by improved operating efficiencies, disciplined cost management, and a positive earnings contribution from powercloud, which returned to profitability ahead of expectations at the time of acquisition. The FY25 Underlying EBITDA margin is now anticipated to be approximately 28% and the FY25 Cash EBITDA Margin is expected to be approximately 24%. Underlying EBITDA and Cash EBITDA are now expected to be respectively 19-21% and 20-22% higher in FY25 compared with FY24.

Industry tailwinds from both Hansen verticals are driving increased demand for the Group's products and services globally. However, due to project timing and customer-driven factors, some revenue will shift to FY26, resulting in a modest adjustment to the previous revenue guidance as outlined below. Notwithstanding this adjustment, FY25 is still expected to deliver solid operating revenue growth of approximately 11% compared with FY24, and growth of approximately 5% excluding the impact of the powercloud acquisition. The Company has a solid pipeline of committed business and remains optimistic about its growth potential beyond FY25.

	Previous Guidance	Updated Guidance
Operating Revenue	A\$398m – \$405m	A\$391m - \$393m
Underlying EBITDA <sup>1</sup>	A\$92m – \$101m	A\$110m - \$112m
Cash EBITDA <sup>2</sup>	A\$76m – \$85m	A\$92m - \$94m

1. Underlying EBITDA is a non-IFRS term, defined as earnings before interest, tax, depreciation and amortisation and excluding net foreign exchange gains (losses) and separately disclosed items, which represent the one-off costs during the period.
2. Cash EBITDA is Underlying EBITDA less capitalised development costs.

### Customer Update

Hansen is also pleased to provide an overview of recent customer wins including:

- A four-year agreement with Vattenfall to implement the Hansen CIS in Finland for a TCV of \$5.5m.
- An agreement with a Nordic B2B energy retailer Å Entelios to deploy Hansen CIS in support of its expansion into the Danish market.
- A transformative \$50m five-year agreement with VMO2, a JV between Telefónica and Liberty Global, announced to the market on 3 February 2025.
- A strategic five-year agreement with one of the largest renewable energy portfolios in the US, for an estimated contract value of \$16m.
- Multiple new agreements with a combined TCV of over \$5m and increasing annual recurring revenue by \$1.4m for various modules of the automated Hansen Trade platform. New customers include Aneo, Modity, World Kinect, Ingrid Capacity and Å Entelios. Regions include Finland, Sweden and Hansen's first ever deployments of Hansen Trade into Norway, Denmark and The Netherlands.

## ASX / Media Release

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This announcement is authorised by the Board.

### 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 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](http://www.hansencx.com)

### Important information

This announcement contains forward-looking statements that involve subjective judgement and analysis and are subject to significant uncertainties, risks and contingencies, many of which are outside the control of, and are unknown to the Company. These forward-looking statements use words such as 'potential', 'expect', 'anticipate', 'intend', 'plan', 'target' and 'may', and other words of similar meaning. No representation, warranty or assurance (express or implied) is given or made in relation to any forward-looking statement by any person (including the Company). Actual future events may vary materially from the forward-looking statements and the assumptions on which the forward-looking statements are based. Given these uncertainties, readers are cautioned not to place undue reliance on such forward-looking statements. Subject to the Company's continuous disclosure obligations at law and under the listing rules of the Australian Securities Exchange, the Company disclaims any obligation to update or revise any forward-looking statements. The factors that may affect the Company's future performance include, among others: changes in economic conditions; changes in the legal and regulatory regimes in which the Company operates; litigation or government investigations; competitive developments affecting our products; changes in behaviour of major customers, suppliers and competitors; acquisitions and divestitures; the success of research and development activities and the Company's ability to protect its intellectual property.