

Hansen Technologies Ltd 2025 AGM Report

ASX code	HSN
Meeting date	Wednesday, 20 Nov 2025
Type of meeting	Virtual
Monitor	Mike Robey assisted by Matthew Hamilton
Pre AGM-meeting	No

Meeting Statistics

Number of holdings represented by ASA	42
Number of shares represented by ASA	464,227
Value of shares represented by ASA	\$2.669m
Total number attending meeting	NA
Market capitalisation	\$1.16 billion
ASA open proxies voted	ASA voted in favour of all resolutions. Voting on all three was 96% or higher in favour.

Monitor Shareholding: The individual(s) (or their associates) involved in the preparation of this voting intention has a shareholding in this company.

The Chair and CEO speeches are given [here](#). These took up most of the meeting time and were in large part from a presentation which had already been published on the ASX, except for a section on the Digitalk acquisition.

Some key take-aways:

- While other companies speak of AI we do it rather than talk about it. Enormous benefits for staff and customers using their SAAS offerings
- Digitalk is a good fit to the business. It is a Mobile Virtual Network Operator (MVNO) in-a-box, so enables customers to set up and service virtual mobile businesses. It was purchased in Germany at a low sales multiple and is profitable.
- Outlook is for 5-7% growth, with EBITDA reaching 30%+ margin in the future

The meeting was virtual only, and as it happened, only a couple of questions were asked online. Stephen Mayne thanked Hansen for publishing the proxies received for the three resolutions in advance of the AGM and requested the number and share of shareholders who voted. The CEO made no promise to publish voter numbers.

Three questions were from the ASA, and extraordinarily were all also answered immediately by the CEO and not directed by the Chair, who, after his short presentation (halting) on the annual results, was mute for the rest of the meeting.

Our questions were:

- Given that the Chairman had already served 14 years, and a long-standing Director (Bruce Adams of 25 years) had just retired, what was the succession planning process? (This is discussed at board meetings, and we have plans in the event of unplanned events!). There was no acknowledgement that tenure should be limited and as with all questions was answered by the CEO, and not the Chair.
- What is their progress in moving away from carbon offsets to emissions reduction? (we are reducing data-centre electricity usage in Australia and acknowledged that offsets are not the way to go). No mention of Indian and other high carbon footprint business units.
- Can you publish a skills matrix in the Annual Report? (we have one on the website) Directors are not identified.
- What is your principal competitive advantage in the SAAS market? (cost, hence, the ability to price competitively).

The meeting results are given [here](#).

The combination of a virtual AGM format and a dominating founder CEO who left only a ceremonial role for his Chair left little room for shareholder interaction.

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