

## Corporate Communications Contact

Altium Limited  
Level 3, 12a Rodborough Road  
Frenchs Forest, NSW 2086  
Australia  
[www.altium.com](http://www.altium.com)  
Telephone: +61 2 8986 4400  
Fax: +61 2 8986 4440

## **Altium announces half-yearly performance update Growth in sales, revenue and profit**

**Sydney, Australia – 15 January, 2009** – Altium Limited (ASX:ALU), the electronics design industry's leading developer of unified electronic product development solutions, has released its financial performance update for the half-year ending 31 December 2008.

### **Half Year highlights**

- Sales of US\$27.2m, an increase of 18% when compared to the previous corresponding period (pcp i.e. compared to the same period a year ago)
- Revenue of US\$26.7m, an increase of 14% compared to the pcp
- EBITDA of US\$3.7m compared with a negative EBITDA of US\$0.6m for the pcp
- Pre-audited net profit after tax of US\$1.1m, up from a loss of US\$1.9m compared to pcp
- Cash balance of US\$9.2m, up from US\$4.2m for pcp
- Greater China (including Hong Kong & Taiwan) grew at 55% compared to the pcp

### **Second Quarter highlights**

- Sales growth of 10%, to US\$15.0m
- Revenue growth of 9%, to US\$14.0m

Altium attributes its return to profitability to the execution of its plan to hold down costs, deliver sales growth during the period and to the positive affects of weakening of the Australian dollar against the US dollar.

"Although we are pleased to report a return to profitability, we recognize the role that currency exchange rates have played in our favour," said Nick Martin, Altium's CEO.

"We have a large part of our costs in Australian dollars and make the majority of our sales in US dollars and euros. So even though the currency movements have had some negative effect on our reported sales numbers in US dollars, overall we are experiencing a net positive effect on our profit numbers.

"Following a strong start in the first quarter, we did see some reticence by customers on purchasing decisions. We are putting this down to the uncertainty created by the general economic outlook over the next 6-12 months. Although this may well create some short-term dampening effect on our sales numbers, we anticipate continued positive impact on our profitability from a weaker Australian dollar.

"For those high-technology companies with strong leadership, times of economic uncertainty and slow down are seen as opportunities to focus on innovation and product development. We will continue to focus on our job, which is to provide the tools to help our customers create their next generation of breakthrough products. Therefore we see this period as an opportunity as well as a challenge to find new ways to innovate so that we can more effectively help our customers do the same."

## Half Year Summary

### US\$

<u>Altium FY 2008/09 half-year</u>	<u>6 months ending 31 December 2008 (US\$.000s)</u>	<u>6 months ending 31 December 2007 (US\$.000s)</u>	<u>Change</u>
Revenue	26,715	23,354	14%
EBITDA	3,696	(643)	675%
NPBT	1,393	(2,536)	155%
NPAT	1,103	(1,885)	159%

### AU\$ (for comparative purposes)

<u>Altium FY 2008/09 half-year</u>	<u>6 months ending 31 December 2008 (AU\$.000s)</u>	<u>6 months ending 31 December 2007 (AU\$.000s)</u>	<u>Change</u>
Revenue	35,448	26,906	32%
EBITDA	5,486	(680)	906%
NPBT	2,521	(2,855)	188%
NPAT	2,103	(2,163)	197%

## Regional performance update

### Half Year

<u>Altium FY 2008/09 half-year</u>	<u>6 months ending 31 December 2008 (\$,000s)</u>	<u>6 months ending 31 December 2007 (\$,000s)</u>	<u>Change</u>
<b>Regional Product Sales</b>			
Americas (US\$)	9,594	8,834	9%
Europe (€)	6,749	5,826	16%
Asia-Pacific excluding Greater China* (US\$)	2,834	2,374	19%
Greater China* (US\$)	5,097	3,385	55%
<b>Consulting Services</b>			
Consulting (€)	230	253	-9%

## Second quarter ending 31 December 2008

<u>Altium FY 2008/09 Quarter 2</u>	<u>3 months ending 31 December 2008 (\$,000s)</u>	<u>3 months ending 31 December 2007 (\$,000s)</u>	<u>Change</u>
<b>Regional Product Sales</b>			
Americas (US\$)	5,481	5,247	4%
Europe (€)	3,936	3,656	8%
Asia-Pacific excluding Greater China* (US\$)	1,281	1,158	11%
Greater China* (US\$)	2,837	1,736	63%
<b>Consulting Services</b>			
Consulting (€)	171	146	18%

\* China has been redefined as Greater China and includes PRC, Taiwan & Hong Kong

All performance updates outlined in this statement are based on management accounts and have not been audited.

ENDS

### About Altium

Altium Limited (ASX:ALU) provides next-generation electronics design solutions that break down the barriers to innovation. Altium's solutions are unique because they unify the separate processes of electronics design, all within a single electronics design environment, working off a single data model, linking all aspects of electronics product design into one process. This unified design environment helps electronics designers easily harness the latest devices and technologies, manage their projects across broad design 'ecosystems', and create connected, intelligent designs easily.

Founded in 1985, Altium has headquarters in Sydney, sales offices in the United States, Europe, Japan, China, and resellers in all other major markets. For more information, visit [www.altium.com](http://www.altium.com).