

## **Altium announces unaudited update on financial performance for year to 30 June 2012**

**Sydney, Australia - 25 July 2012** - Electronics design software company Altium Limited (ASX:ALU) has announced an unaudited update on its financial results for the financial year ending 30 June 2012.

### **Fourth-quarter and second-half summaries**

Sales for the three months ending 30 June 2012 grew 17% to US\$20.1 million, compared to the corresponding period a year ago.

In the second half of the financial year, sales increased by 22% to US\$34.7 million, compared to the corresponding period a year ago.

### **Financial year summary**

For the financial year overall, sales were US\$61.2 million, up 21% from the corresponding period a year ago.

The cash balance as at 30 June 2012 was US\$13.2 million, up 100% from the corresponding period a year ago.

### **Comments from Richard Leon, CFO**

Solid sales achieved in all regions resulted in an increase of 21% in Sales for the financial year ended 30 June 2012. The company's continued focus on Altium Designer methodology adoption contributed to a 27% increase in subscription sales year on year, with subscription sales accounting for 42% of total sales.

As a result of the inclusion of the one-off non cash charge for future lease commitments of the underutilized Sydney office of US\$8 million as announced in our half-year update, an accounting loss before tax is expected for the year ending 30 June 2012.

Sales growth combined with careful management of working capital saw cash balance double to over US\$13 million from this time last year.

Detailed financial summaries are below.

## Unaudited financial performance for the 6 months ending 30 June 2012

	6 months ending 30 June 2012 (US\$ millions)	6 months ending 30 June 2011 (US\$ millions)	Change
Worldwide sales	34.7	28.5	22%
<b>Regional sales</b>	<b>(local currencies, millions)</b>	<b>(local currencies, millions)</b>	
Americas (US\$)	14.4	11.9	21%
EMEA (€)	10.2	7.8	31%
Greater China (US\$)	3.7	3.1	22%
APAC excluding Greater China (US\$)	3.1	2.5	24%
Consulting services (€)	.19	.02	793%

## Unaudited financial performance for the financial year ending 30 June 2012

	12 months ending 30 June 2012 (US\$ millions)	12 months ending 30 June 2011 (US\$ millions)	Change
Worldwide sales	61.2	50.6	21%
<b>Regional sales</b>	<b>(local currencies, millions)</b>	<b>(local currencies, millions)</b>	
Americas (US\$)	23.6	19.9	19%
EMEA (€)	18.2	14.6	25%
Greater China (US\$)	7.2	5.9	23%
APAC excluding Greater China (US\$)	5.6	4.6	21%
Consulting services (€)	.49	.18	172%

EMEA means Europe, the Middle East and Africa. Greater China means the PRC, Hong Kong and Taiwan.

The financial results outlined in this announcement are based on management accounts and have not been audited

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## About Altium

Altium Limited (ASX:ALU) creates electronics design software based on the belief that anyone who wants to create electronic products that make a difference should be able to do so. Altium's unified electronics design environment links all aspects of electronics product design in a single application that is priced to be as affordable as possible. This helps electronics designers break down barriers to innovation, harness the latest devices and technologies, manage their projects across broad design 'ecosystems', and create connected, intelligent designs.

Founded in 1985, Altium operates worldwide. For more information, visit [www.altium.com](http://www.altium.com).

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