

# Altium Limited ASX Release



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Corporate Communications Contact

Elisa Davies  
Altium Limited  
Level 3, 12a Rodborough Road  
Frenchs Forest, NSW, 2086  
[www.altium.com](http://www.altium.com)  
Telephone: +61 2 9975 7710  
Fax: +61 2 9975 7720  
Email: [elisa.davies@altium.com.au](mailto:elisa.davies@altium.com.au)

For immediate release

## Growth strategies deliver solid first-half results

### Strong growth in EBIDTA and cash flow

SYDNEY, Australia – February 26, 2007 – Altium Limited (ASX: ALU), industry-leading developer of unified electronic product development solutions, has announced its results for the half year ending December 31, 2006.

For the six months ending December 31, 2006 the company has achieved revenues of AU\$23.5m, up 22% from AU\$19.3m reported for the previous corresponding half year. Results were driven by a robust 32% increase in product sales growth across all regions – Americas delivered 38% growth, Asia-Pacific 60%, Europe 14% – for the 6-month period ending December 31, 2006.

As a result of the revenue growth, the company reported an increase in EBIDTA (adjusted for share based payments) of 192% to AU\$2.1m and a reduction in its loss after tax from AU\$2.5m in the half year to December 31, 2005 to AU\$0.5m in the half year to December 31, 2006.

Cash flow from operations increased to AU\$3.8m for the six months to December 31, 2006, from AU\$0.5m in the previous corresponding period. After accounting for a AU\$3.5m dividend payment during the period, the company reported a 61% increase in its cash position at the end of the period compared to the previous half year.

In addition, the company reported a correction to a prior period relating to foreign currency translation of subsidiaries. The primary effect of the correction is to increase consolidated profit for the year to 30 June 2006 by \$0.1m. Further detail can be found in note 2 of the half year report.

Commenting on these results, Nick Martin, founder and CEO, Altium Limited said *“We’re clearly seeing the impact of our product development strategies of the past five years flow through to our financial performance. Our unique unified approach to electronics design is resonating with customers and prospects, and as a result we are delivering improved revenues and operating performance.”*

<b><u>Altium half year results</u></b>	<b>6 months ending 31 December 2006 \$'000</b>	<b>6 months ending 31 December 2005 \$'000</b>	<b>Change</b>	
Revenue from ordinary activities	23,536	19,345	22%	↑
EBITDA (adjusted for share based payments)	2,079	713	192%	↑
Loss from ordinary activities before tax attributable to members	(709)	(2,188)	68%	↓
Income tax benefit (expense)	190	(329)	158%	↑
Loss from ordinary activities after tax attributable to members	(519)	(2,517)	79%	↓

<b><u>Altium FY 2006/07 half year results</u></b>	<b>6 months ending 31 December 2006 \$'000s</b>	<b>6 months ending 31 December 2005 \$'000s</b>	<b>Change</b>	
<b>Regional Product Sales</b>				
Americas (USD)	8,613	6,251	38%	↑
Europe (EUR)	5,192	4,554	14%	↑
Asia-Pacific (USD)	3,978	2,480	60%	↑
<b>Consulting Services</b>				
Consulting (EUR)	246	334	(26%)	×

x Consulting revenues in decline due to a winding down of these operations in order to focus on the company's core software business

## **About Altium**

Altium Limited (ASX:ALU) is the industry's leading developer of electronic product development solutions dedicated to unifying the different design disciplines involved in electronics product development. Altium products ensure all electronic engineers, designers, developers, and their organizations, take maximum advantage of emerging design technologies to bring smarter products to market faster and easier. Founded in 1985, Altium is headquartered in Sydney, Australia with sales offices in the United States, Europe, Japan, China, and resellers in all other major markets. For more information, visit us at [www.altium.com](http://www.altium.com).

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