Altium®

2020 Annual General Meeting

9:00am 19 November 2020

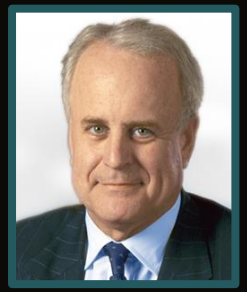
Sydney, Australia
La Jolla, USA

Authorised by the Altium Limited Board

Agenda

1. Welcome & Procedural Matters
2. Chair to Open Voting & Questions Submission
3. Chairman Address
4. CEO Address
5. General Business & Proxy Results
6. Questions
7. Voting Closed

ALTIUM BOARD



SAMUEL WEISS
Non-Executive Chairman

ARAM MIRKAZEMI
Chief Executive Officer

RAELENE MURPHY
Non Executive Director
Chair Audit & Risk Committee

SERGIY KOSTYNSKY
President
Executive Director

LYNN MICKLEBURGH
Non Executive Director
Chair Human Resources Committee

Altium

ALTIUM EXECUTIVES

HENRY POTTS
Chief Sales Officer

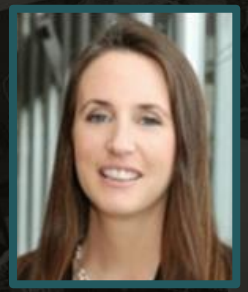
MARTIN IVE
Chief Financial Officer

KIM BESHARATI
Chief of Staff,
Investor Relations

JOE BEDEWI
EVP Corporate Development
& External Affairs

EXTERNAL PARTNERS

ELIZA PENY
Partner PwC



LOUISE KING
Partner PwC

DAVID FRIEDLANDER
Partner
King & Wood Mallesons

WILL HEATHER
Partner
King & Wood Mallesons

Procedural Matters

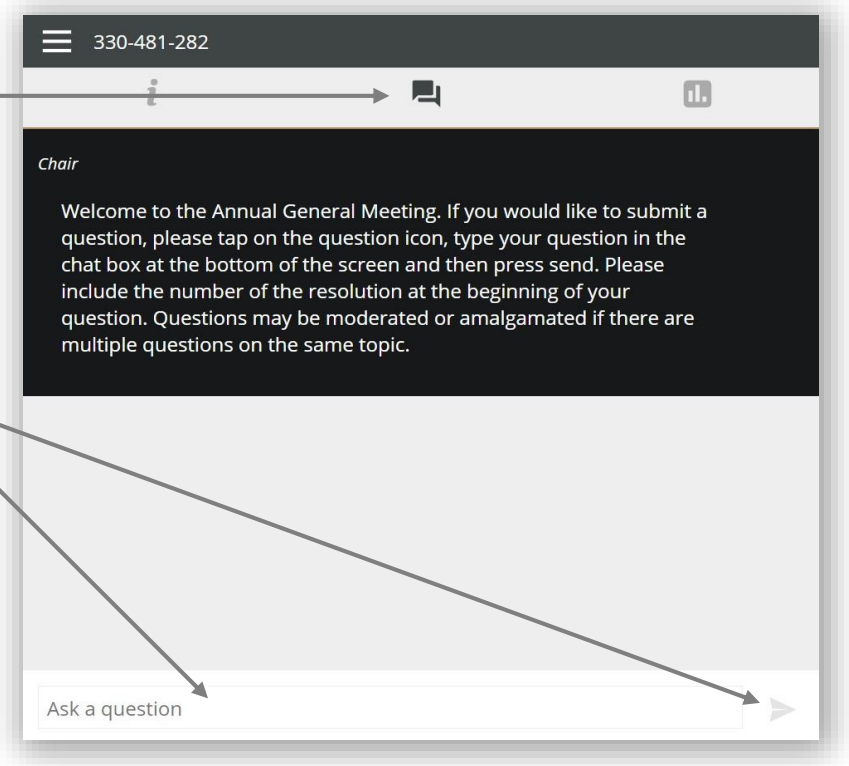
Online Attendees – Question Process

When the Question function is available, the Q&A icon will appear at the top of the app

To send in a question, click in the ‘Ask a question’ box, type your question and press the send arrow

Your question will be sent immediately for review

Received



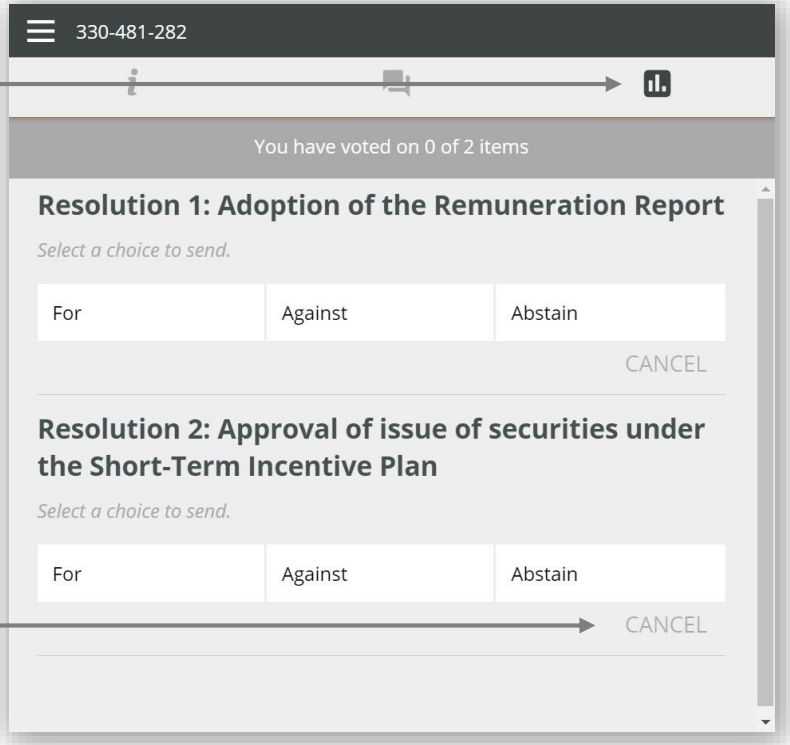
Online Attendees – Voting Process

When the poll is open, the vote will be accessible by selecting the voting icon at the top of the screen

To vote simply select the direction in which you would like to cast your vote. The selected option will change colour

For	Against	Abstain

There is no submit or send button, your selection is automatically recorded. You can change your mind or cancel your vote any time before the poll is closed



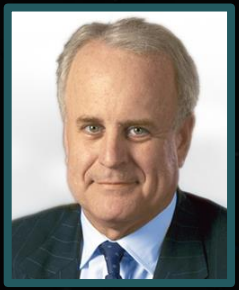
Altium

Voting & Online Question Submission

NOW OPEN

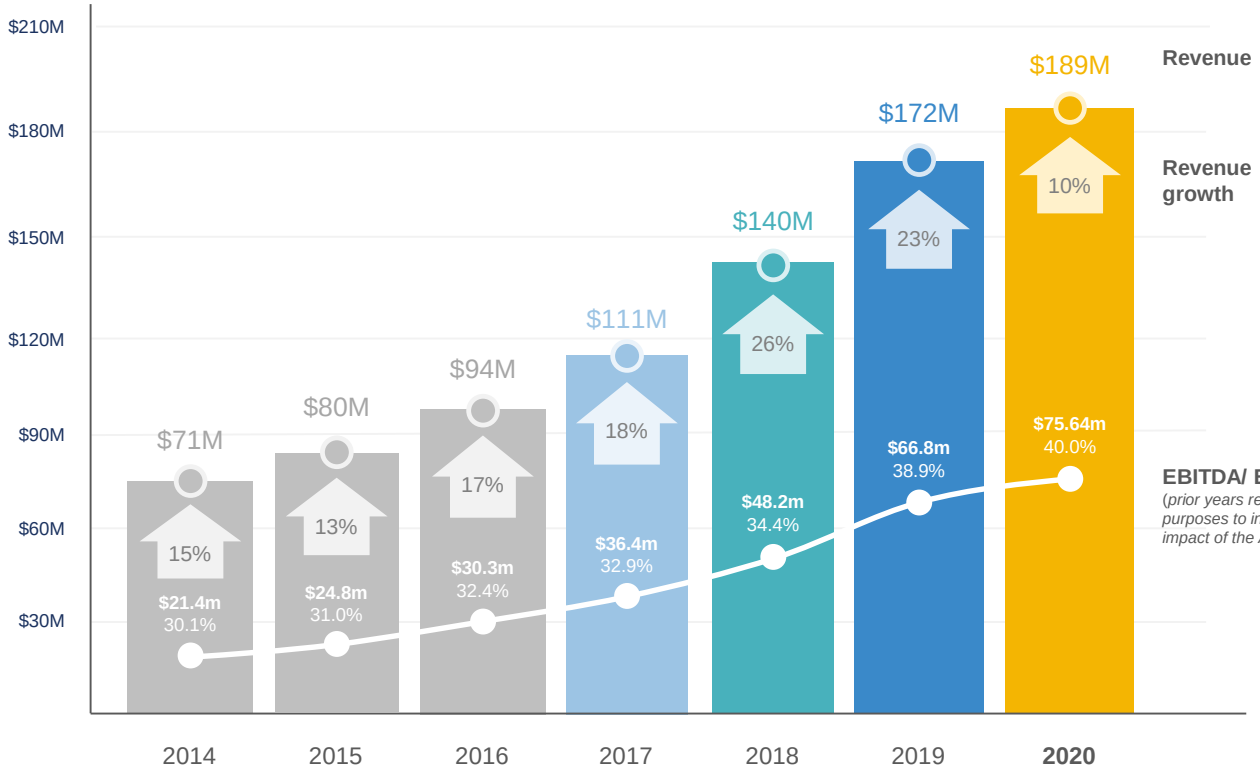
Altium®

Chairman’s Address



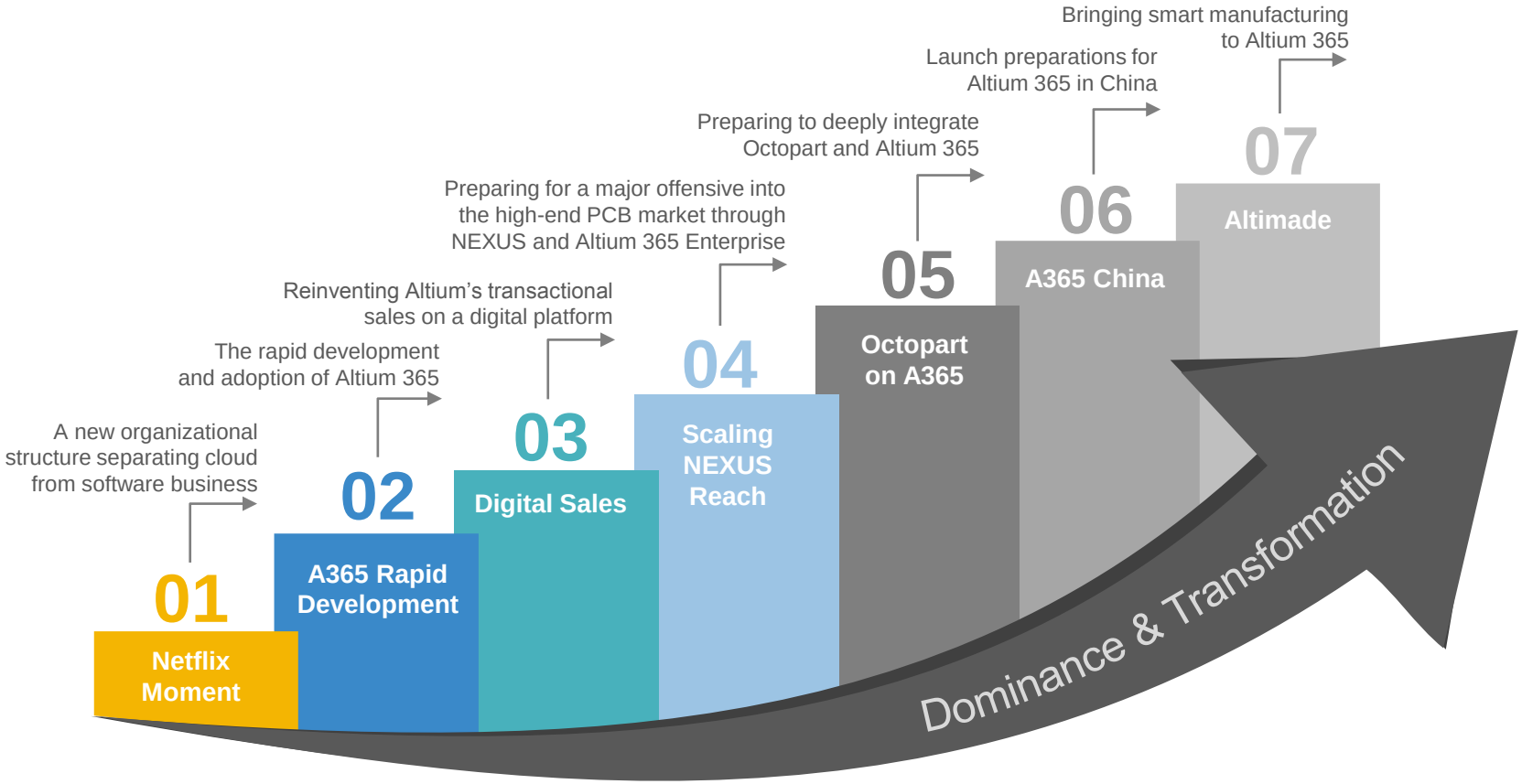
SAMUEL WEISS
Non-Executive Chairman

Altium Delivering Industry-Leading Results



- Altium is among the fastest growing Electronic Design Automation (EDA) companies with nine consecutive years of double-digit revenue growth and an expanding EBITDA margin.
- Altium Designer is the most widespread professional PCB design tool used by over 100,000 engineers worldwide
- Altium 365, the world's first digital platform for the design and realization of electronics hardware, has 7,486 active users and 3,739 active accounts as at 15th November. Both measures are up by over 40% since the end of July

Accelerating Towards Dominance and Transformation



Pursuing Dominance and Transformation from a Position of Strength

Financial Strength

Altium is the fastest growing EDA company with 9 consecutive years of double-digit growth and expanding margin

- $93.1m Cash (Up 16%)
- $64.6m PBT (Up 12%)
- $75.6m EBITDA (Up 13%)
- 40% EBITDA Margin (Up from 38.9%)
- No R&D Expense Capitalization
- A$4.3b Market Cap
- $189.1m Revenue (Up 10%)
- 19% 5 Year Revenue CAGR
- Debt Free
- 60% Recurring Revenue
- AU39c Dividend (Up 15%)

Altium Designer Dominance

Altium Designer is the most widespread professional PCB design tool used by over 100,000 engineers worldwide

- 9,251 Altium Designer New Seats Sold (Up 15%)
- Twice Yearly Software Updates
- Total Dominance in China
- 51,006 Seats on Subscription (Up 17%)
- Over 30 Years of R&D
- Direct Presence in Most Markets
- Altium Designer is Used by over 30,000 Companies

Altium 365 Adoption

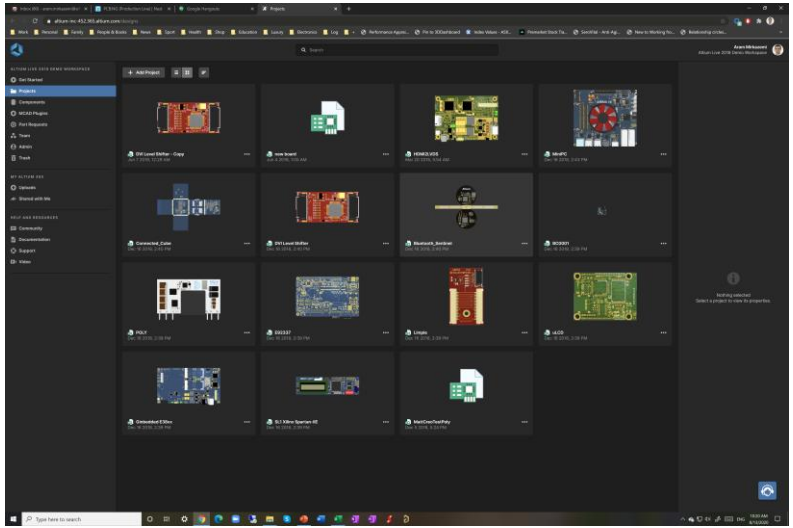
The world's first digital platform for design and realization of electronics hardware gaining strong early adoption

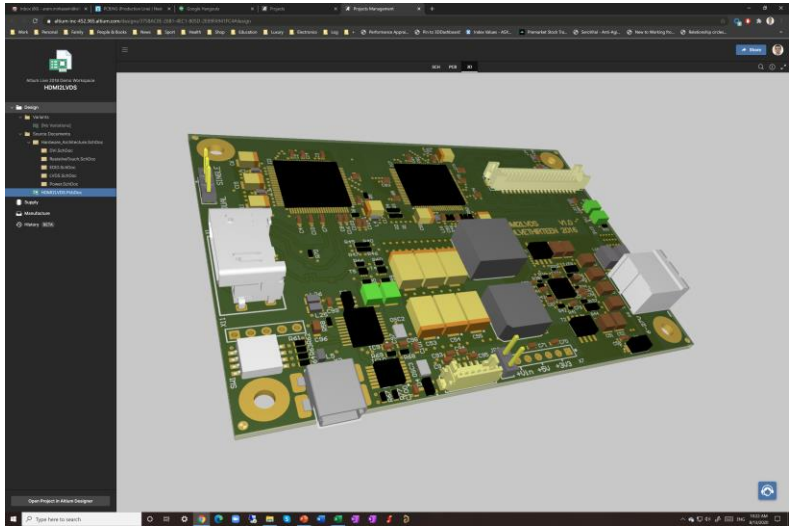
- Over 7,450 Active Users
- Nearly 3,750 Active Accounts
- Launched 1 May 2020

Financial data as at fiscal 2020 and reported at full year results.
Altium 365 adoption metrics as at 15th of Nov 2020.

Altium 365 a New Era in PCB Design

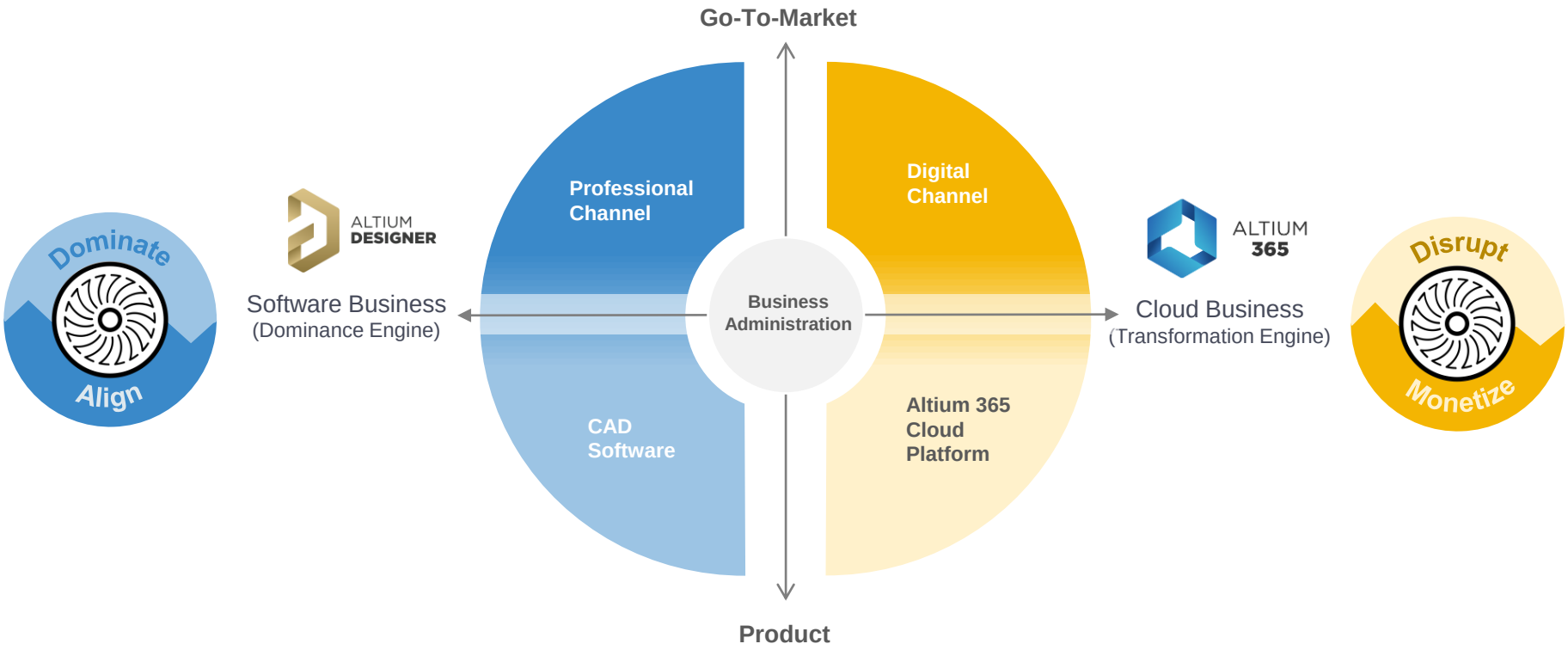
Bringing the Power of CAD and Cloud together





Altium 365 - a new digital platform for the Electronics Industry

Altium's Netflix Moment - Hard Pivot to the Cloud



Market Update and Outlook

- Fiscal year **2021 a "pre-vaccine**" environment for Altium's flight path to 2025
- **Macro environment remains challenging** with a second wave of COVID and uncertainty that has surrounded the US elections
- **First half still affected by COVID** but some signs of momentum coming back for second half
- Altium confirms the **company's guided range for the full year fiscal 2021**:
  - **Revenue of $US200 million to US$212 million (6-12% growth)**
  - **EBITDA US$76 million to US$89 million (38-42%)**

Altium®

CEO’s Address

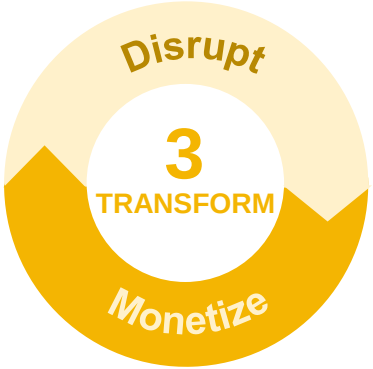
ARAM MIRKAZEMI
Chief Executive Officer

Industry Transformation Through Market Dominance

Market Leadership

Market Dominance

Industry Transformation



Altium must target 100,000 active subscribers by 2025 to compel key industry stakeholders to support its agenda to transform electronic design and its realization

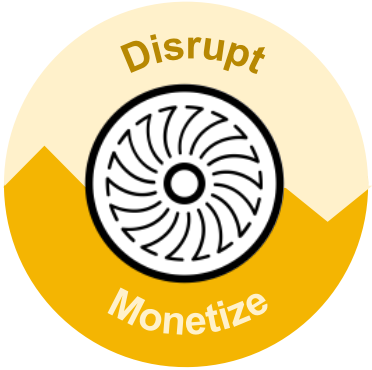
Two Complementary Engines of Growth

Software Business
(Dominance Engine)

ALTIUM DESIGNER

ALTIUM 365

Cloud Business
(Transformation Engine)



Altium's strong software business is our dominance engine, and our new cloud platform Altium 365 is our transformation engine

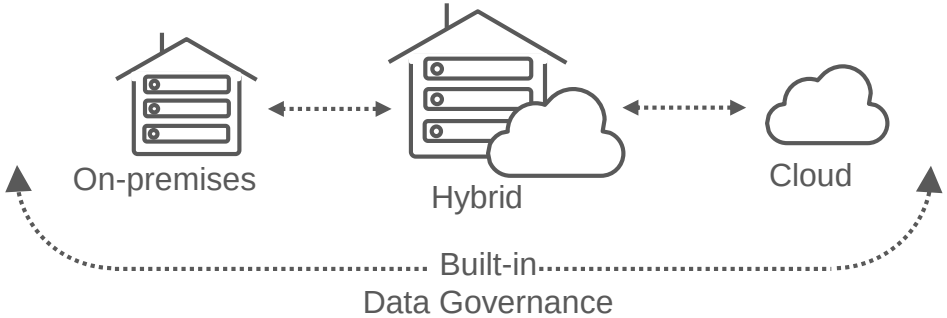
Altium's Move to the Cloud is Unlike Any Other

ALTIUM DESIGNER

Software Business
(Dominance Engine)

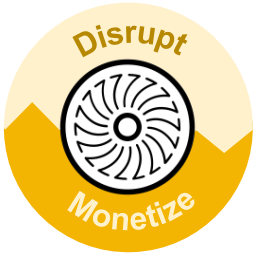
- Software Tools for **Design of Electronics**
- Traditional Software Licensing Model

- Collaboration Platform for **Realization of Electronics**
- Premium Services and Direct Monetization



ALTIUM 365

Cloud Business
(Transformation Engine)



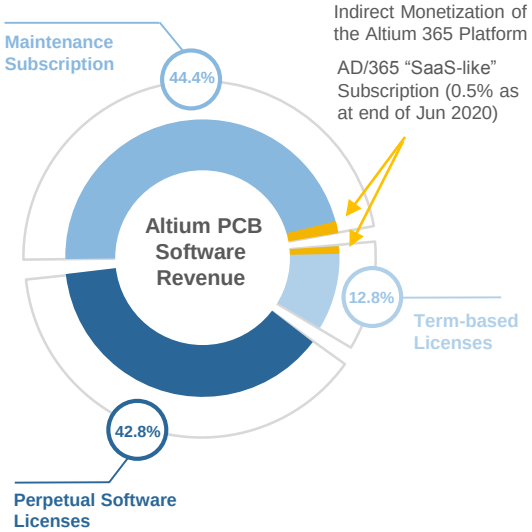
Altium's move to the cloud is from a position of strength and does not force its customers to change either their licensing model or the way they use Altium's existing software

The Impact of the Move to Cloud on Altium's Revenue

Indirect Monetization

ALTIUM DESIGNER

Software Business
(Dominance Engine)



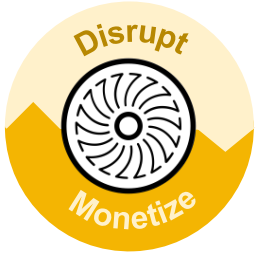
Altium's move to the Cloud will bring "SaaS-like" revenue without changing its software licensing model

Direct Monetization

Currently, there is no direct monetization of the Altium 365 platform

ALTIUM 365

Cloud Business
(Transformation Engine)



Altium 365 provides future opportunities for direct monetization

Financial data as at fiscal 2020 and reported at full year results (Octopart and Tasking revenues are excluded)

Altium 365 Direct Monetization

ALTIUM 365

Cloud Business
(Transformation Engine)

Transaction Fees on Manufacturing
(e.g. Airbnb)

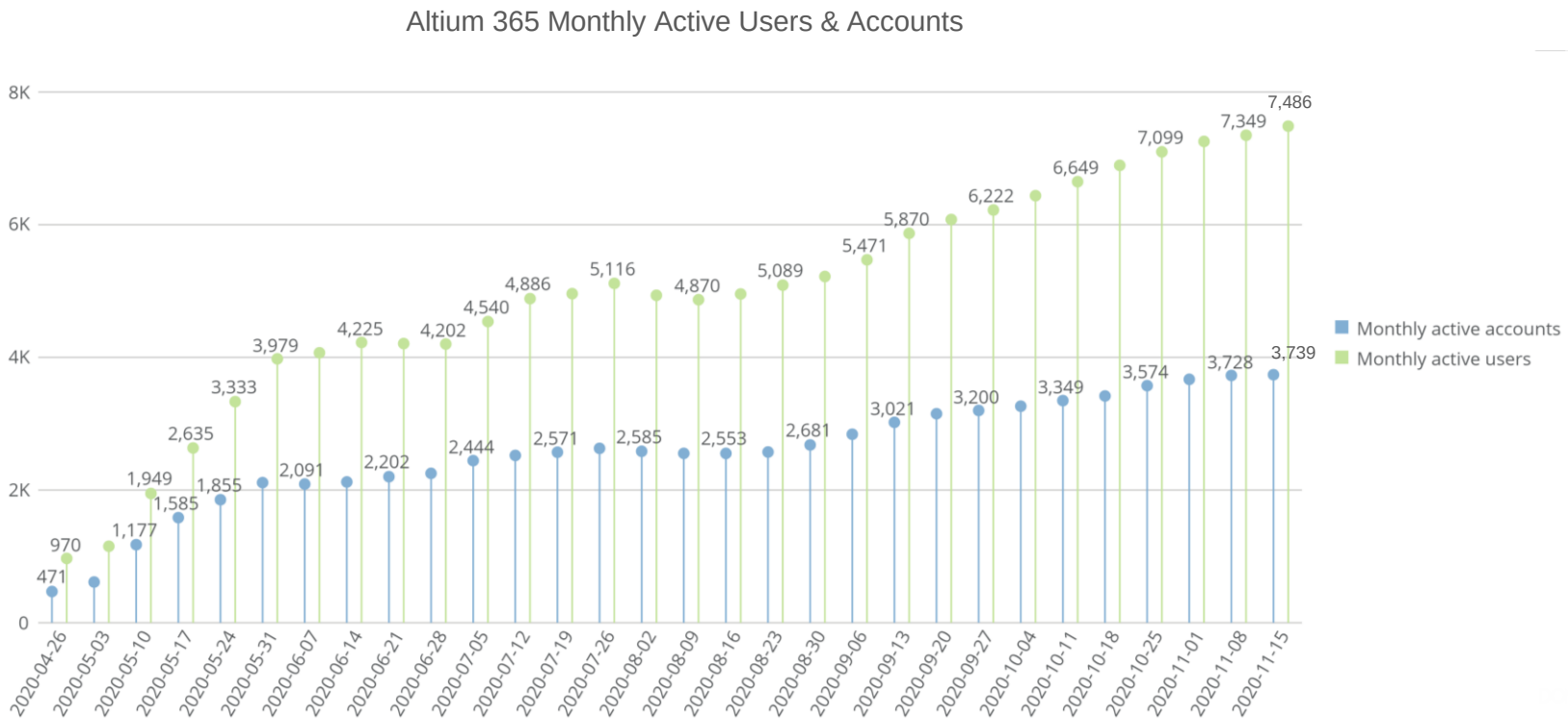
Disrupt

Monetize

Premium Services
(e.g. Amazon Prime)

Altium 365 provides unique opportunities for direct monetization

Altium 365 Strong Early Adoption



Momentum building with 40% growth in adoption since July

Market Update and Outlook

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GENERAL BUSINESS

Item 1 – Presentation of Financial Statements and Reports

Presentation of the Financial Report, Director's Report and the Auditor's Report for the company for the financial year ended 30 June 2020.

- Please send through any questions you have regarding these reports
- Note: These questions will be responded to during 'QUESTION TIME'.

Item 2 – Remuneration Report

To receive, consider and to adopt the Remuneration Report of the Company for the year ended 30 June 2020, which forms part of the Director's Report.

The Remuneration Report of the Company for the financial year ended 30 June 2020 be adopted.

PROXY RESULTS

Resolution	Vote type	Voted	%	% of all securities
REMUNERATION REPORT	For	66,788,371	89.15	50.89
	Against	7,947,483	10.6	6.06
	Open-Usable	192,504	0.25	0.15
	Board	70,745	0.09	0.05
	Non-Board	121,759	0.16	0.09
	Abstain	114,060	N/A	0.09
	Excluded	13,768,369	N/A	10.49

Item 3 – Election of Lynn Mickleburgh as a Director

LYNN MICKLEBURGH
Non Executive Director
Chair Human Resources Committee

To consider and, if thought fit, to pass the following resolution as an ordinary resolution: Lynn Mickleburgh, a director retiring from the office in accordance with Articles 7.2-7.4 of the Constitution of the Company, is re-elected as a director of the Company.

PROXY RESULTS

Resolution	Vote type	Voted	%	% of all securities
RE-ELECT L MICKLEBURGH	For	85,213,660	96.03	64.94
	Against	3,330,847	3.75	2.54
	Open-Usable	192,209	0.22	0.15
	Board	69,490	0.08	0.05
	Non-Board	122,719	0.14	0.09
	Abstain	74,071	N/A	0.06
	Excluded	0	N/A	0

QUESTIONS

Voting & Online Question Submission

CLOSED

Altium®

2020 Annual General Meeting

9:00am 19 November 2020

Sydney, Australia
La Jolla, USA