2016 Annual General Meeting

18 November 2016
Sydney

Samuel Weiss
Chairman
1. Welcome & Procedural Matters

2. Chairman’s Address

3. General Business
   - Item 1 – Presentation of Financial Statements and Reports
   - Item 2 – Remuneration Report
   - Item 3 – Election of Raelene Murphy

4. Special Business
   - Item 4 – Grant of Performance Rights to Director FY17 – Aram Mirkazemi
Agenda

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Strategic Objectives

- Achieve market leadership in PCB design software by 2020
- Deliver double-digit sales and revenue growth each year
- Expand EBITDA margin to enter and grow in the 30s
- US$100 million in revenue by fiscal 2017
- US$150 million in pure PCB revenue by 2020
- US$200 million in total revenue by 2020
Fiscal 2016 - Milestones

• Reaching US$100 million in sales

• Successful acquisition and integration of Octopart and Ciiva

• Acquisition of Perception Software to spearhead Altium’s go-to-market for our high-end product

• Delivery of major upgrade to Altium’s flagship product Altium Designer 16

• Build up of Altium’s European HQ in Munich and the expansion of Altium’s direct reach in Europe

• Strategic partnership with Dassault Systemes SolidWorks and delivery of new electronic/mechanical CAD product

• Strategic partnership with CST to deliver first level simulation capability for Altium Designer users
<table>
<thead>
<tr>
<th></th>
<th>Year ended 30 June 2016 (US$’000)</th>
<th>Year ended 30 June 2015 (US$’000)</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Worldwide revenue</td>
<td>93.6</td>
<td>80.2</td>
<td>17%</td>
</tr>
<tr>
<td>Recurring revenue</td>
<td>53%</td>
<td>51%</td>
<td>-</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>29.3%</td>
<td>28.3%</td>
<td>-</td>
</tr>
<tr>
<td>EPS</td>
<td>17.89 cents</td>
<td>12.47 cents</td>
<td>-</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>24.6</td>
<td>21.6</td>
<td>14%</td>
</tr>
<tr>
<td>Net cash</td>
<td>38.1</td>
<td>61.9</td>
<td>(38%)</td>
</tr>
<tr>
<td>Dividend per share</td>
<td>20 AU cents</td>
<td>16 AU cents</td>
<td>25%</td>
</tr>
</tbody>
</table>
Strategy for PCB Market Leadership

• Increase Altium’s leadership position in the mainstream
  o Superior design tools, price competitive, connection to supply chain & unique transactional sales channel

• Expand Altium’s reach into the high-end
  o New high-end PCB product with a focus on data and process to deliver an agile solution to modern enterprises

• Support makers and the open hardware community
  o Entry level PCB tools and monetization through smart delivery of content

• Pursue partnership and acquisition to expand market reach
Looking Ahead

• Concentrate on shareholder value
• Make and deliver design tools that provide useful benefits to customers
• Generate revenue growth that exceeds any increase in our cost base
Focus Areas for Fiscal 2017

• Sales & revenue growth of 10% or greater
• Increase operating margin to 30% or more
• Introduce our high-end PCB product, ATINA
• Introduce our next generation Vault platform
• Further systematize our transactional sales model
• Implement a direct sales model in key markets in EMEA
• Transform TASKING to deliver on the market opportunity in the high-end automotive industry
• Bring our transactional sales model to TASKING
• Secure and implement strategic partnerships
• Complete further acquisitions
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- Questions for the auditors
- Questions for the Company
Item 2
Remuneration Report

To receive, consider and adopt the Remuneration Report of the Company for the year ended 30 June 2016, which forms part of the Directors’ Report.

<table>
<thead>
<tr>
<th>Vote type</th>
<th>Voted</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>For</td>
<td>44,595,336</td>
<td>98.16</td>
</tr>
<tr>
<td>Against</td>
<td>614,165</td>
<td>1.35</td>
</tr>
<tr>
<td>Open-Usable</td>
<td>223,037</td>
<td>0.49</td>
</tr>
<tr>
<td>Board</td>
<td>171,960</td>
<td>0.38</td>
</tr>
<tr>
<td>Non-Board</td>
<td>51,077</td>
<td>0.11</td>
</tr>
<tr>
<td>Abstain</td>
<td>401,040</td>
<td>N/A</td>
</tr>
<tr>
<td>Excluded</td>
<td>13,127,968</td>
<td>N/A</td>
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</table>

Note: A voting exclusion applies to this resolution.
Item 3
Election of Raelene Murphy as a Director

To consider and, if thought fit, to pass the following resolution as an ordinary resolution:

*Raelene Murphy*, a director retiring from office in accordance with Articles 7.5-7.6 of the Constitution of the Company, is re-elected as a director of the Company.

<table>
<thead>
<tr>
<th>Vote type</th>
<th>Voted</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>For</td>
<td>58,571,647</td>
<td>99.58</td>
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<tr>
<td>Against</td>
<td>24,002</td>
<td>0.04</td>
</tr>
<tr>
<td>Open-Usable</td>
<td>221,037</td>
<td>0.38</td>
</tr>
<tr>
<td>Board</td>
<td>169,960</td>
<td>0.29</td>
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<tr>
<td>Non-Board</td>
<td>51,077</td>
<td>0.09</td>
</tr>
<tr>
<td>Abstain</td>
<td>144,860</td>
<td>N/A</td>
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</table>
Welcome & Procedural Matters

Chairman’s Address

General Business

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Special Business

Item 4 – Grant of Performance Rights to Director FY17 – Aram Mirkazemi
To consider and, if thought fit, to pass the following resolution as an ordinary resolution:

"That Shareholder approval be given for all purposes, including for the purposes of ASX Listing Rule 10.14 and section 200B of the Corporations Act, to approve the issue of up to 107,914 Performance Rights (and the issue of Shares following the vesting of those Performance Rights) to Mr Aram Mirkazemi (or his nominee) in respect of Mr Mirkazemi’s FY17 long-term incentive award under the terms of the Altium Performance Rights Plan, as described in the Explanatory Memorandum."

<table>
<thead>
<tr>
<th>Vote type</th>
<th>Voted</th>
<th>%</th>
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<tbody>
<tr>
<td>For</td>
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<td>92.64</td>
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<td>Against</td>
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<td>6.91</td>
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<tr>
<td>Open-Usable</td>
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<tr>
<td>Board</td>
<td>171,128</td>
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<td>Non-Board</td>
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<td>Abstain</td>
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<td>Excluded</td>
<td>9,813,543</td>
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Note: A voting exclusion applies to this resolution.
Questions?
Thank You