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Altium Confirms its Strong Operational and Market Position Within COVID-19 Environment

But Prudently Withdraws FY20 Earnings Guidance

Sydney, Australia - 8 April 2020 - Electronic design software company Altium Limited (ASX:ALU) confirms its strong operational and market position in the new COVID-19 environment. However, given the evolving nature of COVID-19 and uncertainty regarding its direction, it prudently withdraws its FY20 earnings guidance.

Operational and COVID-19 Update

Despite the uncertainty surrounding COVID-19, Altium is operationally and commercially well positioned, with electronic design anticipated to be relatively resilient to weather the prevailing and unfolding market conditions. This is, however, dependent on how long and in what future form COVID-19 takes and the rapidly evolving broader business, industry, economic and social impacts that may arise.

Altium's CEO Mr Aram Mirkazemi commented, "as a high-tech company, Altium's global workforce is geared to work digitally and for the past two months we have greatly increased our focus on driving productivity in this new operating environment. We are fortunate that our operating model is robust and highly adaptable to the new global conditions, as our marketing and direct selling are conducted through the Internet and via telephone. Moreover, we are well diversified across industry segments and regions worldwide".

Mr Mirkazemi further stated, "at an industry level, electronic design is holding up relatively well in the new environment as engineers use excess time and capacity from the slowdown in manufacturing and supply chain to revert back to prototype designs".

"We are accelerating the rollout of our new cloud platform Altium 365, as worldwide demand is growing rapidly for cloud-based collaborative tools across all sectors and all regions. Altium 365 is a core enabler of our strategy of industry transformation through market dominance and supports our drive to 100,000 subscribers by 2025. Altium 365 is particularly relevant to the circumstances that are unfolding under COVID-19, as it allows engineers to *work from anywhere, and connect with anyone*. We are also accelerating the rollout of our online/high volume selling approach, which will dramatically extend our inside sales capacity to support our drive through Q4 and beyond", said Mr Mirkazemi.

Withdrawing Full Year Earnings Guidance

Altium's CFO Mr Joe Bedewi commented "in light of the rapidly evolving COVID-19 environment, whose duration remains uncertain, Altium feels it is prudent to withdraw its formal FY20 earnings guidance. Altium management nevertheless remains firmly committed to its long-established aspirational market leadership target of US\$200 million for FY20".

Mr Bedewi further noted, "as a global software company, we are operationally geared to work well in a digital environment, our business model is highly adaptable to the new conditions and the electronic design industry is relatively robust. Altium is continuing to close sales and our pipeline is looking solid at this point".

"Moreover, Altium is financially very strong with real earnings and profitability and a strong balance sheet. Altium's cash reserves have continued to grow and are expected to remain strong", concluded Mr Bedewi.

During this evolving period, Altium will provide further updates on the impact of COVID-19 on the company's operations and business performance as appropriate.

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About Altium

Altium (ASX:ALU) is a multinational software corporation headquartered in San Diego, California, that focuses on electronics design systems for 3D PCB design and embedded system development. Altium products are found everywhere from world leading electronic design teams to the grassroots electronic design community.

With a unique range of technologies, Altium helps organizations and design communities to innovate, collaborate and create connected products while remaining on time and on budget. Products provided are ACTIVEBOM®, ActiveRoute®, Altium 365®, Altium Concord Pro™, Altium Designer®, Altium NEXUS®, Altium Vault®, Autotrax®, Camtastic®, Ciiva™, CIIVA SMARTPARTS®, CircuitMaker®, CircuitStudio®, Common Parts Library™, Draftsman®, DXP™, Easytrax®, EE Concierge®, NanoBoard®, NATIVE 3D™, OCTOMYZE®, Octopart®, P-CAD®, PCBWORKS®, PDN Analyzer™, Protel®, Situs®, SmartParts™, the TASKING® range of embedded software compilers, Upverter®, X2®, XSignals®, PCB:NG®, and Gumstix®.

Founded in 1985, Altium has offices worldwide, with US locations in San Diego, Boston, Dallas and New York City, European locations in Karlsruhe, Amersfoort, Kiev, St Petersburg, Moscow, Munich, Markelo and Zug, and Asia Pacific locations in Shanghai, Beijing, Shenzhen, Tokyo and Sydney. For more information, visit www.altium.com. You can also follow and engage with Altium via Facebook, Twitter, LinkedIn and YouTube.