

Altium announces update on financial performance

SYDNEY, Australia – 19 July 2011 – Electronics design software company Altium (ASX:ALU) has announced an unaudited update on its financial performance for the three months ending 30 June 2011, and for the financial year ending 30 June 2011.

Fourth-quarter and second-half summaries

Sales for the three months ending 30 June 2011 grew 14% to US\$17.2 million, compared to the corresponding period a year ago.

In the second half of the financial year, sales increased by 9% to US\$28.5 million compared to the corresponding period a year ago.

Financial year summary

For the financial year overall, sales were US\$50.6 million, up 9% from the corresponding period a year ago.

The cash balance as at 30 June 2011 was US\$6.6 million, up 37% from the corresponding period a year ago.

Comments from Nick Martin, CEO

The financial year saw a solid swing towards subscription sales, an area the company has been focusing heavily on, with 40% of sales dollars coming from subscriptions, up from 27% last year.

At the end of the year there were approximately 18,000 licenses on active paid-subscriptions, an increase of around 64% from approximately 11,000 at the end of the previous financial year.

This financial year around 2,800 new organizations adopted Altium tools, a small increase from the previous year, although new perpetual licenses were down to 3,400 for the year from 4,500 in the previous year.

Detailed financial summaries are overleaf.

Unaudited financial performance for the 6 months ending 30 June 2011

	6 months ending 30 June 2011 (US\$, millions)	6 months ending 30 June 2010 (US\$, millions)	Change
Worldwide sales	28.5	26.2	9%
Regional sales	(local currencies, millions)	(local currencies, millions)	
Americas (US\$)	11.9	11.8	1%
EMEA (€)	7.8	7.0	11%
Greater China (US\$)	3.1	1.8	72%
APAC excluding Greater China (US\$)	2.5	3.0	(17%)
Consulting services (€)	0.02	0.33	(94%)

Unaudited financial performance for the financial year ending 30 June 2011

	12 months ending 30 June 2011 (US\$, millions)	12 months ending 30 June 2010 (US\$, millions)	Change
Worldwide sales	50.6	46.5	9%
Regional sales	(local currencies, millions)	(local currencies, millions)	
Americas (US\$)	19.9	19.1	4%
EMEA (€)	14.6	12.4	18%
Greater China (US\$)	5.9	4.4	34%
APAC excluding Greater China (US\$)	4.6	5.3	(13%)
Consulting services (€)	0.18	0.46	(61%)

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 has headquarters in Sydney, and operates worldwide. For more information, visit www.altium.com.

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