Announcement Authorised by:
Samuel Weiss
Chairman
Altium Limited

Altium Half – Year Investor Presentation

Sydney, Australia - 17 February 2020 – Attached are the Altium Half-Year Investor presentation slides to accompany investor presentations given 17-20 February 2020.

Investors are reminded that an open investor call will be held this evening commencing at 5pm AEDT.

Details for the call are provided below.

Date: 17 February at 5pm AEDT

Dial in Numbers:

- Australia (toll free) 1800 148 258
- Australia (mobile) 1300 157 230
- New Zealand 0800 667 018
- Hong Kong 800 965 808
- USA 18 665862813
- Canada 18 668374489
- United Kingdom 08 000569662
- Germany 08 001 814 827
- China 108 006 110 127

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Alison Raffin - Company Secretary (Australia based)
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Strong First Half FY20 Performance

19% Revenue Growth
23% Profit Growth Before Tax

ALTium HALF-YEAR INVESTOR PRESENTATION

Aram Mirkazemi CEO
Joe Bedewi CFO
Kim Besharati SVP IR
Martin Ive SVP Finance

17–20 February 2020
Sydney
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Financial data
All dollar values are in US dollars (US$) unless as otherwise presented.
Agenda

1. Company Highlights & Significant Achievements
2. 2020 Half Year Financial Performance & Metrics
3. Driving Forces, Market Opportunity & Industry Transformation
4. Appendix: Company Overview
Altium’s FY20 Half Year Financial Highlights

- Strong revenue growth of 19%
- Record EBITDA Margin of 39.7% (37% excluding impact of the AASB16 Leases)
- Strong profit before tax growth of 23%
- 16% increase in subscriber base to 46,693
- 19% increase in Altium Designer seats with 4,205 new licenses sold

- Revenue
  - EBITDA/ EBITDA Margin (prior years revised for comparative purposes to include the estimated impact of the AASB16 Leases)
  - Revenue growth
<table>
<thead>
<tr>
<th>Metric</th>
<th>Value and Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$80.7m (Up 19%)</td>
</tr>
<tr>
<td>PBT</td>
<td>$31.8m (Up 23%)</td>
</tr>
<tr>
<td>Revenue</td>
<td>$92.8m (Up 19%)</td>
</tr>
<tr>
<td>Sales</td>
<td>$92.6m (Up 22%)</td>
</tr>
<tr>
<td>EBIT</td>
<td>$31.5m (Up 23%)</td>
</tr>
<tr>
<td>Expenses</td>
<td>$56.0m (Up 13%)</td>
</tr>
<tr>
<td>EBITDA Margin</td>
<td>39.7% (Up from 38.8%)</td>
</tr>
<tr>
<td>Subscribers</td>
<td>46,693 (Up 16%)</td>
</tr>
<tr>
<td>Employees</td>
<td>803 (Up 16%)</td>
</tr>
<tr>
<td>Market Cap</td>
<td>A$5.5b</td>
</tr>
<tr>
<td>5 Year Revenue CAGR</td>
<td>20%</td>
</tr>
<tr>
<td>Debt Free</td>
<td></td>
</tr>
<tr>
<td>Repeating Revenue</td>
<td>59%</td>
</tr>
<tr>
<td>Altium Designer Seats Sold</td>
<td>4,205 (Up 19%)</td>
</tr>
<tr>
<td>EBITDA</td>
<td>$36.8m (Up 22%)</td>
</tr>
<tr>
<td>Dividend</td>
<td>AU20c (Up 25%)</td>
</tr>
<tr>
<td>EPS</td>
<td>17.65c (Down 2%)</td>
</tr>
<tr>
<td>Recurring Revenue</td>
<td></td>
</tr>
</tbody>
</table>
Record growth in new Altium Designer seats of 19% and growth in subscriber base of 16% to 46,693 subscribers

All core business segments delivered double-digit revenue growth

China delivered record revenue growth of 27% and continues to scale

Released Altium Designer 20 with a range of new capabilities targeting advanced design and complex projects

Released Altium’s new cloud platform Altium 365 and moving early customers onto the platform
Launch of Altium 365 and Pathways to Large-Scale Adoption

Altium 365 – Basic
(Available from April 2020)
Free for persistent light-weight agile collaboration and design-sharing

Altium 365 – Standard
(Available from April 2020)
Available only to Altium subscribers for collaboration and data management

Altium 365 – Embeddable Viewer
(Made Available in Dec 2019)
A free embeddable version of Altium 365 for non-persistent light-weight agile collaboration that can be hosted on any website

Altium 365 – Pro
(Made Available in Oct 2019)
For hosting design data and structured-collaboration at a higher-subscription rate. Over 90 companies have adopted Pro

- Arduino
- Seeed Studio
- Toradex
- Other

16k Views
14.5k Views
4.1k Views

2019 - Dec
2020 - Jan
2020 - Feb
Under the “Rule of 50”, Altium is making strategic investments for long-term growth to support its drive for transformation through dominance. Currently, these include:

- **Altium 365** - Our Cloud Platform, Altium 365 which includes product development and the productization of our subscription business.
- **Octopart Parts Data Platform** – this includes building a new platform for all data related Parts and CAD model to support transformation.
- **Brand Marketing** – this includes increasing Altium Brand awareness to expand reach across all markets for dominance.
- **Dassault Systèmes 3DExperience** - this includes product development and relationship management.
From Pursuit of Leadership to Transformation through Dominance

- **Rebuilding**
  - $50M Revenue
  - $0.3M Subscribers
  - 2012 - 2014

- **Performing**
  - $100M Revenue
  - 35,000 Subscribers
  - 2015 – 2017

- **Leading**
  - $200M Revenue
  - 50,000 Subscribers
  - 2018 - 2020

- **Dominating & Transforming...**
  - $500M Revenue
  - 100,000 Subscribers
  - 2021 - 2025

**Key Achievements**

- **Rebuilding**
  - Successful Capital Raise of A$44M on ASX
  - Set Revenue Target of $100M for FY2017

- **Performing**
  - Altium Acquires Octopart, the #1 Electronic Parts Search Engine
  - Surpass $100M Revenue Target Set in 2014
  - Set Revenue Target of $200M for FY2020

- **Leading**
  - Set Revenue Target of $500M for FY2025

**Revenue**

- $100M
- $200M
- $500M

**EBITDA**

- Electronic Design
- Electronic Parts & Supply chain
- Electronic Manufacturing & Embedded Software

**EBITDA Margin %**

- 10-20%
- 10-20%
- 60-80%

**Notes**

- The target revenue of $500M may include 5-10% from future acquisitions
Agenda

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4. Appendix: Company Overview
Revenue Sources

US Millions

- **Transaction Revenue**
  - $38.3 (41.3%)

- **Recurring Revenue**
  - $54.5 (58.7%)

<table>
<thead>
<tr>
<th>Source</th>
<th>Revenue</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Altium Designer Subscription (includes term-based licenses)</td>
<td>$32.9</td>
<td>(35.5%)</td>
</tr>
<tr>
<td>Term-based Licenses</td>
<td>$4.8</td>
<td>(5.2%)</td>
</tr>
<tr>
<td>Total Revenue</td>
<td>$6.7</td>
<td>(7.2%)</td>
</tr>
<tr>
<td>Other Repeating</td>
<td>$9.0</td>
<td>(1.2%)</td>
</tr>
<tr>
<td>Octopart</td>
<td>$1.1</td>
<td>(1.2%)</td>
</tr>
<tr>
<td>Allium Perpetual Licenses (New and Upgrades)</td>
<td>$29.6</td>
<td>(31.9%)</td>
</tr>
<tr>
<td>TASKING Licenses</td>
<td>$4.6</td>
<td>(5.0%)</td>
</tr>
<tr>
<td>TASKING Term-based Licenses and Maintenance</td>
<td>$2.1</td>
<td>(2.3%)</td>
</tr>
<tr>
<td>Services</td>
<td>$2.0</td>
<td>(2.2%)</td>
</tr>
<tr>
<td>Other Non-recurring</td>
<td>$1.1</td>
<td>(1.2%)</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>$92.8</td>
<td>(100%)</td>
</tr>
</tbody>
</table>
Boards and Systems Revenue by Region

**BSD - Americas**
- H1 Revenue: 11%
- H1 Recurring: 9%
- 5 Yr Revenue CAGR: 13%
- 5 Yr Recurring CAGR: 13%

**BSD – EMEA USD**
- H1 Revenue: 8%
- H1 Recurring: 9%
- 5 Yr Revenue CAGR: 14%
- 5 Yr Recurring CAGR: 13%

**BSD – China**
- H1 Revenue: 27%
- H1 Recurring: 41%
- 5 Yr Revenue CAGR: 22%
- 5 Yr Recurring CAGR: 10%

**BSD – ROW**
- H1 Revenue: 4%
- H1 Recurring: 17%
- 5 Yr Revenue CAGR: 10%
- 5 Yr Recurring CAGR: 8%
<table>
<thead>
<tr>
<th>BSD – Total</th>
<th>NEXUS</th>
</tr>
</thead>
<tbody>
<tr>
<td>H1 Revenue: 12%</td>
<td>H1 Revenue: 197%</td>
</tr>
<tr>
<td>H1 Recurring: 11%</td>
<td>H1 Recurring: 203%</td>
</tr>
<tr>
<td>5 Yr Revenue CAGR: 14%</td>
<td>5 Yr Revenue CAGR: 128%</td>
</tr>
</tbody>
</table>

**Revenue**

<table>
<thead>
<tr>
<th>BSD</th>
<th>NEXUS</th>
</tr>
</thead>
<tbody>
<tr>
<td>$140m</td>
<td>$8m</td>
</tr>
<tr>
<td>$120m</td>
<td>$7m</td>
</tr>
<tr>
<td>$100m</td>
<td>$6m</td>
</tr>
<tr>
<td>$80m</td>
<td>$5m</td>
</tr>
<tr>
<td>$60m</td>
<td>$4m</td>
</tr>
<tr>
<td>$40m</td>
<td>$3m</td>
</tr>
<tr>
<td>$20m</td>
<td>$2m</td>
</tr>
<tr>
<td>$1m</td>
<td>$1m</td>
</tr>
</tbody>
</table>

**Recurring**

<table>
<thead>
<tr>
<th>BSD</th>
<th>NEXUS</th>
</tr>
</thead>
<tbody>
<tr>
<td>H1 FY 2015: 18.9m</td>
<td>H1 FY 2015: 0.1m</td>
</tr>
<tr>
<td>H1 FY 2016: 18.6m</td>
<td>H1 FY 2016: 0.6m</td>
</tr>
<tr>
<td>H1 FY 2017: 20.5m</td>
<td>H1 FY 2017: 0.5m</td>
</tr>
<tr>
<td>H1 FY 2018: 26.8m</td>
<td>H1 FY 2018: 1.3m</td>
</tr>
<tr>
<td>H1 FY 2019: 30.6m</td>
<td>H1 FY 2019: 1.8m</td>
</tr>
<tr>
<td>H1 FY 2020: 34.0m</td>
<td>H1 FY 2020: 2.2m</td>
</tr>
<tr>
<td>H1 FY 2020: 65.4m</td>
<td>H1 FY 2020: 7.0m</td>
</tr>
</tbody>
</table>

**5 Yr Recurring CAGR:**

- BSD: 143%
- NEXUS: 122%
Octopart and TASKING Revenue

Octopart

- H1 Revenue: 2%
- 5 Yr Revenue CAGR: 38%

<table>
<thead>
<tr>
<th>Year</th>
<th>H1 FY 2015</th>
<th>H1 FY 2016</th>
<th>H1 FY 2017</th>
<th>H1 FY 2018</th>
<th>H1 FY 2019</th>
<th>H1 FY 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$1.8m</td>
<td>$2.1m</td>
<td>$3.5m</td>
<td>$4.9m</td>
<td>$8.9m</td>
<td>$9.0m</td>
</tr>
</tbody>
</table>

TASKING

- H1 Revenue: 15%
- H1 Recurring: 47%
- 5 Yr Recurring CAGR: 22%

<table>
<thead>
<tr>
<th>Year</th>
<th>H1 FY 2015</th>
<th>H1 FY 2016</th>
<th>H1 FY 2017</th>
<th>H1 FY 2018</th>
<th>H1 FY 2019</th>
<th>H1 FY 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$3.9m</td>
<td>$5.4m</td>
<td>$5.2m</td>
<td>$6.3m</td>
<td>$8.4m</td>
<td>$9.7m</td>
</tr>
</tbody>
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Boards and Systems – Underlying Metrics

### Altium Designer New Seats Sold

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</thead>
<tbody>
<tr>
<td>Americas</td>
<td>1,756</td>
<td>2,162</td>
<td>2,178</td>
<td>2,651</td>
<td>3,544</td>
<td>4,318</td>
</tr>
<tr>
<td>EMEA</td>
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<tr>
<td>China</td>
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<tr>
<td>Rest of World</td>
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### Subscription Pool

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<tbody>
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<td>Americas</td>
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<td>EMEA</td>
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<td>China</td>
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</tr>
<tr>
<td>Rest of World</td>
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</tbody>
</table>
Altium’s Subscription Pool

Growth pool ~ Developed Countries
88.4% renewal rate (FY19 - 86.5%)

Constant pool ~ Developing Countries
36.6% renewal rate (FY19 - 33.3%)

All numbers include term-based licenses
Operating Expenses

Operating expenses as a breakdown of revenue

Operating expenses as a percentage of revenue

H1 2015 2016 2017 2018 2019 2020


Margin General & Administration Sales & Marketing Research & Development One off Costs incl. Acquisitions

100m

92.8 36.8 16.7 27.7 13.5 -1.9

80m

78.1 30.3 15.4 22.0 10.1 0.3

60m

63.2 20.7 11.4 19.9 -6.8

40m

48.7 14.1 11.3 15.0 6.5 -0.3

20m

42.6 11.7 9.3 13.6 6.8 -0.3


H1 2015 2016 2017 2018 2019 2020

H1 2015 2016 2017 2018 2019 2020

H1 2015 2016 2017 2018 2019 2020

H1 2015 2016 2017 2018 2019 2020

H1 2015 2016 2017 2018 2019 2020

H1 2015 2016 2017 2018 2019 2020

100%

32.7% 18.0% 28.2% 29.8% 14.6% -2.1%

31.5% 30.6% 13.4% 3.0% 0.4% -0.4%

31.9% 23.2% 14.7% 2.8% 2.5% 0.3%

29.8% 18.0% 28.2% 29.8% 14.6% -2.1%

28.9% 27.5% 21.7% 19.7% 18.0% 19.1%

27.5% 21.7% 19.7% 18.0% 19.1% 29.4%

26.7% 18.0% 13.4% 3.0% 0.4% -0.4%

26.2% 17.5% 13.4% 3.0% 0.4% -0.4%

25.8% 17.1% 13.4% 3.0% 0.4% -0.4%

25.3% 16.6% 13.4% 3.0% 0.4% -0.4%

24.9% 16.1% 13.4% 3.0% 0.4% -0.4%

24.5% 15.6% 13.4% 3.0% 0.4% -0.4%

24.1% 15.1% 13.4% 3.0% 0.4% -0.4%

23.6% 14.6% 13.4% 3.0% 0.4% -0.4%

23.1% 14.1% 13.4% 3.0% 0.4% -0.4%

22.6% 13.6% 13.4% 3.0% 0.4% -0.4%

22.1% 13.1% 13.4% 3.0% 0.4% -0.4%

21.6% 12.6% 13.4% 3.0% 0.4% -0.4%

21.1% 12.1% 13.4% 3.0% 0.4% -0.4%

20.5% 11.6% 13.4% 3.0% 0.4% -0.4%

20.0% 11.1% 13.4% 3.0% 0.4% -0.4%

19.5% 10.6% 13.4% 3.0% 0.4% -0.4%

19.0% 10.1% 13.4% 3.0% 0.4% -0.4%

18.5% 9.6% 13.4% 3.0% 0.4% -0.4%

18.0% 9.1% 13.4% 3.0% 0.4% -0.4%

17.5% 8.6% 13.4% 3.0% 0.4% -0.4%
The tax expense has been historically low due to the impact of the deferred tax asset arising on relocation of Altium’s core business assets to the USA. The deferred tax asset is now fully recognized bringing tax expense closer to the US actual tax rate, reducing NPAT and impacting EPS.

- Pre-tax EPS has continued to grow at a steady rate.
### Cash Flow

#### Dividends paid/declared

- **Final**
- **Interim**

#### Cash flows from operating activities

<table>
<thead>
<tr>
<th></th>
<th>H1 FY20 US$ ’000</th>
<th>H1 FY19 US$ ’000</th>
<th>H1 FY18 US$ ’000</th>
<th>H1 FY17 US$ ’000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Receipts from customers</td>
<td>95,325</td>
<td>81,601</td>
<td>64,501</td>
<td>54,397</td>
</tr>
<tr>
<td>Payments to suppliers and employees</td>
<td>(71,440)</td>
<td>(54,234)</td>
<td>(48,965)</td>
<td>(39,268)</td>
</tr>
<tr>
<td>Payments for expenses relating to acquisitions</td>
<td>-</td>
<td>-</td>
<td>(347)</td>
<td>(72)</td>
</tr>
<tr>
<td>Net interest received /paid</td>
<td>592</td>
<td>279</td>
<td>32</td>
<td>(21)</td>
</tr>
<tr>
<td>Net income taxes paid</td>
<td>(3,666)</td>
<td>(831)</td>
<td>(348)</td>
<td>(1,320)</td>
</tr>
<tr>
<td><strong>Operating cash flow</strong></td>
<td><strong>20,791</strong></td>
<td><strong>26,815</strong></td>
<td><strong>14,873</strong></td>
<td><strong>13,716</strong></td>
</tr>
</tbody>
</table>

#### Capital Expenditure

- Payments for property, plant and equipment | (1,733) | (2,481) | (1,592) | (2,548) |
- Payments for intangibles | (262) | (13) | (231) | - |

#### Free Cash Flow

<table>
<thead>
<tr>
<th></th>
<th>H1 FY20 US$ ’000</th>
<th>H1 FY19 US$ ’000</th>
<th>H1 FY18 US$ ’000</th>
<th>H1 FY17 US$ ’000</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Free Cash Flow</strong></td>
<td><strong>18,796</strong></td>
<td><strong>24,321</strong></td>
<td><strong>13,050</strong></td>
<td><strong>11,168</strong></td>
</tr>
</tbody>
</table>

#### Cash flows from investing activities

- Payments for purchase of subsidiary, net of cash acquired | 0     | 0    | (2,799) | 0    |
- Payments on contingent and deferred considerations | (3)   | (5,471) | (6,249) | (2,939) |

#### Cash flows from financing activities

- Proceeds from issue of shares | -     | -    | -     | -    |
- Dividends paid | (16,050) | (13,327) | (12,534) | (9,830) |
- Repayment of borrowings | (2,720) | (3)   | (6)   | (28)  |

#### Increase/(decrease) in cash and cash equivalents

<table>
<thead>
<tr>
<th></th>
<th>H1 FY20 US$ ’000</th>
<th>H1 FY19 US$ ’000</th>
<th>H1 FY18 US$ ’000</th>
<th>H1 FY17 US$ ’000</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Increase</strong>/decrease in cash and cash equivalents</td>
<td><strong>23</strong></td>
<td><strong>5,520</strong></td>
<td><strong>(8,538)</strong></td>
<td><strong>(1,629)</strong></td>
</tr>
<tr>
<td>Effects of exchange rate changes</td>
<td>112</td>
<td>46</td>
<td>290</td>
<td>(162)</td>
</tr>
<tr>
<td><strong>Total increase</strong>/(decrease) in cash and cash equivalents</td>
<td><strong>135</strong></td>
<td><strong>5,566</strong></td>
<td><strong>(8,248)</strong></td>
<td><strong>(1,791)</strong></td>
</tr>
</tbody>
</table>
### Half Year Results Key Metrics

#### USD millions

<table>
<thead>
<tr>
<th>Metric</th>
<th>H1 FY20</th>
<th>H1* FY19</th>
<th>+/-%</th>
<th>H1* FY18</th>
<th>H1* FY17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue (excl. interest)</td>
<td>92.8</td>
<td>78.1</td>
<td>19%</td>
<td>63.2</td>
<td>48.7</td>
</tr>
<tr>
<td>Reported expenses</td>
<td>58.5</td>
<td>49.8</td>
<td>17%</td>
<td>44.3</td>
<td>36.1</td>
</tr>
<tr>
<td>EBITDA</td>
<td>36.8</td>
<td>28.3</td>
<td>30%</td>
<td>19.0</td>
<td>12.5</td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>5.3</td>
<td>2.9</td>
<td>83%</td>
<td>2.5</td>
<td>1.7</td>
</tr>
<tr>
<td>EBIT</td>
<td>31.5</td>
<td>25.4</td>
<td>24%</td>
<td>16.4</td>
<td>10.8</td>
</tr>
<tr>
<td>Net interest</td>
<td>0.3</td>
<td>0.3</td>
<td>N/A</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Profit before income tax</td>
<td>31.8</td>
<td>25.7</td>
<td>24%</td>
<td>16.5</td>
<td>10.8</td>
</tr>
<tr>
<td>Income tax expense</td>
<td>8.7</td>
<td>2.3</td>
<td>278%</td>
<td>1.6</td>
<td>0.9</td>
</tr>
<tr>
<td>Profit after income tax</td>
<td>23.1</td>
<td>23.4</td>
<td>-1%</td>
<td>14.9</td>
<td>9.9</td>
</tr>
</tbody>
</table>

* Historical data is as reported and has not been revised for AASB16 Leases unless noted.

#### Key Margin Analysis

<table>
<thead>
<tr>
<th>Metric</th>
<th>H1 FY20</th>
<th>H1* FY19</th>
<th>H1* FY18</th>
<th>H1* FY17</th>
</tr>
</thead>
<tbody>
<tr>
<td>EPS</td>
<td>17.65</td>
<td>18.00</td>
<td>11.48</td>
<td>7.64</td>
</tr>
<tr>
<td>Dividends (AU cents)</td>
<td>20</td>
<td>16</td>
<td>13</td>
<td>11</td>
</tr>
</tbody>
</table>

#### Balance Sheet (USD millions)

<table>
<thead>
<tr>
<th>Metric</th>
<th>H1 FY20</th>
<th>H1* FY19</th>
<th>H1* FY18</th>
<th>H1* FY17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and equivalents</td>
<td>80.7</td>
<td>58.0</td>
<td>36.0</td>
<td>36.3</td>
</tr>
<tr>
<td>Net assets</td>
<td>192.7</td>
<td>166.1</td>
<td>141.8</td>
<td>131.6</td>
</tr>
<tr>
<td>Operating cash flows</td>
<td>20.8</td>
<td>26.8</td>
<td>14.9</td>
<td>13.7</td>
</tr>
</tbody>
</table>
Agenda

1. Company Highlights & Significant Achievements
2. 2020 Half Year Financial Performance & Metrics
3. Driving Forces, Market Opportunity & Industry Transformation
4. Appendix: Company Overview
Internet of Things & Artificial Intelligence are driving the proliferation of electronics
Printed Circuit Boards are central to the design & realization of electronics
Electronics Industry is in Need of Transformation & Ripe for Disruption

Unification of Data Model and Digital Continuity is Required to Manage Design Complexity

Large Scale Management of Production Risk will Result in Unimagined Productivity & Reward
The Electronics Industry Value Chain is Disconnected

Electronic Design
Estimated size: $2 - $5Bn

Electronic Parts Supply Chain
Estimated size: $600 - $800Bn

Electronic Manufacturing
Estimated size: $1,000 - $1,500Bn

Electronic Testing Equipment Vendors
Electronic Manufacturing Equipment Vendors
Electronic Manufacturing Services (EMS)
PCB Assemblers
PCB Fabricators

Electronic CAD Vendors
Simulation Vendors
IC Design Tools Vendors

Semiconductor Manufacturers
Electronic Parts Distributors
Electronic Parts Manufacturers
Search & Analytics Content Aggregators

Altium 365 will connect the Electronics Industry fragmented value chains to drive productivity and manage production risk

$2 Trillion
Estimated Industry Size
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.
Executing in Concert & to a Higher Standard on Three Fronts

**Product**
Maximum Power, Productivity and Coverage
(Challenge of Complexity)

**Channel**
Extreme Reach and Capacity
(Challenge of Scale)

**Cloud**
Higher Levels of Service and Customer Engagement
(Challenge of Experience)

**Leadership**
Product & Channel Must be in Lockstep
Product & Cloud Must Work as One
Phases in Pursuit of Leadership, Dominance & Transformation

Industry Transformation (Cloud)
- Innovate LEAD Compete
  - Building Altium Cloud Platform Altium 365
- Dominate UNIFY Align
  - Sharing Design Files on Altium 365 Light-weight Collaboration
- Disrupt TRANSFORM Monetize
  - Manufacturing PCB on Altium 365 Industry-wide Collaboration

Market Dominance (Channel)
- Building High Performing Direct Sales Force
- Extending Reach and Going Direct in Key Markets including China
- Scaling Direct Sales for Dominance
- In-App Engagement Man-Out-Of-the-Loop

Market Leadership (Product)
- Building High Performing R&D
- Establishing Yearly Innovation Cycles
- Driving Innovation & Closing Capability Gaps with High-End
- Innovating as Market Leader & Extending Lead

Current Phase
- $100M Revenue 35,000 Subscribers
- $200M Revenue 50,000 Subscribers
- $500M Revenue 100,000 Subscribers

Timeline:
- 2012 - 2014
- 2015 - 2017
- 2018 - 2020
- 2021 - 2025
Altium maintains its full year revenue and margin guidance between US$205 million to US$215 million in revenue and an EBITDA margin guidance of 39% to 41% (on a reported basis) and 37% to 38% (excluding the impact of AASB16 Leases)

Due to the coronavirus in China and Octopart having underperformed during the first half, the full year is likely to land at the lower end of revenue and margin guidance

Altium is moving confidently towards its 2025 targets for market dominance of US$500 million in revenue and 100,000 subscribers, expecting to reach the half way mark of 50,000 subscribers by end of FY20

Altium will adhere to the Rule of 50 (% Revenue growth + EBITDA margin % ≥ 50) and invest to achieve transformation through dominance

Altium will continue to pursue partnership and M&A opportunities to support its long-term vision of creating a product design and realization platform that is centered around electronics
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Diversity of Application

Automotive
Aerospace & Defense
Life Sciences
Mobile Devices & Communications
Consumer – Electronics

Electronics & High-Tech
Research & Education
Industrial Controls Automation
Computers
Semiconductors
Global Reach

Main Operating Centres
San Diego, Munich, Shanghai

Sales and Support Centres
San Diego, Boston, Karlsruhe, Munich, Shanghai, Sydney

Research & Development Centres
San Diego, Ukraine, Netherlands, Shanghai

Regional offices, with locations in over 17 countries
Network of channel partners, with over 50 authorized Value-Added Resellers

Global HQ
San Diego

Regional HQ
Munich

Regional HQ
Shanghai

Corporate & Registered Office
ASX Listing Sydney
Altium’s High Velocity, Highly Profitable Direct Sales Force

Altium connects to users at all levels within an organization providing a user experience that is unique within the industry.
Altium Values

Diversity in Thoughts

Product
“Regular Product Releases” and “Delivering Next Generation Products”

Sales
“High Volume Selling” and “Sophisticated Value Proposition”

Finance
“Growing Revenue Strongly” and “Expanding Profit Margin”

People
“Diversity in Thinking” and “Aligned in Action and Purpose”

“the Genius of AND”

Diversity in Thoughts

Perseverance

Transparency

Ingenuity

Adaptability

Agility

“Diversity in Thinking” and “Aligned in Action and Purpose”

“Growing Revenue Strongly” and “Expanding Profit Margin”

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