Outstanding Performance Across All Key Metrics

24% Revenue Growth
58% Profit Growth
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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. 2019 Half Year Financial Performance & Metrics
3. Driving Forces, Market Opportunity & Industry Transformation
4. Appendix: Company Overview
Altium’s Half Year FY19 Financial Highlights

- **Strong revenue growth of 24%**
- **Record EBITDA Margin of 36.3% (36.7% underlying)**
- **Strong net profit growth of 58%**
- **9% increase in subscriber base to 39,179**
- **34% increase in Altium Designer seats with 3,544 new licenses sold**

### Full Year Revenue Growth

<table>
<thead>
<tr>
<th>FY 2013</th>
<th>FY 2014</th>
<th>FY 2015</th>
<th>FY 2016</th>
<th>FY 2017</th>
<th>FY 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>$29.0M</td>
<td>$32.3M</td>
<td>$37.6M</td>
<td>$42.6M</td>
<td>$48.7M</td>
<td>$63.2M</td>
</tr>
</tbody>
</table>

### H1 EBITDA Margin Growth

<table>
<thead>
<tr>
<th>H1 FY 2013</th>
<th>H1 FY 2014</th>
<th>H1 FY 2015</th>
<th>H1 FY 2016</th>
<th>H1 FY 2017</th>
<th>H1 FY 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>9.6%</td>
<td>18.4%</td>
<td>26.7%</td>
<td>25.0%</td>
<td>25.8%</td>
<td>30.0%</td>
</tr>
</tbody>
</table>

$140.2M

H1 FY 2019
Driving Performance from a Position of Financial Strength

Altium’s H1 FY19 Financial Metrics

<table>
<thead>
<tr>
<th>Metric</th>
<th>Amount</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$58M</td>
<td>Up 11%</td>
</tr>
<tr>
<td>Dividend</td>
<td>A16c</td>
<td>Up by 23%</td>
</tr>
<tr>
<td>Subscribers</td>
<td>39,179</td>
<td>Up by 9%</td>
</tr>
<tr>
<td>Revenue</td>
<td>$78.1M</td>
<td>Up by 24%</td>
</tr>
<tr>
<td>Sales</td>
<td>$75.9M</td>
<td>Up 26%</td>
</tr>
<tr>
<td>Dividend EPS</td>
<td>18c</td>
<td>Up by 57%</td>
</tr>
<tr>
<td>Revenue</td>
<td>$28.4M EBITDA</td>
<td>Up 49%</td>
</tr>
<tr>
<td>EBITDA Margin</td>
<td>36.3%</td>
<td>Up from 30%</td>
</tr>
<tr>
<td>Debt Free</td>
<td>$26.8M Op Cash Flow</td>
<td>Up by 80%</td>
</tr>
<tr>
<td>NPAT</td>
<td>$23.4M</td>
<td>Up 58%</td>
</tr>
<tr>
<td>Sales</td>
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<td>Up by 57%</td>
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</tbody>
</table>
Progress Update - First Half Significant Achievements

- **Core PCB delivered 17% revenue growth** – with all regions and business segments delivering double-digit revenue growth

- **Record growth in China** – with 49% revenue growth and opening an office in Beijing in the 2nd half (in addition to Shanghai and Shenzhen)

- **Octopart continued to outperform** - through increased traffic and improved search experience delivering 80% revenue growth

- **TASKING delivered 35% revenue growth** – leveraging its relationship with semi-conductor manufacturer Infineon as the preferred supplier of the Aurix chip set to the automotive industry

- **Released Altium Designer 19** – delivering further improvement in performance and reliability and introducing new and enhanced capabilities

- **Introduction of Altium 365** - a cloud-based platform that provides PCB designers with the most connected and convenient experience for electronics design and development
On Track to Achieve Market Leadership by 2020

2020 Target Revenue Breakdown

- Octopart
- TASKING
- NEXUS
- BSD – Rest of World
- BSD – China
- BSD - EMEA
- BSD - Americas

$200M Revenue
35% + EBITDA Margin

BSD – Board and Systems Division (accounts for all PCB products excluding NEXUS)

Strong Strategy, Leading Technology & Revenue Momentum
$100 + Million Revenue & Expansion of Market Opportunity
PCB Market Leadership & Laying the Foundation for Industry Transformation
Transforming Electronic Design and its Realization
Altium has started implementing the following initiatives:

- **Scaling in China** - Aggressively expanding operations in China and transitioning from perpetual to terms-based licensing

- **Scaling in US** - Establishing a global center in Dallas for customer intelligence and data analytics and moving away from commission-based sales in the US

- **Investing in Next Gen Marketing** - Scaling Altium’s unique content-driven marketing and delivering additional value through in-app engagement with customers

- **Investing in Business Systems** - Enhancing business systems to better support management decision-making and to maintain Altium’s strong operating leverage

For Altium to reach 100,000 subscribers by 2025 it needs to lay the foundation for accelerated growth
Aggressively Executing on a Product Strategy for Dominance & Industry Transformation

From Concept

To Realization

Four unique platforms for the design and realization of electronic products

Meeting the needs of every customer from a large enterprise to an aspiring start-up

* Altium’s ECAD solution is built into Dassault Systemes’ 3DEXPERIENCE platform
Committing to an Aspirational Revenue Target by 2025

2025 Target Revenue Breakdown

**Electronic Design**
60-80%

**Electronic Parts & Supply chain**
10-20%

**Electronic Manufacturing & Embedded Software**
10-20%

100,000 Subscribers

$500M * Revenue

* The target revenue of $500M may include 5-10% from future acquisitions
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### Revenue Sources – H1 FY19

<table>
<thead>
<tr>
<th>Service</th>
<th>Amount</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Altium Designer</strong></td>
<td>$28.1</td>
<td>(36.0%)</td>
</tr>
<tr>
<td>Subscription</td>
<td>$1.3</td>
<td>(1.7%)</td>
</tr>
<tr>
<td>Term-based Licenses</td>
<td>$2.7</td>
<td>(3.5%)</td>
</tr>
<tr>
<td>Maintenance</td>
<td>$0.6</td>
<td>(0.8%)</td>
</tr>
<tr>
<td><strong>TASKING</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Term-based Licenses</td>
<td>$2.3</td>
<td>(2.9%)</td>
</tr>
<tr>
<td><strong>NEXUS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Term-based Licenses</td>
<td>$8.9</td>
<td>(11.4%)</td>
</tr>
<tr>
<td><strong>Octopart</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Other Recurring</strong></td>
<td>$1.1</td>
<td>(1.4%)</td>
</tr>
<tr>
<td><strong>Non-recurring Services</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>TASKING</td>
<td>$26.1</td>
<td>(33.4%)</td>
</tr>
<tr>
<td>Altium Designer</td>
<td>$4.8</td>
<td>(6.1%)</td>
</tr>
<tr>
<td>New Perpetual Licenses</td>
<td>$1.8</td>
<td>(2.3%)</td>
</tr>
<tr>
<td>Other Non-recurring</td>
<td>$0.5</td>
<td>(0.6%)</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>$78.1</td>
<td>(100%)</td>
</tr>
</tbody>
</table>

*Non-recurring Revenue: $33.2 (42.5%)
Recurring Revenue: $44.9 (57.5%)*

*Services includes revenue for TASKING, Altium Designer and NEXUS*
Revenue – Board and Systems by Region

**BSD - Americas**
- H1 Revenue: 11%
- 5 Yr Revenue CAGR: 17%
- 5 Yr Recurring CAGR: 14%

**BSD - EMEA USD**
- H1 Revenue: 16%
- 5 Yr Revenue CAGR: 15%
- 5 Yr Recurring CAGR: 15%

**BSD - China**
- H1 Revenue: 49%
- 5 Yr Revenue CAGR: 19%
- 5 Yr Recurring CAGR: 10%

**BSD - ROW**
- H1 Revenue: 4%
- 5 Yr Revenue CAGR: 12%
- 5 Yr Recurring CAGR: 9%
Revenue – BSD, NEXUS, Octopart and TASKING

**BSD – Total**
- H1 Revenue: 17%
- 5 Yr Revenue CAGR: 16%
- 5 Yr Recurring CAGR: 14%

**NEXUS**
- H1 Revenue: 20%

**Octopart**
- H1 Revenue: 80%
- 5 Yr Revenue CAGR: 54%

**TASKING**
- H1 Revenue: 20%
- 5 Yr Revenue CAGR: 19%
- 5 Yr Recurring CAGR: 19%

Bar charts showing revenue trends for BSD, NEXUS, Octopart, and TASKING over different fiscal years.
### Board and Systems – Underlying Metrics

#### Altium Designer New Seats Sold

<table>
<thead>
<tr>
<th></th>
<th>H1 2015</th>
<th>FY 2016</th>
<th>H1 2017</th>
<th>FY 2018</th>
<th>H1 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Americas</td>
<td>1,756</td>
<td>-160</td>
<td>2,178</td>
<td>+16</td>
<td>2,651</td>
</tr>
<tr>
<td>EMEA</td>
<td>2,162</td>
<td>+406</td>
<td>2,178</td>
<td>+16</td>
<td>2,651</td>
</tr>
<tr>
<td>China</td>
<td>5,181</td>
<td>+863</td>
<td>5,520</td>
<td>+339</td>
<td>6,321</td>
</tr>
<tr>
<td>Rest of World</td>
<td>941</td>
<td>+186</td>
<td>1,283</td>
<td>+551</td>
<td>3,544</td>
</tr>
<tr>
<td>Total</td>
<td>4,318</td>
<td>+337</td>
<td>5,550</td>
<td>+339</td>
<td>6,321</td>
</tr>
</tbody>
</table>

#### Subscription Pool

<table>
<thead>
<tr>
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<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Americas</td>
<td>26,943</td>
<td>+2,122</td>
<td>32,321</td>
<td>+1,187</td>
<td>35,977</td>
<td>+3,656</td>
<td>39,179</td>
</tr>
<tr>
<td>EMEA</td>
<td>29,320</td>
<td>+2,377</td>
<td>32,321</td>
<td>+1,187</td>
<td>35,977</td>
<td>+3,656</td>
<td>39,179</td>
</tr>
<tr>
<td>China</td>
<td>32,321</td>
<td>+1,187</td>
<td>35,977</td>
<td>+3,656</td>
<td>39,179</td>
<td>+3,202</td>
<td>39,179</td>
</tr>
<tr>
<td>Rest of World</td>
<td>2,651</td>
<td>+473</td>
<td>6,321</td>
<td>+893</td>
<td>16,224</td>
<td>+846</td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>5,520</td>
<td>+339</td>
<td>35,000</td>
<td>+893</td>
<td>40,000</td>
<td>+3,202</td>
<td>43,779</td>
</tr>
</tbody>
</table>

### Notes

- The table shows the change in seats sold and the subscription pool over various periods.
- The data is divided by regions: Americas, EMEA, China, and Rest of World.
Altium’s Subscription Pool

**Subscription Pool Size**

- **June 2017:** 34,522
- **June 2018:** 39,179
- **Dec 2019:** 39,179

**Growth pool ~ Developed Countries**
- ~85% of subscription pool
- 86.5% renewal rate (FY18 - 86.6%)

**Constant pool ~ Developing Countries**
- ~15% of subscription pool
- 31.2% renewal rate (FY18 - 35.8%)
Operating Expenses

Operating Leverage Drives Expanding EBITDA

- Sales and Marketing has increased to support increased growth rates in the transactional model (capacity) and increased solution selling capability.

- R&D spend efficiency as a percent of revenue is based on effective resources allocation and leveraging low cost resources. Overall R&D spending has increased half over half.
Cash Flow

Dividends declared

<table>
<thead>
<tr>
<th></th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19 H1</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>4</td>
<td>8</td>
<td>10</td>
<td>11</td>
<td>13</td>
<td>16</td>
</tr>
</tbody>
</table>

Cash flows from operating activities

<table>
<thead>
<tr>
<th></th>
<th>H1FY19</th>
<th>H1FY18</th>
<th>H1FY17</th>
<th>H1FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Receipts from customers</td>
<td>81,601</td>
<td>64,501</td>
<td>54,397</td>
<td>43,919</td>
</tr>
<tr>
<td>Payments to suppliers and employees</td>
<td>(54,234)</td>
<td>(48,965)</td>
<td>(39,268)</td>
<td>(37,366)</td>
</tr>
<tr>
<td>Payments for expenses relating to acquisitions</td>
<td>-</td>
<td>(347)</td>
<td>(72)</td>
<td>(839)</td>
</tr>
<tr>
<td>Net Interest received/(paid)</td>
<td>279</td>
<td>32</td>
<td>21</td>
<td>38</td>
</tr>
<tr>
<td>Net income taxes paid</td>
<td>(831)</td>
<td>(348)</td>
<td>(1,320)</td>
<td>(862)</td>
</tr>
</tbody>
</table>

Operating Cash Flow

<table>
<thead>
<tr>
<th></th>
<th>26,815</th>
<th>14,873</th>
<th>13,716</th>
<th>4,890</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital Expenditure</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Payments for property, plant and equipment</td>
<td>(2,481)</td>
<td>(1,592)</td>
<td>(2,548)</td>
<td>(1,779)</td>
</tr>
<tr>
<td>Payments for intangibles</td>
<td>(13)</td>
<td>(231)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Free Cash Flow</td>
<td>24,321</td>
<td>13,050</td>
<td>11,168</td>
<td>3,111</td>
</tr>
</tbody>
</table>

Cash flows from investing activities

<table>
<thead>
<tr>
<th></th>
<th>H1FY19</th>
<th>H1FY18</th>
<th>H1FY17</th>
<th>H1FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Payments for purchase of subsidiary, net of cash acquired</td>
<td>-</td>
<td>(2,799)</td>
<td>-</td>
<td>(10,767)</td>
</tr>
<tr>
<td>Payments on contingent and deferred consideration</td>
<td>(5,471)</td>
<td>(6,249)</td>
<td>(2,939)</td>
<td>-</td>
</tr>
</tbody>
</table>

Cash flows from financing activities

<table>
<thead>
<tr>
<th></th>
<th>H1FY19</th>
<th>H1FY18</th>
<th>H1FY17</th>
<th>H1FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dividends paid</td>
<td>(13,327)</td>
<td>(12,534)</td>
<td>(9,830)</td>
<td>(7,644)</td>
</tr>
<tr>
<td>Repayment of borrowings</td>
<td>(3)</td>
<td>(6)</td>
<td>(28)</td>
<td>(30)</td>
</tr>
<tr>
<td>Increase/(decrease) in cash and cash equivalents</td>
<td>5,520</td>
<td>(8,538)</td>
<td>(1,629)</td>
<td>(15,330)</td>
</tr>
<tr>
<td>Effects of exchange rate changes</td>
<td>46</td>
<td>290</td>
<td>(162)</td>
<td>(223)</td>
</tr>
<tr>
<td>Total increase (decrease) in cash and cash equivalents</td>
<td>5,566</td>
<td>(8,248)</td>
<td>(1,791)</td>
<td>(15,553)</td>
</tr>
</tbody>
</table>
## Half Year Results Key Metrics

### USD millions

<table>
<thead>
<tr>
<th></th>
<th>H1 FY19</th>
<th>H1 FY18</th>
<th>+/- %</th>
<th>H1 FY17</th>
<th>H1 FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue (excl. interest)</td>
<td>78.1</td>
<td>63.2</td>
<td>24%</td>
<td>48.7</td>
<td>42.6</td>
</tr>
<tr>
<td>Reported expenses</td>
<td>49.8</td>
<td>44.3</td>
<td>12%</td>
<td>36.1</td>
<td>31.9</td>
</tr>
<tr>
<td>• Business expenses</td>
<td>49.5</td>
<td>42.3</td>
<td>17%</td>
<td>34.2</td>
<td>30.7</td>
</tr>
<tr>
<td>• One-off expenses</td>
<td>0.3</td>
<td>1.9</td>
<td>-85%</td>
<td>1.9</td>
<td>1.2</td>
</tr>
<tr>
<td>EBITDA</td>
<td>28.4</td>
<td>19.0</td>
<td>49%</td>
<td>12.5</td>
<td>10.7</td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>2.9</td>
<td>2.5</td>
<td>13%</td>
<td>1.7</td>
<td>0.9</td>
</tr>
<tr>
<td>EBIT</td>
<td>25.5</td>
<td>16.5</td>
<td>55%</td>
<td>10.8</td>
<td>9.7</td>
</tr>
<tr>
<td>Net interest</td>
<td>-0.3</td>
<td>0.0</td>
<td>N/A</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Profit before income tax</td>
<td>25.8</td>
<td>16.5</td>
<td>56%</td>
<td>10.8</td>
<td>9.7</td>
</tr>
<tr>
<td>Income tax expense</td>
<td>2.3</td>
<td>1.6</td>
<td>45%</td>
<td>0.9</td>
<td>0.6</td>
</tr>
<tr>
<td>Profit after income tax</td>
<td>23.4</td>
<td>14.9</td>
<td>58%</td>
<td>9.9</td>
<td>9.1</td>
</tr>
</tbody>
</table>

### EPS

<table>
<thead>
<tr>
<th></th>
<th>H1 FY19</th>
<th>H1 FY18</th>
<th>H1 FY17</th>
<th>H1 FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td>EPS</td>
<td>18.00</td>
<td>11.48</td>
<td>7.64</td>
<td>7.12</td>
</tr>
</tbody>
</table>

### Dividends (AU cents)

<p>| | | | | |</p>
<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Dividends (AU cents)</td>
<td>16</td>
<td>13</td>
<td>11</td>
<td>10</td>
</tr>
</tbody>
</table>

### Key Margin Analysis

<table>
<thead>
<tr>
<th></th>
<th>H1 FY19</th>
<th>H1 FY18</th>
<th>H1 FY17</th>
<th>H1 FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA Margin</td>
<td>36.3%</td>
<td>30.0%</td>
<td>25.8%</td>
<td>25.0%</td>
</tr>
<tr>
<td>Underlying EBITDA Margin</td>
<td>36.7%</td>
<td>33.1%</td>
<td>29.6%</td>
<td>27.9%</td>
</tr>
<tr>
<td>Net profit before tax margin</td>
<td>33%</td>
<td>26%</td>
<td>22%</td>
<td>23%</td>
</tr>
<tr>
<td>Net profit after tax margin</td>
<td>30%</td>
<td>24%</td>
<td>20%</td>
<td>21%</td>
</tr>
<tr>
<td>Effective tax rate</td>
<td>9.0%</td>
<td>9.7%</td>
<td>8.6%</td>
<td>6.1%</td>
</tr>
</tbody>
</table>

### Balance Sheet (USD millions)

<table>
<thead>
<tr>
<th></th>
<th>H1 FY19</th>
<th>H1 FY18</th>
<th>H1 FY17</th>
<th>H1 FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and equivalents</td>
<td>58.0</td>
<td>36.0</td>
<td>36.3</td>
<td>46.4</td>
</tr>
<tr>
<td>Net assets</td>
<td>166.1</td>
<td>141.8</td>
<td>131.6</td>
<td>125.8</td>
</tr>
</tbody>
</table>

### Operating cash flows

<p>| | | | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating cash flows</td>
<td>26.8</td>
<td>14.9</td>
<td>13.7</td>
<td>4.9</td>
</tr>
</tbody>
</table>
Agenda

1. Company Highlights & Significant Achievements
2. 2019 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

Web 1.0 1990’s
- Search & Discovery
- Information is Indexed

Web 2.0 2000’s
- Social Networking
- People are Networked

Web 3.0 2010’s
- Internet of Things
- Electronics puts Internet into Things

Web 4.0 2020’s
- Artificial Intelligence
- Electronics Binds Infotech to Biotech
Printed Circuit Boards are central to the design & realization of electronics
Success depends on the ability to move quickly through innovation cycles
The current model for tool integration is old and has evolved around the notion of “tool-chains”
The Future of Engineering Tools is Multi-disciplinary...

ECAD and MCAD tools must communicate natively and operate at the same level of abstraction.
IoT Requires Transformation of the Electronics Industry

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

Concept
Requirements

System Design
Board & Circuit Design

Realization
Validation

Product Assembly
Board Fabrication & Assembly

Electronic Components

IoT requires the “Uberization” of the Electronics Industry - transforming electronic design and its realization

Electronic Design Automation Tools
Estimated size: $2 - $5Bn

Global Printed Circuit Board Market
Estimated size: $80 - $100Bn

Global Semiconductor and Electronic Parts Manufacturing & Distribution
Estimated size: $600 - $800Bn

Electronic Design Automation

Requirements

Concept

Realization

Product Assembly
Board Fabrication & Assembly

Electronic Components

System Design
Board & Circuit Design

$2 Trillion
Estimated Industry Size
Connecting electronics design to the manufacturing floor with bi-directional digital continuity is at the heart of transformation.
The three segments of the value chain are completely isolated and digitally disconnected within their own chain.
Altium must target **100,000 active subscribers by 2025** so as to compel key industry stakeholders to support its agenda to transform electronic design and its realization.
Altium’s Long-Term Outlook

- The proliferation of electronics through the rise of smart connected devices continues to drive growth for our business in the foreseeable future.

- Altium is confident of achieving its 2020 target of US$200 million revenue and commits to an EBITDA margin of 35% or better.

- Altium has committed to the achievement of 100,000 Altium Designer subscribers before 2025 for market dominance and has committed itself to an aspirational revenue goal of $500 million in 2025.

- 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.
Agenda

1. Company Highlights & Significant Achievements
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Altium's Journey - a Long History and a Promising Future

Altium was founded by creating the first version of Altium Designer, Protel PCB.

- **1985**: Altium successfully completes an IPO on the Australian Stock Exchange.
- **1991**: Altium launches Protel for Windows - World's first Microsoft Windows-based PCB design system.
- **1999**: Altium launches Altium Designer 6, the world's first Native 3D PCB design software.

**2006**

Altium successfully completes an IPO on the Australian Stock Exchange.

**2010**

Altium launches Altium Designer 13, introducing DXP 2.0, its next generation integration platform opening up Altium Designer to third-party developers.

**2014**

- **1st**: Successful capital raising of $44M on ASX.
- **2nd**: Altium relocated its HQ to California USA.

**2016**

- **1st**: Altium acquires Octopart, the #1 electronic parts search engine in the world.
- **2nd**: Altium acquires Ciiva, a cloud-based electronic components management system.

**2017**

- **2nd**: Altium acquires Upverter, the developer of the world’s first fully cloud, fully collaborative electronics design systems.
- **3rd**: Altium releases Altium Designer 18 and launches NEXUS.

Now

Altium partners with Dassault Systemes SOLIDWORKS to deliver a specialized version of its PCB design software for SolidWorks users.

- 1- Altium creates a seamless online and offline design experience for a new breed of designers with Upverter 2.0.
- 2- Altium acquires board manufacturing company PCB-NG, combining it with Ciiva to create the world’s first fully integrated design-to-realization channel.
Printed Circuit Board Design and Manufacturing Process

- Circuit Diagram
- Layout Film
- Bare Board
- Assembled Board

Design Capture → Layout → Fabrication → Assembly
Altium the “Easy to” Company

Altium DNA

Uncomplicated Value Proposition

Direct Sales Force

Free Technical Support

Easy to Get Up and Running

Easy to Learn, Easy to Use

Easy to Maintain with No Hidden Costs
Altium Products

Design Data Management: Collaboration Software

Embedded Software Development Tool

3D-Printed Circuit Board Design Software Solutions
Diversity of Application

- Automotive
- Aerospace & Defence
- 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 10 countries
- Network of channel partners, with over 50 authorized Value-Added Resellers

Regional HQ
- Munich
- Shanghai

Corporate & Registered Office
ASX Listing Sydney
Altium is re-defining the Competitive Landscape...

Market Share by Revenue

Altium will dominate the competition well before 2025

This chart is produced using market data from Gary Smith EDA and Altium's internal competitive model.
The Altium Advantage

Transformational Leadership
Altium Secret Sauce
Entrepreneurial Spirit

Fanatical Discipline

Core Strength
Established Global Business
Transaction Sales
Software Development

Competitive Advantages
User-Centric DNA
Pure-Play PCB
Fiscal Discipline
Altium’s Strategy for Success

Maintaining Disciplined Execution and Remaining Single-Minded About PCB Market Leadership

Disciplined Execution to Achieve Market Leadership

Transforming Electronic Design & Its Realization

Building Strong Strategic Partnership

Building a Strong Partnership with Leading Engineering Software Companies to Connect ECAD with MCAD & PLM

Being True to Our Deep Conviction that Altium’s Journey Will Bring About Transformation of the Electronics Industry
Altium Values ...

Diversity in Thoughts

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

“Growing Revenue Strongly” and
“Expanding Profit Margin”

Sales

“High Volume Selling” and
“Sophisticated Value Proposition”

People

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

Product

“the Genius of AND”

“the Genius of AND”

Transparency

Finance

Perseverance

Ingenuity

Adaptability

Agility
Altium’s Long-Term Outlook

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