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ALT IUM L I M I T E D

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Unaudited Sales and Revenue for the Full Year Ending 30 June 2020

Altium Achieves 10% Revenue Growth and Exceeds 50,000 Subscriber Target

Sydney, Australia - 14 July 2020 - Electronic design software company Altium Limited (ASX:ALU) updates the market on its unaudited sales and revenue for the full year ended 30 June 2020. Altium achieved revenue growth of 10% to US \$189 million with solid performances delivered in core business units and key regions during the challenging COVID-19 environment.

Altium delivered record growth in new Altium Designer seats and subscriptions to exceed its 50,000 subscriber target. Other highlights include:

- Strong increase of 14% in new Altium Designer seats sold.
- Record growth of 17% in the subscription base to well over 50,000 subscribers.
- Cash balance of over US \$90 million.

Unaudited Sales and Revenue Performance for the Year Ended 30 June 2020

	FY20 (US\$ million)	FY19 (US\$ million)	Change %
Worldwide Revenue	189	172	10%
Worldwide Sales	194	177	10%

Comments from Altium's CEO Mr Aram Mirkazemi:

Altium CEO, Mr Aram Mirkazemi commented: "Altium's strategy of providing attractive pricing and extended payment terms to support our customers during COVID-19 and to drive volume to support our pursuit of market dominance has been rewarded. Altium achieved strong growth in new Altium Designer seats and record growth in our subscription base to reach well over 50,000 seats on subscription".

Mr Mirkazemi further commented: "Altium has not been immune to the uncertainty and the evolving impact of COVID-19, however, as a global high-tech company, geared to work remotely and with a robust and highly adaptable business model, we were able to deliver a strong performance through COVID-19 conditions - maintaining our unbeaten record of eight consecutive years of double digit revenue growth, and extending it to nine straight years", stated Mr Mirkazemi.

“While COVID-19 prevented us from reaching our long standing aspirational goal of \$200 million in revenue, conditions surrounding COVID-19 have dramatically accelerated our movement towards market dominance and the implementation of our transformative agenda for the industry”, said Mr Mirkazemi.

“We accelerated the roll-out of our new cloud platform Altium 365 from 1 May 2020 to help engineers to *work from anywhere and connect with anyone*. It is pleasing to see that Altium 365 is gaining traction with over 2,500 companies and nearly 5,000 active users on the platform already”, said Mr Mirkazemi.

“We also launched online selling in May to expand reach, and to grow sales capacity to support our climb to 100,000 subscribers by 2025. While early days, our digital sales are gaining traction and in time will allow our transactional sales to fully focus on value-based selling and higher value deals”, commented Mr Mirkazemi.

“At our full year results, we will share more color on the long-term impact of COVID-19 on the acceleration of our strategy of market dominance and industry transformation. We will also share color about our recurring revenue and pricing model post COVID-19 and based on the impact of Altium 365”, said Mr Mirkazemi.

Comments from Altium’s CFO Mr Joe Bedewi:

Altium CFO, Mr Joe Bedewi commented: “Altium’s achievement of 10% revenue growth during COVID-19 is an impressive result. Moreover, Altium achieved strong growth in new Altium Designer seats sold of over 9,100 (up 14%) and delivered 17% growth in the subscription base to well over 50,000. This result places Altium in a strong position to drive further adoption of its new cloud platform Altium 365”.

“Altium also delivered over 3,000 upgrades of Altium Designer, up 47%, demonstrating the attractiveness of Altium 365 to existing customers. Altium 365 is moving our subscription business from being maintenance driven to capability driven”, commented Mr Bedewi.

Altium will release its fiscal 2020 results on Monday 17 August 2020 with an investor call to be hosted by Altium’s CEO and CFO at 9.30am that same day.

Participants can pre-register for the investor call using the following link to receive dial in details:

<http://apac.directeventreg.com/registration/event/2362368>

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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.

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