

ALT IUM L I M I T E D

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## **Altium Investor Presentation Goldman Sachs Small & Mid Cap Conference 20 May 2015**

**Sydney, Australia** – Altium Chairman, Samuel Weiss, will make the attached presentation at the Goldman Sachs Small & Mid Cap Conference today at approximately 1.55pm.

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ENDS

### **About Altium**

Altium Limited ([ASX: ALU](#)) is an Australian multinational software corporation 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 organisations and design communities to innovate, collaborate and create connected products while remaining on-time and on-budget. Products provided are Altium Designer®, Altium Vault®, CircuitStudio®, CircuitMaker®, PCBWorks® and the TASKING® range of embedded software compilers.

Founded in 1985, Altium has offices worldwide, with US locations in San Diego and Boston, European locations in Karlsruhe, Amersfoort, Kiev and Zug and Asia-Pacific locations in Shanghai, Tokyo and Sydney. For more information, visit [www.altium.com](http://www.altium.com). You can also follow and engage with Altium via [Facebook](#), [Twitter](#) and [YouTube](#).



# The Journey to Becoming #1 in PCB

Delivering Strong Performance & Positioning for Future Growth

**Altium**

Goldman Sachs Small & Mid Cap Conference

20 May 2015

Sam Weiss  
Chairman

# Introduction

The Altium logo is displayed in white, italicized, sans-serif font against a dark blue background that features a faint, high-tech circuit board pattern.

## Disclaimer

This presentation has been prepared by **Altium Limited (ACN 009 568 772)** and is for information purposes only. It does not constitute financial product or investment advice or a recommendation to acquire Altium shares and has been prepared without taking into account the objectives, financial situation or needs of individuals. Before making an investment decision prospective investors should consider the appropriateness of the information having regard to their own objectives, financial situation and needs and seek legal and taxation advice appropriate to their jurisdiction. Altium is not licensed to provide financial product advice in respect of Altium shares.

### **Financial data**

All dollar values are in US dollars (US\$) unless as otherwise presented.

### **Future performance**

Forward looking statements, opinions and estimates provided in this presentation are based on assumptions and contingencies which are subject to change without notice, as are statements about market and industry trends, which are based on interpretations of current market conditions. Forward looking statements including projections, guidance on future earnings and estimates are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance. An investment in Altium shares is subject to investment and other known and unknown risks, some of which are beyond the control of Altium Limited. No representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this presentation. To the maximum extent permitted by law, none of Altium employees, its directors, employees or agents, nor any other person accepts any liability, including, without limitation, any liability arising out of fault or negligence, for any loss arising from the use of the information contained in this presentation. In particular, no representation or warranty, express or implied is given as to the accuracy, completeness or correctness, likelihood of achievement or reasonableness of any forecasts, prospects or returns contained in this Presentation nor is any obligation assumed to update such information. Such forecasts, prospects or returns are by their nature subject to significant uncertainties and contingencies. Before making an investment decision, you should consider, with or without the assistance of a financial adviser, whether an investment is appropriate in light of your particular investment needs, objectives and financial circumstances.



# Agenda

**Altium**

1

Company Overview

2

Financial Performance

3

Market Opportunity & Growth Strategy

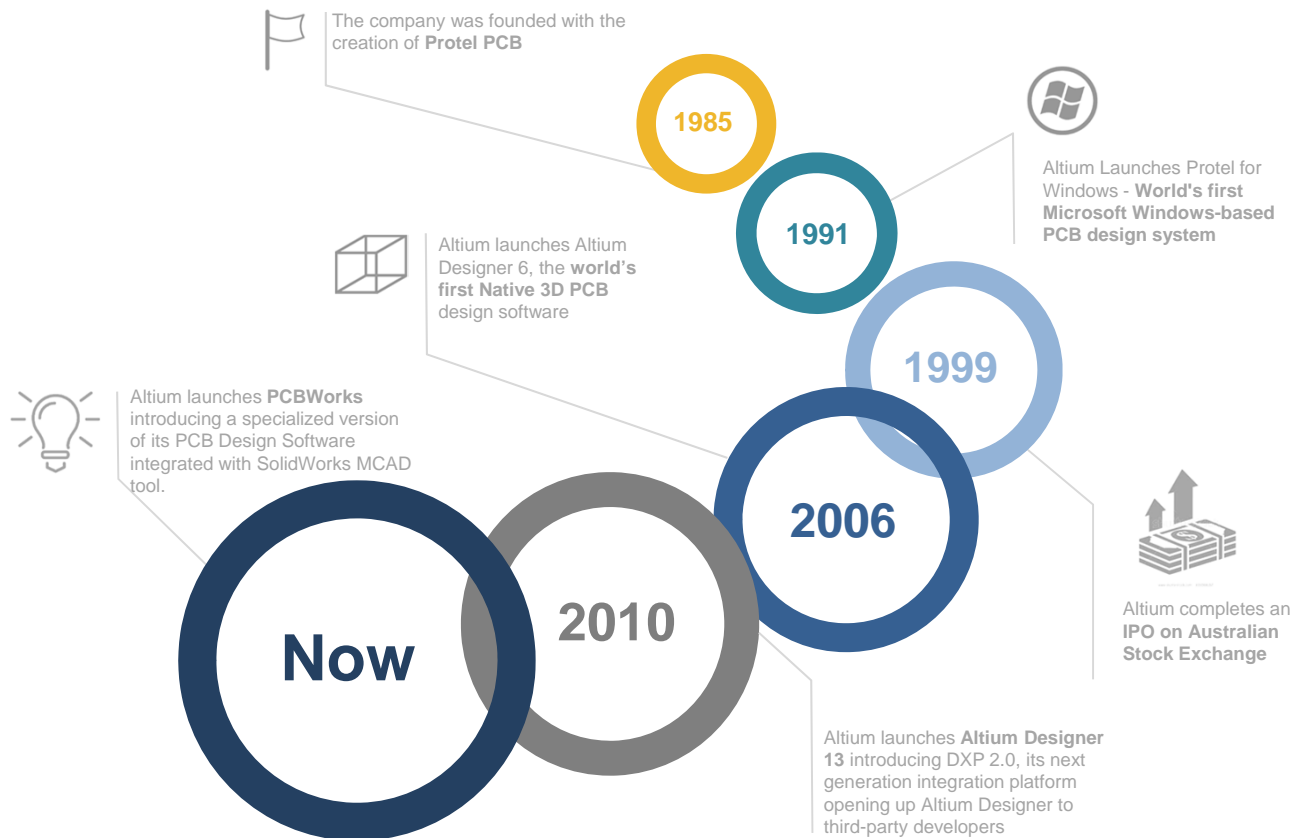
4

Outlook



# 30 Years of Continuous R&D in PCB Design Software

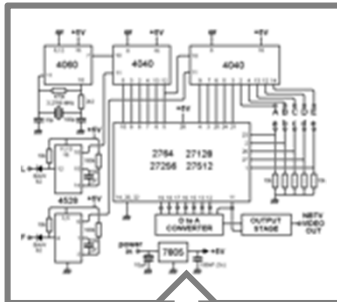
**Altium**



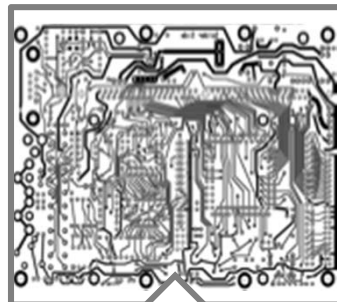
# Printed Circuit Board Design and Manufacturing Process

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Circuit Diagram



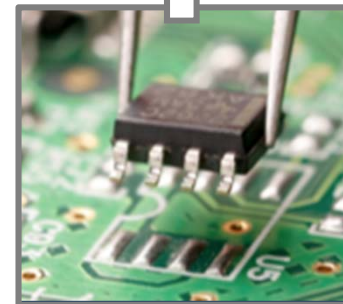
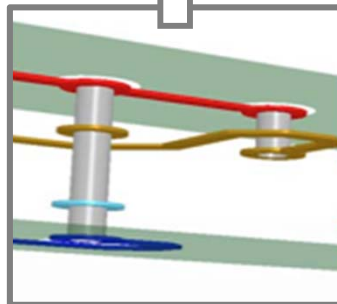
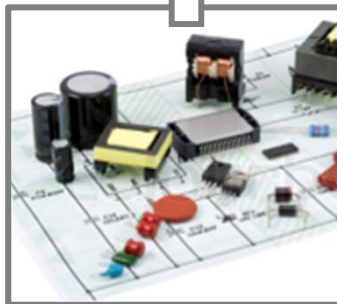
Layout Film



Bare Board



Assembled Board



Design Capture

Layout

Fabrication

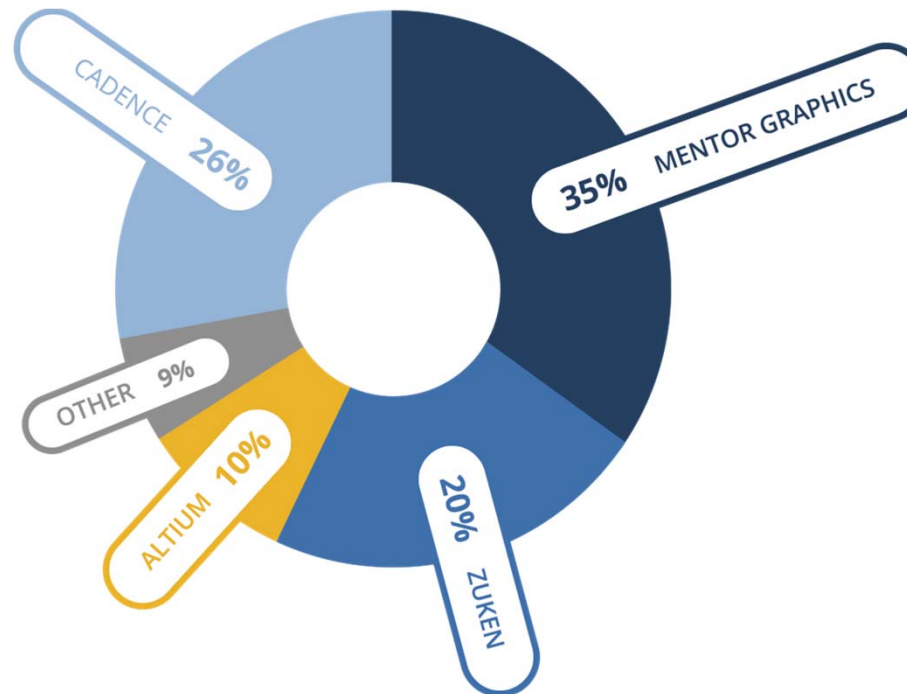
Assembly



# PCB Design Software - Global Market Share

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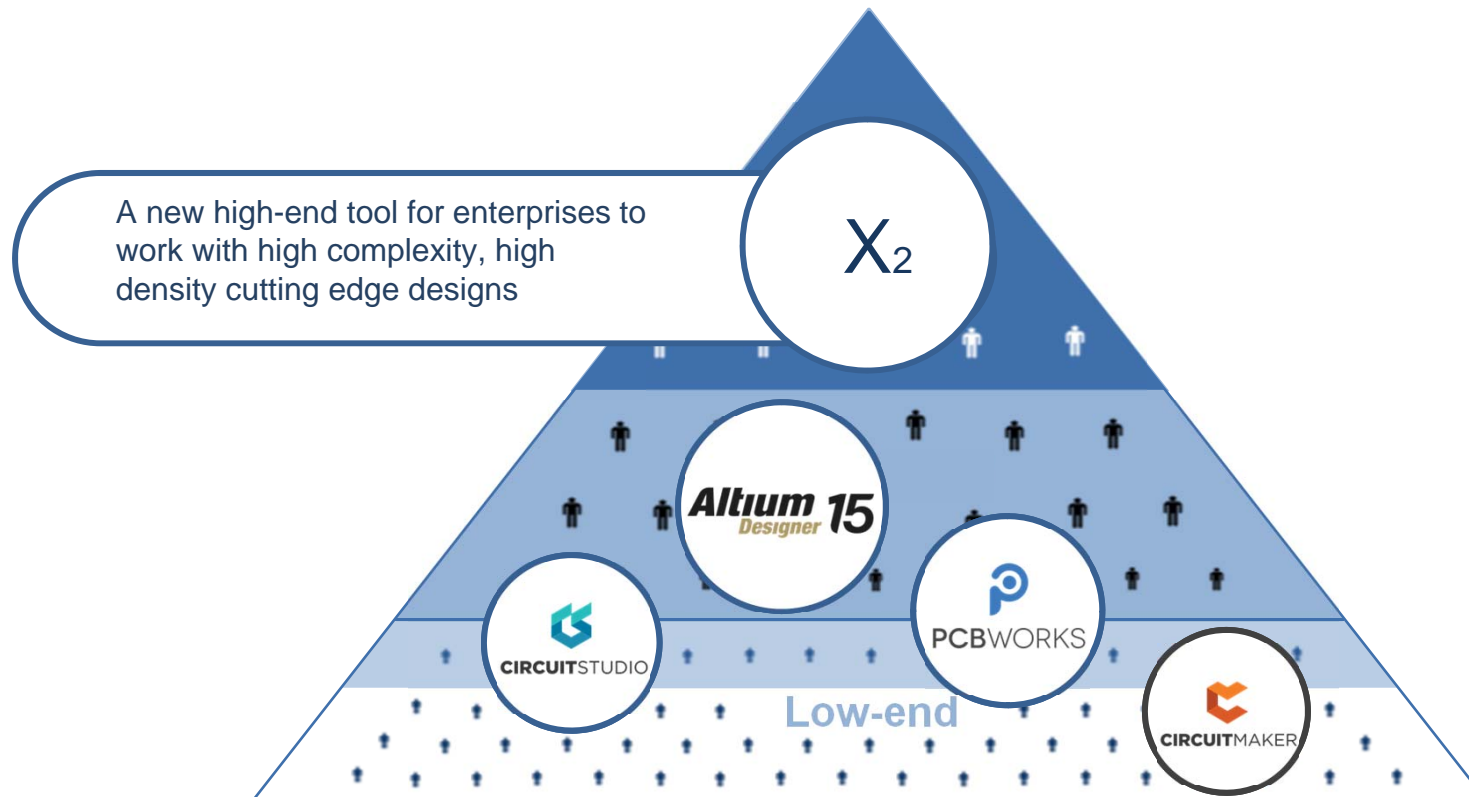
Printed Circuit Board Estimated Market Share  
(by Revenue)



Source: PCB Market Trends 2014 – Gary Smith EDA

# A Unique PCB Design Solution For Every Market Segment

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## Diversity of Applications

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Automotive



Aerospace & Defence



Life Sciences



Mobile Devices & Communications



Consumer-Electronics



Electronics & High-Tech



Research & Education



Industrial Controls Automation



Computers



Semiconductors

# High Profile Customers

**Altium**



## Automotive



## Aerospace & Defence



## Life Sciences



## Mobile Devices



## Consumer Electronics



## Electronics & High-Tech



## Research & Education



## Industrial Controls



## Computers



## Semiconductors

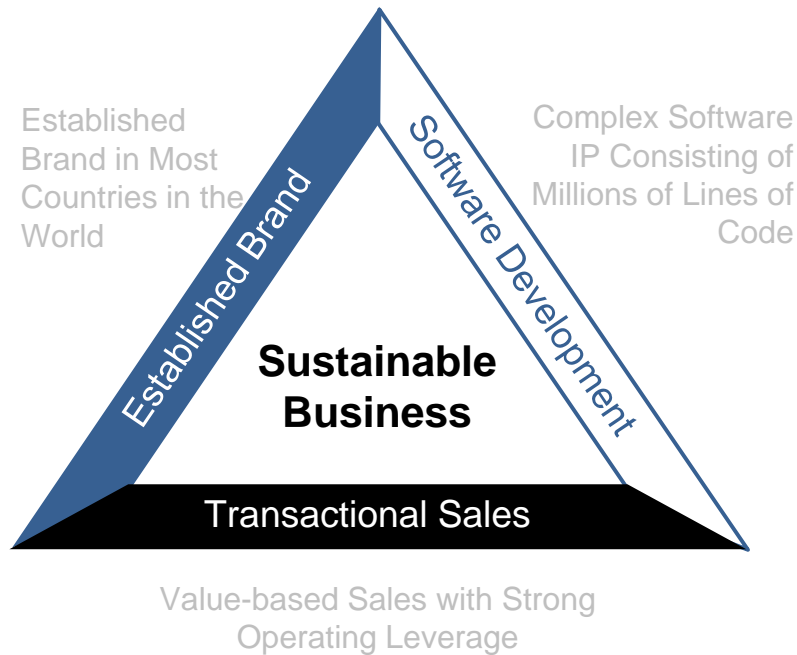




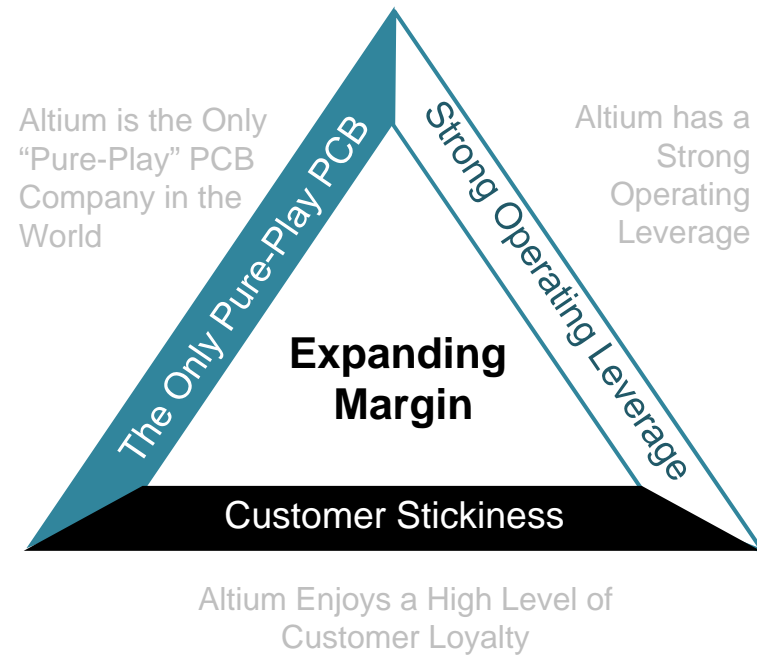
# Altium's Core Strengths & Enduring Competitive Advantages

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## Core Strengths



## Competitive Advantages



# Global Reach

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## Sales and Support Centres

San Diego, Boston, Karlsruhe, Shanghai, Sydney

## Research & Development Centres

United States, Ukraine, Netherlands, China

## Main Operations Centres

San Diego, Karlsruhe, Shanghai





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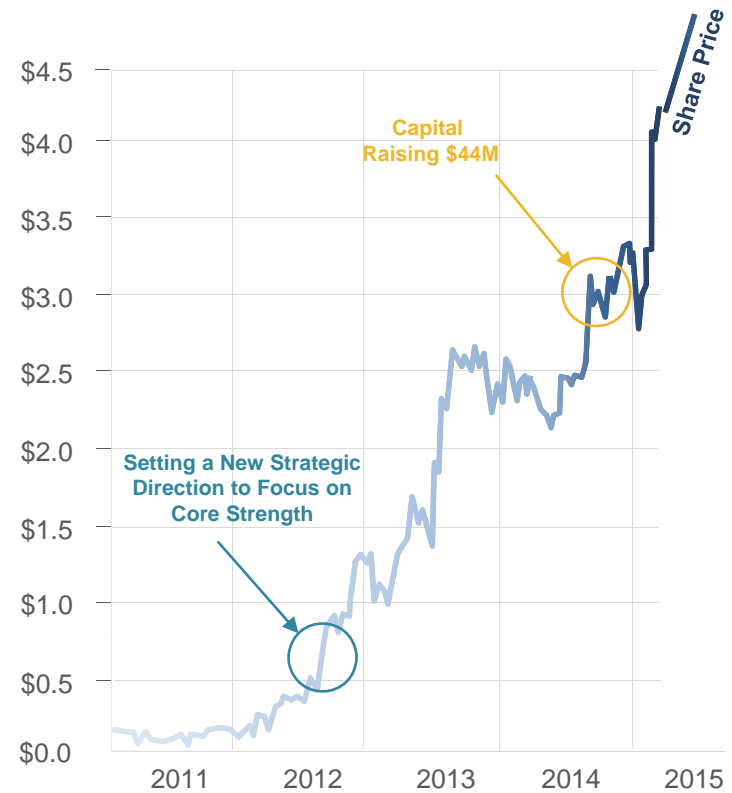
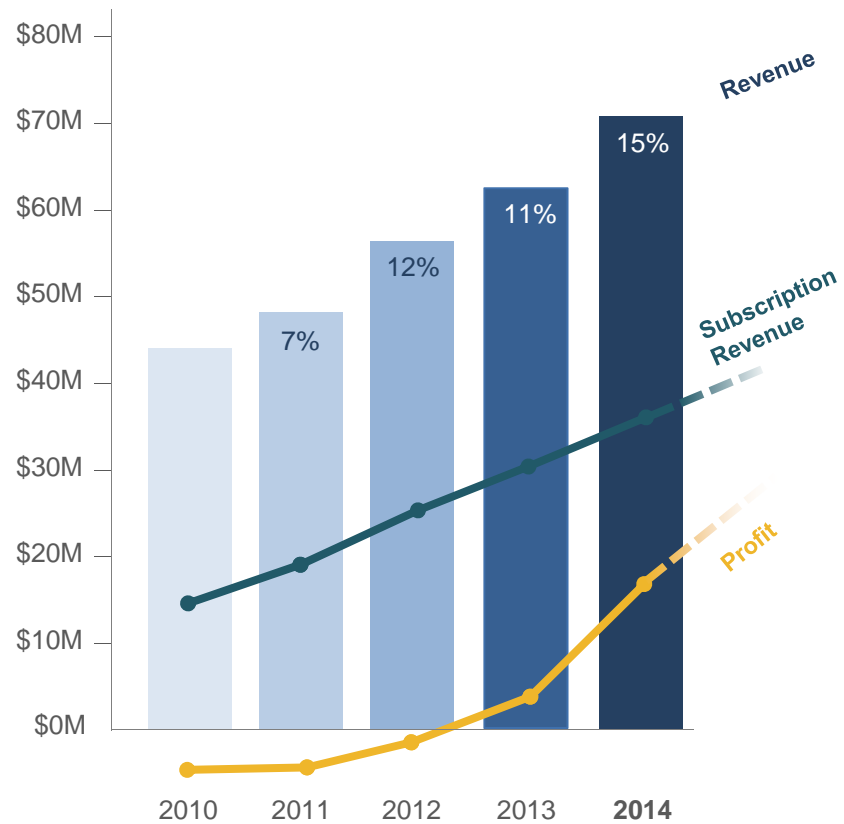
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Outlook



# Altium's Financial Strength

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# Altium's H1 FY15 Financial Highlights

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## REPORT CARD



### Maintain top line growth and expand margins.

First half 17% revenue growth and EBIT margin increased from 16% to 26%.



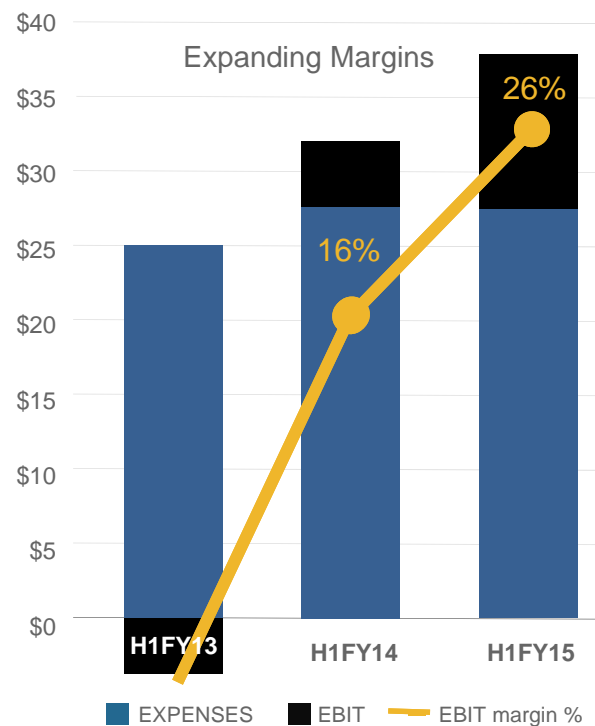
### Increase subscription renewals rates.

Renewal rates in key regions improved from 81% to 84% (3% compared to FY14).



### Acquire New Customers.

Continued to aggressively acquire new accounts at the same level as FY14.



**EBIT**  
**\$9.6M**  
(up 84% pcp)

**\$37.8M Revenue**  
(up 17% pcp)

**27,000**  
**Subscribers**  
(51% of H1 Revenue)

**5.63 EPS**  
(up from 3.11)

**AU 8c**  
**Dividend**  
(up 50%)

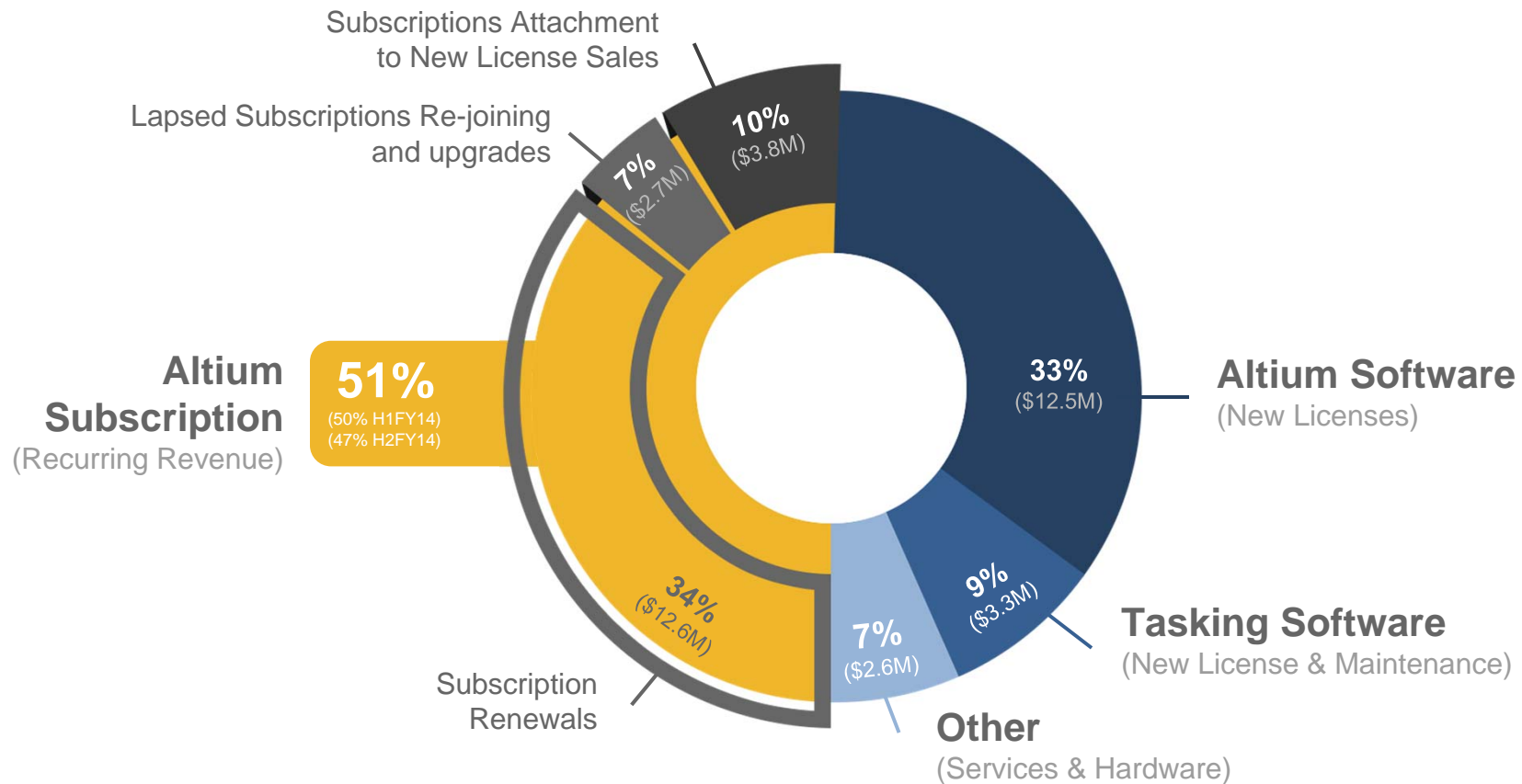
**\$59.1M**  
**Net**  
**Cash**

**\$33.7M Sales**  
(up 9% pcp)



# Altium's Revenue Sources

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# Rise of Smart Connected Devices

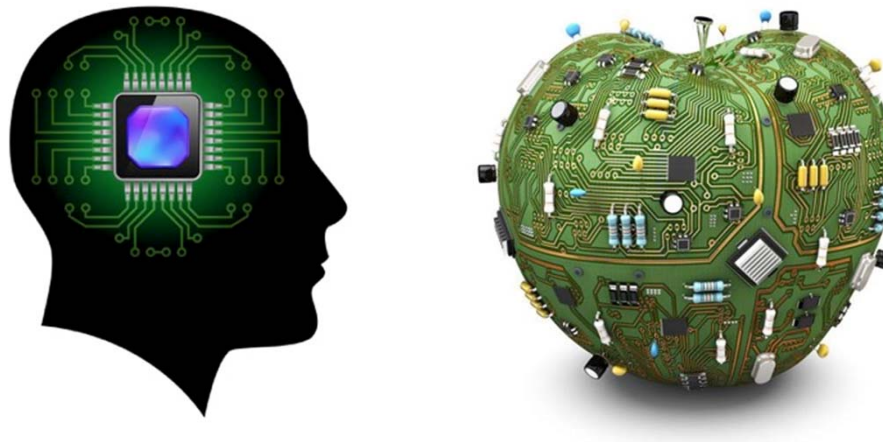
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# Printed Circuit Boards Central to Electronics

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At the Heart of All Intelligent Systems Are Electronics and Printed Circuit Boards

## Increasing Use of Electronics in Modern Cars

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60%  
By 2017

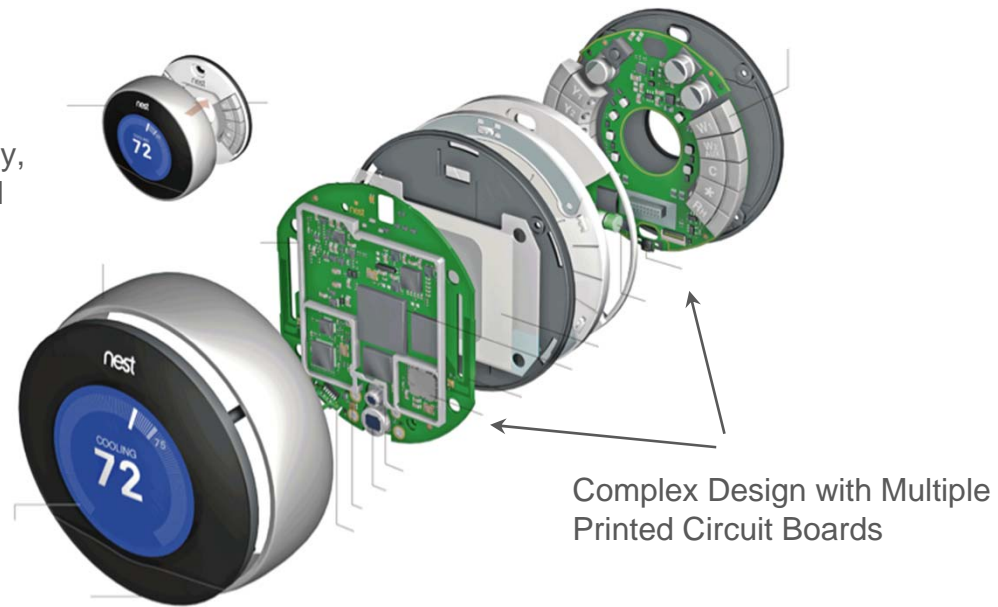
Up to 40% Electronic Value (Hines, 2012)  
Traditional Vehicle

Up to 75% Electronic Value (Hines, 2012)  
Hybrid/Electric

## Use of Smart Electronics in Everyday Things

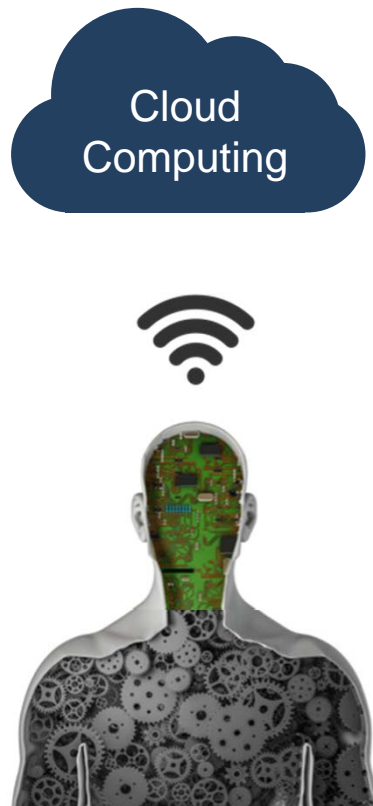
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The **Nest** thermostat learns the temperature you like, turns itself down when you're away, and has remote control through Wi-Fi



# The Multidisciplinary Challenge of Design

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ECAD

**Cloud System Engineering**  
Cloud application development and infrastructure management

**Embedded System Engineering**  
Development of Control Systems in Electromechanical devices

## Electronics Engineering

Creation of high-performance electronic hardware with complex form factor

## Mechanical Engineering

Designing complex objects with sophisticated electromechanical behaviour

MCAD

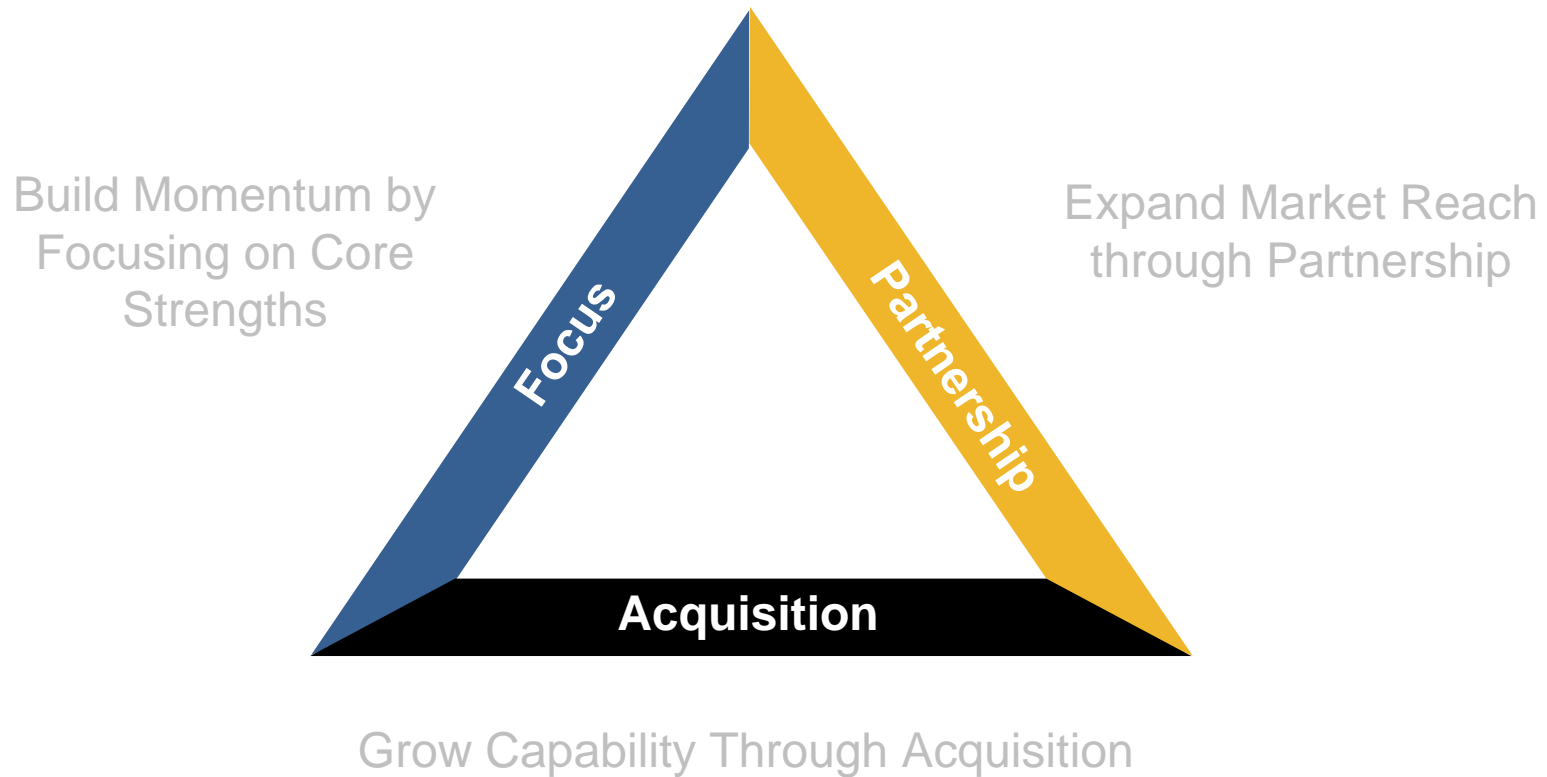
**Electrical Engineering**  
Development of wire harness and electrical systems in Electromechanical devices





## Altium's High Level Strategy Implementation

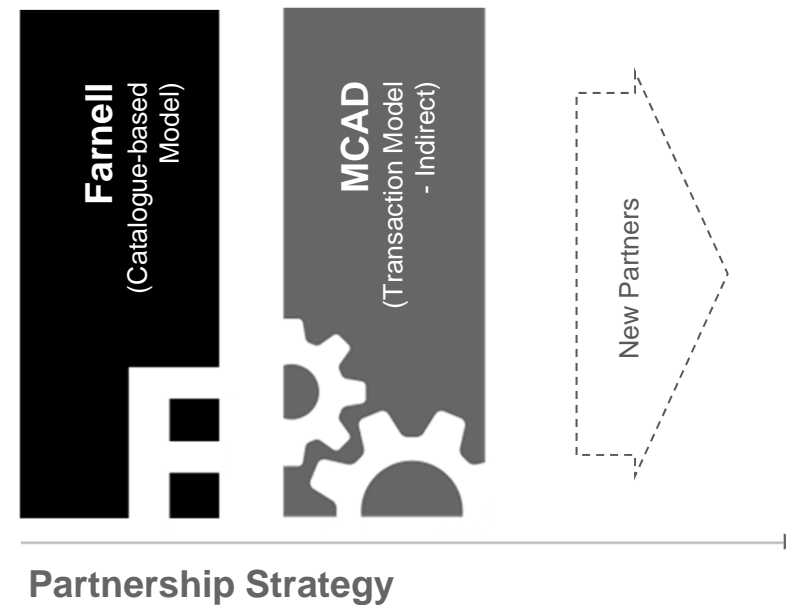
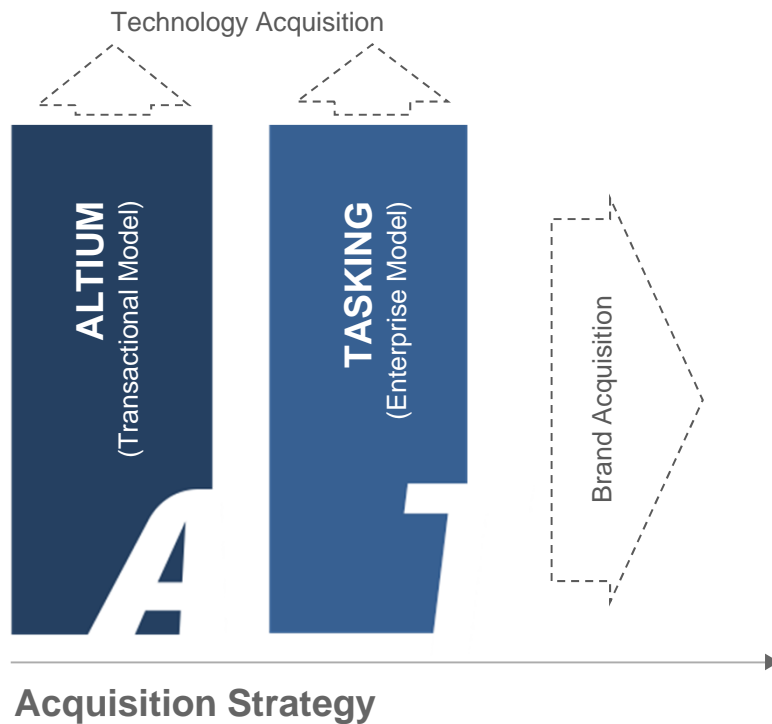
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# Growing Capability Through Acquisition & Partnership

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Altium will Grow by Acquiring/Partnering with Brands that are Associated with the Design of **PCBs** and **Smart Devices**





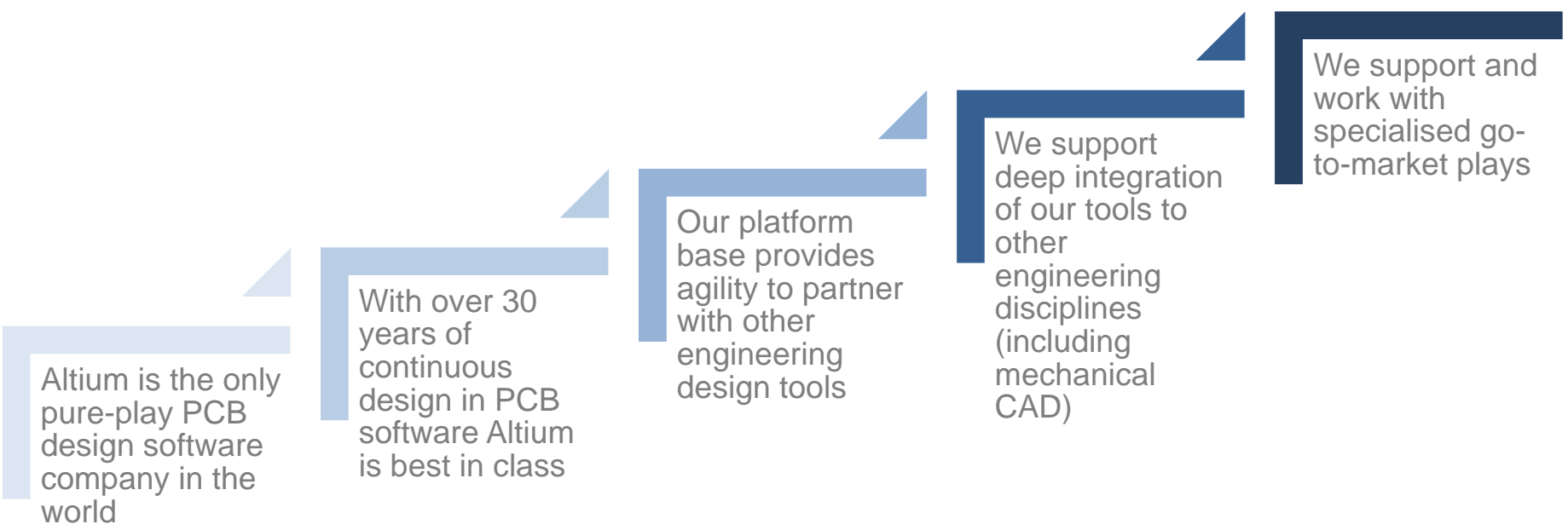
## Agenda

**Altium**

- 1 Company Overview
- 2 Financial Performance
- 3 Market Opportunity & Growth Strategy
- 4 Outlook



# Altium - the Next Generation PCB Design Software Company

The Altium logo, featuring the word "Altium" in a bold, italicized, sans-serif font.A graphic consisting of five blue rectangular blocks of increasing size, arranged in a staircase pattern from bottom-left to top-right. Each block contains a line of text.

Altium is the only pure-play PCB design software company in the world

With over 30 years of continuous design in PCB software Altium is best in class

Our platform base provides agility to partner with other engineering design tools

We support deep integration of our tools to other engineering disciplines (including mechanical CAD)

We support and work with specialised go-to-market plays



Questions and Answers

***Altium***

Thank You