

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. 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 text on a dark blue background. The background of the entire slide features a close-up, angled view of a green printed circuit board (PCB) with various electronic components and traces.

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

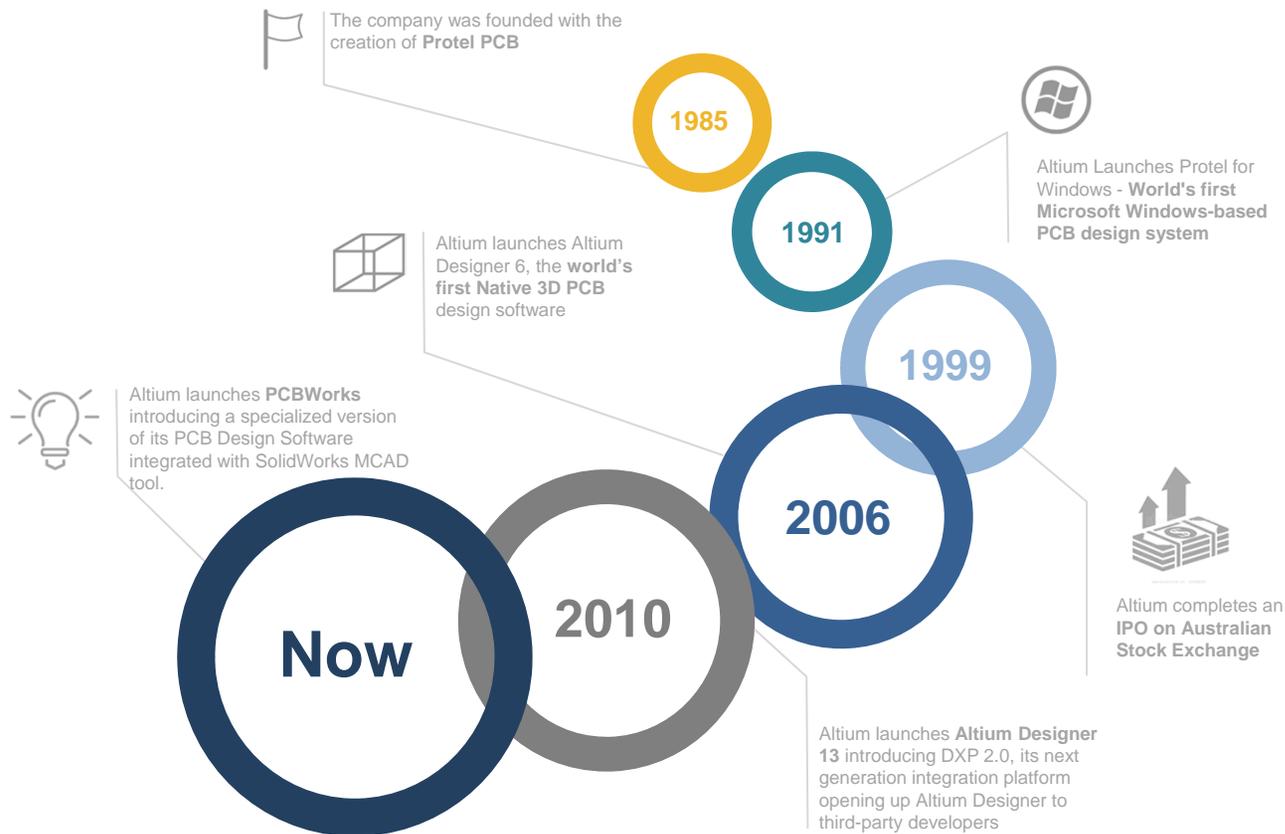
Forward looking statements, opinions and estimates provided in this presentation are based on assumptions and contingencies which are subject to change without notice, as are statements about market and industry trends, which are based on interpretations of current market conditions. Forward looking 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

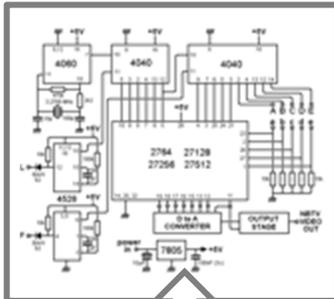
30 Years of Continuous R&D in PCB Design Software



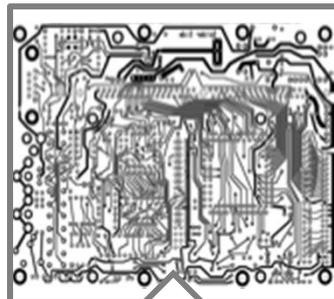
Printed Circuit Board Design and Manufacturing Process

Altium

Circuit Diagram



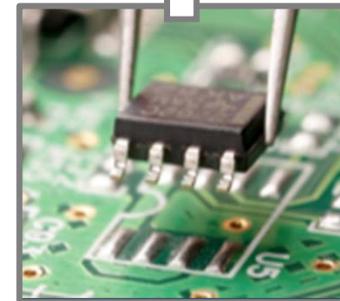
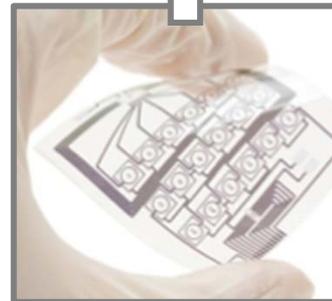
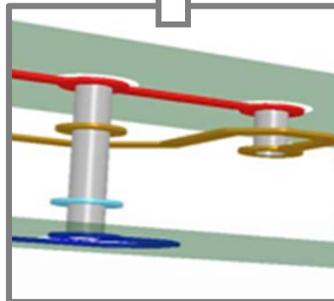
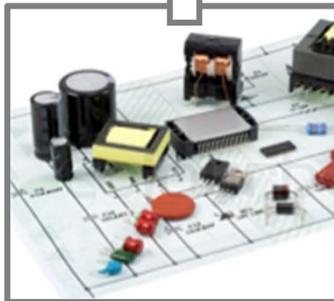
Layout Film



Bare Board



Assembled Board



Design Capture

Layout

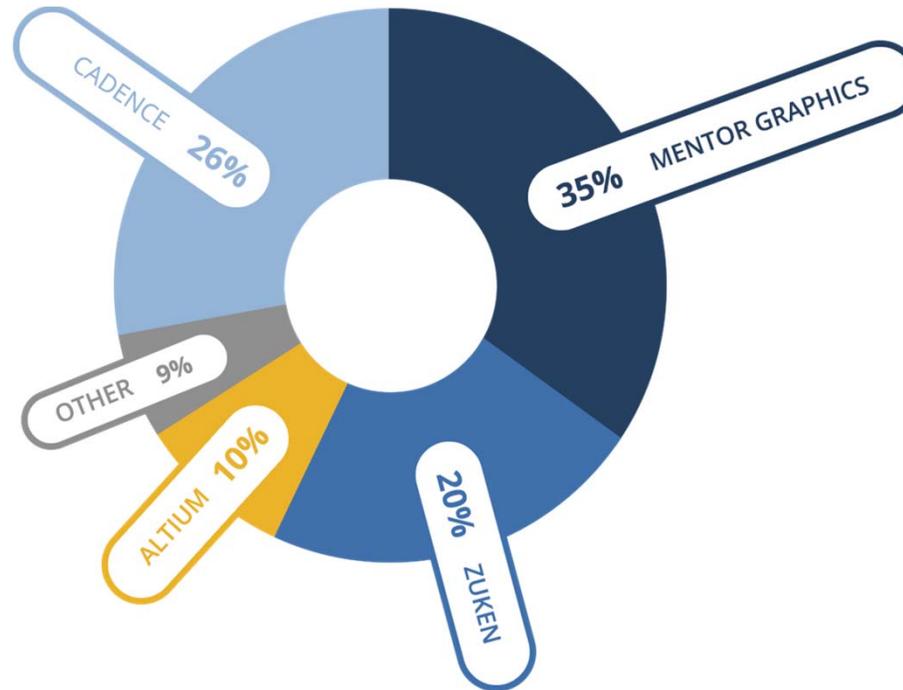
Fabrication

Assembly

PCB Design Software - Global Market Share

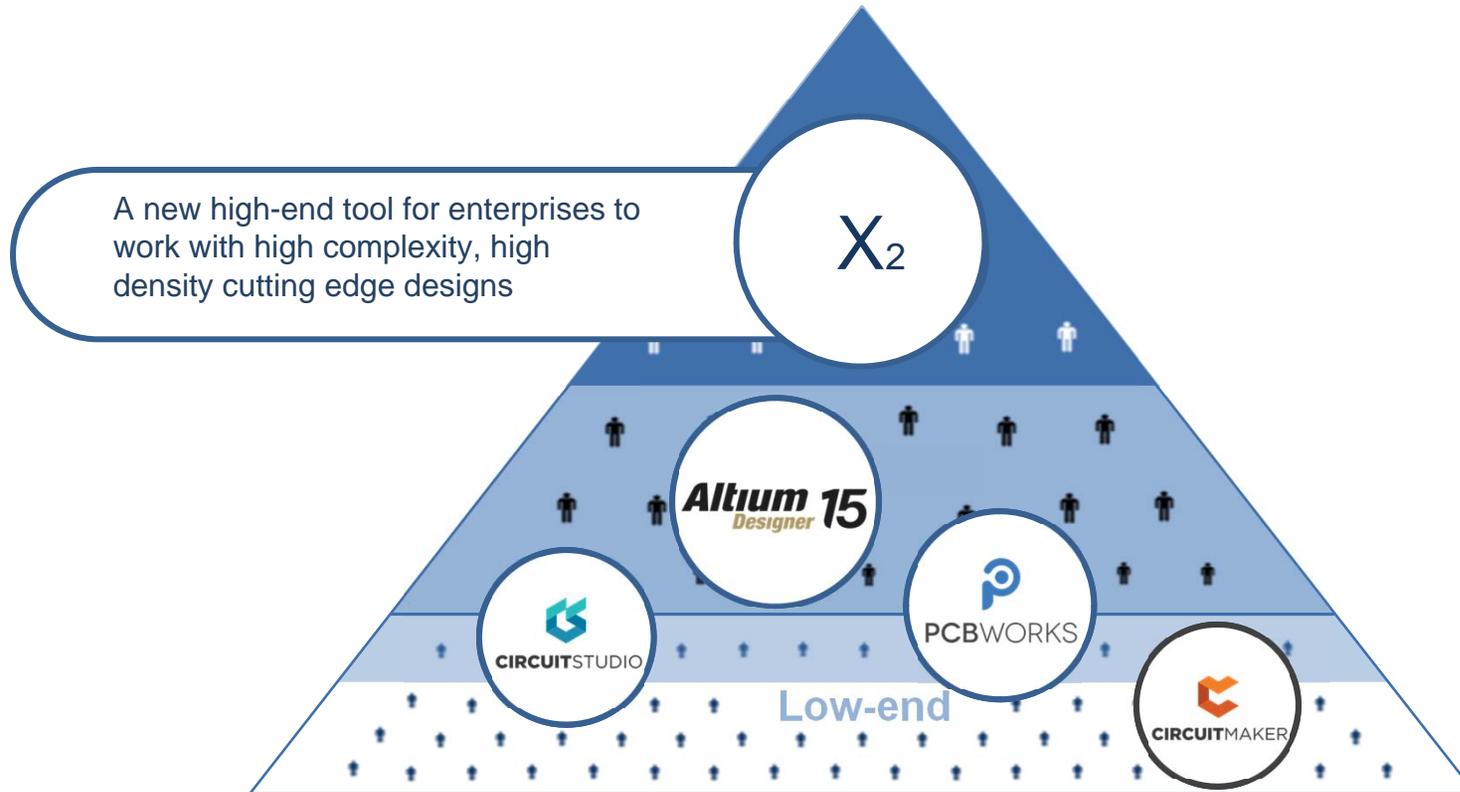


Printed Circuit Board Estimated Market Share
(by Revenue)



A Unique PCB Design Solution For Every Market Segment

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Diversity of Applications

Altium



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



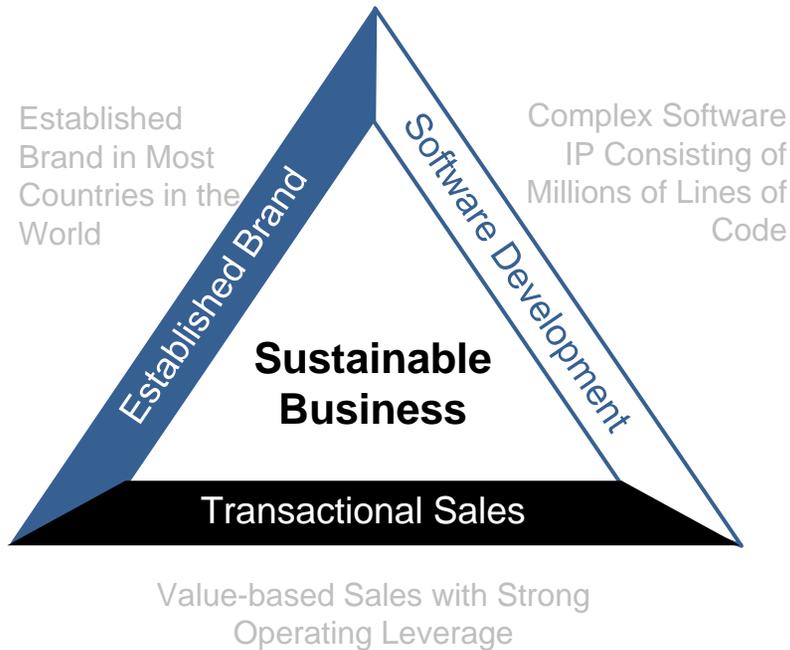
Semiconductors



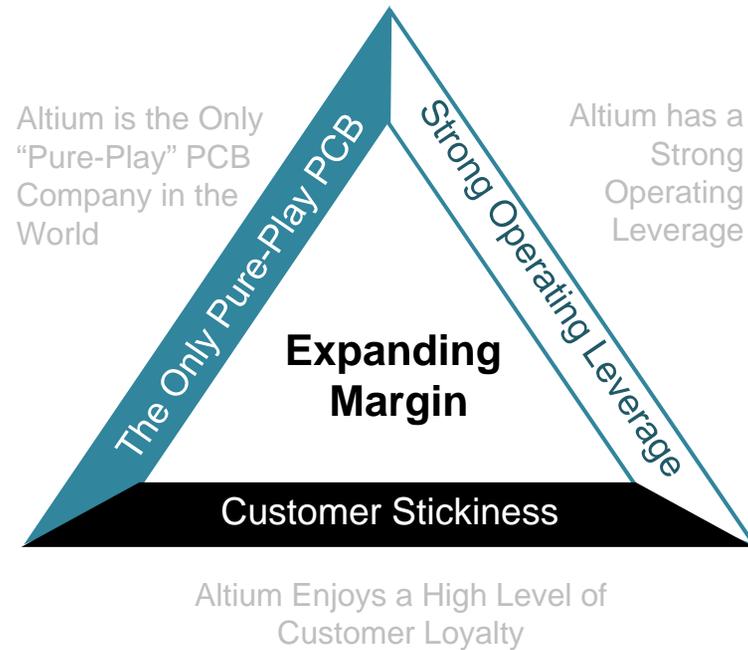
Altium's Core Strengths & Enduring Competitive Advantages



Core Strengths



Competitive Advantages



Global Reach



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

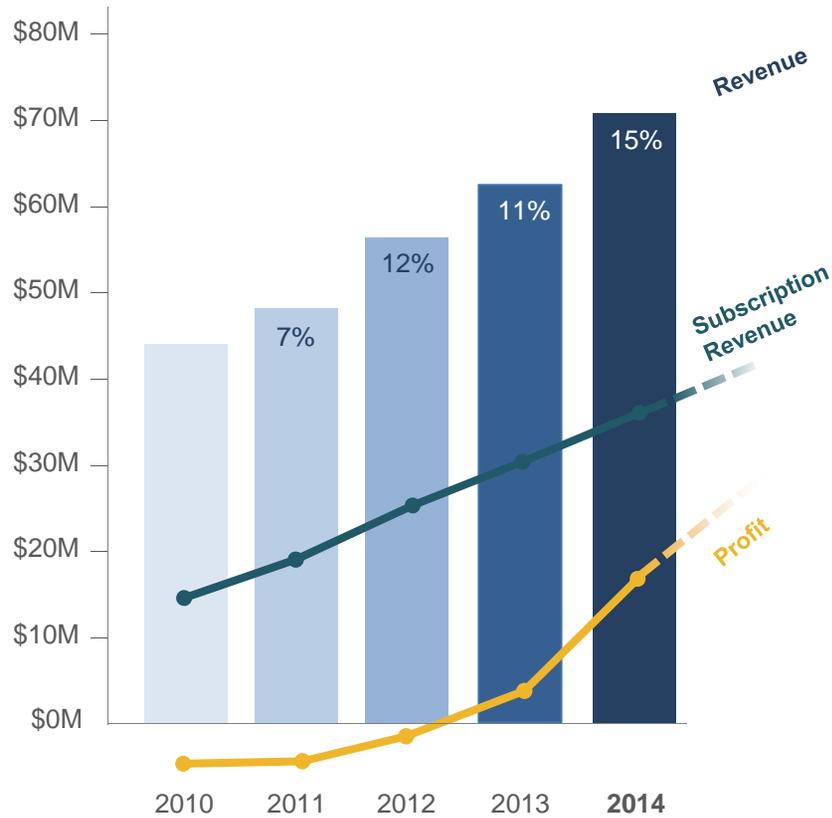


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- 2 **Financial Performance**
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Altium's Financial Strength

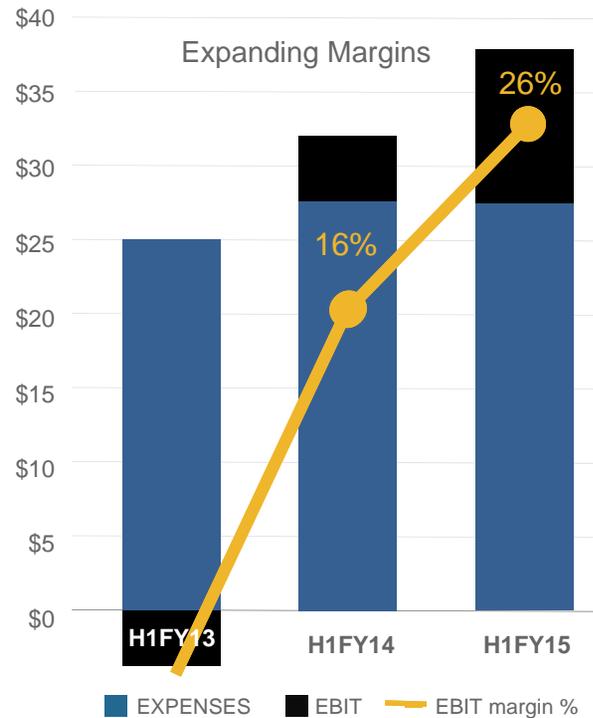


Altium's H1 FY15 Financial Highlights



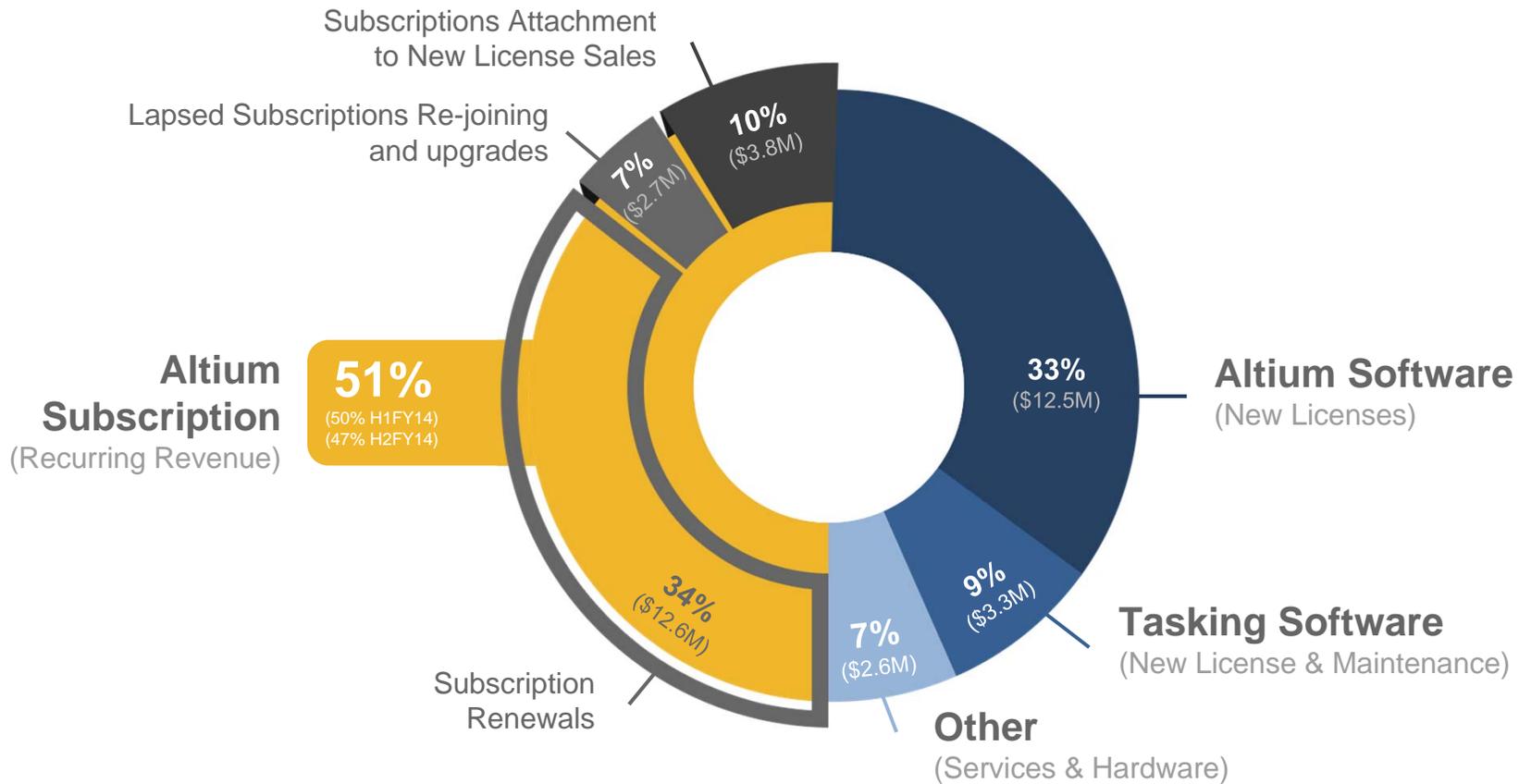
REPORT CARD

- 
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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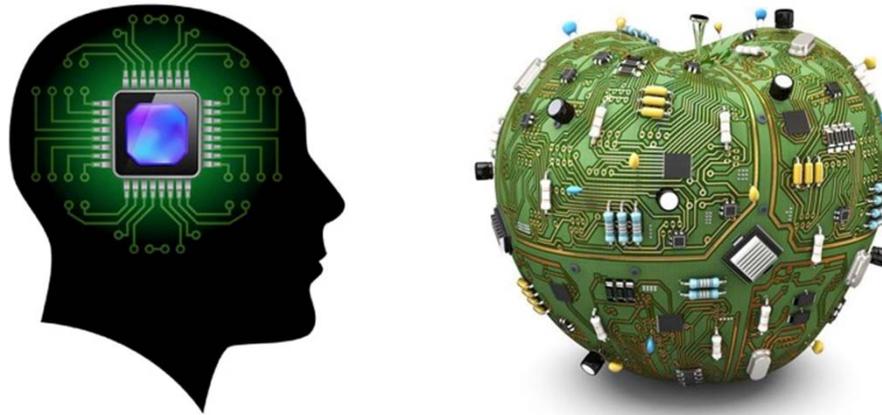
Rise of Smart Connected Devices

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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

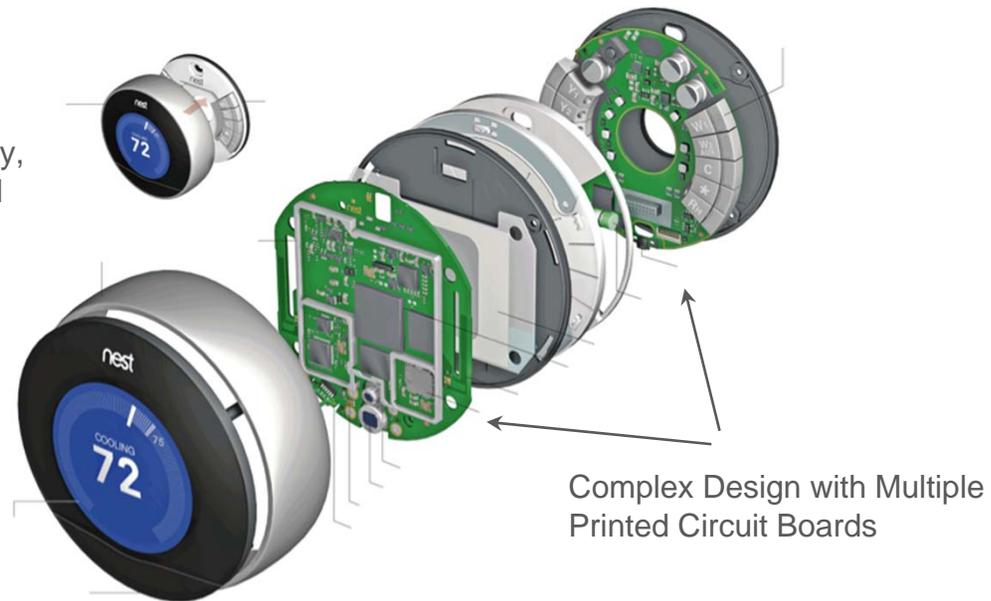
Up to 40% Electronic Value (Hines, 2012)
Traditional Vehicle

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

Use of Smart Electronics in Everyday Things

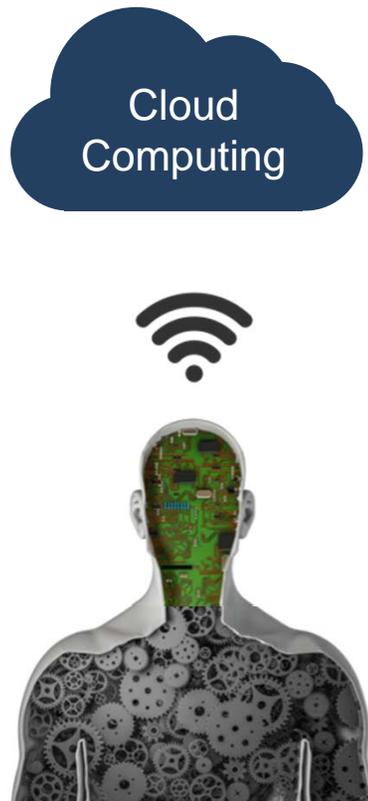
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The **Nest** thermostat learns the temperature you like, turns itself down when you're away, and has remote control through Wi-Fi



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

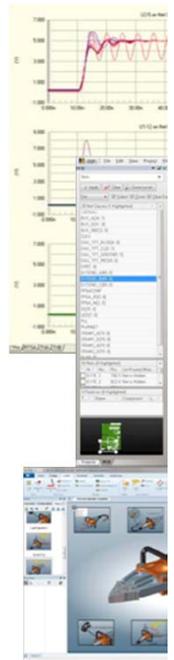
Mechanical Engineering

Designing complex objects with sophisticated electromechanical behaviour

MCAD

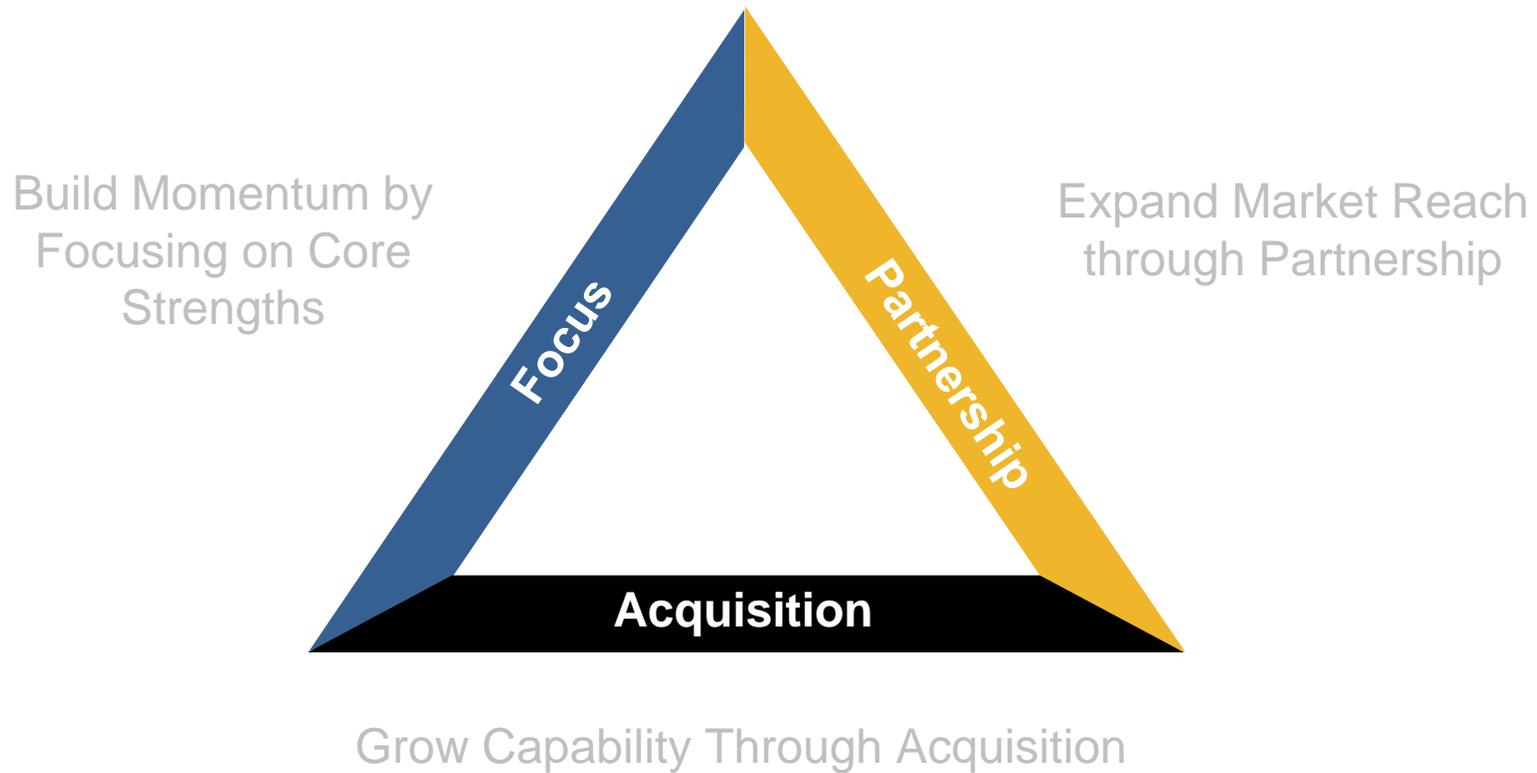
Electrical Engineering

Development of wire harness and electrical systems in Electromechanical devices



Altium's High Level Strategy Implementation

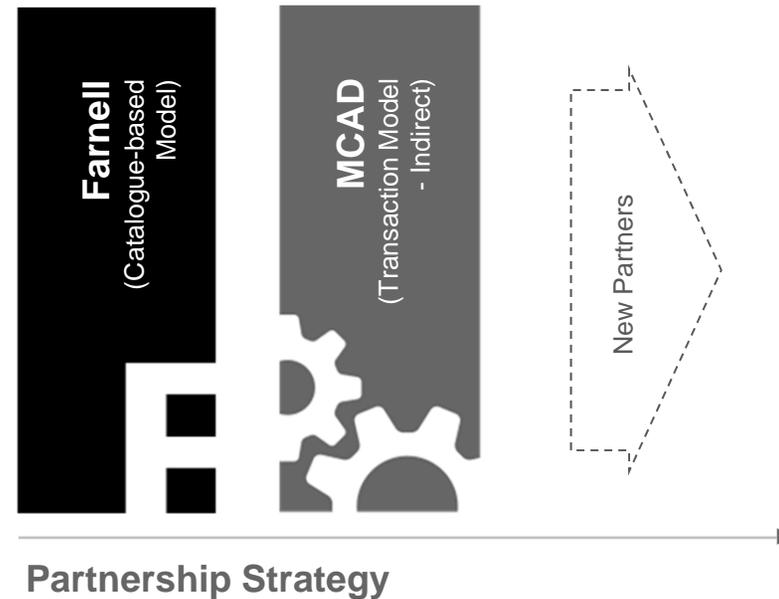
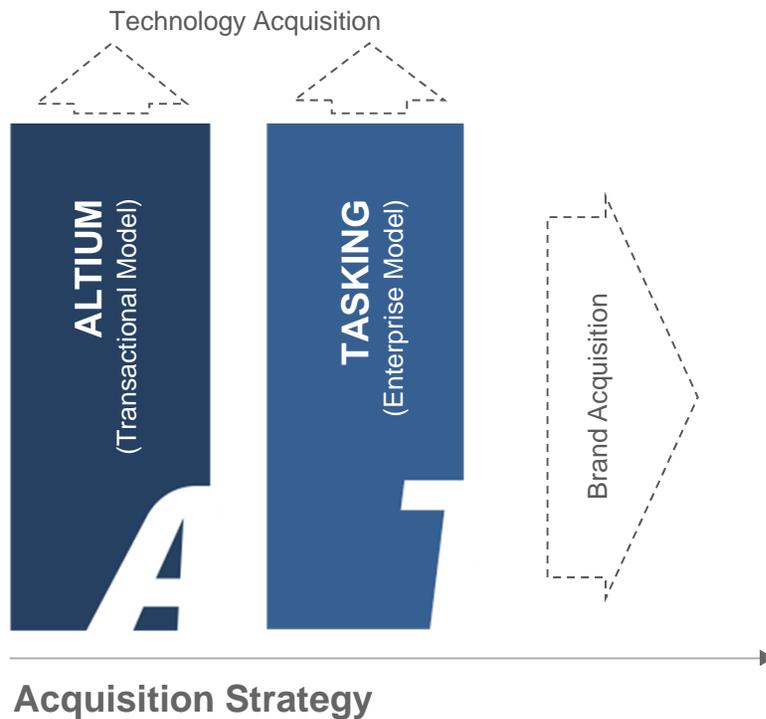
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Growing Capability Through Acquisition & Partnership



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



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Altium - the Next Generation PCB Design Software Company

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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