

ALTIUM LIMITED

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## Altium Q2 and Half-year Revenue and Sales Update for FY15

**Sydney, Australia - 9 January 2015** - Electronics design software company Altium Limited (ASX:ALU) has announced its unaudited preliminary financial performance for the quarter and half-year ending 31 December 2014.

### Second quarter update

- Revenue of US\$20.3 million, an increase of 17% compared to the previous corresponding period (up 23% on a constant currency basis<sup>^</sup>).
- Sales of US\$20.5 million, an increase of 6% compared to the previous corresponding period (up 10% on a constant currency basis<sup>^</sup>).

### Half-year update

- Revenue of US\$37.5 million, an increase of 17% compared to the previous corresponding period (up 21% on a constant currency basis<sup>^</sup>).
- Sales of US\$33.7 million, an increase of 8% compared to the previous corresponding period (up 12% on a constant currency basis<sup>^</sup>).
- Deferred Revenue Balance as at 31 December 2014 grew 3% to US\$30.2 million compared to the previous corresponding period (up 9% on a constant currency basis<sup>^</sup>).

### Comments from Richard Leon, CFO

Altium's worldwide sales growth for the second quarter and the half-year ending 31 December 2014 is in line with our expectations and supported by a welcome turnaround in performance by the Americas.

Challenging economic conditions in Europe and the weakening of the Euro against the USD have created some headwind for Altium to contend with for the remainder of FY15. Notwithstanding this, Altium delivered strong revenue growth in the second quarter and for the half year of 17% in both instances. We continue to remain confident that our full year performance will be consistent with our expectations.

Cash flow generated from operating activities during the first half was up 17% from the previous corresponding period. Total cash balance as at 31 December 2014 was US\$59.1 million.

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## **Second quarter ending 31 December 2014**

### ***Revenue performance by region***

	3 months ending 31 December 2014 (US\$ millions)	3 months ending 31 December 2013 (US\$ millions)	Change
Worldwide revenue	20.3	17.4	17%
<b>Regional revenue</b>	<b>(local currencies, millions)</b>	<b>(local currencies, millions)</b>	
Americas (US\$)	8.1	5.9	37%
EMEA (€)	6.5	5.8	12%
Greater China (US\$)	2.7	2.2	23%
APAC excluding Greater China (US\$)	1.4	1.4	0%

### ***Sales performance by region***

	3 months ending 31 December 2014 (US\$ millions)	3 months ending 31 December 2013 (US\$ millions)	Change
Worldwide sales	20.5	19.4	6%
<b>Regional sales</b>	<b>(local currencies, millions)</b>	<b>(local currencies, millions)</b>	
Americas (US\$)	7.9	6.3	25%
EMEA (€)	6.8	6.8	0%
Greater China (US\$)	2.6	2.6	0%
APAC excluding Greater China (US\$)	1.5	1.3	15%

## **Half-year ending 31 December 2014**

### ***Revenue performance by region***

	6 months ending 31 December 2014 (US\$ millions)	6 months ending 31 December 2013 (US\$ millions)	Change
Worldwide revenue	37.5	31.9	17%
<b>Regional revenue</b>	<b>(local currencies, millions)</b>	<b>(local currencies, millions)</b>	
Americas (US\$)	14.8	11.5	29%
EMEA (€)	11.9	10.0	19%
Greater China (US\$)	4.8	4.0	20%
APAC excluding Greater China (US\$)	2.8	3.0	-7%

### ***Sales performance by region***

	6 months ending 31 December 2014 (US\$ millions)	6 months ending 31 December 2013 (US\$ millions)	Change
Worldwide sales	33.7	31.1	8%
<b>Regional sales</b>	<b>(local currencies, millions)</b>	<b>(local currencies, millions)</b>	
Americas (US\$)	12.6	10.2	24%
EMEA (€)	11.0	10.3	7%
Greater China (US\$)	4.6	4.5	2%
APAC excluding Greater China (US\$)	2.6	2.5	4%

The update outlined in this announcement are based on management accounts and have not been audited

EMEA means Europe, the Middle East and Africa. China means PRC, Hong Kong and Taiwan.

^ Constant currency removes the impact of exchange rate movements to facilitate comparability

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## **About Altium**

Altium Limited (ASX:ALU) creates electronics design software. Altium's unified electronics design environment links all aspects of electronics product design in a single application that is priced to be as affordable as possible. This helps electronics designers harness the latest devices and technologies, manage their projects across broad design 'ecosystems', and create connected, intelligent designs.

Founded in 1985, Altium operates worldwide. For more information, visit [www.altium.com](http://www.altium.com).

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