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ALT IUM L I M I T E D

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## Altium Maintains Growth Momentum with Strong Performance in the Americas

**Sydney, Australia - 9 July 2015** - Electronics design software company Altium Limited (ASX:ALU) has announced an unaudited update of its revenue and sales results for the fiscal year ending 30 June 2015.

Altium delivered solid sales and revenue growth for fiscal year 2015 maintaining its growth momentum. This result was supported by an outstanding performance in the Americas, furthering Altium's optimism for this region and beyond. The diversified nature of Altium's global business operating in multiple currencies and generating foreign earnings will continue to favor Altium's AUD investor base. While foreign exchange and macroeconomic conditions weakened the company's performance in EMEA, the strong performance of the Americas allowed Altium to deliver solid revenue of US\$80.2 million (growth of 13%).

### Financial Year Highlights

- Revenue of US\$80.2 million, an increase of 13% compared to the previous corresponding period.
- Sales of US\$82.0 million, an increase of 8% compared to the previous corresponding period.
- Closing cash balance remained at the same level as the 31 March 2015 balance of US\$61.9 million after paying a higher, AUD 8 cents, dividend in April 2015.
- Operating costs in accordance with management expectations of 7-9% increase while investing for future growth and continuing to expand margin.

During fiscal year 2015, the Americas has been the stand-out region, delivering positive momentum that reflects the growing strength of our business in that region. The underlying business metrics for the Americas are positive, with a 16% increase in the number of Altium Designer seats sold over the fiscal year and an increase in the subscriber pool. Our confidence in the Americas is high and we expect the Americas to continue to contribute strongly in fiscal year 2016.

EMEA did not meet management's expectation for double-digit sales growth over fiscal year 2015. Unlike Q3 performance, Q4 results for EMEA did not match the strong performance that the EMEA team delivered in Q4 of fiscal year 2014. EMEA's strong performance in Q3 led to a degree of complacency in Q4 which has been addressed. Altium management is confident that its EMEA strategy will deliver in fiscal year 2016.

In fiscal year 2016, Altium will continue its work in EMEA with increased intensity across all business fronts to drive its revenue compensating for the weakening Euro currency and economic conditions. Amongst other things, this will involve significantly improving the operational capacity of the reseller channel in Europe, bolstering leadership capacity in the region and the establishment of a stronger corporate presence in EMEA's HQ. Our recent experience in transforming our US sales provides us with confidence and guidance in this regard.

During fiscal year 2015, Altium continued to aggressively execute on its multi-product strategy. This has included the launch of a number of new products, including PCBWorks (a specialized version of Altium Designer for SolidWorks users), CircuitStudio, (a more streamlined version of Altium Designer distributed through global parts supplier Premier Farnell), CircuitMaker (a collaborative product for the makers' community) in addition to an upgrade of the company's flagship product Altium Designer. These products are expected to positively contribute to revenue in fiscal year 2016, fiscal year 2017 and beyond. Altium management remains confident of achieving its aspirational revenue goal of \$100 million in revenue by fiscal year 2017.

### Relocation to the US

During fiscal year 2015, Altium successfully completed the relocation of its executive level management and associated business assets to the United States. The relocation to the US is a significant accomplishment for Altium as it enables the company to be closer to Altium's core customer base, provides greater flexibility in being able to respond to the global PCB market, and sets the company up for future success, both in the US and globally. Whilst the impact of this is expected to result in positive future cash flows with an associated deferred tax asset, Altium management does not consider the potential cash flow benefits associated with the asset transfer to the US necessarily a direct indicator of business performance.

While Altium's operating costs for fiscal year 2015 are consistent with management's expectations, they would have been lower in the absence of this strategic undertaking.

### Unaudited Summaries

#### *Revenue performance for the financial year ending 30 June 2015*

12 months ending 30 June	FY 2015	FY 2014	FY15 % Change	FY14 % Change	FY13 % Change
Worldwide results (US\$ millions)	80.2	70.7	13%	16%	11%
<b>Region (local currencies millions)</b>					
Americas (US\$)	34.2	25.7	33%	8%	15%
EMEA (€) <sup>1</sup>	26.2	22.4	17%	24%	7%
Greater China (US\$)	9.6	8.8	9%	16%	28%
APAC excluding Greater China (US\$) <sup>1</sup>	5.5	5.7	-4%	-4%	1%

<sup>1</sup> EMEA means Europe, the Middle East and Africa. Greater China means the PRC, Hong Kong and Taiwan.

**Sales performance for the financial year ending 30 June 2015**

12 months ending 30 June	FY 2015	FY 2014	FY15 % Change	FY14 % Change	FY13 % Change
Worldwide results (US\$ millions)	82.0	76.1	8%	10%	13%
<b>Region (local currencies millions)</b>					
Americas (US\$)	35.3	27.2	30%	-4%	19%
EMEA (€) <sup>1</sup>	26.9	24.9	8%	18%	10%
Greater China (US\$)	9.6	9.7	-1%	18%	14%
APAC excluding Greater China (US\$) <sup>1</sup>	5.5	5.5	0%	-2%	10%

<sup>1</sup> EMEA means Europe, the Middle East and Africa. Greater China means the PRC, Hong Kong and Taiwan.

The financial results outlined in this announcement are based on management accounts and have not been audited.

**Revenue Versus Sales**

Altium management considers revenue to be the more accurate indicator of the performance of the company as it takes into account the material impact of transactions irrespective of the size and term of the deal. This is particularly important as Altium is more successful in pursuing larger multi-year deals. The impact of multi-year deals is accurately reflected through revenue while their associated impact through sales figures can be overstated.

**Investor Call**

Altium management will host a conference call on 9 July 2015 at 9.30am AEST to discuss the company's FY15 revenue and sales results. Details for the call are provided below.

*Date:* 9 July 2015 at 9.30am AEST

*Dial in Numbers:*

Australia (toll free)	1800 801 825
Australia - Sydney	+61 (0)2 8524 5042
New Zealand	0800 452 905
Hong Kong	800 905 927
USA	1855 298 3404

*Attendee Passcode:* 2596090

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## 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.