



Double-Digit Growth in the Second Half  
with a Positive Outlook for FY2022

# ALTIUM FULL YEAR FISCAL 2021 INVESTOR PRESENTATION

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30 August – 2 September 2021  
VIRTUAL



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## **Financial data**

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

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# Agenda

1

2021 Full Year Highlights

2

2021 Full Year Financial Performance

3

Altium's Unique Position in the Engineering Ecosystem

4

Growth Engines and Flywheels for Dominance and Transformation

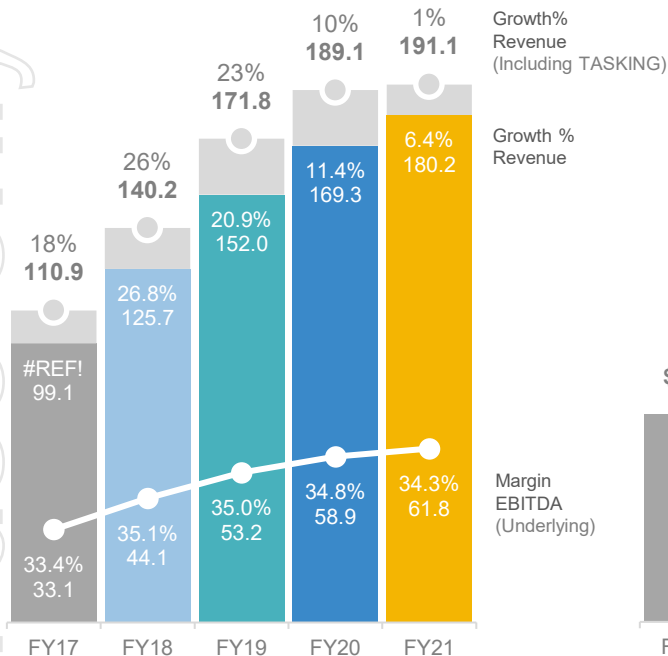
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Appendix: Company Overview

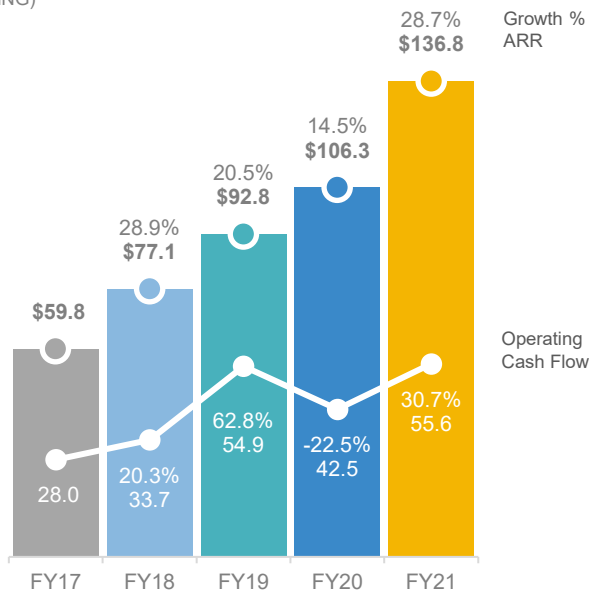
# High-level Financial Summary



## Revenue & EBITDA (Mil)



## ARR & Operating Cash Flow (Mil)



Strong revenue growth of 16% in the second half to meet full year revenue guidance

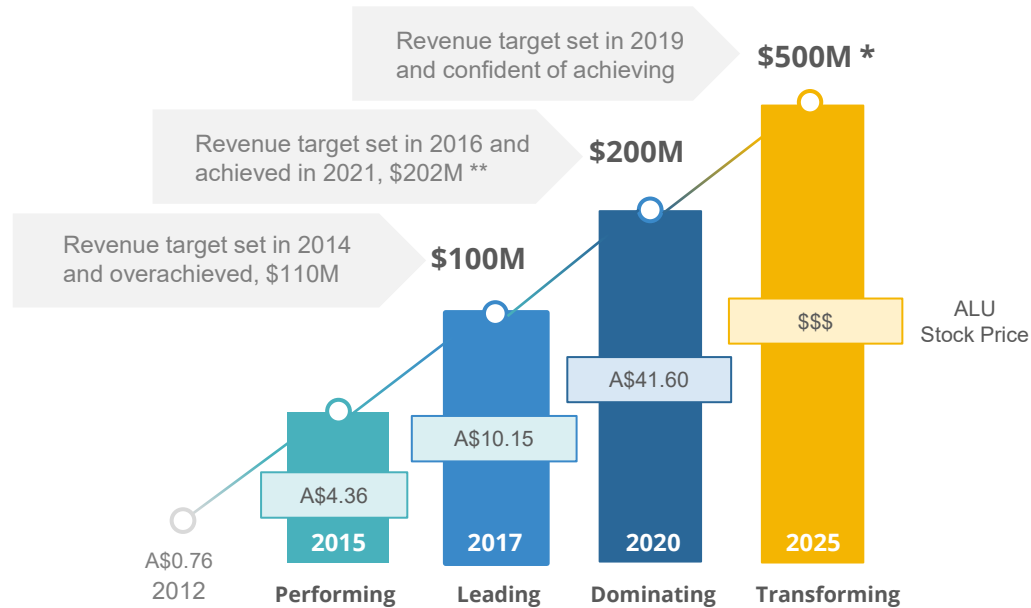
29% growth in Annual Recurring Revenue (ARR)

Underlying EBITDA margin of 36.1% (Including Tasking)

Strong growth of 9% in Operating Cash Flow

Achieved the aspirational revenue target of \$202M (including full annualized TASKING revenue)

# Outstanding Value-Creation Track-Record



## Delivering value to shareholders is a hallmark of Altium

A history of setting and achieving aggressive long-term financial targets

Eight consecutive years of double-digit revenue growth and expanding margin

Focused execution delivering strong operating leverage

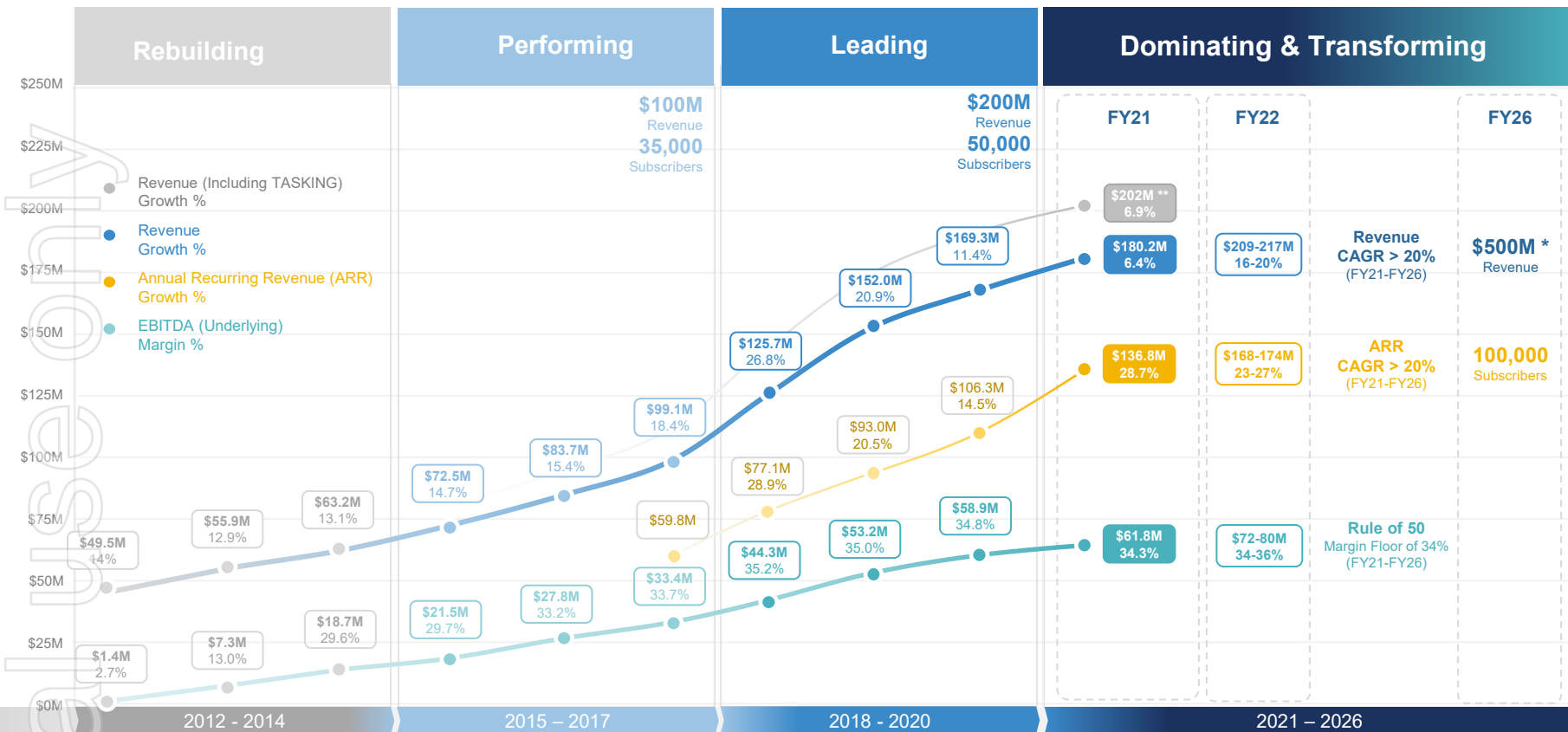
Transparency for stakeholders and all-in reporting (no capitalization of R&D expenses)

Value creation at every stage from leadership to dominance to industry transformation

\* The target revenue of \$500M may include 10-20% from future acquisitions.

\*\* \$202M includes the annualized revenue of TASKING in FY21 based on the achievement of earnout.

# On-Track with Flight Path to \$500M



\* The target revenue of \$500M may include 10-20% from future acquisitions. \*\* Revenue includes the annualized revenue of TASKING based on the achievement of earnout.

# Pursuing Dominance and Transformation from a Position of Strength



## Financial Performance

Altium is the fastest growing EDA company with 8 consecutive years of double-digit growth (prior to COVID) and expanding margin

**\$191.5m**  
Cash  
(Up 106%)

**\$35.3m**  
PAT  
(Up 79%)

**\$61.7m**  
Operating Cash Flow  
(Up 9%)

34.3% Underlying  
EBITDA Margin  
(Down from 34.8%)

No R&D  
Expense  
Capitalization

**A\$4.6B**  
Market  
Cap

**\$180.2m Revenue**  
(Up 6%)

**17% 5 Year  
Revenue CAGR**

Debt  
Free

**65%**  
Recurring Revenue

**AU40c**  
Dividend  
(Full year,  
up 3%)

## Market Dominance

Altium Designer is the most widespread professional PCB design tool used by over 100,000 engineers worldwide

9,338 Altium Designer  
New Seats Sold  
(Down 4%)

Regular  
Software  
Updates

Total  
Dominance  
in China

Over 30  
Years of  
R&D

Direct  
Presence in  
Most  
Markets

**54,394 Seats  
on Subscription**  
(Up 7%)

Altium Designer is Used  
by over 30,000  
Companies

## Cloud Adoption \*

The world's first digital platform for design and realization of electronics hardware gaining strong early adoption

**7,200 Seats On-Cloud  
Subscription**  
(Up 64%)

**99%**  
Renewal  
Rate on  
Cloud

Growing  
API Calls

**2,300 Accounts Fully  
Adopted Cloud**  
(Up 53%)

**6,054 Active Accounts**  
(Up 36%)

Early  
Launch of  
Altium 365  
in China

Growing  
Ecosystem  
Industry  
Partners

**12,846  
Active Users**  
(Up 37%)

Altium use only

\* All numbers are as of 1 August, 2021 and compared with February reported numbers

# Strong Adoption of Altium 365



## Commercial Accounts

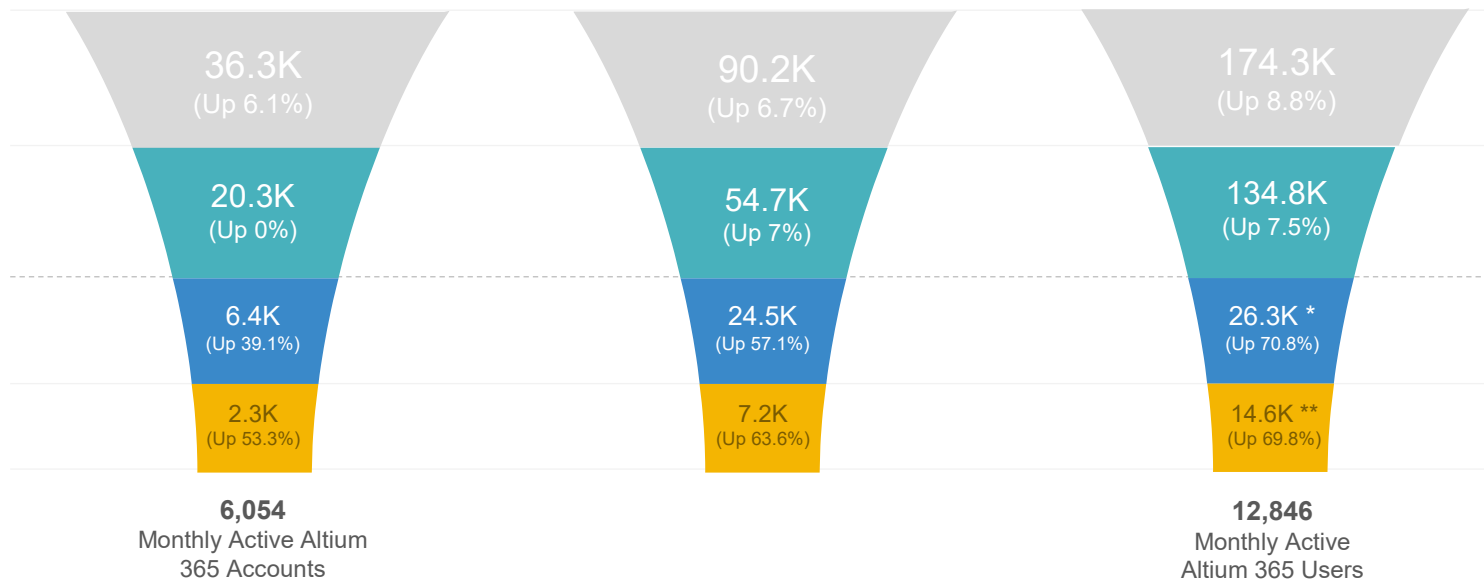
Altium Commercial Accounts represent businesses and entities that have at least one commercial license of Altium software (Altium Designer 10 or later)

## Licensed Seats

Altium Licensed Seats represent predominantly Altium Designer and Altium Designer SE licenses, but also include NEXUS clients

## Registered Users

Altium Registered Users represent commercial designers, engineers and other professionals who have registered for access to Altium software and Altium 365 platform



# Significant Achievements



## 1<sup>st</sup> Quarter

Altium's Hard  
Pivot to Cloud

Q1

- Implemented organizational change to separate CAD software from Cloud business and sales into high-volume (digital sales) and high-touch (high-end sales)
- CAD business to drive dominance and Cloud business to drive transformation

## 2<sup>nd</sup> Quarter

Altium 365 Gains  
Momentum

Q2

- Strong Altium 365 adoption with over 9,300 active users and 4,400 active accounts
- Released Altium Designer 21 with a range of new capabilities targeting next generation rigid flex boards, length tuning support for high-speed designs, SPICE simulation and deeper integration with Altium 365

## 3<sup>rd</sup> Quarter

Strong Adoption of  
Altium 365 &  
Launch of Nexar

Q3

- Altium 365 adoption accelerates with over 12,800 active users and over 6,000 active accounts.
- Launched Nexar.com and a growing ecosystem of industry partners for Altium 365 (including Frontline, Keysight, Samtec)

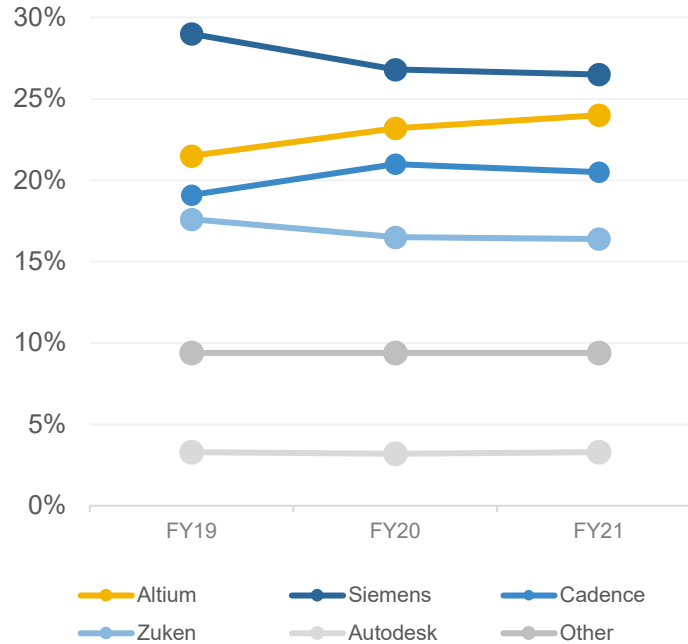
## 4<sup>th</sup> Quarter

Strategic  
Partnership  
Interest

Q4

- Strategic investment in MacroFab of US\$3 million to secure supply side of Altium 365. MacroFab has access to 75 factories in the US for PCB board manufacturing and is connecting to Altium 365
- Continued strategic interest by global players in Altium confirms Altium's unique position in the engineering ecosystem for digital transformation

# Growing PCB Market Share

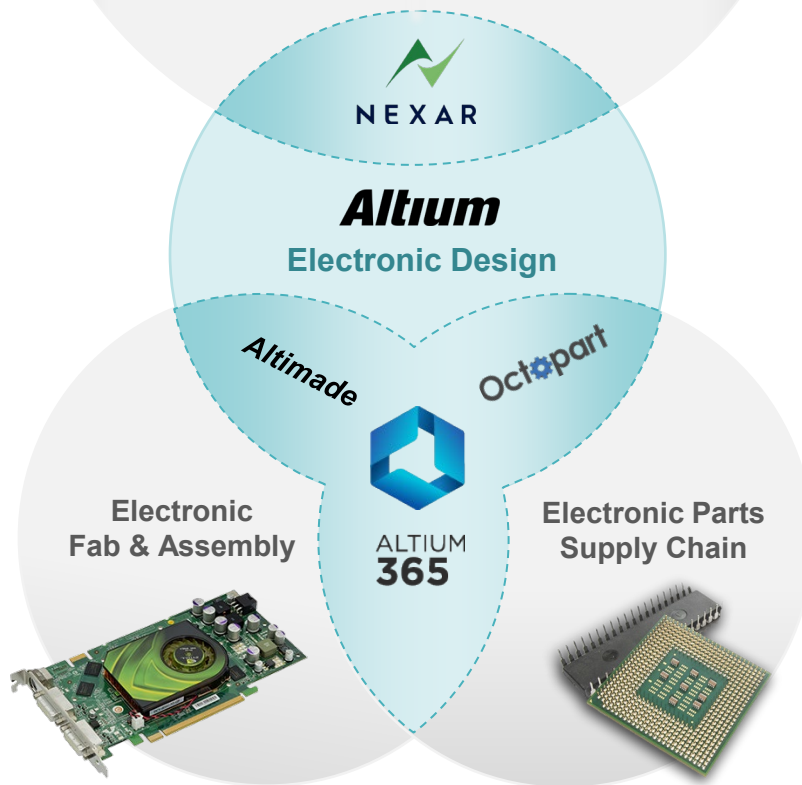


Altium grew PCB market share during COVID and is on track to dominate the PCB market by revenue and by seats

# Well-Positioned to Expand TAM and Drive Revenue Through Strategic Partnership



- Strong economic forces are shaping the future of smart products and driving industry partnerships
- The emergence of cloud-based digital ecosystems around smart products is centered around electronics
- Altium 365 and Nexar connect Electronic Design to manufacturing and the wider engineering software ecosystem



- Strategic partnerships will support and drive Altium's dominance into the high-end of the PCB market
- Strategic partnerships will support Altium's pursuit of \$500M revenue target through a greater reach into the high-end of the PCB market

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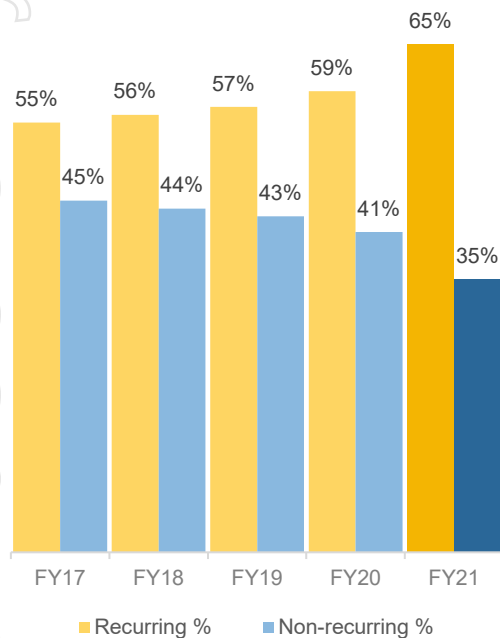
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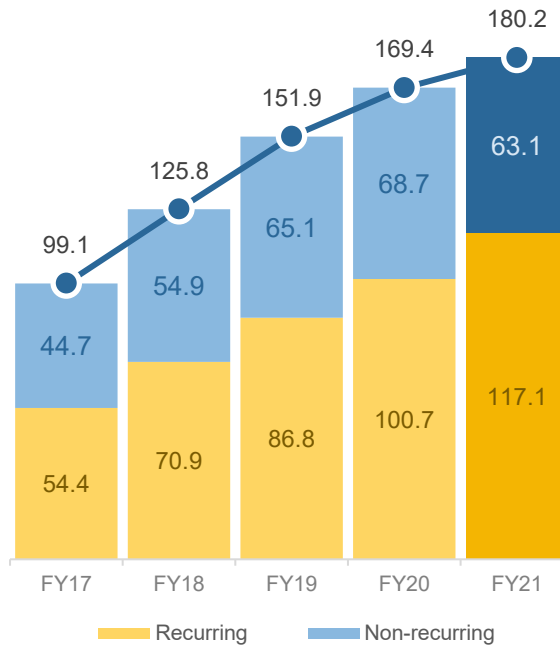
# Consistent Recurring Revenue Growth



## Recurring vs Non-recurring



## Group Revenue (Mil)



Recurring revenue of 65% up from 59% one year earlier, with strong growth in term-based license sales

Strong growth in annual recurring revenue (ARR) of 29%

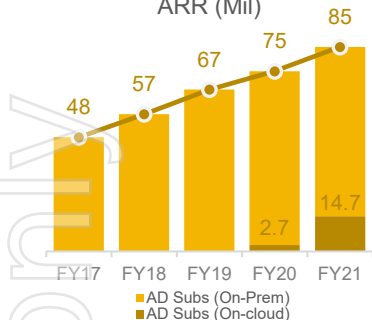
Altium subscription business has been the underpinning of a strong and reliable recurring revenue growth since the 2010s

Altium is expected to reach 95% recurring revenue by 2025 (excluding China and developing countries)

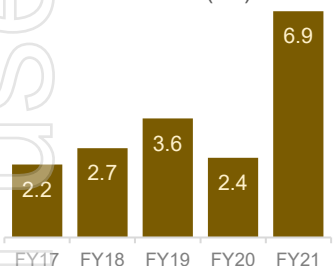
# Annual Recurring Revenue (ARR)



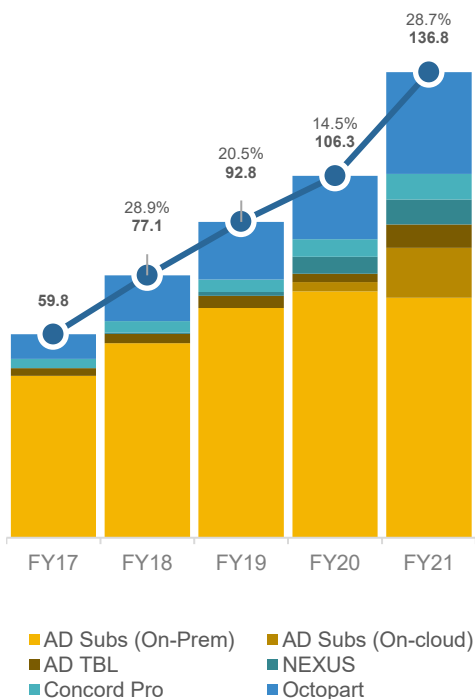
Altium Designer Subs  
ARR (Mil)



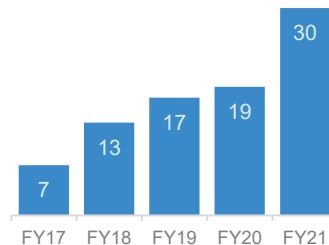
Altium Designer Term-  
Based ARR (Mil)



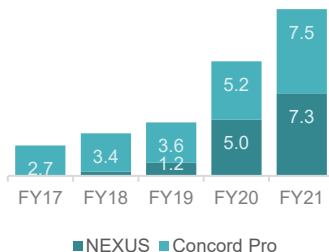
Group ARR (Mil)



Octopart ARR (Mil)



Design Platform ARR  
(Mil)



Total ARR grew by a record 29% driving overall recurring revenue to 65%

Altium Designer subscription revenue continues to grow strongly with 17% of the total revenue coming from customers who have moved to the Cloud

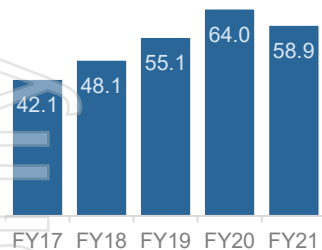
Octopart's ARR growth is being buoyed by the shortage in the semiconductor industry driving up electronic components and parts search activity

The decline in Altium Designer FY20 Term-based ARR was caused by customer migration to NEXUS

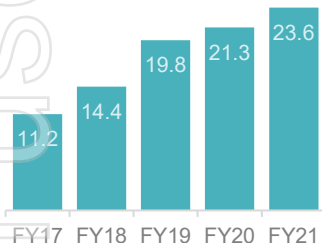
# Board and Systems (BSD) Revenue by Region



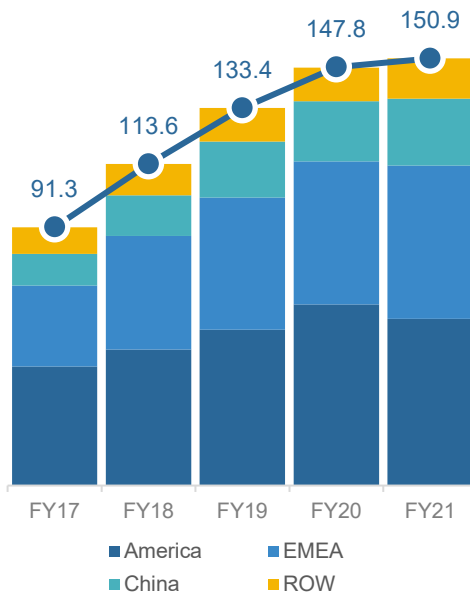
America CAGR 10% (Mil)



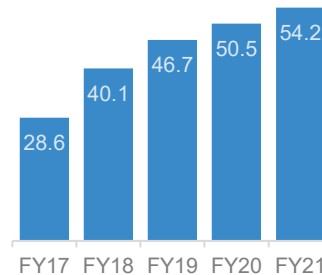
China CAGR 22% (Mil)



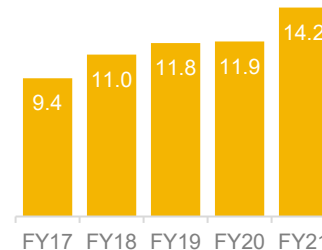
BSD Revenue by Region (Mil)



EMEA CAGR 18% (Mil)



ROW CAGR 12% (Mil)



The US and EMEA both performed strongly in the second half compared with the first half, and executed well on our business model transition, producing a record increase in our recurring revenue

The decline in the US revenue includes a full year impact of the SolidWorks contract termination

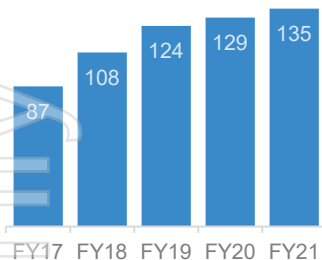
Strong second half growth in China of 48% to deliver full year double-digit growth

Strong Rest of World growth unaffected by restructuring related to pivot to Cloud

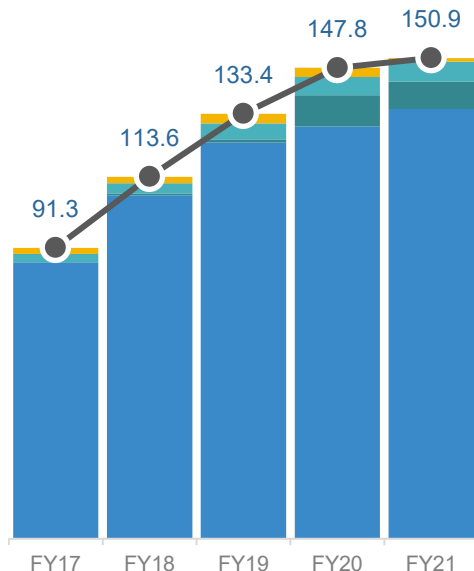
# Board and Systems (BSD) Revenue by Product



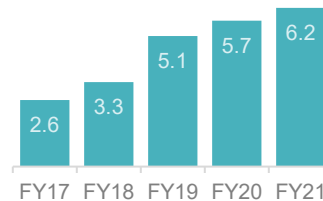
Altium Designer (Mil)



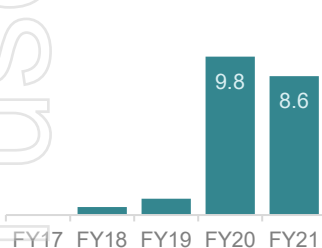
BSD Revenue by Product (Mil)



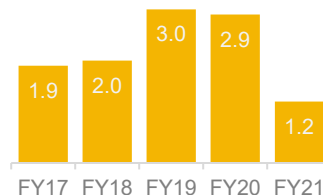
Concord Pro (Mil)



NEXUS (Mil)



Other (CircuitStudio, SolidWorks PCB, PDN Analyzer) (Mil)



Revenue from Altium Designer continues to outperform all other product streams

Revenue from NEXUS and Concord Pro reached 10% of total BSD revenue

The decline in NEXUS is mainly due to COVID impact in the first half

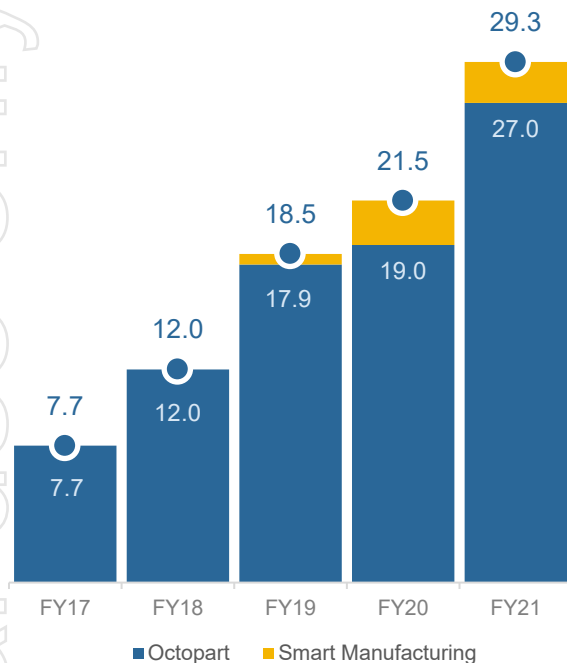
Other revenue includes the full year impact of SolidWorks contract termination

■ Altium Designer ■ NEXUS  
■ Concord Pro ■ Other

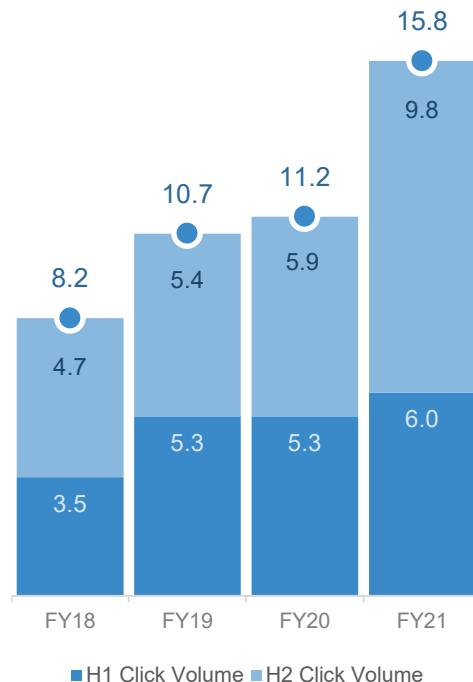
# NEXAR Revenue by Product



Nexar Revenue (Mil)



Octopart Clicks (Mil)



Octopart's revenue growth is being buoyed by the shortage in the semiconductor industry driving up electronic components and parts search activity

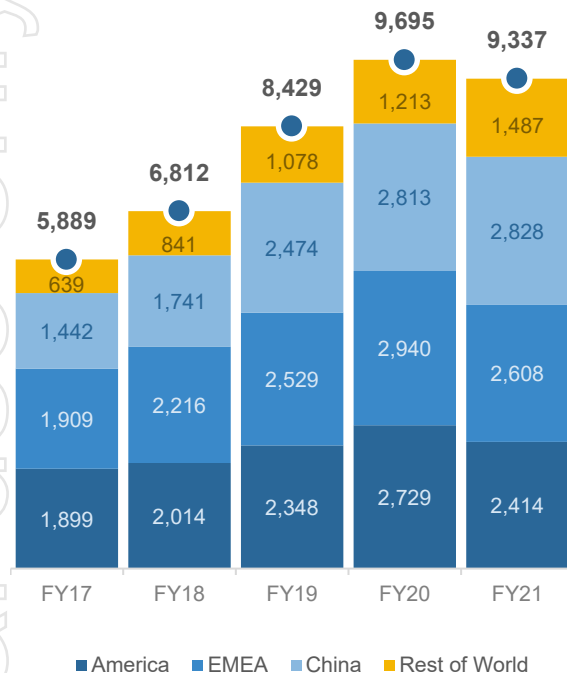
Offer Clicks finished fiscal 2021 with 6 consecutive record-setting months and a total of 16 million clicks, an increase of 41% year on year

The revenue decline in Smart Manufacturing is due to supply chain constraints amplified through COVID

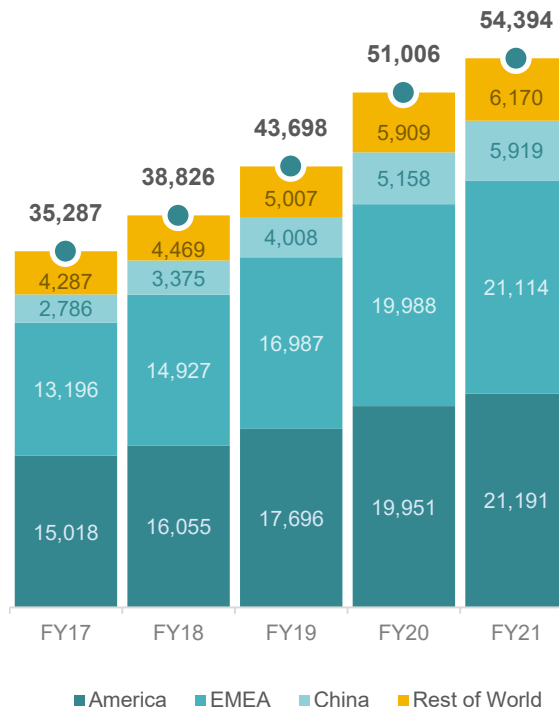
# Board and Systems (BSD) – Underlying Metrics



Altium Designer New Seats Sold  
(All years include term-based licenses)



Subscription Pool  
(All years include term-based licenses)



Altium's subscriber pool grew by a solid 7% to reach 54,394

New seats impacted by COVID and lower rate of discounting

The realized price of software seats was up 22% year on year

Term-based licenses grew to be 20% of the total seats sold

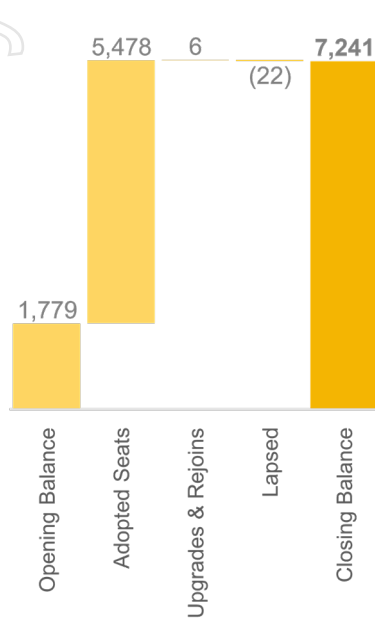
# Growth in Subscription Pools



## On-Cloud Subscription

(Fully Adopted Altium 365)

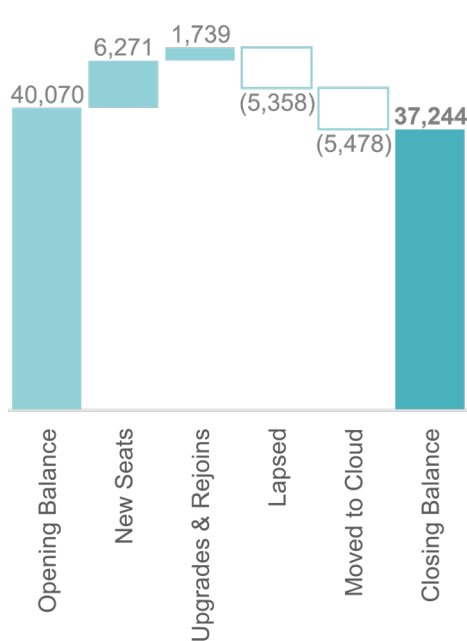
98.8% renewal rate (FY20 N/A)



## On-Prem Subscription

(Developed Countries)

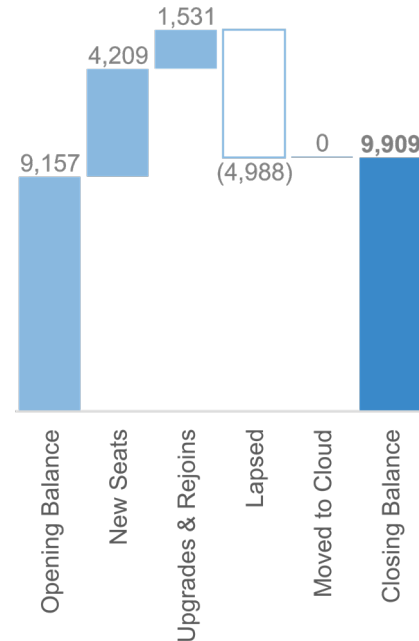
84.4% renewal rate (FY20 87.1%)



## On-Prem Subscription

(Developing Countries)

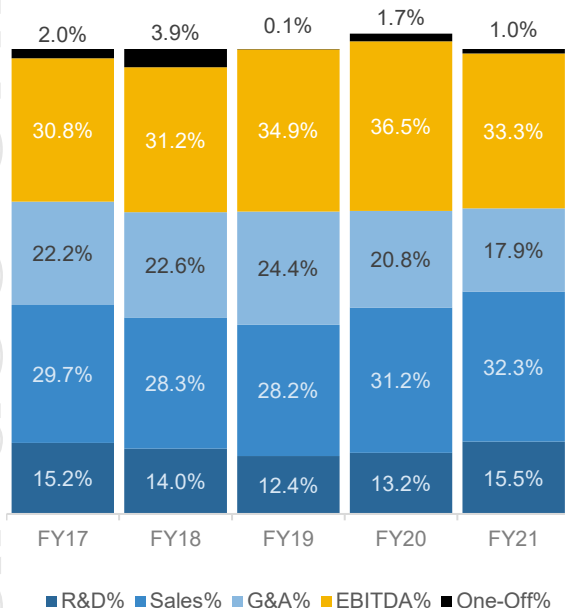
40.8% renewal rate (FY20 41.4%)



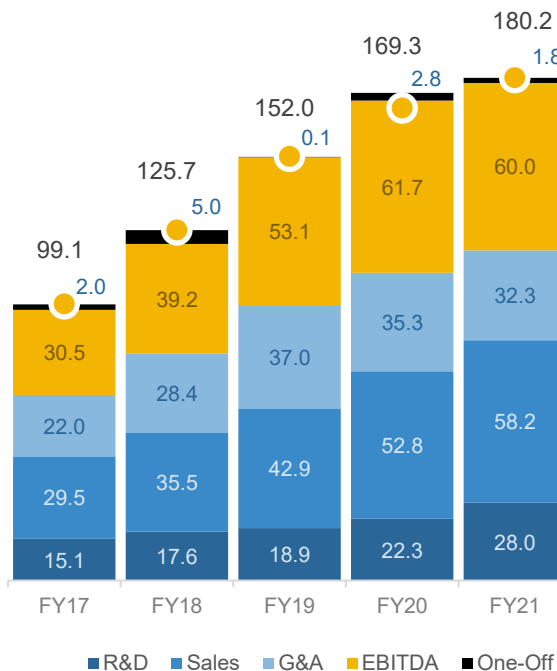
# Operating Expenses



Operating Expenses as Percentage of Revenue



Operating Expenses as a Breakdown of Revenue (Mil)



Altium invested \$1.7 million in recruitment of engineers to support the rapid development of its cloud platform, CAD products and Nexar

\$1.4 million write-back for the termination of the Dassault Systemes- SolidWorks contract

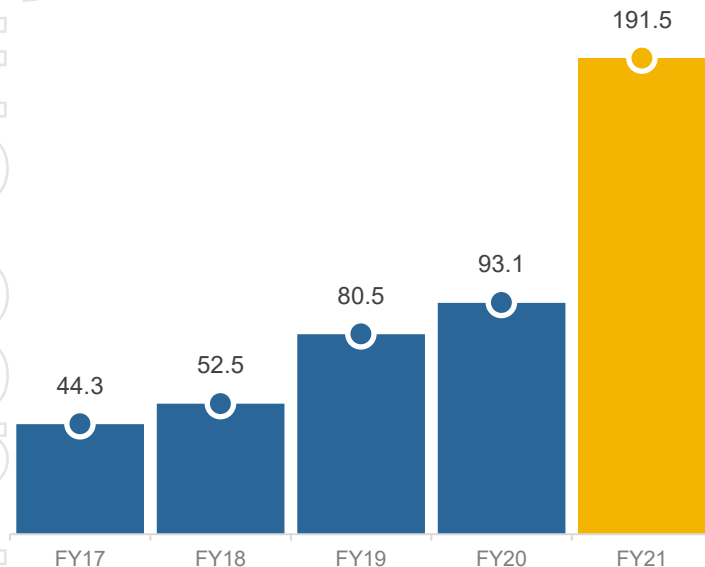
\$2.3 million for the unsuccessful acquisition bid for Supplyframe Inc, which was acquired by Siemens

Sales includes \$2 million related to the cost of sales for Smart Manufacturing

# Balance Sheet

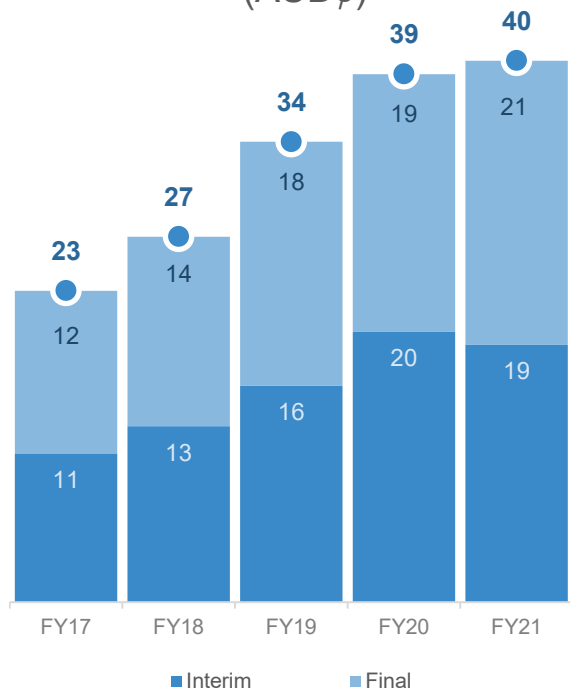


Cash and Cash Equivalents (Mil)



	Jun-21 \$ '000	Jun-20 \$ '000	Jun-19 \$ '000	Jun-18 \$ '000
Cash and cash equivalents	191,541	93,083	80,531	52,459
Trade and other receivables	66,117	57,499	45,833	38,799
Other current assets	8,127	7,550	5,108	4,171
<b>Total current assets</b>	<b>265,785</b>	<b>158,132</b>	<b>131,472</b>	<b>95,429</b>
Trade and other receivables	1,512	1,842	2,285	1,952
Investment	3,034	-	-	-
Property, plant and equipment	16,185	21,113	7,762	5,712
Intangible assets	47,179	49,690	51,534	49,068
Other non-current assets	49,457	58,058	84,873	82,120
<b>Total non-current assets</b>	<b>117,367</b>	<b>130,703</b>	<b>146,454</b>	<b>138,852</b>
<b>Total assets</b>	<b>383,152</b>	<b>288,835</b>	<b>277,926</b>	<b>234,281</b>
Trade and other payables	20,804	16,629	16,278	12,147
Tax liabilities	27,493	6,587	5,705	772
Provisions	3,061	2,887	2,109	6,784
Lease liabilities	5,559	5,480	-	-
Customer contract liabilities	52,431	48,037	48,277	43,989
<b>Total current liabilities</b>	<b>109,348</b>	<b>79,620</b>	<b>72,369</b>	<b>63,692</b>
Deferred tax	4,547	5,155	5,833	5,566
Provisions	373	2,755	6,407	3,974
Customer contract liabilities	7,487	8,512	6,875	6,035
Lease liabilities	5,493	8,453	-	-
Other liabilities	4	7	1,884	2,098
<b>Total non-current liabilities</b>	<b>17,904</b>	<b>24,882</b>	<b>20,999</b>	<b>17,673</b>
<b>Total liabilities</b>	<b>127,252</b>	<b>104,502</b>	<b>93,368</b>	<b>81,365</b>
<b>Net assets</b>	<b>255,900</b>	<b>184,333</b>	<b>184,558</b>	<b>152,916</b>
Contributed equity and reserves	149,841	147,702	145,137	138,260
Retained profits	106,059	36,631	39,421	14,656
<b>Total equity</b>	<b>255,900</b>	<b>184,333</b>	<b>184,558</b>	<b>152,916</b>

## Dividends Paid/Declared (AUD\$)



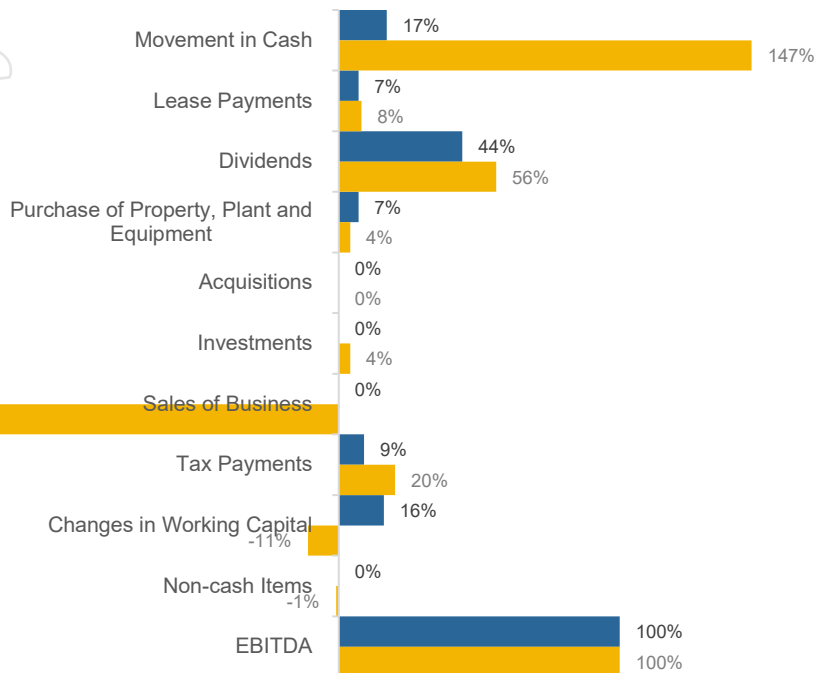
	2021 \$ '000	2020 \$ '000	2019 \$ '000	2018 \$ '000
Receipts from customers	193,850	189,638	178,215	147,685
Payments to suppliers and employees	(117,733)	(126,200)	(106,819)	(96,578)
Payments for expenses relating to acquisitions	(536)	-	(244)	(572)
Net interest received	226	855	933	192
Interest and other finance costs paid	(657)	(582)	(1)	(2)
Net income taxes paid	(13,414)	(7,180)	(3,018)	(2,243)
<b>Operating cash flows</b>	<b>61,736</b>	<b>56,531</b>	<b>69,066</b>	<b>48,482</b>
<b>Capital Expenditure</b>				
Payments for property, plant and equipment	(1,662)	(3,871)	(5,095)	(2,824)
Payments for intangibles	(839)	(1,253)	(17)	(748)
<b>Free Cash Flow</b>	<b>59,235</b>	<b>51,407</b>	<b>63,954</b>	<b>44,910</b>
<b>Cash flows from investing activities</b>				
Payments for purchase of subsidiary, net of cash acquired	-	-	(2,421)	(3,681)
Payments on contingent and deferred considerations	(50)	-	(5,471)	(7,455)
Payments for investment	(3,000)	-	-	-
Sale of business	85,813	-	-	-
<b>Cash flows from financing activities</b>				
Dividends paid	(37,557)	(33,634)	(28,128)	(25,633)
Repayment of borrowings	(5,524)	(5,050)	(7)	(9)
<b>Increase/(decrease) in cash and cash equivalents</b>	<b>98,917</b>	<b>12,723</b>	<b>27,927</b>	<b>8,132</b>
Effects of exchange rate changes	(459)	(171)	145	54
<b>Total increase(decrease) in cash and cash equivalents</b>	<b>98,458</b>	<b>12,552</b>	<b>28,072</b>	<b>8,186</b>

# Cash Conversion



## Cash Conversion Rate

■ FY20 ■ FY21



	FY21 \$'000	FY20 \$'000
<b>Operating EBITDA</b>	<b>67,321</b>	<b>75,634</b>
<b>Non-Cash Items in EBITDA</b>		
Share-based payment	2,573	2,248
Unrealised foreign exchange differences	781	543
Interest	(431)	273
Earnout	(2,500)	(2,886)
<b>Changes in working capital</b>		
Receivables	922	(11,333)
Inventories	(18)	(888)
Deferred revenue	3,369	1,397
Other operating assets	(701)	(1,599)
Payables and provisions	3,834	322
<b>Other items</b>		
Tax paid	(13,414)	(7,180)
<b>Operating cashflow</b>	<b>61,736</b>	<b>56,531</b>

# Full Year 2021 Results Key Metrics



USD millions	FY21	FY20	+/- %	FY19	FY18
Revenue (incl. TASKING)	191.1	189.1	1%	171.8	140.2
Continuing Operations:					
Revenue	180.2	169.3	6%	152.0	125.7
Reported expenses	120.2	107.6	12%	98.9	86.5
EBITDA	60.0	61.7	-3%	53.1	39.2
Depreciation and amortization	11.9	10.9	9%	9.8	8.5
EBIT	48.1	50.8	-5%	43.3	30.7
Net interest	-0.4	0.1	-500%	0.7	0.1
Profit before income tax	47.7	50.9	-6%	44.0	30.8
Income tax expense	12.4	31.2	-60%	3.6	1.7
Profit after income tax	35.3	19.7	79%	40.4	29.1
Profit after tax from discontinued operations	71.1	11.2	540%	12.5	8.4

	FY21	FY20	FY19	FY18
EPS Total	81.56	23.6	40.57	28.86
EPS Continuing	26.89	15.08	30.95	22.38
Dividends (AU cents)	40	39	34	27
Key Margin Analysis (continuing)				
EBITDA margin	33.3%	36.5%	34.9%	31.2%
EBITDA margin (Underlying)	36.1%	34.8%	35.0%	35.0%
Net profit before tax margin	26.0%	30.0%	29.0%	25.0%
Net profit after tax margin	20.0%	12.0%	27.0%	23.0%
Effective tax rate	26.0%	61.3%	8.2%	5.5%
Balance Sheet (USD millions)				
Cash and equivalents	191.5	93.1	80.5	52.5
Net assets	255.9	184.3	184.6	152.6
Operating cash flows	61.7	56.5	69.1	48.5

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Nasa's Mars Ingenuity Copter's electronics were designed using Altium software

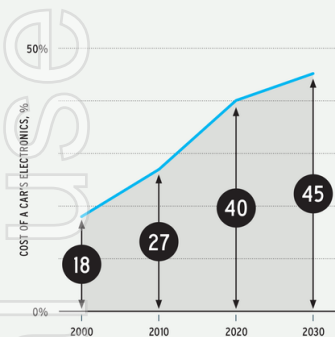
Printed Circuit Boards are central to the design & realization of electronics and smart connected products

# Electronics are Responsible for 40% of a New Car's Total Cost

Altium®

## Where the PCBs go in Automobiles

- Engine Control System
- Battery Control System
- ECU/ECU control modules
- Antilock brake systems
- Digital displays
- Dashboard
- Transmission sensors
- Radar
- Audio systems
- DC/AC power converters
- Engine timing systems
- Electronic mirror controls
- Power relays
- Airbag
- LED lighting systems
- Steering
- Air Conditioner System

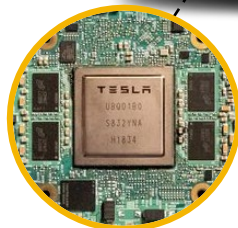
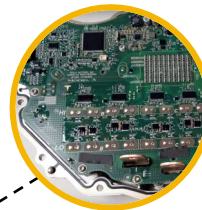


Deloitte (2019) - Semiconductors – the Next Wave

Central Information Display



Inverter Board



Self-driving computer  
and its AI brain



Visual Compute Module



Motor Controller

# The Economic Forces Shaping the Future of Smart Products

Altium

iRobot  
Smart Vacuum Cleaner



- Safety
- Performance
- Compliance
- Engineering Expertise

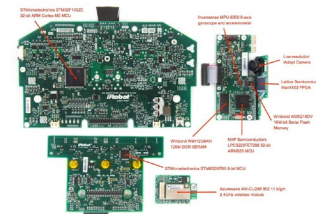
- Need for Intelligence
- Need for Connectivity
- Electronic Components
- PCB Fab & Assembly

- Form, Fit & Function
- Experience
- Time to Market
- Material
- Manufacturing

- AI/ML
- Security
- Scalability
- Cloud Computing
- 5G



System Modelling & Engineering Analytics



Electronic Design & Manufacturing



Product Design & Manufacturing



Software, Silicon & Computing

# The Emergence of Cloud-Based Digital Ecosystems around Smart Products



## Electronic Design & Manufacturing



- Altium has the only digital platform connecting electronic design to realization in the mainstream engineering market
- The emerging platforms in Product Design and Manufacturing while competing they target different market segments

## Product Design & Manufacturing

SIEMENS



AUTODESK



Ansys  
Minerva

## System Modelling & Engineering Analytics

- Ansys' pervasive simulation platform aims to make simulation relevant at all stages of a product lifecycle – from ideation to utilization
- AWS and Azure are most likely to be the two dominant infrastructure layers for managing the data and processes for smart products



Microsoft



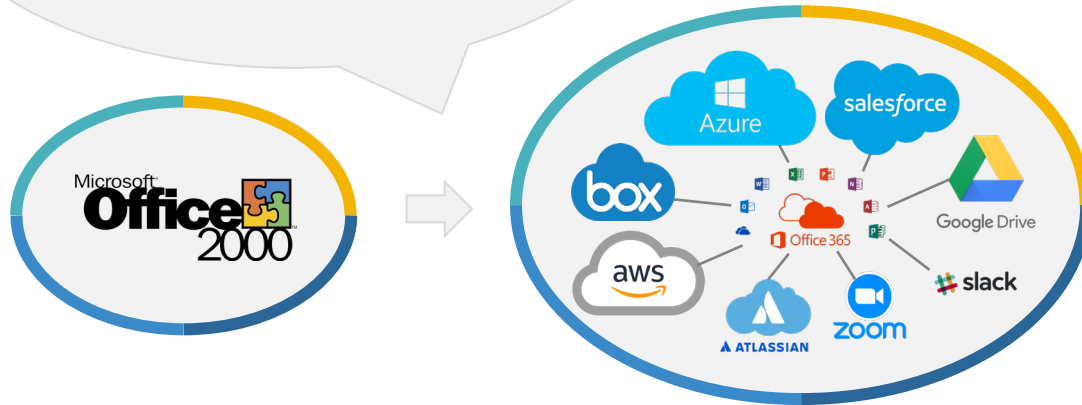
## Software, Silicon & Computing



# Industry Solutions are Moving to the Cloud and Giving Rise to a System of Ecosystems



It is expected that the engineering software industry will follow the same trends as business productivity and enterprise software in the way that the tool/system integration has moved onto the cloud



Best-of-breed wins in the cloud and requires unbundling on the desktop and rebundling on the cloud



# Altium 365 and Nexar Connect Electronic Design to Manufacturing and the Wider Engineering Software Ecosystem

Altium®

## Product Design & Manufacturing

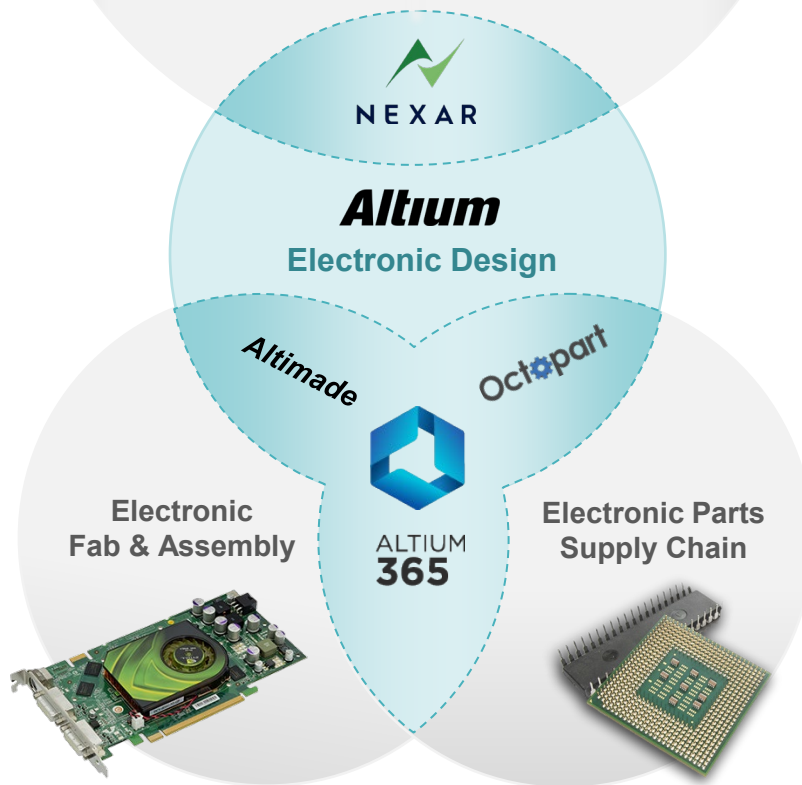


SIEMENS

## System Modelling & Engineering Analytics

- **Nexar** - is a cloud-based integration platform to connect the growing community of Altium 365 PCB design users with the software, suppliers, and manufacturers needed to transform ideas into smart & connected products
- **Platform Adoption** - Over 6,000 companies have already adopted the Altium 365/Nexar cloud platform for electronics design.

- **Altium 365** - connects the Electronics Industry fragmented value chains to drive productivity and manage production risk
- **Octopart** - allows electronic designers to research parts availability and pricing while providing opportunity for component manufacturers to influence early design decisions
- **Altimade** - provides cloud based smart manufacturing that will improve productivity and manufacturability of electronics hardware and manage production risk and supply chain



\$2 Trillion

Estimated Size of the Electronic Industry

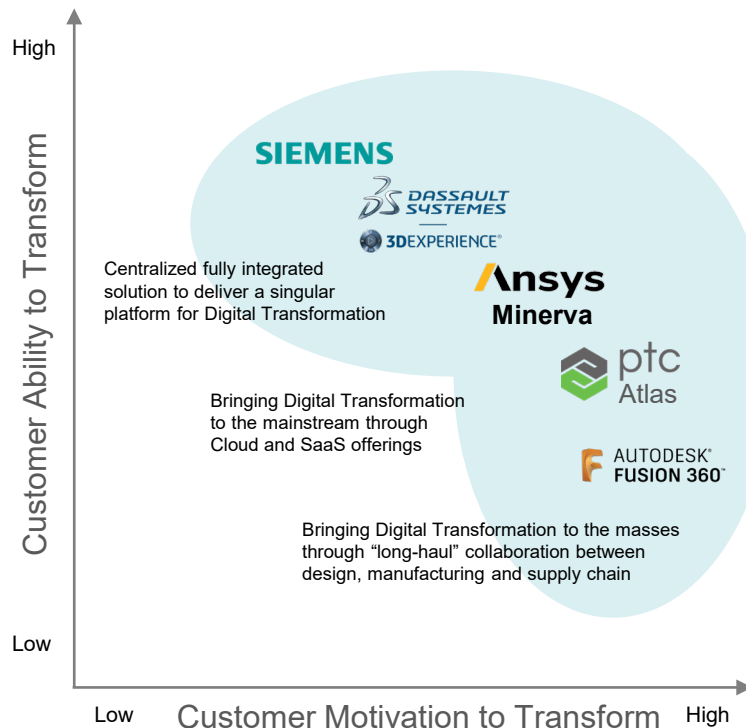
# Customer Focus Areas for Strategic Alliance



Altium will build strategic partnerships to focus on customers who are highly motivated to pursue digital transformation but with low organizational capability to implement enterprise software for electronics

Highly motivated but low organizational capability to implement digital transformation for electronics

- The rise of smart connected devices has brought electronics into many organizations where previously they would outsource the design and manufacturing of electronics hardware
- The last mile of digital transformation is difficult for most companies with low organizational capability to manage an enterprise-wide design and realization platform
- A cloud-based approach is ideal to facilitate and help the implementation of digital transformation for this class of organizations



Highly capable but economically constrained to implement digital transformation for electronics

- The implementation of an enterprise-wide platform for the design and realization for electronics hardware is economically unviable for most companies where electronics is required but not central to their core activities
- A SaaS based business model makes digital transformation a viable proposition for large companies where electronics is required but secondary to their core competency



## Altium is Well Positioned to Disrupt the Way Electronic Products are Designed and Manufactured



What they all have in common is their ability to simultaneously bring **data, processes and commercial transactions** together on a **singular cloud-based digital platform** at a large scale

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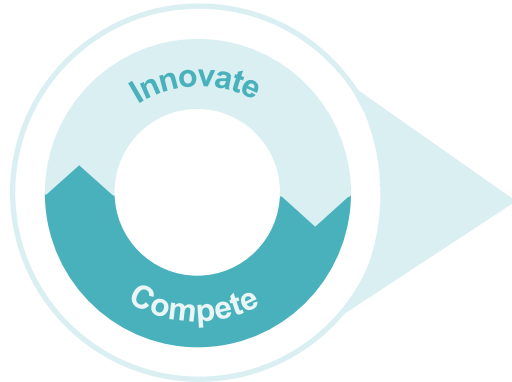
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# From Market Leadership to Dominance and Transformation

Altium®

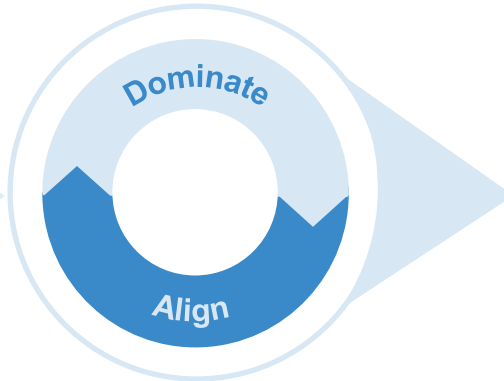
## Lead

Pursuit of Market Leadership



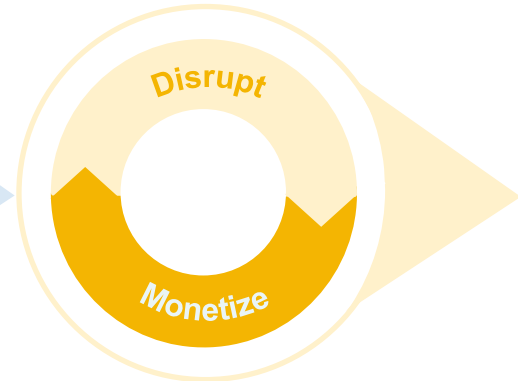
## Unify

Pursuit of Market Dominance



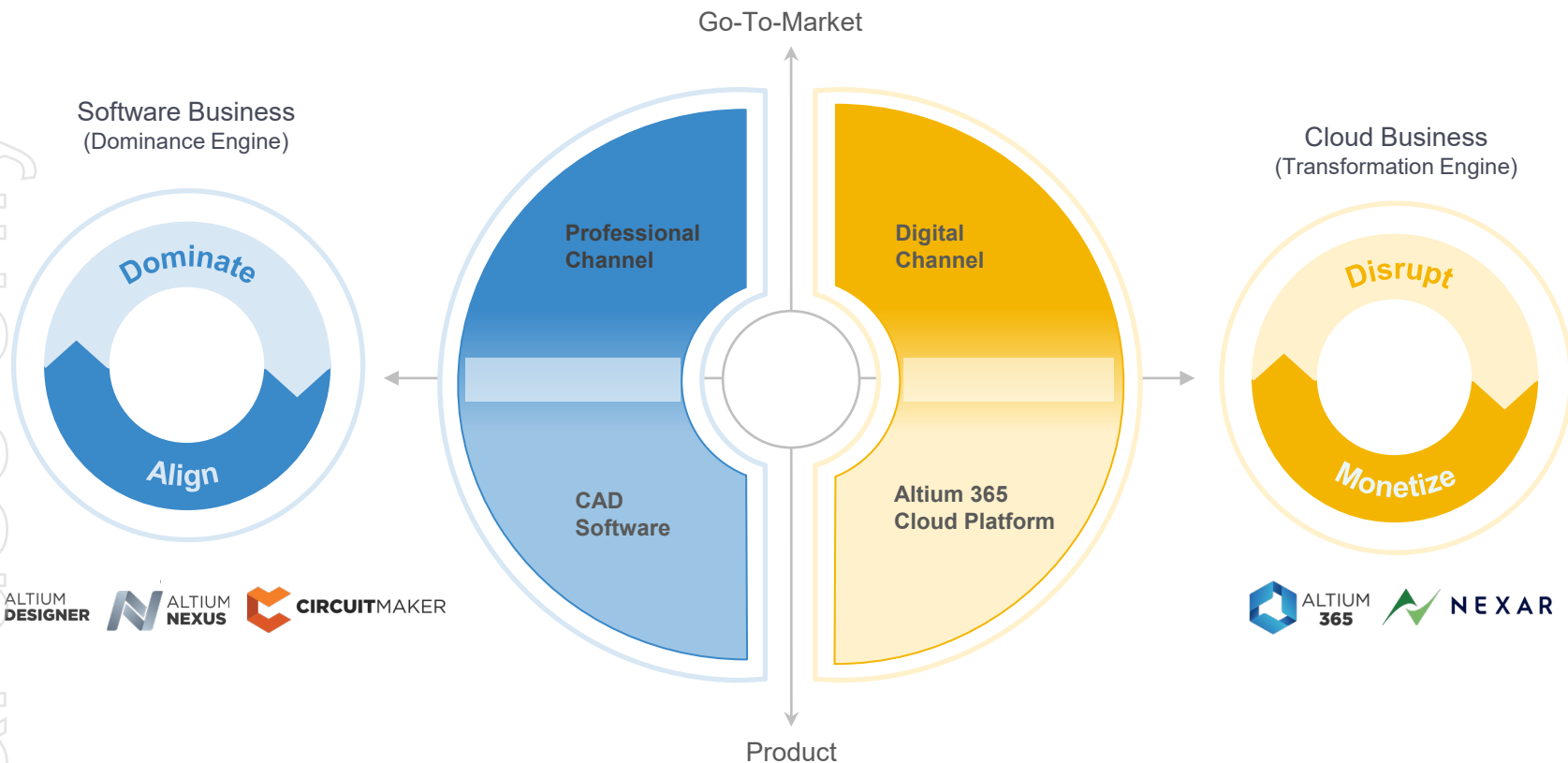
## Transform

Pursuit of Industry Transformation



Altium must target 100,000 active subscribers by 2025 to compel key industry stakeholders to support its agenda to transform electronic design and its realization

# Altium's Hard Pivot to the Cloud



# Altium's Pivot to the Cloud Sets Up Two Engines of Growth

Altium®

## Software Business (Dominance Engine)

- Software Tools for **Design of Electronics**
- Traditional Software Licensing Model



On-premises



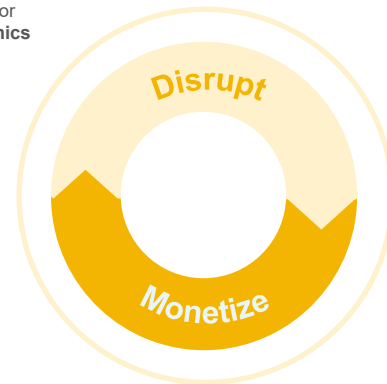
Hybrid



Cloud

## Cloud Business (Transformation Engine)

- Collaboration Platform for **Realization of Electronics**
- Premium Services and Direct Monetization



Altium's strong software business is our dominance engine, and our new cloud platform Altium 365 / Nexar is our transformation engine

# Four Flywheels for Dominance and Transformation



## Design Tools Adoption

- Seats on Subscription
- Seats Sold

## Cloud Adoption



- AD Seats on Altium 365 Subscription (SaaS)
- PCB Design Projects on Altium 365
- Component/Libraries on Altium 365



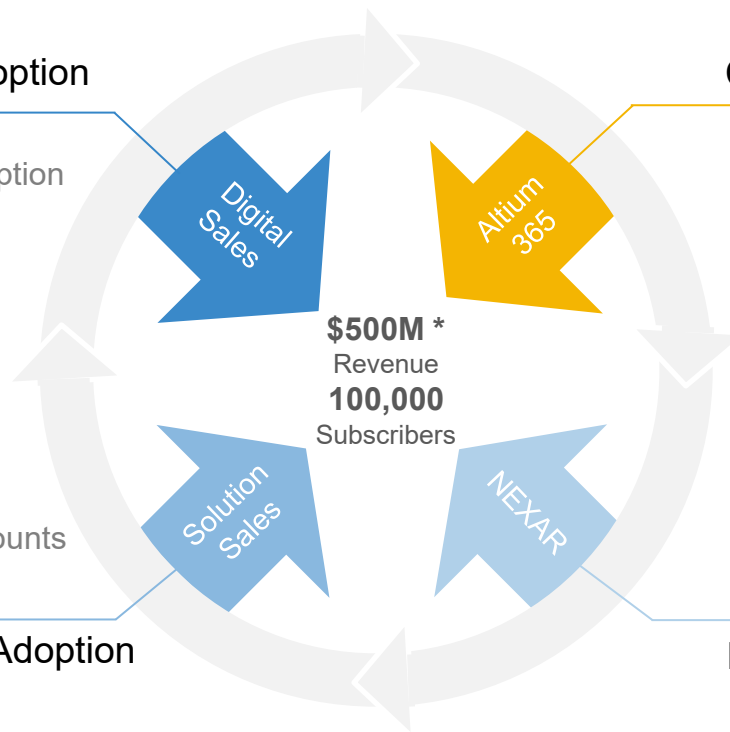
## Design Platform Adoption

- Concord Pro Accounts
- NEXUS Accounts



## Ecosystem Adoption

- Active Users
- API Calls
- Partners
- Web Traffic



\* The target revenue of \$500M may include 10-20% from future acquisitions.



- A return to strong pre-COVID growth in fiscal 2022
- Digital sales platform to drive volume and strategic partnerships to expand TAM in PCB design for the high-end
- Altium 365 cloud adoption to further accelerate and reduce subscription churn
- Confident of achieving the flight path for dominance of US\$500 million, 100,000 subscribers and 95% recurring revenue, ex-China and developing countries
- Altium commits to the guided range for the full year fiscal 2022:
  - Revenue of US\$209 million to US\$217 million (16-20% growth)
  - Underlying EBITDA margin of 34-36%
  - ARR growth of 23-27%

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# Altium's Market-Leading Products and Cloud Platform



**Altium 365**  
Altium's Cloud Platform for Electronic  
Design & Manufacturing



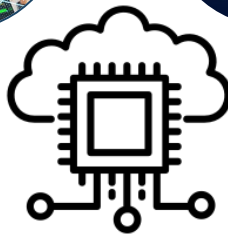
**Altium Nexar**  
Cloud-based Integration Platform for  
Altium 365 and Parts Ecosystem



**Altium NEXUS**  
PCB Design Software for the Last  
Mile of Digital Transformation



**Altium Designer**  
Most Widely Used PCB Design Software



**Altium CircuitMaker**  
PCB Design Software for Makers,  
Open Source and Non-profit



Altium has the best PCB design tools and cloud platform for the electronics industry with a deep user-centricity and a proven ability to “out-innovate” the competition

# Mainstream Dominance with Diversity of Applications and High-Profile Customers



## Automotive



## Aerospace & Defence



## Life Sciences



## Mobile Devices



## Consumer- Electronics



## Electronics & High-Tech



## Research & Education



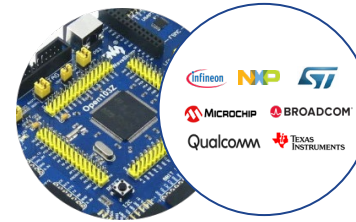
## Industrial Controls



## Computers



## Semiconductors



Altium is the differentiated category leader of PCB design and empowers innovation for a diverse array of leading customers

# Global Reach



## Main Operating Centers

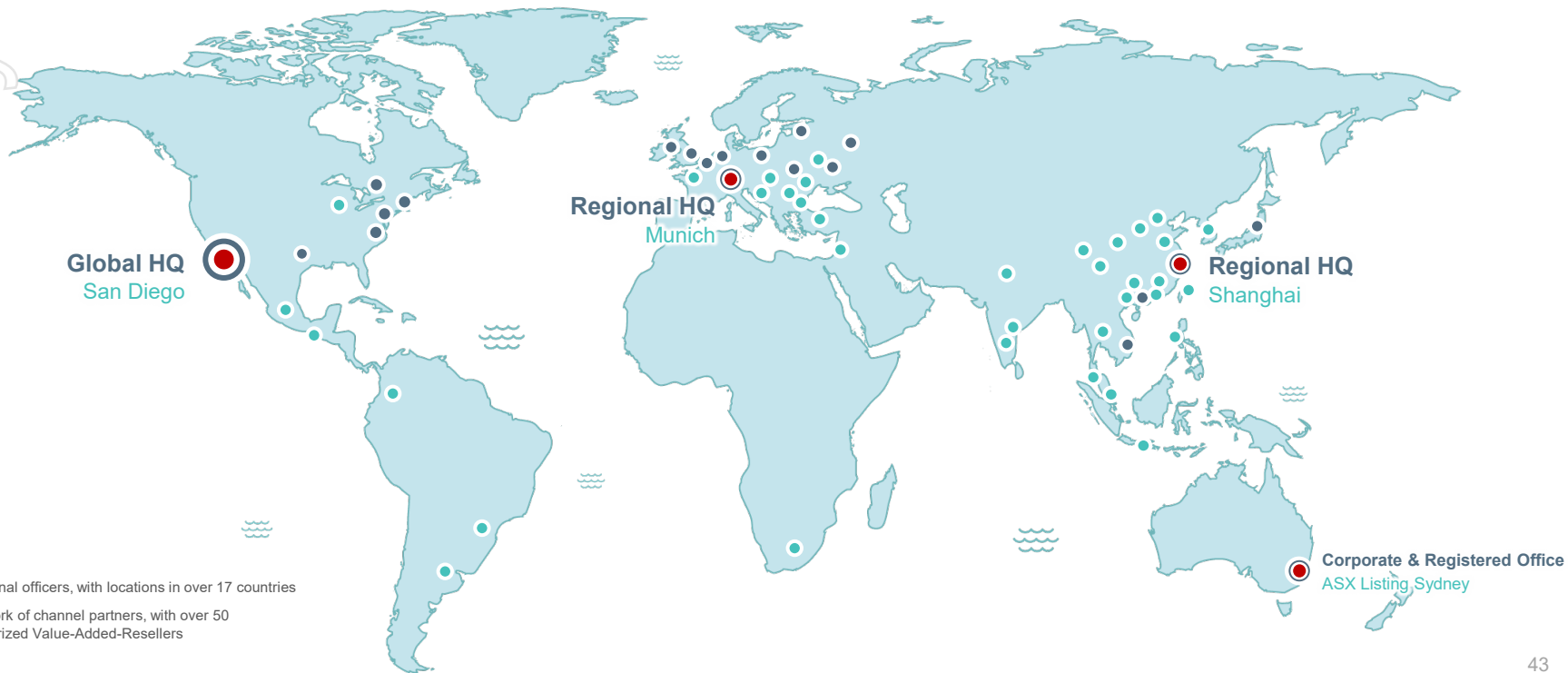
San Diego, Munich, Shanghai

## Sales and Support Centers

San Diego, Boston, Karlsruhe, Munich, Shanghai, Sydney

## Research & Development Centers

San Diego, Kyiv, Katowice, St. Petersburg, Cambridge, Shanghai





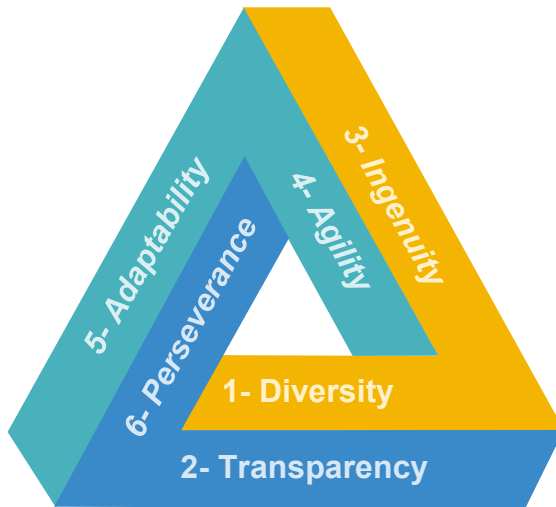
## The Genius of AND

### Product

“Regular Product Releases” *and*  
“Delivering Next Generation  
Products”

### Finance

“Growing Revenue Strongly” *and*  
“Expanding Profit Margin”



### Sales

“High Volume Selling” *and*  
“Sophisticated Value Proposition”

### People

“Diversity in Thinking” *and*  
“Aligned in Action and Purpose”

The only way to make the “Genius of AND” work is through Ingenuity supported by Transparency, Agility, Adaptability and Perseverance



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