



Strong Growth in the Enterprise Market  
and a Solid Financial Performance

# Altium First Half 2024 Investor Presentation

27 February 2024

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# Agenda

1

2024 Half Year Highlights

2

2024 Half Year Financial Performance

3

Transformational Opportunity for Growth and TAM Expansion

4

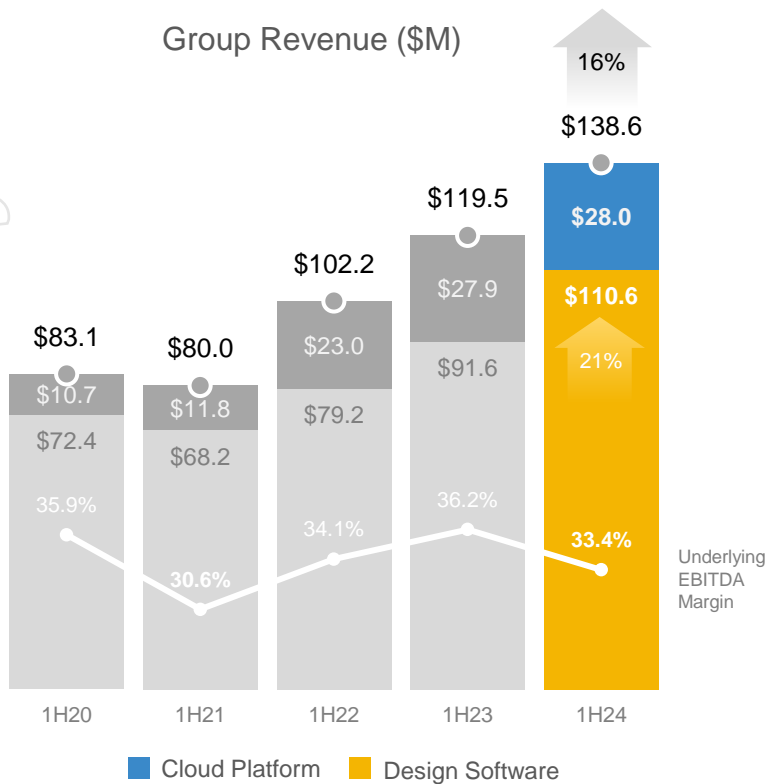
Appendix: Company Overview



# First Half FY24 Performance Highlights

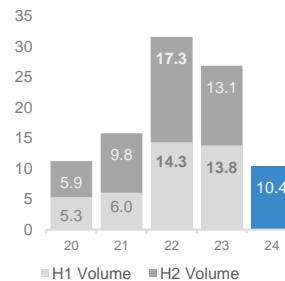


Group Revenue (\$M)

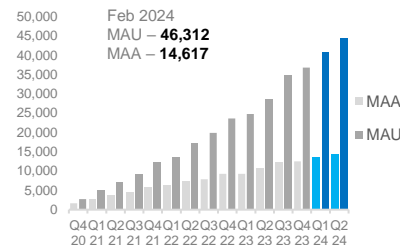


Strong revenue growth of 16%  
Underlying EBITDA margin of 33.4%

Octopart Search Offer Clicks (Mil)

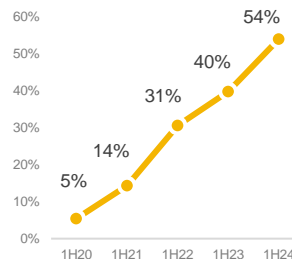


Altium 365 Monthly Active Users (MAU) / Accounts (MAA)

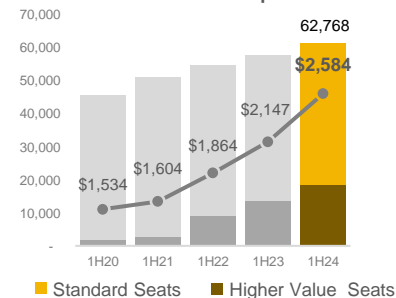


Growing cloud platform momentum

New Term-Based Software Licenses Sold as % of Total



Average Value for Software Seats on Subscription



Business model transition and strong Altium 365 adoption drive increase  
in recurring revenue and in Average Subscription Seat Value

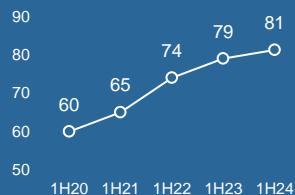
# Strong Financial Performance



## USD \$138.6M Revenue (Up 16%)



## 81% Recurring Revenue (Up from 79%)



## USD \$23.2M Operating Cash Flow (Down -30.8% \*)



## 33.4% Underlying EBITDA Margin



## USD \$180M Cash Balance



## USD 25.1c EPS (Up 11%)



## AUD 30c Dividend (Up 20%)



## USD \$33.0M PAT (Up 11%)



\* Operating Cash Flow and Cash Balance primarily affected by 1) Valispace acquisition (US\$15.6M) and 2) an increase in unbilled receivables driven by large enterprise deals.

# Valispace Acquisition – First Business App for Altium 365

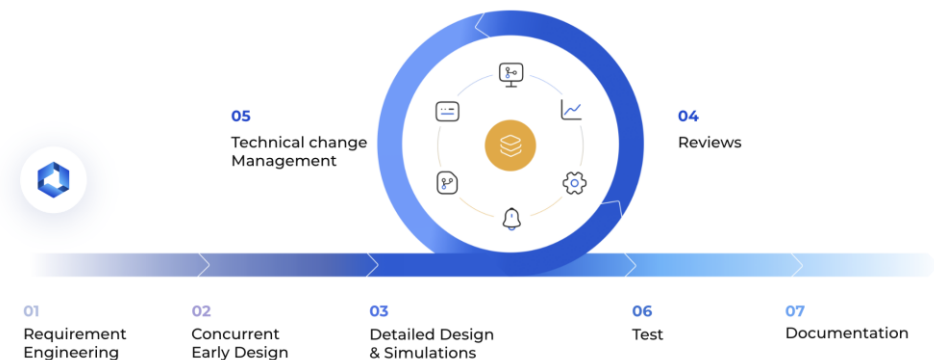
AI-Powered System and Requirements Engineering for Modern Hardware Teams



## Valispace is an Innovator in the Requirements Management and System Engineering Domain by:

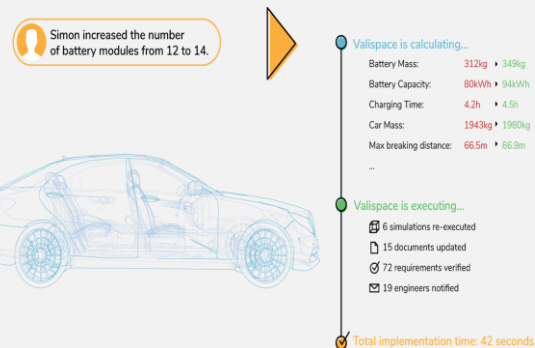
- Bringing the system - level context to specify requirements, design your system, and verify & validate product
- Driving real-time traceability and impact of changes in requirements
- Automating elements of risk assessment and compliance
- Leveraging AI-powered engineering assistant from OpenAI, called Valiassistant, to provide real-time support on generating, improving, and parametrize requirements

## Full Traceability along the Engineering lifecycle



## Valispace at a Glance

- 100+ customers, ranging from start-ups to Fortune 500 companies
- Multi-tenanted & Cloud native platform to enable scale, with flexibility to deploy in private tenants instances for on-prem centric customers
- Open API and integrations into CAD tools, collaboration tools, and simulation tools
- Founding team with deep-domain expertise in system engineering



# Enterprise Growing in Strength

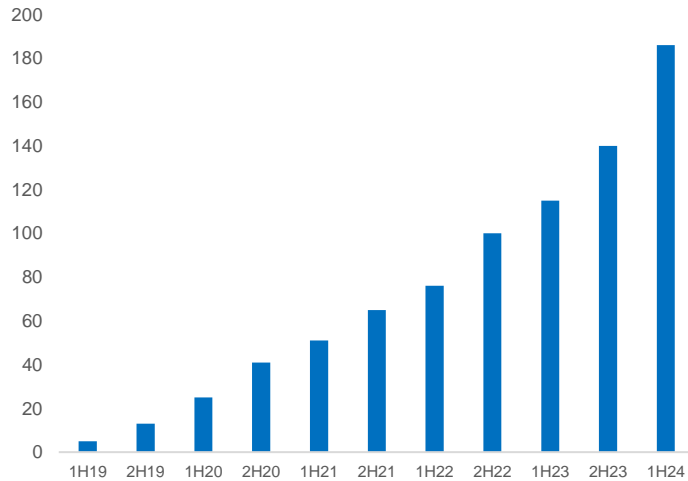


Our Enterprise customer base is growing rapidly, both in count and size, with a well-proven land and expand motion that sees customer annual contract values (ACVs) grow significantly over time.

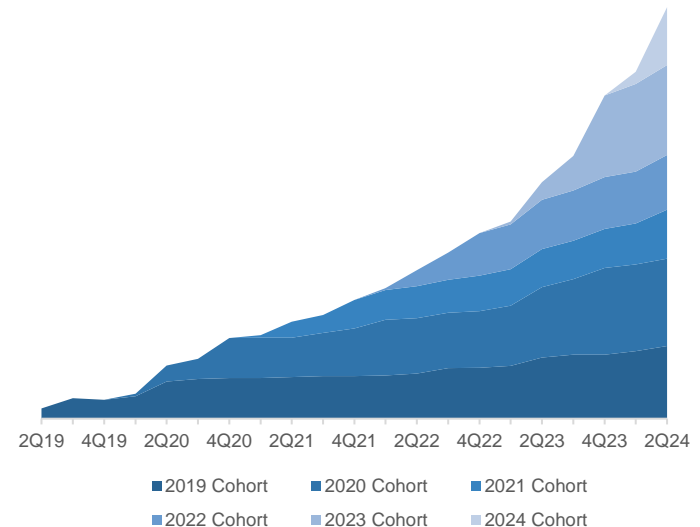
A successful campaign was run in 1H24 to migrate certain customers from our mainstream sales motion to deeper Enterprise engagements, resulting in higher quality, more durable customer relationships and ARR. Our evolving sales process is allowing us to have a greater impact within strategic accounts.

Significant Enterprise wins and expansions included Anduril, Hitachi, Wolfspeed and Joby Aviation.

## Enterprise Customer Count



## Enterprise Cohort ARR



# Enterprise Growing in Strength

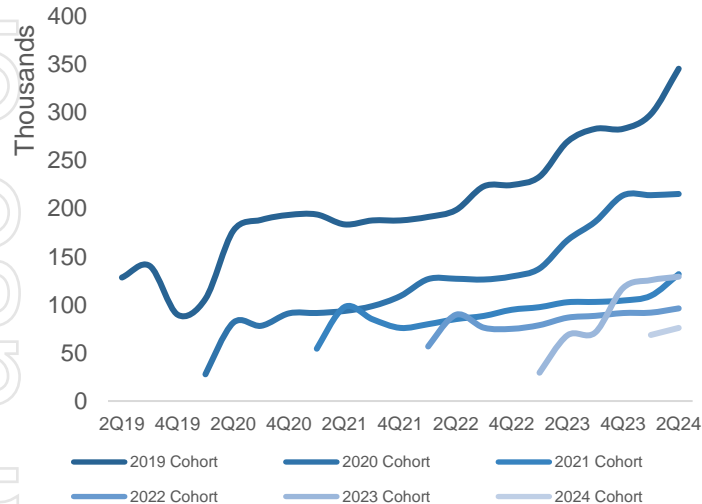


Gross ARR churn in the Enterprise business was 0.4% for the 1H24 period, or 0.8% on an annualized basis.

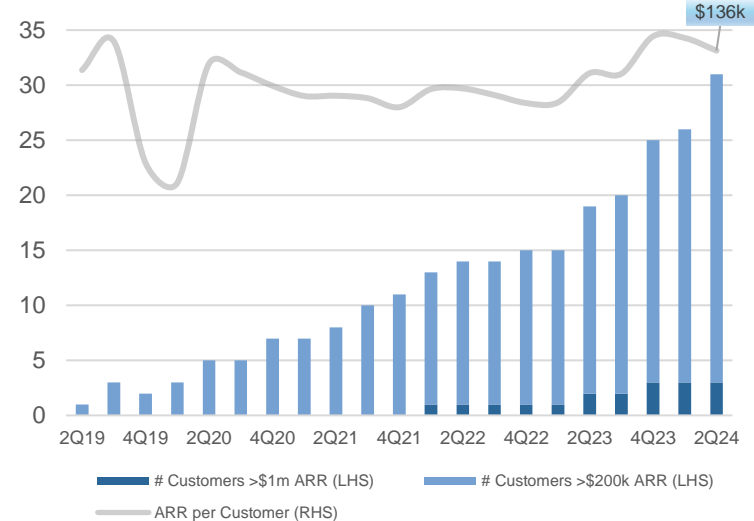
On a LTM basis, Net ARR Retention was 133%, driven by low churn and customers continuing to expand their usage of our products by consolidating their ECAD environment on our Enterprise solutions.

We expect to see a significant step up in ACVs for contracts won or renewed in the coming periods as we introduce our “unbundled” Enterprise Lifecycle Management (ELM) offering, monetizing individual capability such as multi-CAD authoring, managed components and collaboration.

## ARR per Customer - Cohort View



## Enterprise Customer Value



Net ARR Retention = (Last Twelve-Month Gross ARR Expansion - Last Twelve-Month Gross ARR Churn) / (Opening ARR Balance) + 1.  
Gross ARR Expansion only includes ARR growth from the point in time after a customer first purchases an Enterprise product.

Note: the figures on this slide (slide 8) and the preceding slide (slide 7) are presented on a constant-currency basis, and therefore the USD value of those contracts which are denominated in a different currency remain constant in USD terms through the life of the contract.  
Note: the figures on this slide (slide 8) and the preceding slide (slide 7) only account for customers that have purchased AD Enterprise and where Altium has a direct end-customer relationship (excludes distributors in markets such as China).



# Significant Achievements



## Design Software

### Professional Tools are the New Standard & Enterprise Expands

- The percentage of the installed base using Altium Designer Professional more than doubled since 1H23 as Pro subscription level sees broad adoption by mainstream PCB designers.
- The number of Enterprise seats on subscription grew more than 50% as Altium Enterprise solution claims its position as the PCB design platform.

### Significant Altium Designer Software Update

- The release of Altium Designer 24 heralds a new era of PCB design with feature like PCB CoDesign enabling teams to dramatically compress design cycles.
- Altium Designer's new constraint manager and tighter integration with Ansys simulation tools help engineers work more efficiently and reduce risk of costly design re-spins.

## Cloud Platform

### Altium 365 Portfolio Expands

- Acquisition of Valispace, a requirements management software company, for the first business app on Altium 365.
- Altium GovCloud launched and adopted by customers with specialized security requirements for data in the cloud.
- The launch of BOMPortal brings Engineering and Procurement together to streamline Bill of Materials Management.
- Integration with SiliconExpert and Z2Data for unmatched access to Electronics Component Data.

### Localization of Octopart

- Regionalized versions of Octopart.com have launched in Korean, Japanese, Portuguese and Spanish with more regions in the pipeline.
- Local country and language support is unlocking new distribution partnerships and website traffic with non-English speaking vendors and customers.



## Removal of Guidance for FY24

Due to the proposed acquisition of Altium by Renesas through a Scheme Implementation Agreement, Altium has suspended the practice of providing forward-looking guidance.

## Reaffirm Aspirational Targets for FY26

Altium management will continue to drive the business to deliver a strong performance and remains committed to delivering its aspirational fiscal 2026 targets of US\$500 million\* revenue and underlying EBITDA margin of 38-40% and 100,000 software seats on subscription.

\* With stronger uptake of higher-value subscription seats the US\$500M target will be reached with only 75,000 to 90,000 seats on subscription. However, 100,000 seats on subscription remains an independent aspirational goal.

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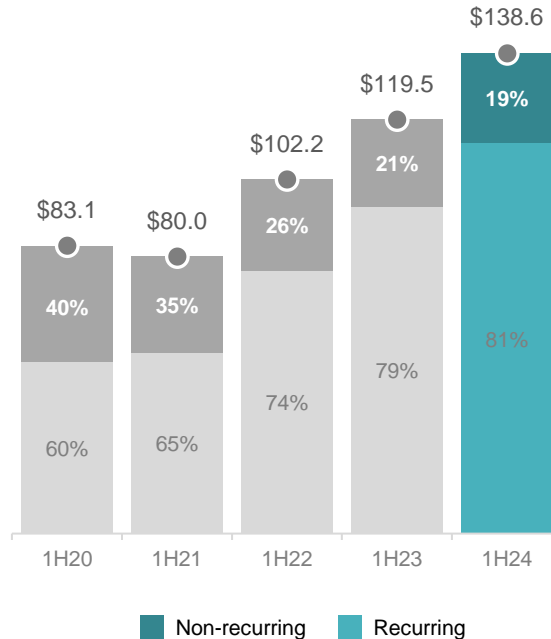
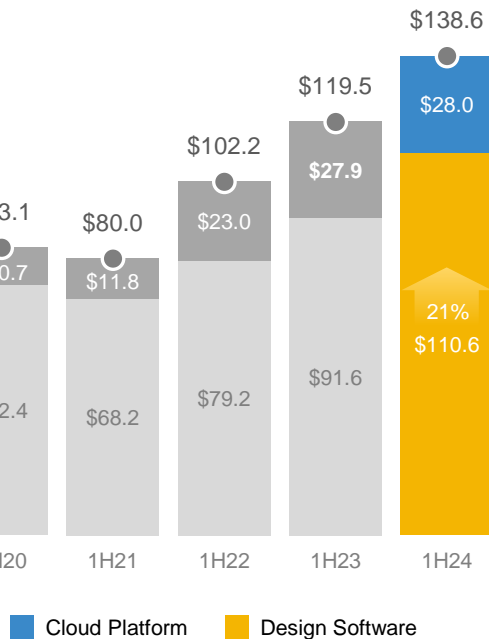
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Appendix: Company Overview

# Group Revenue

Design Software & Cloud Platform (\$M)

Recurring % Non-Recurring (\$M)



Recurring revenue grew to 81% of total revenue from 79%, driven by an increase in term-based licenses and the movement to Professional level maintenance contracts with perpetual license holders.

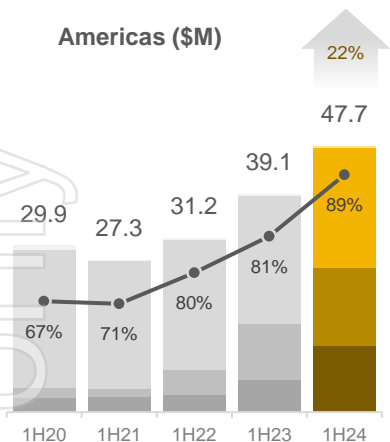
New seat TBLs reached 79% in the America's and 59% in EMEA.

The number of AD-Professional maintenance subscriptions grew 83%.

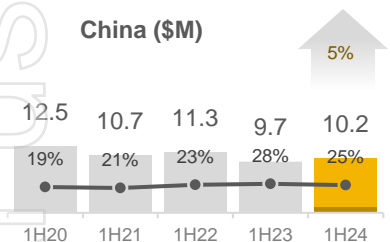
Strong growth in the installed base of TBLs continues to drive up recurring revenue

# Design Software – Revenue

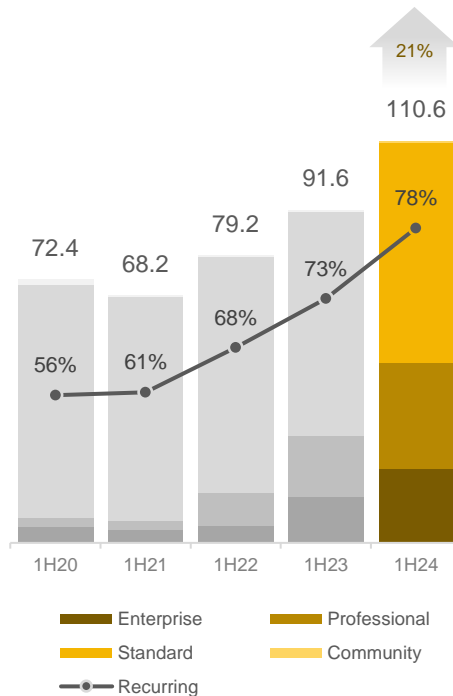
Americas (\$M)



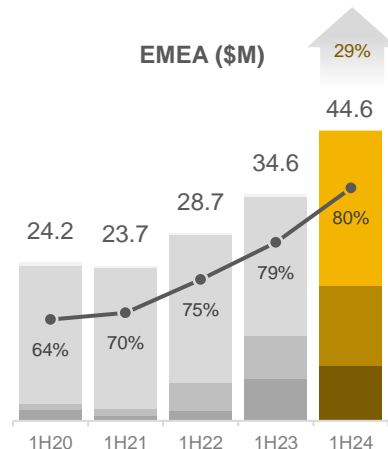
China (\$M)



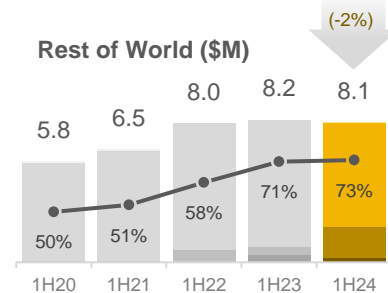
Design Software Revenue (\$M)



EMEA (\$M)



Rest of World (\$M)



Design software revenue grew by 21% with a strong performance in both the Americas and EMEA.

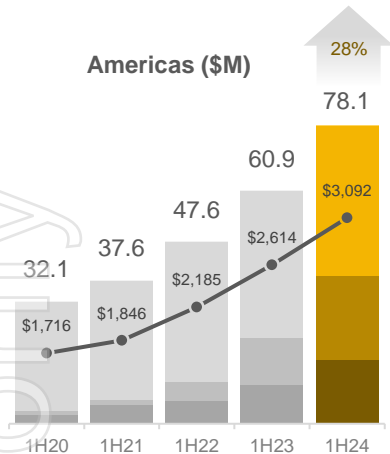
The customer base continues to move to “Higher-Value” products.

Enterprise revenue grew 61% half-over-half (\$20.4M vs. \$12.7M) while Professional revenue grew 72% (\$29.2M vs. \$17.0M).

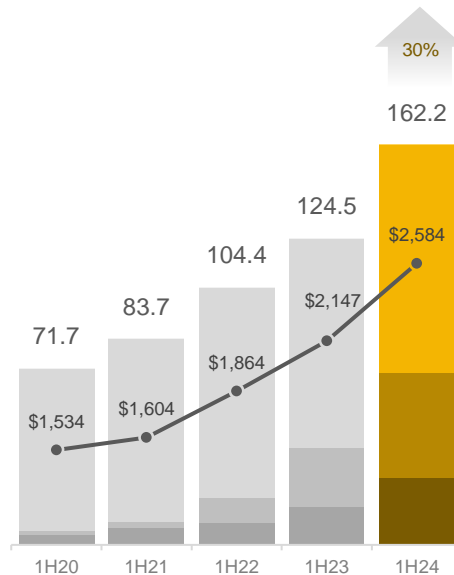


# Design Software – Annual Recurring Revenue

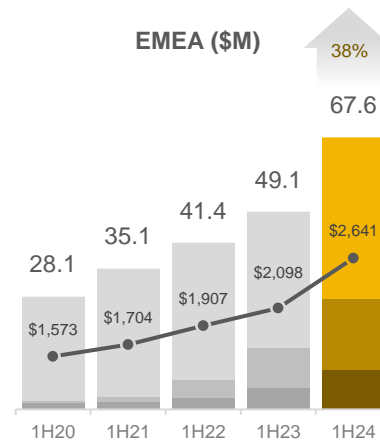
Americas (\$M)



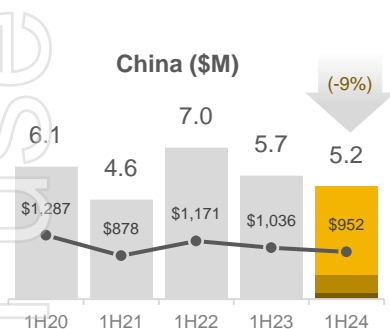
Design Software ARR (\$M)



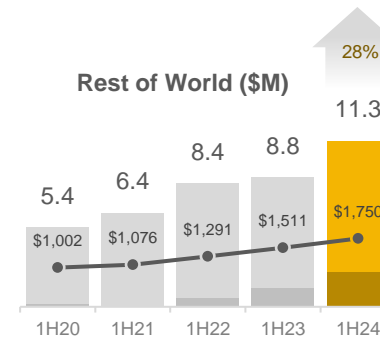
EMEA (\$M)



China (\$M)



Rest of World (\$M)



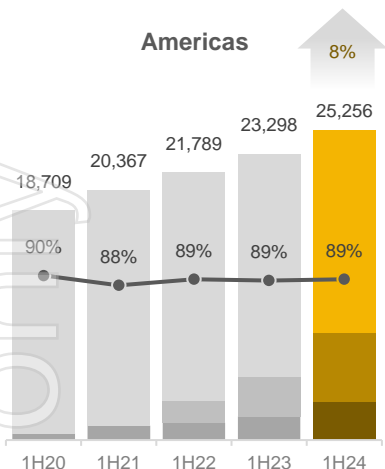
ARR grew 30% with ASSV up 20% driven by:

- The continued product-mix shift to “High-Value” subscriptions (TBL, Pro and Enterprise).
- An 8% increase in total Seats on Subscription.

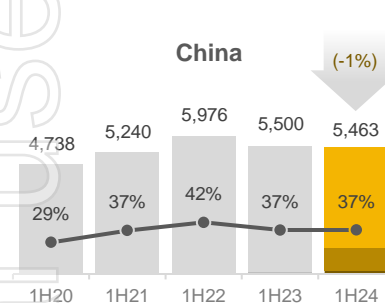
# Design Software – Seats on Subscription



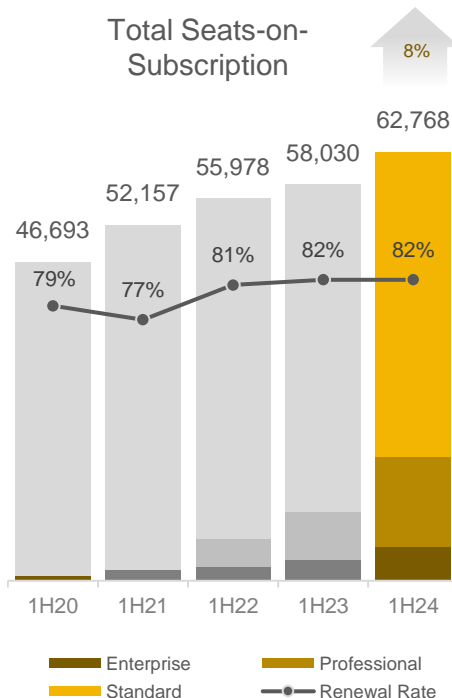
## Americas



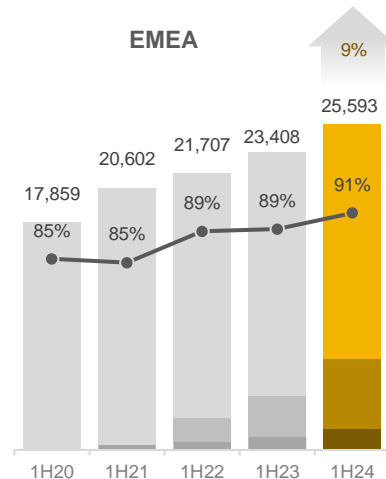
## China



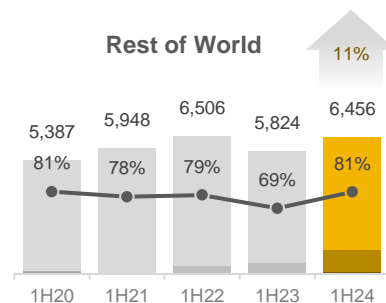
## Total Seats-on-Subscription



## EMEA



## Rest of World



Total Seats on Subscription increased by a solid 8% globally with a notable shift of the installed base into “High-Value” Subscriptions.

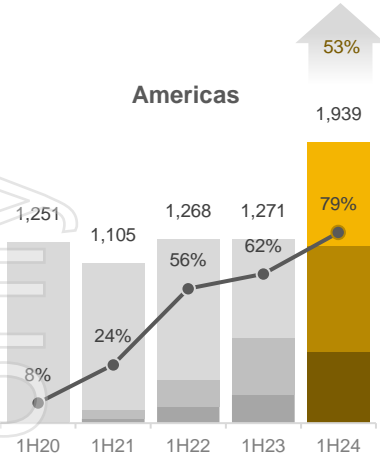
The installed base of Professional subscriptions grew 88% from 7,037 to 13,234 half-over-half.

The installed base of Enterprise subscriptions grew 61% from 3,093 to 4,970 half-over-half.

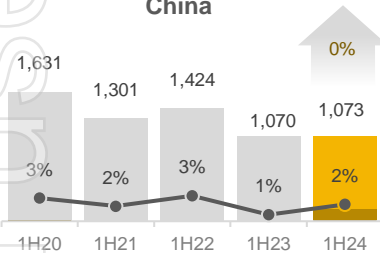
# Design Software – New Licenses



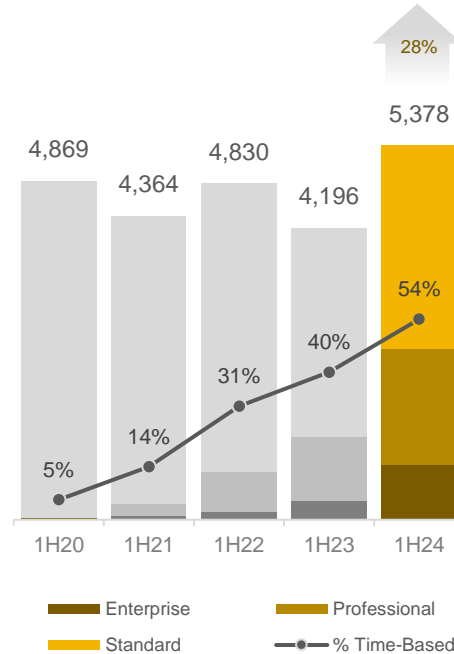
## Americas



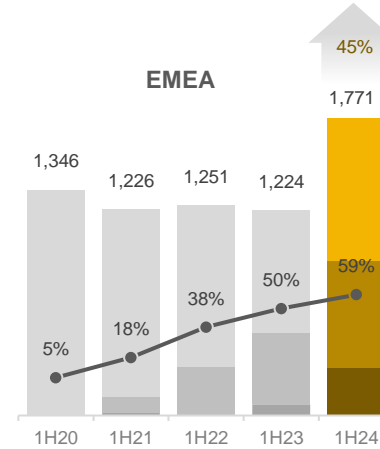
## China



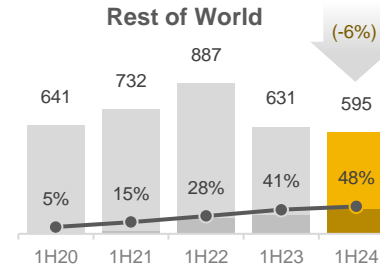
## Total New Seats Sold



## EMEA



## Rest of World



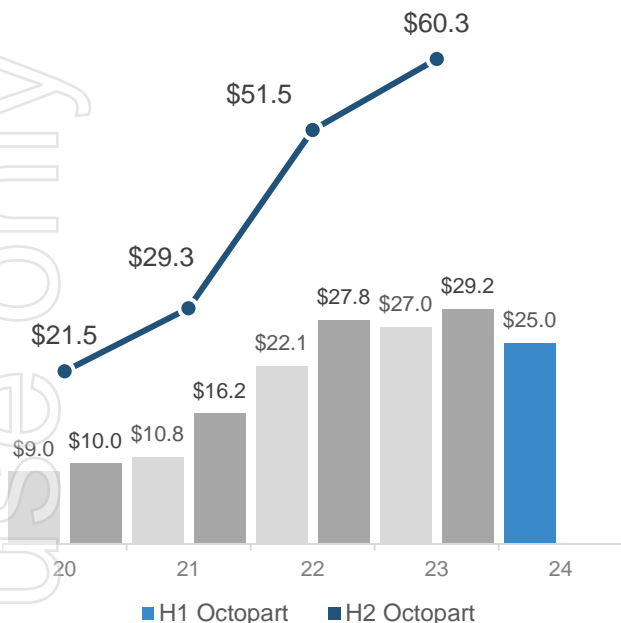
A record level of new Altium Designer licenses were sold in both the Americas and EMEA in 1H24, propelling a 28% increase in total new seat sales.

Rest of World continues to feel the effects of the lost market in Russia while China held steady during a transitional first half.

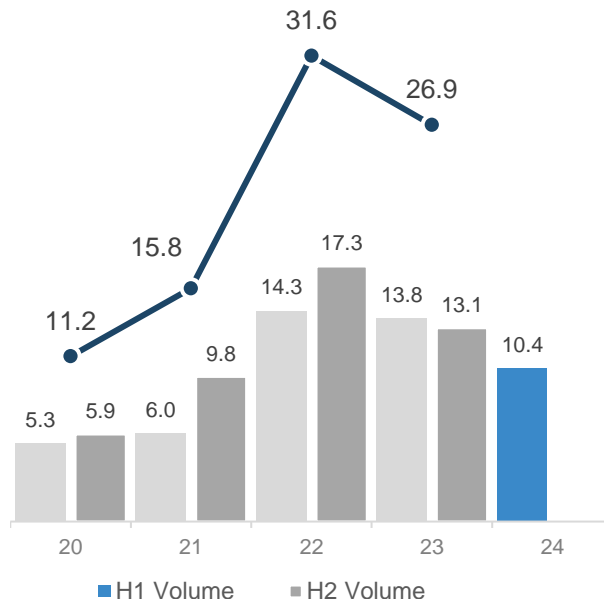
# Cloud Platform – Revenue and Octopart Offer Clicks



## Cloud Platform Revenue (\$M)



## Octopart Offer Clicks (Mil)



Octopart clicks were down 25% year-on-year, driven by cyclical softness. Early in the period we initiated a “localization” plan to provide more locally-relevant results in regional languages. Changes were implemented in Korea, Japan and Latin America, and we have seen a significant step up in clicks early in 2H24, with +21% YTD vs. the 1H24 monthly average.

Octopart revenue was buoyed by record Average Revenue Per Click of \$2.40, up 22% (\$1.96) half-over-half.

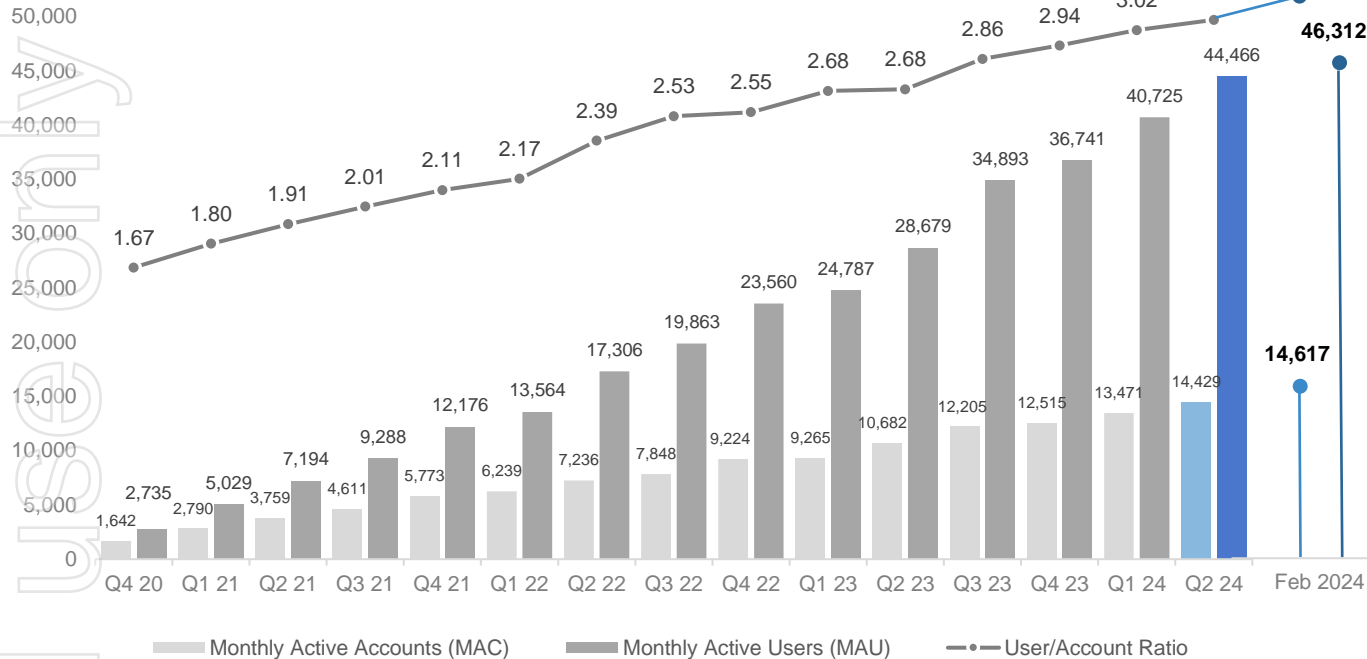
Total Cloud platform revenue for 1H24 was \$28.0M, including \$2.1M of Smart Manufacturing and \$0.9M Other.

Octopart dominance in parts search is driving up Average Revenue Per Click, while localization of Octopart is beginning to increase Offer Clicks in the Second Half

# Cloud Platform – Altium 365 Strong Adoption



Altium 365 Monthly Active Users and Monthly Active Accounts



Monthly Active Users reached a high of 46,312 in February 2024 with a half-over-half increase of 38%.

Monthly Active Accounts reached a high of 14,617 in February 2024 with a half-over-half increase of 22%.

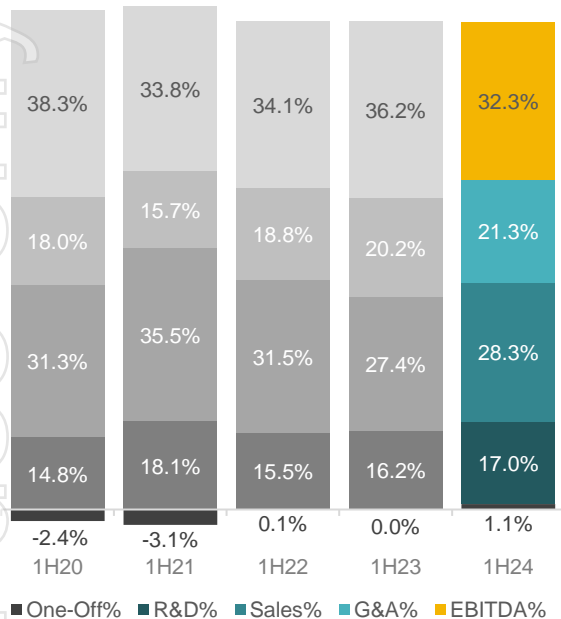
The growth of User to Account Ratio to 3.17 reflects the growing “*network effect*” of Altium 365 drawing users from outside our traditional Altium Designer userbase (such as mechanical engineers, procurement managers).

Strong adoption of Altium 365 with a growing “*Network Effect*” is driving dominance and transformation

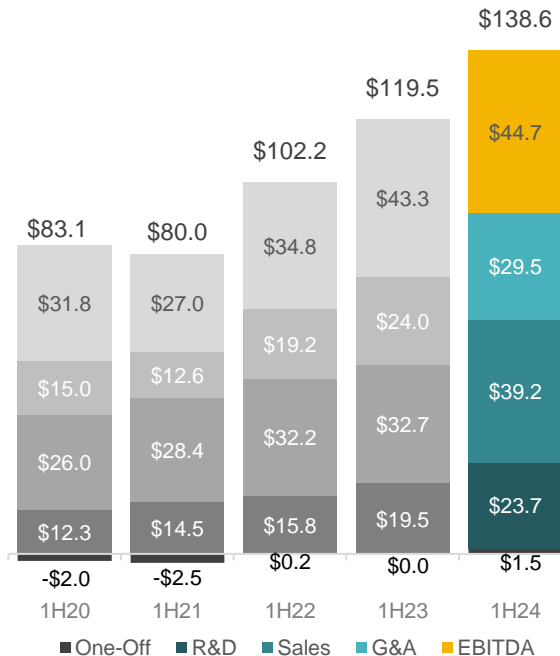


# Operating Expenses

Operating Expenses as Percentage of Revenue



Operating Expenses as Breakdown of Revenue (\$M)

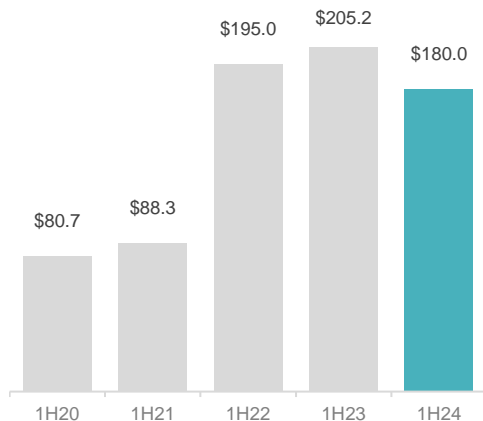


- Increases in R&D driven by investment in cloud development capability and infrastructure associated with Altium 365.
- Deep investment in the Cloud, Mid-market and Enterprise sales teams drove increases in Sales expenses.
- Growth in G&A was due to investment in Cloud and Enterprise sales leadership and the development of an internal M&A team.

# Balance Sheet

## Solid Balance Sheet Position

### Cash and Cash Equivalents (\$M)



### Balance sheet strength

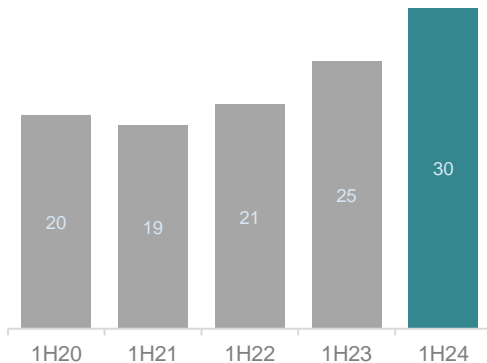
- Altium continues to judiciously manage its cash position and has begun to deploy capital to grow the portfolio of A365 applications through acquisition. The robust net asset position and zero debt provides options for growth.

	Dec-23 \$ '000	Jun-23 \$ '000	Dec-22 US\$ '000	Jun-22 US\$ '000	Dec-21 US\$ '000
Cash and cash equivalents	179,982	200,975	205,328	199,287	195,019
Trade and other receivables	61,818	61,180	66,351	63,486	51,031
Other current assets	36,015	26,685	12,666	10,686	8,735
Assets classified as held for sale	-	-	-	422	-
<b>Total current assets</b>	<b>277,815</b>	<b>288,840</b>	<b>284,345</b>	<b>273,881</b>	<b>254,785</b>
Trade and other receivables	32,575	30,604	1,121	1,629	1,460
Investment	3,373	3,373	3,373	3,274	3,155
Property, plant and equipment	5,786	4,530	5,690	12,012	12,986
Intangible assets	58,937	40,751	42,297	43,926	45,631
Other non-current assets	60,561	59,149	42,792	46,728	47,092
<b>Total non-current assets</b>	<b>161,232</b>	<b>138,407</b>	<b>95,273</b>	<b>107,569</b>	<b>110,324</b>
<b>Total assets</b>	<b>439,047</b>	<b>427,247</b>	<b>379,618</b>	<b>381,450</b>	<b>365,109</b>
Trade and other payables	20,846	22,949	20,063	20,058	17,452
Tax liabilities	7,334	5,498	2,249	3,672	13,526
Provisions	4,197	3,862	3,456	3,837	2,806
Lease liabilities	3,440	3,603	2,323	5,364	4,973
Customer contract liabilities	64,991	66,940	54,398	56,449	51,062
Other liabilities - current	2,208	-	-	-	-
<b>Total current liabilities</b>	<b>103,016</b>	<b>102,852</b>	<b>82,489</b>	<b>89,380</b>	<b>89,819</b>
Deferred tax	2,796	3,146	3,474	3,804	4,183
Provisions	537	505	356	476	379
Customer contract liabilities	8,513	8,690	7,888	8,835	6,474
Lease liabilities	6,255	7,413	1,486	4,088	3,706
Other liabilities - non-current	2,220	416	12	13	-
<b>Total non-current liabilities</b>	<b>20,321</b>	<b>20,170</b>	<b>13,216</b>	<b>17,216</b>	<b>14,742</b>
<b>Total liabilities</b>	<b>123,337</b>	<b>123,022</b>	<b>95,705</b>	<b>106,596</b>	<b>104,561</b>
<b>Net assets</b>	<b>315,710</b>	<b>304,225</b>	<b>283,913</b>	<b>274,854</b>	<b>260,548</b>
Contributed equity and reserves	165,166	161,915	156,419	153,568	151,903
Retained profits	150,544	142,310	127,494	121,286	108,645
<b>Total equity</b>	<b>315,710</b>	<b>304,225</b>	<b>283,913</b>	<b>274,854</b>	<b>260,548</b>

# Cash Flow

## Positive cash flow

### Dividends Paid/Declared (AUD¢)



### Operating Cash flow

- Operating cash flow decreased by 30.8% (pcp) after higher net cash receipts from customers of 14.6% were offset by increased investment in our cloud platform and our enterprise go-to-market strategies and income tax payments.

### Cash flows from operating activities

	1H24 US\$ '000	1H23 US\$ '000	1H22 US\$ '000	1H21 US\$ '000	1H20 US\$ '000
Receipts from customers	137,029	119,596	108,526	91,132	95,325
Payments to suppliers and employees	(101,230)	(77,645)	(71,682)	(62,253)	(71,440)
Interest received	1,417	1,292	127	107	592
Interest and other finance costs paid	(343)	(156)	(270)	(360)	-
Net income taxes paid	(13,723)	(9,616)	(3,416)	(9,921)	(3,686)
<b>Operating cash flow</b>	<b>23,150</b>	<b>33,471</b>	<b>33,285</b>	<b>18,705</b>	<b>20,791</b>

### Payments for property, plant and equipment

	(2,155)	(600)	(236)	(1,327)	(1,733)
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### Payments for intangibles

	-	-	(231)	(588)	(262)
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### Free cash flow

	<b>20,995</b>	<b>32,871</b>	<b>32,818</b>	<b>16,790</b>	<b>18,796</b>
--	---------------	---------------	---------------	---------------	---------------

### Cash flows from investing activities

Payments for acquisition of subsidiary	(15,233)	-	-	-	-
Payments of contingent and deferred consideration	-	-	-	(50)	(3)
Proceeds from sale of TASKING, net of separation costs and tax paid	-	-	(5,507)	-	-

### Cash flows from financing activities

Dividends paid	(24,797)	(23,439)	(20,143)	(18,351)	(16,050)
Repayment of principal component of lease liabilities	(1,679)	(2,474)	(2,961)	(2,828)	(2,720)

### Increase/(decrease) in cash and equivalents

	(20,714)	6,958	4,207	(4,439)	23
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### Effect of exchange rate changes

	(279)	(917)	(729)	(149)	112
--	-------	-------	-------	-------	-----

### Total increase/(decrease) in cash and equivalents

	<b>(20,993)</b>	<b>6,041</b>	<b>3,478</b>	<b>(4,588)</b>	<b>135</b>
--	-----------------	--------------	--------------	----------------	------------

# First Half FY24 Results Key Metrics

Strong performance for all key financial metrics at the Group level – Revenue, EBITDA and PAT

## Group

- Strong growth in revenue and PAT in 1H FY24

## Revenue – Strong top line growth of 16%

- Reported revenue increased by 16% to \$138.6 million in 1H FY24
- Underpinned by improvements in both Mainstream and Enterprise Design Software

## EBITDA – Underlying EBITDA margin of 33.4%

- Reflects investments in Cloud and Enterprise businesses

## PAT – strong bottom-line profitability: +11%

- PAT for continuing operations, increased to \$33.0M

	1H24	1H23	+/- %	1H22	1H21	1H20
	US\$M	US\$M		US\$M	US\$M	US\$M
Revenue - continuing operations	138.6	119.5	16%	102.2	80.0	83.1
Reported expenses	93.9	76.2	23%	67.4	53.0	51.3
EBITDA	44.7	43.3	3%	34.8	27.0	31.8
Depreciation and amortisation	4.0	4.7	-14%	5.8	6.0	5.3
EBIT	40.7	38.6	5%	29.0	21.0	26.5
Net interest	1.9	0.6	233%	0.0	-0.3	0.3
Profit before income tax	42.6	39.2	9%	29.0	20.7	26.8
Income tax expense	9.5	9.5	0%	6.1	4.1	7.9
Profit after tax - continuing operations	33.0	29.6	11%	22.9	16.7	18.9
Profit after tax - discontinued operations	0.0	0.0	0%	-0.1	3.1	4.2
EPS (USD cents)	25.1	22.5	11%	17.4	12.7	14.5
Dividends (AUD cents)	30.0	25.0	20%	21.0	19.0	20.0
Key Margin Analysis						
EBITDA margin	32.3%	36.2%	-3.9 pts	34.1%	33.8%	38.3%
EBITDA margin underlying	33.4%	36.2%	-2.8 pts	34.1%	30.6%	35.9%
Net profit before tax margin	30.7%	32.8%	-2.1 pts	28.4%	25.9%	32.3%
Net profit after tax margin	23.8%	24.8%	-1.0 pts	22.5%	20.8%	22.7%
Effective tax rate	22.4%	24.3%	-1.9 pts	21.2%	19.7%	29.5%
Balance Sheet						
Cash and equivalents	180.0	205.3	-12%	195.0	88.5	80.7
Net assets	315.7	283.9	11%	260.5	187.2	192.7
Operating cash flow	23.2	33.5	-31%	33.3	18.7	20.8

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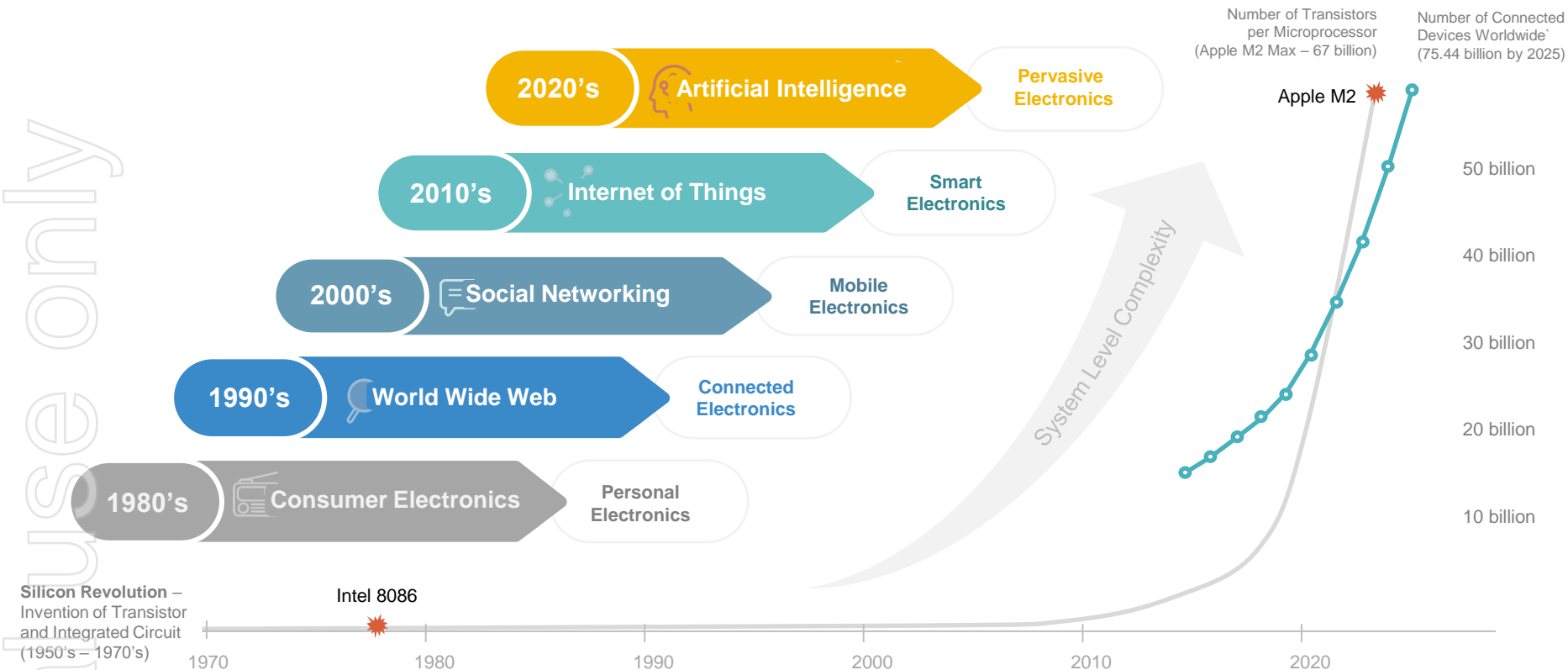
Transformational Opportunity for Growth and TAM Expansion

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Appendix: Company Overview



# Technology Megatrends and Proliferation of Electronics





*“To transform the electronics industry through the **cloud-enablement** of all **industry processes** involved in the **development and production of electronics hardware**”*



World's largest  
Phone companies

Owns No  
**Telco  
Infrastructure**



World's most  
Valuable retailer

Owns No  
**Inventory**

facebook

Most popular  
Media owner

Owns No  
**Content**



World's largest  
Software vendors

Own No  
**Apps**

NETFLIX

World's largest  
movie house

Owns No  
**Cinema**



World's largest  
taxi company

Owns No  
**Taxis**



World's largest  
Accommodation  
provider

Owns No  
**Real Estate**



**Altium**

World's largest platform  
for the development  
and production  
of electronics hardware

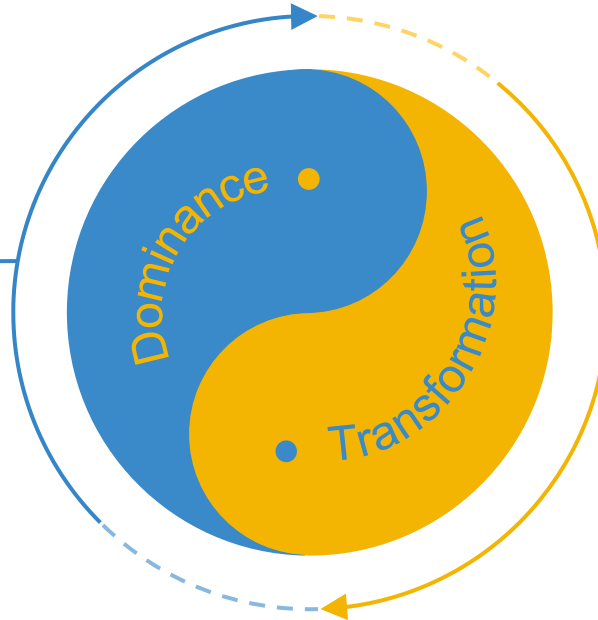
Owns No  
**Fab or Factory**



## Transformation through Dominance and Dominance through Transformation

### Design Software

Make Altium synonymous with PCB design within the electronic industry to the point of “virtual monopoly”



### Cloud Platform

Grow “network effect” with strong “data gravity” among professionals and organizations that are involved with the creation of electronic hardware

Our Strategy Acts as a Flywheel that Builds Momentum towards a Breakthrough

# Three Category Leading Products in the Electronics Industry

Altium

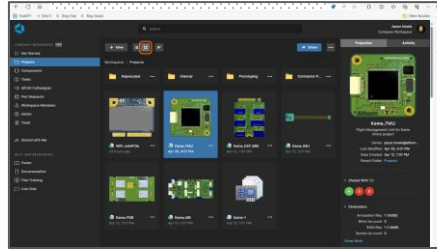
## Number One **Design Software for Printed Circuit Board**



Altium Designer

- Largest Professional Userbase
- Most Popular Design Tool
- Over 100,000 Active Seats
- Over 62,000 Commercial Subscribers

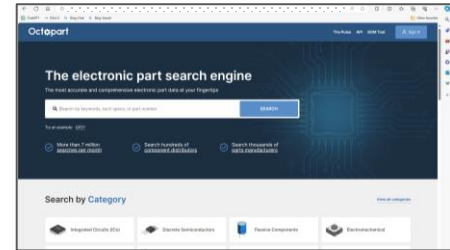
## Number One **Cloud Platform for Electronics Hardware Development**



Altium 365

- The First Cloud Platform for the Electronics Industry
- Over 46K Monthly Active Users
- Over 14K Monthly Active Accounts

## Number One **Search Website for Sourcing Electronics Parts**

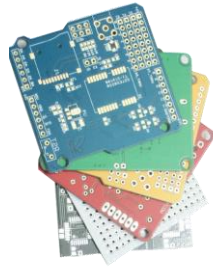


Octopart

- The Most Popular Search Platform for Electronics Parts
- Over 7 million searches each month
- Over 55 million electronic components stored



**Altium** has the **Opportunity to Disrupt the Electronics Industry** in the Same Way that **Amazon** Disrupted the E-Commerce Industry



**Altium**



**amazon.com**



# Complexity of Designing and Manufacturing High-Tech Products

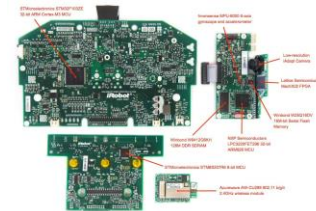


## Smart Vacuum Cleaner



**iRobot**

### Electronic Design & Manufacturing



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

### Product Design & Manufacturing



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

### System Modelling & Engineering Analytics



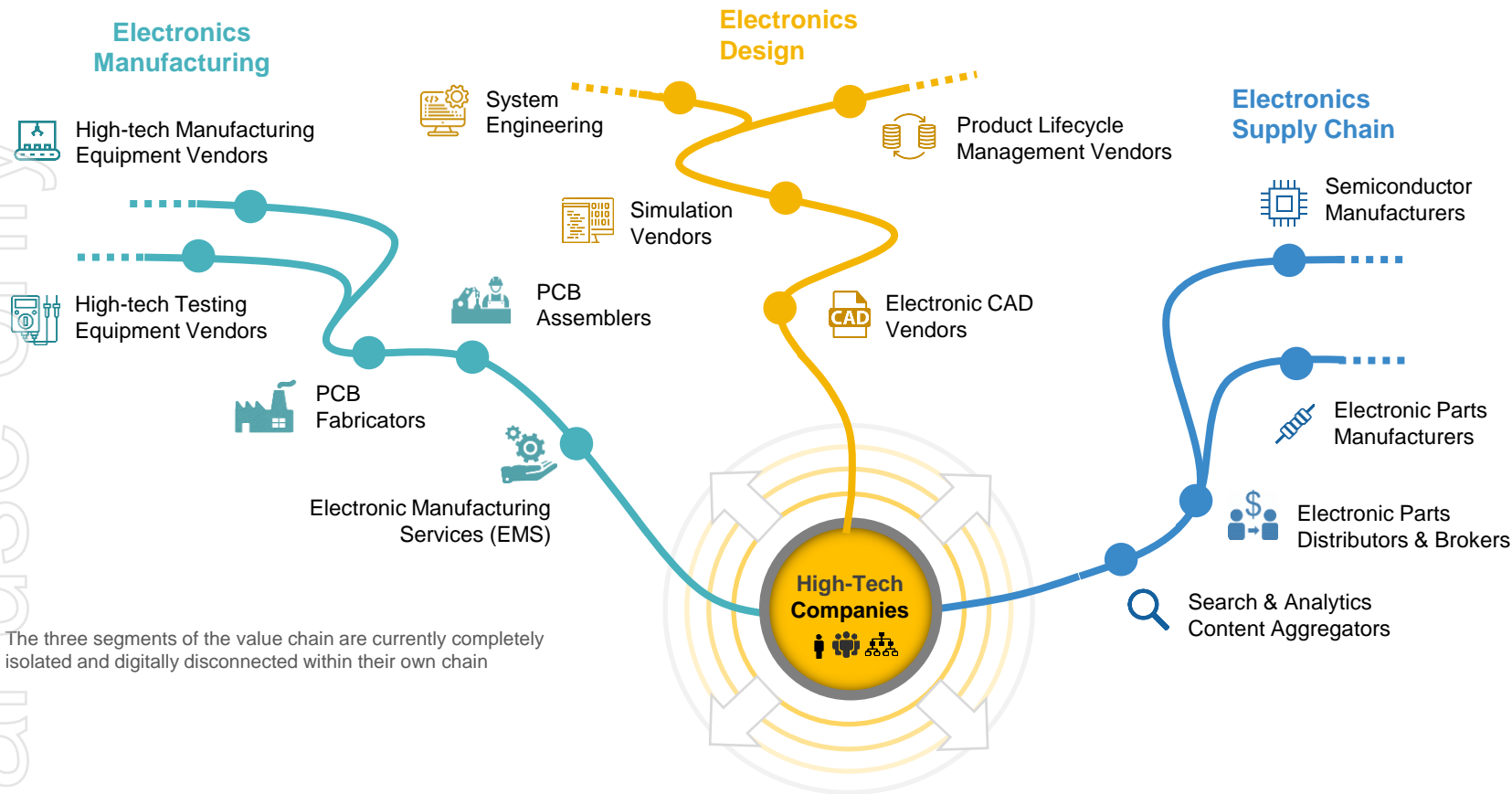
- Safety
- Performance
- Compliance
- Engineering Expertise

### Software, Silicon & Computing



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

# Electronics Industry Value Chain



# Altium Cloud Platform and US Route 66 Strategy

Altium



ALTUM 365



## Systems Technology

### Consumer Electronics



### Automotive



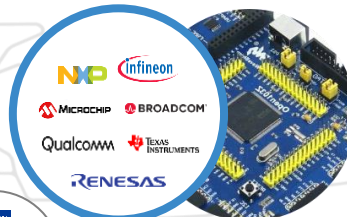
### Medical Technology



### Aerospace & Defense



### Semiconductors



### Electronics & High-Tech



### Computing and IT



### Industrial Automation and Robotics



### High Tech Manufacturing

## Semiconductor Technology

# Three Fronts of Transformation Within Altium



## Driving Volume and Value for Dominance

### End-Users



Driving User Adoption through  
Altium Designer  
Pro Subscription

## Monetizing Beyond PCB Designers

### SMB Customers



Driving Adoption through Altium 365  
Industry Apps

## Delivering Industry Solutions for Transformation

### Large Enterprises



Driving Adoption through Industry  
Solutions





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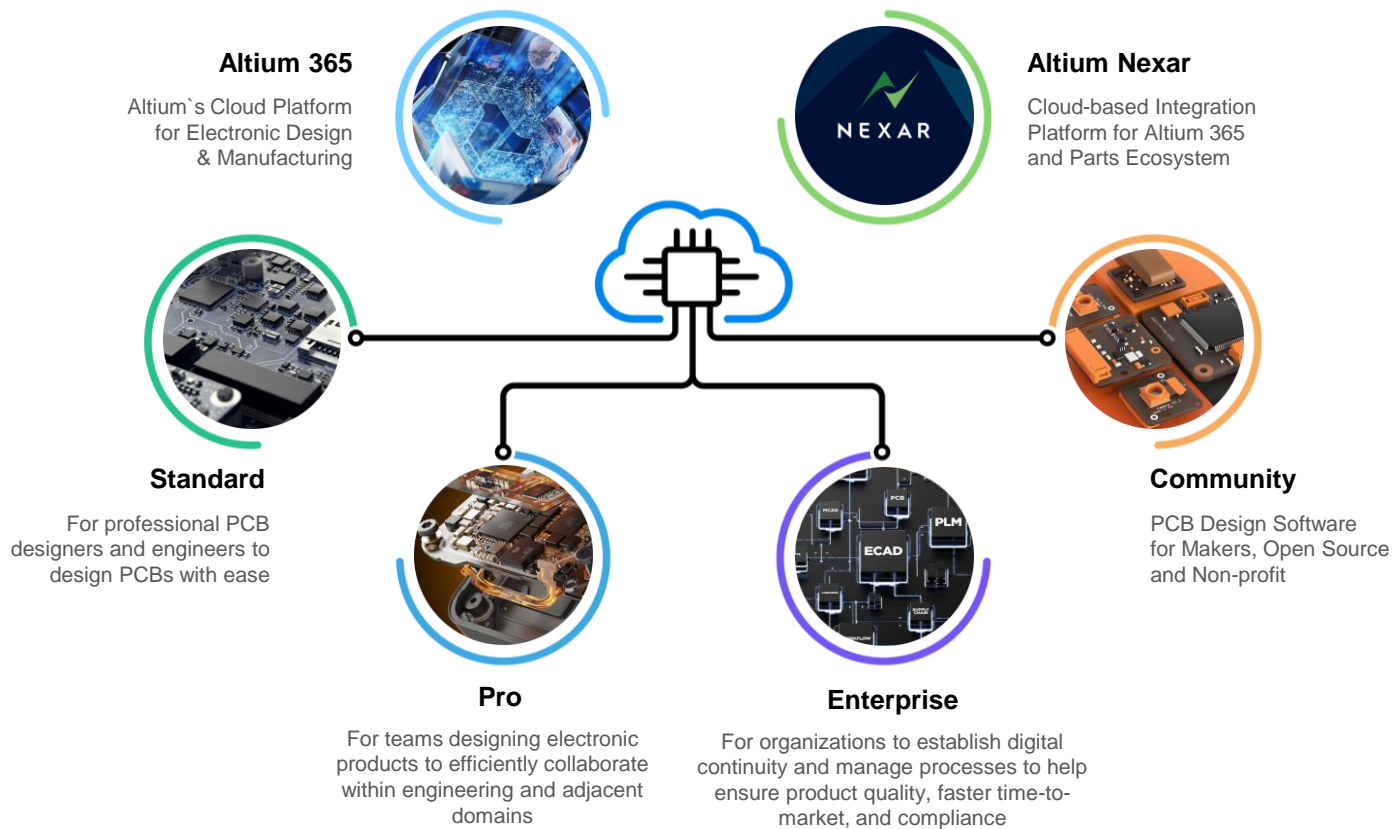
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# Mainstream Dominance with Diversity of Applications and High-Profile Customers

Altium

## Automotive



## Aerospace & Defence



## Life Sciences



## Mobile Devices



## Consumer- Electronics



## Electronics & High-Tech



## Research & Education



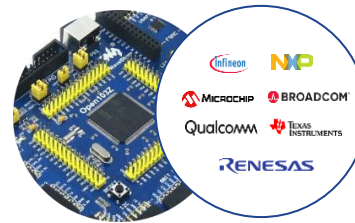
## Industrial Controls



## Computers



## Semiconductors



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

**Global HQ**  
San Diego

**Regional HQ**  
Munich

**Regional HQ**  
Shanghai

**Corporate & Registered Office**  
ASX Listing Sydney

## R&D Centers

Brooklyn  
Cambridge  
Ho Chi Minh City  
Katowice  
Kiev  
San Diego (La Jolla)  
Shanghai  
Toronto  
Vancouver

## Main Operating Centers

Manhattan (New York City)  
San Diego  
Munich  
Shanghai  
Sydney

## Sales & Support Centers

Bangalore  
Beijing  
Boston  
Chengdu  
Dallas  
Karlsruhe  
Markelo

Munich  
San Diego (La Jolla)  
Shanghai  
Shenzhen  
Stansted Abbots  
Sydney  
Tokyo



## **Big Thinking** (in pursuit of purpose)

Setting ambitious long-term goals that stakeholders at all levels can appreciate and get behind

## **Ingenuity** (of AND)

Shows an ability to work with complexity and polarities. Demonstrating resourcefulness and creative thinking to generate options or solutions. Balancing risks, rewards and conflicting priorities in solving problems.

## **Diversity** (of thought)

Demonstrates an ability to think "out of the box" and listens to new ideas.

## **Agility** (of action)

Showing an ability to shift quickly to be more effective based on the situation. Demonstrating an ability to fail fast or win quickly.

## **Courage** (of conviction)

Living and dying by the sword, a fearless mindset to express one's conviction borne out of relentless desire to succeed.

## **Adaptability** (of approach)

Thriving on change and flexibility. Demonstrating a global view and understanding not just how, but why.

## **Transparency** (of intent)

Demonstrating open and honest two-way communication with others in relation to the why, the what and the how.

## **Grit** (in pursuit of mission)

Load bearing and demonstrating resolve to move through adversity or obstacles. Remains objective and positive through periods of change.

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# 1H Historical Data

## DESIGN SOFTWARE - REVENUE BY PRODUCT

	GROUP (\$M)				
	1H20	1H21	1H22	1H23	1H24
Total Revenue By Product	72.4	68.2	79.2	91.6	110.6
Standard	63.9	61.6	64.8	61.4	60.6
Professional	2.8	2.5	9.3	17.0	29.2
Enterprise	4.3	3.6	4.6	12.7	20.4
Community	1.4	0.5	0.5	0.5	0.4

## DESIGN SOFTWARE - ARR BY PRODUCT

	GROUP (\$M)				
	1H20	1H21	1H22	1H23	1H24
Total ARR By Product	71.7	83.7	104.4	124.5	162.2
Standard	65.8	73.9	85.1	84.9	92.2
Professional	1.4	2.4	10.0	23.6	42.5
Enterprise	4.2	7.0	8.9	15.6	27.2
Community	0.3	0.4	0.4	0.4	0.3

## SEATS ON SUBSCRIPTION BY PRODUCT

	GROUP (#)				
	1H20	1H21	1H22	1H23	1H24
Total Subscriptions by Product	46,693	52,157	55,978	58,030	62,768
Standard	45,925	50,510	49,858	47,900	44,564
Professional	-	-	3,981	7,037	13,234
Enterprise	768	1,647	2,139	3,093	4,970

## NEW LICENSES BY PRODUCT

	GROUP (#)				
	1H20	1H21	1H22	1H23	1H24
Total New License By Product	4,869	4,364	4,830	4,196	5,378
Standard	4,840	4,137	4,147	3,000	2,925
Professional	-	169	563	924	1,665
Enterprise	29	58	120	272	788

## ASSV

	GROUP				
	1H20	1H21	1H22	1H23	1H24
ASSV	\$ 1,534	\$ 1,604	\$ 1,864	\$ 2,147	\$ 2,584

## Design Software Revenue (Recurring vs Non-Recurring)

	GROUP (\$M)				
	1H20	1H21	1H22	1H23	1H24
Recurring Revenue	40.7	41.5	53.8	67.3	86.6
Non-Recurring Revenue	31.7	26.7	25.4	24.3	24.0
Total Design Software Revenue	72.4	68.2	79.2	91.6	110.6

Americas (\$M)					
1H20	1H21	1H22	1H23	1H24	
29.9	27.3	31.2	39.1	47.7	
24.8	23.1	23.4	23.1	21.6	
1.7	1.3	4.4	9.9	14.0	
2.6	2.8	3.1	5.9	11.8	
0.8	0.1	0.3	0.2	0.3	

Americas (\$M)					
1H20	1H21	1H22	1H23	1H24	
32.1	37.6	47.6	60.9	78.1	
28.6	31.2	36.5	38.2	39.2	
0.8	1.2	4.8	12.3	21.9	
2.5	5.0	6.1	10.2	16.8	
0.2	0.2	0.2	0.2	0.2	

Americas (#)					
1H20	1H21	1H22	1H23	1H24	
18,709	20,367	21,789	23,298	25,256	
18,153	19,198	18,611	18,080	16,489	
-	-	1,756	3,276	5,692	
556	1,169	1,422	1,942	3,075	

Americas (#)					
1H20	1H21	1H22	1H23	1H24	
1,251	1,105	1,268	1,271	1,939	
1,242	1,014	973	684	716	
-	60	180	390	733	
9	31	115	197	490	

Americas					
1H20	1H21	1H22	1H23	1H24	
\$ 1,716	\$ 1,846	\$ 2,185	\$ 2,614	\$ 3,092	

Americas (\$M)					
1H20	1H21	1H22	1H23	1H24	
19.9	19.4	25.0	31.5	42.5	
10.0	7.9	6.2	7.6	5.2	

EMEA (\$M)					
1H20	1H21	1H22	1H23	1H24	
24.2	23.7	28.7	34.6	44.6	
21.0	21.5	22.8	21.3	23.8	
1.0	1.1	4.2	6.6	12.3	
1.7	0.8	1.5	6.4	8.3	
0.5	0.3	0.2	0.3	0.1	

EMEA (\$M)					
1H20	1H21	1H22	1H23	1H24	
28.1	35.1	41.4	49.1	67.6	
25.9	31.8	33.8	33.6	40.0	
0.5	1.1	4.6	10.0	17.6	
1.6	2.0	2.8	5.3	9.9	
0.1	0.2	0.2	0.2	0.1	

EMEA (#)					
1H20	1H21	1H22	1H23	1H24	
17,859	20,602	21,707	23,408	25,593	
17,792	20,187	19,178	19,133	18,398	
-	-	1,887	3,196	5,514	
67	415	642	1,079	1,681	

EMEA (#)					
1H20	1H21	1H22	1H23	1H24	
1,346	1,226	1,251	1,224	1,771	
1,346	1,115	961	728	850	
-	95	285	430	635	
-	16	5	66	286	

EMEA					
1H20	1H21	1H22	1H23	1H24	
\$ 1,573	\$ 1,704	\$ 1,907	\$ 2,098	\$ 2,641	

EMEA (\$M)					
1H20	1H21	1H22	1H23	1H24	
15.5	16.5	21.6	27.3	35.6	
8.7	7.2	7.1	7.3	9.0	

China (\$M)					
1H20	1H21	1H22	1H23	1H24	
12.5	10.7	11.3	9.7	10.2	
12.5	10.7	11.3	9.7	9.1	
-	-	-	-	1.1	
-	-	-	-	-	
-	-	-	-	-	

China (\$M)					
1H20	1H21	1H22	1H23	1H24	
6.1	4.6	7.0	5.7	5.2	
6.1	4.6	7.0	5.6	4.1	
-	-	-	0.1	0.8	
-	-	-	-	0.3	
-	-	-	-	-	

China (#)					
1H20	1H21	1H22	1H23	1H24	
4,738	5,240	5,976	5,500	5,463	
4,718	5,210	5,931	5,413	4,344	
-	-	6	48	991	
20	30	39	39	128	

China (#)					
1H20	1H21	1H22	1H23	1H24	
1,631	1,301	1,424	1,070	1,073	
1,611	1,291	1,424	1,070	909	
-	-	-	-	152	
20	10	-	-	12	

China					
1H20	1H21	1H22	1H23	1H24	
\$ 1,287	\$ 878	\$ 1,171	\$ 1,036	\$ 952	

China (\$M)					
1H20	1H21	1H22	1H23	1H24	
2.4	2.3	2.6	2.7	2.6	
10.1	8.4	8.7	7.0	7.6	

ROW (\$M)					
1H20	1H21	1H22	1H23	1H24	
5.8	6.5	8.0	8.2	8.1	
5.6	6.3	7.3	7.3	6.0	
0.1	0.1	0.7	0.5	1.8	
-	-	-	0.4	0.3	
0.1	0.1	-	-	-	

ROW (\$M)					
1H20	1H21	1H22	1H23	1H24	
5.4	6.4	8.4	8.8	11.3	
5.2	6.3	7.8	7.5	8.9	
0.1	0.1	0.6	1.2	2.3	
0.1	-	-	0.1	0.1	
-	-	-	-	-	

ROW (#)					
1H20	1H21	1H22	1H23	1H24	
5,387	5,948	6,506	5,824	6,456	
5,262	5,915	6,138	5,274	5,333	
-	-	332	517	1,037	
125	33	36	33	86	

ROW (#)					
1H20	1H21	1H22	1H23	1H24	
641	732	887	631	595	
641	717	789	518	450	
-	14	98	104	145	
-	1	-	9	-	

ROW					
1H20	1H21	1H22	1H23	1H24	
\$ 1,002	\$ 1,076	\$ 1,291	\$ 1,511	\$ 1,750	

ROW (\$M)					
1H20	1H21	1H22	1H23	1H24	
2.9	3.3	4.6	5.8	5.9	
2.9	3.2	3.4	2.4	2.2	



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Metric	Definition
EBITDA	Earnings before Interest, Tax, Depreciation and Amortisation
EBITDA Margin	EBITDA divided by Revenue
Underlying EBITDA	EBITDA adjusted for one-off items not expected to reoccur in the normal operating cycle and/or items identified by management and reported to the CODM bodies as not representing the underlying performance of the business.
Underlying EBITDA Margin	Underlying EBITDA divided by Revenue
Recurring Revenue	<p>Recurring Revenue is used by Altium to assess the estimated amount of Altium's revenue which is recurring in nature to project future revenue. The calculation of Recurring Revenue at the end of the relevant financial period adjusts Total Statutory Revenue to remove amounts for:</p> <ul style="list-style-type: none"> <li>○ Revenue recognised upfront from Perpetual Licences</li> <li>○ Training and deployment services</li> <li>○ Hardware revenue; and</li> <li>○ License upgrades</li> </ul>
Annual Recurring Revenue (ARR)	<p>Annual Recurring Revenue (ARR): the total annualised contracted value of all licenses that are term-based and subscription services (excluding perpetual licenses) that are recurring in nature. The total annualised contract value is calculated as total value of open active contracts at the relevant financial period end divided by the length of the contract in days and multiplied by 365. Calculation refined in FY23 to utilise more granular regional and customer level data rather than weighted averages. Historical data has been presented on a basis consistent with the FY23 methodology.</p>
Average Subscription Seat Value (ASSV)	<p>ARR divided by total number of active seats on subscription. Replaced ARRPU in FY23 to utilise more granular data at the individual contract level. Historical data has been presented on a basis consistent with the FY23 methodology.</p>

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## Removal of Guidance for FY24

Due to the proposed acquisition of Altium by Renesas through a Scheme Implementation Agreement, Altium has suspended the practice of providing forward-looking guidance.

## Reaffirm Aspirational Targets for FY26

Altium management will continue to drive the business to deliver a strong performance and remains committed to delivering its aspirational fiscal 2026 targets of US\$500 million\* revenue and underlying EBITDA margin of 38-40% and 100,000 software seats on subscription.

\* With stronger uptake of higher-value subscription seats the US\$500M target will be reached with only 75,000 to 90,000 seats on subscription. However, 100,000 seats on subscription remains an independent aspirational goal.