Agenda

1. Altium’s Journey of Transformation
2. Uniqueness of Altium in the Engineering Software Ecosystem
3. Altium’s Confidence in its Ability to Execute
4. Our Flight Path to Dominance
Outstanding Value-Creation Track-Record Over Time

Delivering Value for our Shareholders is a Hallmark of Altium…

- A history of setting and over-achieving aggressive long-term financial targets
- Eight consecutive years of double-digit revenue growth & expanding margin
- Focused execution with the “ingenuity of and” 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.
** Three months out analysts’ consensus pointed to a revenue target of $208M for FY2020
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

<table>
<thead>
<tr>
<th>Metric</th>
<th>Amount</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$88.3m</td>
<td>Down 5%</td>
</tr>
<tr>
<td>PBT</td>
<td>$20.7m</td>
<td>Down 23%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>$27.0m</td>
<td>Down 15%</td>
</tr>
<tr>
<td>Revenue</td>
<td>$80.0m</td>
<td>Down 4%</td>
</tr>
<tr>
<td>EBITDA Margin</td>
<td>33.8%</td>
<td>Down from 38.3%</td>
</tr>
<tr>
<td>5 Year Revenue CAGR</td>
<td>17%</td>
<td></td>
</tr>
<tr>
<td>Debt Free</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

All figures relate to first half results presentation, Feb 2021

### Altium Designer Dominance

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

<table>
<thead>
<tr>
<th>Statistic</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Seats Sold</td>
<td>3,590</td>
</tr>
<tr>
<td>Total Dominance in China</td>
<td></td>
</tr>
<tr>
<td>Over 30 Years of R&amp;D</td>
<td></td>
</tr>
<tr>
<td>Over 52,157 Seats on Subscription</td>
<td>Up 12%</td>
</tr>
<tr>
<td>Direct Presence in Most Markets</td>
<td></td>
</tr>
</tbody>
</table>

### Altium 365 Adoption

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

<table>
<thead>
<tr>
<th>Statistic</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Active Users</td>
<td>Over 13,000</td>
</tr>
<tr>
<td>Active Accounts</td>
<td>Over 6,300</td>
</tr>
</tbody>
</table>

Launched 1 May 2020

* As of June 2021, and compared to Feb 2021 data
Altium’s Market-Leading Products and Cloud Platform

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 & High-Profile Customers

Altium is the differentiated category leader of PCB design and empowers innovation for a diverse array of leading customers
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Printed Circuit Boards are central to the design & realization of electronics and smart connected products

Nasa’s Mars Ingenuity Copter’s electronics were designed using Altium software
Electronics are Responsible for 40% of a New Car’s Total Cost

Where the PCBs go in Automobiles

- Engine Control System
- Battery Control System
- ECL/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
The Economic Forces Shaping the Future of Smart Products

- 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

iRobot Smart Vacuum Cleaner
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

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

Product Design & Manufacturing

Software, Silicon & Computing

Minerva
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

$2 Trillion
Estimated Size of the Electronic Industry

Product Design & Manufacturing

- 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.

System Modelling & Engineering Analytics

- 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.
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.

- 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 motivated but low organizational capability 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.

Centralized fully integrated solution to deliver a singular platform for Digital Transformation

Bringing Digital Transformation to the mainstream through Cloud and SaaS offerings

Bringing Digital Transformation to the masses through “long-haul” collaboration between design, manufacturing and supply chain
Electronic Industry is Ripe for Disruption…

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.

* This is an aspirational future state.
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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

Software Business (Dominance Engine)

Cloud Business (Transformation Engine)

Go-To-Market

Product

Dominate
Align

Professional Channel
CAD Software

Digital Channel
Altium 365 Cloud Platform

Disrupt
Monetize
Altium’s strong software business is our dominance engine, and our new cloud platform Altium 365 / Nexar is our transformation engine.
The Impact of the Move to Cloud on Altium’s Revenue

Altium’s move to the Cloud will bring “SaaS-like” revenue without changing its software licensing model.

### Software Business (Dominance Engine)

**Indirect Monetization**

- Maintenance Subscription: 49.8%
- Perpetual Software Licenses: 38.0%
- Term-based Licenses: 12.2%

### Cloud Business (Transformation Engine)

**Direct Monetization**

- **Path to direct monetization:**
  - Premium Services (e.g. Amazon Prime)
  - Transaction Fees on Manufacturing (e.g. Airbnb)

Altium 365 and Nexar provide unique opportunities for direct monetization.

Financial data as at first half fiscal 2021 (NEXAR revenue is excluded)
Four Flywheels for Dominance and Transformation

- Design Tools Adoption
  - Seats on Subscription
  - Seats Sold
  - Concord Pro Accounts
  - NEXUS Accounts

- Design Platform Adoption

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

- Ecosystem Adoption
  - Active Users
  - API Calls
  - Partners
  - Web Traffic

$500M *
Revenue
100,000
Subscribers

* The target revenue of $500M may include 10-20% from future acquisitions.
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Reconfirming Flight Path to 2025

Set in 2016 and fell short with COVID, $189M

Set in 2014 and overachieved, $111M

$100M Revenue Target

$200M Revenue Target

$500M * Revenue Target

$500M revenue target was set in 2019 as an aspirational goal and is fully committed to by the company in the same way as its previous aspirational targets.

Altium sets long term aspirational targets as key results that will ensure that its strategic objectives are met. These are Altium’s highest level OKRs (objectives and key results).

$500M in revenue and 100,000 subscribers are purely set as a measure of dominance and a pre-requisite for transformation.

Due to COVID and Altium’s pivot to the cloud, the trajectory to $500M is not linear.

This trajectory is in phases – FY21 “pre-vaccine”, FY22 “transition” and FY23 to FY25 “acceleration to dominance”

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

** The target revenue ranges (2021-2025) exclude revenue from future acquisitions.

*** Reduced from 6-12% down to 0-7% as the revenue from TASKING is not removed from FY2020 and prior periods.
Trading Update

• Altium anticipates that for fiscal 2021:

  • **Revenue** is expected to be at the low end of guidance of US$190 million to US$195 million.

  • **EBITDA margin** is expected to be at the low end of the guided range of 37% to 39% on an underlying basis (excluding M&A costs and write-back of Solidworks minimum contractual amount due to termination)

• China is delivering a solid performance after coming back from COVID earlier than the rest of the world.

• Renewals are strong and Octopart is on track for a record performance.

• A continued increase for Term Based Licenses is also being observed.