

## Corporate Communication Contact

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## **Sales and revenue growth across all regions**

### **Preliminary full year and fourth quarter results for the financial year ending 30th June 2008**

**Sydney, Australia – 8 July, 2008** – Altium Limited, the electronics design industry's leading developer of unified electronic product development solutions, has released preliminary sales and revenue results for the three months ending 30th June 2008, and for the financial year ending 30th June 2008.

Altium is now reporting its financial results in US\$, reflecting the operating currency used by the company in the majority of its operating regions around the world.

### **Full Year results highlights**

- Revenue growth of 25%, to US\$53.1 million
- Sales growth of 22%, to US\$55.8 million
- Software license revenue growth of 15%, to US\$34.7 million
- Maintenance/Software Assurance contract revenue growth of 55%, to US\$14.8 million
- China delivered another year of significant growth with sales up 75%

### **Quarterly results highlights**

- Record fourth quarter revenue growth
- Revenue growth of 24%, to US\$17.9 million
- Sales growth of 26% to US\$20.2 million

## **Preliminary results for the financial year to 30th June 2008**

Revenue for the full year ending 30th June, 2008 is US\$53.1 million, up 25% from US\$42.4 million reported for the corresponding period a year ago.

For the financial year ending 30th June 2008, sales were US\$55.8 million, up 22% from US\$45.7 million for the corresponding period a year ago.

Altium operates in four regions around the world: the Americas, Europe (also including the Middle East and Africa), China; and the Asia-Pacific region excluding China (APAC). For the full financial year ending 30th June, 2008, sales for the Americas grew 8% measured in US\$; Europe sales grew 18% measured in euros; China sales grew 75% measured in US\$; and APAC sales grew 12% measured in US\$, all compared with the corresponding period a year ago.

For the financial year ending 30th June, 2008, the balance of deferred revenue is US\$11.0 million, up 42% from a balance of US\$7.7 million from the corresponding period as at a year ago. This increase reflects the growth in the number of customers choosing Software Assurance in addition to their licence as a way to stay up-to-date with Altium technology.

As a result of strong investment in the organization, management and go-to-market capabilities, Altium will be reporting positive EBITDA for the year just ended, but expects to report a loss after tax when final results are confirmed in mid-August.

“We are pleased to see the investment we made in our organization’s development and senior management team in the first half of the financial year, deliver very strong sales and revenue growth in the second half of the year,” commented Emma Lo Russo, Altium President & Chief Operating Officer. “Whilst we delivered strong sales growth, we did not meet our Q4 targets as outlined in early April. Following our slower than expected revenue growth, we have reviewed our models to lower our operating costs in the new financial year relative to what we communicated with shareholders in April. With the expected growth in sales to continue across all regions, we expect to generate strong results for the 2009 financial year.”

“We are very excited about how the strong sales growth over this past year continues to validate our new approach to electronic product design,” commented Nick Martin, CEO of Altium Limited. “We expect demand for our unified electronics design solution to continue to grow this coming financial year. Now that we have completed the next stage of strengthening our management team, we will be working to tightly control our operating costs to targets so we can translate continued sales growth into strong bottom line results.”

### Summary of preliminary financial results for financial year ending 30th June 2008

<b><i>Full year ending 30th June 2008</i></b>	<b>12 months ending 30th June 2008 (US\$)</b>	<b>12 months ending 30th June 2007 (US\$)</b>	<b>Change</b>
Sales	55.8m	45.7	22%
Revenue	53.1m	42.4m	25%

<b><i>Full year ending 30th June 2008</i></b>	<b>12 months ending 30th June 2008 (local currencies)</b>	<b>12 months ending 30th June 2007 (local currencies)</b>	<b>Change</b>
<b>Regional Product Sales</b>			
Americas (US\$)	21.3m	19.8m	8%
Europe (€)	13.6m	11.5m	18%
China (US\$)	6.0m	3.5m	75%
APAC excluding China (US\$)	7.4m	6.6m	12%
<b>Other</b>			

### Results for the fourth quarter ending 30th June 2008

For the three months ending 30th June, 2008, sales were US\$20.2 million, up 26% from the corresponding quarter a year ago.

Quarterly sales for the Americas grew 8% measured in US\$; Europe sales grew 26% measured in euros; and APAC sales grew 27% measured in US\$, all compared with the corresponding quarter a year ago.

For the same period, revenue was US\$17.9 million, up 24% from US\$14.5 million for the corresponding quarter a year ago.

<i><b>Fourth quarter ending 30th June 2008</b></i>	<b>April to June 2008 (local currencies)</b>	<b>April to June 2007 (local currencies)</b>	<b>Change</b>
<b>Regional Product Sales</b>			
Americas (US\$)	7.5m	7.0m	8%
Europe (€)	5.0m	4.0m	26%
China (US\$)	1.8m	1.3m	37%
APAC excluding China (US\$)	2.9m	2.3m	26%
<b>Other</b>			

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

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### **About Altium**

Altium Limited (ASX:ALU) provides world-leading unified design solutions that break down the barriers to innovation, and help organizations easily harness the latest devices and technologies, to create their next generation of electronic products.

Altium's solutions are unique because they unify the separate processes of electronics design, all within a single electronics design environment, working off a single data model, which links all the aspects of electronics product design into one process.

Founded in 1985, Altium has headquarters in Sydney, Australia, sales offices in the United States, Europe, Japan, China, and resellers in all other major markets. For more information, please visit [www.altium.com](http://www.altium.com).

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