



- Record revenue growth of 23%
- Record EBITDA Margin of 36.5% (36.6% underlying)
- Revenue
- EBITDA/EBITDA margin
- Revenue growth

Consolidated			
Product Sales	2019 US\$'000	2018 US\$'000	Change %
Altium Designer licenses	65,157	53,088	23%
Altium Designer subscriptions	58,959	53,701	10%
Octopart search advertising	17,940	11,968	50%
TASKING licenses	13,536	10,432	30%
TASKING maintenance	8,324	4,706	67%
Altium Nexus	6,277	3,769	67%
Service sales	3,337	4,624	(28%)
Other	3,656	2,254	62%
<b>Total Product Sales</b>	<b>177,216</b>	<b>144,541</b>	<b>23%</b>

## Operational Highlights

Altium achieved US\$177.2 million in sales (a 23% increase) and US\$171.8 million in product revenue (a 23% increase).

The Board and Systems business revenue grew to US\$126.8 million with all regions reporting positive results. EMEA grew revenue to US\$44.6 million, an increase of 15% and continued the transformation of its business model to direct transactional sales in key markets. The America's achieved revenue of US\$50.9 million which was a 14%

growth rate. China results were outstanding with revenue at US\$19.8 million, a growth rate of 37%. The Altium focus on our business in China led us to open a new sales office in Beijing and to expand our existing sales centres in Shenzhen and Shanghai. The expansion of our footprint in China will enable us to increase our penetration of the market.

# 50.9m

AMERICAS GROWTH 14%

# 44.6m

EMEA GROWTH 15%

# 19.8m

CHINA GROWTH 37%