



Strong Revenue Growth and Underlying
Margin with Positive Outlook for FY23

ALTIUM FULL YEAR 2022 INVESTOR PRESENTATION

22 August 2022



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Agenda

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2022 Full Year Highlights and Guidance

2

2022 Full Year Financial Performance

3

Growth Metrics and Business Drivers

4

Altium's Unique Position in the Engineering Ecosystem

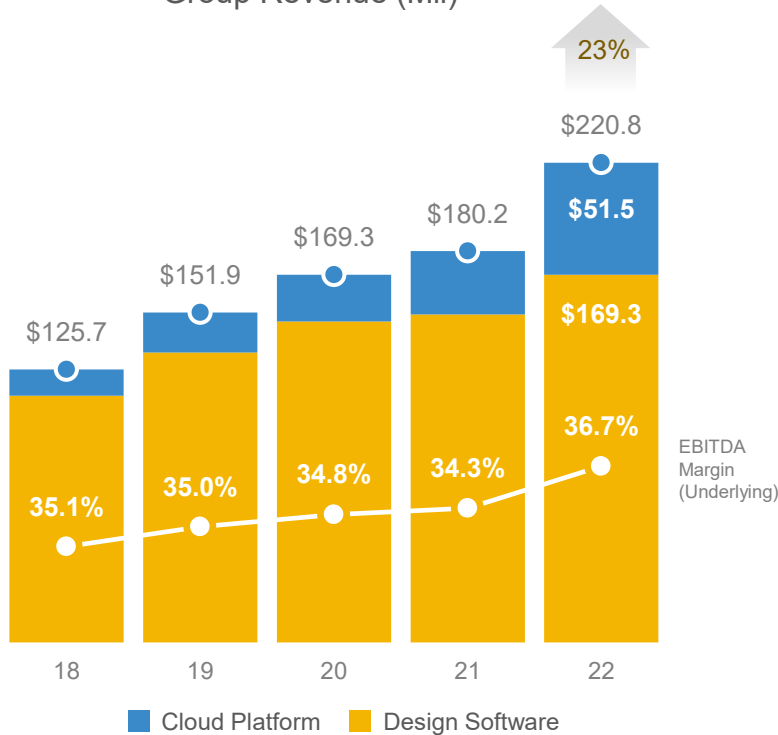
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Appendix: Company Overview

FY22 Performance Highlights

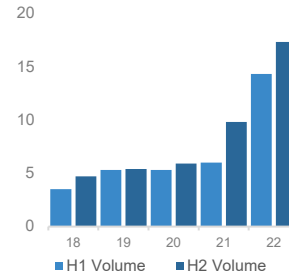


Group Revenue (Mil)

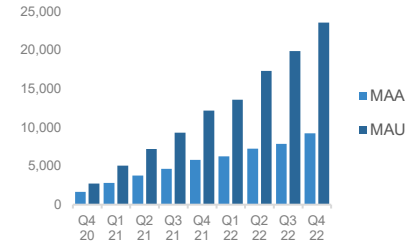


Strong revenue growth of 23% with underlying EBITDA margin of 36.7% up from 34.3%

Octopart Search Offer Clicks (Mil)

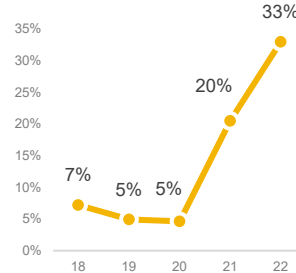


Altium 365 Monthly Active Users (MAU) / Accounts (MAA)

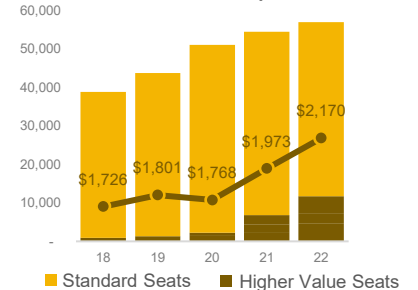


Growing cloud platform momentum

New Term-Based Software Licenses Sold as % of Total

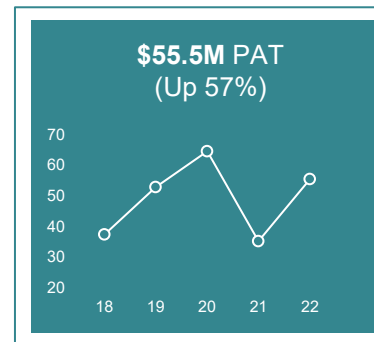
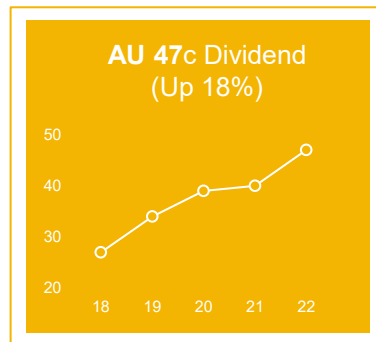
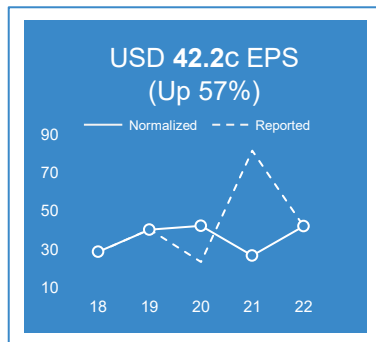
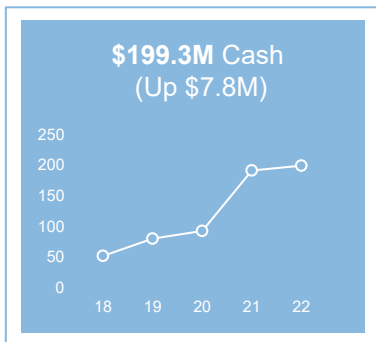
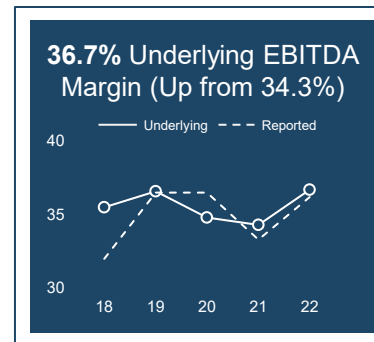
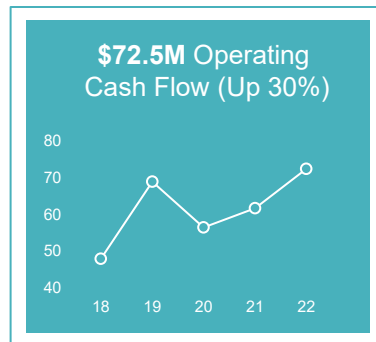
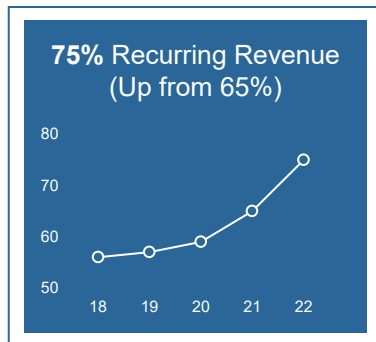
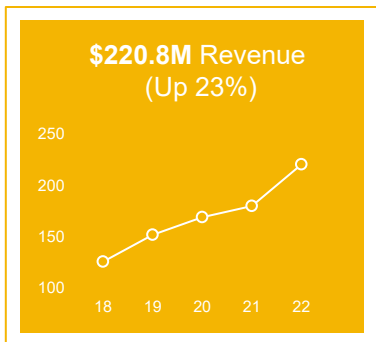


Average Price for Software Seats on Subscription



Business model transition and strong platform adoption driving recurring revenue and average subscription seat price

Unrivalled Financial Performance



All numbers are related to Continuing Operations



Design Software

Enterprise Capabilities on the Cloud

- Released enterprise level capabilities (Nexus) on Altium 365. Continued building digital bridges to adjacent engineering domains to become the engineering platform to support workflows of modern enterprises in an easy to deploy and cost-effective way.

Altium Designer 22

- Released Altium Designer 22 with new capabilities that provide supply chain insights directly in the design experience, deliver advanced board design capabilities for fabrication, enhanced simulation tools and real lifecycle management with Altium 365 to work from anywhere with anyone.

Cloud Platform

SOC2 Security Accreditation of Altium 365

- Altium achieved industry accreditation SOC2 Type 1 recognized as the world leading standard for cloud infrastructure, systems and controls.
- Octopart launched CAD Model Marketplace with the world's largest repository of CAD models for electronic components.

Strategic Partnerships

- Growing pipeline of strategic partnership interest by large global players in Altium, from engineering to manufacturing and realization leaders, confirms Altium's unique position in the engineering ecosystem for digital transformation.

Committed to Aspirational \$500M Revenue Target



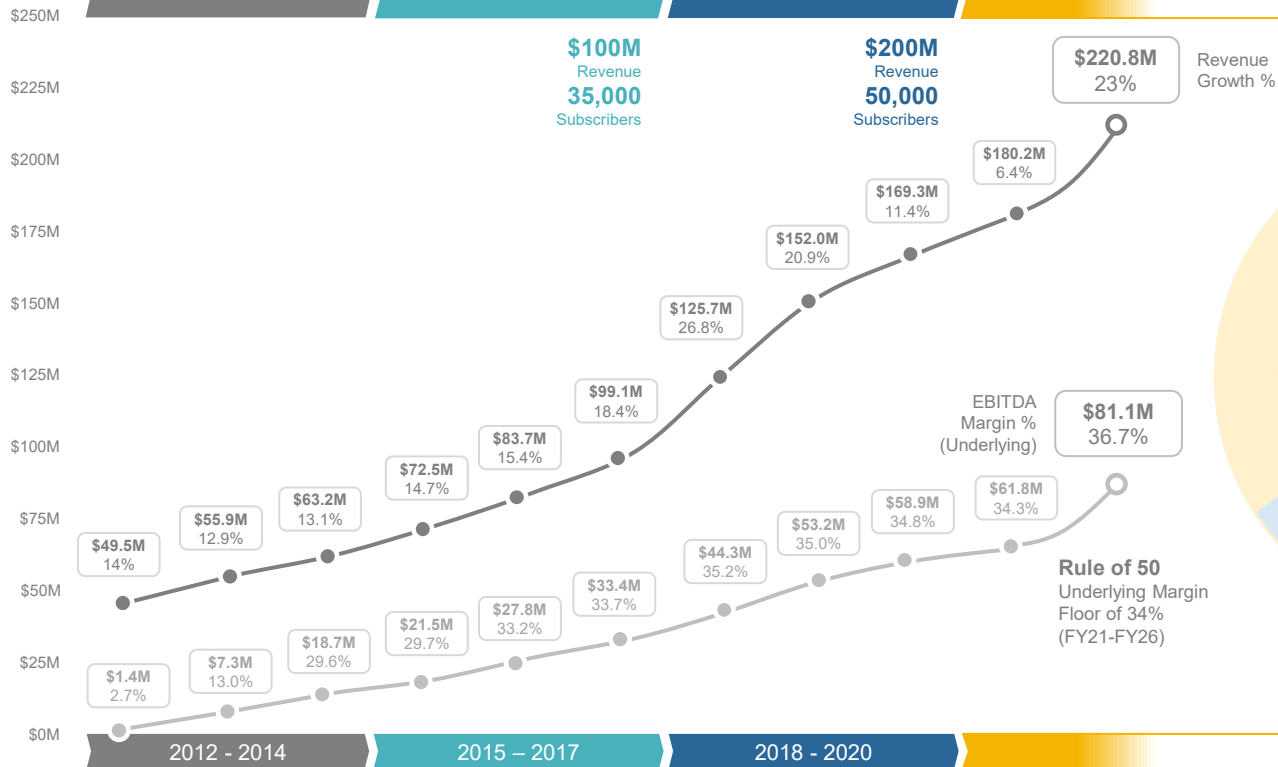
Altium

Rebuilding

Performing

Leading

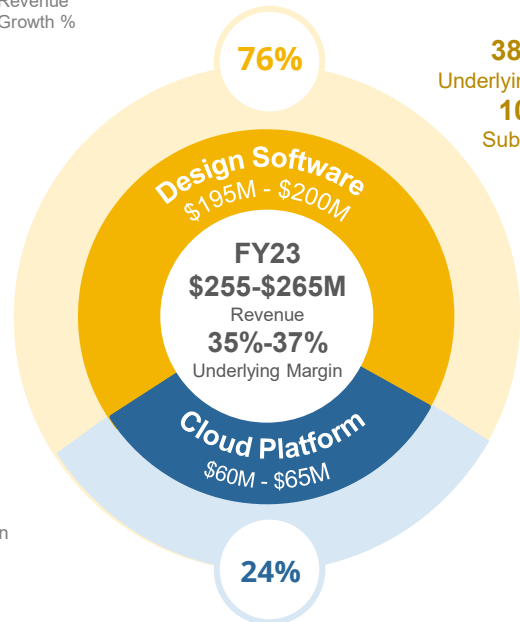
Dominating & Transforming



\$100M
Revenue
35,000
Subscribers

\$200M
Revenue
50,000
Subscribers

\$500M
Revenue
38%-40%
Underlying Margin
100,000*
Subscriptions



Rule of 50
Underlying Margin
Floor of 34%
(FY21-FY26)

* With stronger uptake of higher-value subscription seats the \$500M target will be reached with 75,000 to 90,000 seats on subscription.



Guidance for FY23

- Total Revenue between \$255 million to \$265 million (15%-20% growth)
 - \$195 million to \$200 million for Electronic Design Software Business (15%-18% growth)
 - \$60 million to \$65 million for Engineering Cloud Platform Business (20%-30% growth)
- Underlying EBITDA margin of 35%-37%

Aspirational targets for FY26

- Total Revenue of \$500 million
- Underlying EBITDA margin 38%-40%
- 100,000* software seats on subscription

* With stronger uptake of higher-value subscription seats the \$500M target is expected to be reached with 75,000 to 90,000 seats on subscription.

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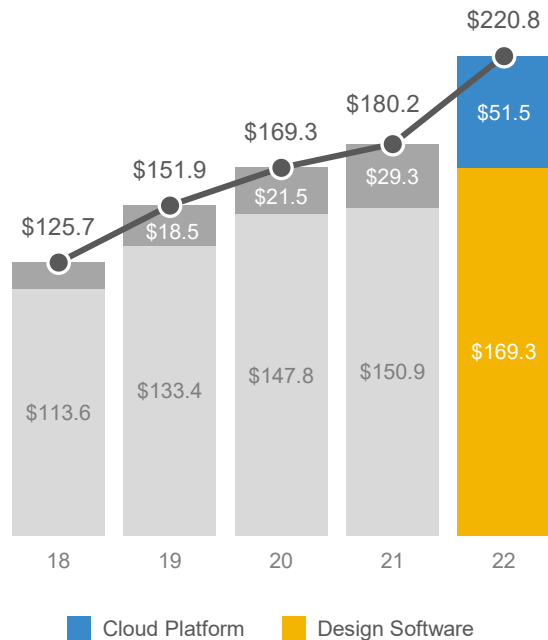
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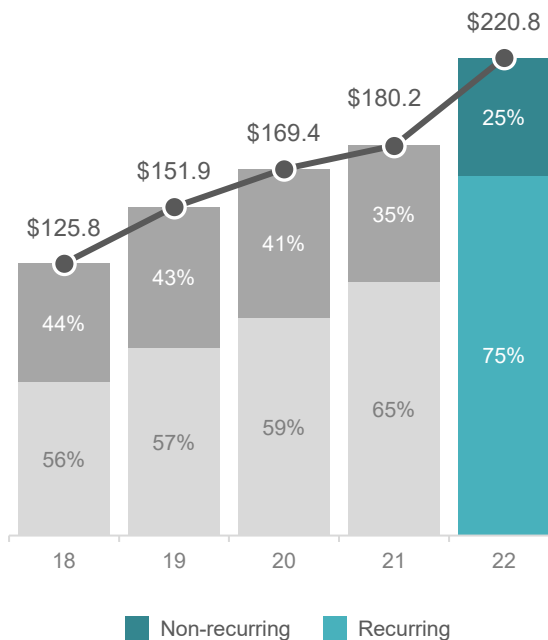
Group Revenue



Design Software and Cloud Platform (Mil)



Recurring and Non-Recurring (Mil)



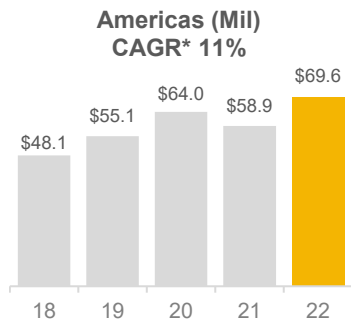
Two-part business strategy of Design Software and Cloud Platform providing resiliency and performance.

Recurring revenue grew from 75% up from 65% one year earlier supported by increases in Octopart, term-based licenses, and higher uptake of Pro subscriptions.

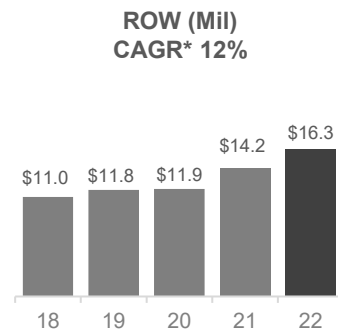
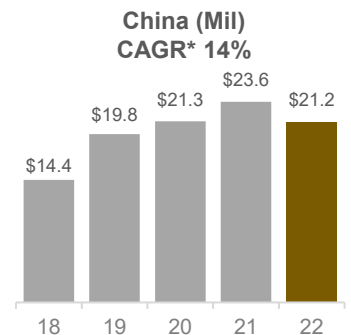
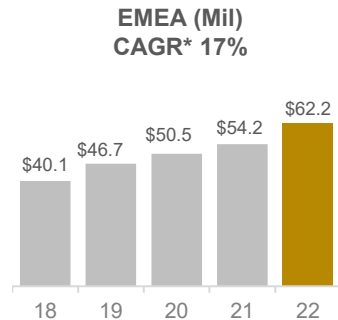
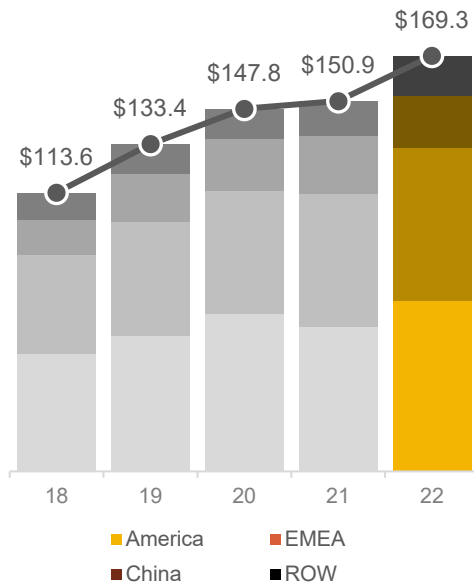
Declining non-recurring perpetual license revenue from 35% FY21 to 25%, impacted by a reduction in China revenue due to COVID lock-downs.

Strong revenue growth in both Software and Cloud, together with an increase in the percentage of recurring revenue

Design Software - Revenue by Region



Total Design Software Revenue by Region (Mil) - CAGR* 13%



Solid growth in US and EMEA as Altium achieves higher realized prices.

China underperformed due to the impact of COVID lockdowns.

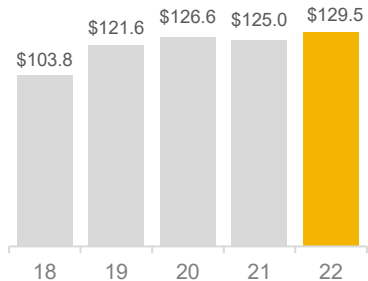
Solid growth in the Rest of World, despite cessation of Russia sales.

* CAGR over FY17 to FY22

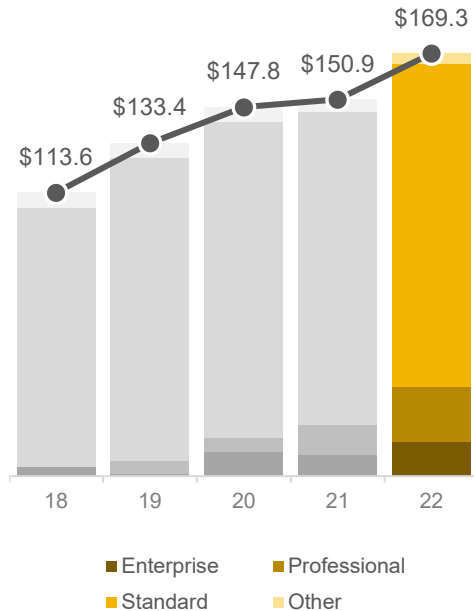
Design Software - Revenue by Product



**Standard (Mil)
(Altium Designer)**



Total Design Software Revenue by Product (Mil)



**Professional (Mil)
(Pro Subs & Concord Pro)**



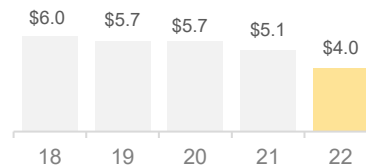
Pro-level revenue continues to grow strongly as mainstream customers adopt Pro-level platform capabilities.

**Enterprise (Mil)
(NEXUS)**

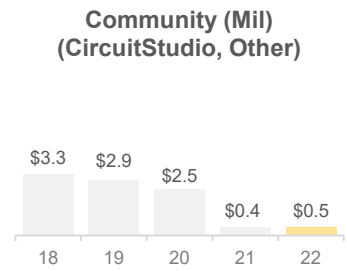
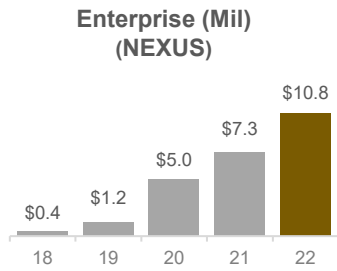
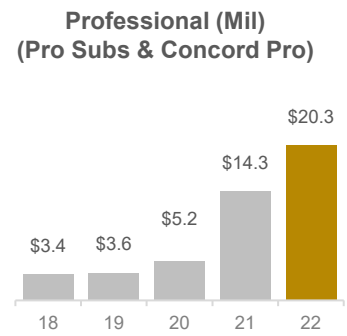
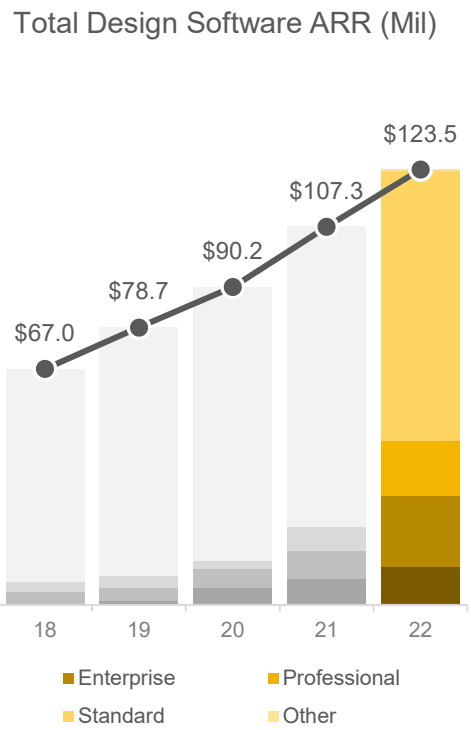
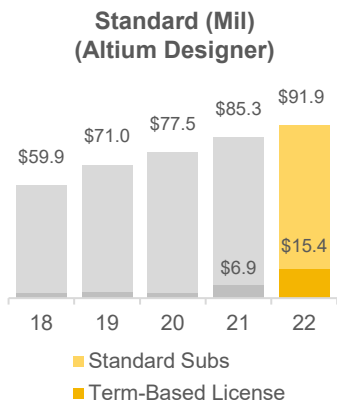


Revenue from Enterprise capabilities grew 60%, approaching 10% of total Design Software revenue.

**Community (Mil)
(CircuitStudio, Other)**



Design Software - Annual Recurring Revenue (ARR)

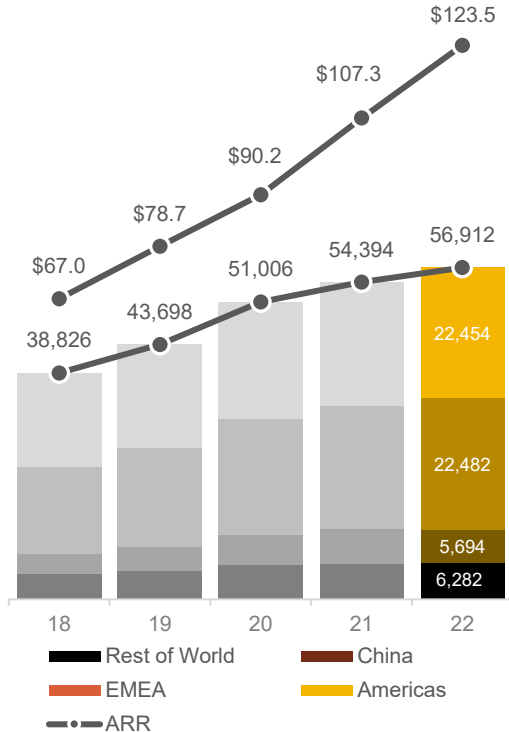


Design Software Annual Recurring Revenue (ARR) grew by 15.2% driven by higher uptake of Pro and Enterprise platform capabilities

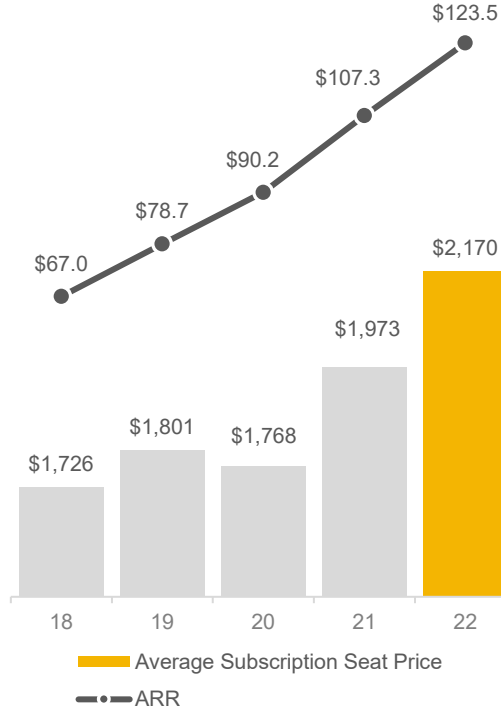
Design Software – Growing Value of Subscription Pool



Annual Recurring Revenue (ARR) (Mil) and Number of Subscription Seats



Annual Recurring Revenue (ARR) (Mil) and Average Subscription Seat Price



The Altium subscription pool (comprised of standard and higher-value subscription seats) grew by 5% to reach 56,912.

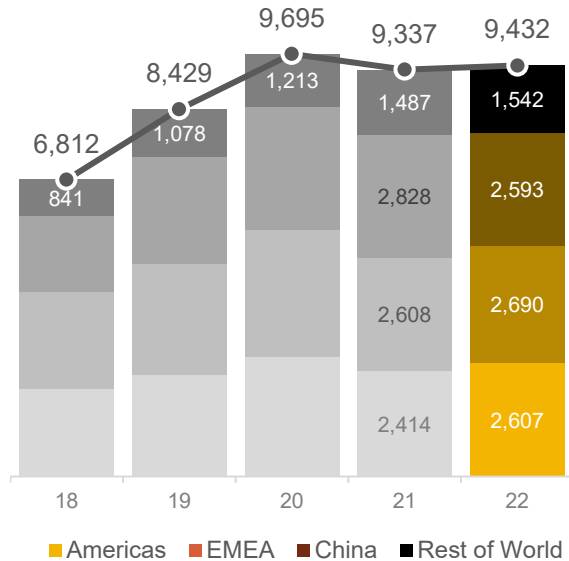
Higher-value subscription seats include Pro and Enterprise level capabilities that are sold at higher prices representing 21% of the pool up from 13% in FY21.

The uptake of higher-value subscription seats has significantly driven up Annual Recurring Revenue (ARR) for the subscription pool over the last two years to reach \$123.5 million at the end of FY22.

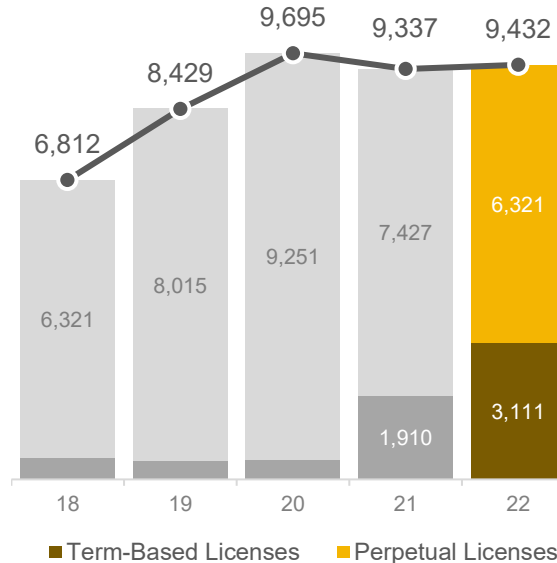
Design Software – Altium Designer New Licenses



Altium Designer New Licenses by Region



Altium Designer New Licenses by License Type



The post-COVID period price-volume normalization has driven up the average realized license price of software seats by 22% YoY.

The price-volume normalization, however, has resulted in flat new license growth. This is expected to return to historic norms in FY23.

Term-based license sales were 33% of the total new licenses.

Transition from Perpetual to Term-based licensing is progressing well with headwinds decreasing as we go forward and anticipated to become tailwinds in FY25

Design Software – Growing Pool of Active Licenses



Design Software Customers

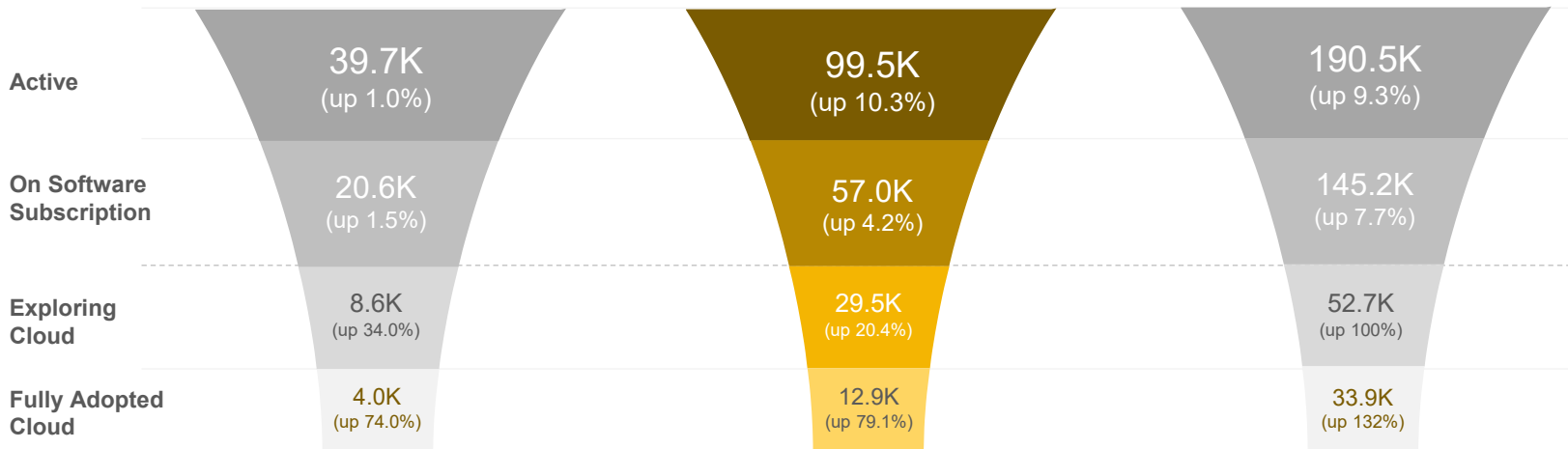
Design Software Customers are businesses and entities that have at least one commercial license of Altium Design Software (Altium Designer 10 or later)

Design Software Licenses

Design Software Licenses include Standard (Altium Designer), Professional (Concord Pro) and Enterprise (NEXUS) levels of Altium Design Software

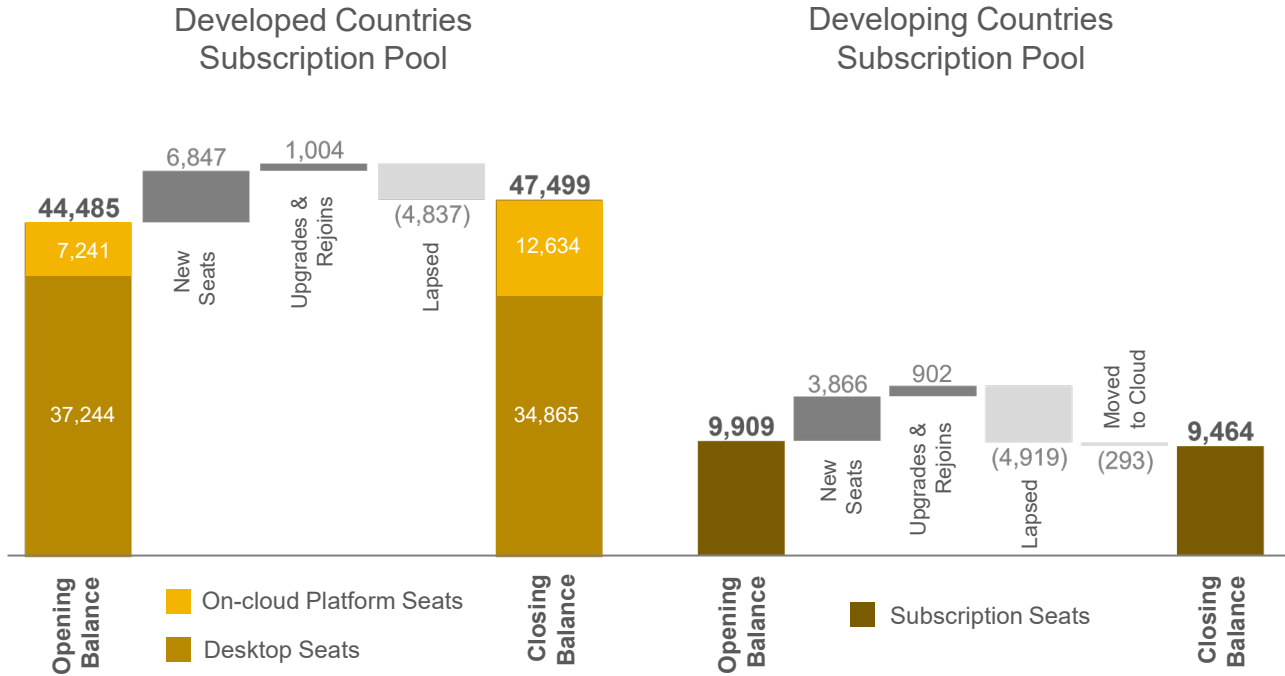
Design Software Users

Design Software Users are commercial PCB designers, engineers and other professionals who have registered for access to Altium Design Software



Altium has reached 99,500 active licenses reflecting growing dominance and providing support for future subscription growth

Design Software - Subscription Pool Growth Breakdown



88.9% renewal rate for developed countries (FY21 84.4%)

44.7% renewal rate for developing countries (FY21 40.8%)

96.4% renewal rate for seats on cloud (FY21 98.8%)

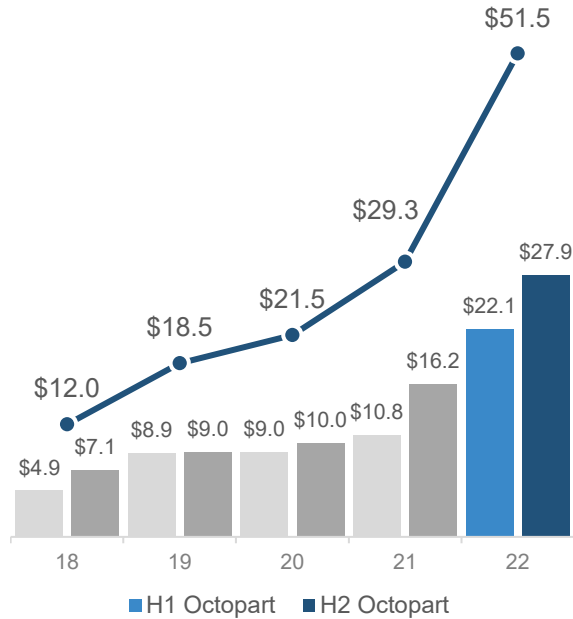
While new seats grew in developed countries, upgrades and rejoins were down due to discontinuation of promotional discounting

Subscription seat growth was negatively impacted by China lockdowns and Russia war

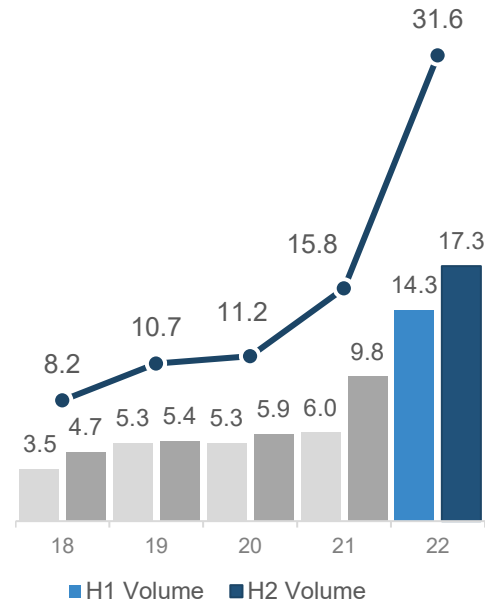
Cloud Platform – Revenue and Octopart Offer Clicks



Cloud Platform Revenue (Mil)



Octopart Offer Clicks (Mil)



Octopart revenue growth was buoyed by the shortage in the semiconductor industry driving up electronic components and parts search activity.

Octopart received over 31 million Offer Clicks in FY22, a 100% increase over FY21.

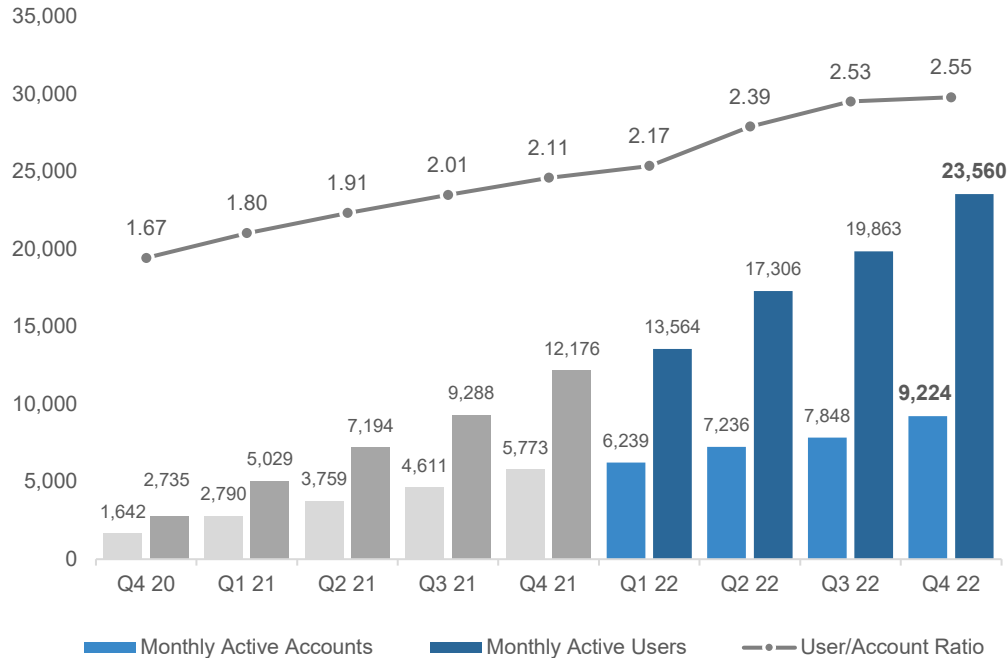
Octopart is leveraging the Nexar ecosystem with new sales from data-as-a-service for supply chain intelligence.

Cloud revenue accelerated due to an increase in search activity on the Altium Octopart platform

Cloud Platform – Altium 365 Strong Adoption



Altium 365 Monthly Active Users and Monthly Active Accounts



Monthly Active Users reached a high of 24,687 at the end of July 2022 with quarterly CAGR of 31%

Monthly Active Accounts reached a high of 9,301 at the end of July 2022 with a quarterly CAGR of 24%.

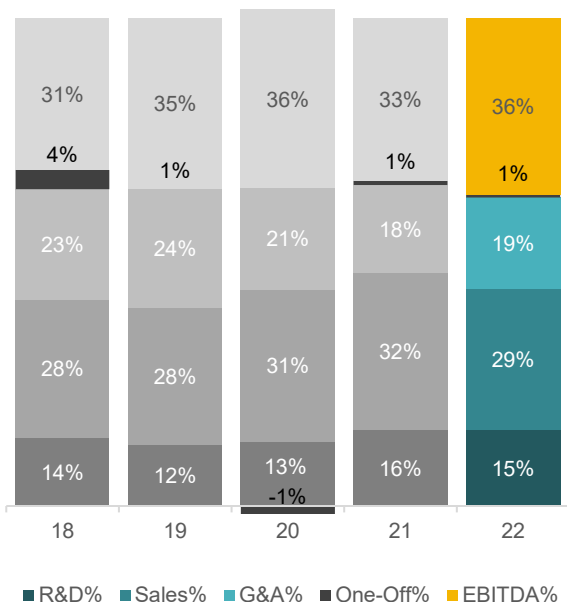
The growth of User to Account Ratio from 1.67 to 2.55 reflects the increasing impact of the “*network effect*” of Altium 365 drawing users from outside the traditional userbase (such as mechanical engineers, procurement managers, etc.)

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

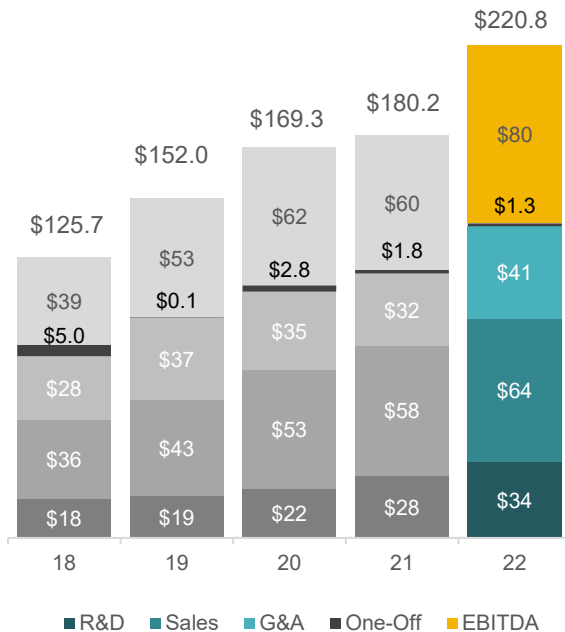
Operating Expenses



Operating Expenses as Percentage of Revenue



Operating Expenses as Breakdown of Revenue (Mil)



EBITDA grew 33%, driven by strong revenue growth and expense/cost management.

Altium continues to invest in the recruitment of engineers to support the rapid development of its Cloud platform and improvement of Design Software products.

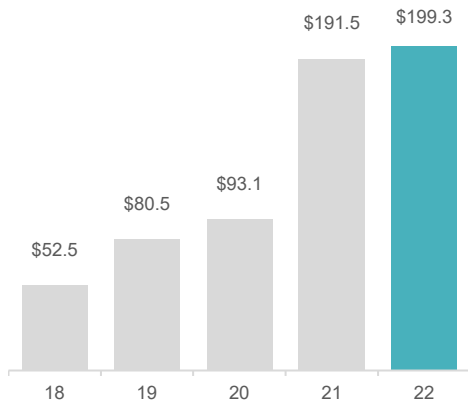
Increases in G&A driven by compliance costs, including SOC2 security auditing and tax consulting.

Balance Sheet



Strong balance sheet position with ~\$200m of net cash providing flexibility for continued growth

Cash and Cash Equivalents (Mil)



Balance sheet strength

- Strong balance sheet position with cash increasing to \$199.3m in FY22, and zero debt, providing flexibility for further growth

Balance sheet quality

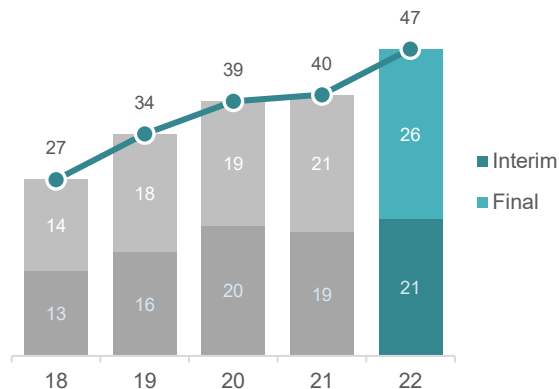
- Continued stability in net working capital in FY22 reflecting increasing recurring revenue and a continued focus on collections activity

	Jun-22 \$ '000	Jun-21 \$ '000	Jun-20 \$ '000	Jun-19 \$ '000	Jun-18 \$ '000
Cash and cash equivalents	199,287	191,541	93,083	80,531	52,459
Trade and other receivables	63,486	66,117	57,499	45,833	38,799
Other current assets	11,108	8,127	7,550	5,108	4,171
Total current assets	273,881	265,785	158,132	131,472	95,429
Trade and other receivables	1,629	1,512	1,842	2,285	1,952
Investment	3,274	3,034	-	-	-
Property, plant and equipment	12,012	16,185	21,113	7,762	5,712
Intangible assets	43,926	47,179	49,690	51,534	49,068
Other non-current assets	46,728	49,457	58,058	84,873	82,120
Total non-current assets	107,569	117,367	130,703	146,454	138,852
Total assets	381,450	383,152	288,835	277,926	234,281
Trade and other payables	20,058	20,804	16,629	16,278	12,147
Tax liabilities	3,672	27,493	6,587	5,705	772
Provisions	3,837	3,061	2,887	2,109	6,784
Lease liabilities	5,364	5,559	5,480	0	0
Customer contract liabilities	56,449	52,431	48,037	48,277	43,989
Total current liabilities	89,380	109,348	79,620	72,369	63,692
Deferred Tax	3,804	4,547	5,155	5,833	5,566
Provisions	476	373	2,755	6,407	3,974
Customer contract liabilities	8,835	7,487	8,512	6,875	6,035
Lease liabilities	4,088	5,493	8,453	0	0
Other liabilities	13	4	7	1,884	2,098
Total non-current liabilities	17,216	17,904	24,882	20,999	17,673
Total liabilities	106,596	127,252	104,502	93,368	81,365
Net assets	274,854	255,900	184,333	184,558	152,916
Contributed equity and reserves	153,568	149,841	147,702	145,137	138,260
Retained profits	121,286	106,059	36,631	39,421	14,656
Total equity	274,854	255,900	184,333	184,558	152,916

Cash Flow

Positive free cash flow and continued high cash conversion as a % of revenue

Dividends Paid/Declared (AUD¢)



Positive free cash flow

- Free cash flow was positive in FY22 at \$71.0m and increased significantly on FY21 resulting in an increase in cash for the period

Cash flow quality

- Free cash flow conversion as a % of revenue was stable and high at 32.2% reflecting the increasing quality of Altium's revenue in recurring terms

	2022 \$ '000	2021 \$ '000	2020 \$ '000	2019 \$ '000	2018 \$ '000
Receipts from customers	229,502	193,850	189,638	178,215	147,685
Payments to suppliers and employees	(147,698)	(117,733)	(126,200)	(106,819)	(96,578)
Payments for expenses relating to acquisitions		(536)		(244)	(572)
Net interest received	369	226	855	933	192
Interest and other finance costs paid	(489)	(657)	(582)	(1)	(2)
Net income taxes paid	(9,193)	(13,414)	(7,180)	(3,018)	(2,243)
Operating cash flow	72,491	61,736	56,531	69,066	48,482
Capital Expenditure					
Payments for property, plant and equipment	(1,040)	(1,662)	(3,871)	(5,095)	(2,824)
Payments for intangibles	(425)	(839)	(1,253)	(17)	(748)
Free cash flow	71,026	59,235	51,407	63,954	44,910
Cash flows from investing activities					
Payments for purchase of subsidiary, net of cash acquired	-	-	-	(2,421)	(3,681)
Payments on contingent and deferred consideration	-	(50)	-	(5,471)	(7,455)
Payment for investment	-	(3,000)	-	-	-
Sale of business	(15,841)	85,813	-	-	-
Cash flows from financing activities					
Dividends paid	(40,118)	(37,557)	(33,634)	(28,128)	(25,633)
Repayment of lease liabilities	(5,707)	(5,524)	(5,050)	(7)	(9)
Increase in cash and cash equivalents	9,360	98,917	12,723	27,927	8,132
Effect of exchange rate changes	(1,614)	(459)	(171)	145	54
Total increase in cash and cash equivalents	7,746	98,458	12,552	28,072	8,186

FY22 Results Key Metrics

Strong performance across all key financial metrics at the Group level – revenue and EBITDA

Revenue – Strong top line growth of 22.5%

- Revenue increased by 22.5% to \$220.8 million in FY22
 - Underpinned by improvements in both Software and Cloud revenue performance

EBITDA – margin increased by +2.9 percentage points to 36.2%

- EBITDA increased by 33.1% to \$79.8m in FY22, with underlying EBITDA margin increasing by +2.4 percentage points to 36.7%
 - Driven by both increased revenue and expanding margins due to operating leverage and a higher recurring revenue %

	FY22 Million	FY21 Million	+/- %	FY20 Million	FY19 Million
Revenue (incl. TASKING)	220.8	191.1	+16%	189.1	171.8
Continuing Operations:					
Revenue	220.8	180.2	+23%	169.3	152.0
Reported expenses	141.0	120.2	+17%	107.6	98.9
EBITDA	79.8	60.0	+33%	61.7	53.1
Depreciation and amortization	12.0	11.9	+1%	10.9	9.8
EBIT	67.9	48.1	+41%	50.8	43.3
Net interest	0.0	-0.4	-97%	0.1	0.7
Profit before income tax	67.9	47.7	+42%	50.9	44.0
Income tax expense	12.4	12.4	0%	31.2	3.6
Profit after income tax	55.5	35.3	+57%	19.7	40.4
Profit after tax from discontinued operations	-0.1	71.1	-100%	11.2	12.5
EPS Total (USD cents)	42.1	81.6	-93%	23.6	40.6
EPS Continuing (USD cents)	42.2	26.9	+57%	15.1	31.0
Dividends (AU cents)	47	40	+18%	39	34
Key Margin Analysis (continuing)					
EBITDA margin	36.2%	33.3%	+2.9	36.5%	34.9%
EBITDA margin (Underlying)	36.7%	34.3%	+2.4	34.8%	35.0%
Net profit before tax margin	30.7%	26.0%	+4.7	30.0%	29.0%
Net profit after tax margin	25.1%	20.0%	+5.1	12.0%	27.0%
Effective tax rate	18.3%	26.0%	-7.7	61.3%	8.2%
Balance Sheet (USD millions)					
Cash and equivalents	199.3	191.5	+4.0%	93.1	80.5
Net assets	274.9	255.9	+7.4%	184.3	184.6
Operating cash flow	72.5	61.7	+18%	56.5	69.1

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Appendix: Company Overview



- Electronics is at the heart of a smart and connected world.
- 5G Communications, Electrification of Cars, Autonomous Driving, Industrial IoT, AI and Data Science, Mobile Devices, and the general demand for smart connected products are driving demand for electronics and continue to overburden supply chain.
- The decoupling of China and the US economies is slowly giving rise to the formation of two independent and competing ecosystems for electronics. This is resulting in on-going supply chain challenges and disruption that will potentially deepen.
- Electronics is playing a key role in driving competitive edge and speed to market in manufacturing modern products. This is resulting in many companies bringing electronics in-house.
- Altium's software and cloud platform enable the proliferation of electronics as the design of printed circuit boards and the sourcing of electronic parts are the two fundamental processes in the creation of electronics hardware.



Tail Winds...

- Altium 365 is increasing the attractiveness of Altium's PCB design software resulting in greater demand and competitive advantage.
- The Altium design platform with data and process management capabilities is gaining mainstream adoption resulting in higher revenue per seat.
- Octopart's rising significance in the industry is expanding its potential for revenue generation.

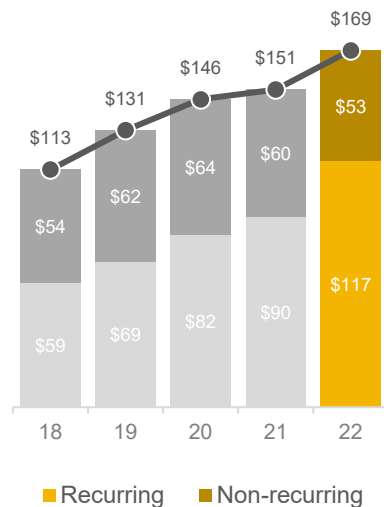
Head Winds...

- Altium business model transition from perpetual licensing to term-based licensing is accelerating and is expected to move from a headwind to a tailwind in FY23.
- Recent restructuring and the digitization of Altium's transactional sales processes while driving efficiencies are yet to reach the same level of effectiveness.
- China's approach to zero COVID could continue to create some headwinds for the first half.

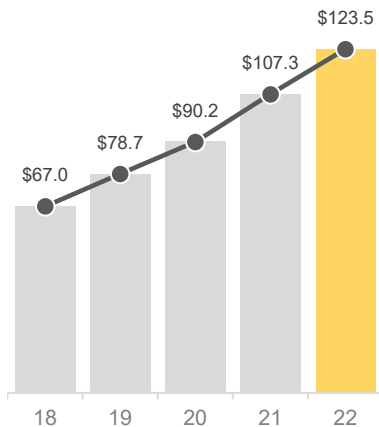
Design Software – Growth Metrics



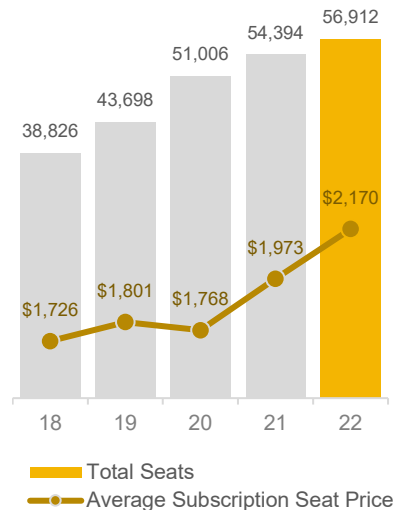
Recurring vs Non-recurring (Mil)



Annual Recurring Revenue (ARR) (Mil)



Normalized Subscription Seat Average Price vs Volume



Non-recurring Design Software revenue is predominantly comprised of perpetual licenses, including license compliance revenue from China. As the business model transition from perpetual to term-based licensing progresses further and China normalizes post COVID lockdowns, it is expected that this revenue stream will stabilize around \$55 million to \$65 million.

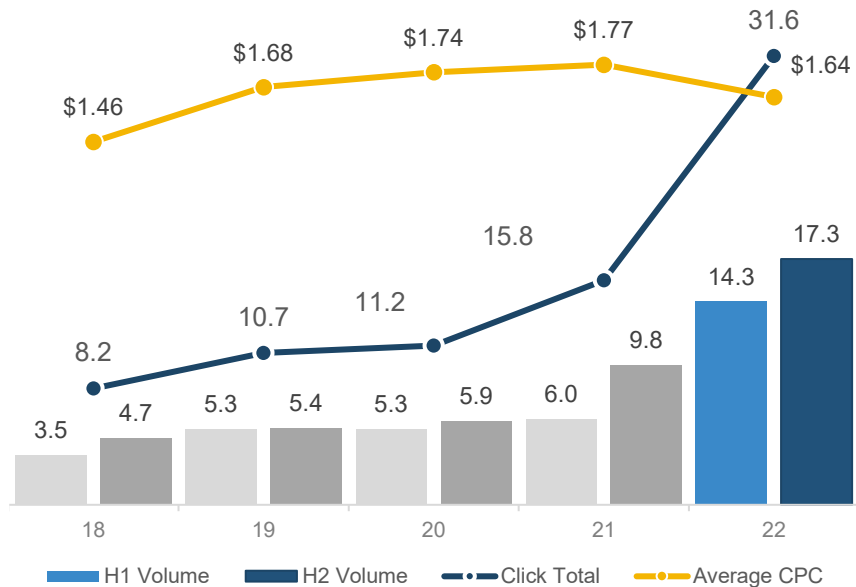
The uptake of higher-value seats with Pro and Enterprise platform capabilities by mainstream customers is rapidly growing and a key driver of ARR growth. This is reflected by a steady increase in the average realized subscription seat price over the last two years.

Revenue guidance for FY23 for Design Software of \$195 million to \$200 million assumes a continuation of the increase in realized price per subscription seat and improved subscriber growth

Cloud Platform – Growth Metrics



Octopart Offer Clicks (Million)



Search volume is expected to grow modestly in FY23.

API call volume is expected to follow the search volume trend.

The effective Cost Per Click (CPC) is expected to rise as traffic is monetized more effectively.

Revenue guidance for FY23 for Cloud Platform of \$60 million to \$65 million assumes a modest increase in search volume and higher average CPC rate



Enhancers...

- Higher realized price for design software and moving away from promotional discounting.
- Digitization of transactional sales processes will deliver greater efficiencies and reduce the cost of transactional sales.
- Octopart becoming the dominant search engine for electronic parts with stronger pricing power and monetization opportunities.

Drag...

- Altium 365 strong adoption is translating to growing cloud infrastructure costs but this seeds future opportunities.
- Inflationary costs for salaries and wages.
- Increased professional fees for compliance and regulatory related activities.

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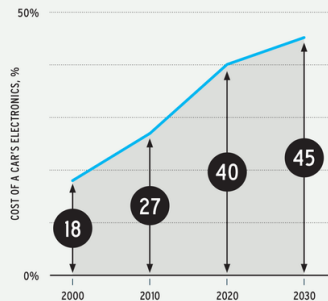
NASA's Mars Ingenuity Copter's electronics were designed using Altium software

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

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

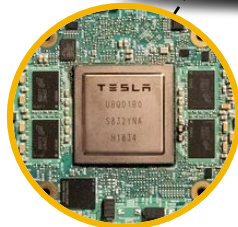
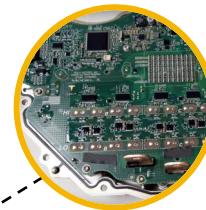


Deloitte (2019) - Semiconductors – the Next Wave

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...

iRobot
Smart Vacuum Cleaner

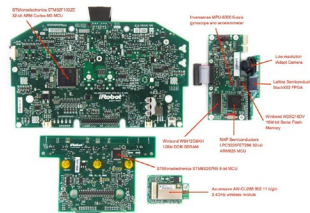


- Safety
- Performance
- Compliance
- Engineering Expertise



System Modelling & Engineering Analytics

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



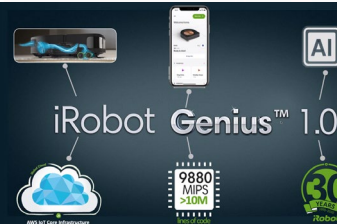
Electronic Design & Manufacturing

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



Product Design & Manufacturing

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



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



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

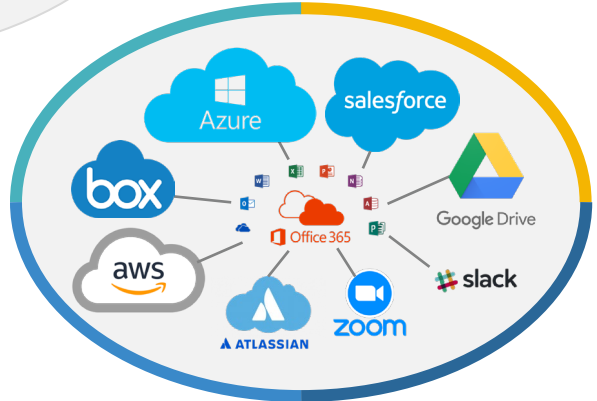


Software, Silicon & Computing

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



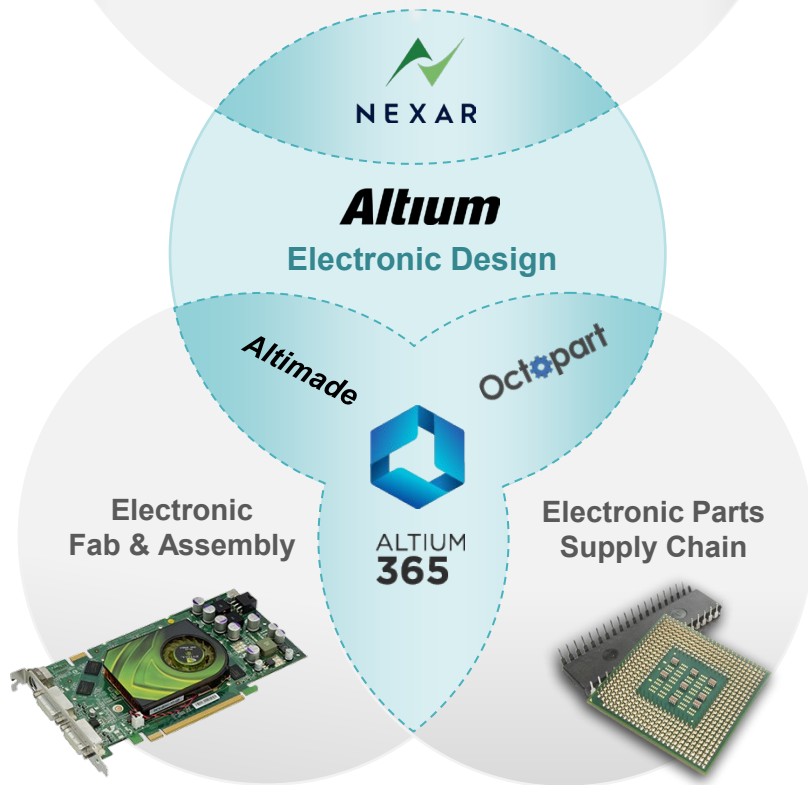
Product Design & Manufacturing

- **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
- **Altimate** – 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

Focus Areas for Strategic Alliances



- 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



- The implementation of an enterprise-wide platform for the design and realization for electronics hardware is not economically viable 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 will build strategic partnerships for the benefit of customers who are highly motivated to pursue digital transformation but who have low organizational capability to implement enterprise software for electronics



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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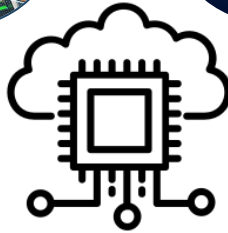
Altium's Market-Leading Products and Cloud Platform



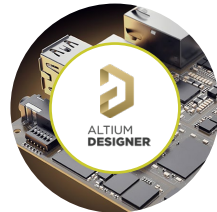
Altium 365
Altium's Cloud Platform for Electronic
Design & Manufacturing



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



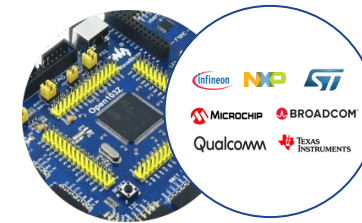
Industrial Controls



Computers



Semiconductors



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



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, Cambridge, Shanghai





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.



Guidance for FY23

- Total Revenue between \$255 million to \$265 million (15%-20% growth)
 - \$195 million to \$200 million for Electronic Design Software Business (15%-18% growth)
 - \$60 million to \$65 million for Engineering Cloud Platform Business (20%-30% growth)
- Underlying EBITDA margin of 35%-37%

Aspirational targets for FY26

- Total Revenue of \$500 million
- Underlying EBITDA margin 38%-40%
- 100,000* software seats on subscription

* With stronger uptake of higher-value subscription seats the \$500M target is expected to be reached with 75,000 to 90,000 seats on subscription.