



Aspermont
Information for Industry

**Enable businesses to dig deeper and
make better decisions for a brighter future**

Key Financial Highlights

Emerging cyclical and event-based new opportunities

Subscriptions

- 35th consecutive quarter of growth in subscriptions
- Annual Recurring Revenue \$11.2m, up 4% year on year
- Average Revenue Per Unit \$2.4k, up 17% year on year
- ~100% Net Retention Rate
- Subscriptions Revenue \$5.0m, up 3% year on year
- Subscription Revenue composition 75%, up 10% year on year

New Revenue Opportunities

- New Data product opportunities with top mining companies
- Marketing agency, Nexus, opportunities with top mining companies and central governments
- Expanded live event, Future of Mining
- Positive announcements on all above expected in H2

H1 Financials

- Revenue from continuous operations \$6.7m
- EBITDA (\$0.6m)
- Net cash \$0.7m

Q2 Financial Highlights

	Q1 25	Q2 25	Change
Total Revenue from continuing operations	\$3.3m	\$3.4m	+3%
Subscriptions Revenue	\$2.5m	\$2.5m	- %
Subscriptions Revenue Composition	75%	75%	-%
Normalised EBITDA	(\$0.4m)	(\$0.2m)	
Cash & Cash Equivalents	\$1.0m	\$0.7m	

	Q2 24	Q2 25	Change
Total Revenue from continuing operations	\$3.8m	\$3.4m	-10%
Subscriptions Revenue	\$2.4m	\$2.5m	+4%
Revenue Composition Subscriptions	63%	75%	+12%
Normalised EBITDA	(\$0.6m)	(\$0.2m)	
Cash & Cash Equivalents	\$1.4m	\$0.7m	

H1 Financial Highlights

	H2 24	H1 25	Change
Total Revenue from continuing operations	\$9.3m	\$6.7m	-28%
Subscriptions Revenue	\$4.8m	\$5.0m	+4%
Subscriptions Revenue Composition	52%	75%	-%
Normalised EBITDA	\$0.3m	(\$0.6m)	
Cash & Cash Equivalents	\$1.4m	\$0.7m	

	H1 24	H1 25	Change
Total Revenue from continuing operations	\$7.2m	\$6.7m	-6%
Subscriptions Revenue	\$4.9m	\$5.0m	+3%
Revenue Composition Subscriptions	68%	75%	+10%
Normalised EBITDA	(\$0.6m)	(\$0.6m)	
Cash & Cash Equivalents	\$1.4m	\$0.7m	

Income Statement

	HY 25	HY 24	Growth
	\$m	\$m	%
Subscriptions	5.0	4.9	+3%
Other	1.7	2.3	(33%)
Revenue from Continuing Operations	6.7	7.2	(6%)
Discontinued services	-	0.8	
Reported Revenue	6.7	8.0	
Operating, Corporate & Admin Expenses	(7.3)	(8.6)	
Normalised EBITDA	(0.6)	(0.6)	
Investments & Exceptionals	(0.2)	(0.4)	
Reported EBITDA	(0.8)	(1.0)	
Depreciation /Amortization and other	(0.8)	(0.7)	
EBIT	(1.7)	(1.7)	
Finance Costs	-	-	
Loss before Significant items and Tax	(1.7)	(1.7)	
Significant items / Exceptionals before Tax	0.4	-	
Loss before Tax	(1.3)	(1.7)	
Tax Expense	-	-	
Net Loss after Tax	(1.3)	(1.7)	

- Aspermont is performing to plan. Q2 marked our 35th consecutive growth quarter in Subscriptions.
- We are continuing to execute our three key growth strategies to develop opportunities to monetize mining corporate subscriptions.
- Aspermont remains on track to launch additional new high value Data products this year which will drive a positive step change in growth rates in pricing and revenue.
- Various legacy products were discontinued in H1 to upgrade our revenue quality.
- Significant market opportunities are airing for our marketing agency, Nexus, and the increased focus of central governments on domestic and international mining activity.
- Our current investment profile, audience development, profitability and cash generation outlooks remain in line with our FY25 plan and stated guidance.
- Aspermont owns 5% of a mining company, with a known resource and Government support, expected to IPO. Aspermont intends to recognize the value of this stake on listing.

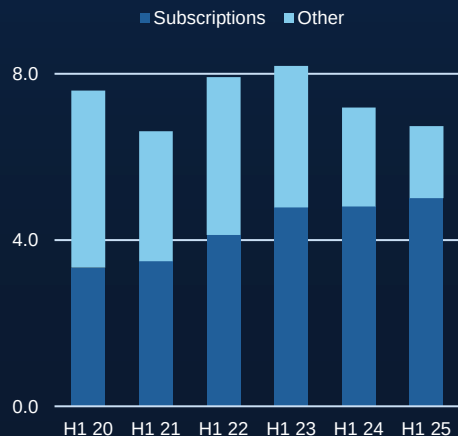
Performance Highlights

HY 25:

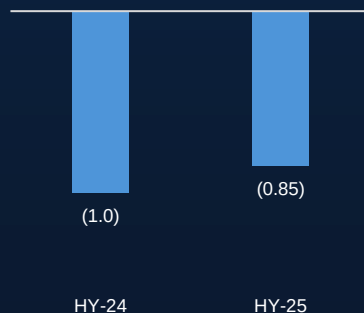
	H1 25	H1 24	Change
Total Revenue from continuing operations	\$6.7m	\$7.2m	-6%
Annual Recurring Revenue - Subscriptions	\$11.2m	\$10.8m	+4%
Normalised EBITDA	(\$0.6m)	(\$0.6m)	
Cash & Cash Equivalents	\$0.7m	\$1.4m	

- Subscriptions revenues growth maintained with rising momentum.
- Several lower quality legacy revenue streams shutdown in H1.
- All Live Events revenues moved to H2 and on target to over-achieve.
- 2 year Investment program in Data business absorbed in OPEX with new products set to launch in Q3.

Continuing Revenue (A'\$m)



Reported EBITDA (A'\$m)



“The directors are pleased to report improvements in profitability alongside strengthening revenue quality.”

The Market Leader in B2B Media for the Global Resource Sectors

\$11M+

Annual Recurring Revenue

5,000+

Corporate Subscriptions in
Over 150 Countries

75%

Subscriptions Revenue

230,000

Monthly Active Users

11%

Subscriptions Revenue
CAGR

100%

Net Retention Rate

3M+

Digital Users

17%

CAGR in ARPU

\$66M

Lifetime Value

High performance subscriptions business with 8-year track record of success.

Our Content-as-a-Service Model Solves an Information Gap



INDUSTRY NEEDS INFORMATION

There is an Information overload.

Industry needs information that is:

Timely.

Accurate.

Reliable.

Objective and free of bias.



OUR SUBSCRIPTION MODEL

PAYWALL

Independent gated content is only accessible to paid subscribers.

CONTENT

We produce various types of content from industry news to research, analysis, data and intelligence.

PEOPLE

We employ the brightest and best writers, analysts and researches in our sectors.

PLATFORM

Our sophisticated tech stack enables us to connect with, distribute to and monitor large scale online communities.



OUR INDUSTRY CONTENT SOLUTION

24/7 global coverage.

Timely & curated.

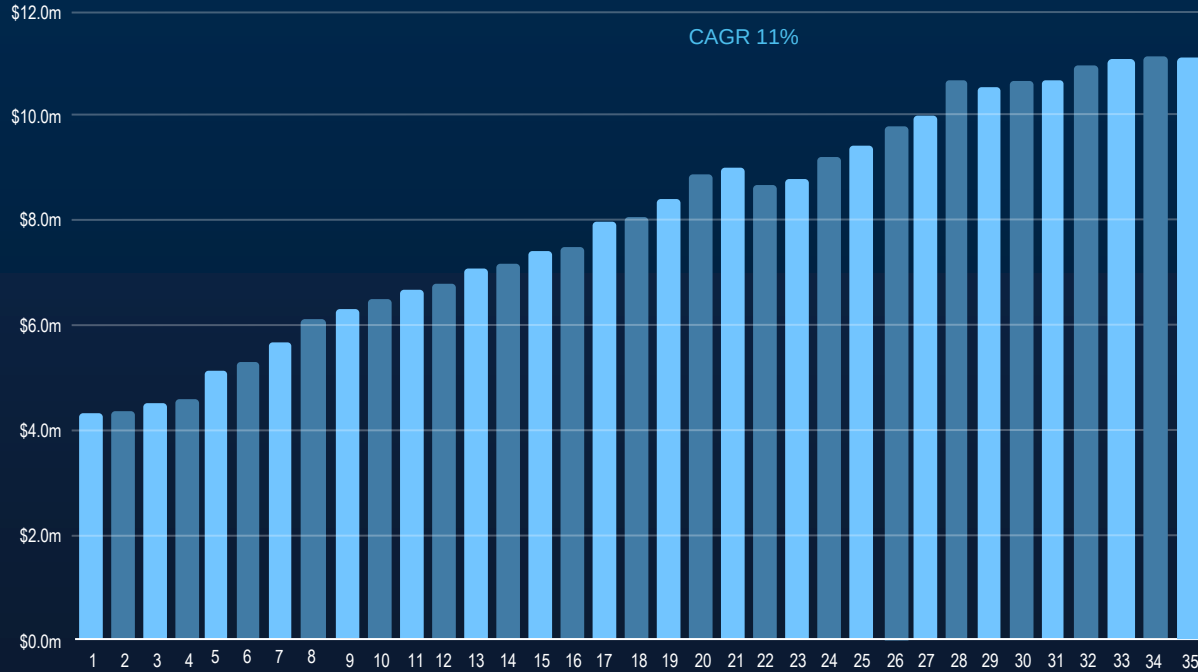
Informed & objective.

Analytical & intelligent.

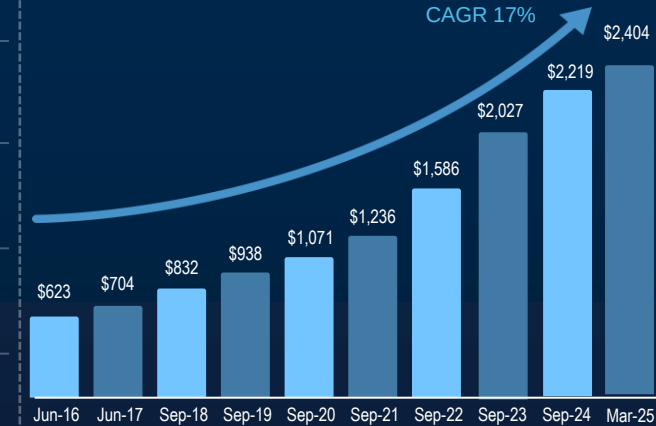
Independent & trusted for over 200 years.

35 Consecutive Quarters of Scalable Growth

Annual Recurring Revenue (ARR)



Average Revenue Per Unit (ARPU)



Gross Margins
improvement
from 47% to

67%

"We have delivered growth irrespective of cyclical, volatility, pandemics or war"

Large Audience Expansion with Improving profit margins in Mining Corporate Subscriptions Alone

Total Addressable Market

80,000

Current
Aspermont
Corporate
Subscriptions

5,000

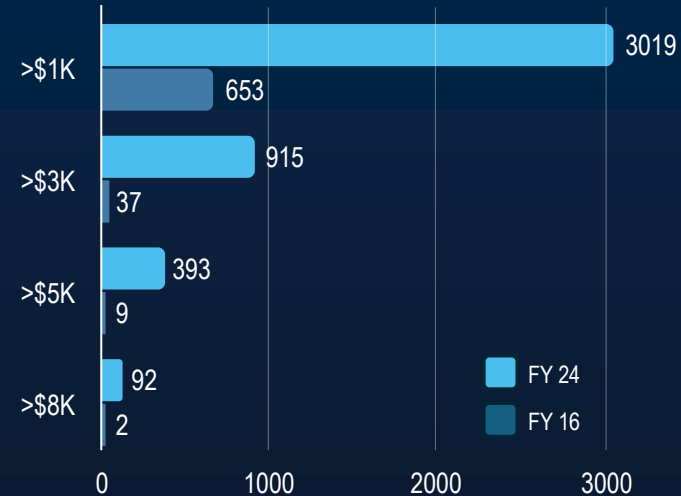
~6% TAM

\$2K+

Average revenue per unit,
with significant growth potential.



Annual Recurring Revenue per Account



GROWTH STRATEGY 1

Grow Corporate Subscriptions



Content Volume Expansion

More content producers covering more regions, industry segments and specialisations.



Technological Advancement

Personalised UX to help optimise new customer conversion workflows.



Increased Outbound Marketing

Continual testing and optimisation of marketing practises to both widen the new traffic net and improve conversion efficacy.

GROWTH STRATEGY 2

Increase Account Penetration to Build ARPU



Account Based Marketing

Target employees of existing corporate subscribers to increase members per subscription.



Upselling and Cross Selling

Bundle other existing standard and premium priced products to broaden subscriptions.



Rate Card

Achieve annual rate increases from improving content value proposition.

GROWTH STRATEGY 3

Increase Market Size



Targeted Geographies

Enhance service provision and audience development in target markets.



New Languages

Multi-lingual expansion of services.



New High Value Formats

More Data & Intelligence products in risk analytics, project ratings, ESG, workflow data and pricing.

Building Complementary Revenue Streams that Leverage Our Industry Expertise and Technology Strength

EVENTS

11%

OF EXISTING TOTAL
REVENUE

FUTURE OF
MINING

MARKETING AGENCY

16%

OF EXISTING TOTAL
REVENUE

nexus.

H1 Execution – Progress Report

New cyclical and event-based opportunities emerging



Marketing Agency/ Outbound

- Increased outbound marketing activity and efficacy
- **Target = Increased New Business Subscriptions**



Data and Intelligence Products

- Existing research/intell reports being developed into data products
- World Risk Index – Q2 launch
- Project Pipeline Index – Q3 launch
- ESG Index –Q4 launch
- **Target = Increased ARPU**



Geofencing Marketing Trial

- Nth America target
- Q1 pilot
- Target = Increased New Business Subscriptions
- **Result: trial discontinued / poor results**



New Government Tender

- Unbudgeted marketing agency ([Nexus](#)) opportunity
- 12-month program; Q3 close
- **Target = \$1.5m revenue**



New Key Company Tender

- Unbudgeted marketing agency ([Nexus](#)) opportunity
- 12-month program; Q3 close
- **Target = \$0.5m revenue**



New Events Upside

- Unbudgeted Expo opportunity for [Future of Mining](#) event
- Q4 close
- **Target = \$0.3m revenue**



New Data Product

- Unbudgeted new product opportunity with major mining company
- Phase 1 Q3 close
- **Target = \$0.5m+ revenue**

KEY METRICS FOR INVESTORS TO TRACK OUR EXECUTION SUCCESS IN FY25

At the start of the financial year the company provided investors with the following, end of year, guidance and these are maintained



FY 25 Managing Director's Outlook

Aspermont's Subscriptions business now contributes over 70% of the total revenue and maintains a net retention rate of more than 100%.

Powerful brands, a top-tier management team, and our recognised leadership in B2B media for the mining sector will enable us to deliver sustained growth.

And Aspermont has proved that growth over 35 consecutive quarters.

In H2 we look forward to launching a series of new Data products to positively impact our Annual Recurring Revenues and Average Revenue Per Unit.

We also look forward to announcing significant positive progress in our Nexus and Live Events divisions.

At the end of FY24, we provided guidance to our shareholders with respect to audience growth, Average Revenue Per Unit growth, Annual Recurring Revenue growth and positive organic free cashflow, for the year ahead.

We are happy to tell shareholders that we are performing to plan and are building momentum.

Aspermont Inflection Point

- 01 A **8-year-old mediatech company** with a 190-year legacy.
- 02 **35 consecutive quarters of growth** in subscriptions model at 11% CAGR
- 03 **Experienced Tier 1** management team executing with success.
- 04 Multiple growth strategies driving **improved revenues and quality of earnings**.
- 05 Multiple growth levers to increase, current **6%, share of total addressable market** in mining corporate Subscriptions.
- 06 Multiple growth levers to maintain double digit ARPU growth, currently **17% CAGR**.
- 07 Imminent **launch of new data products** will lead to step change in long term growth.
- 08 New **growth initiatives self-funded** from cash flow.

Enabling Businesses to Dig Deeper and Make Better Decisions for a Brighter Future



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ASX:ASP | FRA:00W | TDG:00W

House of Brands

AUSTRALIA'S
MINING
MONTHLY

KONDRIN GROUP'S
Farming
Ahead
INDEPENDENT INFORMATION FOR AGRICULTURE

Minjng Magazine

Minjng Journal

Minjng Journal **SELECT**

FUTURE OF
MINING

MN MiningNews.net

MININGNEWS **SELECT**

ENB
energynewsbulletin.net

GeoDrilling International

 **Notícias de Mineração Brasil**

TIER 1 Management Team, Aligned to Shareholder Interest



Ajit Patel

Chief Operating Officer
Ex Incisive Media



Alex Kent

Group Managing Director
Ex Microsoft



Josh Robertson

Chief Marketing Officer
Ex Publicis Groupe



Nishil Khimasia

Chief Financial Officer
Ex Equifax

18% combined management shareholding • 8 years avg. management tenure



Ana Gyorkos

Group Content Director
Ex Global Data



Bilal Azmat

Head of Marketing
Ex Events B2B



Lindsay Santos

Group Head of Events
Ex InfoCommAsia



Roger Cooke

Group Sales Director
Ex Euromoney



Sophie Mickel

Group Financial Controller
Ex ERGT Australia

Capital Structure

Ticker Code	ASX:ASP	FRA:00W
Shares on issue	2.47b	
Unlisted Options Exercise @ \$0.03	324m	
Unlisted Performance Rights	213m	

Significant Shareholdings	Holding	% IC
BNP Paribas Nominees Pty Ltd	295m	11.9%
Drysdale Investments Limited	290m	11.7%
White Rabbit Ventures	271m	11.0%
Allandale Holdings Pty Ltd	241m	9.7%
Ileveter Pty Ltd	171m	6.9%
HSBC Custody Nominees (Australia) Limited	127m	5.1%

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Currency All amounts in this presentation are in Australian dollars unless otherwise stated.

FY refers to the full year to 30 September

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