



Aspermont
Information for Industry

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

Q3 Highlights

Sustained Growth, Major Client Wins and Strategic Momentum

- 36th consecutive quarter of growth in subscriptions
- Subscriptions Revenue \$2.6m, up 6% year on year
- Average Revenue Per Unit \$2.5k, up 19% year on year
- 99% Net Retention Rate
- Subscriptions Revenue composition now 72% of total revenue
- Landmark Nexus contract with top 3 global mining company
- Future of Mining Australia delivers strong pre-results (revenue + audience)
- Data product launch imminent; presales signal robust demand
- Emerging government contracts and unbudgeted event upside in Q4

Q3 Financial Snapshot

Recurring Base Strengthens While Strategic Investments Scale

	Q2 25	Q3 25	Change
Total Revenue from continuing operations	\$3.4m	\$3.6m	+7%
Subscriptions Revenue	\$2.5m	\$2.6m	+2%
Subscriptions Revenue Composition	75%	72%	
Normalised EBITDA	(\$0.2m)	(\$0.6m)	
Cash & Cash Equivalents	\$0.7m	\$0.5m	

	Q3 24	Q3 25	Change
Total Revenue from continuing operations	\$3.6m ⁽¹⁾	\$3.6m	-%
Subscriptions Revenue	\$2.4m	\$2.6m	+6%
Revenue Composition Subscriptions	67%	72%	
Normalised EBITDA	\$0.12m	(\$0.6m)	
Cash & Cash Equivalents	\$1.3m	\$0.5m	

⁽¹⁾ Live Events revenue shift to Q4 removed to avoid distortion of YoY comparison

Managing Director Commentary:

“Aspermont is proud to report its 36th consecutive quarter of subscription growth, with a 6% year-on-year increase— a testament to the strength of our recurring revenue model and of the sustained demand for our premium content. With over 70% of total revenue now derived from subscriptions, our business benefits from a more stable, resilient, and less volatile income stream.

During Q3, we secured a landmark Nexus contract with one of the world’s top three mining companies which clearly confirms the value of our marketing services and content. We anticipate further marquee client acquisitions to build Nexus’s market share and to support scalable growth into FY26.

The imminent launch of our first-generation Data products marks a key innovation milestone. Early presales have been promising, indicating strong market appetite and potential for material impact in future quarters.

Our flagship event, Future of Mining Australia—set for full reporting in Q4—has already delivered strong outcomes in revenue, profitability, and audience engagement, highlighting the robustness of our events portfolio.

Our business strategy is delivering growth on several levels at the same time, and we expect to close several major revenue opportunities in Q4 to meet our financial guidance for the current fiscal year.”

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



MARKET NEED

There is an Information overload.

Industry needs information that is:

Timely.

Accurate.

Reliable.

Objective and free of bias.



OUR CaaS SOLUTION

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.



WHY ASPERMONT WINS

24/7 global coverage.

Timely & curated.

Informed & objective.

Analytical & intelligent.

Independent & trusted for over 200 years.

The Market Leader in B2B Media for the Global Resource Sectors

A Scalable, Data-Driven Subscriptions Engine

\$11M+

Annual Recurring Revenue

5,000+

Corporate Subscriptions in
Over 150 Countries

72%

Subscriptions Revenue

230,000

Monthly Active Users

11%

Subscriptions Revenue
CAGR

99%

Net Retention Rate

3M+

Digital Users

17%

CAGR in ARPU

\$65M

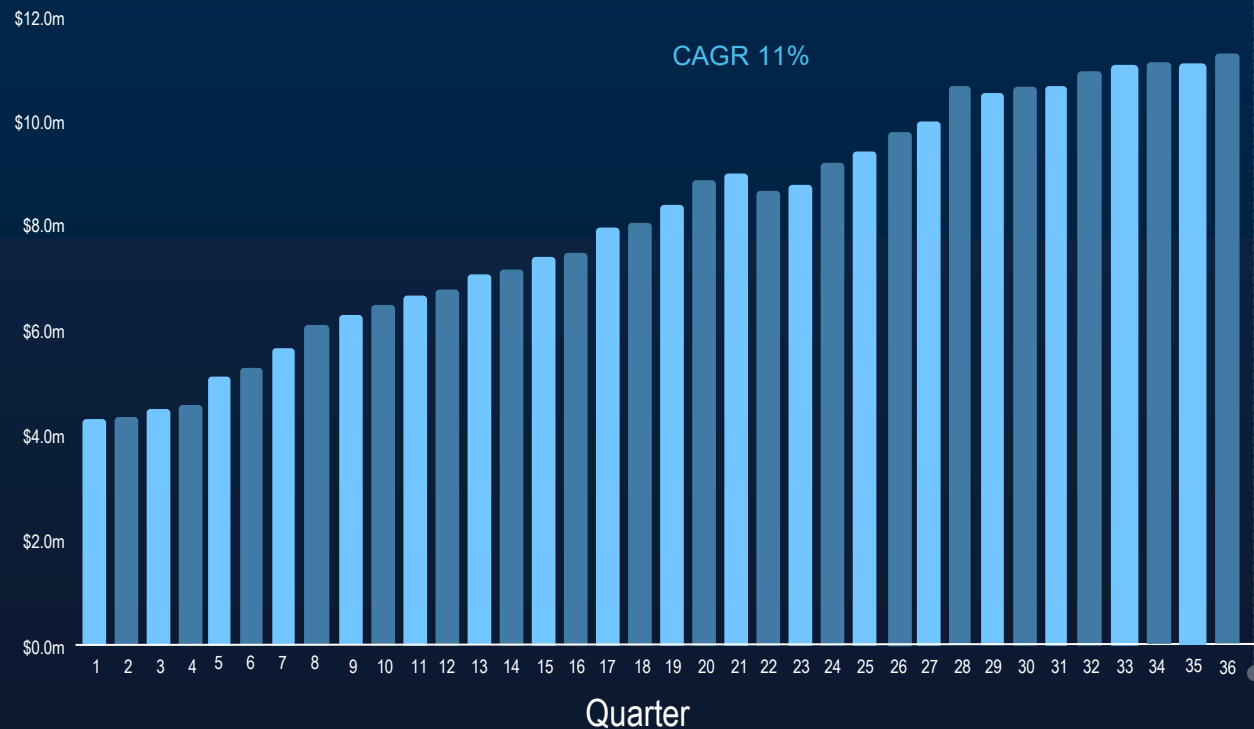
Lifetime Value

Proven Performance: 9-Year Track Record of Scalable Growth

Delivering Growth Through Cycles, Volatility and Disruption

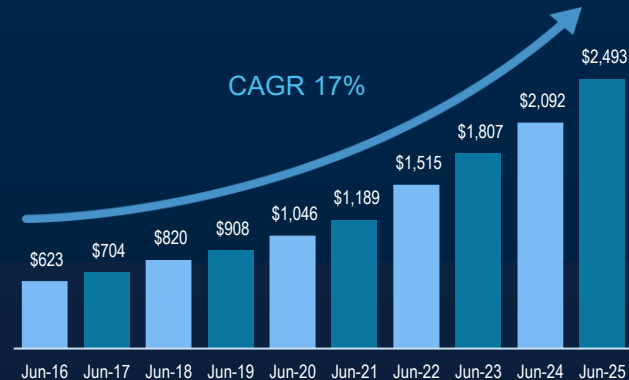
Annual Recurring Revenue (ARR)

CAGR 11%



Average Revenue Per Unit (ARPU)

CAGR 17%



Gross Margins
improvement
from 47% to

67%

Large Audience Expansion with Improving Profit Margins in Mining Corporate Subscriptions Alone

Total Addressable Market

80,000

Current
Aspermont
Corporate
Subscriptions

5,000

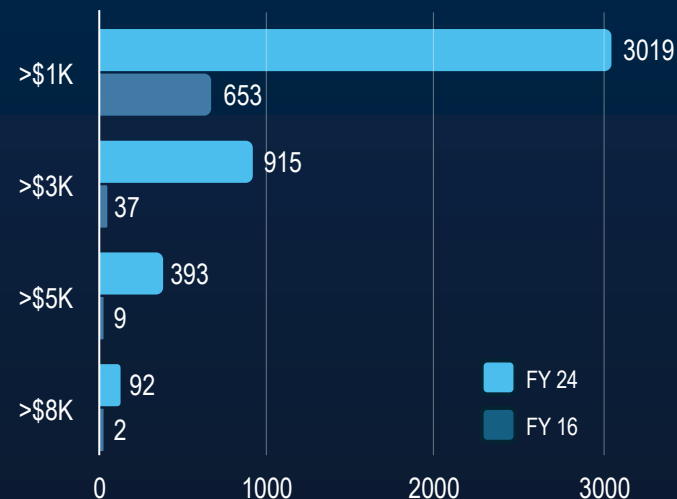
~6% TAM

\$2K+

Average revenue per unit,
with significant growth potential.



Annual Recurring Revenue per Account



GROWTH STRATEGY 1

Expand 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

Grow 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

Scale into New Markets and Products



Targeted Geographies

Enhance service provision and audience development in target markets.



New Languages

Multi-lingual expansion of services.



New High Value Formats

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

Diversifying Revenue Through Events & Marketing Agency

EVENTS

11%

OF EXISTING TOTAL
REVENUE

FUTURE OF
MINING

MARKETING AGENCY

16%

OF EXISTING TOTAL
REVENUE

nexus.

FY25 Execution Update

Strategic Progress with Material Upside



Marketing Agency/ Outbound

- Increased outbound marketing activity and efficacy
- **Target = Increased New Business Subscriptions**
- Current Status = Testing and optimising



Data and Intelligence Products

- Existing research/intell reports being developed into data products
- World Risk Index – Q2 launch (delay Q4)
- Project Pipeline Index – Q3 launch (delay Q4)
- ESG Index –Q4 launch (delay next FY)
- **Target = Increased ARPU**
- Current Status = presales phase



Geofencing Marketing Trial

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



New Government Tender

- Unbudgeted Nexus opportunity
- 12-month program; Q3 close (delay Q4)
- **Target = \$1.5m revenue**
- Current Status = In tender process



New Key Company Tender

- Unbudgeted Nexus opportunity with major mining company
- 12-month program; Q3 close
- **Result = \$0.2m revenue**



New Events Upside

- Unbudgeted Expo opportunity for [Future of Mining](#) event
- Q4 close
- **Result = \$0.2m revenue**



New Data Product

- Unbudgeted new product opportunity with major mining company
- Phase 1 Q3 close (delay Q4)
- **Target = \$0.5m revenue**
- Current Status = Contracting

Inflection Point: Positioned for Scalable Value Creation

- 01 A 9-year-old mediatech company with a 190-year legacy.
- 02 36 consecutive quarters of growth in subscriptions model at 11% CAGR
- 03 Experienced Tier 1 management team executing with success.
- 04 Strategically placed geopolitically with central government partnerships emerging.
- 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**

Proven, Aligned Leadership Team with Deep Sector Expertise



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

14% ownership • 8-year average 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 Codes	ASX:ASP FRA: 00W
Shares on issue	2.5B
Unlisted Options Exercise @ \$0.03	324m
Unlisted Performance Rights	198m

Substantial Security Holders	Holding	% IC
Aspermont Directors (Combined)	826m	32.9%
White Rabbit Ventures	297m	11.8%
BNP Paribas Nominees Pty Ltd	295m	11.8%
Drysdale Investments Limited	290m	11.5%
Allandale Holdings Pty Ltd	241m	11.0%
Ileveter Pty Ltd	171m	6.8%
HSBC Custody Nominees (Australia) Limited	127m	5.5%

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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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