

FY25 Results Presentation – ASX:ASP

“Transforming 190 years of media heritage into a subscription-first data & intelligence platform”

Company Snapshot

4,000+

Corporate Subscriptions in over
150 countries

\$11.5m

Annual Recurring Revenue (ARR)

66%

Subscriptions Revenue

245,000

Monthly Active Users (MAU)

11%

Subscriptions Revenue
CAGR

100%

Net Retention Rate (NRR)

3M+

Digital Users

17%

CAGR in Average Revenue Per
Unit (ARPU)

\$65M

Lifetime Value

190 years of proprietary data across 11 media brands

FY25 at Glance

1

Annual Recurring Revenue (ARR) at \$11.5m up 2% year on year; **37 consecutive quarters of growth**

2

Mining-IQ v1 launched in Q4. Early traction includes presales to Tier 1 miners and financial institutions

3

\$550k+ enterprise contract signed with Rio Tinto to digitize 190 years of archives and build a bespoke LLM-powered platform

4

Nexus, Aspermont's in-house marketing agency, secured **two flagship contracts**

5

Future of Mining Australia delivered record audience size with over **2,000 attendees**

6

Legacy product rationalization continued, lifting **recurring revenue to 66% of total**

7

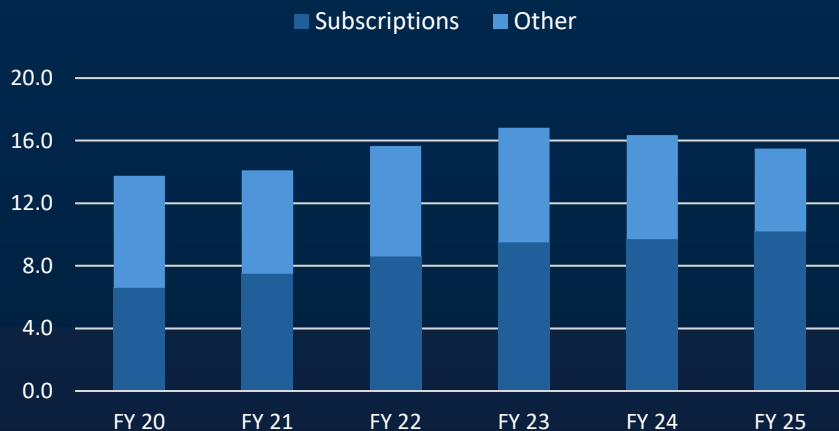
\$1.75m institutional placement at a 40% premium and Share Purchase Plan contributed to total **capital raise of \$2.8m**

8

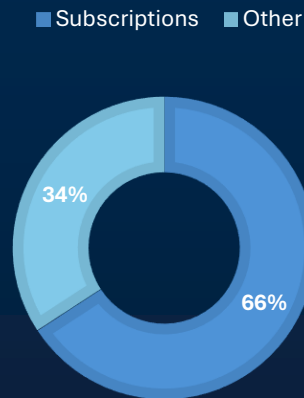
Positive operating cashflow in H2 (ex -raise), with 11% reduction in Operating & Admin costs year on year

Revenue Mix Shift

REVENUE CONTINUING (\$M)



REVENUE MIX



- Revenue continuing: \$15.4m vs \$16.5m in FY24, -6% year on year
- Change driven by
 - exit of low-margin legacy products
 - decline in legacy advertising

- Subscriptions now 66% vs 60% in FY24

FY25 Financial Performance

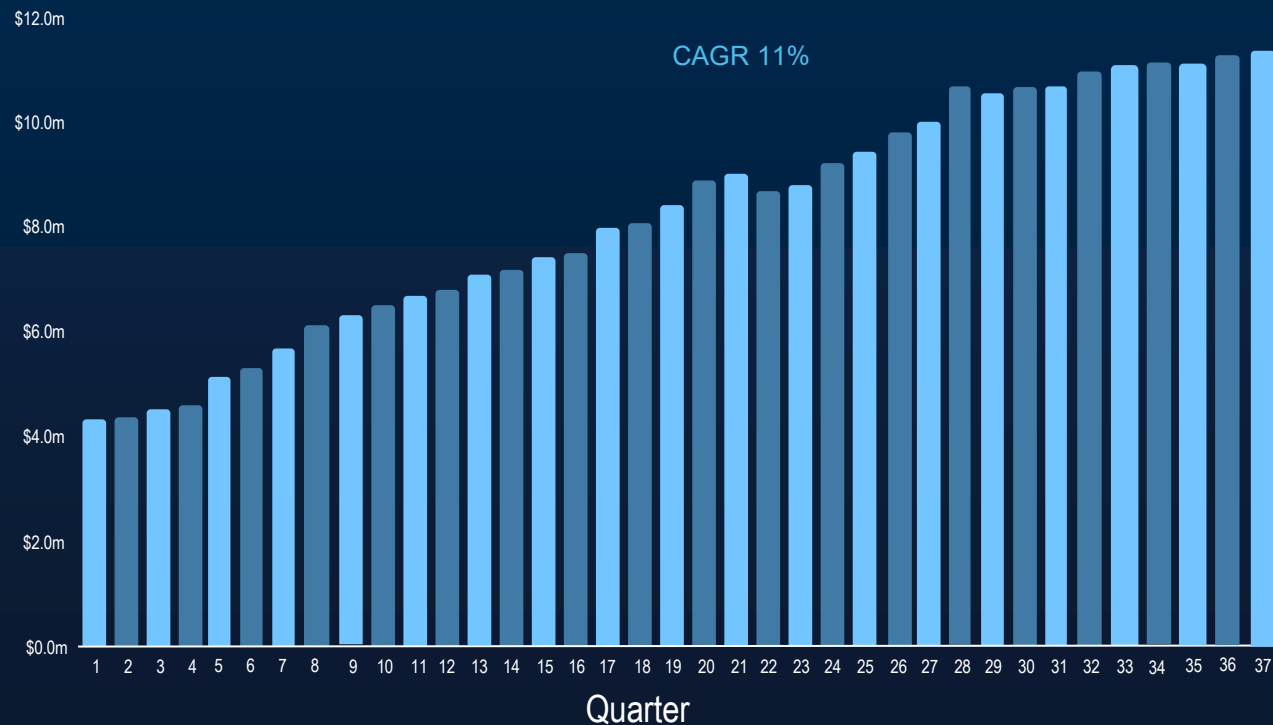
	FY 25 \$m	FY 24 \$m	Growth %
Subscriptions	10.2	9.7	4%
Other	5.2	6.8	
Revenue from Continuing Operations	15.4	16.5	(6%)
Discontinued services	-	1.0	
Reported Revenue	15.4	17.5	
Operating, Corporate & Admin Expenses	(16.2)	(17.8)	
Normalised EBITDA	(0.8)	(0.3)	
Investments & Exceptionals	(0.2)	(0.8)	
Reported EBITDA	(1.0)	(1.1)	
Depreciation and Amortisation	(1.0)	(0.9)	
Other	0.1	-	
EBIT	(2.0)	(2.1)	
Finance Costs	(0.1)	-	
Loss before Significant items and Tax	(2.1)	(2.1)	
Significant items / Exceptionals before tax	(0.5)	(0.4)	
Loss before Tax	(2.6)	(2.5)	
Tax Expense	-	-	
Net Loss after Tax	(2.6)	(2.5)	
Cashflow from Continuing Operations	0.2	(1.6)	
Net Cash at the end of Period	2.9	1.4	

- **Subscriptions Revenue: \$10.2m**; Other Revenue: \$5.2m
- **Normalised EBITDA: −\$0.8m**; Reported EBITDA: −\$1.0m (+10% year on year)
- EBIT: −\$2.0m; **Net loss after tax: −\$2.6m**
- **Operating, Corporate & Admin: −\$16.2m** (11% down year on year)
- **Cash & equivalents: \$2.9m**;
- **Cashflow from continuing ops: \$0.2m** (improved by **\$1.8m** YoY).

37th Consecutive Quarters of Growth with 100% NRR

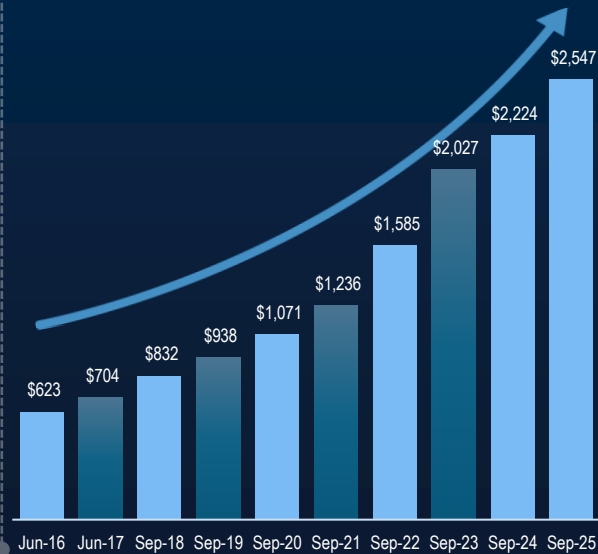
Annual Recurring Revenue (ARR)

CAGR 11%



Average Revenue Per Unit (ARPU)

CAGR 17%



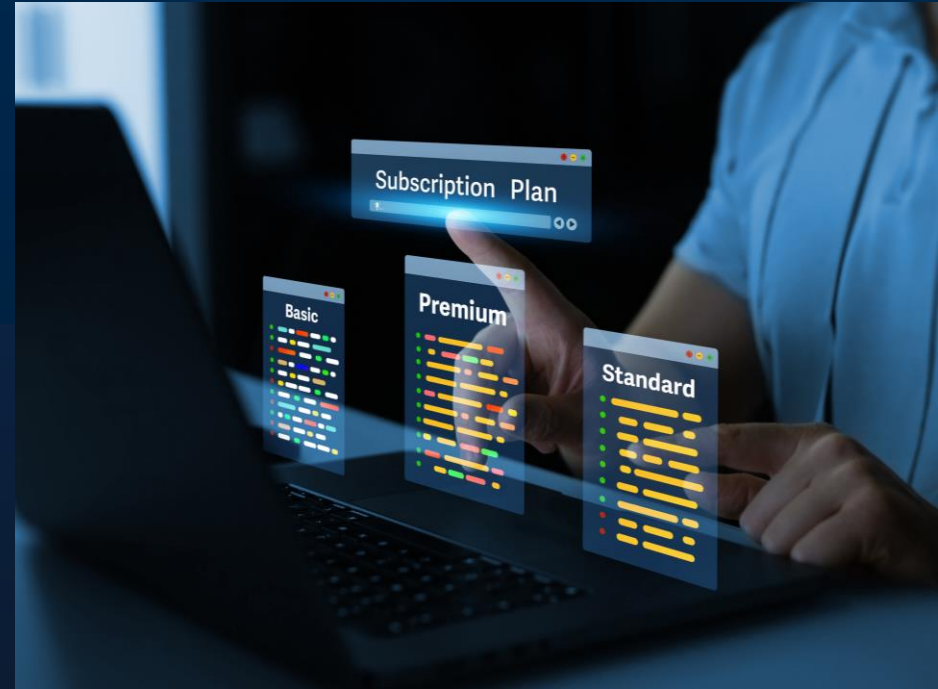
Corporate Subscriptions Opportunity

NOW

- **TAM:** ~80,000 mining corporates globally
- >4,000 corporate subscribers today; ARR >\$11.5m
- ARPU>\$2.5k; >10 organizations pay >\$100k per subscription

GROWTH STRATEGY

1. **Grow volume of corporate subscriptions:**
Expand Content | Improve UX | Optimise Marketing
2. **Grow ARPU:**
Account Based Marketing | Cross Sales | Rate Card
3. **Increase Market Size:**
Geography | Language | Product



Data & Intelligence

Mining-IQ Commercialisation

- Mining-IQ v1 launched in Q4 FY25
- Presales with Tier-1 miners and financial institutions; platforms built on Skywave/Horizon V5
- Enterprise traction: Rio Tinto (~\$550k) to digitize 190 years of archives
- Large Language Model (LLM) powered search to now be built



Diversifying Revenue Through Events & Marketing Agency

EVENTS

11%

OF EXISTING TOTAL
REVENUE

FUTURE OF
MINING

MARKETING AGENCY

16%

OF EXISTING TOTAL
REVENUE

nexus.

*Nexus: flagship wins (top-3 global miner; ASEAN government); entering scale up
Future of Mining Australia: record audience (>2000) and revenue; expanded international delegation*

Capital Management & Cost Discipline

- **\$2.8m raised: \$1.75m placement at 40% premium** plus SPP; diversified institutional base.
- **Cash \$2.9m; positive H2-25 operating cash flow (ex-raise)**; accelerated investment in Mining-IQ, archive digitalisation, new LLM and platform upgrades
- **Operating/Admin expenses –11% year on year**, despite new business investment



More than 25% of the Global Fortune 100 are Aspermont clients

COMPANIES

MINING



ENERGY



STEEL



SUPPLY CHAIN

MACHINERY



ENGINEERING



EQUIPMENT



FINANCIAL SERVICES

BANKING



INVESTMENT SERVICES



INSURANCE



SERVICES

ACCOUNTING



LEGAL



MANAGEMENT CONSULTANT



TECHNOLOGY



GOVERNMENT



Risk and Mitigation Strategies

Risk	Mitigation
Competitive & Market	Differentiation via proprietary platforms; focus on premium enterprise ARPU
Cyber & data privacy	Distributed architecture, strict supplier security protocols
Execution	Phased rollouts (Mining IQ), cross functional teams, milestone tracking
Macroeconomic cyclicalality	Diversified revenue streams (subscriptions, data, marketing, events)

FY26 Priorities

1

Scale recurring revenue: increase subscriptions volume; maintain pricing discipline (ARPU)

2

Accelerate Data and Intelligence commercialisation: build product roadmap on Mining-IQ

3

Scale Nexus & Events: expand marquee client relationships; deepen event reach

4

Disciplined capital allocation & costs control



Managing Director Closing

“FY25 strengthened the subscriptions engine, launched enterprise-grade data with Mining-IQ, and expanded marketing/events. With a stronger balance sheet and Tier-1 validation, we are focused on disciplined execution to scale recurring revenue and commercialize data assets.” - Alex Kent, Managing Director

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FY refers to the full year to 30 September

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Appendix

House of Brands

Minjng Journal

M I N MiningNews.net

Minjng Magazine

Mining **IQ**

energy news bulletin

MINING
MONTHLY

Minjng Journal **SELECT**

MININGNEWS **SELECT**

FUTURE OF
MINING

GeoDrilling International

Farming
Africa

Notícias de Mineração Brasil

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.

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

Reconciliations

1. Normalized EBITDA

The reconciliation of statutory earnings to EBITDA is as follows

Year Ended	30 Sept 2025 \$000	30 Sept 2024 \$000
Reported income/(loss) from continuing operations before income tax expense	(2,648)	(2,480)
Net interest	89	13
Depreciation and amortisation	975	921
Other (share-based payments & provisions, foreign exchange, other income)	83	331
Impairments/Investment write-offs	520	159
Reported EBITDA	(981)	(1,056)
Exceptional one-off charges/(income)	-	240
New business establishment costs	160	488
Normalised EBITDA	(821)	(328)

2. FY25 Key Exceptional and one-off expenses

Year Ended	30 Sept 2024 \$000	30 Sept 2024 \$000
Operating Expenses		
Opex investment in new product lines ¹	160	360
Total operating expenses	160	360
Capital Expenses		
Platform investments ²	469	105
Total capital expenditures	469	105
Total	619	465

¹ Investment in data, research & intelligence

² Investment in Skywave data platform and V5 content platform upgrade