

Aspermont FY 20 Highlights

ROBUST MEDIATECH BUSINESS WITH EARNINGS
BREAKTHROUGH



Aspermont
Information for Industry

Key Financials

Gross Margin rising to

59%
Up 500
basis points

\$2.3m
Up 156%

Operating Cashflow

EBITDA

\$1.2m
Up 140%

\$4.4m

Net Cash

Debt

\$nil

Valuation Metrics



price sales ratio **1x**

LTV of
Subscription **0.3x**

value of
Subscription **2x**

EV/ARR
multiple **1.6x**

Key Subscriptions Metrics (4 year CAGR)

Users	3.7m	+33%
ARPU	\$1K	+14%
ACV	\$8.4m	+16%
LTV	\$56.2m	+33%
NRR	101%	+5%
UE	32:1	+36%



Revenue Performance



total revenue **\$15.2m**

new product
revenue **\$0.7m**

subscriptions **+5%**

media **+6%**

ASX:ASP