

# 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**