

03 November 2021

## ASPERMONT REPORTS STONG GROWTH IN Q4-21 AND INCREASED LEVELS OF FORWARD INVESTMENT

Aspermont (ASX:ASP, FRA:00W), the market leader in B2B media for the global resource sectors is pleased to announce strong growth across all revenue divisions in Q4, to September 30<sup>th</sup>, 2021, alongside continued expansion in gross margins. The company is increasingly able to deploy free cashflow and profits into forward investment to generate accelerated growth.

### Key Points:

- Group revenue growth +24%, from \$3.5m to \$4.3m, with momentum building in COVID recovery phase

Q4 -21 Revenue and Gross Profit (AUD \$'m)			
Revenue	Q4 20	Q4 21	Growth %
XaaS	1.6	1.9	20%
Data	0.1	0.4	162%
Services	1.7	2	17%
<b>Total</b>	<b>3.5</b>	<b>4.3</b>	<b>24%</b>
<b>Gross Profit</b>	<b>2</b>	<b>2.8</b>	<b>39%</b>
Gross Profit %	58%	65%	12%

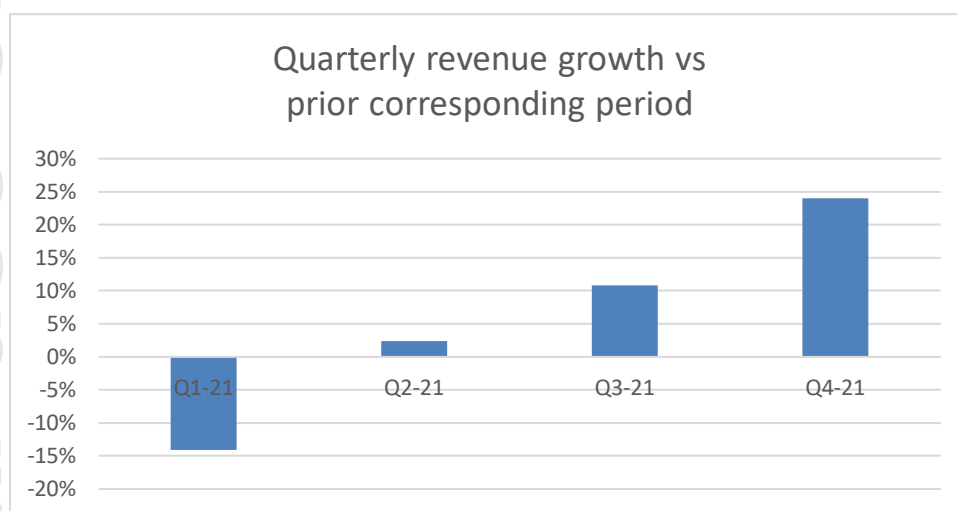
- Total direct OPEX costs increased 33% reflecting investment in more people and operational capacity to develop new businesses and sustain long term growth
- New investments are fully financed by internal cash flow
- Gross margins expanded from 58% to 65%
- [New fintech venture launched with SPARK PLUS and IPC, as announced](#)
- [Expansion of executive team with the appointment of new CSO, Ian Hart, as announced](#)
- [New research coverage initiated on Aspermont by GBC-AG](#)
- Resumption of Live Events business announced for Q2-22: [Future Of Mining - Australia](#)

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## Strong growth with momentum building



### Aspermont Managing Director, Alex Kent, said:

*"In Q4 we announced a new fintech joint venture and look forward to the launch of our first-generation capital raising platform in Q2-22. The strength of our partners and our global investor databases should make the new business highly competitive and we look forward to updating the market on our progress."*

*Aspermont's revenue and profit growth rates are back above pre-pandemic levels and with the resumption of live events next March, we anticipate growth to overshoot over the next financial year.*

*Subscription growth rates back over 20%, a continued surge in Data development and a return to growth for our Services business, driven by strong growth in our Content Works division, has all been satisfying and ahead of our internal expectations.*

*The momentum in all areas underlines both the strength of our core business models and our ability to successfully launch new divisions at speed.*

*Having managed the impacts of Covid-19 conservatively, particularly with regard to cost management and inward investment, we now have the right business conditions to re-initiate investment programs to deliver significant and sustained organic growth which augers well for our future growth prospects.*

*At the same time, we remain cognisant of volatile global market conditions and so maintain fiscal discipline in how we deploy profits and free cashflow to ensure that Aspermont remains a self-funded high growth business for many years to come.*

This announcement has been authorised by the Board of Directors.

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**About Aspermont**

Aspermont is the leading media services provider to the global resource industries. Aspermont has built a commercial XaaS model for B2B media which distributes high value content to a growing global audience. This versatile model can be scaled to serve new business sectors in new countries and languages. Aspermont's increasing size of (paid) audiences has opened a data monetization opportunity that the company is now developing.

Aspermont is listed on the ASX and on the Frankfurt Stock Exchange. It is also quoted on Tradegate and other regional German exchanges. The company has offices in UK, Australia, Brazil, USA, Canada, Singapore and the Philippines.

For more information please see: [www.aspermont.com](http://www.aspermont.com)

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