

22 July 2024

Aspermont reports a 32nd consecutive quarter of subscriptions growth.

Aspermont (ASX:ASP, FRA:00W), the market leader in B2B media for the global resource sectors, is pleased to announce a 32nd consecutive quarter of growth in subscriptions revenues. Overall revenue growth was supported by the successful expansion of Aspermont's [Future of Mining - Perth](#) event in June.

Q3 Key Highlights

- Group Revenue \$5.0m, up 20% year on year.
- Subscriptions Revenue \$2.4m and Subscriptions Cash \$2.6m, up 3% and 13% year on year.
- Marketing Agency & Data Services \$0.4m, up 14% year on year.
- Net cash \$1.3m, with profits reinvested for new product development.
- Reported and Normalised EBITDA \$0.06m and \$0.12m, respectively.
- Future of Mining Perth was sold out with 14% more attendees and moves to a larger venue next year.
- All Aspermont brands have now successfully migrated onto V5, [as initiated and announced in Q1](#)

Aspermont Managing Director Alex Kent said:

"Q3 was positive for Aspermont in line with [guidance given at the end of the first half 2024](#)¹.

Subscriptions cash momentum lifted to 13%, and with 32 consecutive quarters of revenue growth guides to increasing subscription revenue growth going forward. Net cash reserves were flat as profits were reinvested in new product development for near term cashflow regeneration. Overall revenues grew 20% and bottom-line profitability was restored.

Despite challenging market conditions for mining finance, Aspermont balances growth and financial stability.

Rescheduling our Future of Mining Perth event, from March 2024 to June 2024, reduced our first half revenues with the correction coming in this quarter. The delayed running of the event proved successful, and it will now move to a larger venue for FY25 to accommodate the increased attendee interest.

New growth in Data Services and Marketing Agency was delivered and, with subscriptions, these will increasingly contribute to higher growth rates, and substantial shareholder value, going forward.

Overall Aspermont remains committed to new product development and existing product enrichment. We prioritise these activities, albeit the result of our hard work is not yet fully reflected in our current financials. In Q4 we intend to launch our first subscriptions-based data and intelligence (D&I) product, which, on success, will see us launch a range of new D&I products, and we look forward to keeping shareholders updated with our progress in that area."

¹ Reference page 13 of [FY24 half year report](#)

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 sectors. 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. As Aspermont global (paid) audiences continue to grow, this opens new opportunities to monetise Aspermont's vast data base which is being addressed by new hires to expand the group knowledge capital and capabilities.

Aspermont is listed on the Australian Stock Exchange and quoted 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