



Aspermont

Information for Industry

**Enabling businesses to dig deeper and
make better decisions for a brighter future**

Aspermont Inflexion Point

Set for high growth subscriptions revenue and free cashflow

- 01 A 8-year-old mediatech company with a 188-year legacy.
- 02 The leading media services provider to the global resource industries.
- 03 Experienced Tier 1 management team executing with success.
- 04 Comprehensive business turnaround and business model transformation. Subscriptions now 62% of overall revenue.
- 05 Multiple growth levers to increase, current 6%, share of total addressable market in Subscriptions.
- 06 32 consecutive quarters of growth in subscriptions model.
- 07 Other income areas in Events and Nexus have significant upside potential.
- 08 Blue ocean opportunities in mining, energy and agriculture

The Market Leader in B2B Media for the Global Resource Sectors

\$11M

Annual Recurring Revenue

17%

Subscriptions Revenue
CAGR

62%

Subscriptions Revenue

5,000+

Corporate Subscriptions in
Over 150 Countries

270,000

Monthly Active Users

3M+

Digital Users

18%

ARPU CAGR

100%+

Net Retention Rate

\$60M+

Lifetime Value

High performance subscriptions business with 8-year track record of success.

Our Content-as-a-Service Model Solves an Information Gap



INDUSTRY INFORMATION PAINS

Information overload.

Reliable & accurate information.

Timeliness.

Access to Intelligent Information.

Bias & Objectivity.



OUR SUBSCRIPTION MODELS

PAYWALL

Our high value, authoritative and independent content is gated, and users pay a subscriptions to access it.

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

We have a sophisticated tech stack that enables us to connect, distribute to and monitor large scale online communities.



OUR INDUSTRY CONTENT SOLUTION

24/7 global coverage.

Timely & curated.

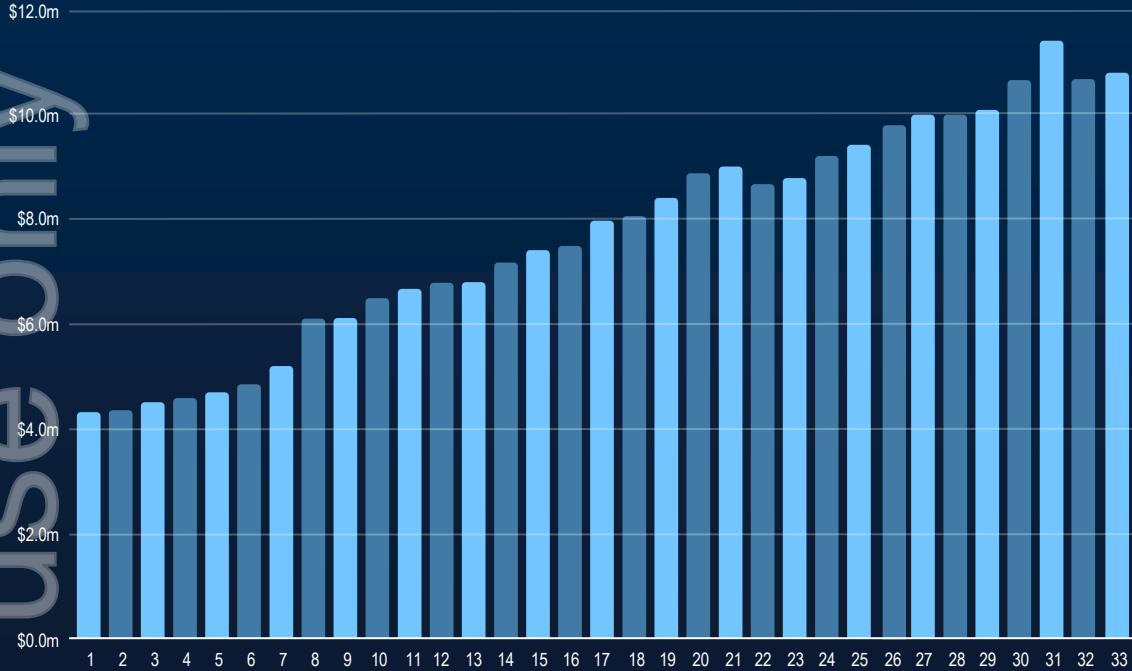
Informed & opinionated.

Analytical & intelligent.

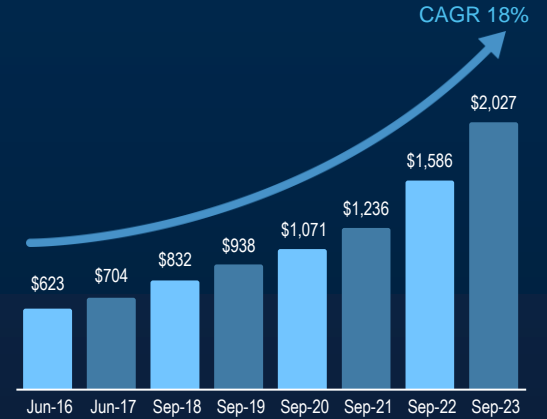
Independent & trusted for over 200 years.

32 Consecutive Quarters of Scalable Growth

Annual Recurring Revenue (ARR)



Average Revenue Per Unit (ARPU)



Gross Margins
improvement
from 47% to **67%**

Income Statement

	FY 23	FY 22	Growth
	\$000	\$000	%
Revenue from Continuing Operations	19.2	18.7	3%
Operating, Corporate & Admin Expenses	(17.5)	(15.9)	10%
Normalised EBITDA	1.7	2.8	(39%)
Investments & Exceptionals	(1.3)	(0.5)	138%
Reported EBITDA	0.5	2.3	(80%)
Depreciation and Amortisation	(0.7)	(1.0)	
EBIT	(0.3)	1.3	
Finance Costs	0.1	0.0	
Profit before Significant items and Tax	(0.2)	1.3	
Significant items / Exceptionals before Tax	(1.6)	(1.6)	
Profit before Tax	(1.8)	(0.3)	
Tax Expense	0.1	(0.1)	
Net Profit after Tax (NPAT)	(1.7)	(0.4)	
Diluted EPS	(0.07)	(0.018)	
	cents	cents	

- In FY 23, we guided to negative EBITDA in FY 23, owing to our inward investment program.
- But we delivered positive Reported and Normalized EBITDA at \$0.5m and \$1.7m respectively.
- FY23 included a \$800k investment write off in a previously owned joint venture.
- Aspermont owns 5% in a mining project that is set for IPO. The value of that stake will be recognized at listing.

Strong Competitive Advantages



Brand Leverage

560 years of combined brand heritage brings unequalled audience trust, loyalty and collaboration.



Operational Agility

Aspermont's centralized structure and agile management team can launch new products while closely monitoring risks.



Clear Values

Clear values guide our operations, decision-making processes and our external interactions so that we remain focused, consistent and trustworthy.



Intellectual Property

We continue to develop unique IP in processes and business models that are enabled and advanced by technological leaps.



Industry Access

As market leader in B2B media for the global resource sectors, Aspermont has unparalleled access to key decision makers.



Scalable Model

Scalable and resilient XaaS model that has delivered gross margin gains over 33 consecutive quarters.



Financially Robust

Reformed and debt free balance sheet enables reinvestment of all free cash flow to organic growth opportunities.



Competitive MOAT

Our evolving brand heritage, IP and audience-client ecosystem are continually expanding barriers to entry for potential competitors.



Ambition

Aspermont has a unique opportunity in sectors that contribute more than 22% of global GDP.

Large Audience Expansion & Share of Wallet Opportunity in Mining Corporate Subscriptions Alone

Total Addressable Market

80,000

Current
Aspermont
Corporate
Subscriptions

5,000

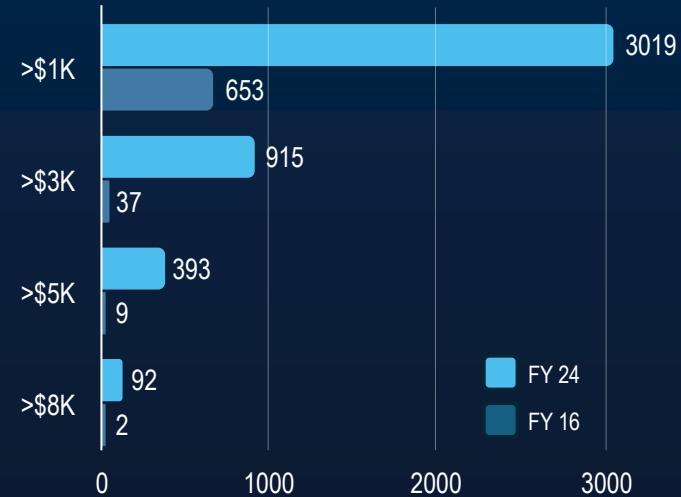
~6% TAM

\$2K+

Average revenue per unit,
with significant growth potential.

Top 10
Subscriptions
7.34%
of Total Subs
Revenue

Annual Recurring Revenue per Account



House of Brands

AUSTRALIA'S
MINING
MONTHLY

KONDIRIN GROUP'S
Farming
Ahead
INDEPENDENT INFORMATION FOR AGRICULTURE

Minjng Magazine

Minjng Journal

Minjng Journal **SELECT**

FUTURE OF
MINING

M/N MiningNews.net

MININGNEWS **SELECT**

ENB
energynewsbulletin.net

GeoDrilling International

 **Notícias de Mineração Brasil**

GROWTH STRATEGY 1

Increasing Corporate Subscriptions in Existing Markets



Content Volume Expansion

More content producers covering more industry segments and specialisations.



Technological Advancement

Personalised UX helps optimise new customer conversion workflows.



Increased Outbound Marketing

Continual testing and optimisation of marketing practises to both widen the new traffic net and improve conversion efficacy.

GROWTH STRATEGY 2

Increasing Account Penetration and ARPU



Account Based Marketing

Targeting of employee as existing corporate subscriber to expand members per subscription.



Upselling & Cross Selling

Bundling of other existing standard and premium priced products.



Rate Card

Annual price increases based on improvements in content value proposition.

GROWTH STRATEGY 3

New Product Launches to Increase Market Size



New High Value Formats

Data & intelligence products in risk analytics, ratings, ESG, workflow data and pricing.



New Geographies

More writers in more countries enabling more regional services.



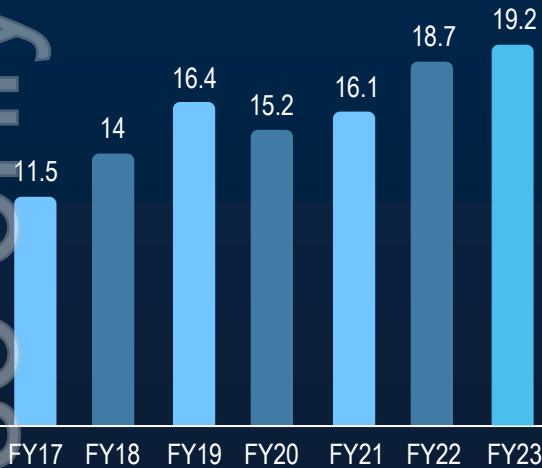
New Languages

Multi-lingual expansion of services.

Internal use only

Post-financial Turnaround, Aspermont has been able to Finance Investment in Organic Growth Initiatives from its Free Cash Flow

Revenue (A\$m)



EBITDA (A\$m)



Zero debt



\$2M cash in hand



Cash generative

TIER 1 Management Team, Aligned to Shareholder Interest



Ajit Patel

Chief Operating Officer
Ex Incisive Media



Alex Kent

Group Managing Director
Ex Microsoft



Josh Robertson

Chief Marketing Officer
Ex Publicis Groupe



Matt Smith

Chief Commercial Officer
Ex IDG



Nishil Khimasia

Chief Financial Officer
Ex Equifax

18% combined management shareholding • **8 years** avg. management tenure



Ana Gyorkos

Group Content Director
Ex Global Data



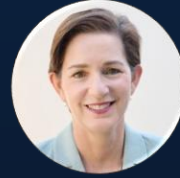
Lindsay Santos

Group Head of Events
Ex InfoCommAsia



Roger Cooke

Group Sales Director
Ex Euromoney



Sophie Mickel

Group Financial Controller
Ex ERGT Australia

Building Complementary Revenue Streams that Leverage Our Industry Expertise and Technology Strength

EVENTS

10%

OF EXISTING TOTAL
REVENUE

FUTURE OF
MINING

MARKETING AGENCY

28%

OF EXISTING TOTAL
REVENUE

nexus.

Internal use only

Aspermont's High Profile Client Base has Large Spend Capacity

COMPANIES	SUPPLY CHAIN	FINANCIAL SERVICES	SERVICES	TECHNOLOGY
<p>MINING</p> <p>BHP GLENCORE INTERNATIONAL plc</p> <p>RioTinto VALE</p>	<p>MACHINERY</p> <p>JOHN DEERE SANDVIK</p> <p>KOMATSU CATERPILLAR</p>	<p>BANKING</p> <p>ING J.P.Morgan</p> <p>BNP PARIBAS SOCIETE GENERALE</p>	<p>ACCOUNTING</p> <p>KPMG Deloitte.</p> <p>EY pwc</p>	<p>Microsoft amazon</p> <p>TOSHIBA IBM</p>
<p>ENERGY</p> <p>ExonMobil Energy Services Shell</p> <p>bp Chevron</p>	<p>ENGINEERING</p> <p>MITSUBI & CO. BOSCH</p> <p>HITACHI SIEMENS</p>	<p>INVESTMENT SERVICES</p> <p>UBS CREDIT SUISSE</p> <p>Goldman Sachs Morgan Stanley</p>	<p>LEGAL</p> <p>CLIFFORD CHANCE Baker McKenzie.</p> <p>DLA PIPER ALLEN & OVERY</p>	<p>Honeywell OSIsoft.</p> <p>AVIVA DASSAULT AVIATION</p>
<p>STEEL</p> <p>ArcelorMittal posco</p> <p>NIPPON STEEL thyssenkrupp</p>	<p>EQUIPMENT</p> <p>Epiroc LIEBHERR</p> <p>WEH Minerals metso</p>	<p>INSURANCE</p> <p>Allianz ZURICH</p> <p>LLOYD'S vero</p>	<p>MANAGEMENT CONSULTANT</p> <p>McKinsey & Company BCC</p> <p>BAIN & COMPANY ark consulting</p>	<p>inmarsat SAP</p> <p>ABB Infosys</p>

Aspermont Now has The Right Capacity, Capability, and Opportunity to Execute



KEY FOUNDATIONS NOW IN PLACE

Executive and management team assembled.

Balance sheet reconstructed.

Scalable business service centres established.

Primary income source in Subscriptions is high revenue quality.

Business is cash generative in place.



NEXT 18-MONTH EXECUTION PLAN

Reallocate operational capacity to subscription models.

Enhance product value propositions through content & technology.

Initiate more expansive marketing awareness campaigns.

Expand service in North America.

Launch data & intelligence products.



WHICH WILL RESULT IN

High growth in subscription revenue.

Free cash flow.

Profitability.

10-15%

Guidance: Subscriptions Revenue CAGR

Enabling Businesses to Dig Deeper and Make Better Decisions for a Brighter Future



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ASX:ASP | FRA:00W | TDG:00W

Internal use only

Aspermont: Debt-free with a Strengthening Balance Sheet

Total Assets	30 June '16	30 Sept '23
Cash and Cash Equivalent	1,795	4,044
Trade/other Receivables	3,734	1,729
Total Current Assets	5,529	5,773
Property and Equipment	155	495
Intangible assets	17,729	9,219
Deferred Tax & other Assets	3,292	1,825
Other Receivables	-	-
Total Non-Current Assets	21,089	11,539
Total Assets	26,618	17,312

Total Liabilities	30 June '16	30 Sept '23
Trade and other Payables	7,235	3,662
Income in Advance	5,788	6,812
Borrowings	5,141	-
Other Liabilities	373	353
Total Current Liabilities	18,537	10,827
Borrowings	3,120	-
Deferred Tax Liabilities	3,129	1,550
Provisions/other Liabilities	657	274
Total Non-Current Liabilities	6,906	1,824
Total Liabilities	25,443	12,651
Net Assets	1,175	4,661

Shareholders Equity	30 June '16	30 Sept '23
Issued Capital	56,443	11,364
Retained Losses	(43,905)	(6,649)
Other Reserves	(11,353)	(54)
Total Shareholders Equity	1,175	4,661

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FY refers to the full year to 30 September

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