

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





Key Q1 Highlights

Emerging cyclical and event-based new opportunities

Subscriptions

- 34th consecutive quarter of growth in subscriptions
- Annual Recurring Revenue \$11.4, up 6% year on year
- Average Revenue Per Unit \$2.3k, up 20% year on year
- ~100% Net Retention Rate
- Subscriptions Revenue \$2.5m, up 3% year on year
- Subscription Revenue composition 68%, up 8% year on year

New Revenue Opportunities

- Cyclical opportunities in Advertising and Live Events
- Resource nationalism opportunities in Advertising and Live Events
- Exploration activity opportunities in Data

Financials

- Revenue from continuous operations \$3.7m
- EBITDA (\$400k)
- Net cash \$1.0m





Q1 Preliminary Financial Highlights

	Q4 24	Q1 25	Change
Total Revenue from continuing operations	\$4.4m	\$3.7m	-8%
Subscriptions Revenue	\$2.4m	\$2.5m	+4%
Subscriptions Revenue Composition	55%	68%	+24%
Normalised EBITDA	(\$0.1m)	(\$0.4m)	
Cash & Cash Equivalents	\$1.4m	\$1.0m	
	04.04	04.05	01
	Q1 24	Q1 25	Change
Total Revenue from continuing operations	\$3.8m	\$3.7m	-2%
Subscriptions Revenue	\$2.4m	\$2.5m	+3%
Revenue Composition Subscriptions	000/	000/	+8%
	63%	68%	+0 /0
Normalised EBITDA	63% (\$0.2m)	(\$0.4m)	+0 /6

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



There is an Information overload.

Industry needs information that is:

Timely.

Accurate.

Reliable.

Obiective and free of bias.



OUR SUBSCRIPTION MODEL

PAYWALL

Independent gated content is only accessible to paid subscribers.

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

Our sophisticated tech stack enables us to connect with, distribute to and monitor large scale online communities.



24/7 global coverage.

Timely & curated.

Informed & objective.

Analytical & intelligent.

Independent & trusted for over 200 years.



The Market Leader in B2B Media for the Global Resource Sectors

\$11M+

Annual Recurring Revenue

250,000

Monthly Active Users

3M+

Digital Users

5,000+

Corporate Subscriptions in Over 150 Countries

12%

Subscriptions Revenue CAGR

18%

CAGR in ARPU

68%

Subscriptions Revenue

100%

Net Retention Rate

\$67M

Lifetime Value

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



34 Consecutive Quarters of Scalable Growth







Large Audience Expansion with Improving profit margins in Mining Corporate Subscriptions Alone

eference - Deloitte, KPMG, E&Y



GROWTH STRATEGY 1

Grow Corporate Subscriptions





Content Volume Expansion

More content producers covering more regions, industry segments and specialisations.



Technological Advancement

Personalised UX to help 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

Increase Account Penetration to Build ARPU





Account Based Marketing

Target employees of existing corporate subscribers to increase members per subscription.



Upselling and Cross Selling

Bundle other existing standard and premium priced products to broaden subscriptions.



Rate Card

Achieve annual rate increases from improving content value proposition.



GROWTH STRATEGY 3

Increase Market Size





Targeted Geographies

Enhance service provision and audience development in target markets.



New Languages

Multi-lingual expansion of services.



New High Value Formats

More Data & Intelligence products in risk analytics, project ratings, ESG, workflow data and pricing.



PROGRESS REPORT – Q2 FY25

New cyclical and event-based opportunities emerging



Marketing Agency/ Outbound

- Increased outbound marketing activity and efficacy
- Target = Increased New Business Subscriptions



Data and Intelligence Products

- Existing research/intell reports being developed into data products
- World Risk Index Q2 launch
- Project Pipeline Index Q3 launch
- ESG Index –Q4 launch
- Target = Increased ARPU



Geofencing Marketing Trial

- Nth America target
- Q1 pilot
- Target = Increased New Business Subscriptions
- Result: trial discontinued / poor results



New Government Tender

Unbudgeted marketing agency (Nexus) opportunity

12-month program;Q3 close

Target = \$1.5m revenue



New Key Company Tender

- Unbudgeted marketing agency (Nexus) opportunity
- 12-month program; Q3 close
- Target = \$0.5m revenue



New Events Upside

- Unbudgeted Expo opportunity for <u>Future of Mining</u> event
- Q4 close
- Target = \$0.7m revenue



New Data Product

- Unbudgeted new product opportunity with major mining company
- Phase 1 Q2 close
- Target = \$0.5m revenue





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

EVENTS

10%

OF EXISTING TOTAL REVENUE

FUTURE OF MINING

MARKETING AGENCY

22%

OF EXISTING TOTAL REVENUE

nexus.

Aspermont Inflection Point

Set to continue double digit subscriptions revenue growth and positive free cashflow

- 1 A 8-year-old mediatech company with a 190-year legacy.
- **02** 33 consecutive quarters of growth in subscriptions model at 12% CAGR
- **103** Experienced Tier 1 management team executing with success.
- Multiple growth strategies driving improved revenues and quality of earnings.
- Multiple growth levers to increase, current 6%, share of total addressable market in mining corporate Subscriptions.
- **106** Multiple growth levers to maintain double digit ARPU growth, currently 18% CAGR.
- **07** Executing new ways to monetise industry leading content.
 - Self-funding growth investments from organic free cash flow.

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





UNITED KINGDOM

Aspermont Media No.1 Poultry London United Kingdom, EC2R 8EJ

Email: corporate@aspermont.com

Office Phone: +44 207 216 6060



SINGAPORE

182 Cecil Street, #23-02, Frasers Tower, Singapore 069547

Email: corporate@aspermont.com



AUSTRALIA

Aspermont Limited 613-619 Wellington Street Perth, Western Australia, 6000

Email: corporate@aspermont.com

Office Phone: +61 8 6263 9100







House of Brands







Minjng Magazine

Mining Journal



FUTURE OF MINING









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



Nishil Khimasia Chief Financial Officer Ex Equifax

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

al use



Ana Gyorkos
Group Content Director
Ex Global Data



Bilal Azmat
Head of Marketing
Ex Events B2B



Lindsay Santos
Group Head of Events
Ex InfoCommAsia



Roger Cooke
Group Sales Director
Ex Euromoney



Sophie Mickel
Group Financial Controller
Ex ERGT Australia

Capital Structure

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Ticker Code	ASX:ASP	FRA:00W
Shares on issue	2.47b	
Unlisted Options Exercise @ \$0.03	324m	
Unlisted Performance Rights	213m	
	Ualdina	9/ IC

Significant Shareholdings	Holding	% IC
BNP Paribas Nominees Pty Ltd	295m	11.9%
Drysdale Investments Limited	290m	11.7%
White Rabbit Ventures	271m	11.0%
Allandale Holdings Pty Ltd	241m	9.7%
lleveter Pty Ltd	171m	6.9%
HSBC Custody Nominees (Australia) Limited	127m	5.1%

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