



Aspermont

Information for Industry

ANNOUNCEMENT

28th February 2013

The core media business for 2013:

- **Media Business Revenue up 25% or \$4.3m to \$21.5m (1H2011: \$17.2m),**
- **EBITDA before share option expense from Media Business of A\$1.3m, compared to A\$3.7m in the previous year,**
- **Further primary debt reduction of A\$0.450m to \$4.175m, increase in cash year on year of \$0.227m,**
- **Major investment in expansion of conferencing delivering new growth opportunities.**

Aspermont Limited (ASX: ASP) has continued its top line growth across all delivery channels.

The Company had flagged that there would be a significant investment programme to underpin the newly formed Events business. Further investment has also been made into new product launches within our online division.

There has been a softening in the Australian Market that has mainly impacted the Events division, this will flow through to the Publishing division over the second half of the year. UK publishing continues to show growth year on year. Mines & Money London was up 20% on the prior year.

Overall the EBITDA is approximately \$500K or 14% below our internal targets for this half year.

Aspermont Media Business	1H2013	1H2012	% Change
Revenue	\$21.5m	\$17.2m	25%
EBITDA before share option expense	\$1.3m	\$3.7m	(64%)

The first half 2013 results reflect the first period with the Waste Management & Environment and the Beacon Group businesses consolidated into our Group totals. The businesses have now been successfully integrated within the Group and we anticipate increases in margin over the course of the next twelve months. Both of these divisions are in the process of new product launch and further investment in resources to deliver future revenue streams.

Comparative year on year results for the media business for the six months ended 31 December 2012:

	Revenue Year on Year		Segment Result (before central overheads)	
	2012	2011	2012	2011
Australia-Asia Total:	\$12,748	\$10,464	\$372	\$2,504
Print	\$6,527	\$6,516	\$1,354	\$1,970
Online	\$2,404	\$2,258	\$90	\$488
Events	\$3,817	\$1,690	\$(1,072)	\$47
UK-Europe Total:	\$8,728	\$6,882	\$3,412	\$3,789
Print	\$3,404	\$2,866	\$1,671	\$1,360
Online	\$274	\$248	\$94	\$72
Events	\$5,050	\$3,768	\$1,647	\$2,356

Outlook for remainder of year:

Trading conditions for the remainder of the year will be shadowed by the softer capital market activities and general ongoing uncertainty. We will look to provide an update after our Mines & Money Hong Kong event at the end of March.

The second half of the year will see Aspermont launch a Mining News service from our new Brazilian office. The Portuguese news service will follow the success model of Mining News.Net and will be a pilot for further country launches. Other new products include a relaunched Employment jobs board, a resource ramp up of our Used Equipment division – Mascus; and new product launches in Print.

Our Events business will continue its growth through numerous new products across both existing and new regions.

We have recruited 2 senior roles with the appointment of Simon Thompson as Publisher for the UK, and Ajit Patel as Group CIO. Both of these appointments will enable us to focus on growth in print and online products. We are particularly focussed on growth in the online space, both in terms of traditional news services and also new media products.

The final net loss attributable to equity holders of the parent entity of \$0.5M has been impacted by fluctuations in our investment portfolio, the one-off cost of share option grants, and the Beacon Events acquisition transaction.

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