

4 FEBRUARY 2019

## ASPERMONT INVESTOR UPDATE Q1-19

*Rapid Growth with positive Cash Flow*

- 39% Revenue Growth **+\$1.2m Year On Year**
- 48% increase in Gross Profits **+\$0.8m YOY**
- 36% EBITDA improvement **+\$0.2m YOY**
- 282% higher operating cash flow **+\$0.4m YOY**
- Lifetime Value of Subscriptions now **\$44.4m**
- Digital Users now exceed 2 million
- 85% subscription renewal rate target achieved
- Debt free with strong balance sheet
- Higher growth rate and new product development is funded from cashflow
- Market capitalisation at 31 January 2019 of \$18.9M

For Full Q1 Investor Presentation please [click here](#).

### Revenue (slide 4)

Aspermont's revenue growth over the last 10 quarters is building momentum.

Revenue diversification is balanced across 4 streams (digital ads, print ads, subscriptions, events).

New Research/Data revenues will build over the next year to become a 5<sup>th</sup> core revenue stream.

### SaaS (slide 5)

All key SaaS metrics have shown strong growth every quarter since the business turnaround in FY16.

Rising renewal rates and growing ARPU confirm the strength of Aspermont's B2B model (Slide 7).

Aspermont's 2 million digital users provide an expanding base to launch further new product initiatives.

The lifetime value of subscription revenues at \$44.4m is more than double the market capitalisation.

### Events

The successful launch of the Future of Mining (FOM) series was followed by a North American launch last October in Denver, with success confirmed by 82% of clients rebooking onsite.

### North America (slide 6)

The North American market offers major growth opportunities in all key sectors as we build market share.

Your global print, online and conferencing solution

Print | comprehensive, up to date information, reviews & surveys  
Online | essential news and information direct to your desktop  
Conference | high profile, highly targeted key industry conferences

[www.aspermont.com](http://www.aspermont.com)

Aspermont North American revenues have seen organic growth of \$1.3m over the 2018 calendar year.

The Aspermont strategy of investment in people and technology enables us to develop new products to satisfy a growing subscriber and user base financed from cash flow.

For Full Q1 Investor Presentation please [click here](#).

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#### **About Aspermont**

Aspermont is the leading media services provider to the global mining and resources industry and delivers high value, premium subscription-based content through digital, print, conferencing and events channels. Aspermont's portfolio includes brands such as *Mining Journal*, *Mining Magazine*, *Australia's Mining Monthly* and *MiningNews.net*. Aspermont successfully restructured over recent years to transition from print to become the global digital media distributor to the mining and resource industry and is focused on scaling new content solutions to better serve new territories and sectors.

Aspermont is listed on the Australian Stock Exchange (ASX: ASP) with offices in London, Perth, Sydney, Denver and Belo Horizonte.

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