23 February 2026

AGM FY26 – Managing Director Presentation

Slide 1 - Opening and strategic context

Good afternoon and thank you for joining us. Aspermont is converting nearly two centuries of specialist media heritage into a subscriptions-first platform and, increasingly, a scalable data and intelligence business.

Our goal is constant: help the global mining ecosystem make better, faster decisions. We're focused on disciplined execution - growing high-quality recurring revenue while commercialising our proprietary content and data for long-term value.

Slide 2 - Leadership position and scale

Aspermont leads B2B media for the resource sectors. We serve thousands of corporate subscriptions in more than 150 countries, with an engaged 3 million digital user audience.

Subscriptions have delivered sustained double-digit growth in ARR and ARPU; compounding alongside a 100% net retention rate - evidence that our content, utility, and pricing resonate.

Slide 3 - Blue-chip customer footprint

Aspermont's clients span the value chain - from miners and OEMs to finance, legal, government, and technology. More than a quarter of the Global Fortune 100 engage with our products and services.

That breadth gives us multi-stakeholder insight, fast feedback for product development, and distribution for new offerings - reinforcing our role as a trusted, independent source of record.

Slide 4 - Nine years of ARR and ARPU growth

The track record is consistent: nine years of ARR growth with 100% net retention rate and sustained double-digit ARPU compounding.

Customers stay, usage deepens, and value per account rises as we refine packaging and experience.

This subscriptions growth engine infrastructure is the platform for scaling a new data and intelligence business.

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to the global resource industries

Aspermont is the global leader in business-to-business media
providing timely, independent, and high-value content.

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Slide 5 - FY25 reported results

For continuing operations in FY25, revenue was $15.4m and adjusted EBITDA was $(1.0m), reflecting planned investment in our data and intelligence teams and the Skywave platform.

A change in software capitalisation policy resulted in a one off write-down as we further aligned spend with operations.

We are maintaining a robust subscriptions core while funding the capabilities that drive the next growth phase.

Slide 6 - FY25 at a glance

FY25 marked an inflection point. Annual Recurring Revenue closed at $11.5m, up 2% year on year, extending our 37-quarter growth run in subscriptions.

We launched our new data platform, Mining-IQ, at the end of the year, with early demand including presales to Tier-1 miners and financial institutions.

We signed an enterprise agreement with Rio Tinto for $550k-to partner on the digitalisation of our extensive print archives and we also announced the development of a Large Language Model powered platform, validating both our proprietary content and enterprise customers appetite for Aspermont built data products.

Nexus, our in-house marketing agency, secured flagship mandates; the Future of Mining Australia delivered a record audience; recurring -subscriptions-based- total revenue mix increased; H2 operating cash flow were positive; and the $2.8m of funds brought into the business via our placement and Share Purchase Plan, are helping to accelerate execution.

FY25 was defined by the successful validation of several high-impact pilots and proof-of-concepts.

Slide 7 - Q1 FY26 highlights

Momentum continued in the first quarter of FY26: revenue at $3.5m, with subscriptions now more than 70% of the total mix. Normalised EBITDA reflects disciplined investment, and we ended with a solid net cash position.

We added further references, including a Nexus partnership with Timor-Leste, and welcomed a new Chair to deepen governance and capital markets capability.

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Slide 8 - Q1 financial comparisons

Against both prior year and the preceding quarter (like-for-like), revenue was steady, subscriptions remained resilient, and cash and costs were well managed. This quarterly cadence shows consistency and transparency while commercial teams focus on converting Mining-IQ proof points into recurring enterprise ARR.

Slide 9 - The Aspermont inflection point

In summary: Aspermont is a nine-year-old Content-as-a-Service model built on a 190-year legacy. We have an aligned, experienced team; a strong subscriptions engine with levers to grow volume and ARPU; and new vectors-Nexus and Data & Intelligence-now validated by major clients.

With capital in place, our job is sequencing: expand corporate subscriptions; lift ARPU via packaging and account-based marketing; and scale data revenues from pilots into enterprise contracts.

Slide 10 - Our Content-as-a-Service model

The industry still faces information overload but requires timely, accurate, objective insight. Our integrated CaaS stack - paywalled content, expert journalists/analysts, and global distribution - preserves quality and economics while building recurring revenue.

Crucially, it now feeds our data strategy with trusted, structured inputs. Editorial excellence is a strategic input to data quality.

Focusing on building additional growth in: mining corporate subscriptions and developing 'must have' data and intelligence products are the cornerstones of our long-term growth strategy.

Slide 11 - Corporate subscriptions opportunity

In mining corporate subscriptions, the TAM includes 80,000 corporates; where we currently serve 4,000 today, so there is ample headroom for volume growth.

ARPU is more than $2.5k, with some cohorts now paying more than$100k per annual subscription, showing willingness to pay for premium value.

We'll keep improving product and UX, sharpen account-based marketing, and expand by geography, language, and product while steadily lifting ARPU through packaging and rate-card discipline.

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Slide 12 - Data & Intelligence opportunity

In Data and intelligence our revenue stream, started in 2020, and is now complemented by launch of Mining-IQ.

As mentioned, early presales with Tier-1 miners and financial institutions confirm the use case and demonstrate enterprise readiness for trusted, proprietary data solutions.

We will sequence features and modules to drive recurring monetisation.

Slide 13 - From proprietary datasets to predictive intelligence

We build in three phases.

Foundation: ingest and structure our corpus with ontology and governance.

Productization: roll out mining project pipeline and supplier side data and intelligence products.

Scale: predictive models, indices, benchmarks, and enterprise decision tools.

Capital converts proprietary data into high margin, recurring revenues; human expertise remains in-the-loop to manage quality, enhancements and risk.

Slide 14 - Why now? and closing remarks

Now is the time to scale.

Mining-IQ is live; enterprise validation is in place. Our subscriptions base is resilient, capital is in place, and the macro backdrop is constructive.

A note on Artificial Intelligence: like technology it is an accelerator, not the moat. The moat is our proprietary, rights-controlled content and data-curated for over 190 years, all of it behind a paywall-now being digitised and commercialised as a scalable data asset.

With a strong core, client endorsements, and a clear roadmap, we will convert pilots into recurring enterprise ARR, keep lifting ARPU, and show operating leverage as data revenues scale.

It's an exciting time for the company.

Thank you for listening.

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