

For personal use only



Aspermont
Information for Industry

H1-18 Update

May 2018

www.aspermont.com



Who we are

Leading Digital Media Services Provider to Industry

Aspermont is an International ASX listed company with offices in Australia, UK, Brazil and USA

The company has spent the last 20 years building a commercial model for B2B media that is founded on utilising highest value content to build premium rate subscription audiences and made scalable through its new tech platform

Aspermont is now the dominant player in B2B media for the resources sector and can transport its model to other countries and other B2B sectors

The Company's focus is on global media leadership in the Mining, Agriculture, Energy and Technology sectors



Minjng Journal

Minjng Magazine


Notícias de Mineração Brasil

RESOURCESTOCKS

AMERICAS
MINING AGENDA 

MN
MiningNews.net

AUSTRALIA'S
MINING
MONTHLY


ENB
energynewsbulletin.net

PNG
PNGIndustryNews.net

KONININ GROUP'S
Farming
Ahead
INDEPENDENT INFORMATION FOR AGRICULTURE

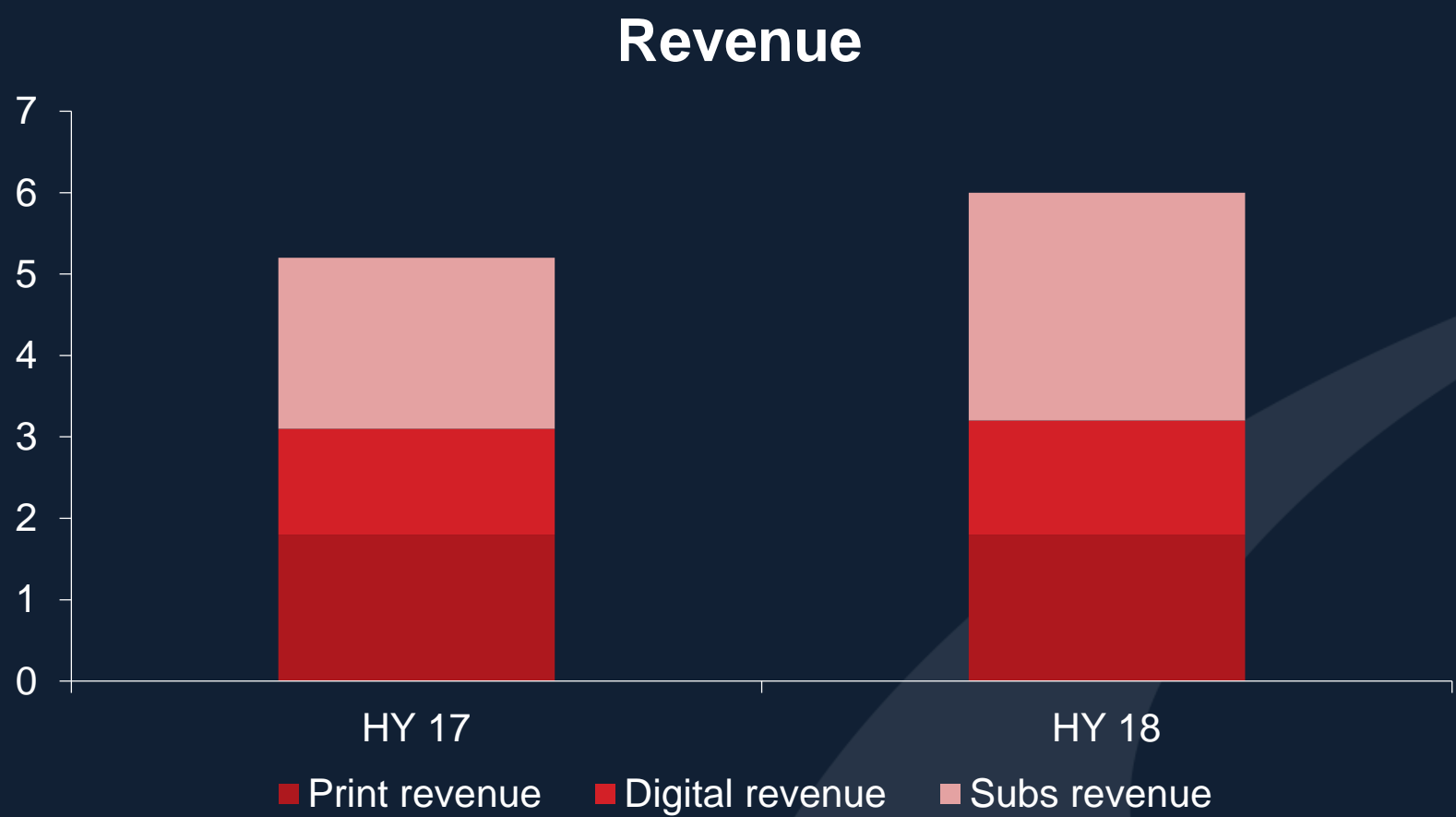
 **Research & Intelligence**

Why invest Investment Summary

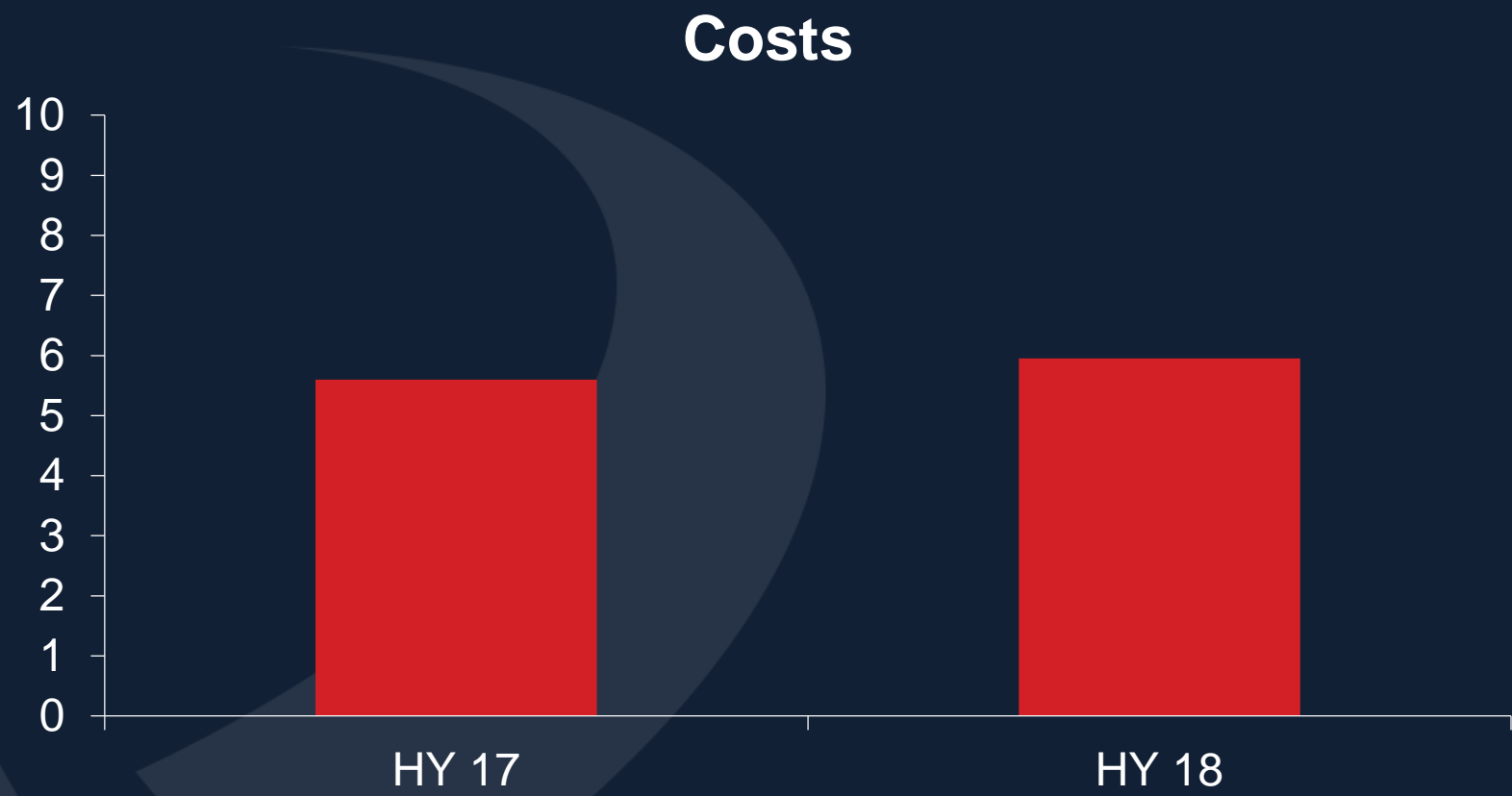
- Globally dominant in resurgent resources industry
- Digital media platform that scales both geographically and by sector
- Strong revenue growth, quality and forward visibility
- New management team & board now in place
- 3 Year restructuring & turnaround complete
- Profitability returned and improving rapidly
- Strong balance sheet; debt free
- 3 new business lines (Events, Research and Data) launched in last 6 months
- Upward momentum with accelerating growth

Performance against prior corresponding period

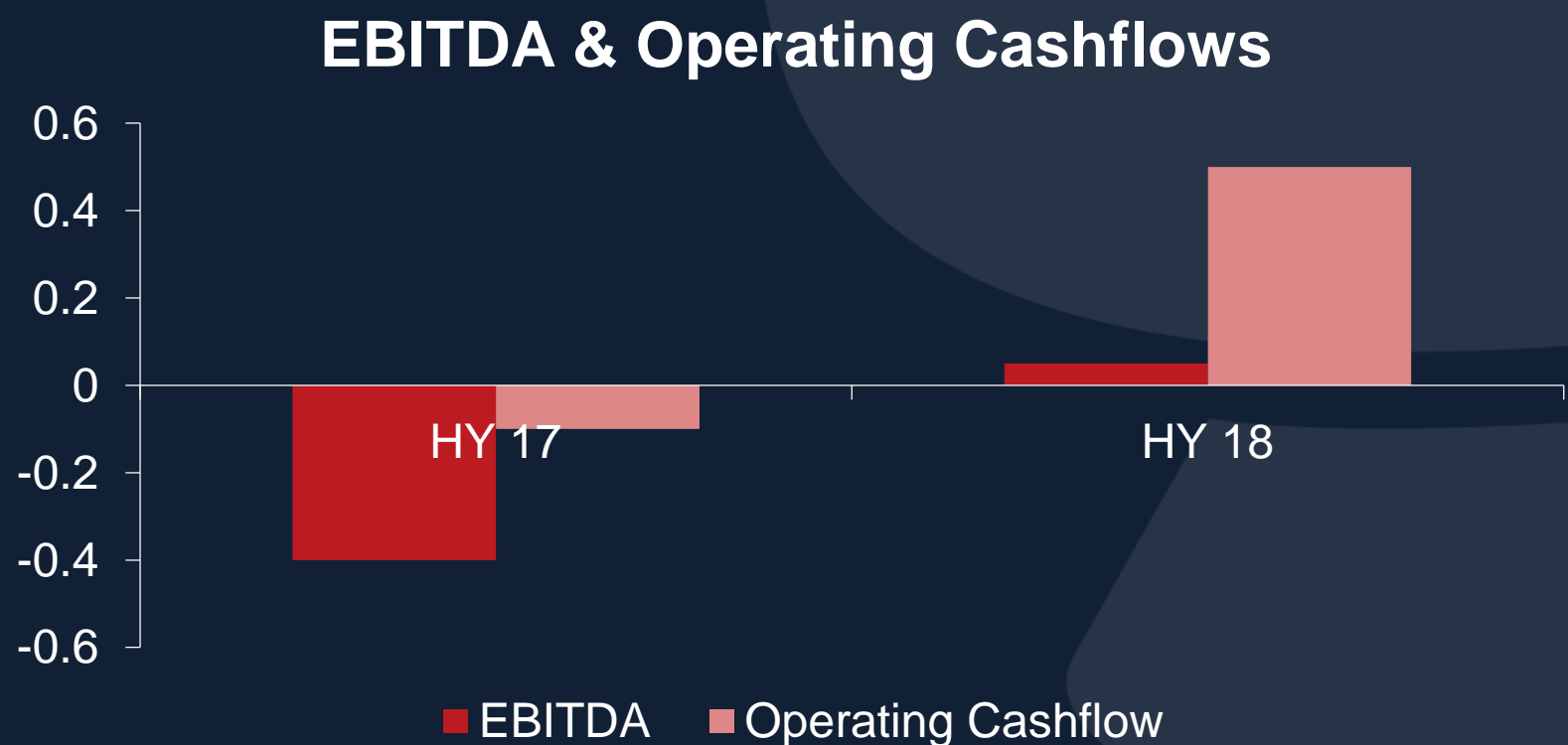
Upward Momentum & Margin Developing



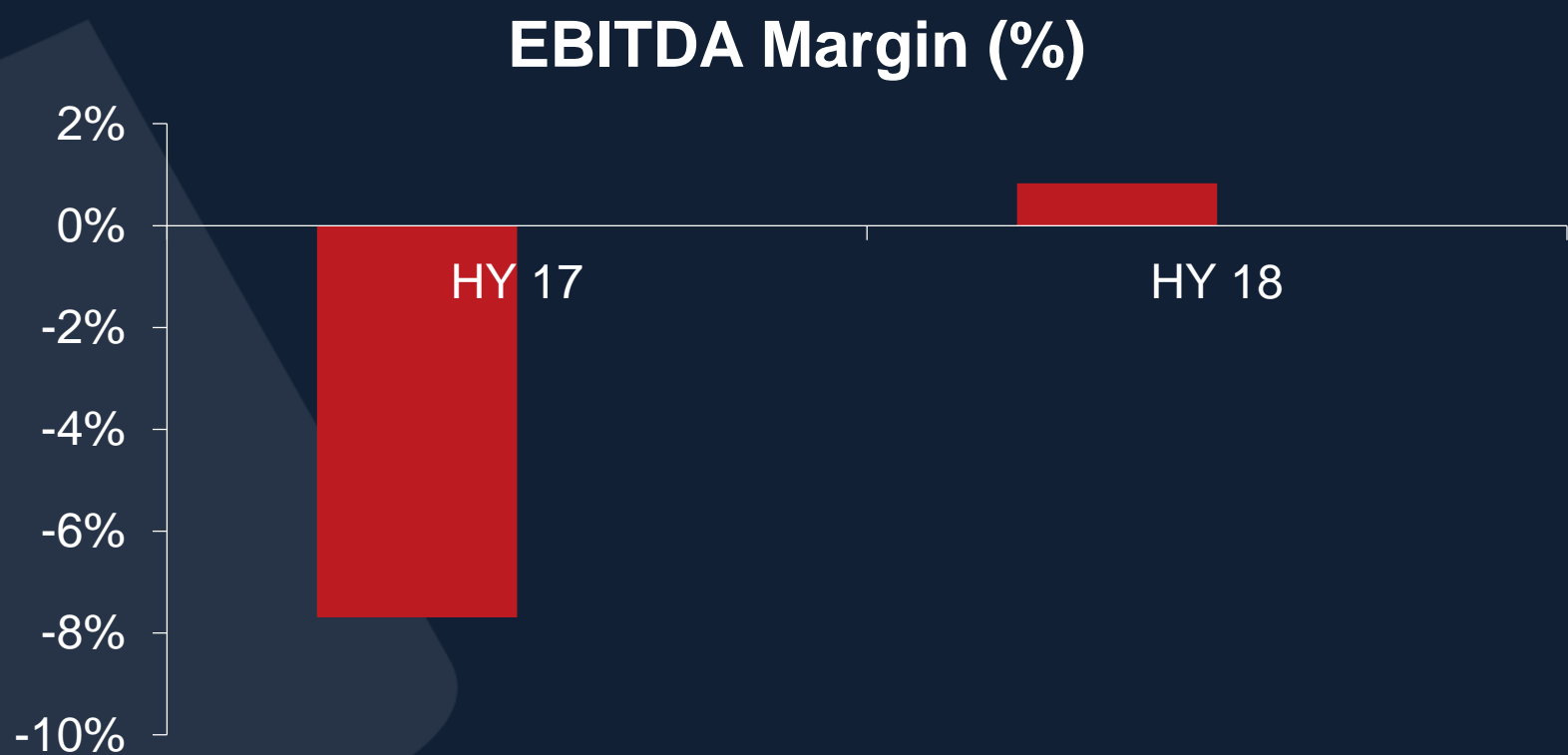
All revenue streams in growth



Costs stable



Profitability and cashflow emerging



Significant margin improvements

Growing Subs Base with Rising ARPU and Retention






	As at June'16	As at June'17	As at Mar'18
Number of Subscriptions	7,158	7,379	7,860
Average Revenue Per Unit (ARPU)	\$623	\$704	\$791
Renewal Rate	73%	78%	81%
Annual Contract Value (ACV)	\$4.5m	\$5.2m	\$6.2m
Web Traffic – Sessions	3.8m	4.0m	4.5m
Web Traffic – Users	1.1m	1.4m	1.7m
Lifetime Years	3.7	4.5	5.4
Lifetime Value	\$16.5m	\$23.6m	\$33.1m
Loyalty Index	41%	52%	59%

Subscriptions
base growing
with rising ARPU
and retention



Key new division launched in May'18

Aspermont Events – Fast Facts So Far

 FUTUREOFMINING SYDNEY	 METSSTOCKS SYDNEY	 RESOURCESTOCKS SYDNEY	 Mining Journal SELECT
4 New Event Series Launched	37+ Mining Company Presentations	227 Mining Company Delegates	
5 Industry Association Partners	45% Onsite Sponsor Revenue Rebooking	350+ Institutional/Sophisticated Investor	
10 Government Delegates	 Aspermont <i>Information for Industry</i>	900+ Attendees	
19 Media Partners	145 Industry Leading Speakers	\$1m+ Revenue	
25 Key Sponsors	190+ Paid Delegates	June & October 2018 Next New Series Launches	

Outlook

- 13% growth for H1-18 expected to accelerate in H2-18
- Strong Subscriptions growth expected to continue
- Digital Revenue growing into strong double digit performance
- Print revenue small to flat growth
- Normalised earnings and cash flow positive
- Strong H2-18 booked and pipeline revenue in new Events business

Conclusion

- Aspermont is now the worlds leading media services provider to global resources industry
- The Company's 3 year transformation is now complete
- Aspermont has clear and substantial growth strategies to leverage its content platform and digital expertise; to aggressively expand the business across geographies and sectors
- The Company's culture is relentlessly focused on executing growth opportunities with a highly capable and aligned board and management team
- Aspermont's high performance SAAS based subscription model is ideally placed for the future with:
 - growing profitability
 - high quality revenues
 - world leading customer endorsements

For further information



Address

Aspermont
WeWork Aldgate Tower
2 Leman Street
London, E1 8FA



Contact Info

Email: alex.kent@aspermont.com



Telephone

Office Phone: +44 (0) 207 216 6060



Glossary (SaaS Metrics)

Number of Subscriptions

Number of live subscriptions at end of period

7,860

Renewal Rate

Volume of subscriptions renewed over trailing twelve month basis which is the inverse of Churn Rate

81%

Annual Contract Value (ACV)

Aggregate contract cash value of all live subscriptions at the end of a period

\$6.22m

Average Revenue Per Unit (ARPU)

Annual Contract Value / Orders

\$791

Sessions

Total number of web sessions over a trailing twelve month basis

4.49m

Users

Total number of users who initiated at least one web session over a trailing twelve month basis

1.72m

Lifetime Years (LY)

Average lifetime of a subscription = $1/\text{Churn Rate}$

5.4 years

Lifetime Value (LTV)

Aggregate of present and future value of all subscriptions $\text{Lifetime Year} \times \text{Annual Contract Value}$

\$33.31m

Loyalty Index

Internal metric analysis of subscriber loyalty through their engagement

59%

Disclaimer

Important notice disclaimer

Forward-looking statements

This presentation may include forward-looking statements. Such statements can generally be identified by the use of words such as 'may', 'will', 'expect', 'intend', 'plan', 'estimate', 'anticipate', 'believe', 'continue', 'objectives', 'outlook', 'guidance', 'forecast' and similar expressions. Indications of plans, strategies, management objectives, sales and financial performance are also forward-looking statements.

Such statements are not guarantees of future performance, and involve known and unknown risks, uncertainties, assumptions, contingencies and other factors, many of which are outside the control of Aspermont Limited (**Aspermont** or **Company**). No representation is made or will be made that any forward-looking statements will be achieved or will prove to be correct. Actual results, performance, operations or achievements may vary materially from any forward-looking statements. Circumstances may change and the contents of this presentation may become outdated as a result. Readers are cautioned not to place undue reliance on forward-looking statements and Aspermont assumes no obligation to update such statements.

No representation or warranty, expressed or implied, is made as to the accuracy, reliability, adequacy or completeness of the information contained in this presentation.

Past performance

Past performance information given in this presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance.

Information is not advice or offer of securities

This presentation is not, and is not intended to constitute, financial advice, or an offer or an invitation, solicitation or recommendation to acquire or sell Aspermont shares or any other financial products in any jurisdiction and is not a prospectus, product disclosure statement, disclosure document or other offering document under Australian law or any other law. This presentation also does not form the basis of any contract or commitment to sell or apply for securities in Aspermont or any of its subsidiaries. It is for information purposes only.

Aspermont does not warrant or represent that the information in this presentation is free from errors, omissions or misrepresentations or is suitable for your intended use. The information contained in this presentation has been prepared without taking account of any person's investment objectives, financial situation or particular needs and nothing contained in this presentation constitutes investment, legal, tax or other advice. The information provided in this presentation may not be suitable for your specific needs and should not be relied up on by you in substitution of you obtaining independent advice. Subject to any terms implied by law and which cannot be excluded, Aspermont accepts no responsibility for any loss, damage, cost or expense (whether direct, or indirect, consequential, exceptional or special damages including but not limited to loss of revenue, profits, time, goodwill, data, anticipated savings, opportunity, business reputation, future reputation, production or profit, any delay costs, economic loss or damage) incurred by you as a result of any error, omission or misrepresentation in this

presentation.

Preparation of information

All financial information has been prepared and reviewed in accordance with Australian Accounting Standards. Certain financial data included in this presentation is 'non-IFRS financial information'. The Company believes that this non-IFRS financial information provides useful insight in measuring the financial performance and condition of Aspermont. Readers are cautioned not to place undue reliance on any non-IFRS financial information including ratios included in this presentation.

Presentation of information

Currency All amounts in this presentation are in Australian dollars unless otherwise stated.

FY refers to the full year to 30 September.

Rounding Amounts in this document have been rounded to the nearest \$0.1m. Any differences between this document and the accompanying financial statements are due to rounding.

Third party information and market data

The views expressed in this presentation contain information that has been derived from publicly available sources that have not been independently verified. No representation or warranty is made as to the accuracy, completeness or reliability of the information. This presentation should not be relied upon as a recommendation or forecast by Aspermont. Market share information is based on management estimates except where explicitly identified.

No liability or responsibility

The information in this presentation is general in nature and is provided in summary form and is therefore does not purport to be complete.

To the maximum extent permitted by law, Aspermont and each of its affiliates, directors, employees, officers, partners, agents and advisers and any other person involved in the preparation of this presentation disclaim all liability and responsibility (including without limitation, any liability arising from fault or negligence) for any direct or indirect loss or damage which may arise or be suffered through use or reliance on anything contained in, or omitted from, this presentation. Aspermont accepts no responsibility or obligation to inform you of any matter arising or coming to their notice, after the date of this presentation, which may affect any matter referred to in this presentation.

This presentation should be read in conjunction with Aspermont's other periodic and continuous disclosure announcements lodged with ASX.