

08 October 2020

ASPERMONT Q4 BUSINESS UPDATE

Aspermont's robust business model delivers rising profitability despite COVID-19 conditions

Q4 Highlights

- Growth in all revenue streams except live Events
- Bottom line YOY improvements in profitability, earnings, cash flow and operating margins
- Net cash position improves to \$3M+ (inclusive of \$1M from the June rights issue)
- Continued development on all SaaS metrics
- Launch of new virtual event/exhibition (VEE) business in Q4
- Events partnership being established with Singapore government

MD Alex Kent commented:

“Aspermont is building profitability across the business despite COVID-19. We have adapted quickly to the obligatory postponement of Live Events into 2021 but have quickly established a Virtual Events & Exhibitions business and expect our Events Division to rebound back into profitability.

With no Live Events in Q4, overall revenues were lower in FY20, but profits improved across the core business. With a spate of new successful product launches now getting underway, we expect a return to overall top-line growth with expanding profitability in FY21.

Over the coming weeks we plan a series of product launches with some interesting innovations and I look forward to making more frequent announcements to keep shareholders up to date with new developments.

At the close of this financial year I am pleased to report that all key objectives, as set out in our Half Year report, have been met and I expect to present a strong set of final results for the business in November.”

COVID-19 Impacts on Events product focus

Due to the continuing constraints on social distancing and international travel we have not been able to run any live Events in Q4, and we cannot yet forecast when in 2021 we can resume live Events.

While some media businesses may be able to run socially distanced local events, Aspermont has a global audience which presently cannot travel. We have explored the concept of hybrid events but are not convinced of their suitability for delivering key value propositions. Our focus has been on developing new virtual event and exhibition (VEE) products and we will shortly be able to update the market on some new commercial launches.

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Singapore Events Series

We have been working closely with the Singapore government, tourism board and stock exchange (SGX) over the last 15 months to establish a series of commodity focused events for the pan-Asian market. This new event series will be founded on Aspermont's core sectors of mining, energy, and agriculture. We are excited about this new venture and about our developing Asian partnerships. We hope to launch these new products in 2021, when COVID 19 permits, and are presently putting together an operational team in Singapore to drive these new products and increase our market penetration as we build new client relationships in the Asian region.

For further information please contact:

Aspermont Limited

Alex Kent, Managing Director +44 207 216 6060

Tim Edwards, Company Secretary +61 8 6263 9100

About Aspermont

Aspermont is ASX listed with offices in Australia, UK, Brazil, North America, and the Philippines. Aspermont targets global media leadership in the Mining, Agriculture, Energy and Technology sectors.

Aspermont has invested heavily over 20 years to build a commercial model for B2B digital media distribution to provide high value content to a global subscriber base. Aspermont's B2B model is scalable as to new countries, new commodity sectors and in new languages.

Aspermont has increasingly become the dominant player in B2B media for the resources sector.

For more information please see: www.aspermont.com