

Aspermont (ASX:ASP, FRA:00W) Reports Strong H1 Results and Maintains Revenue Guidance for FY23

30 May 2023 – Aspermont, the global leader in B2B media for the resource sectors, is pleased to announce its audited first-half results for FY23.

H1 Financial Highlights

- Total Revenue: \$9.4 million, a 4% year-on-year increase on a constant currency basis.
- Subscriptions Revenue: \$4.8 million, a 14% year-on-year growth.
- Gross Margins: Remained healthy despite contraction.
- Reported and Normalised EBITDA: Remained positive at \$0.1 million and \$0.7 million, respectively.
- Cash Reserves: \$5.4 million, well above our 'black swan coverage' level of \$4 million.
- NPAT: \$0.3 million, saw a 49% year-on-year increase on a normalised basis.
- Net Liquidity: \$4.4 million, saw 14% year-on-year growth.

H1 Other Highlights

- Establishment of [Content Works division](#).
- Partnership with [Saudi Arabia confirmed](#).
- Exclusive [interviews](#) with Chairman, MD and COO, ahead of AGM'23.
- Ana Gyorkos appointed as [Group Content Director](#).
- Josh Robertson [appointed as Chief Marketing Officer](#).
- Graeme McCracken [appointed as Non-Executive Director](#).
- Lindsay Santos [appointed as Group Head of Events](#).

Aspermont Managing Director, Alex Kent:

"The company achieved significant growth in subscriptions revenue for the 27th consecutive quarter. Initial contributions from Content Works and our new media partnership with Saudi Arabia will accelerate our growth going forward. We retain our guidance for continued revenue momentum and double-digit growth for FY 23.

The company's cash reserves remain above forecast levels, reflecting our prudent approach in still challenging markets. We remain committed to inward investment in the business, as evidenced by our controlled contractions in EBITDA and gross margins. These investment parameters and outcomes are in line with our expectations.

We strengthened and expanded our senior leadership team during the first half of the year, with the appointment of five key individuals at the board, executive, and department head levels. The calibre of these appointments is a testament to Aspermont's growing appeal as an employer of choice.

Despite the challenging market conditions experienced in H1, the business has demonstrated robust performance and remains on track to fulfill our previously communicated full-year guidance."

This announcement has been authorised by the Board of Directors.

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About Aspermont

Aspermont is the leading provider of media services to the global resource sectors. With its innovative XaaS (Anything as a Service) model for B2B media, Aspermont distributes high-value content to an expanding global audience. This adaptable model allows us to scale and serve new business sectors in various countries and languages. As our global (paid) audiences continue to grow, we are presented with new opportunities to monetise our extensive database, which is being addressed through the expansion of our knowledge capital and capabilities via new hires.

Aspermont is listed on the Australian Stock Exchange and quoted on the Frankfurt Stock Exchange. It is also quoted on Tradegate and other regional German exchanges. The company maintains offices in the UK, Australia, Brazil, USA, Canada, Singapore, and the Philippines.

For more information, please visit: www.aspermont.com

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