

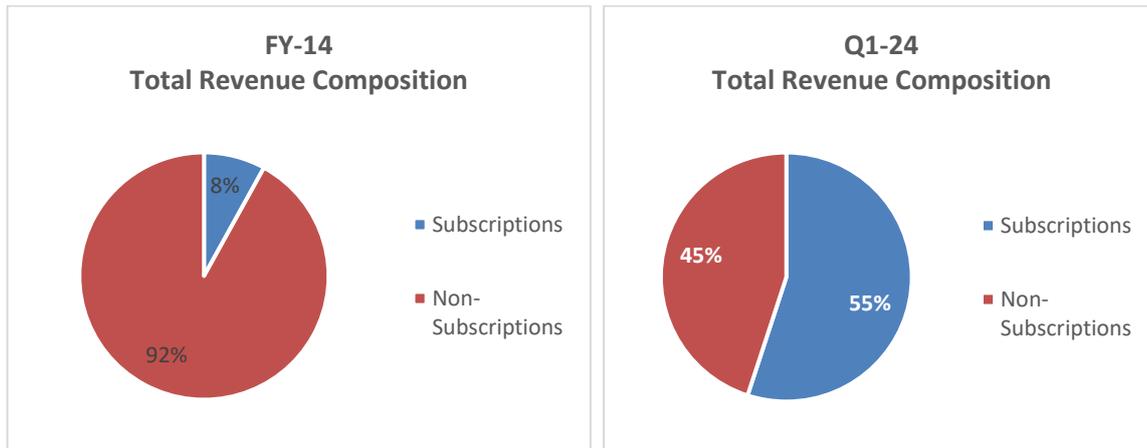
1 February 2024

**Aspermont reports a 30<sup>th</sup> consecutive quarter of subscriptions growth.**

Aspermont (ASX:ASP, FRA:00W), the market leader in B2B media for the global resource sectors, is pleased to announce a 30<sup>th</sup> consecutive quarter of growth in subscriptions revenues. Subscriptions growth continues to build as new content initiatives, improved marketing practices and next generation publishing platforms, [as announced on 5<sup>th</sup> December](#), come into play, and are already making an impact.

**Q1 Subscription & Audience Development Highlights**

- Subscriptions Revenue \$2.4M; up 5% year on year.
- Annual Recurring Revenue \$10.7M; up 6% year on year.
- Net Retention Rate 99%; up 11% year on year.
- Monthly Active Users 236K; up 9% year on year.
- Average Revenue Per Unit \$1.9K; up 23% year on year.
- Subscriptions Revenue is now more than 50% of Aspermont total revenues.
- Lifetime Value of Subscriptions \$65M; is now more than 4x current market capitalization!



**Aspermont Managing Director Alex Kent said:**

*"Aspermont had another solid quarter of consistent subscriptions growth. Our content production, technological enhancements and marketing practices are all increasing their revenue contributions to offset the adverse market conditions which have affected advertising revenues. Our increasing focus on new data and intelligence products enhances the value proposition for subscribers with our ARPU (average revenue per unit) increasing 28% last year. We expect sustained and organic subscriptions growth over the medium to long-term.*

*Subscriptions now exceed 50% of group revenue and our Net Retention Rate is 99%. We believe that our 30 consecutive quarters of Subscriptions Revenue growth at 15% compound, our 65% gross margins and our Average Revenue Per Unit growth of over 20%, are exceptional for any B2Bmedia company.*

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)

For personal use only

*We continue to enhance our product range for the benefit of subscribers and thus improve our value proposition for both subscribers and shareholders. We, as Directors, do not believe the company's current market capitalization reflects the value of the subscriptions business alone, or the inorganic growth prospects of our wider business. We intend to revamp our marketing program later this year to ensure our value proposition is better understood.*

This announcement has been authorised by the Board of Directors.

For further information please contact:

**Aspermont Limited**

Alex Kent, Managing Director +44 207 216 6060

David Straface, Company Secretary +61 8 6263 9100

**About Aspermont**

Aspermont is the leading media services provider to the global resource sectors. Aspermont has built a commercial XaaS model for B2B media which distributes high value content to a growing global audience. This versatile model can be scaled to serve new business sectors in new countries and languages. As Aspermont global (paid) audiences continue to grow, this opens new opportunities to monetise the vast data base which are being addressed as new management expand Aspermont's knowledge capital and capabilities.

Aspermont is listed on the Australian Stock Exchange and quoted on the Frankfurt Stock Exchange. The company has offices in UK, Australia, Brazil, USA, Canada, Singapore, and the Philippines.

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