

30th July 2025

ASPERMONT LIMITED (ASX:ASP)

Q3 FY25 TRADING UPDATE

Continued Subscription Growth and Progress with Business Strategy

Aspermont Limited (ASX:ASP, FRA:00W), the market leader in B2B media for the global resource sectors, is pleased to provide a trading update for the three months ended 30 June 2025 (Q3 FY25). The quarter confirms continuing subscription growth and advances in strategic initiatives across marketing, data and events divisions.

Key Financial Metrics – Q3 FY25:

- Total revenue: \$3.6 million (Q2: \$3.4m), up 7% quarter-on-quarter
- Subscriptions revenue: \$2.6 million (Q3 FY24: \$2.4m), up 6% year-on-year
- Subscriptions revenue composition: 72% of total revenue (Q3 FY24: 67%), up 7% year-on-year
- Average revenue per unit (ARPU): \$2.5k, up 19% year-on-year
- Net retention rate: 99%, maintaining best-in-class subscription sustainability
- Normalized EBITDA: (\$0.6m), reflecting strategic investment into high-growth areas
- Cash and cash equivalents: \$0.5 million

Strategic Highlights:

- Secured a landmark Nexus contract with one of the world's top three mining companies
- Data product presales signal promising demand ahead of Q4 launch
- Strong performance from Future of Mining Australia event
- Additional government tender opportunities in pipeline for Q4

Outlook:

Aspermont remains focused on scaling its core subscription model through product innovation and marketing initiatives. New data services, events and marketing agency offerings continue to diversify revenues.

Managing Director Alex Kent commented:

“Aspermont is proud to report its 36th consecutive quarter of subscription growth, with a 6% year-on-year increase— a testament to the strength of our recurring revenue model and of the sustained demand for our premium content. With over 70% of total revenue now derived from subscriptions, our business benefits from a more stable, resilient, and less volatile income stream.

During Q3, we secured a landmark Nexus contract with one of the world's top three mining companies which clearly confirms the value of our marketing services and content. We anticipate further marquee client acquisitions to build Nexus's market share and to support scalable growth into FY26.

The imminent launch of our first-generation Data products marks a key innovation milestone. Early presales have been promising, indicating strong market appetite and potential for material impact in future quarters.

Our flagship event, Future of Mining Australia—set for full reporting in Q4—has already delivered strong outcomes in revenue, profitability, and audience engagement, highlighting the robustness of our events portfolio.

Our business strategy is delivering growth on several levels at the same time, and we expect to close several major revenue opportunities in Q4 to meet our financial guidance for the current fiscal year."

This announcement has been authorized by the Board of Directors.

For further information please contact:

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About Aspermont

Aspermont (ASX:ASP) is the market leader in B2B media for the global resource industries. With a track record of over 9 years delivering recurring revenue growth, the company operates a scalable Content-as-a-Service (CaaS) model, distributing premium, paywalled content to over 3 million users and 5,000 corporate clients across more than 150 countries.

Aspermont's platform combines high-quality journalism, data and intelligence products, live events, and marketing services under one integrated offering. With 36 consecutive quarters of subscription growth and best-in-class retention, the company is now expanding into enterprise data and SaaS-driven monetization opportunities.

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

For more information, visit: www.aspermont.com