



# Aspermont

*Information for Industry*

**Investor Update**

**Interim Results**

**To Dec 2010**



Your global print, online and conferencing solution.

**[www.aspermont.com](http://www.aspermont.com)**

**Aspermont Limited is a leading B2B publisher on the ASX with a commercially profitable and cross border expanding business model**



## **Aspermont:**

- Global Media Business within Resources and other B2B sectors
- Strong Print, Online and Events offerings with high margins and growth opportunities
- Business momentum is currently undervalued given its position within the Resources Sector and comprehensive and scalable product offering
- Proven ability to expand across geographies and sectors

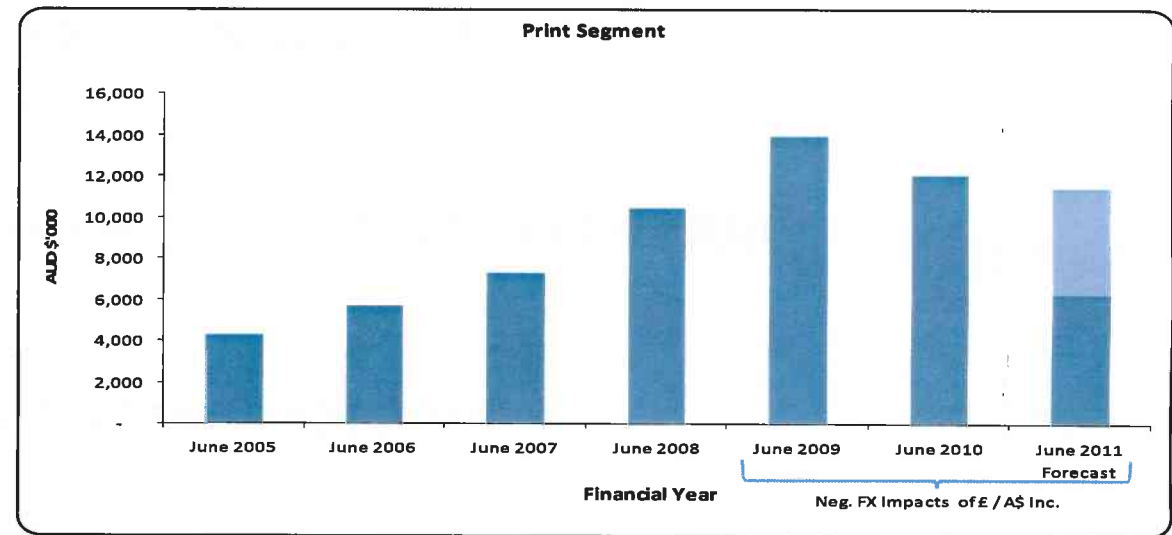
The half year results have again shown a very strong performance in terms of EBITDA and Cashflow

## Half Year Highlights:

- Media Business revenue increase of A\$1m to A\$12.6m
- Media Business EBITDA of A\$2.6m from \$0.7m compared to H1 2010
- Cash at hand of A\$1.9m compared to \$0.8m at 30 June 2010
- Primary bank debt currently at A\$6.25m with \$1.25m paid down during the 6mths period - new 2 year facility in progress
- H2 tracking ahead of budget, including 100% increase in revenue size of Mines & Money HK



- Print business continues to grow with top line increases of 32% in Australia and 11% in UK publications on a same currency basis
- Margins remain strong in Print with an expectation of further growth
- Increase not solely related to “catch-up on PCP”, better client engagement, more tailored products and strong customer loyalty are key
- Plans to continue to grow in Print, with new product launches targeted for H2

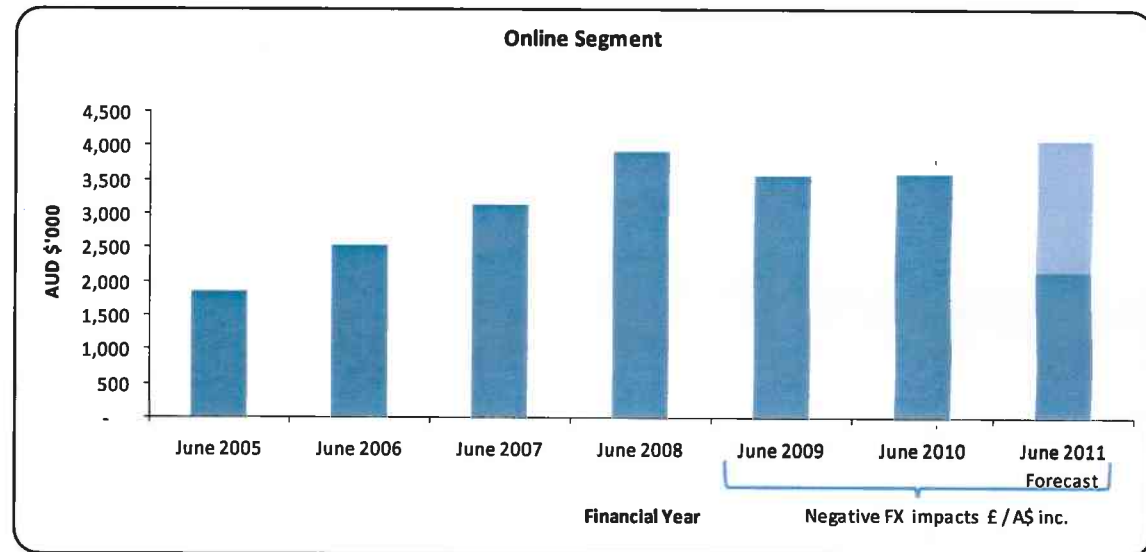


Note: 2009 Interim Results had 8mths of UK trading to consolidate financial year ends

# BUSINESS UNIT REPORT: ONLINE



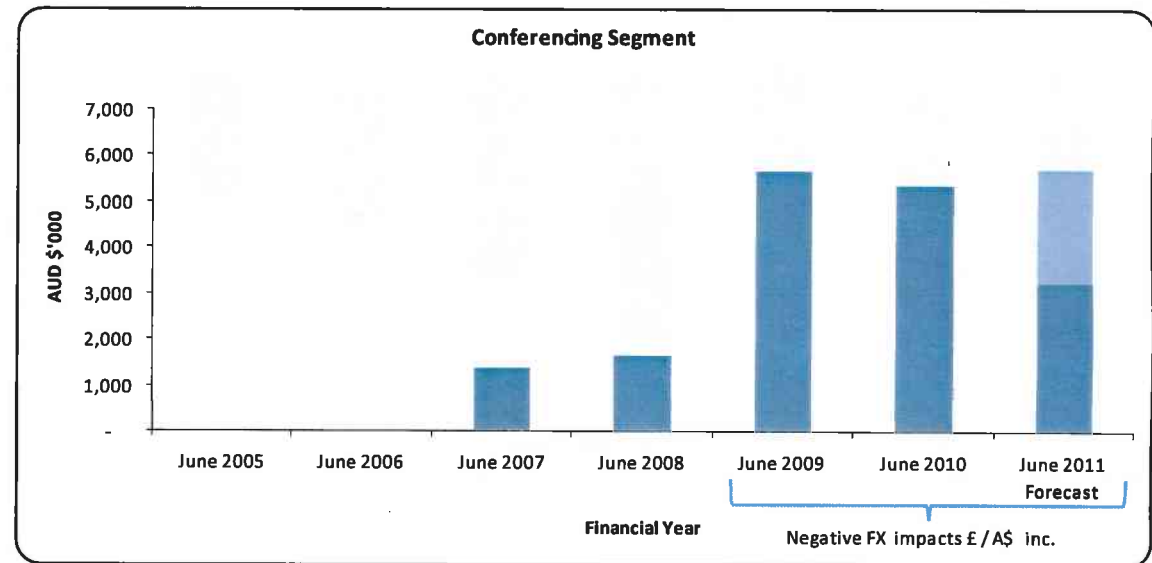
- Online revenues are up across the group by 36%, margins continue to improve with incremental revenue not requiring any variable cost
- Australian business remains the larger contributor to online revenues and margins, with particular strong growth in our premium subscription offerings
- Further investment currently underway to re-launch websites & bulletins, first pilot expected in H2 FY2010/11
- Plans in place to “export” the successful online model to other markets, target launch dates of H1 FY 2011/12



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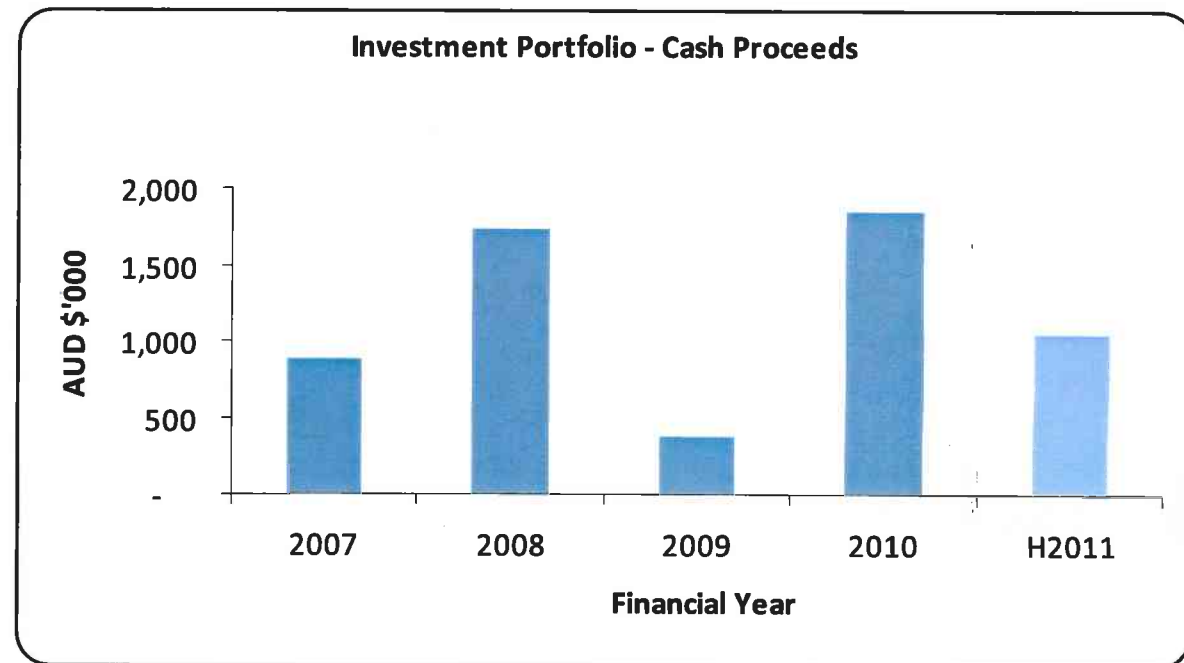
- Very strong growth from UK events business, through both year on year event improvements and also new launches internationally
- Mines & Money brand continues to expand with HK event in March 2011 expected to double revenue from 2010 equivalent to over USD\$2.5m
- Second Mines & Money Beijing, to occur in June with strong initial interest
- Resourceful Events (AUS) in partnership with Beacon Events continue to bring profitable new products to the market



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## BUSINESS UNIT REPORT: INVESTMENT PORTFOLIO

- Investment Portfolio continues to add value to the Aspermont Group
- Aspermont realised \$1.045m of cash receipts from the book for the half year, with the December 2010 value of the portfolio at: \$4.3m
- Listing of Water Resources Group with a 31 December 2010 value to ASP of \$1.9M
- Reported book losses of A\$1.385m due to revaluation of portfolio
  - Revaluation / Sales of NGE \$1.25m
  - Revaluation of Others \$0.135m



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**ASX Code: ASP**

*(as at 31<sup>st</sup> Dec 2010)*

|                        |        |                                       |         |
|------------------------|--------|---------------------------------------|---------|
| Share Price:           | \$0.11 | Cash on Hand:                         | A\$1.9m |
| Shares on issue:       | 237m   | Net Debt:<br>(6.25m Primary ANZ Debt) | A\$7.6m |
| Market Capitalisation: | A\$26m | Forecast Media Revenue:               | A\$23m  |
|                        |        | *Forecast Media EBITDA:               | A\$3.7m |

\* EBITA figure excludes activity generated from Investment Portfolio