



Aspermont has invested over A\$60m to build a global media business across sectors and geographies

PRINT

DIGITAL

EVENTS

MINING:



ENERGY:



ENVIRONMENT:



AGRICULTURE:



CONSTRUCTION:



The Aspermont Group has a unique and significant portfolio of assets

CAPITAL:

- 238m shares
- Current price: 5c
- Market capitalisation: A\$12m
- 5 years 40c – 5c

ASSETS:

- Asset valuation range of A\$100-150m,
- Recent market acquisitions underpin this valuation, including Euromoney acquisition of Indaba for A\$80m

REVENUE:

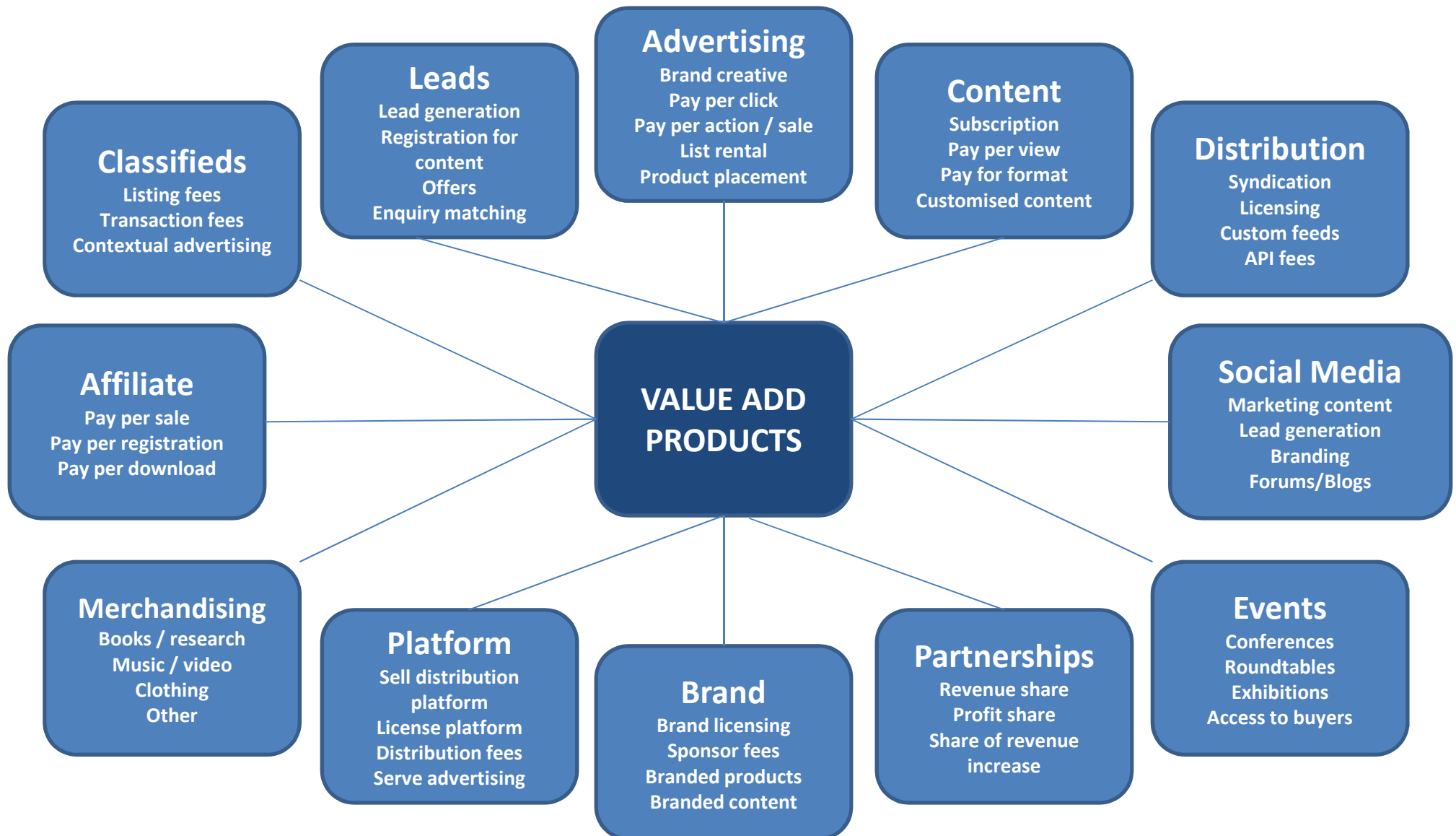
- Revenue growth over 10 years, with only one brief pause (FY13/14)
- Focus on new market led revenue streams

EBITDA:

- Transformation program on key businesses now under way
- Technological advances and consistent re-investment will transform profits

Aspermont has acquired and developed over 150 information based products across five business sectors

Aspermont develops new value add products to leverage revenues based on a strategic roadmap



Interactive business to business capability generates value add information across the global audiences

Print evolution:

- Leading mastheads viewed as distribution platforms across all devices
- Market driven understand of our content model
- Collapse in underlying production costs

Digital Transformation:

- Creation of scalable/modular technology stack
- New revenue streams enabled
- Digital marketing driven solutions for lead generation

Events expansion:

- Leverage our unique global media position
- Digitalisation of events business, strong client engagement
- Expansion into new sectors and geographies

Recent Executive recruits:



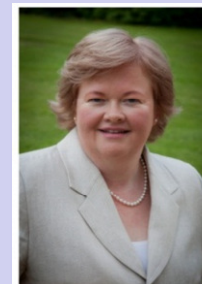
Robin Booth
GM UK Publishing

Robin was previously Group Publishing Director at Incisive Media , where new revenue streams from digital businesses transformed traditional print and events revenue



Ajit Patel
Group CIO

Ajit was previously CIO of Incisive Media with a turnover of over A\$130m ;digital revenue grew from A\$23m to A\$73m,



Ruth Carter
Events CEO

Ruth ran UBM Conference division, with over 400 events globally where revenue grew from A\$36M to around A\$200M

Brand transformation: The Print to Tablet experience

- Mining Magazine – our first tablet launch increased the 100 year old magazines' overall circulation by 30% for the global product, minimal cost
- Over 15,000 downloads in first year of products launched
- Targeting 10% of Print revenue for FY14/15
- Clients are purchasing our interactive packages including tablet, webinars, social media support and traditional advertising
- The ongoing migration from print only to tablet and desktop version is being rolled out across the Group



Brand transformation: The Brazil experience – new market leader

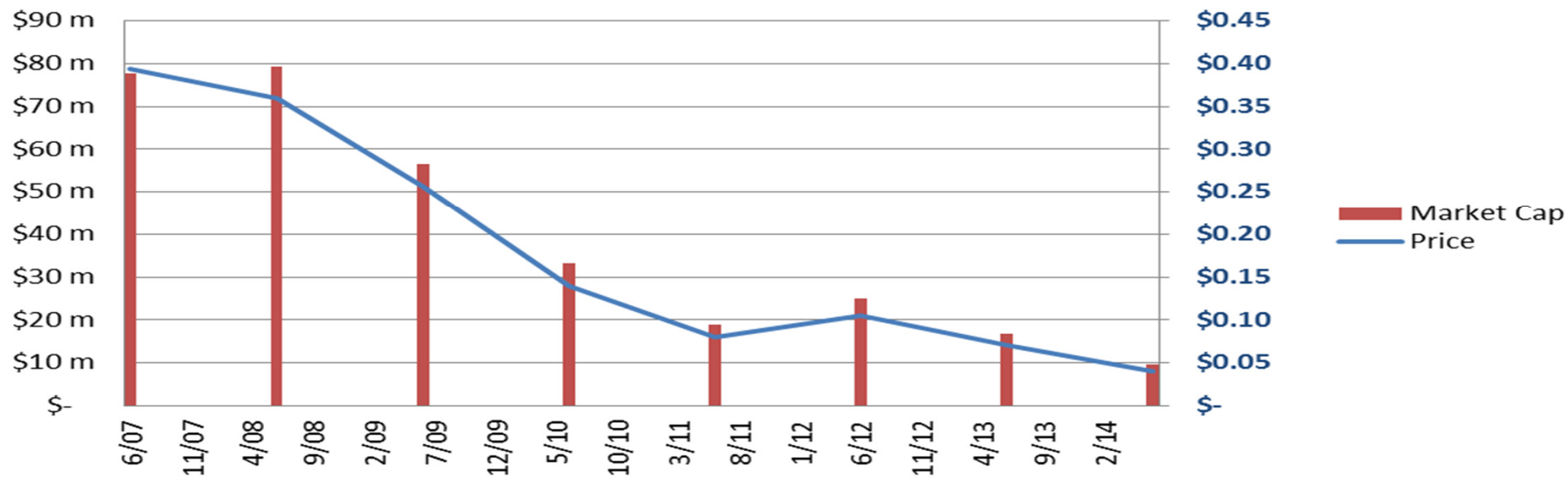


- Redefined editorial responsibilities with a strong focus towards revenue in subscriptions, over 1,200 paid members,
- Now the largest online mining news service in Brazil
- 6% average conversion to Subscriptions delivered at fraction of price, of traditional, print and call centre based practises
- Leading Digital marketing techniques in place currently being scaled across business. Social Media engagement and interest groups a priority
- Leverage point for new products, both within the region and across other Aspermont sectors

Ability to launch new products from within our Mining sector to create new content revenue streams - delivered in print, digital & events

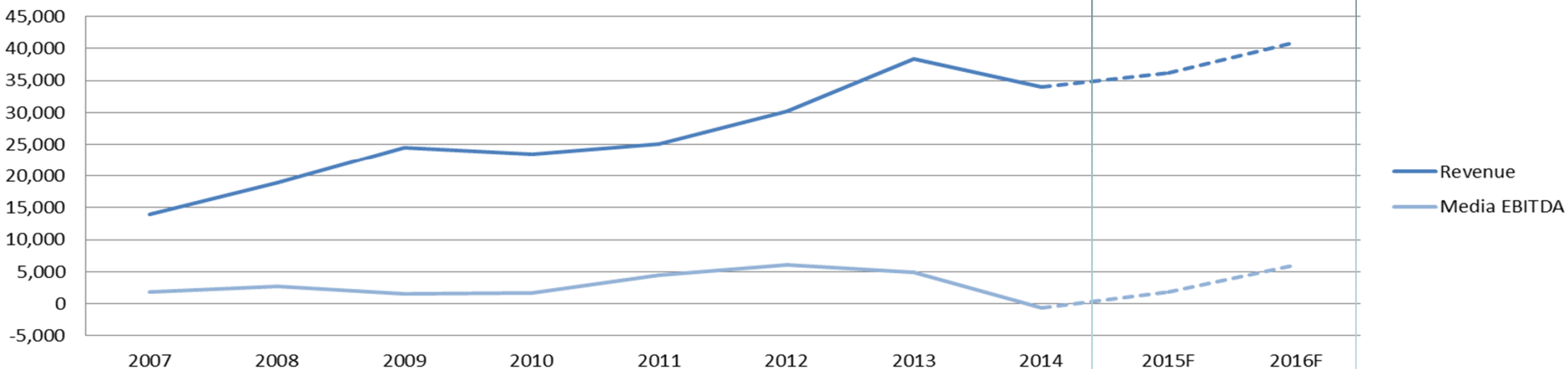


Aspermont Shares Price & Market Cap 2007 - 2014



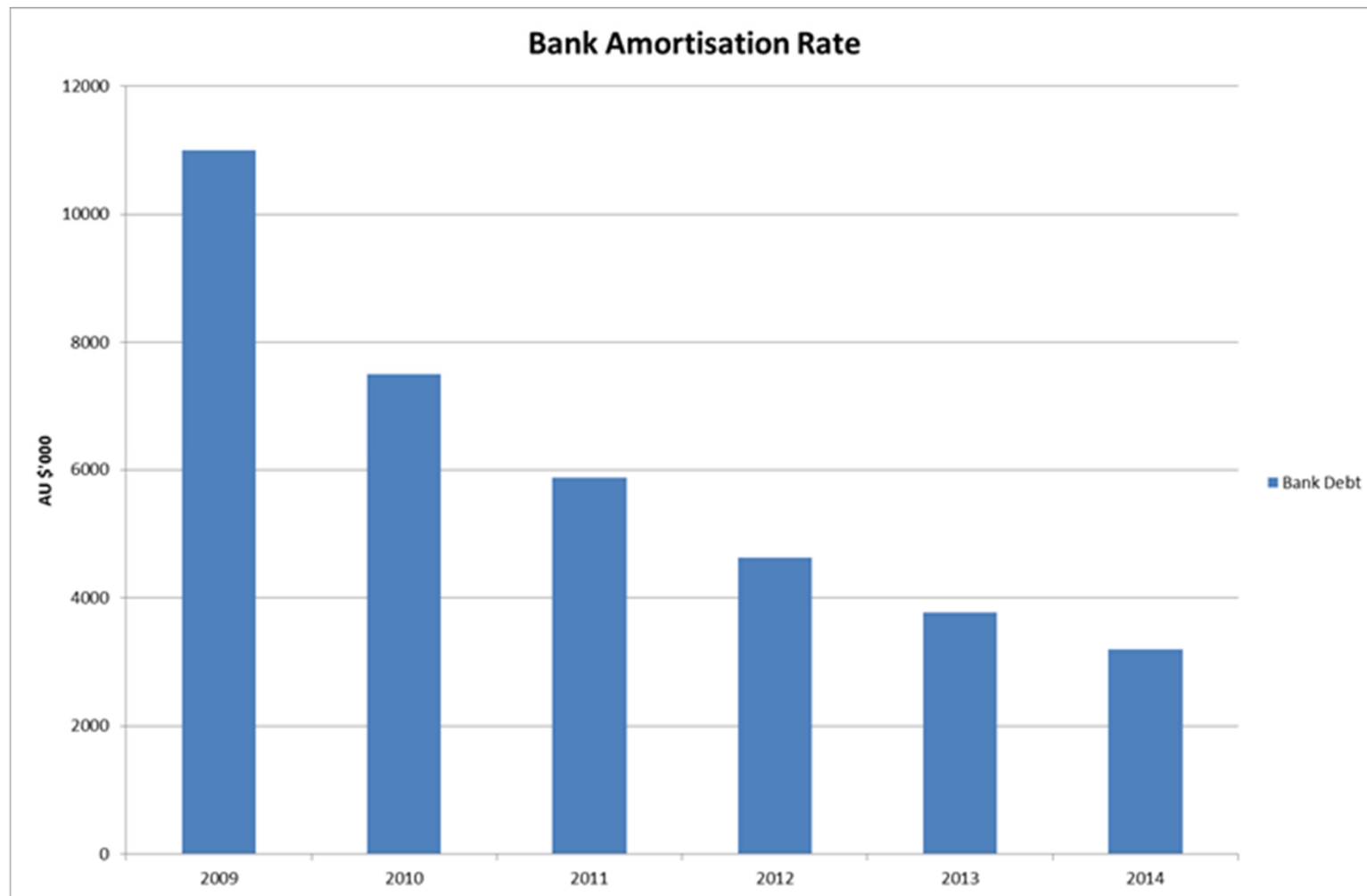
A\$ 000's

GROUP REV & EBITDA



FORECAST

Reduction in bank debt has been a strategic focus for the last number of years



Summary

- Aspermont has invested over A\$60m to build a global media business across companies, sectors and geographies.
- Recent key executive appointments and investment in new technology to bring scalability to group's businesses
- Aspermont will leverage its position through new and incremental revenue streams generated from unique content and extensive product launches
- Focus has shifted from Revenue growth to sustainable profits, strong balance sheet and shareholder returns

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