

Aspermont Limited*5a, 11

Rating: BUY
Target Price: 0.11 AUD
(0.08 EUR)

Current price: 0.02 AUD
 05.12.2022 13:40 ASX
 Currency: AUD

Key Data:

ASX: ASP
 ISIN: AU000000ASP3
 WKN: AONGFS
 Number of shares: 2.42b
 Marketcap³: 31.40
 Enterprise Value: 29.9
³ in m / in m EUR
 Free float: 76%

Primary listing: ASX
 Secondary listing: Frankfurt

Accounting Standard:
 IFRS

FY End: 30/09/

Analysts:

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* Catalogue of possible conflicts of interest on page 5

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 06.12.2022 (17:30 am)

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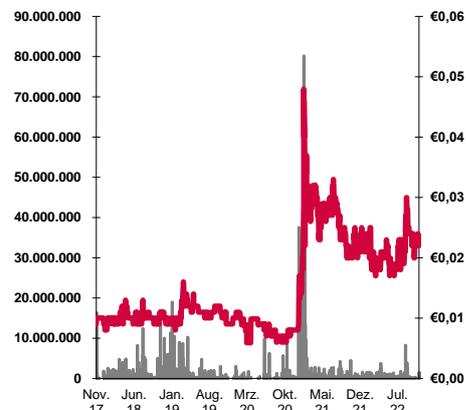
Validity of the price target: until
 max. 30/09/2023

Company Profile

Sector: B2B Media
 Focus: Mining, Energy, Agriculture, Technology

Headquarters: Perth, Australia

Management: Alex Kent (Managing Director), Ajit Patel (COO), Nishil Khimasia (CFO), Matt Smith (CCO), Leah Thorne (Group People Director)



Aspermont Limited is the global leader in business-to-business (B2B) media for the resources sector. The company publishes subscription-based content services for the mining, energy, agriculture, and technology sectors. Aspermont provides services to customers all over the world. Aspermont Limited is also a global leader in business-to-business marketing.

The company's brands have served the mining industry for over 185 years and have a combined brand heritage of over 560 years, resulting in eight million board and management executive contacts. The company relies on over 30 brands and is currently in an aggressive growth phase fueled by high margin, recurring and market resilient revenue streams from their audience client ecosystem.

Aspermont Limited reported their preliminary Full Year 2022 revenues:

Revenue (in AUD \$'m)	FY2021	FY2022	YoY Growth %
Revenues	16.1	18.7	+17
Net revenues	10.4	12.0	+15
Gross margin (%)	65.0	64%	-1
EBITDA	1.6	2.3	+40

Sources: Aspermont Ltd., GBC AG

**** Last research by GBC:**

Date: publication/target price in AUD/rating

09/09/2022: RS / 0.11 / BUY

13/12/2021: RS / 0.09 / BUY

18/11/2021: RS / 0.09 / BUY

18/11/2021: RS / 0.09 / BUY

** The research studies indicated above may be viewed at www.gbc-ag.de, or requested at GBC AG, Halderstr. 27, D86150 Augsburg

Financial calendar

12/2022: FY 2022 Annual report

05/2022: H1 2022

Hinweis gemäß MiFID II Regulierung für Research „Geringfügige Nichtmonetäre-Zuwendung“: Vorliegendes Research erfüllt die Voraussetzungen für die Einstufung als „Geringfügige Nichtmonetäre-Zuwendung“. Nähere Informationen hierzu in der Offenlegung unter „I. Research unter MiFID II“

FULL YEAR 2022 FINANCIALS BEATING ESTIMATES

FY-2022 preliminary report shows increased growth

The following are some of the company's highlights:

- Total revenue +17% at \$18.7m
- Gross profit +15% at \$12m, with gross margins of 64%
- EBITDA +40% at \$2.3m with margin of 12%
- Ana Gyorkos joined Aspermont as the Group Content Director
- Soochow CSSD Capital Markets retained as corporate adviser

The company has drastically improved their growth rate compared to historical results.

	FY2018	FY2019	FY2020	FY2021	FY2022
Total Revenue	14.0	16.4	15.2	16.1	18.7
Growth	22%	17%	-7%	6%	17%

Sources: Aspermont, GBC-AG

The growth rate has reached pre-COVID levels with revenues of over 18.7m. At the current cumulated rate, the company could grow at an **accelerated 20% growth rate for FY2023e**.

The company has also noticeably improved their recurring revenues to 75% up from 70%.

The company has now accumulated **25 consecutive growth quarters** and generated positive return for shareholders over the past five years.

Most importantly, the company is increasing their internal investments directly out of their cash flow and cash reserves. The company remains very strong financially with cash on hand of \$6.6m and long-term debt free.

Aspermont share structure

Options expiring on September 30th, 2022 were not extended, and have therefore ceased.

Aspermont Securities as of 30/11/2022

Quoted

ASP	ordinary fully paid	2,429,192,981
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Unquoted

ASPAN	performance rights	191,135,091
ASPAL	30-SEP-2025	323,577,323
	12-DEC-2022	10,000,000
	31-DEC-2022	250,000,000

Sources: Aspermont, GBC-AG

We will be updating our valuation when the company publishes their FY financials in the next few weeks. **We are therefore maintaining our BUY rating and our target price of 0.11 AUD / 0.08 EUR.**

ANNEX

I.

Research under MiFID II

1. There is a contract between the research company GBC AG and the issuer regarding the independent preparation and publication of this research report on the issuer. GBC AG is remunerated for this by the issuer.
2. The research report is simultaneously made available to all interested investment services companies.

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The recommendations/ classifications/ ratings are linked to the following expectations:

BUY	The expected return, based on the derived target price, incl. dividend payments within the relevant time horizon is $\geq + 10\%$.
HOLD	The expected return, based on the derived target price, incl. dividend payments within the relevant time horizon is $> - 10\%$ and $< + 10\%$.
SELL	The expected return, based on the calculated target price, incl. dividend payments within the relevant time horizon, is $\leq - 10\%$.

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The analysts responsible for this analysis are:

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Matthias Greiffenberger, Financial Analyst

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