

Vision

Play MPE is a music marketing platform used around the globe. Play MPE is the world's most widely used hub and will continue to add to the functionality bringing more services under one easy to use umbrella of collaboration between and curators.

Highlights

- Renewal with Universal Music
- Play MPE expands to Warner Baltics, USA Jazz, with added trial use in South Africa and Canada
- Q4 fx adjusted revenue +11%
- European revenue adjusted for foreign exchange up 8.5%, USA revenue up 8.8% and Australian revenue adjusted for foreign exchange up 15%



Trusted around the World



INGROOVES & more!

Join us

At Destiny Media Technologies, we value the relationship we have with our investors. As a publicly traded company, we return their trust and confidence with transparent work ethics and reliable growth. We welcome the opportunity for new investors to join us.

Revenue

+ 5.6%

(+8.6% adjusted for FX)

Play MPE Revenue

+ 6.1%

(+9.1% adjusted for FX)

Earning per share

\$ 0.06

Gross Margin

91.8%

Active Audience

40.6K

Yearly Distributions

75.0M

Net Margin

16.0%

Cash (\$-USD)

2.9M

Investment Information

Shares* (000,000's)	11.0
Share Price*	\$1.00
Market Cap \$M	\$11.0
Cash on hand \$M	\$2.9
LTD \$M	NIL
Value excluding cash \$M	\$8.1
Trailing 4Q revenue \$M	\$3.8
Revenue trading multiple	2.13

*Adjusted for consolidation Sept '19

Why customers choose Play MPE

If there is one single reason customers choose Play MPE, it's the centralized hub of content and recipient use in an easy to use platform; It's **the** network for music promotion in several market segments.

Play MPE provides a number of aspects not offered by any other music marketing platform - some appeal to all customers, some appeal to larger global customers, others appeal to smaller independent record labels. All contribute to the network of use that makes Play MPE successful.

Play MPE is the only system integrated with Nielsen's BDSradio and Mediabase reporting systems, providing a network of awareness appealing to all content owners. Play MPE provides a wide variety of recipient lists empowering independent record labels with the ability to reach music curators without the need to manage those contacts. Play MPE is the only system that allows global release sharing in a tiered structure allowing larger global labels to distribute content efficiently.

Music Industry

Global Sales

+ 9.7% 19.1B global 5 years of growth

Customer Comments

"Seriously, Play MPE is easy, simple and has everything I need. I need a song, I already have it thanks to Play MPE!"

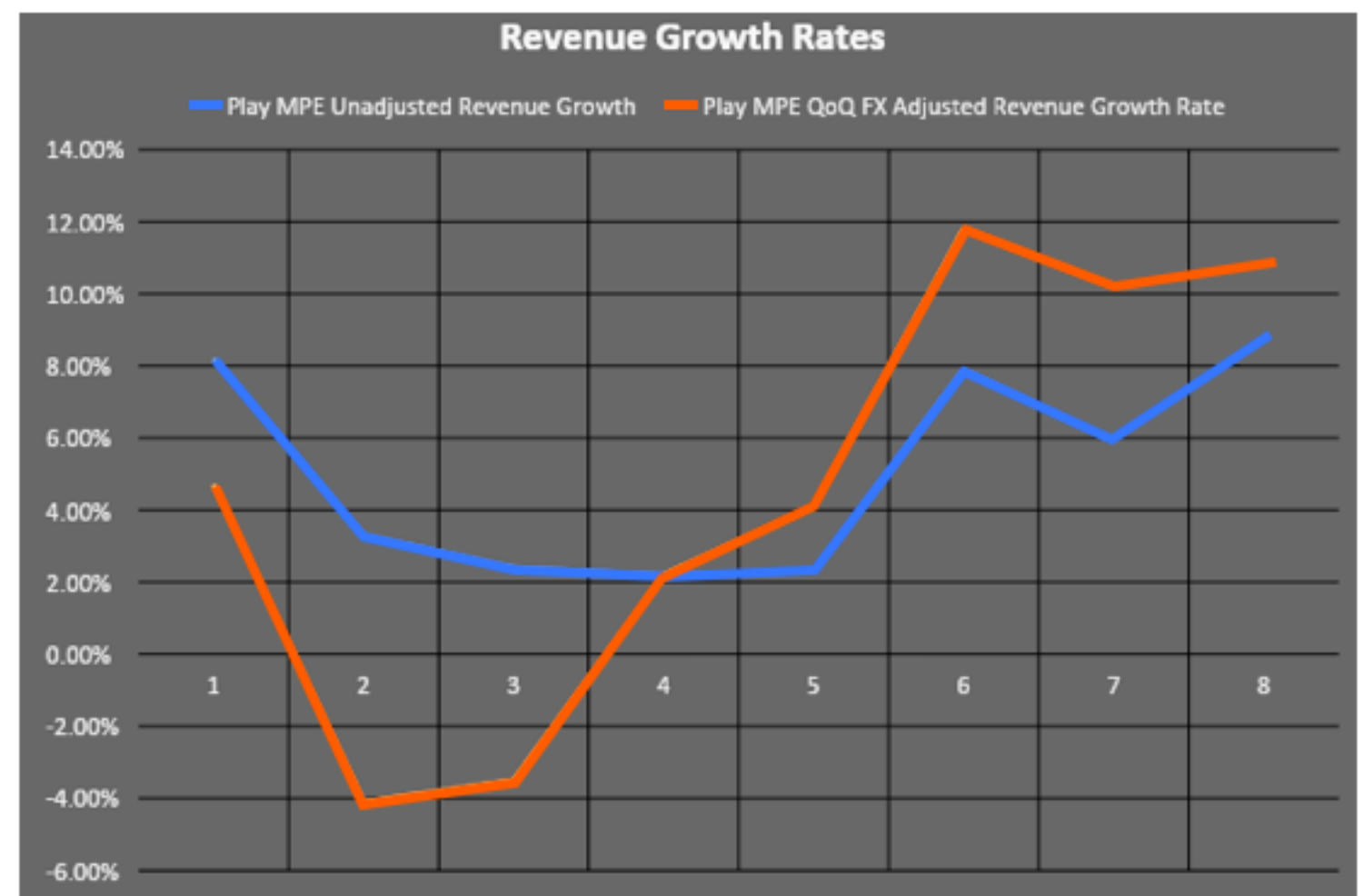
Mike Mullaney / Music Director / WBMX

See more testimonials at www.PlayMPE.com

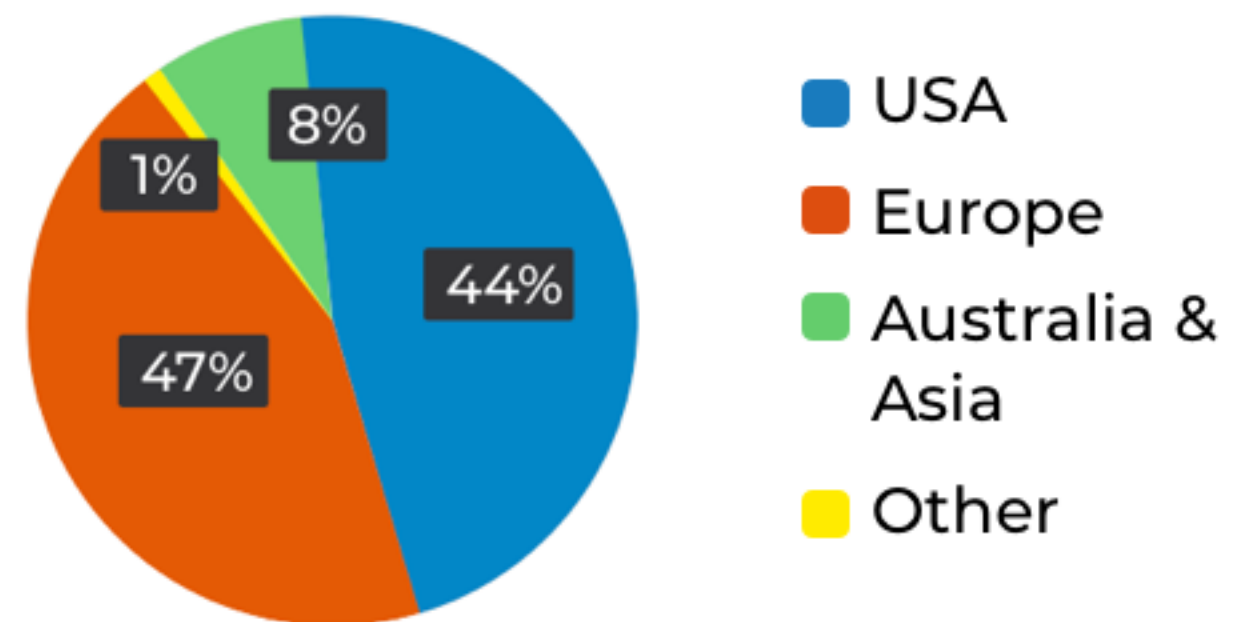
The Digital Music Marketing Industry

While Play MPE is the most widely used music marketing hub, there are many market segments available for growth. Play MPE is dominant in: Country, Christian, and Alternative music genres in the USA, all genres in Sweden, Finland, Denmark, Norway, Australia, and New Zealand. Play MPE has regular use by Universal Music Group in more than 80 countries.

Play MPE Revenue Growth Rate



Sales By Region



European revenue is concentrated with Universal Music Group in the UK while Universal Music Group uses Play MPE throughout Europe. Warner Music and Sony Music Entertainment revenue is concentrated in Scandinavia.

All revenue is grouped by source of contracting customers rather than geographic location of usage. For example Universal Music Group uses play MPE regularly in more than 80 territories.