

Investor Fact Sheet Q4'20

Company Overview

Destiny Media Technologies, Inc. (TSX.V: DSY; OTCQX: DSNY) owns and operates the Play MPE® platform.

Established in 2004, Play MPE® is a two-sided **B2B** marketplace connecting record labels and artists to influential music curators around the world - to expose the music to a wide consumer audience directly increasing record label revenue. Play MPE® was the first to market and is the world's **best, largest, most widely used, and most feature rich** platform in this market - retaining the largest global market share.

Looking to the future

With a new management group and significant investments into the Play MPE® platform, the Company expects to turn modest revenue growth into accelerated global expansion of the platform.

From a foundation of strong global market share, the Company will add services to expand its addressable market.

Customers



Key Metrics

(trailing 12 months to August 31, 2020)

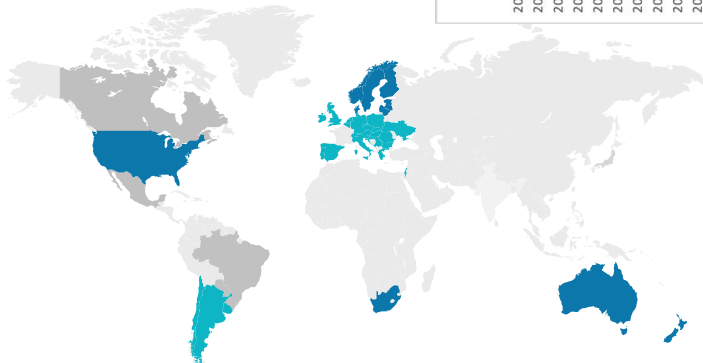
Distributions ▲

85.8M +7.7M vs. prior year

Sender accounts
2,077



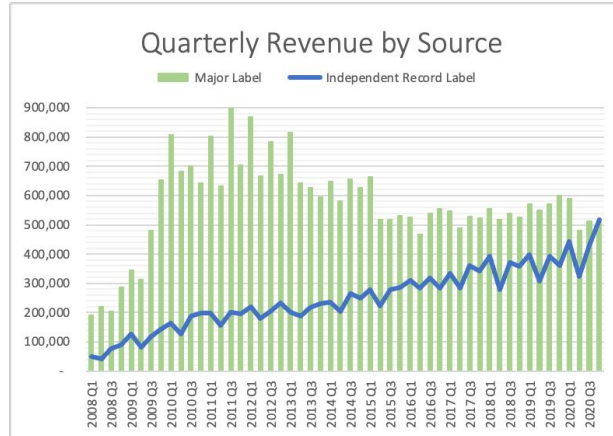
Recipients
47.3K



Financial Summary

	2017	2018	2019	2020
(in 000's of USD)				
Tot. Rev	\$ 3,445	\$ 3,606	\$ 3,809	\$ 3,825
Play MPE	3,406	3,539	3,753	3,798
NI	289	656	611	169
EBITDA	447	812	718	329
Cash	1,343	2,249	2,892	2,623

	Per Share in USD			
Tot. Rev	\$ 0.31	\$ 0.33	\$ 0.35	\$ 0.37
NI	0.03	0.06	0.06	0.02
EBITDA	0.04	0.07	0.07	0.03





Q4 – 2020 Highlights

- Q4 revenue grew by 5.8% to \$1.032M (vs. \$0.975M in py);
- Independent label revenue up 45.7%;
- Gross margin consistent at 92%;
- Adjusted EBITDA increased by 27%;
- Cash reserves as at August 31, 2020 of \$2.622M (\$0.25/share).

2020 Growth

- Canadian expansion progresses with addition of Universal Music, Sony Music and major independents to trials
- Latin initiative began with trials by Universal Music, Sony Music and major independent labels in Mexico and USA Latin
- Independent record label sales commence with Stamp reseller agreement in South Africa
- Send activity up 15.7%
- Platform investments lead to release of new players, new release creator, new player apps
- Distribution side languages expand to include German, Japanese, Spanish, and French
- Distribution lists added in Mexico, and South Africa and significant expansion in Canada and Latin USA
- Staffing adjustments lead to improvements in marketing, business development, and product development.

"Play MPE is a vital 'go to' for me for new music - on my desktop AND my phone! Easy to use, and always up-to-date tunes..." Dan Reed MD WXPB, Boston

"Our go-to for radio blasts...Great product, reach and customer service." Charles DeFranco, Warner Records NY

"Play MPE is - and always has been - the premier service for promotional music distribution. As a long-time user, I appreciate that it provides me easy access to the music that matters, from the formats I care about, all in one place." Val Garris VP CUMULUS

"Play MPE continues to make my weekly roundup review of new releases for broadcast, a total breeze. It's a no-brainer. Play MPE has been the leader for a long time, it's my preferred way to receive music." Alan Cross - A Journal of Musical Things Toronto

"Play MPE has done a wonderful job creating a platform that allows record labels, promoters and broadcasters to post, preview and download music in a way that works with everyone's digital workflow.

In an industry that continues to struggle with the dilemma of analog versus digital media, Play MPE has created a clear and powerful way forward." Michael Ambrosino KMDH Jazz Radio

