Destiny Media Technologies Inc. Announces Fiscal 2024 Third Quarter Results

Vancouver, British Columbia--(Newsfile Corp. - July 15, 2024) - Destiny Media Technologies Inc. (TSXV: DSY) (OTCQB: DSNY), the makers of Play MPE®, a cloud-based SaaS solution for digital asset management in the music industry, today announced financial results for its fiscal 2024 third quarter ended May 31, 2024.

"Over the past year, we have sustained revenue growth each quarter for an average growth of 9.1%. This growth follows recent product investments into our core Play MPE platform," stated Fred Vandenberg, President and CEO. "We continue to invest in the core Play MPE platform to facilitate scalable growth, invest in new products to add new addressable markets, while concurrently enhancing our marketing strategy to drive further revenue increases."

Financial Highlights

Q3 2024 vs Q3 2023

- Revenue of $1.2M, an increase of 8.2% (FX adjusted - 8.5%)
- Global independent record label growth of 11.9%
- Net income of $0.13M
- Adjusted EBITDA of $0.22M

During the third quarter of the fiscal 2024, under a normal course issuer bid ("NCIB"), the Company repurchased 149,900 shares for a total cost of $0.16 million. During the nine months ended May 31, 2024, the Company repurchased 459,200 shares for a total cost of $0.47 million. The NCIB ceased on May 2, 2024 and has not been renewed.

Fiscal 2024 Third Quarter Earnings Webinar

Destiny Media Technologies will hold a live webinar on Monday, July 15, 2024 at 2:00 p.m. Pacific Standard Time (5:00 p.m. Eastern Standard Time) to discuss financial results for its fiscal 2024 third quarter ended May 31, 2024.

Date: Monday, July 15, 2024
Time: 2:00 p.m. Pacific Standard Time (5:00 p.m. Eastern Standard Time)

Attendees are encouraged to register prior to the scheduled time at the following:

https://investors.dsny.com/investors/financials/ or by clicking on the Webinar Registration Form.

Attendees of the webinar can submit questions voluntarily during the live presentation. Cameras will remain off for all attendees throughout the session. Microphones will also remain muted unless an attendee chooses to engage in verbal questions, similar to the format used in traditional conference calls.

The webinar format will provide the Company an opportunity to present visual information.

For those without internet access, the webinar can be accessed via the following dial in details:

Direct dial in US: +1 346 248 7799 or +1 360 209 5623 or More International numbers
Webinar ID: 817 1581 2583

Attendees participating via dial-in will not have access to the webinar video stream or the question and answer functions.

A recording of the webinar will be available after the event at https://investors.dsny.com/investors/financials/

About Destiny Media Technologies Inc.

Destiny Media Technologies ("Destiny") provides software as service (SaaS) solutions to businesses in the music industry solving critical problems in distribution and promotion. The core service, Play MPE® (www.plaympe.com), provides promotional music marketing to engaged networks of decision makers in radio, film, TV, and beyond. More information can be found at www.dsny.com.

Forward-Looking Statements

This release contains forward-looking statements that reflect current views with respect to future events and operating performance. Any such statements are subject to risks and uncertainties that could cause actual results to differ materially from those projected in these forward-looking statements. Destiny Media Technologies is not obligated to update these statements in the future. For more information on the Company's risks and uncertainties relating to those forward-looking statements, please refer to the Risk Factors section in our Annual Form 10-K for the fiscal year ended August 31, 2023, which is available on www.sedar.com or www.sec.gov.

Contact:

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DESTINY MEDIA TECHNOLOGIES, INC.
Condensed Consolidated Statements of Comprehensive Income
(Unaudited)

	Three months ended May 31, 2024	Three months ended May 31, 2023	Nine months ended May 31, 2024	Nine months ended May 31, 2023
Service revenue	$ **1,155,442**	$ 1,068,007	$ **3,296,582**	$ 2,987,786
Cost of revenue				
Hosting costs	**35,036**	30,555	**95,692**	84,040
Internal engineering support	**14,249**	12,707	**44,245**	38,160
Customer support	**80,746**	72,001	**250,721**	216,237
Third-party and transactions costs	**20,013**	18,490	**58,150**	51,357
	150,044	133,753	**448,808**	389,794
Gross margin	**1,005,398**	934,254	**2,847,774**	2,597,992
	87.0%	**87.5%**	**86.4%**	**87.0%**
Operating expenses				
General and administrative	**159,940**	314,387	**513,087**	652,793
Sales and marketing	**280,308**	237,834	**781,166**	670,360
Product development	**356,599**	247,392	**1,084,329**	823,722
Depreciation and amortization	**87,760**	37,182	**255,884**	109,513
	884,607	836,795	**2,634,466**	2,256,388
Income from operations	**120,791**	97,459	**213,308**	341,604
Other income				
Interest and other income	**13,685**	9,593	**40,672**	26,038
Net income before income tax	$ **134,476**	$ 107,052	$ **253,980**	$ 367,642
Current income tax expense	**-**	-	**-**	(3,600)
Net income	$ **134,476**	$ 107,052	$ **253,980**	$ 364,042
Foreign currency translation adjustments	**(16,714)**	1,429	**(27,065)**	(109,977)
Total comprehensive income	$ **117,762**	$ 108,481	$ **226,915**	$ 254,065
Net income per common share				
Basic and diluted	$ **0.01**	$ **0.01**	$ **0.03**	$ **0.04**
Weighted average common shares outstanding:				
Basic	**9,689,303**	10,123,984	**9,846,942**	10,124,168
Diluted	**9,722,035**	10,123,984	**9,888,441**	10,124,168

DESTINY MEDIA TECHNOLOGIES, INC.
Condensed Consolidated Balance Sheets

		May 31, 2024		August 31, 2023
		(unaudited)		(audited)
ASSETS				
Cash and cash equivalents	$	**1,390,887**	$	2,002,769
Accounts receivable, net of allowance for credit losses of $40,950 (August 31, 2023 - $41,331)		**682,359**		432,501
Other receivables		**69,915**		58,519
Prepaid expenses		**69,429**		72,014
Deposits		**31,995**		32,214
Total current assets		**2,244,585**		2,598,017
Property and equipment, net		**474,902**		642,207
Intangible assets, net		**970,663**		645,474
Total assets	$	**3,690,150**	$	3,885,698
LIABILITIES AND STOCKHOLDERS' EQUITY				
Current				
Accounts payable	$	**88,269**	$	110,203
Accrued liabilities		**298,847**		267,144
Deferred revenue		**36,930**		34,710
Total current liabilities		**424,046**		412,057
Total liabilities		**424,046**		412,057
Commitments and contingencies		**-**		-
Stockholders' equity				
Common stock, par value $0.001, authorized 20,000,000 shares. Issued and outstanding - 9,637,410 shares (August 31, 2023 - 10,096,610 shares)		**9,637**		10,096
Additional paid-in capital		**8,808,678**		9,242,671
Accumulated deficit		**(5,050,387)**		(5,304,367)
Accumulated other comprehensive loss		**(501,824)**		(474,759)
Total stockholders' equity		**3,266,104**		3,473,641
Total liabilities and stockholders' equity	$	**3,690,150**	$	3,885,698