

# ONE MEDIA<sup>iP</sup>

## Company Information



# OM<sup>iP</sup> Corporate Snapshot

## One Media iP is:

- An AIM listed digital media content provider - exploiting IP rights around music, video and copyright technology.
- Owner of an expansive catalogue across all genres. Distribution across +600 digital platforms.
- Developer of proprietary technology, including TCAT – a platform which can monitor the unauthorised use of digital music releases.
- Profitable with established operations, offering investors the opportunity to tap into growing streaming revenues.
- Focused on acquisition of new content & promotion of existing catalogue. c. £6.2m spent on content to date.
- Lead by a proven management team with years of collective experience in the media industry.

# Proven Board & Management



**Ivan Dunleavy**  
**Executive Chairman**

- +35 years' sector experience including 17 years as CEO of Pinewood Group plc, overseeing its growth until sold for £323m
- Former CEO of VCI plc, an audio-visual and audio publishing group
- Current directorships: Milk VFX Ltd, Creative Skillset – Sector Skills Council Ltd, Maison Ville Ltd, Twelve Town Ltd and Wave Stadiums Ltd



**Lord Michael Grade**  
**Non-Executive Director**

- Extensive experience in broadcasting holding leading roles at London Weekend Television, Channel 4, the BBC and ITV
- Chairman of Pinewood Studios for 16 years until 2016
- Other roles in media content businesses include: Non- executive chairman of Creative Media Ltd, Gate Ventures plc



**Michael Infante**  
**Chief Executive Officer**

- +30 years in the music industry and founder of OMiP
- Executive Producer for Royal Philharmonic Orchestra's largest recording project for over 140 classical albums
- 1995 co-founded Air Music & Media Group Plc (now MBL Plc)



**Philip Miles**  
**Technical Director**

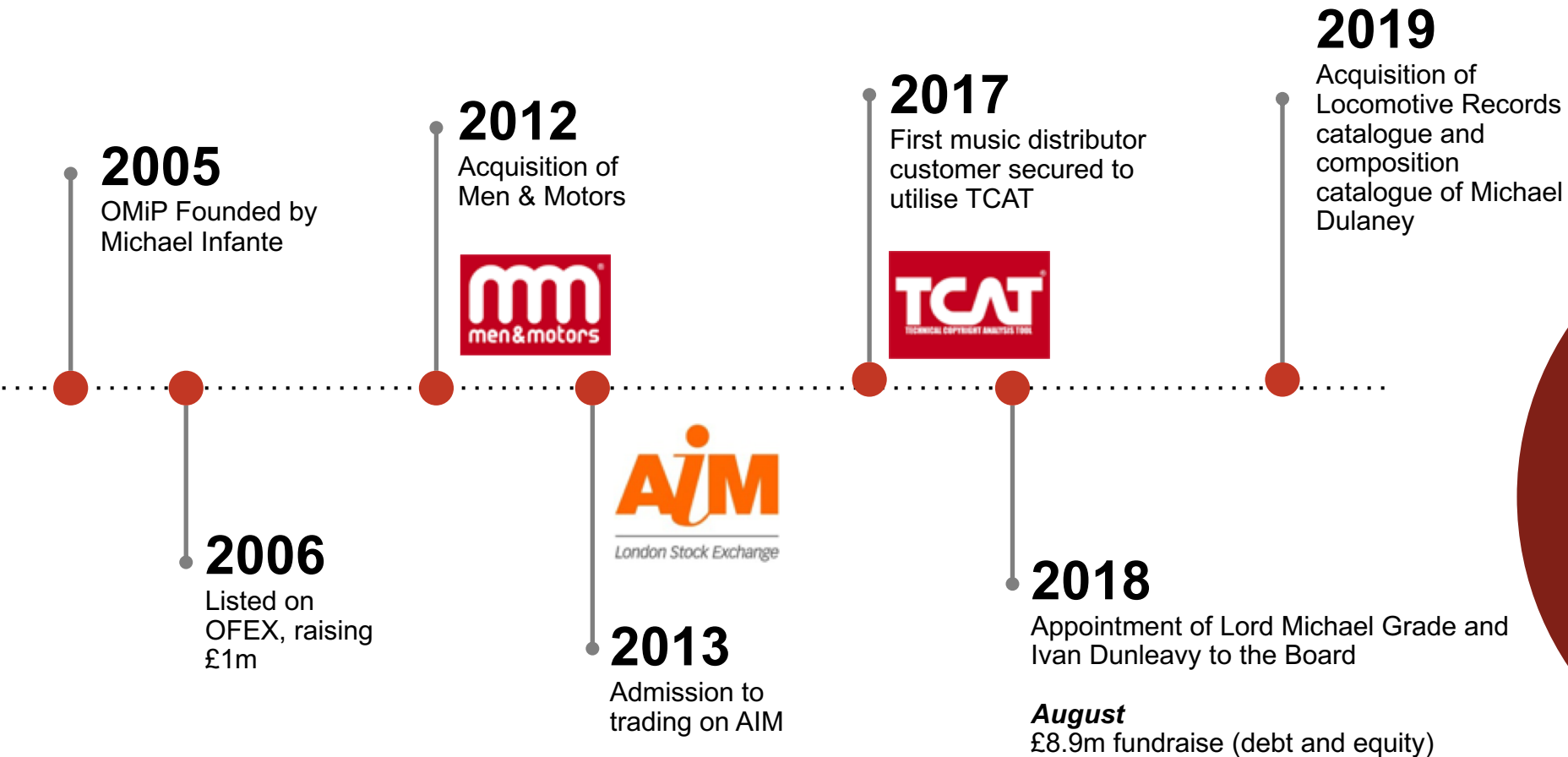
- Joined OMiP in 2007 – responsible for all technical and operational developments
- Head of the Research & Development team, incl. the new SAAS platform TCAT
- Formerly head of information technology at Air Music & Media PLC for 10 years



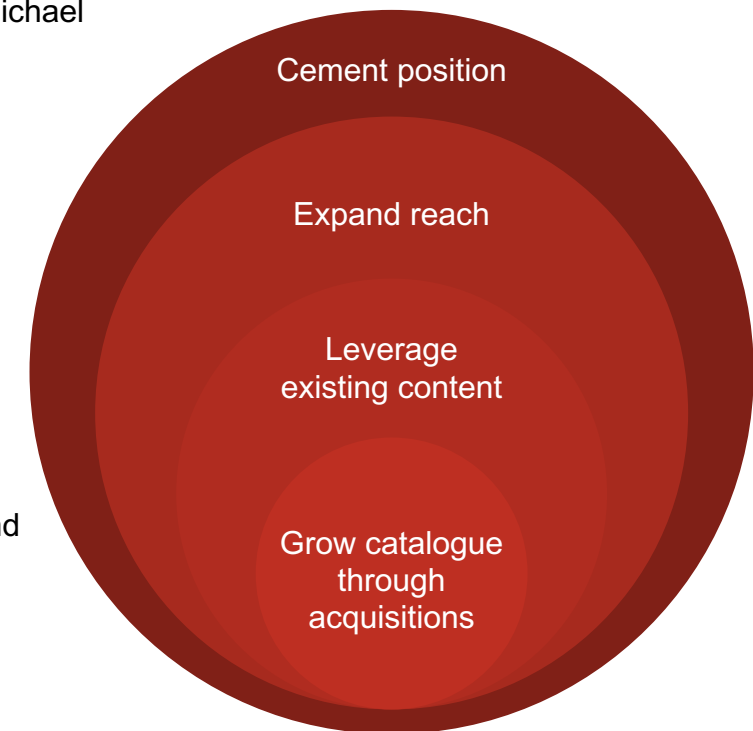
**Steve Gunning**  
**Company Secretary**

- +20 years' accounting experience in the finance industry
- Prior experience includes Barclays Bank plc, Dixons Group plc, Share plc, an independent retail stockbroker, and Kings Oak Homes Ltd.
- CIMA Diploma in Management Accounting and member of the Association of Accounting Technicians

# OMiP Key Milestones

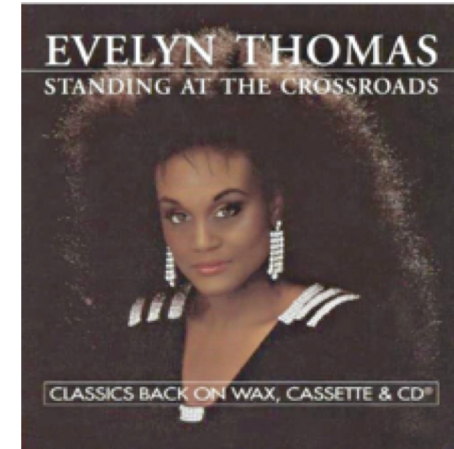
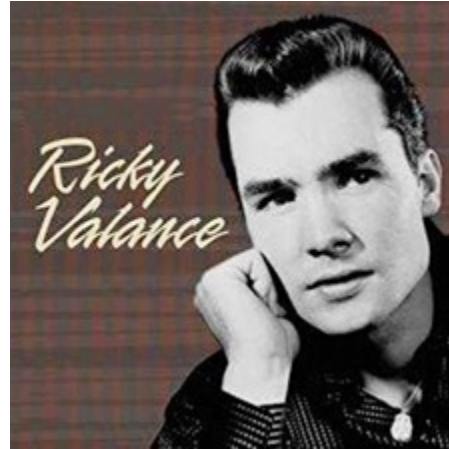


## Looking ahead...





# OMP Expansive catalogue



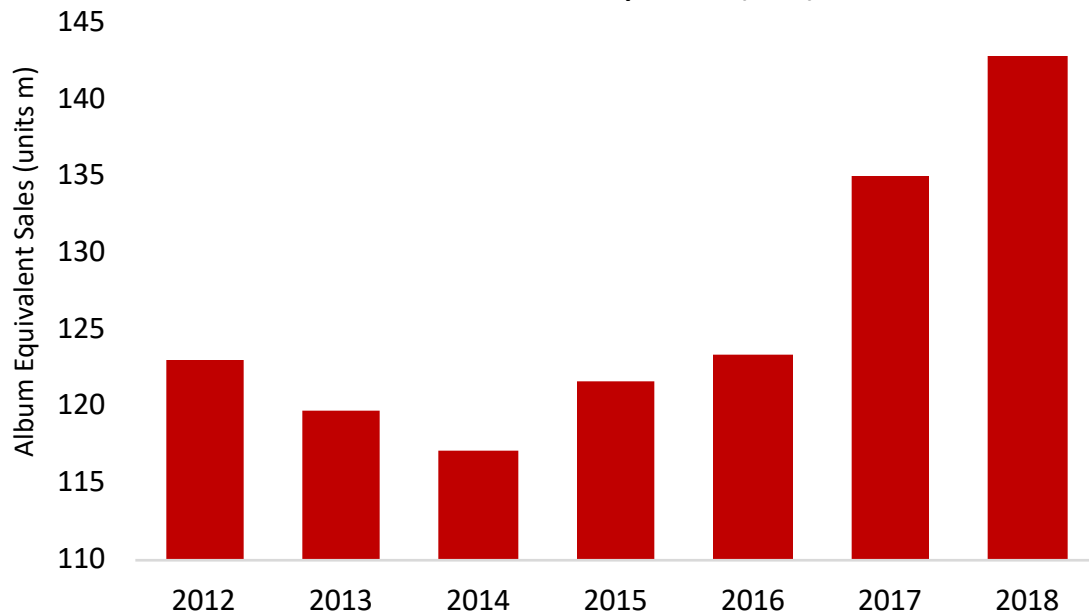
ROYAL  
PHILHARMONIC  
ORCHESTRA

*Nostalgic music tracks from a range of genres - spanning soul to classical and rock to pop*

# Significant Market Opportunity

*The music industry has demonstrated a recent resurgence and remains a highly fragmented market.*

*Music consumption (UK)*



\*All About the Music 2019 BPI Report

**34%**

GROWTH IN  
STREAMING REVENUE  
(2018)

**\$19.1bn**

GLOBAL RECORDED  
MUSIC REVENUES  
(+9.7% IN 2018)

**\$8.9bn**

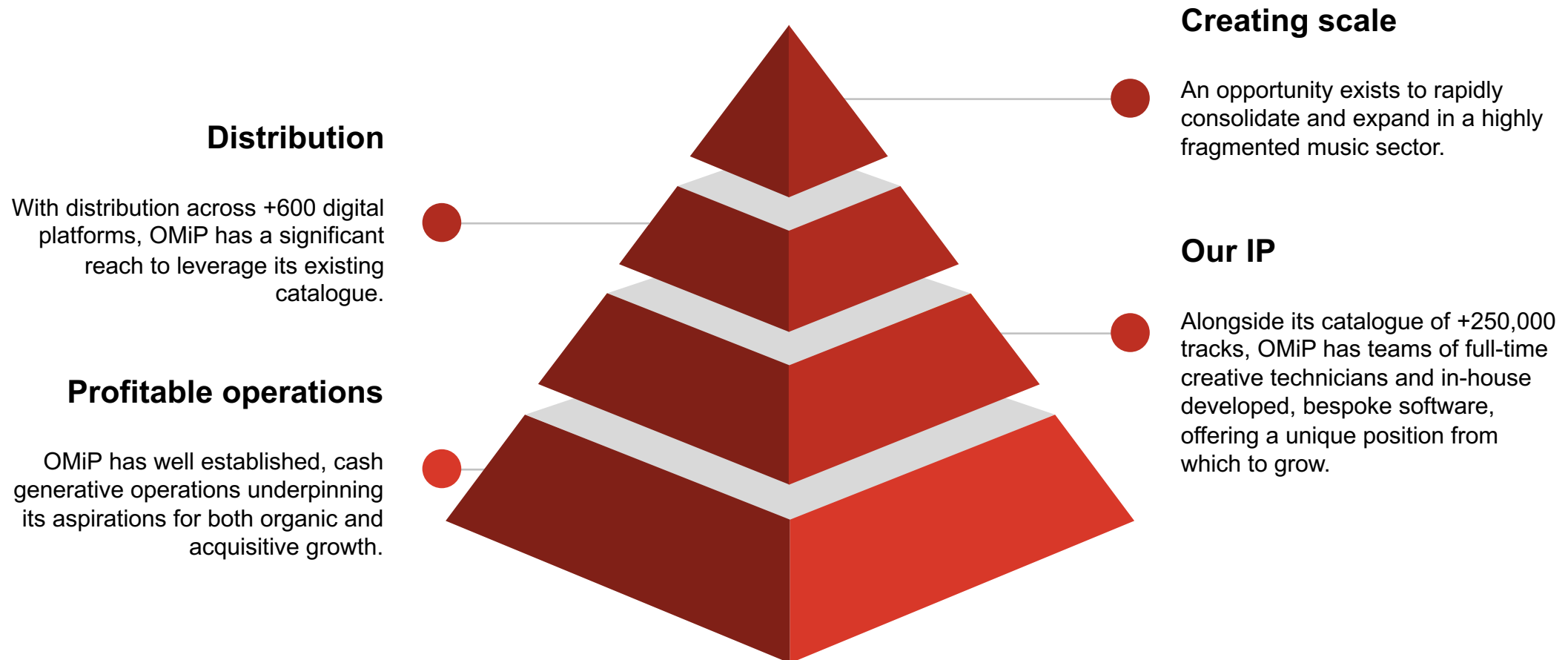
GLOBAL STREAMING  
REVENUES (2018)

**32%**

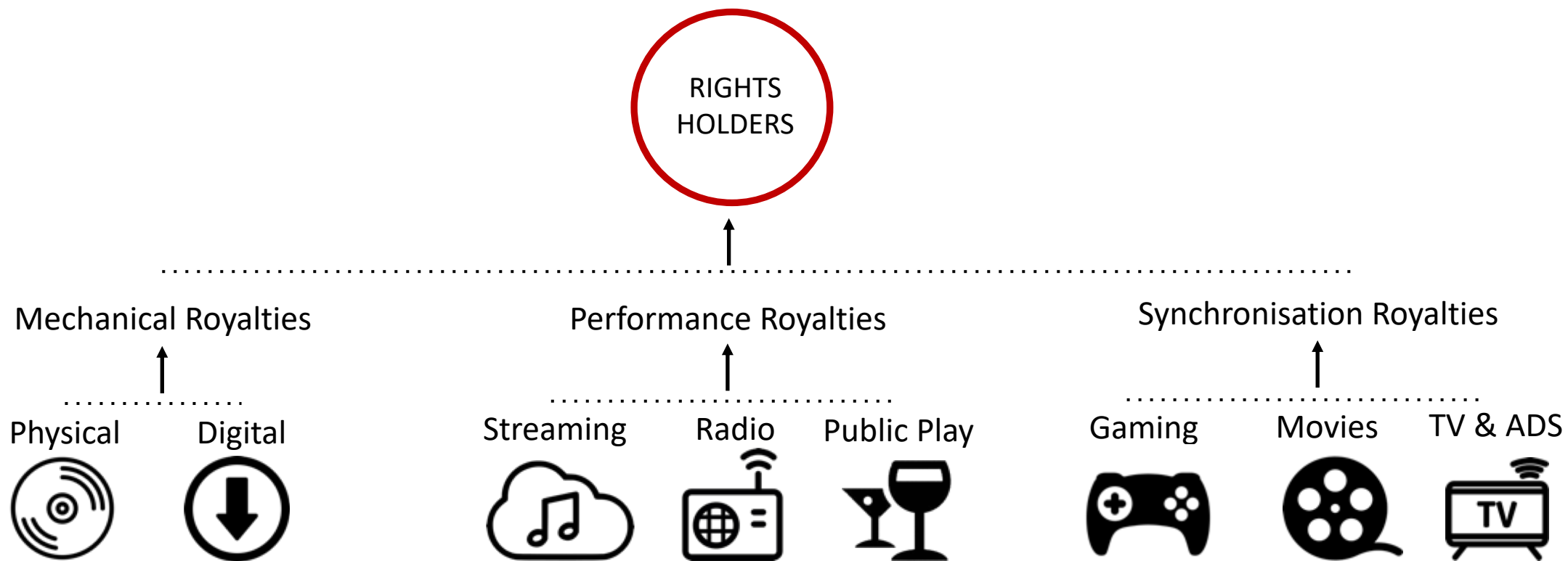
GROWTH IN PAID  
GLOBAL STREAMING  
REVENUES

\*\* IFPI Global Music Report 2019

# OMiP Business Model



# Music Publishing Market



# Growth Strategy

## Grow catalogue

Targeted acquisitions of intellectual copyright businesses and/or catalogues with strong revenue generating potential.

## Leverage existing content

Maximise the exploitation of OMiP's current portfolio through established and new revenue streams.

## Expand reach

Expand into new digital music platforms in new territories and leverage TCAT platform to further enhance OMiP's reach.

## Cement and strengthen

Consolidate OMiP's position as pure play music company in a growing and highly fragmented sector.



# Strategic Acquisitions 2019

## Locomotive Records



- Acquisition of **Locomotive Records** music catalogue - an independent record label in Spain
- Total consideration of **\$750,000**
- Comprises **1,500 progressive**, global rock recordings from various Spanish bands including highly acclaimed folk metal band **Mägo de Oz**
- **Direct artist royalty agreement** with Mägo de Oz
- Marks **entry into new territories and expansion of global audience**

## Michael Dulaney



- Composition acquisition of **Grammy nominated American songwriter, Michael Dulaney**
- Total consideration of **\$850,000**
- Catalogue comprises **93 songs** including major successes recorded by Jason Aldean, Faith Hill, Joe Nichols, Rascal Flatts and Aaron Lines
- Strategic acquisition focusing on the **growing demand for country music globally**

# OMIP Summary



Profitable business with established operations, offering the opportunity to tap into growing streaming revenues



Healthy cash position, focused on acquisition of new content & promotion of existing catalogue



Expansive catalogue and bespoke, in-house developed technology platforms



Proven management team with decades of industry and PLC experience



Clear growth opportunity to generate scale through new markets, content and technology

**Consolidated Statement of Comprehensive Income**  
For the year ended 31 October 2018

	Year ended 31 October 2018 £		Year ended 31 October 2017 £
<b>Revenue</b>	2,702,374		2,337,624
Cost of sales	-1,325,448		-1,281,897
<b>Gross profit</b>	1,376,926		1,055,727
Administration expenses	-738,168		-725,553
<b>Operating profit</b>	638,758		330,174
Share based payments	-115,061		-32,758
Finance costs	-37,201	-	
Finance income	8		185
<b>Profit on ordinary activities before taxation</b>	486,504		297,601
Tax expense	-81,488		-30,829
<b>Profit for period attributable to equity shareholders and total comprehensive income for the year</b>	<b>405,016</b>		<b>266,772</b>
<b>Basic earnings per share</b>	<b>0.44p</b>		<b>0.38p</b>
<b>Diluted earnings per share</b>	<b>0.40p</b>		<b>0.35p</b>

# OMIP Financials

## Consolidated Statement of Financial Position at 31 October 2018

	At 31-Oct-18 £	At 31-Oct-17 £
<b>Assets</b>		
<b>Non-current assets</b>		
Intangible assets	3,351,304	3,383,597
Property, plant and equipment	12,221	16,970
	<b>3,363,525</b>	<b>3,400,567</b>
<b>Current assets</b>		
Trade and other receivables	680,960	478,804
Cash and cash equivalents	5,576,379	383,051
<b>Total current assets</b>	<b>6,257,339</b>	<b>861,855</b>
<b>Total assets</b>	<b>9,620,864</b>	<b>4,262,422</b>
<b>Liabilities</b>		
<b>Current liabilities</b>		
Trade and other payables	526,224	491,619
Deferred tax	58,574	34,397
<b>Total current liabilities</b>	<b>584,798</b>	<b>526,016</b>
<b>Borrowings</b>	<b>1,600,258</b>	<b>-</b>
<b>Total liabilities</b>	<b>2,185,056</b>	<b>526,016</b>
<b>Equity</b>		
Called up share capital	678,018	355,268
Share redemption reserve	239,546	239,546
Share premium account	4,314,220	1,457,645
Share based payment reserve	222,259	107,198
Retained earnings	1,981,765	1,576,749
<b>Total equity</b>	<b>7,435,808</b>	<b>3,736,406</b>
<b>Total equity and liabilities</b>	<b>9,620,864</b>	<b>4,262,422</b>

## Consolidated Cash Flow Statement For the year ended at 31 October 2018

	Year ended 31 October 2018 Group £	Year ended 31 October 2017 Group £
<b>Cash flows from operating activities</b>		
Operating profit before tax	486,505	297,601
Amortisation	247,406	234,911
Depreciation	7,653	3,350
Share based payments	115,061	32,758
Finance income	-8	-185
Finance costs	37,201	-
(Increase) in receivables	-202,155	-15,229
Increase/(decrease) in payables	-87,013	-267,761
Corporation tax	27,104	-
<b>Net cash inflow (outflow) from operating activities</b>	<b>631,754</b>	<b>285,445</b>
<b>Cash flows from investing activities</b>		
Investment in intellectual property rights and TCAT	-215,113	-224,375
Investment in property, plant and equipment	-2,904	-13,868
Finance income	8	185
<b>Net cash used in investing activities</b>	<b>-218,009</b>	<b>-238,058</b>
<b>Cash flows from financing activities</b>		
Proceeds from the issue of new shares	3,305,750	-
Share issue costs	-126,425	-
Loan notes	1,600,258	-
<b>Net cash inflow (outflow) from financing activities</b>	<b>4,779,583</b>	<b>-</b>
<b>Net change in cash and cash equivalents</b>	<b>5,193,328</b>	<b>47,387</b>
<b>Cash at the beginning of the year</b>	<b>383,051</b>	<b>335,664</b>
<b>Cash at the end of the year</b>	<b>5,576,379</b>	<b>383,051</b>



OMIP Thank You



Google Play  
Music



T I D A L

