International Relations

SCGC Meeting – August 2020

Presented at SCGC Townhall held on August 26, 2020.
Information is high-level summary only and current as of August 26, 2020.

Revenue Trends - 2014-2019

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Foreign Revenue: Top 15 Societies

Society	Country	Revenue	
ASCAP	United States	$	22,639,664
BMI	United States	$	16,804,635
PRS	United Kingdom	$	9,953,794
SACEM	France	$	9,673,410
GEMA	Germany	$	5,664,295
SIAE	Italy	$	2,904,153
APRA	Australia	$	2,870,511
JASRAC	Japan	$	1,753,968
BUMA	Netherlands	$	1,618,861
KODA	Denmark	$	1,478,599
SUISA	Switzerland	$	1,457,927
SABAM	Belgium	$	1,067,988
STIM	Sweden	$	961,384
UBC	Brazil	$	941,690
SGAE	Spain	$	769,270
	Grand Total	**$**	**80,560,147**

- Top 15 societies accounted for 91% of all International revenue in 2019
- The US is by far the top market, with ASCAP and BMI alone contributing 44.5% of all revenue

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2020 Foreign Revenue and COVID Impact

- As of August, the 2020 foreign revenue forecast is $2 million ahead of budget
- Potential for this to change as year progresses and we begin to receive 2Q20 royalties from some societies
- 2021 foreign revenue is expected to drop significantly
  - Societies forecasting 5-30% decline in domestic revenues, with European societies hit particularly hard
- Collections for Live Performances and General Licensing worst impacted worldwide
  - AV will be impacted where licence fees are tied to advertising revenue

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Foreign Broadcast Data and Claims

- Royalties for TV/Cable performances are the largest source of foreign distributions, totalling ~44% in last three years
- SOCAN continues to purchase access to broadcast data for key territories, know as Eurodata
  - Current territories: United States, United Kingdom, France, Germany, Italy, Australia
- Staff proactively mine Eurodata to identify missing royalties, and also to provide greater proof for claims raised by members
- AV claims are a key source of activity for both IR and Membership, with both departments collaborating to ensure claims are raised, followed-up on and resolved as quickly as possible