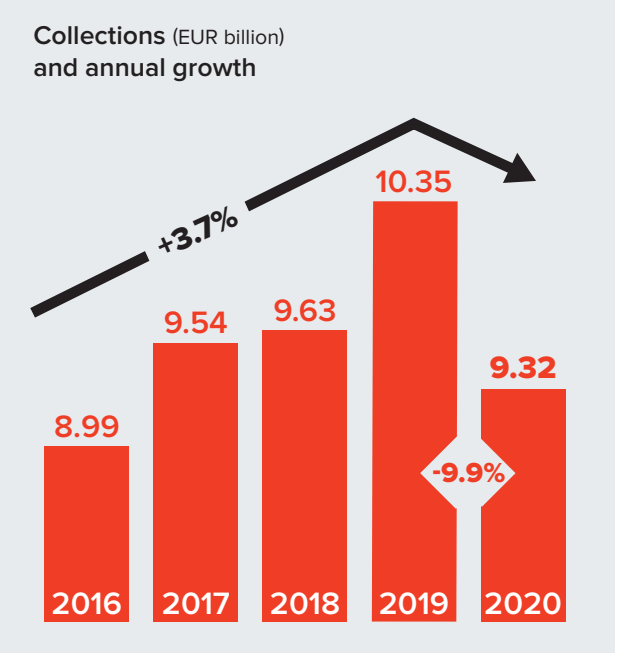


CISAC GLOBAL COLLECTIONS REPORT

HIGHLIGHTS AT A GLANCE

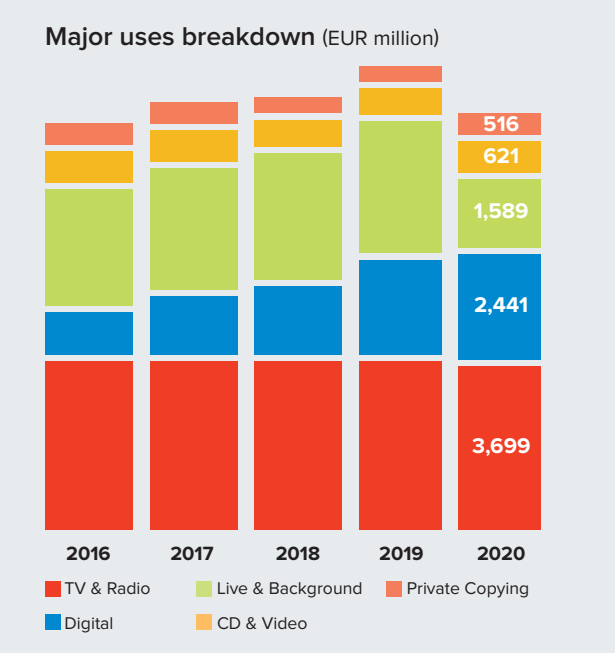
GLOBAL COLLECTIONS FELL 9.9% - MORE THAN EUR1 BN - TO EUR9.32BN IN 2020

Income from live and public performance suffered most, down by nearly half as lockdown measures took effect across the world. The decline in collections was mitigated by a strong switch to digital in some markets, looser lockdowns in the second half and a more resilient than expected TV broadcast sector.



LIVE AND PUBLIC PERFORMANCE COLLECTIONS FELL 45.4%

Income slumped as lockdown measures closed businesses and shut down public gatherings. Based on data from around one-third of CISAC’s member societies, live income fell by an estimated 55% while public performance income declined 35%. Losses reflect the scale of lockdown restrictions, with Canada (-70%), the UK (-62%), Italy (-58%) seeing the largest % falls.



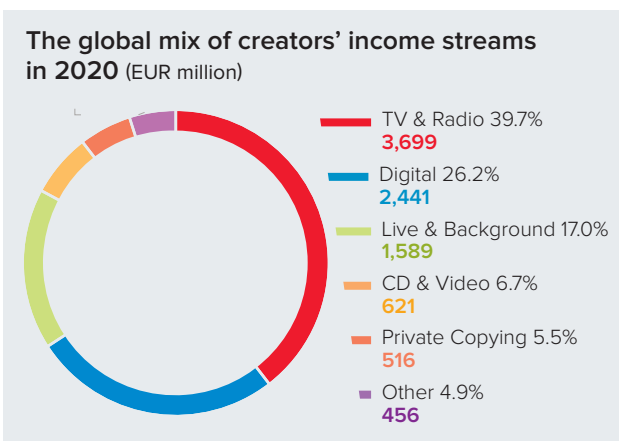
DIGITAL COLLECTIONS INCREASED 16.6%

Lockdown measures have led to a sharply increased streaming consumption, in particular subscription video-on-demand. Strong digital licensing by some societies drove growth, especially in Asia-Pacific and North America. But digital still substantially underperforms, representing slightly more than one quarter (26.2%) of total global collections.

Country/territory	Digital Growth 2020	Digital Market Share
INDONESIA	+52.6%	86.8%
THAILAND	+129.7%	78.2%
MEXICO	+45.2%	74.8%
VIETNAM	+44.0%	73.1%
CANADA	+12.7%	45.6%
SOUTH KOREA	+23.3%	45.3%
UNITED KINGDOM	+14.5%	39.6%
AUSTRALIA	+17.9%	38.3%

TV AND RADIO INCOME DOWN 4.3%, REMAINS THE LARGEST REVENUE SOURCE

Royalties from broadcast, substantially the largest collections source, declined less than many had expected. This was helped by resilience in the economy, limited declines in TV advertising and growth in cable and pay TV consumption.



MOST TOP-10 COUNTRIES SAW DECLINES IN 2020

Market trends in individual countries relate closely to the usage mix, with higher digital shares, such as in the US, cushioning the negative impact of COVID-19. Every other country saw decline apart from the Netherlands, impacted by a reprography back payment. Societies in Europe saw generally larger declines due to larger shares for live and public performance.

Top 10 markets (EUR million), % share and growth

Country	Collections 2020	Global Share	Growth
UNITED STATES	2,215	23.8%	+0.6%
FRANCE	1,207	12.9%	-10.9%
JAPAN	842	9.0%	-4.9%
GERMANY	834	9.0%	-3.9%
UNITED KINGDOM	674	7.2%	-18.0%
ITALY	417	4.5%	-31.2%
AUSTRALIA	325	3.5%	-5.9%
NETHERLANDS	242	2.6%	+3.9%
CANADA	236	2.5%	-8.3%
SPAIN	207	2.2%	-20.6%

MUSIC ROYALTY LOSSES EUR984M, DOWN 10.7%

Music accounts for 87.8% of the total collections by CISAC societies and led the decline in royalties, along with the drama sector. Audiovisual collections were flat, helped by growth in subscription video-on-demand. Visual arts and literature royalties benefitted from long-term contracts and back payments.

Collections by repertoire, evolution in 2020 (EUR million)

Repertoire	Collections	Annual Growth
Music	8,187	-10.7%
Audiovisual	625	-0.1%
Visual Arts	198	+19.6%
Literary	207	+5.1%
Dramatic	104	-44.4%

EUROPE REMAINS LARGEST REGION FOR ROYALTY COLLECTIONS

However, Europe and Latin America have suffered more from the pandemic due to greater dependence on live and public performance. High digital shares in Asia-Pacific helped collections growth in 2020, with several markets reporting their digital share of collection exceeding 50%.

Share of global collections by region (EUR million)

