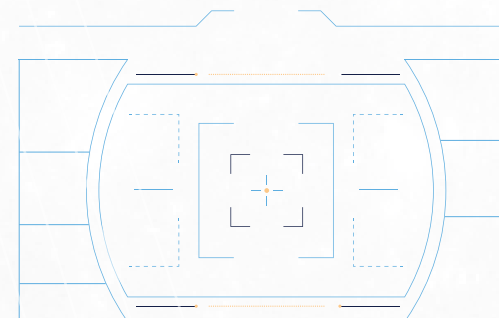




МУЗИКАУТОР

2019
annual report

Let
the music
be with
you...



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AFTER 2019... WE ALLOW OURSELVES TO DREAM!



Ivan Dimitrov
Managing Director
Musicautor

In 2019 Musicautor Team made huge strides towards developing and opening new perspectives for authors and publishers. The principled and long-term policy for building a competent and motivated team and partnerships is a major catalyst for new processes, vision, relationships and success.

OUR MISSION

Musicautor promotes and protects authors with the implementation of innovative practices in order to increase the remuneration from the exploitation of their works. We believe that by meeting the current legal, licensing and technological standards in collective management of copyright we will be recognized as a reliable and trustworthy partner of authors, users, employees and related international organizations. Our team is aware of and takes the responsibility through its operation to be a factor for sustainable integration, validation and implementation of copyright in the value system of Bulgarian society.

2019



NEW SOFTWARE
Own automated software system with development opportunities



CAMPAIGN TO SUPPORT BULGARIAN MUSIC
National Survey



PARTNER
in conducting the annual meeting of BIEM



EXPLANATORY CAMPAIGN
in the regions

Record-breaking income
8 490 000
BGN

Growth
12%

FOCUS

A new model of work to change public attitudes

THIRD
consecutive year of revenue growth of the society

Low administrative costs
16.76%

Successful legal amendments

New simplified regime of proving the represented repertoire in court

Facilitated inclusion of experts

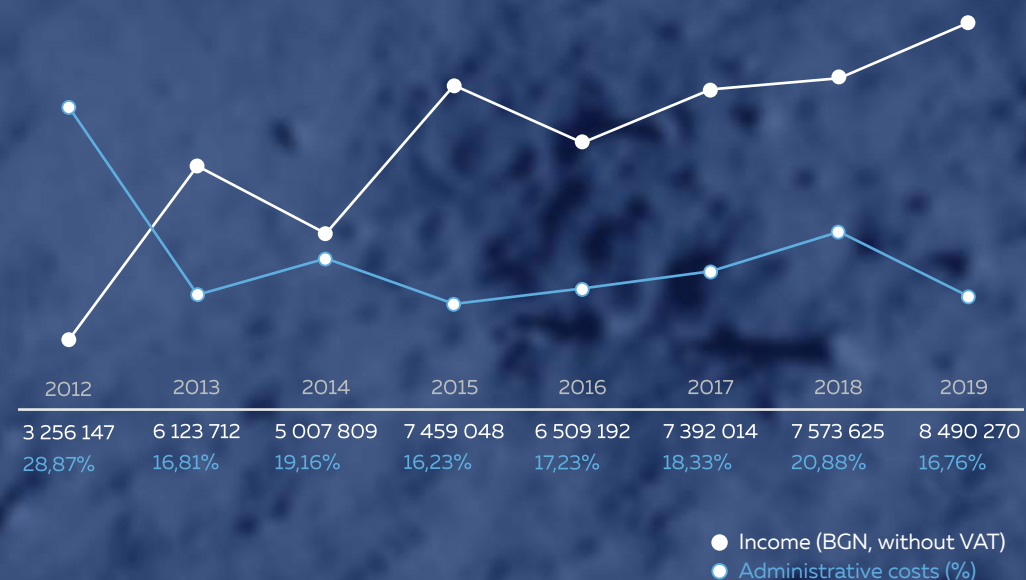
in the list of mediators at the Ministry of Culture, eliminating the possibility of blocking the process

Successful end of the case with BNR

A decision of the Supreme Administrative Court overturned the sanction of the Commission for Protection of Competition

CONTINUING...

INCOME AND ADMINISTRATIVE COSTS 2012 - 2019

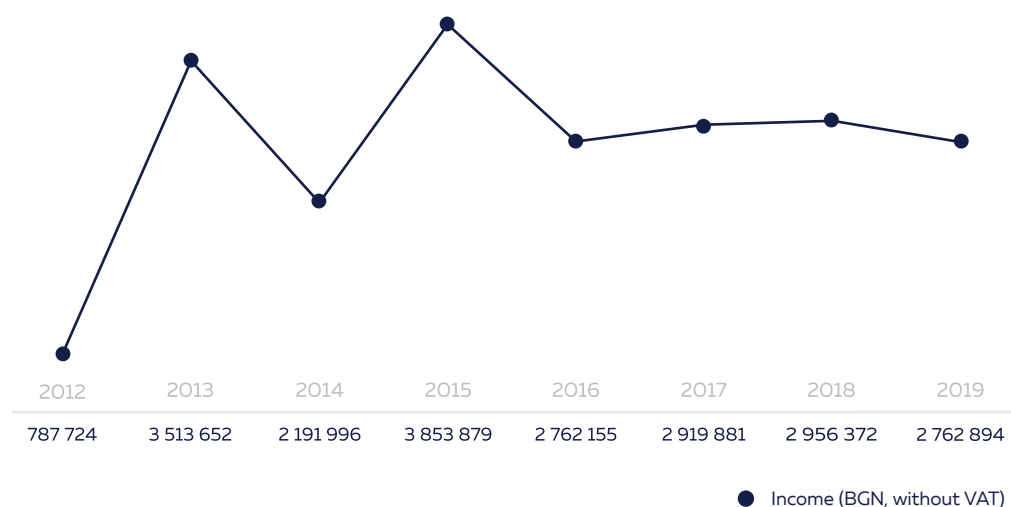


INCOME 2019 BREAKDOWN

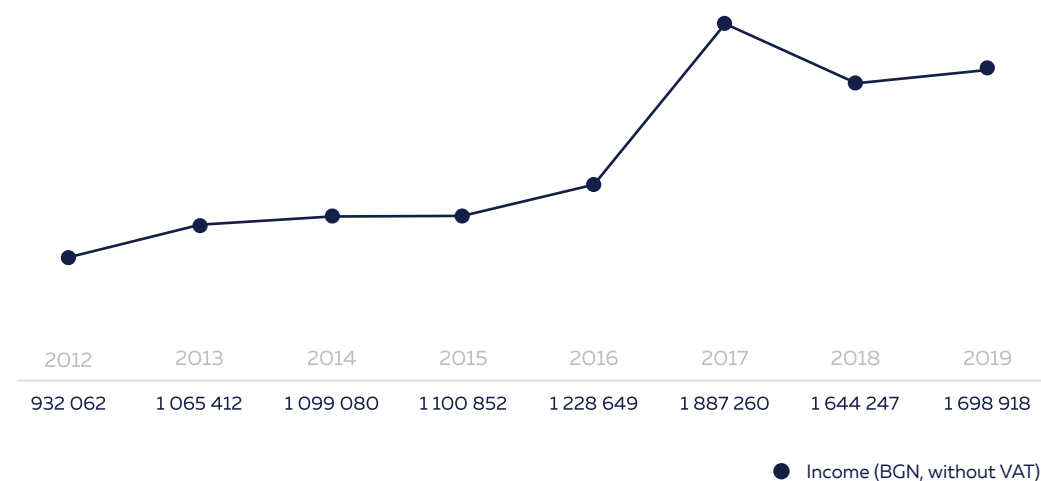
Types of users	Report 2019	% of the forecast	Royalties	For agents	Adm. costs
Television	2 762 894	84%	2 210 315		552 579
Radio	1 698 918	87%	1 359 134		339 784
Retransmission	1 095 279	142%	985 751		109 528
HoReCa	1 304 530	72%	978 398	195 680	130 453
Digital Rights	353 339	79%	318 005		35 334
Mechanical Rights	132 570	60%	112 685		19 886
Cinema	151 720	69%	128 962		22 758
Concerts	689 615	69%	551 692		137 923
Currency	301 405	100%	271 265		30 141
Total	8 490 270	85%	6 916 206	195 680	1 378 384

● All amounts are in BGN without VAT

TV INCOME 2012 - 2019

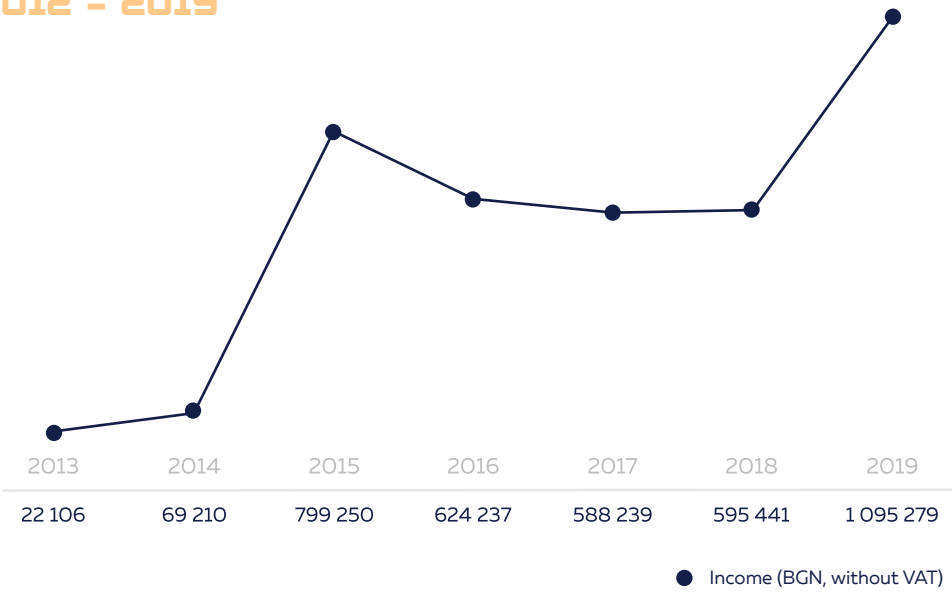


RADIO INCOME 2012 - 2019



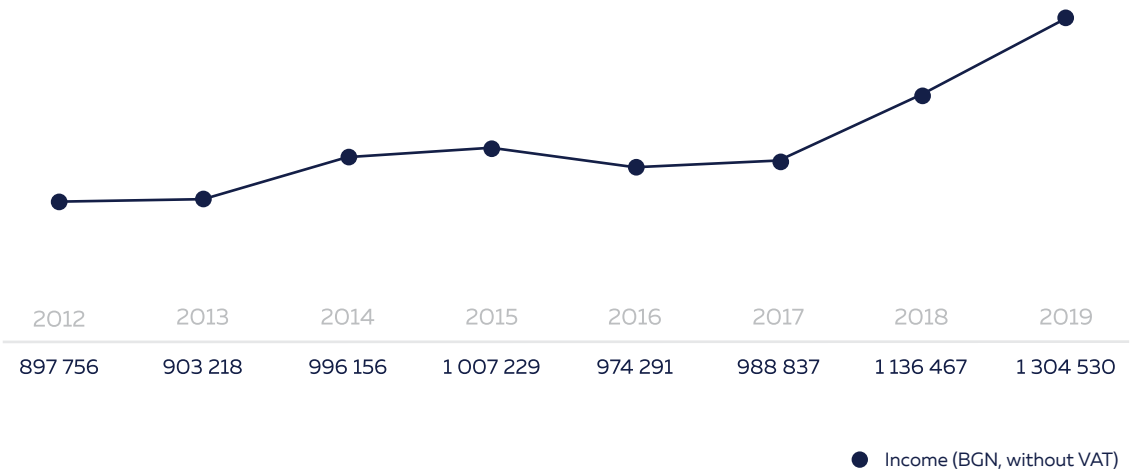
RETRANSMISSION LICENSING

RETRANSMISSION INCOME
2012 - 2019



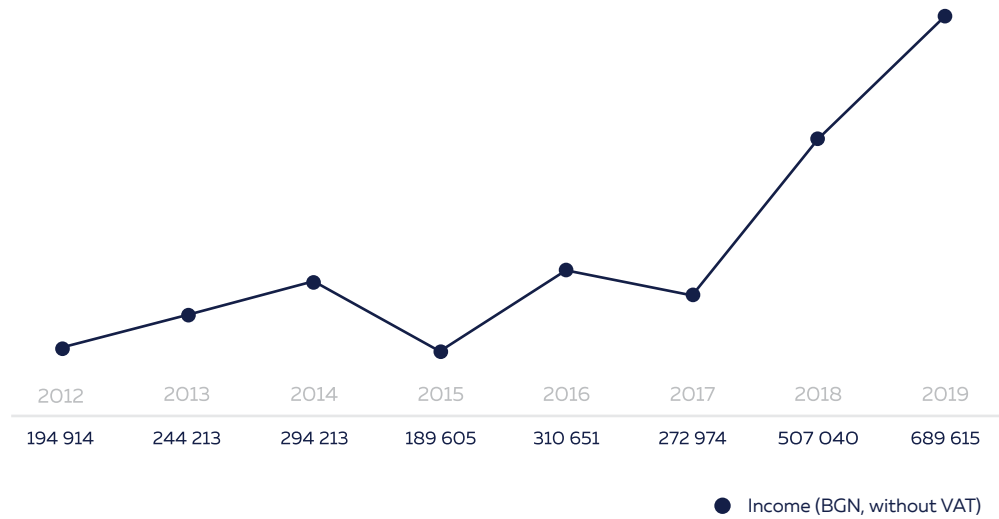
HORECA LICENSING

HORECA INCOME
2012 - 2019



CONCERTS LICENSING

CONCERTS INCOME
2012 - 2019

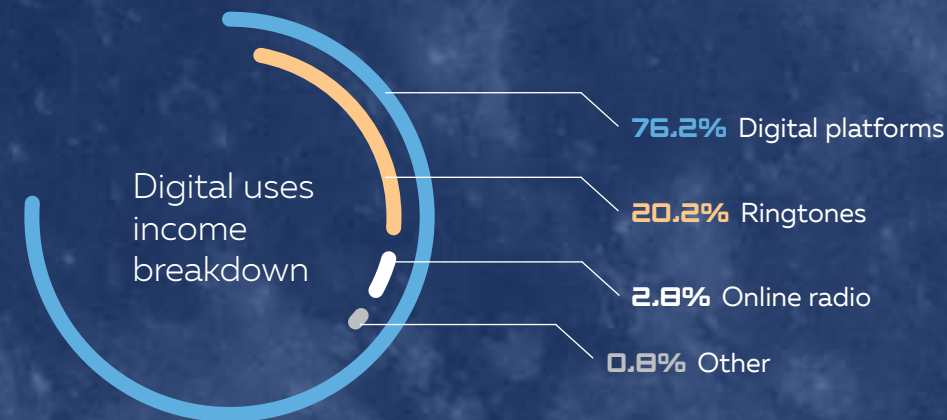


MECHANICAL RIGHTS

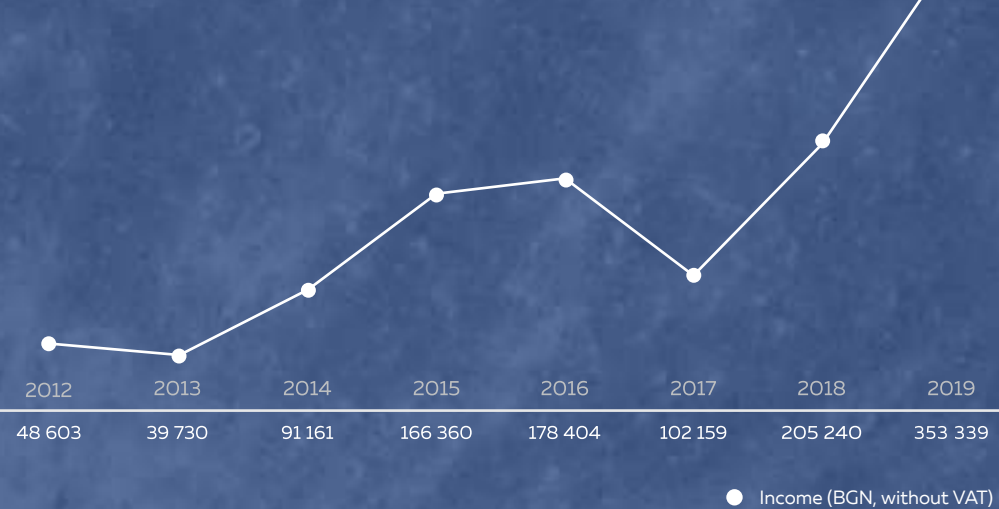
MECHANICAL RIGHTS INCOME
2012 - 2019



DIGITAL RIGHTS



DIGITAL RIGHTS INCOME
2012 - 2019



LOCAL REPERTOIRE
2018 - 2019

	2019	2018
New member contracts	125	96
	Authors: 124	Authors: 95
	Publishers: 1	Publishers: 1
Sent to IPI database	125	96
New works registered by society members	2 999	3 142



In 2019 we continued working with the monitoring company BMAT, which studies the use of music repertoire by the media.

Musicautor provides ongoing assistance to its members in their work with the monitoring platform. During the year, 97 accounts of authors were created and 1205 works were entered the system.

Total of 545 member accounts are created and the uploaded works are 3300.

musit

In 2019, the team's efforts were focused on supporting the development of MUSICAUTOR's new software and building the database of the new system. Numerous tests of the various functionalities were performed – the modules for authors, works, CWR and contracts, films, mechanical rights, online panel, digital – ringtones, concerts, as well as the modules for distribution of the different types of rights.

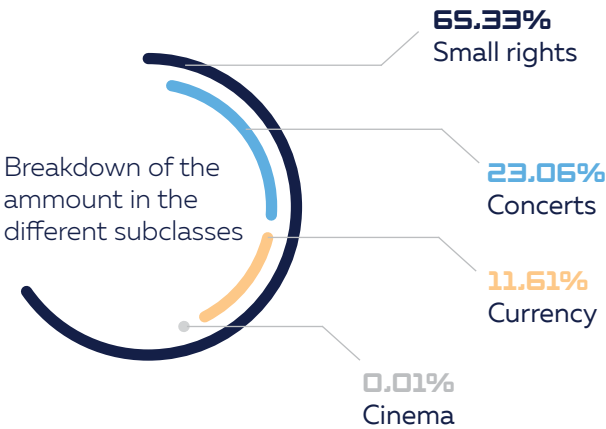
We launched an automated update of the MUSIT database with the international database WID and IPI on a daily basis.

Thanks to the joint efforts of the MUSICAUTOR's team and Sirma Solutions, significant progress was made in the development of the new software and as a result we launched distributions of royalties from radio stations, televisions and concerts.

In the process of working on the new software, number of additional challenges had to be addressed, related to the changes in the distribution rules and tariffs of MUSICAUTOR, new standards and rules of CISAC and the publishers.

DISTRIBUTION
2019

Finalized distributions	279
Processed reports from users and societies /within the mentioned above distributions/	525
Distributions to sister societies	41 дружества
Distributions to sister societies	27 дружества
Distributed amount /net amount in BGN/	1 872 316



BALANCES, INCOMES AND EXPENSES OF MUSICAUTOR'S FUNDS 2019

Programs revenue and expenditure lines		Social fund	Cultural fund	Total
I	Balance on 01.01.2019	150 002	697 552	847 554
II	Revenues			
1	From distribution small rights 2018	195 654	195 654	391 308
2	From retransmission	14 984	14 984	29 968
3	From concerts 2018 by resolution of The General Assembly in June 2017	24 046	24 046	48 092
4	Amounts recovered from the reserve		180 000	180 000
	Total revenues	234 684	414 684	649 368
III	Expenses			
1	Amounts paid to members (anniversaries and social benefits)	5 320		5 320
2	Amounts paid to members (retirement age)	161 065		161 065
3	Amounts paid to members (promotion of works) - Session 2018		61 750	61 750
4	Amounts paid to members (promotion of works) - Session 2019		321 000	321 000
5	Amounts paid to Commission meetings - Session 2018		3 200	3 200
6	Amounts paid to Commission meetings - Session 2019		6 920	6 920
7	Amounts paid for sociological study		22 040	22 040
	Total expenses	166 385	414 910	581 295
IV	Balance on 31.12.2019 (I+II+III)	218 301	697 326	915 627

● amounts in BGN, without VAT



We keep dreaming!