

APRA AMCOS milestone year: Record one third of billion dollars in revenue following 11% growth

- \$333m revenue, up 11%
- \$27.4m streaming revenue, up 140%
- \$294.6m paid to songwriters and publishers, up 14%
- \$67.8m digital revenue, up 142%
- \$38.3m export revenue, up 12%

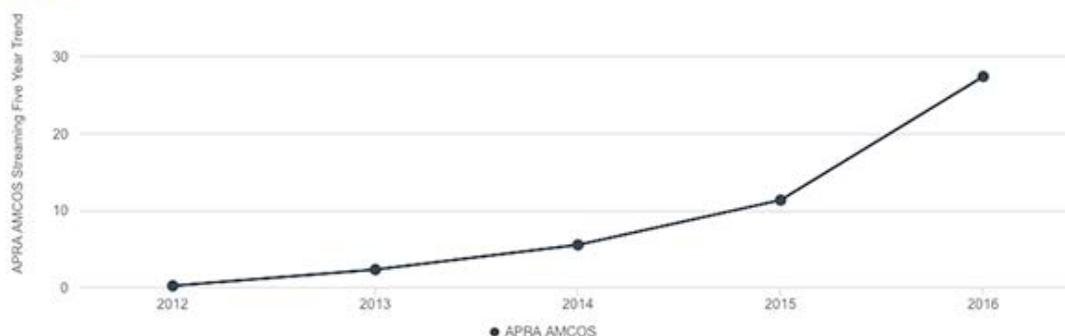


APRA AMCOS today announced a record annual revenue figure of \$333m; 14 per cent growth in payments to songwriters, composers and publishers and a huge increase of more than \$20m in digital revenue.

While other sectors of the music industry have experienced marked fluctuations, APRA AMCOS has enjoyed a reliable trajectory of income growth in recent years. Over the past three years, export revenue has increased by 75 per cent to more than \$38.3m per annum, highlighting the enormous growth in the number and success of New Zealand and Australian songwriters on the world stage.

Just as radio and records revolutionised the music industry at the time of APRA's foundation 90 years ago, streaming is now having a similar effect as subscription services gain traction with Australasian consumers. Royalty collections from streaming services were up 140 per cent year on year, to \$27.4m.

APRA AMCOS STREAMING FIVE YEAR TREND



Licence fees collected from all digital providers – including download services, streaming services, video on demand, websites and user-generated services – increased by a similar percentage, and is now significantly greater than, for example, traditional radio broadcasting (\$45.3m).

APRA AMCOS Chief Executive, Brett Cottle said, “While revenue from digital services is growing rapidly, the sheer volume of music being consumed is growing exponentially, which means that the fruits of this growth are being spread over a vastly increased pool of songwriters.”

Public performance licensing, APRA AMCOS’ core activity for much of the last 90 years, continued to provide increased revenue for songwriters, composers and publishers, reaching over \$70m for the year.

Achieving 6.8 per cent growth from its 142,000 licensed businesses, APRA AMCOS performed well above the global benchmark of 3.8 per cent growth.¹



+140.35%

\$27.4M

APRA AMCOS
STREAMING REVENUE



+6.80%

\$70.7M

APRA AMCOS PUBLIC
PERFORMANCE REVENUE

Songwriters remained prolific creators and performers in the financial year 2015-2016. The number of works (songs, compositions) generating an income reached more than a million for the first time, resulting in payments to over 248,000 songwriters, composers and publishers equalling more than \$294.6m (across APRA and AMCOS).



1,057,981

SONGS &
COMPOSITIONS
PAID

\$294.6M

+13.66%

APRA AMCOS PAYMENTS
TO MEMBERS AND
AFFILIATES

Other Highlights

- Record rate of revenue growth as well as a record revenue figure for APRA as a stand-alone entity: revenue grew by more than 12% to \$258m.
- Record revenue figure for AMCOS \$75m representing 7% lift.
- Broadcast division saw growth in revenue from subscription television \$24m (up 13%).
- Licensing operations in New Zealand contributed approximately \$40m, or circa 13.6% to the APRA AMCOS domestic revenue figure of \$294m.

[Link to the APRA AMCOS Year in Review site](http://2016.yir.apraamcos.com.au)

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NB. All references to dollar values in this document are in Australian dollars.

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APRA AMCOS is the key business partner to New Zealand and Australian music creators. We have more than 89,000 members who are songwriters, composers and music publishers. We license organisations to play, perform, copy or record our members' music, and we distribute the royalties to our members. As a world-leading organisation invested in the future of music, APRA AMCOS enables music creators and customers to maximise the value music brings to business and life. We achieve this through a simple and effective licensing framework, and providing holistic industry support – from education, to live music, export, creators' rights advocacy and recognition through our high profile awards and events program.

www.apraamcos.co.nz