

2018



APRA AMCOS

YEAR IN REVIEW

2019

THE YEAR IN REVIEW

MESSAGE FROM CHIEF EXECUTIVE DEAN ORMSTON

This year, APRA AMCOS firmly laid the groundwork for how we will better serve our 103,000+ members and our 145,000+ licensees into the future – by listening to our members, by making life simpler for our licensees and by ensuring a world’s best service culture that is focused on efficiency and transparency, with diversity embedded across all that we do.

In this message 12 months ago I noted the immediate priority for the organisation as being the launch of OneMusic Australia. OneMusic Australia launched as planned 1 July 2019 and is already proving it will be a global-leading, one-stop music licensing shop. OneMusic Australia will reduce administrative red tape and effort for our music customers, and increase our market reach and returns to members.

I’d like to thank the 27 national and state industry associations and organisations, and many individual business proprietors who provided feedback in bringing OneMusic Australia to market.

We have invested significantly in our technical capacity, with OneMusic Australia driven by our new operational platform (CLEF) and with a range of member services to launch in the 2020 financial year.

Australian and New Zealand composers, songwriters and artists are pushing new boundaries and kicking goals in a globally competitive environment and at a time when there is more music content than ever before. Over the past 12 months we have strengthened our advocacy to both the Australian and New Zealand governments, stressing the importance of investing in the contemporary music industry ecosystem. From live to digital, local to global, we’re ensuring there are opportunities for local voices and local content, bigger local and global audiences and more sustainable careers.



Photo: Jacquie Manning



For the first time ever, we went into an Australian federal election with both the Government and Opposition developing music policy commitments, and with funding. It's a good start, and we'll keep the pressure on for a deeper and more meaningful partnership with all levels of government.

This year is another record year for APRA AMCOS with group revenue across Australia and New Zealand rising to more than \$471m, an increase of \$50.8m or 12.3% on last year. The standout revenue increases were for Digital Audio, up 30.4%, and Subscription Video on Demand, Online and User Generated Content, up 52.1%. There were also strong increases in Public Performance up 7.7% and Live up 19% which was driven by concerts.

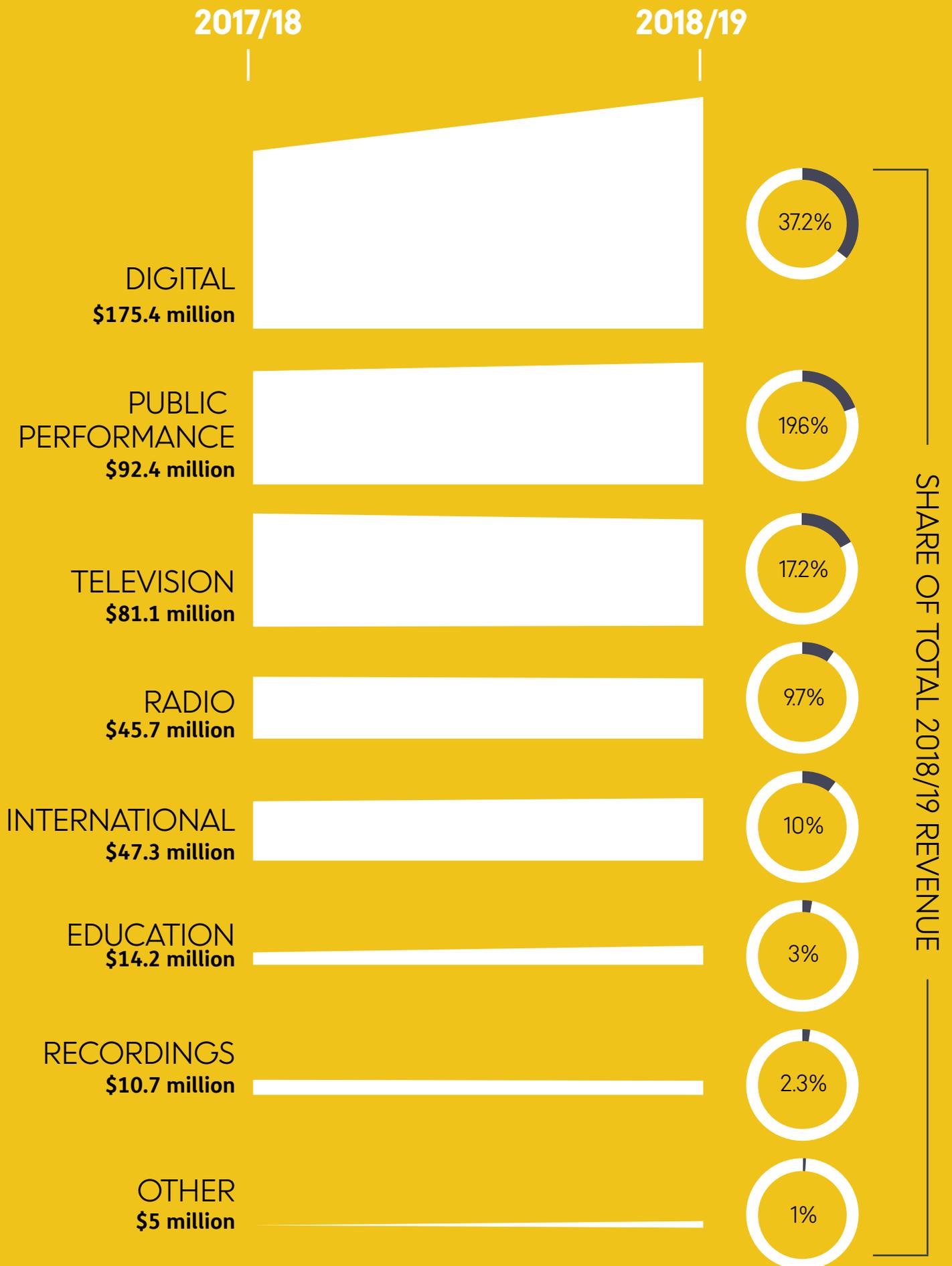
Operating expenses across the group – comprising APRA pro forma costs, technology costs, and AMCOS related costs – were \$60.8m, up 6.5% from last year's figure of \$57.1m. APRA's Net Distributable Revenue – the amount available for distribution to members and affiliated societies – grew by 13.2% to \$410.9m. And pleasingly, the group's overall expense to revenue ratio dropped from 13.6% to 12.9%.

Our digital Pan Regional Licensing initiative has also had another year of incredibly strong growth, delivering increases in the number of represented rights holders, digital services licensed, territories covered, revenue collected and royalty distributions made. Now firmly established as the region's leading full-service multi territorial digital hub we will continue to innovate and expand on our service offering over the coming year.

In delivering world's best service you need the world's best staff. I'd like to thank the entire APRA AMCOS Australia and New Zealand staff for their dedication, their willingness to embrace change, and their commitment to being the best.

Finally, I'd like to pay special tribute to the New Zealand Writer-Director Malcolm Black, who sadly passed away in May this year. He was a champion of the New Zealand music industry with a career that was all-encompassing. From songwriter, performer to music business lawyer and artist manager, his impact is lasting and he is greatly missed by all of us.

APRA AMCOS REVENUE BREAKDOWN



APRA AMCOS
AUDIO STREAMING
REVENUE

\$105.0
million

increase 28.2%

APRA AMCOS
VOD REVENUE

\$26.1
million

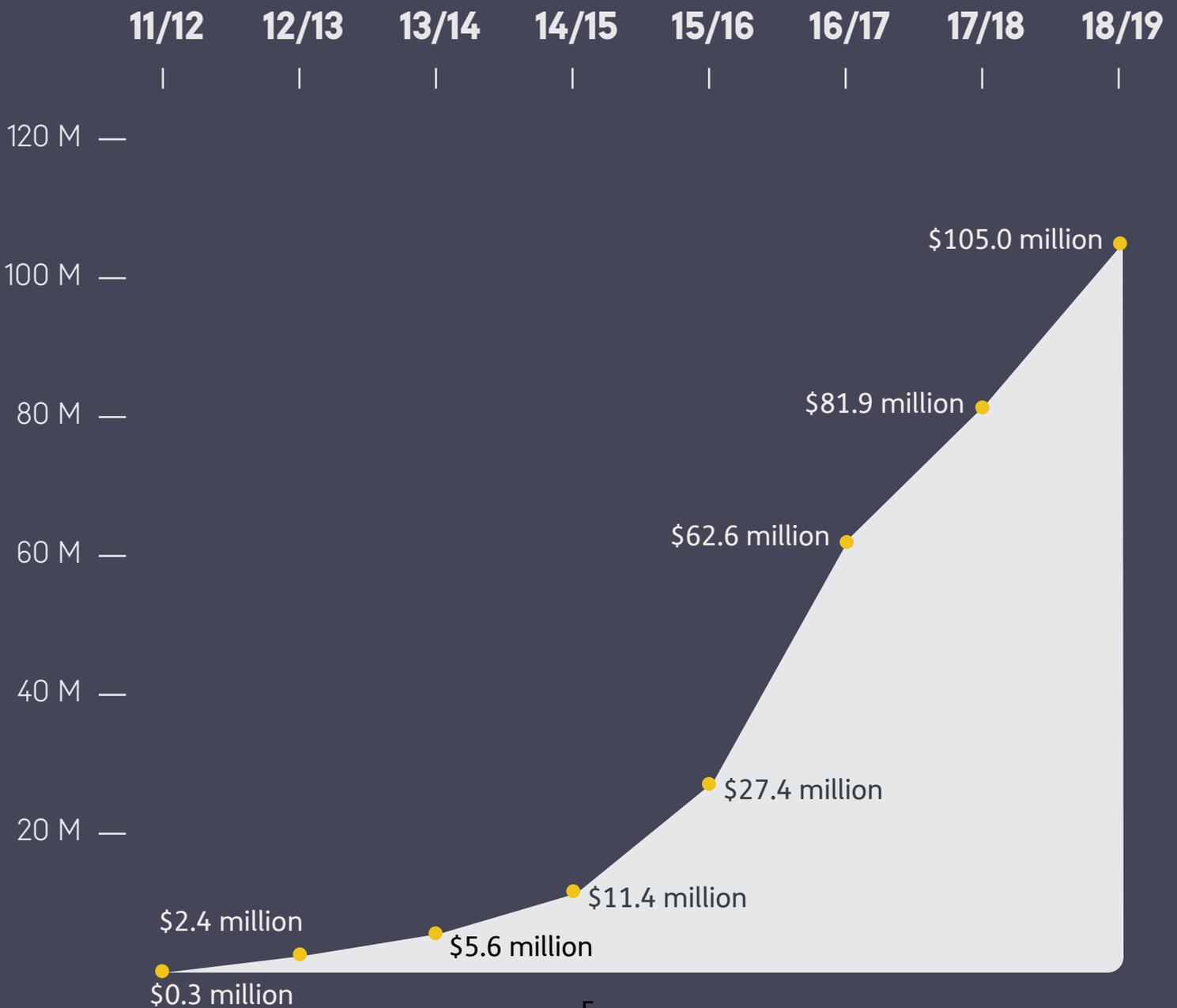
increase 41.8%

APRA AMCOS
WEBSITES & UGC
(YOUTUBE, FACEBOOK ETC)

\$35.3
million

increase 61.2%

APRA AMCOS DIGITAL AUDIO STREAMING REVENUE



APRA MEMBERS

103,637

4.2% increase



AMCOS MEMBERS

20,544

7.7% increase



SONGS &
COMPOSITIONS PAID

1,375,252

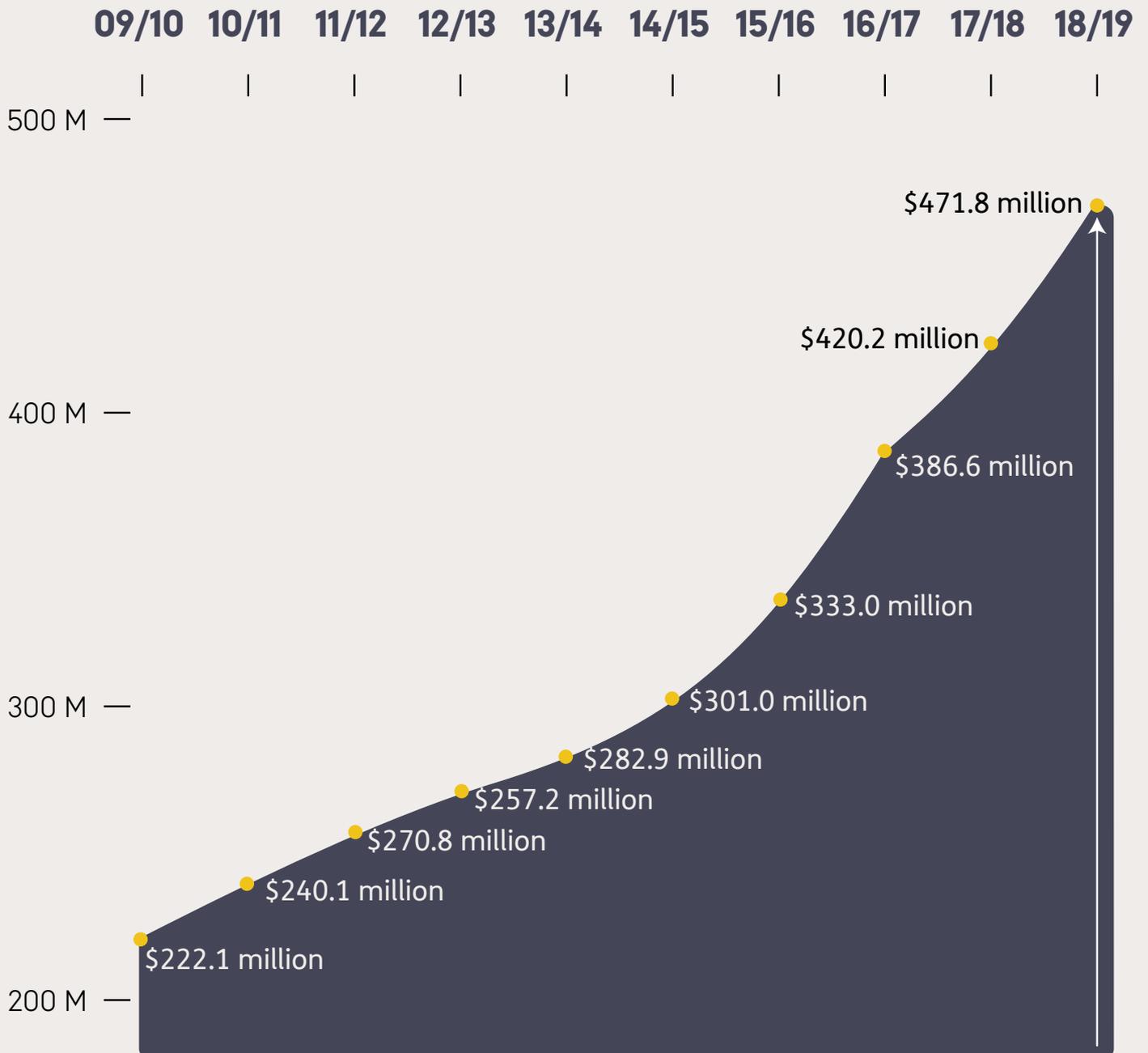
MEMBERS WHO
EARNED ROYALTIES IN
NEW ZEALAND

16,362

MEMBERS WHO
EARNED ROYALTIES
IN AUSTRALIA

44,892

A DECADE OF APRA AMCOS REVENUE



PATHWAY TO OneMusic AUSTRALIA

Between APRA AMCOS and PCCA there are over 150,000 Australian business locations licensed. That means more than one 'licence switch' a minute for the first year of the 'switchover' project.

Preparing for OneMusic Australia's launch involved years of consultation with industry, developing a new customer relationship management system and new website with e-commerce portal.

2016	APRA AMCOS and PCCA began discussions about a joint licence initiative and signed Head of Agreement to develop OneMusic Australia
April 2017	Licence scheme proposals offered to the public for comment: <ul style="list-style-type: none">• Fitness• Karaoke• Live Adult Entertainment
May 2017	Licence scheme proposals offered to the public for comment: <ul style="list-style-type: none">• Councils• Telephone on Hold• Workplace
September 2017	Licence scheme proposal offered to the public for comment: <ul style="list-style-type: none">• Hotels
October 2017	Licence scheme proposals offered to the public for comment: <ul style="list-style-type: none">• Dining• Recorded Music for Dance Use• Clubs
November 2017	Licence scheme proposal offered to the public for comment: <ul style="list-style-type: none">• Dance Schools

December 2017	Licence scheme proposals offered to the public for comment: <ul style="list-style-type: none"> • Background Music Suppliers • Functions • Community Halls
February 2018	Licence scheme proposal offered to the public for comment: <ul style="list-style-type: none"> • Cinemas
July 2018	Licence scheme proposal offered to the public for comment: <ul style="list-style-type: none"> • Cruise Ships
December 2018	Licence scheme proposals offered to the public for comment: <ul style="list-style-type: none"> • Transport • Place of Interest, Activity and Amusement • Retail
April 2019	Licence scheme proposal offered to the public for comment: <ul style="list-style-type: none"> • Events
May 2019	Licence scheme proposals offered to the public for comment: <ul style="list-style-type: none"> • Sports • Airlines
June 2019	OneMusic Australia customer relationship management system and website goes live First clients make the switch: <ul style="list-style-type: none"> • a Background Music Supplier • a NSW Hunter Valley Council • a small NSW Southern Highlands cinema under a pre-sale release
1 July 2019	OneMusic Australia launches

While all licence schemes are now live, there are three areas where consultations continue beyond launch date: Hotels/ Nightclubs (Featured/Dance Use) and Events, still in consultation with industry; and Sports, which is expected to go live in October. Until each licence scheme is finalised, the APRA AMCOS plus PPCA rate is used for a OneMusic licence.

BUSINESS LOCATIONS
LICENSED ACROSS
AUSTRALIA & NZ

145,195

NEW ZEALAND'S REVENUE HIGHLIGHTS

Launched in 2013, OneMusic has proven to be a very successful initiative in New Zealand, where the brand continues to raise awareness of the value of music.

This year we've continued to improve systems and find new ways of working to optimise revenue and efficiency. For example we've recently adopted new mapping tools, which have allowed the OneMusic NZ team to look at potential licensees by geographical regions as well as by industry. This has enabled us to gather information about licensees quickly, while on the ground in person, immediately check the licensed status of a business, and see how many potential new licensees there are in a particular area.

From an APRA AMCOS perspective, revenue has continued to grow on all fronts, but one key highlight is the continual growth of Concert and Event licensing, which has increased by more than 19% in this year (on top of an increase of nearly 30% last year). This is in part due to legacy acts continuing to bring large headlining stadium tours to New Zealand, but also very much reflective of a buoyant local scene with more summer festivals than ever before with line-ups that feature local content.

ONEMUSIC NZ
REVENUE

NZ\$17.6
million

increase 12.1%



NZ APRA AMCOS
LIVE MUSIC
REVENUE

NZ\$4.2
million

increase 19.4%



NZ APRA AMCOS
DIGITAL REVENUE

increase
37.3%



NZ APRA AMCOS
GROSS REVENUE

NZ\$57.6
million

increase 12.9%



TALENT PIPELINE

LAYING THE GROUNDWORK FOR A
SONGWRITING FUTURE



Play It Strange Winner Sophie Brown

OUR YEAR IN ADVOCACY

AUSTRALIA

APRA AMCOS has taken a ‘whole-of-government’ approach to our advocacy. The health of the music industry is not only culturally and artistically important, it is also vital to Australia’s image to the world, as an exporter and a driver of economic activity across the nation.

Last year, former Arts Minister Mitch Fifield called for a parliamentary inquiry into the music industry. It was the first inquiry of its kind into the sustainability of Australian music.

Australia also headed into a pre-election period with both the Morrison Government and the Federal Opposition announcing significant music policies. With the re-election of the Morrison Government, this meant a \$30.9 million investment into live music venues, First Nations artists, touring, women in music mentorship and emerging market exports.

With these policy foundations set, we continue to work with the Australian Government, as well as state, territory and local governments on important initiatives for the sector.

NEW ZEALAND

The New Zealand government’s review into its copyright framework has been a critical piece of work in 2019 and a focus of our advocacy work in New Zealand.

APRA AMCOS has been directly involved in discussions with government to ensure that cultural, artistic and commercial music industry voices are heard. Together with Recorded Music NZ and other organisations we’ve formulated a broad industry response to an in-depth examination of the law and we thank our many members who have contributed to this response by offering their perspectives as creators whose careers are directly affected by the review. This remains a work in progress and we will continue to advocate for the interests of our members as the review continues.

In the meantime, APRA AMCOS has also assisted the government with work to enhance the international potential of NZ music and to create sustainable creative careers. We’ve also been working with WeCreate, a body that represents the creative industries collectively, which will for the first time be part of the government’s Industry Transformation Plan (ITP).

Further to our role in establishing Auckland as a part of UNESCO’s Creative City network, we are also working to transform the profile of music in this key part of the country.





GUIDES IN LANGUAGE

In 2018 the New Zealand membership team embarked on a much needed project to reimagine and translate the printed guide to APRA AMCOS which we share with and distribute to potential and current members.

We wanted this information to be easily digestible and accessible to more songwriters.

In 2019, following consultation with various language experts, we released these new printed guides in four languages:

- te reo Māori
- Samoan
- Tongan
- English

Having this resource in different languages has been immensely helpful to our work in the Pacific Islands, and has been met with a very positive response in New Zealand.

STARTING GROUND HEADS WEST

Following the success of the NSW-based skills development program for regional Aboriginal and Torres Strait Islander musicians, the first workshops to take place outside the state were held in Kalgoorlie, WA, in April, in partnership with WAM.

Thirty songwriters attended, with some from as far as Warburton, travelling 900 kilometres to participate.





ABORIGINAL AND TORRES STRAIT ISLANDER MUSIC OFFICE EXPANDS

- 1,581 Aboriginal and Torres Strait Islander members, an increase of 10% from previous year
- Donna Woods hired as Queensland-based Aboriginal and Torres Strait Islander Representative to broaden engagement with members across the country
- 2019/20 will see a more strategic focus for the office as priorities expand to address community engagement and export opportunities

ABORIGINAL & TORRES STRAIT ISLANDER MEMBERS



1,581

10%

increase

GENDER INITIATIVES

In July 2017, we published research and made a firm commitment to improving gender parity across the membership and member programs. In 2018/19, we saw:

APRA AMCOS Ambassador roster meets 40/40/20 measure

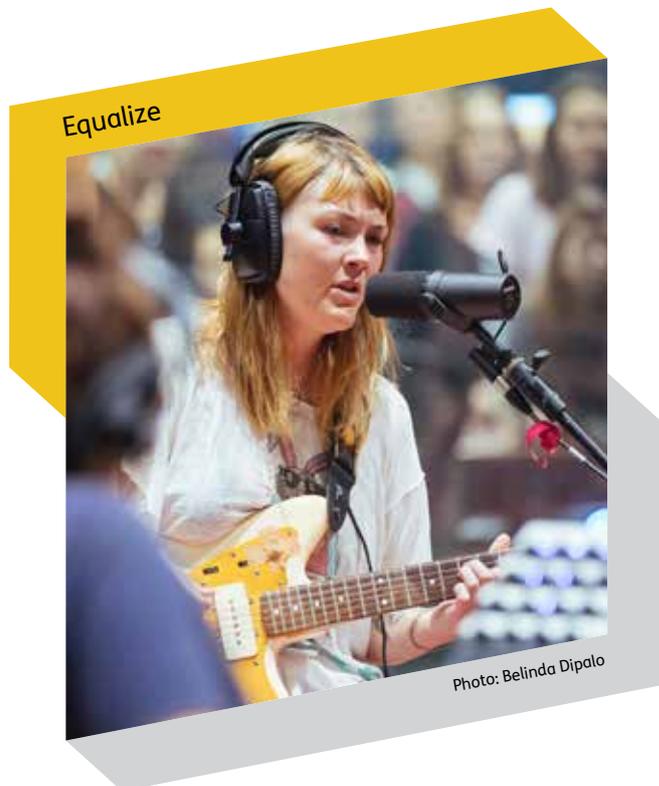
- More women from different backgrounds, geographic regions, professions, and musical genres
- Emily Wurramara, Holly Rankin (Jack River), Jane Arnison, Justine Clarke, Ngaiire, Jen Cloher, Kylie Sackley and more appointed

The launch of EQUALIZE: Music Production Workshops for Women

- One-day workshops in Sydney, Melbourne, Brisbane
- Genre focus across screen, rock, pop, and electronic for women looking to develop their production skills
- 100 members attended
- Looking to expand to more cities in 2019/20 due to popular demand
- Presented with AMIN

Professional Development Series for Women national event series

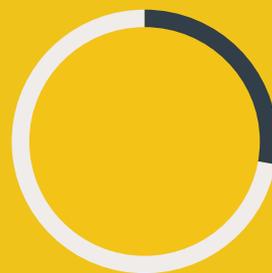
- Coach Viv Fantin delivered popular seminars for members



APRA MEMBERS -
FEMALE VS MALE %

22.8% Female

77.2% Male



PERIOD OF SEPT 2017 - JULY 2019

28% of new members
elected identified as
female

MEMBER AND STAKEHOLDER CONSULTATION

We consulted with writer members, publisher members, and industry from a statistically sound sample covering genre, sector, geography, cultural background, and career stage - our most thorough survey in six years.

- Nearly 6,000 surveys were completed
- Satisfaction levels for APRA AMCOS are high across a number of measures
- Next steps: continue communicating with members and stakeholders on how we will respond to the findings across four key areas:
 - » Improved service delivery through technology
 - » Nuanced communication
 - » Increased education
 - » Transparency and embedding broader diversity across all we do.

HIGH SCORE: COMPOSITION AND SOUND ART FOR GAMING

- High Score connects games developers and industry with composers and songwriters
- One day event sold-out for second year in a row (120 ticketholders)
- An Australian games industry worth \$2.2 billion means viable, dynamic opportunities for music creators
- Presented in partnership with Creative Victoria and part of Melbourne International Games Week

CHILDREN'S MUSIC GROWS IN NEW ZEALAND

Both the desire for and creation of children's music has grown considerably in recent years, and APRA AMCOS NZ are proud to support that part of our membership.

Kiwi Kids Music Organisation

- Music Grants support for the ever-expanding organisation
- More than 100 songwriting members
- New Zealand Children's Music Awards: an annual celebration of the music made for the little ears but with the greatest cultural importance
 - » Daytime picnic event with performances and activities for families
 - » Cy Winstanley – Best Children's Song for 'Marley Sitting On A Pumpkin Seed'
 - » Craig Smith – Best Children's Artist for *Not Just For Kids 2*
 - » Suzy Cato and Kath Bee – Best Children's Music Video for 'Sprinkle A Little Sunshine'



Rebecca Hatch at Songhubs
First Nations

Photo: Jacinta Keefe



A SONGWRITING FUTURE

COLLABORATION, EDUCATION
AND SONGCRAFT

HIGHLIGHTS FROM SONGHUBS: WHERE THE WORLD'S BEST COLLABORATE

Since its inception in 2013, more than 600 Australasian artists have worked with over 200 internationals across 65 SongHubs events. SongHubs writing camps have taken place in India, USA, UK, Indonesia, Canada, Sweden, Germany, Greece, Brazil, Australia and New Zealand, and over 1,000 new works have been created.

First Nations – Abbey Road Institute, Melbourne

- The first First Nations SongHubs, co-funded with Creative Victoria
- Curated by Briggs
- Four days of songwriting collaboration with Aboriginal, Torres Strait Islander, Māori, and Pasifika songwriters and musicians, and international guest Dakota/Boricua hip-hop artist Tufawon
- Alice Skye, Birdz, 10A, Ladi 6, Rebecca Hatch, Ziggy Ramo and more participated
- Briggs told NITV, “Out of these four days they might have one or two songs, or some ideas for songs, that they didn’t have before the camp. It can help propel you into the next stage of your career.”

Music publisher partnerships across the last 12 months have seen involvement by Kobalt Music Publishing at a BIGSOUND SongHubs on the Sunshine Coast, while we also worked with Mushroom Music and Young and Vicious on a songwriting collaboration with Nat Dunn.



Four years of SongHubs Auckland

Collaborative writing culture is growing in New Zealand. The networks we’ve created through SongHubs Auckland have been incredibly fruitful and continue to generate new opportunities for our writers overseas.

- 18 international guests to date
- 90 songwriters, performers, producers and sound engineers from New Zealand, Australia and around the world
- More than 100 original songs created
- 2019 international guests: Justin Gray, Jenna Andrews, Nate Company and Maize Olinger
- 19 New Zealand and Australian writers selected
- Plans for SongHubs to expand next year with new events in different parts of New Zealand



SONGMAKERS MAKES AN IMPACT IN TASMANIAN SCHOOLS

SongMakers provides real world professional scenarios to mentor young people in songwriting.

- Funding commitment from Tasmanian Department of Education
- Mentors included Rai Thistlethwayte, Katie Wighton, and producer Robert Conley
- Multi-school SongMakers workshops held at five state hubs, plus intensive training for teachers
- 17-year-old participant Kuashal Atwal told the Glenorchy Gazette: “I learnt how to work well together in a team because my whole group was from different colleges and they played different genres, but it was cool to get ideas off each other.”
- Tina Broad in The Industry Observer: “The program is about fast-tracking students’ understanding of the industry and the importance of content creation (not just replication) to a sustainable career.”

SongMakers



PLAY IT STRANGE AND SMOKEFREEROCKQUEST: NURTURING YOUNG KIWI MUSICIANS

- Long-established and highly-successful programs aimed at teenagers
- Career pathway for New Zealand’s rising music stars
- APRA AMCOS NZ provides core funding to both programs
- The mission: connecting with young artists, nurturing their talent, and giving them opportunities to write, record, and perform on a national stage

SONGWRITER SPEAKS EVENTS

- Honest conversation on writing songs that connect and endure
- In Australia, events were held from Margaret River to Cairns, in partnership with festivals and discussing topical themes
 - » Reconciliation Week
 - » WAM CON
 - » Nannup Folk Festival
 - » Tamworth Country Music Festival
 - » Cairns Indigenous Art Fair
 - » Speakers included Rochelle Pitt, Mau Power, Emily Wurramura, Luke Peacock, Tom West, Ollie English and more
- New Zealand’s Songwriter Speaks
 - » Session with local touring experts Mel Parsons and Nick Atkinson
 - » Tami Neilson on storytelling
 - » Helpful tips and industry insight from renowned screen composer Graeme Revell

THE MELBOURNE SESSIONS: WRITE, COMPOSE, CONNECT, CREATE

- One-day event for emerging and mid-career songwriters and composers debuted in July 2018
- A sell-out event! 220 tickets sold
- Keynote from GRAMMY winning R'n'B and hip-hop producer Warryn Campbell, masterclasses and hands-on workshops from a range of songwriters and composers: Anna Laverty, Ben Abraham, Cezary Skubiszewski, Jared Underwood, Beatrice Lewis, Adalita, Benny Walker, Joelistics, Lady Lash and more
- Presented with the Victorian Government through Creative Victoria
- Attracted a diverse mix of members across genres and stages of career, reflecting various cultural backgrounds and geographical reach
- Andrew McMillen, writing in *The Australian*: “These are the sorts of insights that can turn a songwriter’s life on its head. Hearing someone like [Laura] Jean break down language, tense and character opens the door for these writers to consider perspectives previously unexplored.”



LOCAL INDUSTRY DEVELOPMENT

GREAT MUSIC STARTS LOCALLY



Bryony Marks - The Melbourne Sessions

Photo: Yana Amur

NEW ZEALAND MUSIC MONTH

In May, APRA AMCOS NZ was part of a national workshop series for songwriters and artists that demystified how the music industry works, who to talk to, what tools songwriters need, and where artists can seek advice.

Featuring reps from:

- Independent Music NZ
- NZ Music Commission
- NZ On Air
- Music Managers Forum
- Music NZ
- Wider industry – publishing, labels, aggregators, digital and more

PARTNERSHIP WITH MUSIC MANAGERS FORUM NEW ZEALAND

- Continued support of the national seminar series ‘How To Make Money From Your Music’
- Seminars that help songwriters and managers maximise their ability to earn - from royalties, synchs and touring, to merchandise and digital

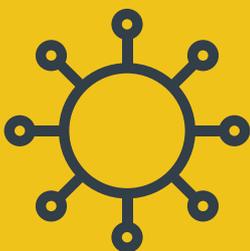
AUSTRALIAN SCREEN SECTOR CONSULTATION

- Creating screen music career pathways through roundtable industry discussion

ONGOING PARTNERSHIPS WITH AUSTRALIAN INDEPENDENT RECORD LABELS ASSOCIATION (AIR) AND AUSTRALIAN MUSIC INDUSTRY NETWORK (AMIN)

Our national event series provides in-person connection to members through a range of free events with a skills development and industry networking focus.

- Meet The Locals – the chance to meet the industry who can help make a difference in a member’s career, featuring AMIN reps
- Mental Health Matters with Support Act and AMIN – AccessEAP expert presentation and tips
- Indie 101 with AIR – case studies on the self-releasing artist plus tax time tips from industry finance professionals



MEMBER EVENTS -
EVENTS & PRESENTATIONS
ACROSS AU, NZ, UK, USA

259



MUSIC GRANTS
FUNDED BY
APRA AMCOS

154

PARTNERSHIP WITH ASSOCIATION OF ARTIST MANAGERS

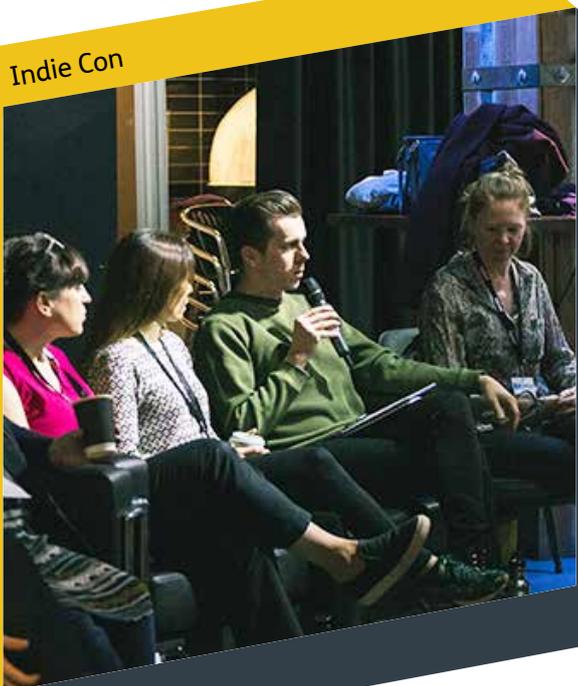
- Supporting the Australian managers who support the artists
- The 2019 Lighthouse Award for a Victorian female music manager went to Lorrae McKenna of Our Golden Friend
- The Lighthouse Award to expand to a national award in 2019/20

FUNDING, EVENTS AND MEETINGS FOR MEMBERS AT INDUSTRY CONFERENCES

Creating opportunities for collaboration, learning, networking and performance through partnerships with some standout conferences:

- BIGSOUND
- WAM CON
- CHANGES
- 4 Elements Hip Hop Festival
- Indie Con
- EMC (Electronic Music Conference)
- International conferences including Amsterdam Dance Event, Americanafest, Classical: NEXT, The Great Escape and more

Indie Con



AusMusic T-Shirt Day



Photo: Katherine McDonald

SUPPORT ACT

Since APRA AMCOS, PPCA and ARIA co-founded Support Act more than 20 years ago, the organisation's services and projects have expanded to meet the growing needs of artists, crew and industry.

- APRA AMCOS employees participated in AusMusic T-shirt Day and raised over \$3,000
- Direct-to-member SMS campaign to build awareness of the Well-Being Helpline
- Supporters of 'Roadies' book launch, Music in the House honouring Tina Arena, Roady for Roadies national events

MUSICHELPS

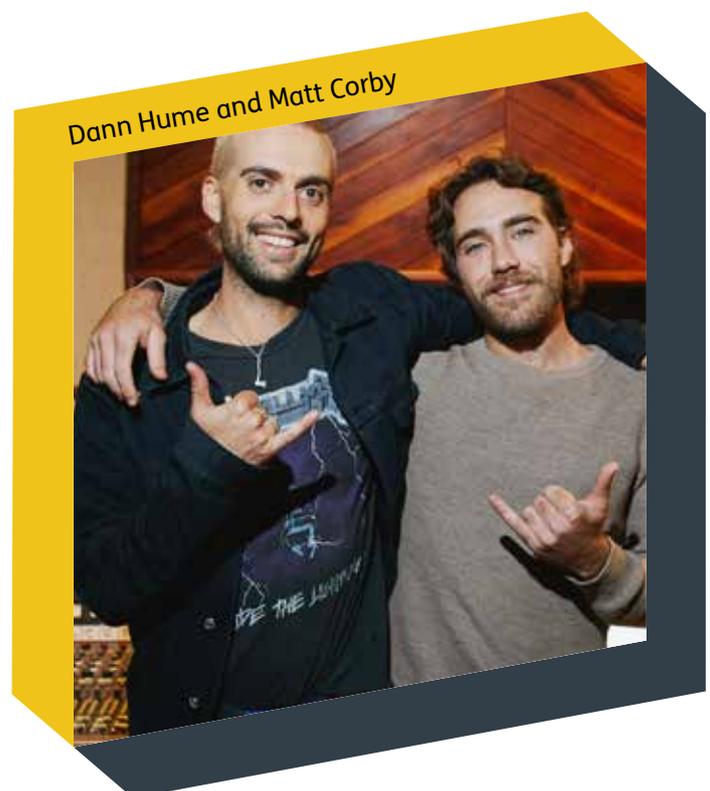
Formerly known as the NZ Music Foundation, the charity was re-launched in 2018 as MusicHelps – a charity dedicated to changing lives through music, whether that’s by supporting projects in health care and music therapy, or by providing emergency assistance to hundreds of Kiwi music people experiencing hardship and illness, including a world-first professional online, on-the-phone and face-to-face counselling service tailored to people in live and recorded music.

APRA AMCOS NZ continues to be a keystone supporter of MusicHelps, not just financially, but also through providing assistance in research, raising awareness, fundraising, and giving MusicHelps a home in our office.

VANDA & YOUNG GLOBAL SONGWRITING COMPETITION

Now an annual competition, it raises money for the transformative programs of Nordoff-Robbins Music Therapy Australia, whilst building the profile of songwriters.

- 3,683 entries from 48 countries collectively raised \$184,150
- Thank you to generous co-sponsors Alberts, BMG, AMPAL and Aon
- World’s biggest first-place cash prize for a songwriting competition went to Matt Corby and Dann Hume for ‘Miracle Love’



LIVE MUSIC

WHERE OUR MEMBERS PLUG IN AND PLY THEIR CRAFT

LIVE MUSIC OFFICE (LMO)

Based on member consultation feedback on the importance of live music, it's vital that APRA AMCOS continue to prioritise engagement and support for venues, by creating an outreach channel and foster live performance opportunities.

LMO renewed focus on working with relevant stakeholders via:

- Government policy frameworks on the live music sector
- Providing information, guidance and research on live music best practices
- Innovating and implementing audience and industry development initiatives

NSW Festival Regulations

- Alliance with Live Performance Australia, Australian Festival Association, Music NSW, and APRA AMCOS
- Developing a more workable regulatory approach to improving safety at festivals, whilst not negatively impacting the festival industry
- Positive steps made with NSW Legislative Council Regulation Committee recommendation to disallow the Music Festival Regulations

Make Music Day

- LMO provided logistical and promotional support to local councils and organisations to help drive the most successful Make Music Day in Australia to date
- Over 100 events in 80 locations – including Port Macquarie's The Big Unscary Singalong, Castlemaine's Refugee Week Concert, Townsville's World's Biggest Kazoo Band and Darwin's HAPPY YESS Jam Sesh

LIVE MUSIC REVENUE

\$30.1
million

increase 19%



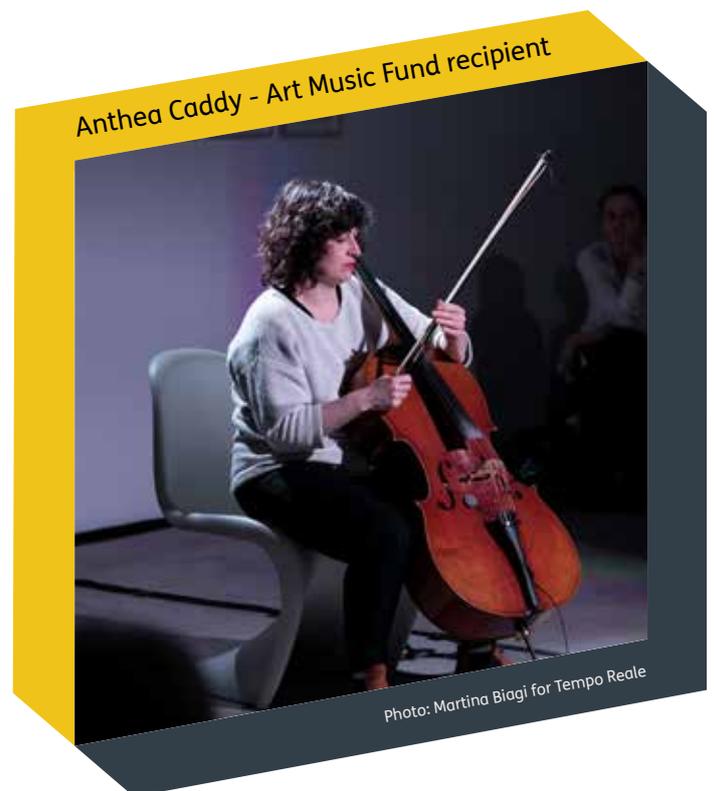
PERFORMANCE REPORTS TOTAL PAID IN FY18/19

\$7.1
million

PERFORMANCE REPORTS

It's the royalty that fuels the live music scene, a payment that enables further investment in professional endeavours.

- In 2018/19 a record number of members were paid the annual live performance royalty
- 17,222 writer members received payment for their songs being performed live
- 15,663 unpublished members received payments
- \$7.1m total paid in November 2018 distribution
 - » Australian based writer members 14,463
 - » NZ based writer members 1,851
 - » 908 writer members based overseas



NUMBER OF WRITER MEMBERS PAID

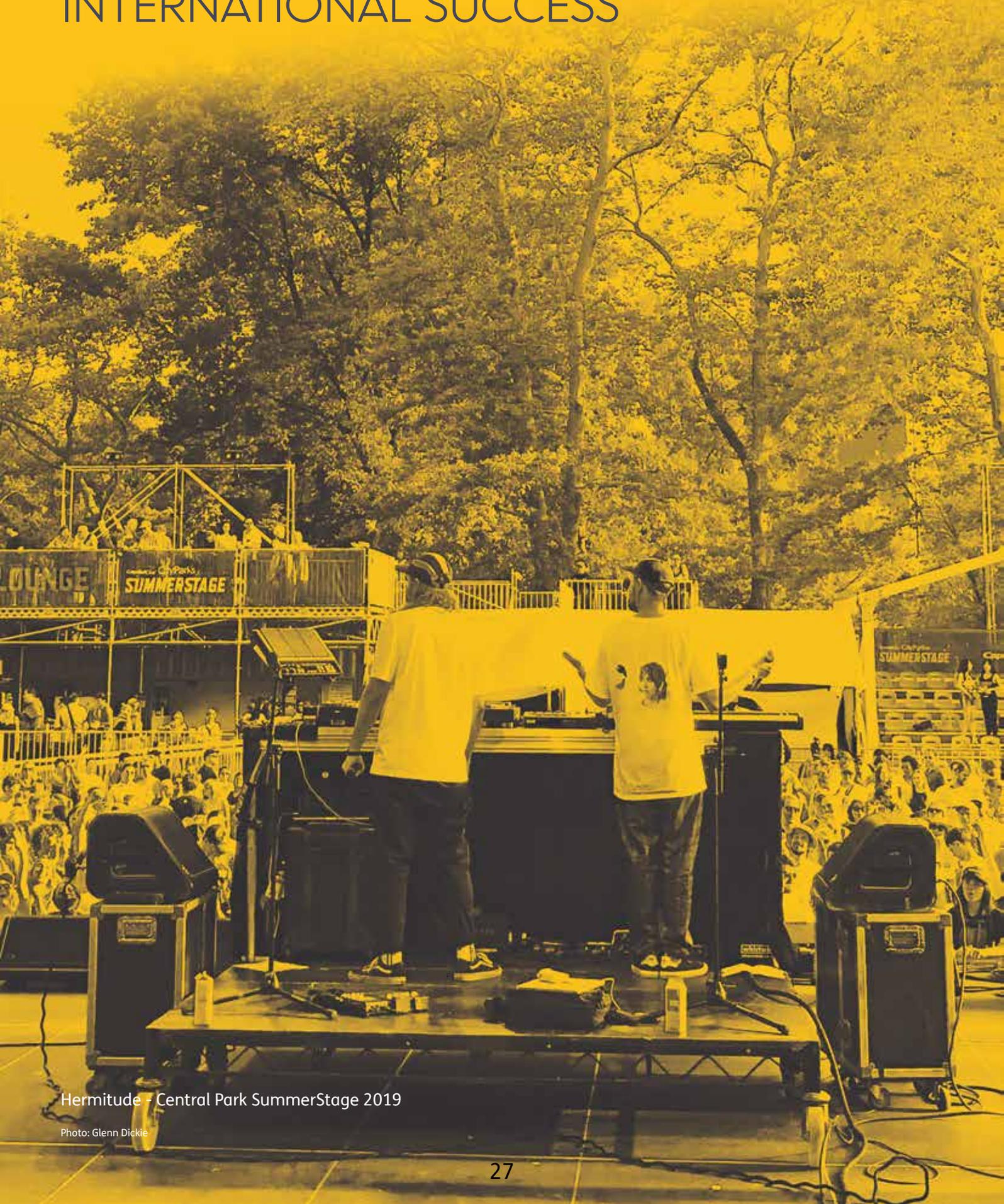
17,222

OF THAT, NUMBER OF UNPUBLISHED WRITER MEMBERS PAID

15,663

GLOBAL PATHWAYS

FROM LOCAL SUPPORT TO
INTERNATIONAL SUCCESS



Hermitude - Central Park SummerStage 2019

Photo: Glenn Dickie

SOUNDS AUSTRALIA

Happy ten years to Sounds Australia, expertly exporting Australian music to the world.

- The team celebrated with the first-ever THE AUSSIE BBQ at New York City's iconic Central Park SummerStage
 - » Concert line-up of A.B. Original, Hermitude, San Cisco, The Teskey Brothers, Tkay Maidza and WAAX
- Continued making inroads to South America with their third Trade Mission to the region
 - » The trip was made possible in part with Australian Government through the Council on Australia Latin America Relations (COALAR) of the Department of Foreign Affairs and Trade
 - » THE AUSSIE BBQs took place in Chile, Argentina and Brazil
 - » Partner and curator (Glenn Dickie) for the first-ever South American SongHubs, in São Paulo



GOING GLOBAL CONFERENCE

APRA AMCOS NZ continues to be a major sponsor and supporter of the New Zealand music industry's key international music conference, Going Global.

The conference brings around 35 international delegates to New Zealand to speak about international opportunities, issues, trends, and markets across three days of interviews and panel discussions. There is also plenty of socialising with local industry and artists, a live music showcase, and an opportunity for New Zealand artists to meet with delegates one-on-one.

SONGHUBS – THE INTERNATIONAL OUTCOMES

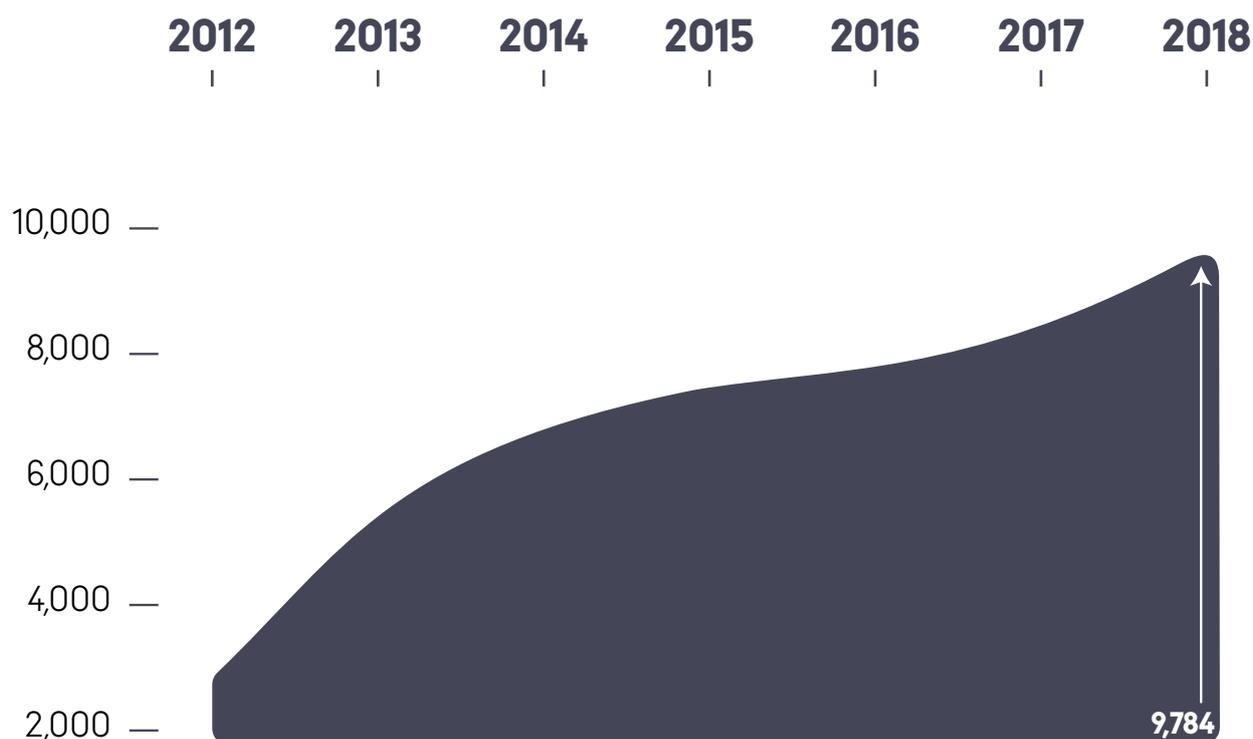
- Off the back of SongHubs Auckland 2019, Alex Davey and his band Alae have been signed to Justin Gray's label, Anti-Gravity, and Warner Music Canada for a North American deal; 'Hit Me Where It Hurts' (written at SongHubs) will be the band's first single released through the label in October
- The inaugural SongHubs in New York took place following Sounds Australia's THE AUSSIE BBQ
 - » Curated by GRAMMY-winning producer Franc Tetaz
 - » Including THE AUSSIE BBQ performers Hermitude, San Cisco and Tkay Maidza
 - » Guest appearances from Kimbra and Eddie Perfect
- Relatively unknown Adelaide high schooler Rory Adams selected for SongHubs Nashville
 - » The songwriter wowed participants and has recently signed a global deal with Sony/ATV Music Publishing
- Surpassed the \$2m mark for performance royalties earned for the initiative's collaborators since start of SongHubs in 2013

INTERNATIONAL REPS AND SPACES

- In June, we welcomed Bella Morris-Clarke to the expanded role of LA/NYC Member Relations Representative, now a full-time position to meet the increase in LA and NYC member activity
- LA / Nashville / UK spaces welcome members and managers – a mix of business, writing, recording and performance space is available for bookings via the international reps: Adam Townsend (UK/Europe), Mark Moffatt (Nashville), and Bella Morris-Clarke (LA/NYC)

INTERNATIONAL PERFORMANCE REPORTS: MORE GIGS OVERSEAS ANNUALLY – AGAIN

- Overseas Performance Reports* have increased 244% since 2012:



*Overseas Performance Reports are calendar-based and can be submitted within 3 years of performance

APRA INTERNATIONAL
REVENUE

\$45.8
million

4.8% increase



MEMBERS
WHO EARNED
ROYALTIES FROM
INTERNATIONAL

16,720

THE 1,000,000,000 LIST, PRESENTED BY THE CHIEF EXECUTIVE

Created to recognise APRA AMCOS members who have achieved extraordinary success by accumulating over one billion streams globally for a particular song.

- The List is the first of its kind to acknowledge songwriters' achievements
- Songwriter Nat Dunn was the first recipient, honoured for co-writing the Marshmello and Anne-Marie global smash 'FRIENDS'
- Nat Dunn's publishers Mushroom Music and Young and Vicious were acknowledged
- 2019/20 will usher in more members and their songs; Dean Lewis' 'Be Alright' is the first of many to come



Nat Dunn and Dean Ormston

Photo: Belinda Dipalo

HILLSONG MUSIC PUBLISHING CELEBRATES WORLDWIDE SUCCESS

- Steve McPherson, CEO Hillsong Music Publishing Australia, presented Dean Ormston with a plaque for Hillsong UNITED's RIAA certified multi-platinum single 'Oceans (Where Feet May Fail)'



Steve McPherson and Dean Ormston

Photo: Katherine McDonald

OUTSTANDING INTERNATIONAL ACHIEVEMENT FOR 5 SECONDS OF SUMMER

- At the 2019 APRA Music Awards, the band were honoured for the global success of 'Youngblood'
- Written by band members Luke Hemmings, Calum Hood, Ashton Irwin and their international collaborators Ali Tamposi, Louis Bell, and Andrew Watt
- The song propelled 5SOS to become the first Australian act to earn three number one albums on the Billboard chart
- Published by Sony/ATV Music Publishing

JOEL LITTLE: GLOBAL SUCCESS STORY

- Kiwi songwriter Joel Little has continued his incredible run of success in writing international hits, including co-writing with Taylor Swift.
- His first co-write with Swift, 'ME!', opened at #1 on the Global Spotify charts with 7.94 million streams, and the song charted at #2 on the Billboard Hot 100. The video for the song earned an estimated 57 million views in its first 24 hours, which was the biggest debut for a lead female in YouTube history.
- Little was the co-writer of four songs from Swift's new album *Lover*, which saw him reach #2 in the Billboard Hot 100 Songwriters Chart and #4 in the Hot 100 Producers Chart.
- Little also contributed to the Jonas Brothers' album *Happiness Begins*, which debuted at #1 in the US in June.

APRA AMCOS MEMBERS BY RESIDENCE

