

2021

Annual report



Genossenschaft der Urheber und Verleger von Musik
Coopérative des auteurs et éditeurs de musique
Cooperativa degli autori ed editori di musica
Cooperative Society of Music Authors and Publishers

Table of contents

- 5 Editorial: «Music creators can rely on the solidity of our cooperative society»
- 6 Review: «SUISA after the pandemic – on the cusp of a new era», «From law-making to implementation», «The financial year from the operational perspective»
- 11 Statistics: The 2021 financial year of SUISA Cooperative Society, 2021 domestic revenues, Average cost coverage deduction, The 2021 financial year of the SUISA companies, Development of consolidated revenues since 2019, 2021 membership statistics, Breakdown of settlements by member groups, International settlements
- 15 SUISA organisation chart
- 16 Financial statement Cooperative Society SUISA: SUISA domestic and international royalty collections, Balance sheet of the Cooperative Society SUISA, Statement of operations of the Cooperative Society SUISA
- 20 Financial statements of SUISA companies: Consolidated balance sheet, Consolidated statement of operations

165.0 mn

turnover

In 2021, SUISA's turnover consisted of revenues from the authors' rights and secondary income.

121.4 mn

for authors and publishers

In 2021, SUISA reported revenues of CHF 121.4 mn which were passed on to publishers, lyricists and composers.

2.3 mn

for Swiss music

In 2021, SUISA promoted Swiss music, allocating CHF 2.3 mn for this purpose to the FONDATION SUISA. From this, composers and lyricists profited.

223

employees

SUISA serves the needs of its members and clients with a staff of 223 employees, corresponding to 186.1 fulltime jobs.

CHF **87** per CHF **100**

for the artists

For each CHF 100 in revenues,
SUISA distributes CHF 87 to rightsholders.

8.9 mn

broadcasts

In 2021, SUISA licensed radio and television broadcasts
for about CHF 8.9 mn, representing
more than 360,000 works.

4,263,202

declarations of works

SUISA has received 4,263,202 declarations
of works in 2021. This demonstrates
how active composers are.

6.8 mn

for social security

7.5% of the revenues from performance
and broadcasting rights in Switzerland and Liechtenstein
are contributed to the social security of our members.
In 2021, this represented CHF 6.8 mn.

>100

sister societies

In Switzerland, SUISA represents the world
repertoire of music, and clears
authors' rights with over
100 sister societies worldwide.

31.8 mn

administration expenses

Secondary income (CHF 15.4 mn) covers a portion of the
expenses. The rest is financed by deducting a contribution
from the settlements distributed to beneficiaries.
This cost-coverage deduction was 12.7% on average

Music creators can rely on the solidity of our cooperative society

In the wake of a state of emergency that lasted over two years, Switzerland is gradually returning to normalcy. As is the cultural sector: concert halls, theatres, and other cultural venues are once again open without restrictions. Musicians can plan and give concerts and once more go about their normal livelihoods.

The last two years have been extremely challenging, both emotionally and financially, especially for artists. We experienced yet again how fast things can change for the arts and how important it is for creators to have a secure source of income. This period also showed how truly vital royalty

payments are for musicians. While concerts practically dried up as a source of revenue, rightsholders could still count on settlement payments from SUISA – and possibly from other collective management organisations.

That was by no means self-evident since the pandemic was also a difficult time for SUISA. When concerts are disallowed and shops and restaurants are closed, most revenues from performance rights disappear. After dropping in 2020, this source of revenue continued to decline last year. Nonetheless, SUISA managed to increase its total revenues in 2021 – thanks once more to the growth of its online business. For us composers, lyricists, and publishers, this means that we will receive more money from our collective management organisation this year.

We are gradually on the path to normalcy. «Gradually» being the operative word because, contrary to other sectors, creators cannot stage concert and theatre performances at the drop of a hat. Moreover, after two years of mask-wearing, mandatory certificates, and restricted seating, it remains to be seen how quickly audiences will find their way back to cultural events. After the devastating pandemic, more than a few artists are only cautiously optimistic. A measure of uncertainty will persist for some time, and the tragic geopolitical events currently unfolding are bound to impact the global economic situation.

During the Corona crisis, musicians and publishers proved yet again that they are capable of adapting to new situations. Creativity is possible even in adversity. This is evidenced by the many wonderful works created in the past two years. Music contributed to making these difficult times more bearable for many people. For this I wish to thank all Swiss music creators.

A big thank you is also due to all SUISA employees, the Executive Committee, and my colleagues on the Board. Through their work and dedication to music creators, they ensure that we musicians have a secure source of income even in times of adversity.



Xavier Dayer
President

SUISA after the pandemic – on the cusp of a new era

Andreas Wegelin

2020 and 2021 have left their mark on the music industry worldwide. SUISA can testify to the upheaval that took place during this period.

SUISA itself does not organise any concerts or other uses of music. Its role is to ensure that composers, lyricists, and publishers of music receive royalties for the use of their music – be it live in concert, as entertainment, on the radio or television, in the form of musical recordings, or via Internet. Up until 2019, we reported higher royalty revenues from year to year because of the growing number of events and the increasingly ubiquitous use of music. But after March 2020, everything changed: as a security measure to contain the spread of the coronavirus, performances were banned and the then-booming offer of concerts and festivals came to a standstill. Like other sectors, event organisers and musicians – and SUISA with them – suddenly had to deal with unforeseeable circumstances.

Financial consequences of the pandemic

Playing or performing music before large audiences was no longer allowed. Organisers had to close their venues, artists could no longer perform and, failing audiences, SUISA could no longer license music uses in these areas. SUISA was still able to distribute royalties from past concerts and other events to the entitled parties in the first half of 2020. But from the middle of the year, authors and publishers hardly received any income at all from performance rights.

After the initial state of shock, it was time for reorientation. SUISA used this time to push ahead with projects to digitise access for members and customers. At the same time, we were widely solicited by members for guidance and assistance and had to process license fee reversals for customers who could not use music. We also pushed ahead with the licensing of online streaming and downloading of music recordings through our subsidiary SUISA Digital Licensing and our joint venture Mint. Since 2019, revenues from these uses have more than doubled (+156%), reaching CHF 8.7 million in 2021. Of this amount, approximately 70% comes from the direct collection of licence fees worldwide.

Establishing SUISA Digital Licensing and Mint for online licensing was the right decision. The existing practice of working with local collective management organisations in other countries does not serve its purpose in the online area. Thanks to direct licensing through SUISA Digital Licensing, we can collect more money for our members from the mostly international providers of online music.

On the local market in Switzerland and in Liechtenstein, we realised higher licensing revenues for the use of music on company websites and video on demand platforms like Swisscom Blue or Netflix. Since 2019, revenues in this area have risen 49.9%, reaching CHF 8.3 million in 2021. We owe this growth largely to the pandemic: people quarantining or self-isolating at home naturally make greater use of film streaming services.

SUISA has overcome the – hopefully no more than two – corona years without suffering any overly drastic consequences. While it is true that, compared with 2019, total income was down by 11% in both 2020 and 2021, the downturn was relatively mild considering the impact the coronavirus has had on other industries. This was mainly thanks to stable revenues from other areas, such as broadcasting rights and the blank media levy, and to the steady growth in our online business as mentioned above. SUISA also managed to contain spending – especially last year. In 2020, costs were still 6% higher than in 2019, but in 2021 we managed to cut them by 8% compared with 2019.

Emergency relief fund for members

Both 2020 and 2021 were difficult years for many of our members because performance opportunities were few and far between. At the Board's proposal, SUISA's General Meeting approved the creation of a corona emergency relief fund. The fund helps members who are experiencing hardship in the absence of settlements from SUISA.

Stronger appreciation for cultural institutions from the public and in political circles

Two years of pandemic have brought a multitude of changes and many of our members are still struggling with the consequence. In this environment, SUISA remains a reliable and indispensable partner for securing authors' rights, as well as being a political and societal force for consolidating the position of music creators. In collaboration with the relevant professional associations and as a supporter of the Task Force Culture, we remain committed to improving the framework conditions for the providers of music.

SUISA on the eve of its centennial

It is time to exploit the experience acquired during the pandemic. The improved and advanced digital self-service options on our website are designed to facilitate and automate licensing for customers and members alike. This will have a positive impact on costs. International networking and cooperation, especially with regard to the accurate and unequivocal documentation of the

works entrusted to us by authors and publishers, will ensure that entitled parties receive accurate settlements. SUISA will continue investing in these areas. The backbone is the IPI (Interested Parties' Information System), our proprietary directory of rightholders, which is used worldwide.

In Switzerland in the next few years, tariff negotiations will be held with important groups of users, such as concert organisers or the SRG-SRF (Swiss Broadcasting Corporation). New tariffs will also have to be negotiated for Internet and the Cloud, notably a blank media levy for data storage on the Cloud and agreements with online providers. This always with a view to en-

suring that members and entitled parties receive fair remuneration for the use of their creative work in Switzerland and abroad. After the experience of the pandemic, the focus is on collaborative partnership: music users and authors and publishers of music are dependent upon each other. Cooperation is the best way to overcome the consequences of the pandemic; understanding one another's needs is also instrumental in determining the best tariff and licensing solutions. «Enterprise SUISA» is approaching its centennial in this perspective. This is an anniversary that we intend to duly celebrate in 2023!

Overview over the financial results 2021

SUISA's revenues from authors rights were up 0.4% in 2021 as against 2020. Compared with 2019, the last pre-pandemic year, that is still a shortfall of -10.5% (prior year -10.8%). Even so, this result was only possible because additional fair compensation revenues, online uses (video-on-demand) in Switzerland, and direct licensing

through SUISA Digital Licensing and Mint partially offset the steep decline in performance rights (-45.6% as against 2019). Stable broadcasting right revenues also helped cushion the crisis: at 46% of SUISA's total revenues from authors' rights, broadcasting rights remain its largest source of income.

in CHF 1,000	2021 compared with 2020			2021 compared with 2019	
	2021	2020	Variation in %	2019	Variation in %
Revenues					
Broadcasting rights	63,996	64,267	-0.4	63,582	0.7
Performance rights	28,368	34,421	-17.6	52,127	-45.6
Mechanical rights	4,253	4,309	-1.3	4,383	-3.0
Fair compensation revenues	14,560	12,374	17.7	13,898	4.8
Online	8,261	6,876	20.1	5,511	49.9
Total domestic revenues	119,437	122,248	-2.3	139,500	-14.4
Revenues SUISA Digital Licensing	8,715	4,711	85.0	3,402	156.2
International performance and broadcasting rights	8,123	9,067	-10.4	9,149	-11.2
International mechanical rights	2,744	2,501	9.7	3,196	-14.1
Total international revenues	10,867	11,569	-6.1	12,345	-12.0
Total revenues from collective administration	139,019	138,528	0.4	155,247	-10.5
Secondary income	12,994	11,203	16.0	14,859	-12.5
Total income SUISA	152,014	149,731	1.5	170,106	-10.6

Thanks to good secondary income, we will be able to apply an average cost-coverage deduction of 12.7% on distribution settlements in 2022. Together with the supplemental distribution of 7% on all amounts to be paid out to rightholders in 2022 (except online from SUISA Digital Licensing), the cost deduction decreases by 4.75% in purely mathematical terms and amounts to 7.95% of the distributed money.

From law-making to implementation

Vincent Salvadé

The «Regulations» division is responsible for SUISA's legal affairs. This starts with its involvement in political law-making activities, runs through tariff negotiations and drafting the distribution rules, and ends with the implementation of rules and regulations in case of disputes. In 2021, the division dealt with a number of key issues:

1. Legislation

In last year's Annual Report, we mentioned the initiative of National Councillor Philippe Nantermod demanding an exception to copyright law for protected works used in hotel rooms and similar facilities. This parliamentary initiative was revisiting a provision that the National Council and the Council of States had rejected in September 2019 as part of the revision of the Copyright Act. On 3 March 2021, the National Council accepted the parliamentary initiative. For us, that was inadmissible. There was no good reason to revise the Copyright Act after such a short time, especially since it was the fruit of a compromise. Cultural circles had made significant concessions to reach a solution. They would have been cheated if certain elements were to have been changed unilaterally. Moreover, the initiative was inconsistent with international law. As a result, either Switzerland would have been exposed to economic sanctions, or, to avoid violating international agreements, it would have had to apply the exception only to the works and performances of Swiss nationals. That would have blatantly discriminated against Swiss artists compared with those of other countries. Fortunately, the initiative was rejected by the Council of States in early March 2022, and the matter was definitively shelved.

The revision of the Swiss Code of Civil Procedure also kept us busy. For a while, it seemed that conciliation would be made mandatory before any legal action could be brought to enforce royalty payments of less than CHF 30,000. During legal proceedings, it is often worthwhile to seek an arrangement. However, collective management organisations must respect the principle of equal treatment, and their tariffs are binding. It follows that they have limited leeway for proposing or accepting out-of-court settlements. Under the circumstances, we argued in favour of a voluntary conciliation procedure which would avoid unnecessary costs when an out-of-court arrangement appears to be out of reach. The matter seems to be on the right track, although the revision of the Code of Civil Procedure is yet to be completed as this report goes to press.

Just before Christmas, the Federal Council published a report in response to a motion requesting an evaluation of the effective-

ness of the revised Copyright Act (which came into force on 1 April 2020). On the whole, the Government is relatively positive. It noted that the anti-piracy measures seemed to have had a dissuasive effect and that there was less criticism from rightholders. On the other hand, the Federal Council was more reserved about the new extended collective licence model: the latter should enable collective management organisations to issue global licences for an entire repertoire (even on behalf of rightholders that they do not represent contractually) but was still to realise its full potential. In this context, we welcome Switzerland's intention to follow the international talks: regulation at international level will be necessary to ensure that the extended collective licence is also used in multi-territorial operations.

2. Tariffs

In terms of tariff negotiations, we concluded two significant agreements in 2021.

The first was an agreement with our international partners on a new Tariff 4i regulating private copying on digital storage media. This agreement extends the levy scheme to include laptops and external hard drives. The new tariff is currently before the Federal Arbitration Commission for approval and is expected to enter into force on 1 July 2022. This will significantly increase our revenues from the blank media levy. Moreover, in 2022 we will pursue talks on a new tariff for private copying on the Cloud (i.e. on remote servers). The talks had been suspended in autumn 2021 pending a decision by the European Court of Justice on a similar levy scheme applied in Austria. The ECJ handed down a ruling favourable to rightholders at the end of March 2022.

In 2021, in a different context, we finalised negotiations on a new Common Tariff Z regulating circuses. The objective had been to achieve a better delimitation between this tariff and Common Tariff K which regulates concerts and certain other types of shows. Henceforth, Common Tariff Z, with more advantageous rates, will apply only to certain well-defined shows. The Federal Arbitration Commission approved the new tariff on 8 November 2021.

3. Distribution Rules

In spring 2021, the amendments to the Distribution Rules decided by SUISA's Board at the end of 2020 were all approved by the Federal Institute of Intellectual Property (IPI). The new distribution system for private copies was implemented for the first time in September 2021.

Moreover, SUISA's Board adopted three amendments to the Distribution Rules concerning online rights. The first applies to

situations where an online platform does not report sufficient information on the works it uses: in this case, distribution is made based on the information obtained from other platforms using a similar repertoire. The second amendment concerns «residuals», namely the amounts paid by online providers «in final settlement» for works that have not been claimed by any rights management organisation. As of the end of 2021, these residuals are distributed to entitled parties in the form of supplemental payments on their settlements for current uses. The third and last amendment concerns «Play Suisse», the video on demand (VoD) platform of the SRG-SSR (Swiss Broadcasting Corporation). The Board decided that a portion of the amounts paid by the SRG-SSR under Tariff A would henceforth be allocated to distribution category 22S covering VoD. This portion is calculated based on the share of costs invested in «Play Suisse» as against SRG-SSR's total costs.

This third amendment still requires IPI approval. The latter has first requested an addition to Tariff A. The SRG-SSR agreed, and the matter was referred to the Arbitration Commission in spring 2022: we are looking forward to a favourable outcome soon.

4. Regulatory authority

Finally, two cases are pending on which IPI, our regulatory authority, and SUISA hold divergent views. Both cases concern the relationship between «conventional» collective rights management, which is under federal oversight, and the liberalised management of online rights. In the first case, IPI opposes the granting of guarantees by SUISA to secure a bank loan to MINT, the joint venture company with SESAC for the management of online rights. In the second case, IPI opposed a cross-selling initiative undertaken by SUISA to inform its Tariff 3a (background music) customers that they would have to obtain an additional licence for the use of music on their websites or social media pages.

In both cases, we filed an appeal with the Federal Administrative Court. In the first case, we argued that the proper functioning of MINT was in the best interest of SUISA's members. After all, the aim of the joint venture is to bring the Swiss repertoire together with other repertoires to achieve greater bargaining power in our dealings with giants like Google, Apple, or Spotify. The guarantees granted to MINT will be submitted to the 2022 General Meeting and the matter will thus be closed. In the second case, IPI deemed that data protection requirements disallow the communication of this information by SUISA, and that the information is misleading since conventional rights management and

the management of online rights are governed by different rules. We believe that IPI exceeded its competence in this context and has disregarded the realities of collective management in its interpretation of statutory rules. We are now awaiting the decision of the Federal Arbitration Court.

Both these cases address an important question: how far can SUISA go to respect its obligations as a monopolistic organisation in certain areas while coming to terms with a liberalised market in others? We need the regulatory authority to provide a practical answer to this question. Otherwise, SUISA's members may have to suffer the consequences.

The financial year from the operational perspective

Irène Philipp Ziebold

«A crisis is a productive state. You simply have to get rid of its aftertaste of catastrophe.» The quotation from Swiss author Max Frisch would have been an appropriate guideline for SUISA's game plan last year. Today it is clear: we have strengthened the cooperation with our members and customers and our services are becoming increasingly efficient.

2021 – another year marked by the corona pandemic

SUISA's members and customers were again confronted with many challenges. Innumerable events had to be cancelled or postponed, which resulted in a substantial drop in revenues, especially in the concert and entertainment field.

Moreover, the pandemic showed us how important it is to have efficient services capable of maximising distributable income even when sales are down. SUISA has continuously expanded its online offer for music authors and publishers over the years.

Assistance for entitled parties – accommodating customers

Driven by the pandemic, all European collective management organisations decided on emergency measures to assist their members. The measures adopted by SUISA rested on three pillars: firstly, advances on settlements with extended repayment terms; secondly, grants from its own corona relief fund; and thirdly, emergency relief to authors from the Pension Fund for Authors and Publishers.

The relief measures were also used in 2021. Since the onset of the corona crisis in March 2020, SUISA has disbursed CHF 1,600,000 in advances, CHF 300,000 has been granted by the relief fund and about CHF 180,000 has been paid by the Pension Fund in emergency relief. Many entitled parties first felt the brunt of the losses after a time lag, with the 2021 or even the 2022 settlements.

Given the difficult pandemic-related situation of many organisers, SUISA was also willing to accommodate its customers. It granted extended payment terms and facilitated refunds in respect of periods where customers could not use music but had already made down payments.

Expanding online services

SUISA remained a (contact) partner throughout the crisis. Practising strict spending discipline, especially in terms of payroll costs, SUISA managed to reduce costs in 2021 while ensuring the full availability of all its services.

This was possible among other things through greater digitalisation of business exchanges. Starting in mid May 2021, we activated the Royalty Report, an online «Business Intelligence» tool, for all entitled parties.

This tool offers an overview of all works usage in the current and last five years: revenues per work, time and place of use, top works and the relevant revenues, earnings as lyricist, composer, original and sub-publisher, etc. Moreover, in 2021 SUISA introduced a new login two-factor authentication procedure for its members' portal, «My Account». When logging in, members now enter an individually generated code in addition to their password. This procedure is designed to enhance personal data protection and enable members to manage their own account.

Over two-thirds of SUISA members already have access to «My Account» and make use of its digital services.

Changes in SUISA's organisation chart

The «Distribution» and «International Documentation» departments were brought together under unified management with a view to releasing synergies and further reducing costs. As part of this reorganisation, the «Domestic Settlements» team, previously part of the «Distribution» department was incorporated in the Members Department. The purpose of this organisational change is to enable the Members Department to provide holistic services with regard to the administration agreement and work registrations, as well as settlements.

Lastly, the IPI (Interested Party Information) was incorporated into the IT Department. IPI is the international database of authors and publishers containing information about membership agreements worldwide. The IPI technological infrastructure belongs to SUISA. SUISA invoices its sister societies on an annual basis for their use of this service.

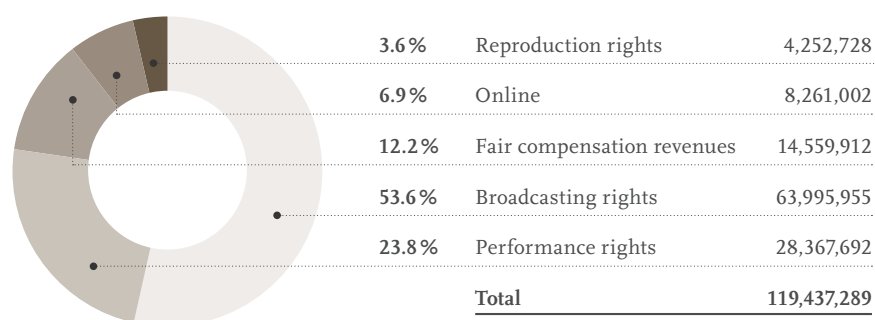
The 2021 financial year of SUISA, Cooperative Society of Music Authors and Publishers

in CHF 1,000

Revenue	2021	2020	+ / - %
Net income from collective administration (domestic and international)	139,019	138,528	0.4 %
Secondary income	12,994	11,203	16.0 %
Total revenues	152,014	149,731	1.5 %
Expense			
Total operating expense	151,018	145,276	4.0 %
less distribution authors' rights	-121,300	-114,584	5.9 %
Financial expense, real estate costs, changes in del credere and losses on receivable	966	4,455	-77.7 %
Total expense	30,714	35,147	-12.6 %
(in % of revenues)	20.2 %	23.5 %	-13.9 %
Calculation of average cost coverage deduction for settlements			
Total expense	30,714	35,147	-12.6 %
less secondary income (other operating, financial and real estate income)	-12,994	-11,203	16.0 %
+ / - Allocation from liabilities from settlements	-63	-5,839	-98.9 %
Net expense	17,657	18,105	-2.5 %
(in % of net income from collective administration)	12.70 %	13.07 %	-2.8 %

2021 domestic revenues

in CHF



 For detailed tariff revenues, see pages 15/16.

Average cost coverage deduction

Domestic performance and broadcasting rights	14.73 %	max 15 %
Domestic reproduction rights and fair compensation	12.46 %	max 15 %
Online	15.00 %	
International revenues	3.95 %	
Average cost coverage deduction	13.07 %	

The average cost coverage deduction in 2021 was 12.70 % (compared with 13.07 % in the prior year)

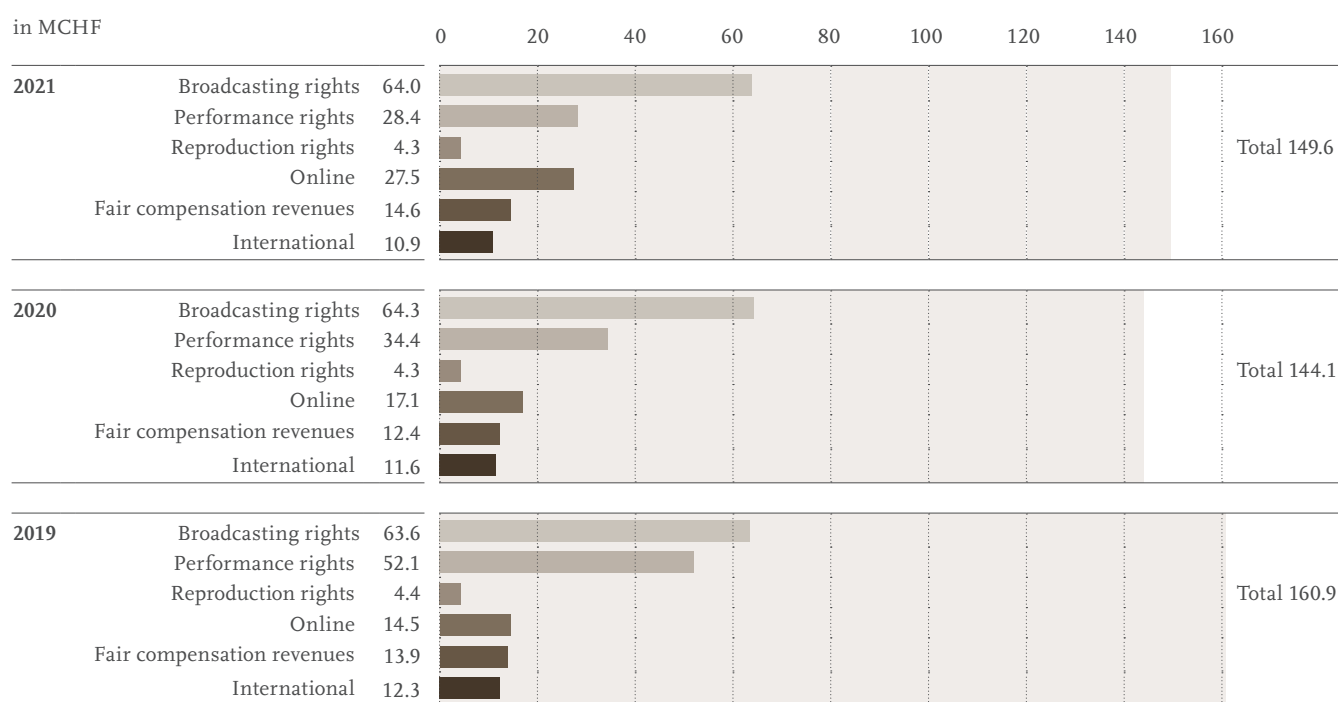
The 2021 financial year, consolidated for all SUISA companies

in CHF 1,000

Revenue	2021	2020	+ / - %
Net income from collective administration (domestic and international)	149,550	144,011	3.8%
Secondary income	15,448	11,919	29.6%
Total revenues	164,998	155,929	5.8%
Expense			
Total operating expense	163,316	152,303	7.2%
less distribution authors' rights	-132,873	-119,985	10.7%
Financial expense, real estate costs, changes in del credere and losses on receivables	1,405	3,900	-64.0%
Total expense	31,847	36,218	-12.1%

Development of consolidated revenues since 2019

SUISA's consolidated online revenues comprise the online revenues of SUISA Cooperative Society for Music Authors and Publishers and SUISA Digital Licensing AG.



Members and distribution

2021 Membership statistics

Music creators and publishers are initially accepted as principals upon new registration. Anyone who has been registered with SUISA for at least one year and has earned at least CHF 3,000 from copyrights becomes a member with voting rights. In 2020, the number of members and principals increased by 1 136, which is within the usual range. As of 1 January 2022, an innovation has come into force: the membership relationship will be converted back into a

commissioning relationship if a member has received less than a total distribution amount of CHF 3,000 for her/his works during the last ten years. As a result, SUISA had around 7,500 voting members as of 1.1.2022, which will be reflected in the 2022 annual report.

For years, the number of work registrations submitted by members has been continuously increasing. The one-off peak in 2020 was due to the new registration of a major publisher.

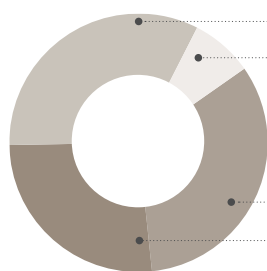
Authors and publishers in figures	Authors		Publishers		Total	
	2021	2020	2021	2020	2021	2020
Total full members	12,397	12,328	628	620	13,025	12,948
of which from Liechtenstein	20	20	7	8	27	28
Total principals	26,384	25,357	1,877	1,845	28,261	27,202
of which from Liechtenstein	77	76	30	30	107	106
Total	38,781	37,685	2,505	2,465	41,286	40,150
Total Liechtenstein	97	96	37	38	134	134
Work registrations by members	46,852	46,147	4,216,350	6,313,426	4,263,202	6,359,573
Declarations of sub-publishing agreements	–	–	85,806	66,865	85,806	66,865

Breakdown of settlements by member groups

The settlements to publishers far exceed those made to authors. This is due to the fact that the major international publishers are direct members of SUISA, whereby SUISA manages and licenses their repertoire worldwide. This

also explains the high proportion of settlements for publisher principals. Since 2015, SUISA has made quarterly settlements to its members.

in CHF



Author members	19,250,103
Author principals	4,679,852
Total authors	23,929,955
Publisher members	19,486,334
Publisher principals	15,053,537
Total publishers	34,539,871
Total	58,469,826


These figures comprise all settlements made in 2021, including back payments.

International settlements

Thanks to reciprocity agreements signed with about 100 sister societies worldwide, SUISA represents what is known as the world repertoire of music. Switzerland is a net importer of music: much more foreign music is played in

Switzerland than Swiss music is played abroad. The largest payment flows into Switzerland and Liechtenstein come from the neighbouring countries Germany, France, as well as from USA and Great Britain.



Top ten trading partners 2021 in CHF

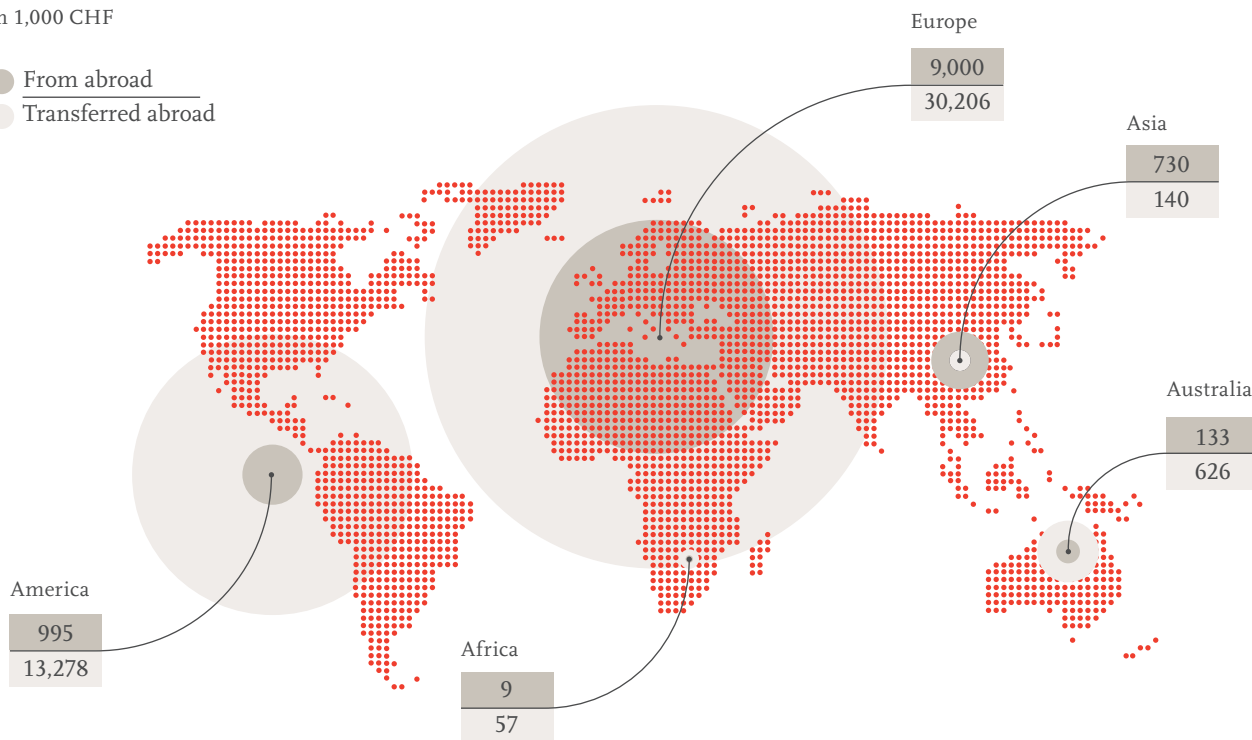
 For a detailed list of SUISA's international settlements with its sister societies, see: www.suisa.ch/international

Rank	Country	Societies	From abroad	Transferred abroad
1	Germany	GEMA, VG Musikedition	3,584,571	9,041,779
2	France	SACEM, SDRM	2,204,465	5,958,979
3	USA	AMRA, ASCAP, BMI, GOOGLE INC, HFA, LEGACY PRODUCTIONS, MUSIC REPORTS, NMPA, SESAC	783,111	12,005,605
4	Great Britain	MCPS, PRS	690,242	6,755,102
5	Japan	JASRAC	624,563	68,899
6	Italy	SIAE, SOUNDREEF LTD	602,899	2,990,458
7	Austria	AKM, AUME	382,795	1,582,693
8	Sweden	STIM	309,993	743,219
9	The Netherlands	BUMA, STEMRA	265,276	791,287
10	Belgium	SABAM	198,737	285,866

Where do royalties go?

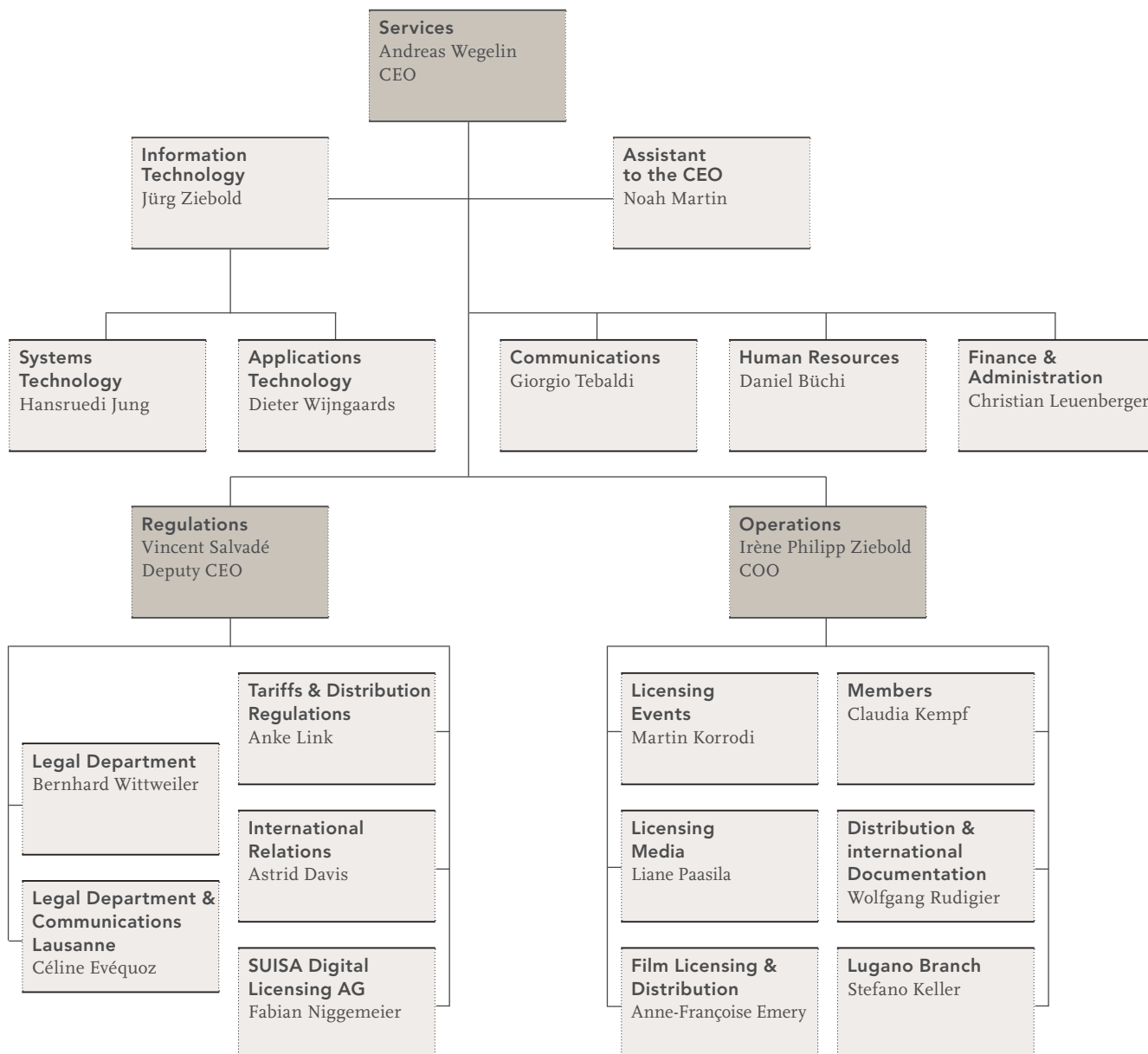
in 1,000 CHF

-  From abroad
-  Transferred abroad



SUISA organisation chart

Status: spring 2022



Executive Committee

SUISA domestic and international royalty collections

in CHF 1,000

		2021	2020
Broadcasting rights			
A	SRG broadcasts	32,850	32,850
GT 1	Cable networks (retransmission of broadcasts)	16,983	16,838
GT 2b	Internet / mobile phones (retransmission of broadcasts)	106	106
	Advertising window	1,938	1,144
S	Broadcasters (SRG excluded)	11,103	11,817
Y	Pay radio /TV	1,016	1,512
	Total broadcasting rights	63,996	64,267
Performance rights			
B	Brass bands	409	216
	Choirs and other instrumental associations (brass bands, church choirs and yodelling excluded)	129	210
	Yodelling	38	39
	Orchestras	7	31
C	Churches	581	581
D	Concert institutes	715	874
E	Cinemas	1,027	1,066
GT 3a	General background music	16,688	15,923
GT 3b	Trains, airplanes, coaches, ships, carneys, advertising vehicles	152	191
GT 3c	Giant screens	6	1,986
H	Hospitality industry	2,259	1,990
Hb	Music performances for dancing and entertainments (hospitality industry excluded)	1,204	1,241
HV	Hotel videos	7	8
K	Concerts (concert institutes excluded)	4,535	11,370
L	Dance schools	545	559
MA	Jukeboxes	30	44
Z	Circus	37	76
	Total performance rights	28,368	34,421

		2021	2020
Reproduction rights			
PA	Music boxes	14	8
PI	Music reproduced on sound recordings intended for the public: domestic licensing	859	917
	Music reproduced on sound recordings intended for the public: foreign licensing	918	878
PN	Music reproduced on sound recordings not intended for the public	38	40
VI	Music reproduced on audiovisual recordings intended for the public	526	547
VM	Music video – foreign licensing	27	22
VN	Music reproduced on audiovisual recordings not intended for the public	1,870	1,898
Total reproduction rights		4,253	4,309
Fair compensation revenues			
GT 4	Blank media levy video	28	33
GT 4	Blank media levy audio	9,242	7,810
GT 5	Rental of work copies	49	63
GT 6	Rental of sound and audiovisual records in libraries	0	1
GT 7	Use in schools	795	844
GT 9	Business internal networks	240	230
GT 10	Works for persons with disabilities	4	4
GT 12	Rental of set-top boxes	4,202	3,390
Total fair compensation revenues		14,560	12,374
Online			
	Streaming	7,359	5,448
	Download	902	1,428
Total online		8,261	6,876
Total domestic collections		119,437	122,248
Revenues from SUISA Digital Licensing AG		8,715	4,711
International			
	International performance and broadcasting rights	8,123	9,067
	International reproduction rights	2,744	2,501
Total international collections		10,867	11,569
Net income from collective administration (domestic and international)		139,019	138,528

Balance sheet

of SUISA, Cooperative Society of Music Authors and Publishers, Zurich in CHF 1,000	31. 12. 2021	31. 12. 2020
Assets		
Cash	32,138	52,908
Securities	127,150	100,382
Receivables from services	8,814	12,240
Other short-term receivables	2,418	2,266
Prepayments and accrued income	507	645
Current assets	171,027	168,441
Movable assets	633	814
Real estate (operating)	8,948	9,162
Real estate (non-operating)	2,328	2,389
Investments	155	155
Intangible assets	1,101	984
Non-current assets	13,164	13,504
Total assets	184,191	181,945
Liabilities and equity		
Copyright liabilities	3,453	5,174
Payables from goods and services	961	80
Other short-term liabilities	11,335	10,735
Short-term provisions	97,060	87,661
Accrued liabilities and deferred income	9,994	13,040
Current liabilities	122,804	116,690
Non-current provisions	61,387	65,255
Non-current liabilities	61,387	65,255
Total liabilities	184,191	181,945
Capital	0	0
Total equity	0	0
Liabilities and equity	184,191	181,945

The strict application of the rounding up rule may result in a variance between the rounded up total amount and the sum of the rounded up figures.

Statement of operations

of SUISA, Cooperative Society of Music Authors and Publishers, Zurich
in CHF 1,000

	2021	2020
Tariff revenues performance rights	28,368	34,421
Tariff revenues broadcasting rights	63,996	64,267
Tariff revenues reproduction rights	4,253	4,309
Tariff fair compensation revenues	14,560	12,374
Tariff revenues online rights	8,261	6,876
Revenues from SUISA Digital Licensing AG	8,715	4,711
Tariff revenues international	10,867	11,569
Net income from collective administration	139,019	138,528
Other operating income	6,557	7,291
Changes in del credere / loss on receivables	79	-2,509
Total operating income	145,655	143,310
Distribution authors' rights	121,300	114,584
Personnel	21,238	22,237
Governing bodies and committees	413	375
Depreciation on movable assets	486	621
Depreciation on fixed assets	234	233
Depreciation on financial assets	651	0
Depreciation on intangible assets	745	669
Other operating expense	5,952	6,556
Total operating expense	151,018	145,276
Operating result	-5,363	-1,966
Financial income	5,977	3,467
Financial expense	976	1,837
Financial result	5,002	1,630
Ordinary result	-361	-336
Income from real estate	460	445
Real estate expense	99	109
Non-operating result	361	336
Profit / loss for the year	0	0

The strict application of the rounding up rule may result in a variance between the rounded up total amount and the sum of the rounded-up figures.

Consolidated balance sheet

of the SUISA companies, Zurich in CHF 1,000	31.12.2021	31.12.2020
Assets		
Cash	32,393	53,290
Securities	127,150	100,382
Receivables from services	8,750	17,554
Other short-term receivables	3,146	2,537
Prepayments and accrued income	507	684
Current assets	171,945	174,447
Movable assets	663	814
Real estate (operating)	8,948	9,162
Real estate (non-operating)	2,328	2,389
Investments	155	155
Book value of investment in associated company	2,938	3,472
Value adjustment associated company	-2,938	-3,472
Intangible assets	1,101	984
Non-current assets	13,164	13,504
Total assets	185,109	187,951
Liabilities and equity		
Copyright liabilities	3,453	5,174
Payables from goods and services	1,000	878
Other short-term liabilities	11,335	12,990
Short-term provisions	97,060	87,661
Accrued liabilities and deferred income	10,016	14,902
Current liabilities	122,863	121,605
Non-current provisions	62,619	66,997
Non-current liabilities	62,619	66,997
Total liabilities	185,482	188,602
Capital	-373	-651
Total equity	-373	-651
Liabilities and equity	185,109	187,951

The strict application of the rounding up rule may result in a variance between the rounded up total amount and the sum of the rounded-up figures.

Consolidated statement of operations

of the SUISA companies, Zurich

in CHF 1,000

	2021	2020
Tariff revenues performance rights	28,368	34,421
Tariff revenues broadcasting rights	63,996	64,267
Tariff revenues reproduction rights	4,253	4,309
Tariff fair compensation revenues	14,560	12,374
Tariff revenues online rights	27,507	17,070
Tariff revenues international	10,867	11,569
Net income from collective administration	149,550	144,011
Other operating income	8,915	8,007
Changes in del credere / loss on receivables	528	-233
Total operating income	158,993	151,784
Distribution authors' rights	132,873	119,985
Personnel	21,276	22,269
Governing bodies and committees	421	385
Depreciation on movable assets	486	621
Depreciation on fixed assets	234	233
Depreciation on investments	745	669
Depreciation / revaluation of financial assets	-534	795
Other operating expense	7,816	7,344
Total operating expense	163,816	152,303
Operating result	-4,323	-519
Loss from associated companies	856	1,562
Financial income	6,073	3,467
Financial expense	978	1,996
Financial result	4,240	-91
Ordinary result	-83	-609
Income from real estate	460	445
Real estate expense	99	109
Non-operating result	361	336
Profit / loss for the year	278	-273

The strict application of the rounding up rule may result in a variance between the rounded up total amount and the sum of the rounded-up figures.

SUISA is a cooperative society which belongs to its members.
At the end of 2021, SUISA represented the rights of
41,286 full and associate members, of which 38,781 authors
and 2,505 publishers.

Zürich

Bellariastrasse 82
Postfach
CH-8038 Zürich
Tel +41 44 485 66 66

Lausanne

Avenue du Grammont 11bis
CH-1007 Lausanne
tél +41 21 614 32 32

Lugano

Via Soldino 9
CH-6900 Lugano
tel +41 91 950 08 28

www.suisa.ch
www.suisablog.ch
suisa@suisa.ch