

APPENDIX 9.7
(referred to in paragraph 9.8)

Comparison of overseas societies cost:revenue ratio

TABLE 1 **Total revenue**

<i>Society</i>	<i>Total revenue</i>	<i>Total administrative costs</i>	<i>Total administrative/total revenue %</i>
APRA	47,348,638	4,994,807	10.55
JASRAC*	76,383,702,000	9,405,093,000	12.31
GEMA*	1,190,666,580	163,896,818	13.77
SGAE*	20,282,632,000	3,301,912,000	16.28
KODA	199,114,405	33,569,504	16.86
PRS	156,684,000	27,967,000	17.85
SABAM	3,188,715,000	571,029,000	17.91
STIM*	319,958,000	58,840,000	17.14
BMI	286,680,000	54,037,000	18.85
BUMA	134,070,000	26,046,000	19.43
ASCAP	386,156,000	75,665,000	19.59
SOCAN	77,841,000	16,145,000	20.73
AKM	802,362,000	176,378,000	21.98
SUISA	104,307,000	23,061,000	22.11
SACEM†	1,930,982,690	602,750,031	31.21
SADAIC*	86,457,255	28,370,683	32.81
SIAE*	752,850,399,000	288,548,976,000	38.33

Source: PRS, using CISAC accounts.

TABLE 2 **Domestic revenue**

<i>Society</i>	<i>Domestic revenue</i>	<i>Total administrative costs</i>	<i>Total administrative/domestic revenue %</i>
JASRAC*	76,055,383,000	9,405,093,000	12.37
APRA	39,437,547	4,994,807	12.67
GEMA*	1,044,702,457	163,896,818	15.69
SGAE*	17,209,890,000	3,301,912,000	19.19
KODA	167,777,080	33,569,504	20.01
SABAM	2,569,026,000	571,029,000	22.23
BUMA	108,386,000	26,046,000	24.03
SOCAN	65,103,000	16,145,000	24.80
ASCAP	286,763,000	75,665,000	26.39
PRS	104,811,000	27,967,000	26.68
BMI	201,409,000	54,037,000	26.83
AKM	651,234,000	176,378,000	27.08
SUISA	84,653,000	23,061,000	27.24
STIM*	200,744,000	54,840,000	27.32
SADAIC*	74,247,568	28,370,683	38.21
SACEM†	1,534,864,146	602,750,031	39.27
SIAE*	521,389,949	288,548,976,000	55.34

Source: PRS, using CISAC accounts.

*Includes revenue/costs of mechanical rights collection and distribution.

†Excludes SACEM role in distribution of mechanicals income on behalf of SDRM.

Notes:

1. All data 1993, local currency.
2. Domestic revenue = Total revenue less Financial Income & Foreign Income.
3. The above data must be interpreted with care due to a number of factors:
 - Financial and other income may be used to defray administration costs or to increase revenue collections.
 - Societies also administering mechanical rights have reduced cost base to revenue.
 - Societies may have differing licensing coverage and ratio of broadcast to public performance income affecting cost base.
 - Lack of international accounting standards will prevent like for like comparison.
 - Different cultural and regulatory frameworks and copyright law regimes exist in each territory directly affecting their revenue collections.
 - Some societies will also have other income sources.