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# ANNUAL REPORT 2023

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# Introduction

2023 was a year of intense work for the entire Abramus team, which continues to be the largest copyright society in the country, representing more than 130 thousand members in Brazil and abroad.

The Society's growth has been sustained by a series of fundamental factors: excellent service to members, robust internal systems, investment in technology and constant review of processes to implement improvements.

Consolidating this scenario, Abramus invested in a new unit, opening its newest office in Belo Horizonte (MG). In addition to greater proximity

to members, the initiative recognizes the importance of the Minas Gerais music market and aims to strengthen it even further.

Care and good relationships with members continue to be the guiding principle of the Artistic & Repertoire (A&R) department, with the support of partner representatives, resulting in the constant growth of the Society.

Other departments of the Society also played important roles, such as the Documentation, Information Technology, Author's Rights and Neighbouring Rights International, and Performing Arts departments.

The Financial department also maintained its robustness and agility, ensuring adequate payment of the amounts generated by the public performance of musical works in Brazil and around the world to the corresponding members.

Below, we will present a more detailed summary of how each department of the *Associação Brasileira de Música e Artes* (Brazilian Society of Music and Arts) has performed.



# Artistic & Repertoire

The year 2023 represented, for all collective management, the return to pre-pandemic levels, with the return of shows and events in full force and with the exponential growth of audiovisual. Responsible for almost 50% of the year's collection and distribution, the segment made a historic distribution of BRL 1,390,932,883.86 (+ 12%), reaching a total of 323,614 members (+ 2.34%), of which 99,524 were nationals and 224,090 were foreigners.

Abramus ended 2023 with BRL 364,799,160.00 in revenue and a growth of 4.31% compared to the previous year, consolidating itself as the largest Brazilian society in terms

of number of members, and market share of 30%.

The tools made available to members have been a major differentiator in the market, allowing online memberships and registrations, repertoire consultations and registration of their creations, financial statements among other features that bring greater agility in consultations and registrations as well as greater transparency.

Sertanejo (Brazilian Country Music), Funk and Gospel remain the dominant musical genres in public performance where we are leaders, representing the greatest authors

and performers in the segment and we enter with full force in Urban Music, already with the prospect of good results in 2024.

We maintained our participation in the main events with great protagonism in panels, lectures and workshops. Rio2C, Music Trends, SIM São Paulo, Expo-neja, Formemus, ExpoCarnaval, Musimagem, NordesteLab and TumFestival were some of the music and audiovisual market events we attended in 2023.

For 2024, we have great expectations for growth, surpassing the BRL 1,700,000,000 in revenue, reaching the highest value in the history of collective management in Brazil.





# Financial

Representing more than 130 thousand members both in the country and abroad, Abramus is currently the largest copyright society in Brazil in terms of number of members. The finance department is responsible for performing the final steps involved in Abramus' work, which consists of paying the amounts generated by the public performance of musical works in Brazil and around the world to the corresponding members.

To ensure flawless delivery, the entire process relies on the skilful work

carried out by our dedicated and accountable staff, combined with the continuous use of technology and increasingly improved tools. The goal is to therefore offer the best possible service to members and ensure an accurate distribution of royalties.

The team is divided into two main units of Abramus, located in Rio de Janeiro and São Paulo, which are responsible for all financial transactions. This includes processing of members' payment information, submission of the electronic file for payment,

in addition to the work of the financial management of Abramus in general.

The department has a full slate of duties that require a great deal of responsibility, attention and ethics. The financial statement is audited by external companies, who confirm the excellent work Abramus has been performing throughout the fiscal year.

# DOCUMENTATION



## Documentation

The documentation department continued with the challenge of serving members with agility and quality, so that their works, phonograms and audiovisual media were registered as soon as possible.

The commercialization of music and

audiovisual production through online platforms and channels was a reality and an important source of income for all music creators, so the team was responsible for meeting this demand with all the necessary seriousness. The critical and careful analytical work on the repertoires sent continued rigorously,

to guarantee the integrity of the database.

For 2024, the focus will be on adjusting the documentation work, legislation and current rules, to the new developments arising from artificial intelligence technology in the creation of music and arts in general.

REGISTRATIONS IN 2023	
TYPE	QTY.
Musical Compositions and Pot-Pourri's	1,568,889
Phonograms	230,433
Audiovisual Work	840
Overall Total Registrations	1,800,162



# Information Technology

## Infrastructure

The year 2023 marked an important advance in the area of information technology infrastructure. Continuing the modernization trajectory started in 2022, we highlight the successful migration of our database to the cloud. This initiative allowed greater flexibility, scalability and security in our operations, preparing us to face the challenges of the future more efficiently.

## Internacional

Internationally, we further consolidate our presence and strategic partnerships. In 2023, we will strengthen our collaboration with SCAPR and CISAC, establishing even greater proximity to these important global collective management organizations. We started a partnership with IFPI for the development of the RDX. Furthermore, we continue to use artificial intelligence to optimize the distribution of values, ensuring efficient copyright management on an international level.

## Business Intelligence / Artificial Intelligence

By improving our analytical capacity, we consolidate our Business Intelligence. All operational areas of the organization have personalized dashboards to monitor and evaluate the performance and efficiency of our processes. Furthermore, we advance with concepts of “machine learning” to improve our repertoire identification processes, generating opportunities for greater gains for our members. ➔

## Next steps for 2024

As we move forward, our focus will increasingly be on continued investment and development in computational intelligence. We aim to explore and understand the challenges and opportunities that artificial intelligence (AI) brings to business processes. We recognize the immense and always renewable challenges of collective management, and this motivates us for the years to come.

We are committed to closely monitoring technological developments, seeking to integrate new tools, possibilities and technology movements that can further enrich our activity and improve our processes and practices. Every day, new opportunities arise, and we are determined to make the most of them for the benefit of our members and partners.





# Neighbouring Rights International

In 2023, around 1,400 Brazilian members affiliated with Abramus were covered and more than 1,100 phonograms performed around the world generated revenue for these members.

Our members' income came from several sources: Portugal, France, Sweden, Ireland, United States, among others. The country with the most significant distribution for Abramus members was France, followed by Portugal and the United States. And also, the French society SPEDIDAM made its first distribution.

We identified an increasing number of new members and phonograms, which makes distribution increasingly diverse and inclusive. Regardless of individual values, each member guarantees their right to receive their due remuneration.

We dedicate our efforts to continuing to map the dynamics of collection and distribution of neighbouring rights in different countries, thus ensuring coverage of all our Abramus members in all areas of collection.

In parallel, we work on continuous process improvement, risk management and constant feedbacks to members and partners, in addition to exploring growth opportunities.

This year, we also consolidated the strength of music in audiovisual media in the area, which represented around 52% of our distribution to foreign members, the result of incessant work combining to explain to the partners how Brazil operates with quick analysis and good documentation. →



Furthermore, we actively participate in discussions, projects and tool development, as well as events with the international community. As a group, our objective is to increasingly strengthen our partnerships, seeking to act more effectively for the benefit of all members.

For 2024, the expectation is to operate in new territories, some already under negotiation, guaranteeing new receipts for our Brazilian members. And, for the first time, we will be able to collect through the VRDB platform

(repertoire database) – of which Abramus participates and helped build it from the beginning, in six territories, which will make this collection much faster.

Currently, ABRAMUS works in partnership with 49 societies, in 39 countries, in the reciprocal representation of the related rights of over 1.5 million right members.





# Author's Rights International

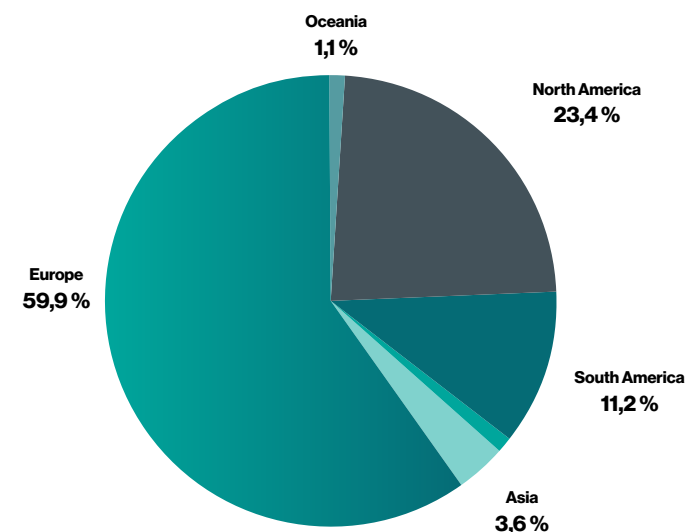
The Abramus Author's Rights International Department has two primary duties: documenting the repertoire of our Brazilian artists represented abroad, with the purpose of ensuring that they receive the amounts arising from the performance of their musical compositions and, also, taking care, here in Brazil, of the repertoire of members affiliated with the associations, represented by us. In addition to the associations, we also have foreign publishers and authors

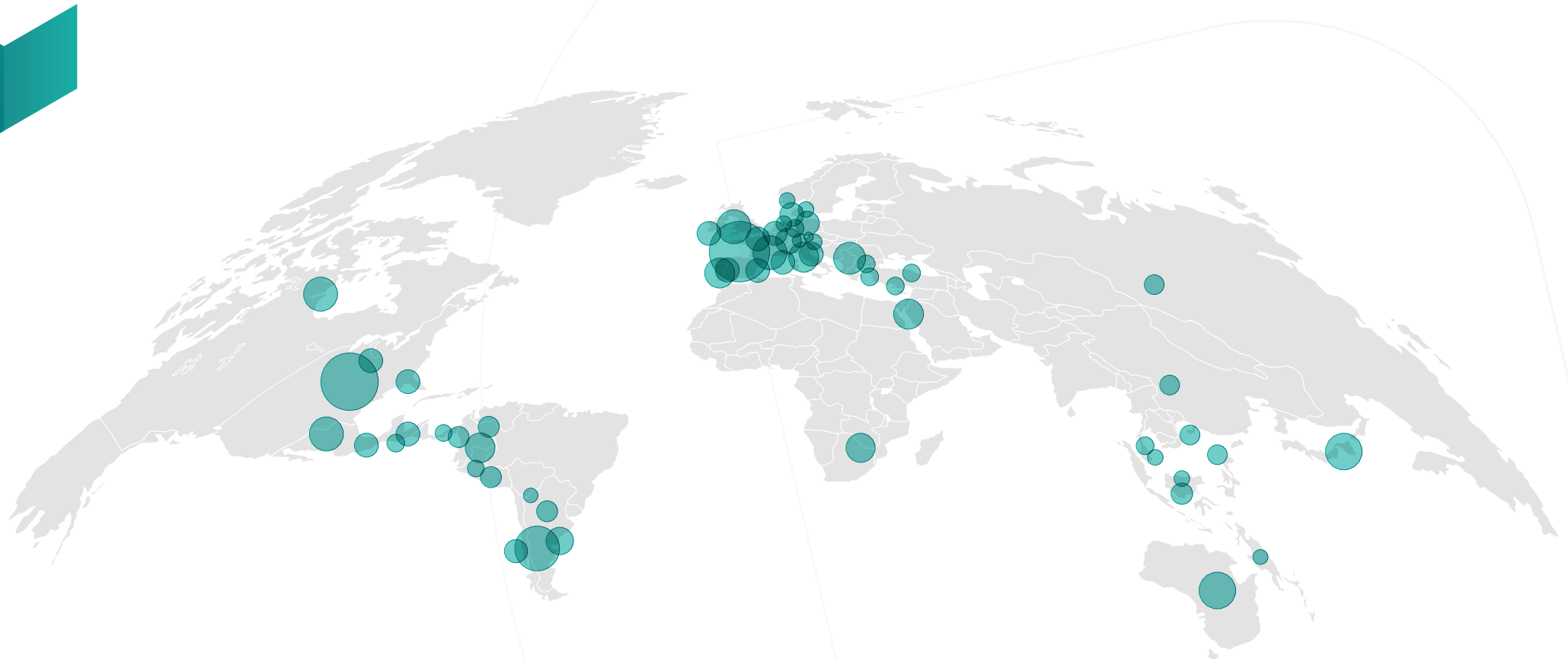
choosing Abramus to take care of their repertoire in our country.

Both tasks involve a lot of work, investment in training and tools that help with documentation and distribution, and our effort to improve our work methods is constant.

In 2023, BRL 7,802,329.26 were distributed, resulting from the execution of 60,838 works in 63 different territories. 7,724 members were included in our distributions.

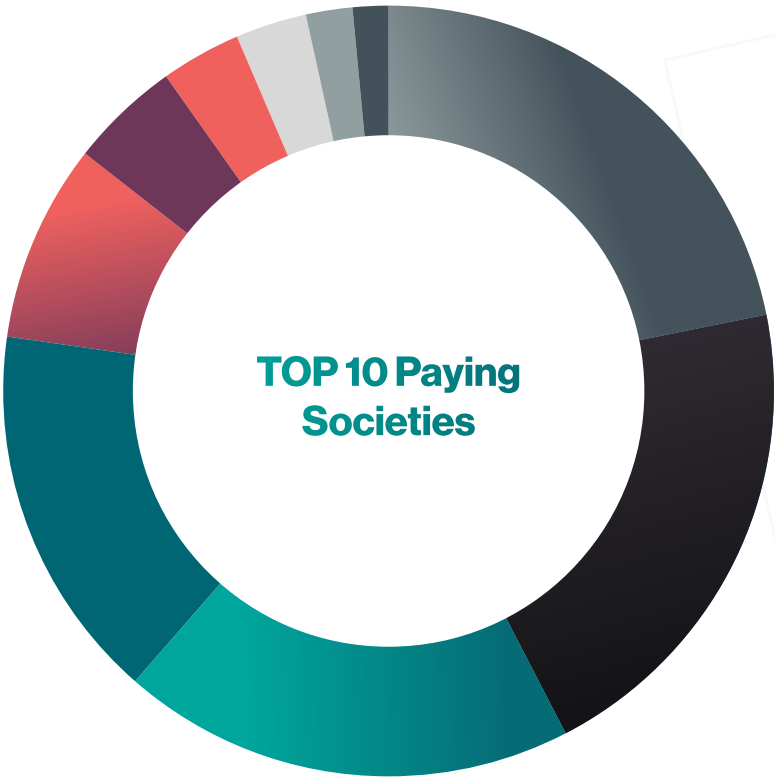
Below is a chart of the amounts received, broken down by continent:





The societies that remitted the highest amounts were, respectively:

SACEM (France), ASCAP (USA), SADAIC (Argentina),  
SPA (Portugal), PRS (England), SUISA (Switzerland), GEMA (Germany),  
JASRAC (Japan), SIAE (Italy) and SGAE (Spain).



**TOP 10 Paying Societies**

■ SACEM ■ ASCAP ■ SADAIC ■ SPA ■ PRS ■ SUISA ■ GEMA ■ JASRAC ■ SIAE ■ SGAE

We remitted BRL 33,896,139.88 to our sister societies and to foreign rights members directly affiliated to our Society. An increase of 12% compared to the amount remitted in 2022.

Our expectation for 2024 is to continue to pursue the excellence of our services, in order to serve all of our members and representatives. To achieve this, we will continue to invest in technology, communication and transparency.



# Performing Arts

Over the last few years, the Performing Arts division of Abramus has devised a working methodology based on transparency and productivity that adheres to the consistent process of adapting to improve activities.

Because of these actions, Abramus can be currently viewed as not

simply working with the collection and distribution of rights: we are practically agents for the authors by constantly seeking to publicize their works, both in the domestic and international markets.

We are currently working with about 320 well-known Brazilian artists,

including Manuel Bandeira, Cecília Meireles, Carlos Drummond de Andrade, Luis Fernando Veríssimo, Ariano Suassuna, Nelson Rodrigues, along with other renowned names, without any decrease.

ABRAMUS PERFORMING ARTS		
YEAR	AMOUNT COLLECTED (BRL)	AMOUNT DISTRIBUTED (BRL)
2023	1,143,724,49	1,000,199,74
2022	848,800,78	746,315,57
2021	382,007,63	337,025,66





# Communication

The activities of the Communication and Marketing department cover and support Abramus, composed by headquarters and 10 units, and aim to strengthen the Society's relationship with its members and also with the institutions with which it interacts.

The work carried out in the department is divided between content pro-

duction for online and offline channels, promotional brochures, brand strengthening actions, primary customer service, and event production.

Below is a summary of the results obtained over the last year.



## Social media

Relationship channels with members and the general public, with qualified content about copyright, news about Abramus and also about the music market.



**Instagram:**  
49,000



**Facebook:**  
59,000



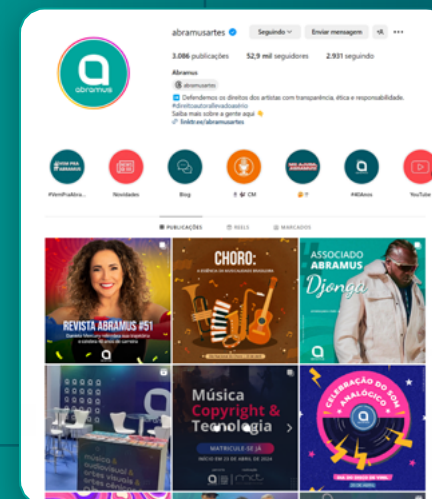
**Youtube:**  
8,000



**X (formerly Twitter):**  
9,5k



**LinkedIn:**  
7,000



## Abramus Magazine

With quarterly and special editions, the printed magazine brings institutional content, keeping members informed about the Society's activities. Furthermore, the articles honour artists and address topics relevant to the market.



## Website

It is divided into news, institutional and service content. News about Abramus, content that values members and market curiosities are available to readers. Members will also find updated information on copyright, tutorials on using the Portal, forms, reports, publications and various other resources are also available.





## Newsletter

The Abramus newsletter is a weekly publication that features the qualified content of social medias and websites.

**Music Contacts:** 70,000

**Theater & Dance Contacts:** 10,000

**Autvis Contacts:** 7,000







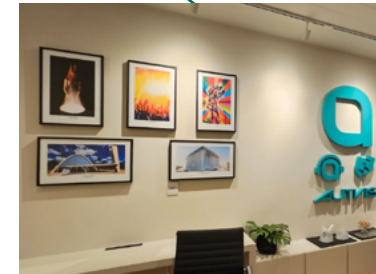
# Events

The events are an opportunity for the entire Abramus team to be even closer to members, artists, professionals in the market and the general public. Whether holding its own events or being present at fairs and conferences, Abramus aims to provide qualified content in the form of lectures, masterclasses, panels and debates.

Among the events that Abramus attended are: Rio2C, Music Trends, SIM São Paulo, Exponeja, Formemus, ExpoCarnaval, Musimagem, NordesteLab and TumFestival.



Highlight for the launching event of the new Abramus unit in Belo Horizonte:





# New Business

Brazil established itself as one of the leading global markets for music in the Digital Environment, whether with purely music services such as Spotify and Deezer, VOD services like Netflix and Amazon Prime Video or social media services such as Instagram or Tiktok . The global music market today is fully integrated in the digital environment and all releases and new projects seek to reach consumers on digital platforms, and this strategy has worked very well. Music industry revenues from the digital environment are constantly growing which is an extremely positive trend both in Brazil and abroad.

In terms of public execution, Digital

has also gained a very important role over the last few years. If a few years ago it had an almost irrelevant share of the amount raised by ECAD, today digital represents one of the most important sources of revenue for the music market, in addition to being one of the fastest growing sources of revenue in Brazil and globally. Currently, VOD platforms operating in the Brazilian market are already more relevant than traditional pay TV services. And this market not only took over the traditional pay TV market but also filled niches that pay TV did not enter.

The digital environment has generated more and more curiosity among

the artistic class. Abramus monitors the evolution of this market and has been developing solutions to help members seeking support in this area.

Our objective as a society has been to educate and help our associates about this important business model. In this sense, Abramus maintains a leading presence in several working groups of CISAC (International Confederation of Societies of Authors), such as the Society Publisher Forum (SPF) and the Business Technical Committee (BTC).





AUTVIS

ASSOCIAÇÃO BRASILEIRA DOS  
DIREITOS DE AUTORES VISUAIS

MANAGEMENT REPORT

2023

# Overview

2023 was the year of intense work and internal reorganization.

Many educational activities were initiated, new important national members and consolidation of AUTVIS' role in the author's rights international community.





# Main Activities

- Increase of licenses in audiovisual productions and products. In terms of products, largely due to AIR system inspections;
- Development of an international project for the use of the AIR system by all Latin societies through AUTVIS;
- Strengthening of relationships with government bodies;
- AUTVIS participation in conferences and events (online and in-person), bringing knowledge about copyright in the visual arts to new audiences;
- Active participation on the international scene, working together with CISAC, OMPI, the Latam Technical Group and the IAF.



# Autvis in Numbers

Due to an attempt to change the system of production and distribution of teaching materials by the State Government, a fact that generated many discussions and insecurity in the market,

there was a drop in licensing, affecting revenue from the 3rd quarter onwards.

For this reason, revenue in 2023 recorded a drop of 11.39% compared to the

previous year. However, the proposed change was not implemented and the effects of normalization should be felt in the first half of 2024.

## COLLECTION IN 2023 (BRL)

NACIONAL	1,417,562.03
INTERNATIONAL	882,486.42
<b>TOTAL COLLECTION</b>	<b>2,300,048.44</b>

**The 2023 distribution rose 26.33% compared to 2022.**

## DISTRIBUTION IN 2023 (BRL)

NACIONAL	1,412,344.05
INTERNATIONAL	687,949.07
<b>TOTAL COLLECTION</b>	<b>2,100,293.13</b>

**General operating data in 2023:**

New members	46
Total of members	1,313
Budgets made	1,392
Licensing completed	922

# Planning 2024

## Goal: increase revenue by 15%

Through increased enforcement, increased licensing, new memberships and new businesses: audiovisual and internet.

## New areas of interest for the business

- Audiovisual producers
- Advertising agencies
- Streaming platforms
- Digital products
- Partnerships with museums, institutes and galleries
- Partnerships with universities





**direito  
autoral  
levado  
a sério**

Rua Castro Alves, 713 - Aclimação, São Paulo/SP

#### Contacts

+ 55 (11) 3636-6900

✉ [comunicacao@abramus.org.br](mailto:comunicacao@abramus.org.br)

📘 /abramus

📺 /abramusoficial

📷 @abramusartes

🌐 [www.abramus.org.br](http://www.abramus.org.br)

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