



2010

2011

**ANNUAL
PERFORMER
REPORT**

WELCOME TO OUR ANNUAL PERFORMER REPORT 2011.

AS ALWAYS OUR MISSION IS TO MANAGE THE RIGHTS YOU MANDATE TO US, MAXIMISE THEIR EARNING POTENTIAL AND DISTRIBUTE THE INCOME THAT WE COLLECT FOR YOU IN THE MOST COST EFFICIENT MANNER POSSIBLE.

WE STRIVE TO CREATE MAXIMUM VALUE FOR YOU AT ALL TIMES AND OPERATE A TRULY FIRST CLASS SERVICE.

THIS REVIEW HIGHLIGHTS A YEAR OF CHANGE BUT ALSO, WE ARE DELIGHTED TO REPORT, ONE OF GROWTH. FINALLY, FOLLOWING YEARS OF CAMPAIGNING, CAME THE WONDERFUL NEWS ON NOVEMBER 1 OF THE RATIFICATION OF TERM EXTENSION BY 20 YEARS.

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EARLIER THIS YEAR I MARKED MY 11 YEARS OF MANAGING PPL AND VPL. IN JANUARY 2012 I WILL STEP DOWN FROM MY JOINT ROLE OF CHAIRMAN AND CEO WHILST CONTINUING AS CHAIRMAN FOR THE NEXT 2 TO 3 YEARS. A MANAGEMENT SUCCESSION PLAN IS IN PLACE TO SAFEGUARD THE ESSENTIAL STABILITY AND CONTINUED SUCCESS OF PPL. PETER LEATHAM, OUR MANAGING DIRECTOR, WILL BECOME PPL'S NEW CEO.

PPL has undergone some fundamental changes over the last decade and has become a very different organisation capable of providing significant and effective services to its constituents. Our results speak for themselves, whether it is the enormous growth in all the income streams, systems developments as well as high calibre teams. PPL also continues to play a key role in the various initiatives designed to secure better and stronger copyright legislation here and abroad. It was the work of many but the extension of Copyright Term was the result of a ten year campaign in which PPL was delighted to play a significant role.

All this and more has been achieved with strong and loyal support from you, the performers. Thank you. PPL now has very strong foundations and a bright future. Long may that continue.

Onwards and Upwards!

FRAN NEVRKLA
CHAIRMAN AND CEO
PPL



IT IS MY PRIVILEGE TO PRESENT TO YOU THE ANNUAL PERFORMER REPORT FOR 2011 – A YEAR IN WHICH MUCH HAS BEEN ACHIEVED.

On the issue of Term Extension from 50 to 70 years, PPL started this campaign back in 2002 and its committed involvement over the years shows how powerful a united music industry can be in changing legislation in the best interests of the music community, particularly performers. It is indeed a great result and a tribute to the company and the industry at large.

In regard to the new systems, the decision taken a few years ago has been a key factor in increasing the accuracy and cost-effectiveness of collecting, matching and distributing your monies from the use of your recordings. The cost-to-income ratio, at 13.6%, is at its lowest level this century.

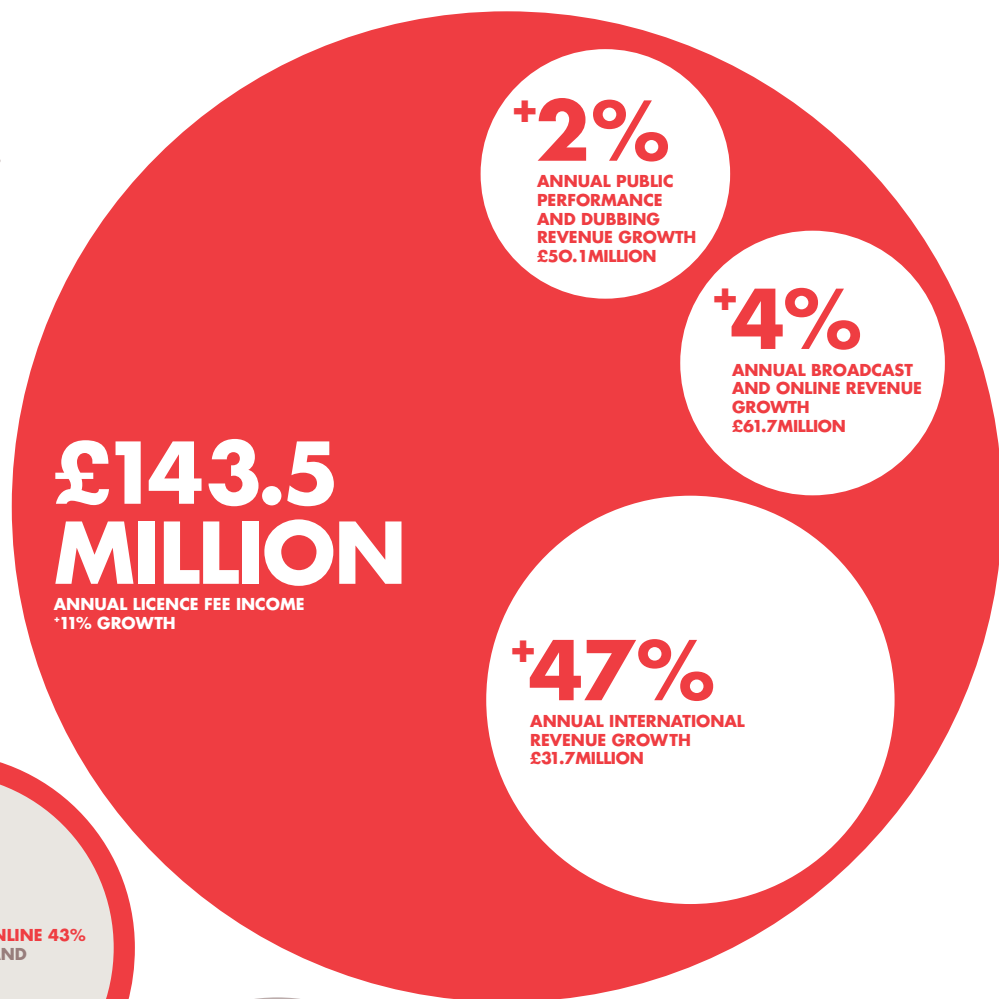
We continue to engage with performers in new ways – improving the newsletter, developing the website, attending record number of events nationally. I also hope you enjoy the re-designed look of this year's report.

We will always strive to improve and excel in the service we offer.

GERALD NEWSON
CHAIRMAN
PPL PERFORMER BOARD

2010 FINANCIAL HIGHLIGHTS

IT WAS A YEAR WHERE THERE WAS GROWTH IN ALL AREAS OF THE BUSINESS. THIS WAS PARTICULARLY ENCOURAGING GIVEN THAT IT WAS ACHIEVED AGAINST A BACKDROP OF TOUGH ECONOMIC CONDITIONS.



WORKING WITH YOU

YOUR MUSIC IS OUR BUSINESS. AS WELL AS LICENSING YOUR RECORDINGS WE WORK WITH YOU TO STAND UP FOR MUSIC RIGHTS. TOGETHER, WE HAVE SCORED SOME SUCCESSES.

1ST

THE EU PUBLISHES ITS FIRST EVER INTELLECTUAL PROPERTY STRATEGY

2

THE NUMBER OF LICENSING EXCEPTIONS REMOVED RESULTING IN INCREASED REVENUES

3

PROVISIONS TO BENEFIT PERFORMERS

CLEAN SLATE
TO WRITE OFF UNRECOUPED BALANCES
SESSION FUND
GIVES DIRECT PAYMENT TO MUSICIANS
USE-IT-OR-LOSE-IT
SO PERFORMERS CAN RELEASE THEIR RECORDINGS

4TH

REVIEW OF COPYRIGHT IN 6 YEARS: HARGREAVES REJECTS US-STYLE 'FAIR USE'

70

COPYRIGHT ON SOUND RECORDINGS EXTENDED TO 70 YEARS FROM RELEASE

10

AFTER A 10 YEAR CAMPAIGN THE COPYRIGHT TERM DIRECTIVE HAS BEEN SUCCESSFULLY PASSED BY THE EU

OUR SERVICES

WE PRIDE OURSELVES ON SERVICE AND IT IS IMPORTANT THAT WE ADAPT TO THE NEEDS OF OUR MEMBERS IN A RAPIDLY CHANGING AND EXPANDING MARKET.

11

LANGUAGES SPOKEN BY OUR INTERNATIONAL TEAM OF 18 RANGING FROM RUSSIAN TO GUJARATI

3

WE RECEIVE A CALL FROM A MEMBER EVERY 3 MINUTES

52

BILATERAL AGREEMENTS IN PLACE AROUND THE WORLD IN COUNTRIES REPRESENTING OVER 90% OF THE PERFORMANCE RIGHTS' MARKET

150

EMAILS RECEIVED FROM MEMBERS EACH DAY

53,244

ADDITIONS TO THE PERFORMER LINE UPS LINKING THEM TO RECORDINGS THAT RECEIVED A DISTRIBUTION IN 2010

1,956

MEMBERS HAVE BENEFITTED FROM US REVENUES THROUGH OUR UNIQUE QI (QUALIFIED INTERMEDIARY) SERVICE IN LAST 12 MONTHS

+27.5%

WEB TRAFFIC INCREASE LAST YEAR

£1.6 MILLION

THE MONEY WE WERE ABLE TO RELEASE TO OVER 1,000 PREVIOUSLY UNREGISTERED PERFORMERS WHOM WE TRACKED DOWN LAST YEAR

YOUR REGISTRATION

IT HAS NEVER BEEN EASIER TO MAKE AND RECORD MUSIC THAN IT IS NOW. MORE MUSIC MEANS MORE PERFORMERS. WHICH WE WELCOME!

+13%

ANNUAL INCREASE IN PERFORMER MEMBERS

4,377

ISRC REGISTRANT CODES ISSUED IN LAST 12 MONTHS

6,500

PPL RECORD COMPANY MEMBERS

95% OF OUR NEW MEMBERS SIGN AN INTERNATIONAL MANDATE TO GIVE US THE RIGHT TO COLLECT OVERSEAS FOR THEM

309,472

PERFORMER CLAIMS ON RECORDINGS ACCEPTED SINCE OUR NEW SYSTEMS LAUNCHED IN SEPTEMBER 2010

50,000

PPL PERFORMER MEMBERS

5.4 MILLION

RECORDINGS IN OUR REPERTOIRE DATABASE

YOUR USAGE

THE INVESTMENT PUT INTO OUR IT SYSTEMS IS NOW REAPING ITS REWARDS. MORE MUSIC MEANS MORE DIVERSE USAGE, WHICH WE CAN NOW MATCH MORE EFFECTIVELY.

+35%

INVESTMENT IN PEOPLE AND SYSTEMS HAS ENABLED US TO INCREASE THE NUMBER OF UNIQUE RECORDINGS RECEIVING AN ALLOCATION OF OVER ONE PENNY BY 35%

2.6 BILLION

THE AMOUNT OF SECONDS OF TV AND RADIO BROADCASTING AIRPLAY PROCESSED FOR 2010 DISTRIBUTION PAYOUT

1.5 MILLION

APPROXIMATE NUMBER OF INTERNATIONALLY PLAYED RECORDINGS MATCHED TO RECORDINGS ON THE PPL REPERTOIRE DATABASE SINCE THE INTRODUCTION OF 'USAGE & MATCHING' 12 MONTHS AGO

87,986

CHANGES MADE TO REPERTOIRE DATA AFFECTING PERFORMER LINE UP DATA - RESULTING IN EVEN MORE ACCURATE PAYMENTS

22 MILLION

THE AVERAGE AMOUNT OF SECONDS OF AIRPLAY REPORTED BY EACH COMMERCIAL RADIO STATION IN 2010

YOUR PAYMENTS

THE RIGHT PEOPLE. THE RIGHT MONEY – ON A TIMELY BASIS. GREATER USAGE GLOBALLY HAS NOT ONLY RESULTED IN RECORD PAYMENTS BUT ALSO CLEARLY DEMONSTRATES THE VALUE OF MUSIC.

19,423

PERFORMERS RECEIVED AN INTERNATIONAL ALLOCATION IN 2010

2,241

RIGHTS HOLDER DISPUTES RESOLVED ENSURING THAT CORRECT MEMBERS WERE PAID CORRECT MONIES

30,123

THE TOTAL NUMBER TO DATE OF INDIVIDUAL PERFORMERS TO WHOM WE HAVE PAID INTERNATIONAL REVENUE

22,741

PERFORMERS PAID IN PPL'S MAIN DISTRIBUTION IN JUNE 2011

£787,000

ADDITIONAL MONIES RELEASED DUE TO QI (QUALIFIED INTERMEDIARY) PROCESS

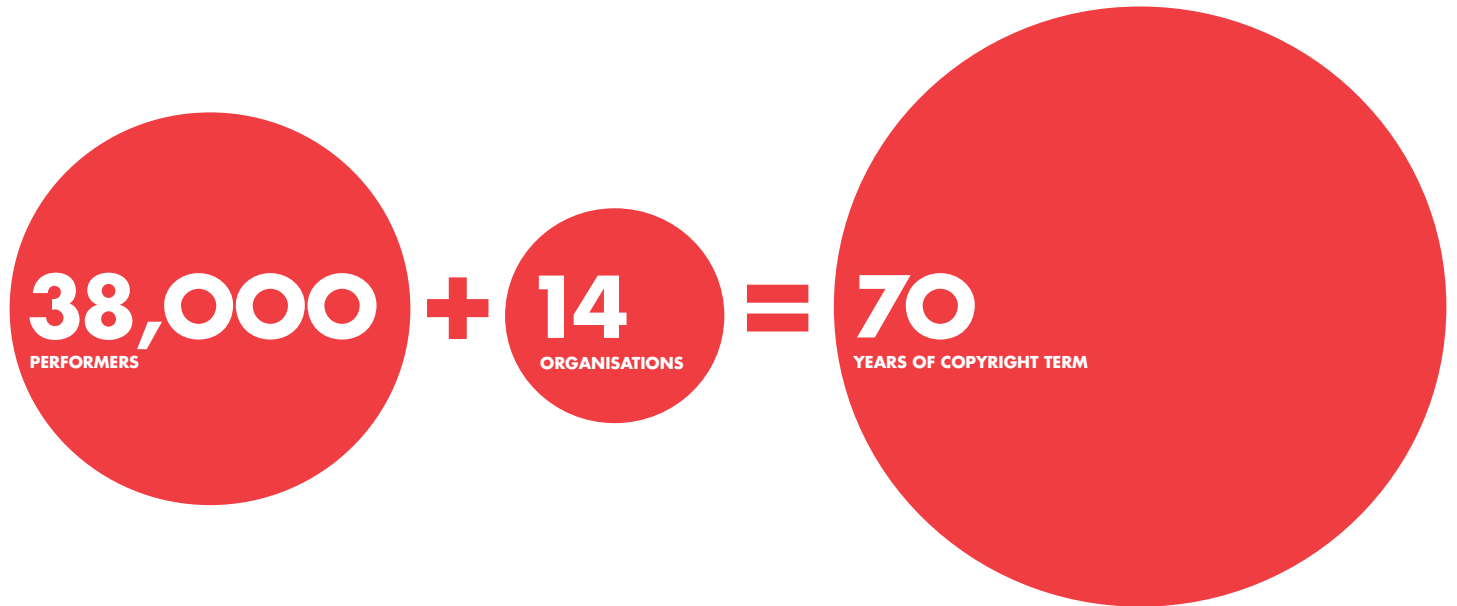
14,822

PERFORMERS RECEIVED MORE THAN ONE INTERNATIONAL ALLOCATION IN 2010

ON REACHING 70 YEARS

SIMPLY, WE COULDN'T HAVE DONE IT WITHOUT YOU. TENS OF THOUSANDS OF PERFORMERS SIGNED THE PETITION, THOUSANDS APPEARED IN THE FINANCIAL TIMES AD, DOZENS RECORDED A VIDEO MESSAGE TO GORDON BROWN, WHEN HE WAS PRIME MINISTER, AND SEVERAL INDIVIDUAL MUSICIANS TRAVELLED WITH US TO BRUSSELS TO TALK TO, AND EVEN PLAY TO, POLITICIANS.

IT WAS THE WORK OF MANY WHICH WILL BENEFIT GENERATIONS OF MUSICIANS TO COME.



As a working musician who recorded with a number of well known artists, particularly in the sixties and seventies, this 20 year extension granted to recordings finally recognises and more fairly rewards the work I did all those years ago. It may not be huge sums of money but to an OAP as I am, it is welcome.

SHEILA BROMBERG

SESSION MUSICIAN FOR ARTISTS
INCLUDING THE BEATLES

It is fantastic news to hear that copyright term has been extended to 70 years. Artists put their hearts and souls into creating music and it is only fair that they are recompensed in line with the rest of Europe. It's important that creators get paid for the work they do and this extra twenty years is much deserved.

JOOLS HOLLAND OBE

MUSICIAN, COMPOSER
AND BROADCASTER

Fantastic news and it means that a lot of musicians like myself will benefit financially from the extra 20 years. But I must just say that, as songwriter and published author where rights last for much longer, this is only fair.

WILL BIRCH

MUSICIAN, PRODUCER,
SONGWRITER AND AUTHOR

I am a working musician, continuing today to be involved in recording and live concerts. Over the past 60 years as a studio musician I have played for numerous artists ranging from The Beatles to John Williams to name just two. On behalf of all my generation we are eternally grateful for all the hard work that has been done to ensure this much deserved victory for the 'little guys' that help us benefit from the revision of the copyright laws.

PAT HALLING

SESSION MUSICIAN FOR MANY ARTISTS
INCLUDING THE BEATLES

To say that I was totally overcome by the wonderful news of the extension of copyright for performers, from 50 to 70 years is, without doubt, the understatement of the century!

LES REED OBE

MUSICIAN AND COMPOSER

ON REACHING 70 YEARS CONTINUED

As an artist who invests so much time, passion and spirit, into making music, I am pleased that I, along with my fellow artists will be paid in line with the rest of Europe. We absolutely do not go into making music for the money, but it is only right that we are paid fairly for the work we do. The extension of term is fantastic news for UK artists and the UK recording music industry as a whole.

PALOMA FAITH
MUSICIAN

I'm very pleased that this important piece of legislation has finally been voted through. I have been very fortunate in my own music career and worked with many recording musicians around the world to whom these extra revenue royalties will be significant. My thanks to all involved. It's a good day for session musicians!

PHIL MANZANERA
ROXY MUSIC

Fantastic news! And my thanks to PPL and others for their tenacity and belief in pulling off a great result. I am proud to have played a small part in the lobbying process so I would also like to thank all the politicians who voted in favour of term extension and finally seeing the cultural importance of the contribution of countless session musicians who deserve this extension from an economic point of view.

PHIL PICKETT
MUSICIAN, COMPOSER
AND PRODUCER

This has been a long time coming and is something that make sense and is fair for all musicians. It's a tough business at the best of times – and these are difficult times! So any extra royalty revenues, and I can speak on behalf of lots of session musicians, are very welcome.

JUDD LANDER
SESSION MUSICIAN FOR MANY
ARTISTS INCLUDING PAUL MCCARTNEY
AND CULTURE CLUB

This is fantastic news for performers. Thank God there are people like PPL out there battling for this stuff, so we can get on with the playing...

HUGH CORNWELL
THE STRANGLERS

I was lucky enough to be able to meet some of the politicians here and in Brussels who voted through this legislation. They listened to us and now musicians such as myself will not lose our recordings. In fact, we'll get a slightly better deal because of the provisions they have put in the legislation.

TOM MCGUINNESS
MANFRED MANN

On behalf of all jazz musicians, this is a great result and welcome news. It's never easy to make money in the field of jazz so this extension, which will mean extra royalties, is critically important. In addition, it's also only right and fair for all of us to earn from our creative endeavours. My thanks to all, politicians included, for making this happen!

DAME CLEO LAINE

This is fantastic news for the many musicians like myself who have spent hours in the studio working with many different colleagues on countless recordings. I am thrilled because it gives us fairness with other creators and recognises and rewards the contribution we all make.

RAPHAEL RAVENSCROFT
SAXOPHONIST FOR MANY ARTISTS, RECORDED SOLO ON GERRY RAFFERTY'S 'BAKER STREET'

This is great news! I'd like to thank all the politicians who have stuck at this and finally voted for companies and particularly jobbing musicians for whom the extra 20 years of revenue will mean a great deal. And beyond the important realities of the commercial considerations, it's great that recorded music gets the cultural recognition it deserves bringing those rights more in line with the rights of other areas of the creative arts.

FEARGAL SHARKEY
MUSICIAN

OUT AND ABOUT



Singer Paloma Faith opened the phone lines for PPL's Comic Relief call centre evening in March. Here she is pictured with Chairman and CEO, Fran Nevrlka and some of the PPL staff who volunteered their free time to raise over £40,000 for Comic Relief.



Folkfest was launched this year, held at the iconic London pub, The Bedford, the event brought together key people in the world of folk.

Left to right – Kerry Adams, PPL; Hannah Bridger, Root 1; Malcolm Buckland, *PRS for Music*; Tony Moore, The Bedford; Benji Rogers, Pledge Music.



The Parliamentary Jazz Awards is one of the hottest events in the Jazz and Parliamentary Calendar and this year's was no exception.

left to right – Michael Connarty, MP for Linlithgow and East Falkirk; Dame Cleo Laine, recipient of the APPJAG Special Award; Bob Blizzard, Chair of Jazz Services, Bill Ashton (NYJO) and Dominic McGonigal, Director of Government Relations, PPL.



Performing at the PPL sponsored Summer Youth Jazz event in Parliament, Joe Stilgoe and members of his band meet with Managing Director, PPL, Peter Leatham and Co-Chairman of APPJAG and MP for Linlithgow and East Falkirk, Michael Connarty.



The All Party Parliamentary Jazz Appreciation Group is one of PPL's longest standing partnerships. The summer event was another successful evening bringing musicians and Members of Parliament together for an evening of jazz.

Left to right – Mark Douglas, Chief Technology Officer, PPL; Keith Harris, Director of Performer Affairs, PPL; Glen Barnham, former PPL Board member; Laurence Oxenbury, Head of International, PPL; Gerald Newson, Chairman of the PPL Performer Board.



International star Tracey Ullman came to meet with Charlotte Todd at PPL to discuss her international mandate.



PPL sponsored the Female Artist of the Year Award at this year's Classic Brits. Here is the winner, Alison Balsom after receiving her award with Fran Nevrlka, Chairman and CEO, PPL.

CONTACT US

**FOR MORE INFORMATION OR
IF YOU HAVE ANY QUESTIONS
REGARDING ANY OF THE DETAILS
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