



## **AUTODIA BUSINESS UPDATE**

### **edition 5**

#### **New Executive Team at Autodia**

- **Declan Rudden: New Interim CEO**

On September 3<sup>rd</sup>, Declan Rudden took up his duties as the Interim CEO in order to coordinate Autodia's transition to a modern European Collecting Society. Mr. Rudden, who has a long experience working within the international collective rights management community, undertakes the fulfilment of a set of objectives and deliverables regarding the revised Business Plan, the full Licensing Policy and the new Distribution Rules.

As the former Chairman of CISAC's Business Technical Committee and former Director of Distribution and IT at IMRO (Ireland), he will also take direct responsibility for the areas of Distribution, Documentation and IT.

Mr. Rudden stated: *"I'm excited to be part of the Autodia journey and ensuring that Autodia becomes the music CMO of choice for Greek and international Composers and Publishers. By optimizing the royalties collected for Creators and Publishers and by providing a world class service to members and sister-societies."*

- **New Interim Executive Team**

On September 5th, Declan Rudden announced his Interim Executive Team and their key areas of responsibility. Joining Declan Rudden to drive Autodia's expansion will be Dr. George Mathios and Dr. Margarita Panagiotopoulou.

George Mathios is a senior executive with experience in multiple International and Greek companies. He was previously CEO of Digea where he successfully managed the TV Digital switch over of Greece. George is responsible for all Revenue matters in Autodia including re-structuring of all Autodia tariffs, re-negotiation of collective agreements with trade representative bodies and re-negotiation of Broadcast licenses

Margarita Panagiotopoulou has over 13 years of experience in providing audit and advisory services as audit partner to companies in the industry of Intellectual Rights and Broadcasting and in other sectors such as Commercial, Insurance. She will take responsibility for all financial matters in Autodia and will ensure that it meets the highest

standards in transparency to its members and sister societies. She will also take over responsibility for Human Resources; a critical role as Autodia expands in size.

### **Licensing**

Key positions in the Licensing Department have now been filled across the areas of Public Performance, Tele-sales and Credit Control.

Autodia is currently in a consultative process with user representative bodies and will publish its new Tariff Tables on the week beginning the 24<sup>th</sup> September.

### **Increasing Market Share**

AUTODIA continues to increase its market share through signing reciprocal agreements with CMOs and increasing membership with major Greek creators.

- **New Members:**

In 2018, AUTODIA has signed more than 200 new members. Most of whom represent major commercial Greek repertoire include high-profile composers, lyricists and rightsholders.

Sony ATV has recently joined Autodia as have all significant local publishers including D-Version Music and Musou Music.

- **Growing international support:**

The vast majority of CISAC sister-societies have chosen to opt-out of the ‘Temporary State Vehicle’ and entrust their repertoires to Autodia. Since August Autodia has completed over 20 reciprocal agreements and is currently negotiating more than 30 which it will conclude in September.

Upon completion Autodia will represent the entire suite of the **Anglo-American** repertoire, the **Latin-American** repertoire including SACM, SADAIC, SCD and all Brazilian societies, the entire suite of the **Scandinavian** repertoire, the major **Asian** repertoires including JASRAC and KOMCA; and most **European** societies including AKM, SPA, ARTISJUS, BUMA, MUSICAUTOR, SIAE, SUISA, ZAIKS and ACUM.

### **Sister Societies may still opt-out of the ‘temporary state vehicle’**

Societies that did not opt-out of the temporary state vehicle before August 6<sup>th</sup>, can still terminate their agreement, in accordance to Law 4481/17, by sending a 3-month notice email. The certification of authenticity of the legal representative’s signature is not required in that case. For more information on the opt-out process, contact Ilianna Antoniou [iantoniou@autodia.gr](mailto:iantoniou@autodia.gr)

## **Improving Governance at AUTODIA**

### **General Assembly approved new Statutes**

During the General Assembly that took place on September 7<sup>th</sup>, in Athens, Autodia's members approved the new Statutes, across all related articles that will help it transition to a modern European CMO:

- The functions of Board of Directors, of the Chairman and of the CEO are separated, so that the Chairman in the future cannot also be CEO.
- The CEO cannot be a member of Autodia or any other CMO.
- The number of Board Members is increased to 9, 3 of whom will be Music Publishers.
- 1 of 3 Supervisory Board Members is to be a Publisher.

### **General Assembly for Boards Elections on September 25th**

The next General Assembly will take place on Tuesday, September 25<sup>th</sup>, to include elections of a new, more representative Board of Directors. All new members can take part in the elections.

The key priorities of the incoming Board of Directors will be:

- Approval of Autodia's 5-year business plan
- A wholesale revision of Autodia's Statutes
- Approval of revised Distribution Rules fully compliant with CISAC's Professional Rules and Binding Resolutions
- The appointment of a professionally qualified, experienced, permanent CEO