

The background features a repeating pattern of golden, three-dimensional beams crossing diagonally. Behind these beams are faint, light gray musical staves with various notes and treble clefs. A white rectangular box with rounded corners and a subtle drop shadow is centered on the page.

COMPASS

Year In Review

2023

A decorative horizontal bar at the bottom of the white box, composed of overlapping, wavy golden shapes that create a sense of motion and depth.

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About COMPASS

The Composers and Authors Society of Singapore (COMPASS) is an organisation created to protect and promote the copyright interests of composers, authors and publishers of musical works and their related lyrics. COMPASS is a non-profit public company which administers the public performance, broadcast, diffusion and reproduction rights in music and musical associated literary works on behalf of its members. COMPASS deals specifically with music copyright and the usage of musical works.

The society was formed in 1987 in conjunction with the enactment of the Copyright Act of Singapore to answer the call of composers, lyricists and publishers in need of copyright protection. The purpose was to provide them with a means of compensation for usage of their creative material by other parties. This was accomplished by setting up a registry of musical works for composers and lyricists whereby their works would be protected by the society.



DR. EDMUND LAM

Chief Executive Officer,
COMPASS



CEO's Message

1. Revenue

In 2023, total revenue reached \$47 million, driven by significant growth in local collections (\$42 million), investments income (\$2.6 million) and overseas earnings (\$2.5 million).

Local revenue experienced a remarkable threefold increase year over year, primarily attributed to substantial one-off broadcasting payments, including \$21.5 million for Singtel TV's arrears and \$1 million for MediaCorp TV's arrears. Breaking it down, non-broadcasting revenue surged by more than 50% year over year to \$19 million, while broadcasting revenue alone skyrocketed by an impressive 2300% to \$23 million.

The post-COVID recovery has been outstanding, marked by a resurgence in business activity. Renewals have surged by 7% year over year to \$5.1 million, while new businesses have an impressive 134% increase to \$700,000. Airline revenue has rebounded to \$3.1 million, with all the arrears from the pandemic settled.

Despite a 38% year-over-year decline in New Media licence revenue, totalling \$3.3 million, attributed to negotiation delays stemming from the new CMO regulations, COMPASS successfully closed its inaugural agreement with TikTok, which has fully addressed its past arrears.

Total permit revenue has experienced a remarkable 135% year-over-year growth. The surge is largely attributed to major live concerts featuring renowned artists like Harry Styles, One Republic, Jacky Cheung and BlackPink. Notably, physical events continue to dominate the entertainment landscape, constituting 98% of permit revenue, while online events represent only 2% and that figure is declining.

Overseas royalties recorded an increase of 47% to reach \$2.5 million.

Investment income increased significantly, about 218%, over the previous fiscal year to \$2.6 million.

2. Expenditure

The total expenditure for 2023 was about \$4 million – about 17% more than 2022 owing to the legal fees incurred for high court and criminal prosecution cases. This was however 6.5% below the allocated budget and is only 8.5% of the expenses to revenue ratio.

3. Net Distributable Income

The Society's net distributable income for the year witnessed a commendable 228% growth compared to the previous year, driven by an upswing in revenue collection.

4. Licensing Activities

4.1 CMO Regulations/ Class Licensing Scheme ("CLS") and Generative Artificial Intelligence ("AI")

On 31 October 2023, the Ministry of Law ("MinLaw") and Intellectual Property Office of Singapore ("IPOS") gazetted the CLS to regulate Collective Management Organisations ("CMOs"). The long-awaited CLS is poised to enhance accountability and transparency within the music licensing industry, aiming to persuade errant music users to fulfil their obligations regarding music royalties.

A CMO is any entity that is in the business of collectively managing the use of content including record labels, music publishers and independent management entities which engage in issuing licences. With effect from 1 May 2024, licensing shall be a regulated activity in which all licensors must be regulated under the CLS. This means that it shall both be illegal and a criminal offence for any local or foreign entity to conduct licensing operations in Singapore without being licensed under the CLS.

Further details may also be found at MinLaw's website:

<https://www.mlaw.gov.sg/news/press-releases/new-class-licensing-scheme-regulation-cmos/>

and IPOS's website:

<https://www.ipos.gov.sg/about-ip/copyright/copyright-owners/collective-management-organisations> .

Internally, COMPASS has adjusted policies on membership, distribution and dispute resolution to align with the CLS. Our Memorandum and Articles also required changes which were to be approved at the AGM in June 2024.

Externally, COMPASS has informed its major digital licensees about the CLS so that they can take adequate legal precautions to ensure their services are adequately protected under copyright laws by having valid and recognised licences issued by legal licensors. COMPASS has also followed through with CISAC's stand by making it clear to major digital licensees that we have never consented to and does not consent to having our repertoire of musical works used for "data-mining" or "machine-learning" where such results or information is used in Generative AI to create new musical works. Such usage of musical works will have to be separately licensed and represent a potential new revenue stream for COMPASS.

4.2 Cable TV

Around February 2023, the long-running lawsuit with Singtel ended after a settlement agreement was reached through the efforts of both parties. Singtel made full payment of the \$21.5 million settlement sum (before GST) which covered their licence fees up till 2023.

COMPASS is poised to revisit the Copyright Tribunal to address purportedly ambiguous deductions in the Cable TV tariff formula, seeking a definitive resolution.

4.3 Mediacorp

COMPASS and MediaCorp have amicably resolved the issues of past arrears from 2017 to 2023. A settlement agreement was signed and MediaCorp has fully paid the licence fees which are close to \$1,000,000 for that period.

4.4 OTTs

Presently, the only OTTs being licensed are MeWatch by MediaCorp. StarHub TV+'s licence has been terminated and expired. We are still in negotiations with the lawyers representing Disney+, Netflix, and some others.

4.5 Cinemas

The major cinema operators have all resumed payment of licence fees at our tariff rate of 0.2%. Shaw has fully paid up the past arrears from 2019 to 2023. COMPASS is in talks with Cathay on past arrears from 2016 to 2023 which is expected to be a significant sum. COMPASS is also engaging the other smaller operators such as The Projector.

4.6 Reciprocal Agreements

In the 2021 High Court of COMPASS v Fox Networks, the Court had found issues with COMPASS's legal standing to sue based on our reciprocal agreements. Therefore, to ensure foreign works are protected in Singapore, COMPASS has reached out to our sister societies to amend the reciprocal agreements. Currently, we have already amended our reciprocal agreements with a number of societies.

4.7 General licensing

(A) Update to General Public Performance Licence Tariff Rates E

With effect from 1st May 2023, COMPASS revised its annual licence tariff rates to account for inflation and rising costs of living. The increment was made with reference to Singapore's Consumer Price Index:

- For tariff rates last revised in 2013, the increment will be around 13%.
- For tariff rates last revised in 2016, the increment will be around 10%.

Current licensees had at least one full year's notice before transiting to the new licence rates. Licensees accepted the increment without further feedback.

(B) Music, Fitness and Dance Schools

COMPASS has increased efforts to educate and inform the Music, Fitness and Dance Schools in Singapore of its long-existing tariff scheme for copyright music. Many business owners were previously unaware. A large number have since taken up licences and the licensing team will continue to monitor and review.

(C) Introduction of Tariff Scheme for Digital Online Usage

COMPASS has introduced a tariff scheme for digital online usage for businesses who wish to promote themselves on social media and online video streaming services.

5. Membership

Continual growth is evident in our membership with a count of 3,283 as of 31st December 2023, compared to 3,186 in 2022. Throughout 2023, 113 new members joined, excluding 3 successors.

The current member strength is thus as follows:

	Writer	Publisher
Associate	2471	64
Full	719	29
Total	3190	93

6. Member and Public Relation Activities

6.1 COMPASS Website and Microsite

The new website creation is now underway with modifications made specifically to accommodate the guideline and laws governing Collective Management Organizations released for compliance by mid 2024. The website will be completed and is expected to take over the current website seamlessly in 2024.

The microsite will be populated thereafter with past year material and launched before the next COMPASS Awards in 2024 in order to create anticipation and camaraderie for the next awards ceremony.

6.2 Raya Gathering

In this highly requested gathering of songwriters over dinner to celebrate a day of observance, members had the opportunity to meet and connect with other songwriters. Intimate social sessions such as these appeal to the younger generation of songwriters as they mingled with their peers, veterans as well as corporate administrators.

Both young and experienced songwriters were able to speak casually on their current projects, the direction of their music as well as challenges faced in their genre of music. Members have been reaching out to request for more of such networking opportunities.

6.3 Music Clinics

As members express interest in attending clinics conducted by professionals in different arms of the music business, COMPASS invited speakers to speak on various topics such as; Artiste & Repertoire, Film Scoring, Stage Craft and Performance. COMPASS has had the pleasure of inviting speakers such as Tat Tong, Joe Ng, Alemay Fernandez.

A new series of COMPASS clinics was also launched, helmed by the in-house Heads of Departments; Licensing and Documentation and Royalty Distribution. These in-house sessions will feature regularly in the annual calendar with aims to equip songwriters with knowledge on the types of copyright, how COMPASS facilitates licences, the digital stream landscape as well as how royalties derive, challenges faced in collection and the eventual process for royalty distribution to individuals.

The in-house sessions in 2023 were well-received and there were requests for more frequency of the sessions to accommodate members' schedules.

6.4 Member Induction Sessions

The member induction sessions continued, switching to a physical session in 2023. Newly admitted members were invited to attend the orientation on various topics including the type of copyright COMPASS administers, administration required by members in order to have their works properly listed in our database as well as for royalties to be claimed and distributed. The session also guides members on the member portal as well as some general sharing by established members whenever they do attend the session.

The induction accords an opportunity for songwriters to meet others and from these sessions, new collaborations have been known to foster. As these sessions have been helpful for new writers to meet others, there has also been a request for more of such opportunities to be created by COMPASS.

6.5 Social Pages

The COMPASS social pages amped up activities in 2023 by creating short intro-videos of established or trending songwriters, introducing different genre of music for different holidays / occasions in the year. These bullet -sized videos were well-received and it gives insight to the public on the workings of a songwriter and their music.

The many songwriters featured on the COMPASS social pages included Jack & Rai, Don Richmond Shigga Shay, Wang Chenwei, Alemay Fernandez, Daniel Sid, Hong Junyang, Bitty, Inch Chua, Shazza, etc. These little snippet interviews keep local songwriters in the minds of the public and being on Youtube may reach or attain a wider reach to a bigger audience for Singaporean music.

In addition to visual, the social team has also created weekly playlists of music creations from Singapore. The COMPASS playlist is a selection of works to suit different occasions with no genre specificity and as with the music interviews, it is meant to bring different genre of Singaporean music to the forefront. This has sparked much interest as songwriters are sending in links to their music in hopes of being featured online under COMPASS' playlist.

6.6 Sponsorships

In Year 2023 COMPASS sponsored a total of 13 music projects amounting to a total of \$125,200, with an aim to aid events targeted at reaching a wider audience. Of these 13 projects, 2 are incomplete with 1 sponsorship event that may be dispensed only in 2024 as it is for a year-long series commencing in mid of 2023.

COMPASS was also involved in the inception of 2 large scale organizations (since 2017) to encourage integrated Mandarin music as well as Jazz respectively. In addition to support for one-off concerts, the sponsorship granted was also extended to non-profit outfits vested in developing music of specific language/genre of music.

- SG:SW2023 was a festival formed to encourage more Mandarin music creations. With the inclusion of collaborator Singapore Chinese Cultural Centre (SCCC), Mandarin song entries with the addition of any locally spoken language could also qualify for SCCC's X-Cultural Award. The entries over the years have been encouraging with an average of 300-400 entries each year and after a round of music seminars as well as masterclasses, culminates into a finale performance with 6 major categories including Best Lyrics and Best Composer. The winners would then have their works made into a music video and transmitted / broadcasted over several local and regional channels. The entries have evolved over the years from young to mid-aged adults to the majority now being teenagers and young adults. This is a significant sign as the festival is drawing the young back to the language and support of local music.
- Jazz Association of Singapore (JASS) was formed to encourage a greater and deeper understanding of Jazz in Singapore, creating a centre of excellence in Jazz for Singapore. JAS achieved charity status in 2017 and then Institution of a Public Character (IPC) for the period 23 November 2018 to 22 May 2024, receiving also the Major Company Scheme granted by the National Arts Council.

7. ISO 9000 Certification

Our ISO certification was renewed following audit on 28th February 2023. COMPASS still remained the only collective society in Asia to achieve ISO 9000.

8. Conclusion

In the upcoming year, Singapore's economy anticipates a modest growth of 1.8% but the major sectors COMPASS is dependent on such as live mega concerts, broadcasting and New Media are not affected by the general economy.

COMPASS is poised for a commendable performance with total revenue exceeding \$40 million.

Our primary focus will be adapting to the evolving landscape, particularly the mandatory changes to corporate governance and work processes aligned with the Class Licensing Scheme.

Board Of Directors

The members elect a Board of Directors comprising 6 writer-members and 5 publisher-members. The Board of Directors is responsible for the major policies of the society. The Standing Committees are formed to help guide and propose recommendations to the Council on areas under their respective charge.



JEREMY MONTEIRO

Chairman
Writer Director



ZECHARIAH GOH TOH CHAI

Vice Chairman
Writer Director
(Special Elected Director representing
Classical / Choral music genre)



EDMUND LAM

Executive Director
Chief Executive Officer



CHARLES LIM

Writer Director



CHOO THIAM SIEW

Independent Director



EDDINO ABDUL HADI

Writer Director

Board Of Directors



IMRAN AJMAIN

Writer Director
(Special Elected Director
representing Malay music genre)



IVY PEH

Publisher Director
Amusic Rights Management



JACK TEO

Publisher Director
Universal Music Publishing



JACQUELINE CHONG

Publisher Director
Warner Chappell Music



LIANG WERN FOOK

Writer Director



SHARON CHUA

Publisher Director
Sony Music Publishing



TAN CHEE WAI

Publisher Director
Touch Music Publishing

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Highlights Of The Year

Raya Dinner Celebration 2023

Captivating moments from the Raya Dinner Celebration 2023 are available on both our Facebook and Instagram pages.



26th COMPASS Awards



Member Induction

Periodic member induction sessions are held to educate members about music copyright for their musical works, introduce member benefits, and foster community among members.

13 April 23



15 December 2023



Music Clinic

Film & Music Scoring - 11 May 2023

Joe Ng shares his wealth of knowledge and experience in the topic of film music and scoring in the May session of our 'Music Clinic' series. Though a niche market with few brave enough to undertake, the sharing session was well-received and the enthusiasm was palpable.



Music Clinic

COMPASS Music Licensing - 13 June 2023

Mr. Tan Ming Quan, Head of the COMPASS Licensing Department, delivered a thought-provoking session for COMPASS members who were eager to delve deeper into the intricacies of music licensing with COMPASS.



Music Clinic

All You Need to Know About A&R - 04 Aug 2023

Industry multi-hyphenate, Tat Tong, offered COMPASS members profound insights into his role as an A&R Director during the enriching music clinic session on August 4, 2023.



Music Clinic

Stage Craft and Performance - 22 Aug 2023

COMPASS members immersed themselves in an evening dedicated to stagecraft and the art of live performance, featuring guest speaker Alemay Fernandez.



Music Clinic

Royalty Distribution - 24 Nov 2023

COMPASS members gained valuable insights into the world of royalties during the Royalty Distribution music clinic session held on November 24, 2023.



MUSIC CLINIC
ROYALTY
DISTRIBUTION

24 Nov (Fri) | 7pm - 9pm
COMPASS Office #12-48, Paya Lebar Square, Singapore 409051

This music clinic session is for COMPASS members only

Learn about the administration of music royalties. Join us in this session where we unravel the 'mysteries' of music royalties including where royalties come from, how it is calculated, what music distribution and documentation is all about. This music clinic will be hosted by the COMPASS Chief Operating Officer Mr Raymond Tan and as usual, it is open only to COMPASS members. Do reserve early as we have limited seats available.

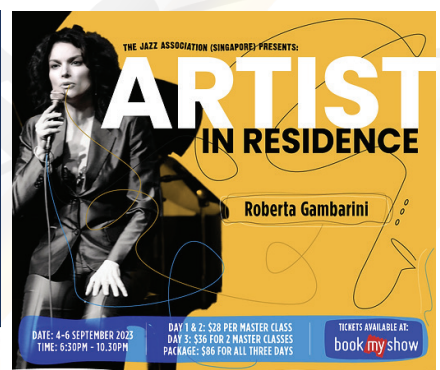
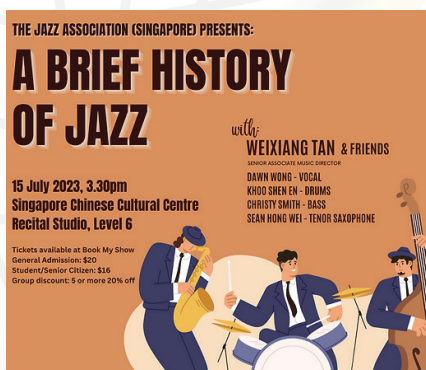
Speaker:
Raymond Tan
Chief Operating Officer, COMPASS



SG:SW 2023



Jazz Association Of Singapore (JASS)



Songwriter Spotlight

Throughout 2023, COMPASS invited select members to share their industry stories and experiences in the engaging video interview series known as Songwriter Spotlight.

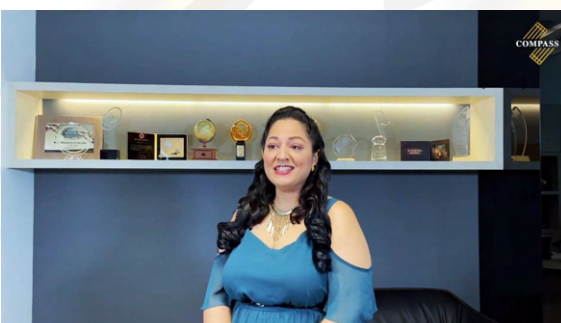
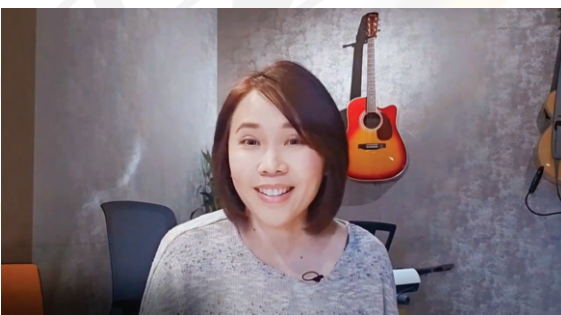
The Songwriter Spotlight series provides viewers with a deeper understanding of the talented songwriters and their journey within the industry.



Women/Mothers/Fathers in Music

April, May & June 2023

From April to June 2023, COMPASS conducted a series of insightful interviews, each tailored to different celebrations and seasons.



Sponsorships

Sponsorships of events in 2023

Event			S\$
1.	Association of Composers	Compositions Exchange 2023 (Trio)	2,000
2.	Melo Art Choir	A Night Music Composition by Lee Yuk Chuan	3,000
3.	Persatuan Bahasa Melayu University Kebangsaan Singapura (PBMUKS)	ME[R]DU 2023	1,000
4.	Asian Cultural Symphony Orchestra (ACSO)	ACSO 5 th Anniversary Concert Celebration	8,000
5.	Hong Join	"I'm So Far Away From You" Showcase (Gateway Blackbox Theatre)	3,200
6.	Ryzall Noh	Rock Santai	8,000
7.	Singapore Chinese Cultural Centre, Ocean Butterflies & COMPASS	SG:SW 2024	60,000
8.	Jazz Association of Singapore	Jazz It Up!	5,000
		Jazz Appreciation Talk	2,000
		Kaleidoscope (Reprise)	4,000
		Artist-In-Residence Roberta Gambarini	4,000
		Lion City Jazz Festival 2023	10,000
		Jazz For Kids	5,000