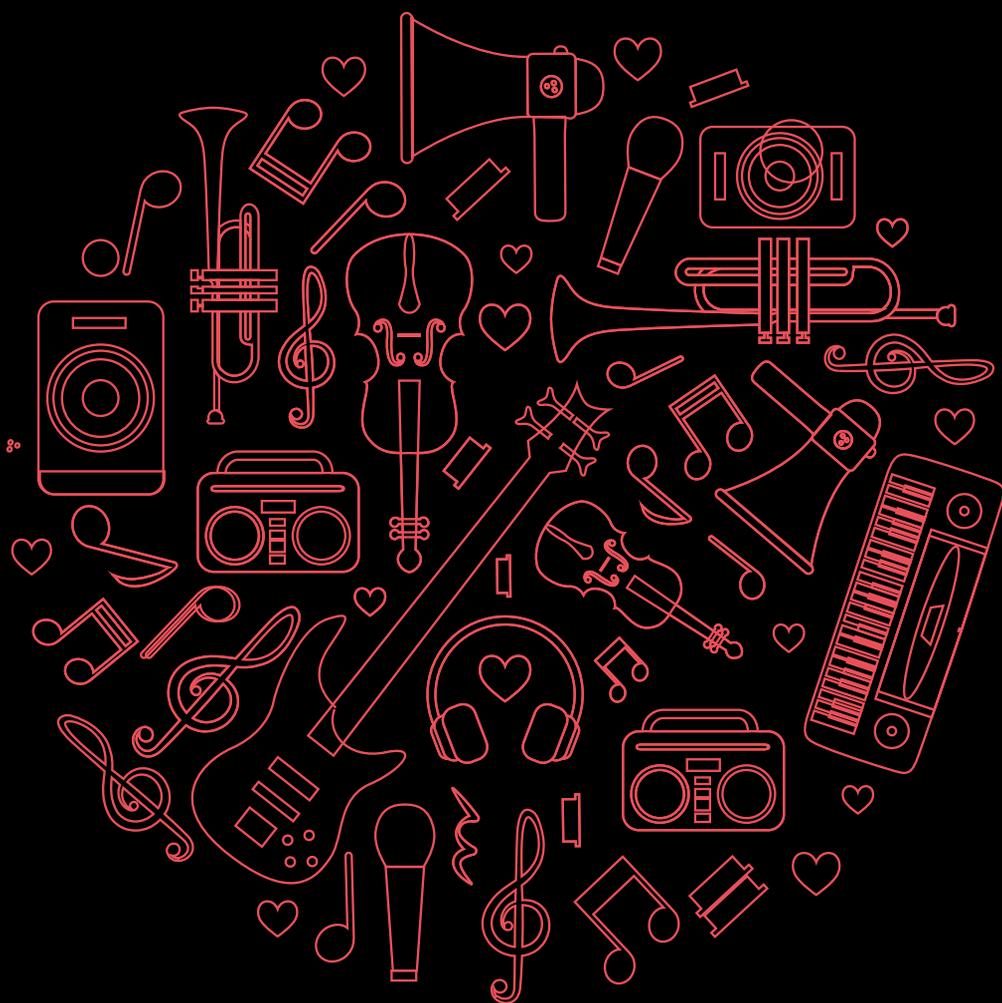


# ZAPRAF



ANNUAL REPORT  
2019

Association for Protection, Collection and  
Distribution of Phonogram Producers'  
Rights  
ZAPRAF

Ulica kneza Borne 5, 10 000 Zagreb  
Tel: +385 1 3668 194  
Fax: +385 1 3668 072  
www.zapraf.hr  
E-mail address: zapraf@zapraf.hr  
Activity code: Activities of other  
membership organizations, NEM (9499)  
Registered number: 00000541  
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OIB: 43794390104  
IBAN: HR9823600001101365900  
President: Želimir Babogredac  
Director: Maja Vidmar Klarić

# GENERAL ASSEMBLY

## 1.) GENERAL ASSEMBLY

The Assembly of ZAPRAF representatives has 11 members.

## 2.) MANAGING BOARD

The ZAPRAF Managing Board consists of 7 regular members.

**President of the Managing Board:**  
Želimir Babogredac, Croatia Records

**Vice-president of the Managing Board:**  
Branko Komljenović, Menart

### Regular members of the MB:

- CROATIA RECORDS
- MENART
- DANCING BEAR
- AQUARIUS RECORDS
- HIT RECORDS
- SCARDONA
- DALLAS RECORDS

## 3.) DIRECTOR

Maja Vidmar Klarić

## 4.) 4. SUPERVISORY BOARD

The members of the ZAPRAF Supervisory Board are Mirjana Matić, Zrinko Tutić and Šima Jovanovac.

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**INTRODUCTORY  
REMARKS BY THE  
PRESIDENT OF ZAPRAF**  
Želimir Babogredac

In 2019, the global, as well as Croatian music industry recorded significant success, relevant results and numerous activities. Part of the industry belonging to the recording industry has garnered considerable success in the previous period, and we are proud to say that this has been recognized by the general public. The Association for the Protection, Collection and Distribution of Phonogram Producers' Rights, ZAPRAF, independently and with the Croatian Phonographic Association, carried out numerous activities. The annual report before you recapitulates this year's most important moments, key and transparent data of our business dealings, as well as numerous other information that we are extremely proud of. Thank you for reading this information for the eighth consecutive year in this bilingual annual report.

The year that lies behind us is significant because of several important events and major changes in the creative, and thus the music industry. What we would like to point out as probably the biggest step forward, after several months of lobbying and backing by many artists and media outlets, is that the Directive on copyright and related rights in the Digital Single Market was adopted in March. We are grateful to all Members of the European Parliament who have given their vote in favor of this Directive. We have continued with the activities that will lead to the implementation of the aforementioned Directive in Croatian legislation and have touched upon this crucial issue through our own activities, but also in collaboration with other creative organizations in Croatia.

ZAPRAF has continued to promote interests of phonogram producers and Croatian musicians, and besides the mentioned, throughout the year, ZAPRAF representatives have, in accordance to IFPI's (International Federation of the Phonographic Industry) guidelines and business foundations, held a series of meetings and participated in various foreign and local meetings.

We have tried to protect the rights of our members and the providers of power of attorney to the greatest extent possible and so we have decided to invest in something new for the benefit of all musicians, performers and authors who make a living off of music. With great pleasure, as the first in

this part of Europe, we presented an application that positioned us alongside the great Sony Music. Entitled "Time for digital", the application was presented in November in front of a number of interested artists who will start using the application in 2020. This application gathers a multitude of information in one place; frequency and distribution of music use, music sales and the rendered profit for each user. You can find more information about the application on the following pages, and we are sure that there will be much more to say about the app in the coming year.

Among ZAPRAF's prominent activities I wish to mention are new collaborations and signed contracts with different organizations and media, which have resulted in new recognized projects.

Furthermore, we have awarded numerous recognitions for exceptional music careers and discographic achievements, and we have also awarded several prestigious Multi-Platinum Awards which represent the highest discographic recognition. We also celebrated the World Music Day, organized various panels throughout Croatia, helped organize the "Runda Digital Day" Conference, held in three cities of the region. During the fall, we celebrated the National Album Day and presented a new edition of the book on album stories, which sparked extraordinary interest of many music lovers. The end of fall saw the presentation of a new, exceptionally important project that we will realize in cooperation with colleagues from the RTL television in February 2020. This project is a new music award, Top.HR Music Awards, the first such award on our music scene.

Heading into 2020, our goal is, to the satisfaction of all our members and associates, to continue with the creation of good examples in the local music industry and to further develop current successful practices. We want to keep pace with global trends in music, with good practices from colleagues abroad, while actively protecting rightsholders professionally and transparently. To our delight, and the delight of our members, whose trust we strive to affirm from day to day, each year, I dare say that we have had a prosperous year.



# **INTRODUCTORY REMARKS BY THE MANAGING DIRECTOR OF ZAPRAF**

Maja Vidmar Klarić

Another dynamic year is behind us. I am pleased to highlight that we have successfully mastered all challenges and activities, and what is more, started numerous projects, for which I believe will start to show real results in the years ahead.

Financial results, which continue to grow incessantly, have also given us reasons for satisfaction. Thus, in the past distribution year, ZAPRAF recorded a total increase in revenues from the exploitation of phonogram producers' rights by a little more than 3%, while the fee for distribution to rightsholders amounted to HRK 25,609,697.65, 00. The cost of office operations amounted to 13.47% of the total fees collected.

There has been a continuous increase in the number of remunerated phonogram producers and ZAPRAF's phonogram base currently has 162,339 Croatian recordings and 6,882,024 foreign recordings. This very fact is the reason for the constant investment of our IT service in the latest technical solutions, and as confirmation of excellent work, we can mention that our IT service was shortlisted for upcoming projects by the International Federation of the Phonographic Industry (IFPI).

In addition to the above, I would particularly like to highlight two events which, in my personal opinion, were of great significance for phonogram producers in 2019.

Firstly, this was certainly the adoption of the new Directive on copyright and related rights in the Digital Single Market, aimed at fair levelling of the work of participants in the creative, cultural and media industries. The Directive, as such for the first time, confirms that user-uploaded content platforms carry out the activity of communication to the public, and must request rightsholder's permission or ensure that unauthorized content is not available on their platforms. The Directive also includes the "notice and stay down" clause requiring the platforms to remove unlicensed content, which also constitutes the first such provision in the world. What lies ahead of us is the implementati-

on of the Directive into national legislation, and I am sure that ZAPRAF representatives, as members of the working group drawing up the Draft law on copyright and related rights will sovereignly represent the interests of the phonogram producers and other artists in the music industry.

Secondly, but by no means less important, 2019 saw the modification of regulations affecting taxation. In November, amendments to the Law on value added tax were adopted, which significantly facilitates the work of phonogram producers, applying the 13% VAT rate (instead of the previous 25%) to phonogram producers' services and related rights as of 1 January 2020. The Ministry of Culture must also be praised for this success and for recognizing the significance of cultural and creative industries, i.e. the contribution of phonogram producers to these industries, and for their support in our initiative to amend the Law on value added tax.

In the following year, we will continue to work on all previously initiated, as well as new projects, not only in the sense of achieving greater financial success, but more importantly, in the sense of improving in all other aspects of our business strategy and in order to ensure sustainability of results in the coming years.

Based on our joint abilities and hard work we intend to invest, I believe that we can continue building creative environment in the future, providing all our phonogram producers, as well as other associates, with a high-quality and professional cooperation in this continuously growing industry.

A big thank you to all who have in any way endorsed and/or participated in the work of ZAPRAF in the preceding period.

I invite you to continue to follow our work, as well as to send us your proposals, ideas and suggestions that will certainly enrich Association's activities for the benefit of its members, users, and the entire music industry.



# ZAPRAF'S ACTIVITIES IN 2019

## THE ASSEMBLY OF ZAPRAF REPRESENTATIVES HELD

The Assembly of ZAPRAF representatives was held in Zagreb on 5 June 2019 with 10 of the 11 members participating. By the choice of the working presidency and the determination of the mandate, the director, Maja Vidmar Klarić, presented the annual activity and financial results report. The director also presented the work plan and the financial plan for the next period.

In comparison with the previous distribution year, the revenues of ZAPRAF increased by about 3% (with total revenues of almost 35 million HRK), which amounts to the nominal amount of HRK 1,058,954.53, 00. There has been a recorded growth regarding almost all items, while the allocation of the collected fees was continued in the practice of paying monthly and quarterly advance instalments to those phonogram producer rightsholders who had been entitled to an amount exceeding HRK 100,000.00 or HRK 40,000.00.

The director, Maja Vidmar Klarić, stated that in the past year ZAPRAF's IT service collected data on the use of recordings from the total of 186 national, regional and local radio and television stations in the Republic of Croatia. In doing so, there were 16,153,318 broadcasts of recordings, i.e. performances, and Airplay was comprised of the total of 336,932 unique recordings.

ZAPRAF's digital database and application have been constantly improved and upgraded with the aim of achieving ease of reference, as well as to obtain better and faster execution of the application, with an increasing number of features. Moreover, a very high level of recording recognition, above 92% of recognized recordings, has been retained, which significantly exceeds the recommendation of THE IFPI (World Discography organization) of 80%.

The practice of a high level of transparency when it comes to ZAPRAF's business activities has been continued. In the 2018 distribution, each rightsholder, provider of

power of attorney to ZAPRAF, had visible display of data on the use of recordings in real time, specified by radio and television stations.

The Assembly of Representatives adopted amendments to the Ordinance on collective protection of phonogram producers' rights and the allocation of fees related to the reduction of points value for background music and music credits, bearing in mind that the aforementioned music has a secondary, and in no way major effect on the viewer/listener and that the phonogram used in such functions is represented by duration and significance only to a lesser extent. Likewise, the annual transparency report in accordance with article 168d of the Law on copyright and related rights was presented and unanimously approved on the Assembly of Representatives.

Following activities have been highlighted as priorities for the upcoming period: further upgrading of the ZAPRAF database and actions within it; final stage of the creation of the portal, that is, application for radio and television stations; maintenance of a stable or increasing revenue from existing beneficiaries; negotiating with the HDS ZAMP regarding the signing of a new contract; continuing the cooperation with the State Intellectual Property Office and other national authorities; signing of new bilateral treaties; providing assistance in establishing collective organizations and collective protection systems in the region; continuing the successful cooperation with the International Federation of the Phonographic Industry, etc.

////



MENART



UNIVERSAL MUSIC CROATIA



# ACTIVITIES OF THE ZAPRAF'S MANAGING BOARD

In the previous mandate, ZAPRAF's Managing Board, in the period from 19 June 2018 to 28 May 2019, held a total of 15 sessions. Record companies' representatives, i.e. members of the Managing Board during this period were:

**CROATIA RECORDS**  
Želimir Babogredac,  
president of the Managing Board

**MENART**  
Branko Komljenović,  
vice-president of the Managing Board

**DANCING BEAR**  
Silvije Varga

**AQUARIUS RECORDS**  
Boris Horvat

**HIT RECORDS**  
Kristina Krajna

**SCARDONA**  
Branko Paić

**DALLAS RECORDS**  
Dario Draštata

## HIGHLIGHTS

### ADOPTION OF THE DIRECTIVE ON COPYRIGHT AND RELATED RIGHTS IN THE DIGITAL SINGLE MARKET

On 26 March 2019, the multiannual process of revising existing legislation has been completed and the Directive on copyright and related rights in the Digital Single Market (DSM directive, 2019/790) was adopted in the plenary session of the European Parliament, with a total of 348 votes for, 274 votes against, and 36 undecided votes. This ended the legislative procedure which started back in 2016 and had the aim to adjust the regulation at the level of the European Union in relation to copyright and related rights to the requirements and challenges of the modern digital market, and in particular with regard to the Value gap issue which was one of the incentives for the revision of regulation at European level.

ZAPRAF's and Croatian Discography Association's representatives contributed to the issue from the beginning, meeting with Croatian Members of the European Parliament, cooperating with the IFPI (the world's umbrella phonographic organisation) and having meetings in the Ministry of Culture and with other relevant public authorities, by frequent collaboration with other associations from the creative and music sectors. The new Directive should finally ensure a balanced market competition primarily by balancing the obligations of legal streaming services and large platforms such as YouTube, which have so far used legal gaps and essentially constituted illegal competition of services that have duly regulated

relations with rightsholders. The Directive should also contribute to the proper functioning of the internal market and stimulate innovation, creativity, investment and the production of new content. The implementation process in Croatia and many Member States has already begun and is expected to be completed by the prescribed two-year deadline from the publication of the directive or by 7 June 2021. //

### CORPORATE TAXPAYER STATUS

At the end of 2018, ZAPRAF received a decision by the Tax Authorities, which established the status of taxpayers' income tax from 1 January 2019, as based on the pursuit of economic activity. Through communication with other music collective organizations, ZAPRAF got the information that the Tax Authorities have acted in the same way in their case. ZAPRAF filed a complaint against the aforementioned decision at the end of 2018, stating that it was wrongly established that ZAPRAF pursues economic activity, exchange of goods and services on the market, but rather that ZAPRAF is set up on a non-profit basis without the intention of acquiring profit and other economically estimable benefits, and Association's pursuit of activities for which it has been established cannot be regarded as economic activities and has not been established for the purpose of permanent and independent pursuit of a particular economic activity in order to obtain profit, income or other estimable benefits, but for the pursuit of

activities in interest for the common good, such as the protection of rightsholders of phonogram producers whose phonograms would be illegally used without ZAPRAF's protection, and in this respect ZAPRAF establishing order in the field of protection of copyright and related rights. A decision on determining the status of income taxpayer was replaced on the basis of the complaint and the procedure for the registration of a corporate taxpayer was suspended, which ensured the current treatment of ZAPRAF as a non-profit association, not performing economic activity. **////**

### **NEW CONTRACT WITH HURIN**

At the beginning of 2019 and after lengthy negotiations with representatives of the Croatian Association of Radio Publishers (HURIN), attended by representatives of the HDS ZAMP, HUZIP and ZAPRAF, the parties agreed on a proposal for a new Appendix 5 to the Basic Agreement, which was signed on March 20 2019. The new appendix sets out the amount of compensation that the HURIN member stations will be obliged to pay for the next six-year period, i.e. 2024, as a percentage of the revenues generated, and in the case of the application of the minimum fee depending on the concessional class, i.e. the number of inhabitants in the concession area of each station. **////**

### **AMENDMENTS TO THE LAW ON VALUE ADDED TAX**

At the beginning of 2019, the new Law on value added tax introduced a 13% rate applicable to services and related copyrights of writers, composers and performance artists, members of appropriate collective management organizations performing

their activity under specific copyright and related law regulations and with the prior approval of the central state intellectual property authority. This amendment unduly omitted phonogram producers from the preferential rate of value added tax, and ZAPRAF drew attention to this issue to the Ministry of Culture and the Ministry of Finance of the Republic of Croatia. This imbalance has been eliminated by the new version of the Law on value added tax, entering into force on 1 January 2020 and now authors, performers and phonogram producers and will be included in an equal tax rate of 13%. **////**

### **SUPERVISORY BOARD REPORT**

In accordance with the ZAPRAF Statute, members of the Supervisory Board at its session held on 28 May 2019 chose Ms Mirjana Matić as president of the Supervisory Board and commenced their activities. Mirjana Matić, as president of the Supervisory Board, along with other members of the supervisory board, Šima Jovanovac and Zrinko Tutić, according to the Statute of 8 June 2018 and the Ordinance on the Collective Management of Phonogram Producers' Rights and Distribution of Fees from 25 January 2018, considered the application of the Statute and other bylaws and decisions of ZAPRAF's authorities and inspected the material and financial operations in 2018.

The Supervisory Board reviewed the minutes of the 14 Managing Board sessions held since the last regular meeting of the General Assembly of 8 June 2018 and ascertained that the decisions adopted by the Managing Board complied with Association's Statute and ZAPRAF's bylaws.

The members of the Supervisory Board were also informed that at the end of 2018 ZAPRAF, as well as other music collective organizations, received the tax decision according to which ZAPRAF entered the corporate tax system, which was appealed, and finally, taking into account the given arguments and in accordance with the documentation submitted, that ZAPRAF's appeal was fully accepted and ZAPRAF deleted from the register of corporate taxpayers.

The members of the Supervisory Board were also informed of amendments to the Law on value added tax, under which since 1 January 2019 a reduced VAT rate of 13% is applied to "services and related copyrights of writers, composers and performance artists, members of appropriate collective management organisations performing that activity under special regulations referred to in copyright and related rights and with the prior approval of the central state intellectual property authority" (article 38 (3) point Z of the VAT Law). Since these amendments do not include phonogram producers' rights and thus, phonogram producers have been placed in a discriminatory and unfavourable position with respect to other rightsholders, consequently, legal actions have been initiated towards the Ministry of Finance and in order to ensure that all intellectual property rightsholders be in an equal position.

Having inspected all necessary documents, the Supervisory Board established that the Managing Board and the Director acted in compliance with ZAPRAF Statute and in Association's interests, they have adopted all necessary decisions in keeping with valid legislation, and established that the reports are truthful and objective, i.e. no unlawful actions or any illegalities have been established.

Assembly of Representatives. **////**

## **INTERNATIONAL COOPERATION AND BILATERAL AGREEMENTS**



### **ZAPRAF REPRESENTATIVES AS REGULAR PARTICIPANTS OF THE INTERNATIONAL FEDERATION PHONOGRAPHIC INDUSTRY'S (IFPI) MEETINGS**

ZAPRAF representatives participated in the IFPI PRC meetings, held in Athens on May 23 and 24 and in London on October 16 and 17 where an overview of the most important events on the music market was presented. The conferences were divided into two main parts – the part relating to technology and processes and the section relating to music licensing.

IFPI representatives held a series of presentations, among which it is important to highlight a presentation of the Repertoire Data Exchange (RDX) system that will allow phonogram producers to enter their own catalogue in a unique format (DDEX MLC Standard), which aims to improve the cooperation among phonogram producers, collective organizations and IFPI in a way that provides phonogram producers and collective organizations with faster and simpler entry of catalogues globally. When it comes to the production of RDX itself, the IFPI has chosen the PPL's IT service, while ZAPRAF's IT service, Poslovna spajalica d.o.o. was shortlisted.

Financial scores on the global level record

positive trends for the fourth consecutive year with the total revenues of the music industry in 2018 amounting to 19,06 billion USD, representing a growth of 9.7% compared to 2017. The main sources of revenues in 2018 were: digital sales (downloads and streaming), physical sales, collective phonogram producers' rights and dubbing revenues, while the highest growth was recorded in the field of streaming with an increase of revenues of the high 34% compared to 2017. Top 10 countries in collection of fees for phonogram producers in 2018 were, in order: USA, Japan, United Kingdom, Germany, France, South Korea, China, Australia, Canada and Brazil. In Croatia, the annual recorded growth of revenues on the basis of collective phonogram producers' rights has been slightly over 3%.

Like in previous years, ZAPRAF representatives also participated in the National Group Directors meetings held on 11 September and 12 March 2019 in Strasbourg, on 25 and 26 June 2019 in Milan and 21 and 22 October 2019 in Strasbourg. Alongside to a great number of topics, special attention was paid to the activities aimed at adoption, followed by the implementation of the Directive on copyright and related rights in the Digital Single Market (DSM directive) in individual Member States of the European Union, which includes Croatia. **////**

### **BILATERAL AGREEMENTS SIGNED WITH UKRAINIAN ORGANIZATIONS ULCRR AND UMA**

In 2019 ZAPRAF continued to collaborate with the collective organizations of phonogram producers in the region, but also signed bilateral agreements with two Ukrainian collective organisations. In April 2019, bilateral agreements with UMA – Ukrainian

Music Alliance and ULCRR – Ukrainian League of Copyright and Related Rights were signed, thus continuing the trend of increasing the number of organizations with which ZAPRAF collaborates in the implementation of the protection of phonogram producers' rights. **////**

### **REGIONAL CONFERENCE HELD IN LJUBLJANA**

The Regional conference of collective management organizations of phonogram producers' rights was held in February 2019 in Ljubljana, and was attended by representatives of all regional organizations.

Once again, ZAPRAF proved to be the leading collective organization in the region, both by the results achieved and by the level of development when it comes to technical processes and business practices, and, at the request of the IFPI, held a presentation regarding the system of public execution and market share in Croatia which is one of the most developed in the greater region. On that occasion, meetings were held with other collective organizations and prominent points and guidelines were made for the further development of collective protection in the region. **////**

### **INDEPENDENT MUSIC COMPANIES ASSOCIATION (IMPALA) REPRESENTATIVES VISIT ZAGREB**

Runda Digital Music Conference was held in Zagreb on November 7, which brought together a number of international and regional music professionals and where different topics on digital music distribution were

presented to the attending phonogram producers, musicians and music lovers. Helen Smith, IMPALA's president, attended one of the Conference panels, named Copyright in the digital era – the implementation of article 17 of the Copyright directive in the Digital Single Market and said that this topic was an extremely vital and attractive one for the independent music sector. She also said that it is important to ensure market streaming and enable the availability of the greatest possible amount of music to Croatian listeners, with the article 17 of the Directive playing an extremely important role since it changes the way large platforms license music. **////**

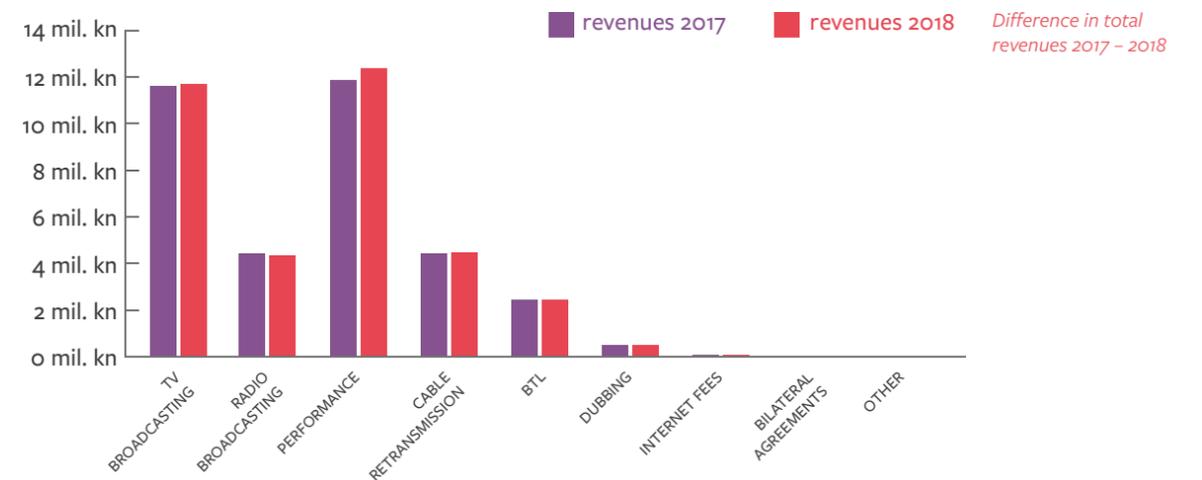
# FINANCIAL REPORT FOR 2018

## COLLECTED FEES

In 2018, ZAPRAF's collected fees have grown for 3.06% in comparison to the earlier year. In the 2018 distribution year, a total of HRK 35,545,868.47 was collected.

	2018 REVENUES	2018 SHARE IN REVENUES
TV BROADCASTING	11.550.195,20 kn	32,49%
RADIO BROADCASTING	4.331.011,35 kn	12,18%
PUBLIC PERFORMANCE	12.400.533,90 kn	34,89%
CABLE RETRANSMISSION	4.189.726,63 kn	11,79%
BTL	2.440.884,03 kn	6,87%
DUBBING	590.963,56 kn	1,66%
INTERNET FEES	38.135,91 kn	0,11%
BILATERAL AGREEMENTS	4.417,89 kn	0,01%
<b>TOTAL</b>	<b>35.545.868,47 kn</b>	<b>100%</b>

ZAPRAF'S total revenues

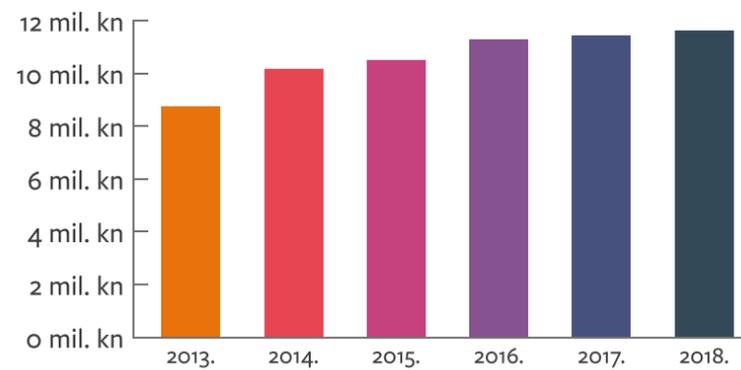


## BROADCASTING

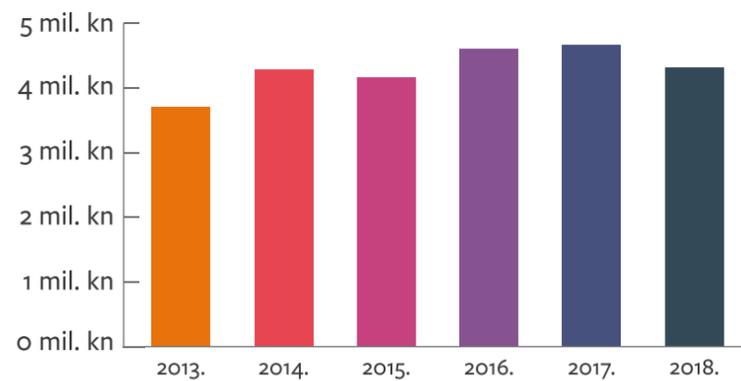
The total amount collected for the broadcasting rights was HRK 15,881,2016.55, which included phonogram producers' rights for radio and television station broadcasting.

In comparison to 2017, the collected fees increased by HRK 18,142.71, or 0.11%.

Television  
broadcasting

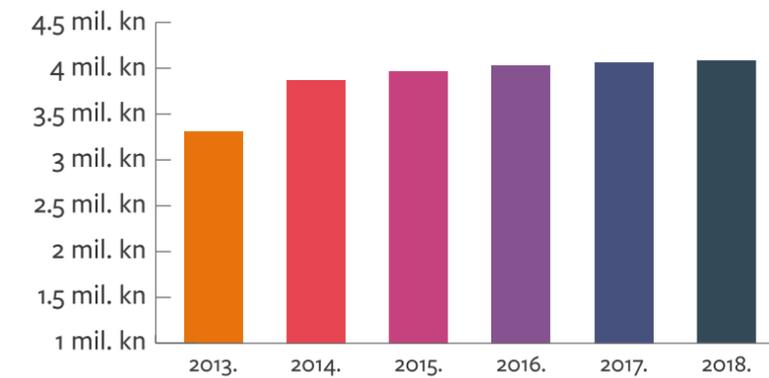


Radio  
broadcasting



## REBROADCASTING (CABLE RETRANSMISSION)

In 2018, a total of HRK 4,189,726.63 was collected for rebroadcasting (cable retransmission), which was an increase of 0.5% in comparison to 2017.

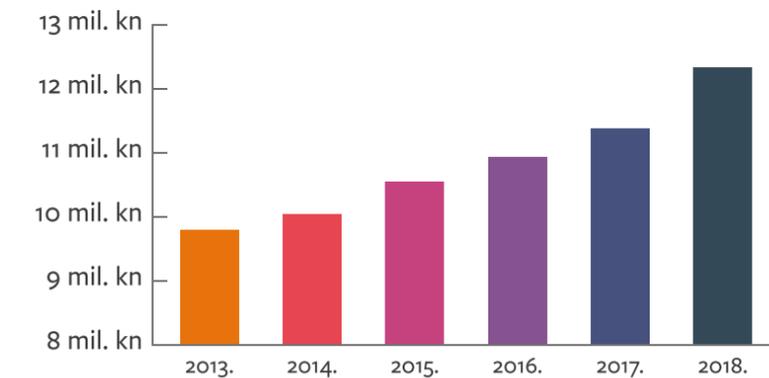


Rebroadcasting  
(cable retransmission)

## PUBLIC PERFORMANCE

2018 witnessed an increase of 9.39% in revenue from public performance in comparison to the preceding year with the total of HRK 12,400,533.90 collected.

This category is also the one with the biggest recorded growth in revenue in relation to the preceding year.

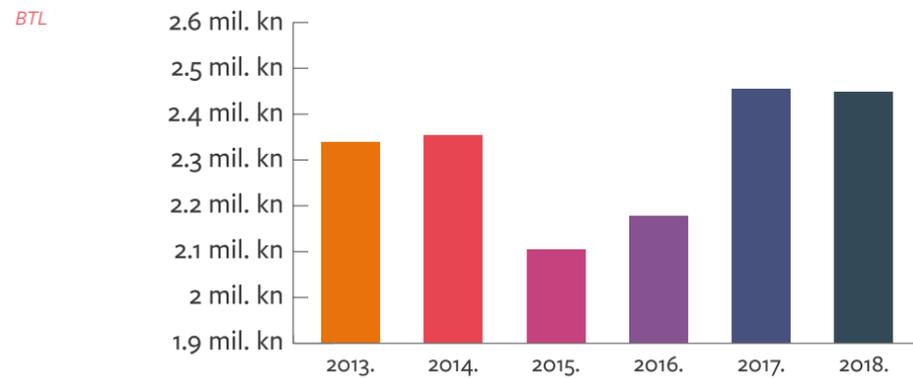


Public  
performance

**FEE FOR PHONOGRAM REPRODUCTION FOR PRIVATE OR OTHER PERSONAL USE (BLANK-TAPE LEVY)**

In 2018, the fees for the reproduction of phonograms for private or other personal use amounted to HRK 2,440,884.03. ZAPRAF has, in accordance with its legal obligations, allocated 30% of that amount, HRK 629,748.08, to stimulate suitable artistic creativity and cultural diversity. In comparison

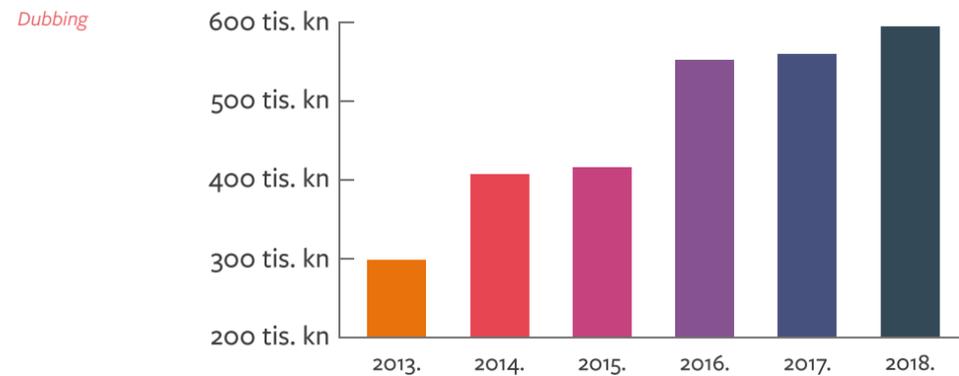
to the previous distribution year, there has been a decrease in the amount of collected fees for the use of these rights of 1.14%.



**MECHANICAL REPRODUCTION RIGHTS (DUBBING)**

This category includes fees collected for the use of phonograms by DJs, in jukeboxes and radio and TV station digital archives. In 2018, a total of HRK 590,963.56 was colle-

cted for mechanical reproduction rights, which marked an increase of 4.31% in comparison with 2017.



**FEES COLLECTED FROM INTERNET USERS**

In the category of fees collected from internet users, fees have been collected on the basis of rights for the use of phonograms in the area of online use of music (ex. background music, web casting, simulcasting, live streaming, streaming-on-demand, streaming-nearly-on-demand, etc).

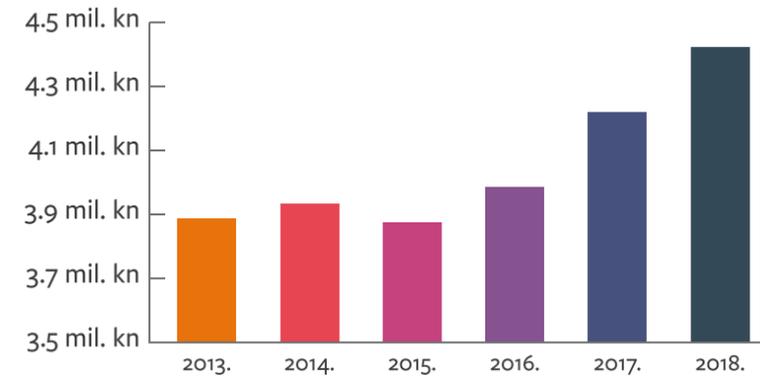
In comparison to the previous distribution year, there has been a decrease in the collected fees for the use of these rights for 3.73%.

**ALLOCATIONS FOR THE COST OF RIGHTS MANAGEMENT**

Out of the total amount of fees collected in 2018 for the use of phonogram producers' rights, which was HRK 35,545,868.47, the costs of collective management of phonogram producers' rights have been divided in two categories: costs of fee collection, and costs of data processing and fee distribution (costs of ZAPRAF's operations). In the 2018 distribution year, the total cost of fee collection was HRK 4,398,501.95.

<b>PUBLIC PERFORMANCE</b>	2.812.770,50 kn
<b>LOCAL RADIO AND TV STATIONS</b>	421.835,59 kn
<b>CABLE</b>	670.356,26 kn
<b>BTL</b>	341.723,76 kn
<b>DIGITAL ARCHIVES</b>	3.382,26 kn
<b>JUKEBOX</b>	43.747,77 kn
<b>DJ</b>	57.706,32 kn
<b>ENTERTAINMENT EVENTS</b>	39.352,30 kn
<b>INTERNET FEES - PUBLIC COMMUNICATION</b>	5.447,99 kn
<b>INTERNET FEES - REPRODUCTION</b>	2.179,19 kn
<b>TOTAL</b>	<b>4.398.501,95 kn</b>

*Costs of fee collection (HDS ZAMP)*



In 2018, the costs of data processing and distribution of fees were 13.47% of collected fees, which corresponds to HRK 4,111,450.40. These costs encompassed all costs of data processing and overhead expenses (rental of the premises, staff sa-

laries, accounting, IT service, legal service, telecommunications, Internet, IFPI membership fee, PR costs, intellectual-property protection event, seminars, conferences, etc.).

### FEE DISTRIBUTION FOR 2018

In June 2019, ZAPRAF's staff completed processing the data on the use of phonograms in 2018 and payments were made to all rightsholders on the basis of final annual calculations.

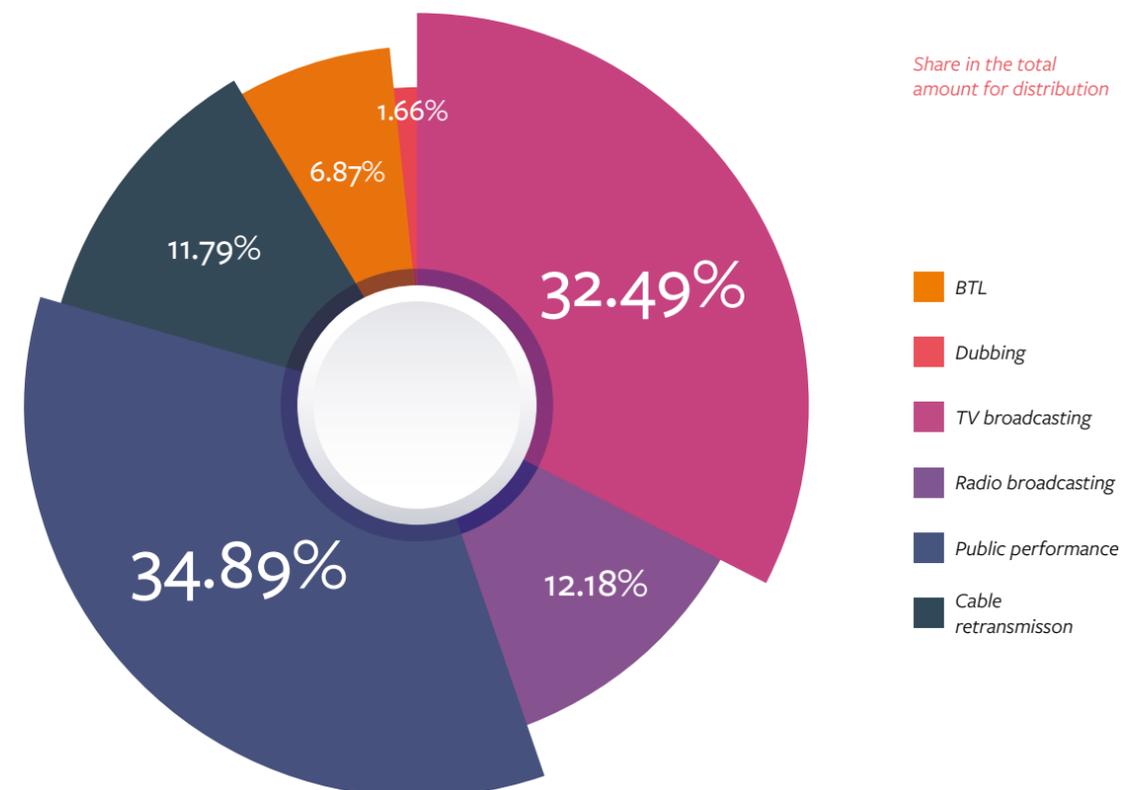
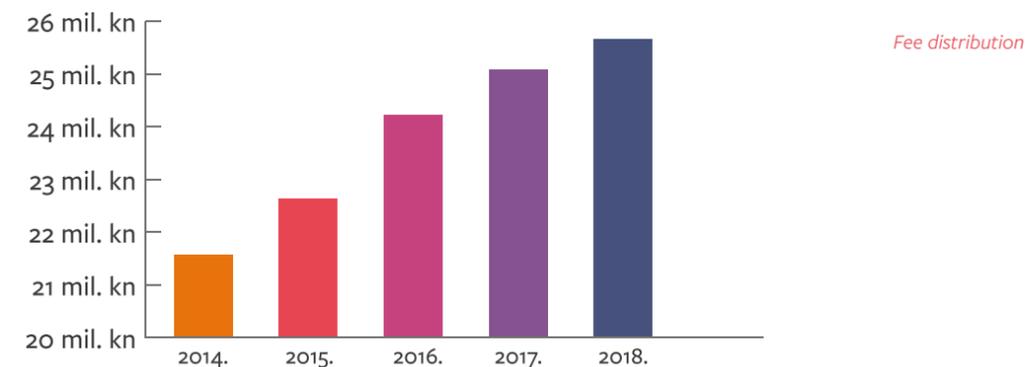
In the last distribution year, the fees distributed to rightsholders increased by 2.18% and in comparison to the previous year, the amount for distribution was higher by HRK 545,934.72.

As in the previous years, fees were distributed on the real use of phonograms. In 2018, phonogram rightsholders recorded 16,153,318 plays on 186 national, regional and local radio and TV stations. The number of unique phonograms played was 336,932.

In 2018, Petar Grašo – Ako te pitaju was the most frequently played domestic recording with 14,800 plays, while Portugal The Man – Feel It Still had the most frequently played foreign recording with 8,809 plays.

There is a steady growth in the number of phonogram producers receiving the fees, and ZAPRAF's recording base currently has 162,339 domestic and 6,882,024 foreign recordings. This very fact explains the reason for our continuous investment the most recent technological solutions by our IT service, and the proof of our excellence was shown by being shortlisted in the International Federation of the Phonographic Industry's projects.

Moreover, before the final distribution of the fees for 2018, 11 (eleven) monthly distribution rates were distributed to those rightsholders who had revenue higher than HRK 100,000.00 in the preceding year, in other words, 3 (three) quartal distribution rates to those rightsholders who had revenue higher than HRK 40,000.00 in the preceding year.





# BTL FUND

The total amount of fees collected in 2018, on the basis of private and other personal use, corresponded to HRK 2.440.884,03. With the entry into force of the Copyright and Related Rights Act on 8 July 2017, the legal obligation to allocate funds generated by private and other personal use to the Fund for Stimulating Suitable Artistic and Cultural Creativity of Predominantly Non-Commercial Nature and Cultural Diversity in Suitable Artistic and Cultural Fields (the so-called BTL Fund) no longer exists, though the possibility to do so has been maintained.

At its session held on 26 February 2019, the ZAPRAF Managing Board decided to continue with the longstanding practice and set up the BTL Fund for 2019 and shall grant funding in accordance with the conditions prescribed in the announced tender.

Thus, it was decided that once again in 2019, 30% of the amount collected from fees for private and other personal use would be allocated to the BTL Fund, which corresponded to HRK 629,748,08. With the addition of the remaining amount from the BTL Fund for 2018, HRK 408,28, this corresponded to the total amount of HRK 630,156,36. The Fund was established with the aim of stimulating artistic and cultural creativity, that is, stimulating and co-financing publishing, phonogram producers' activities and

musical events in all fields of music, and the funding was granted on the basis of a public tender.

The tender was open between 11 March and 10 April 2019, and announced on ZAPRAF's web pages, as well as in a newsletter sent to all subscribers and all those who provided ZAPRAF with their power of attorney.

75 project applications for funding from the BTL Fund were received.

The applications were processed by the Expert Commission appointed by the ZAPRAF Managing Board (Kristina Krajina, Maja Vidmar, Mladen Milić), which verified whether each application satisfied the conditions for funding from the BTL Fund, whether it had been submitted within the deadline, whether it contained all data necessary and met the purpose of the Fund.

The decision on the allocation of funding from the so-called BTL Fund was adopted by the Managing Board at its session of 7 May 2019.

A contract has been signed with each applicant who was granted funding, stipulating, inter alia, the project manager's obligation to submit to ZAPRAF the relevant documentation on the completed project.

## LIST OF PROJECTS GRANTED FINANCING FROM THE FUND:

AQUARIUS VINYL EDITION

FEMME NOUVELLE

GREATEST MUSIC ALBUMS – DOCUMENTARY SERIES

RELEASE OF THE DOUBLE CD; CHORAL EXCERPTS OF BAROQUE AND CLASSICAL MUSIC COMPOSERS PERFORMED IN VARAŽDIN

RECORDING AND RELEASE OF THE CD ALBUM ENFANT UNIVERSALIS

67TH ZAGREB FESTIVAL

RELEASE OF THE "PUTUJUĆA FLAUTA" CD BY ALFI KABILJO

RELEASE OF THE "CARROUSEL" CD BY THE ZAGREB FLUTE ENSEMBLE

RELEASE OF THE "ČETIRI LICA JAZZA" BY SILVIJE GLOJNARIĆ

CEDETERIJA.COM

CMC FESTIVAL 2019

SIXTIES ON VINYL

COLONIA ACOUSTIC CD RELEASE + VIP CONCERT IN LAUBA

RELEASE OF THE VINYL RE-ISSUE "ULJE NA VODI" BY HAUSTOR

LET 3 "ALBUM S GOSTIMA" (CD AND LP)

RELEASE OF THE CD, DVD AND THE FIRST BIOGRAPHY OF VATRA BAND XX DOM SPORTOVA

CD RELEASE BY CHUI: "IZ KAPETANOVOG DNEVNIKA"

RELEASE OF A TRIPLE CD BOX SET AND A DOUBLE LP EDITION BY DALEKA OBALA: 20 YEARS OF THE ALBUM "1999 - 2000"

RELEASE OF THE CD DIGIPACK EDITION BY DALMATINO: 20 YEARS OF THE ALBUM "THE BEST OF"

KAWASAKI 3P: CD + DVD "KAWASAKI 3P X 25" 25 YEARS - TEATAR & TD

RELEASE OF THE CD AND THE LP EDITION BY KOJOTI: "SVE JE POD KONTROLOM?"

FERRAGOSTO JAM 12

RELEASE OF THE CD BY GAZDE: "25 GODINA GAZDA"

RELEASE OF THE ALBUM BY HESPERIAN DEATH HORSE

RELEASE OF THE ALBUM BY MALVINA

RELEASE OF THE ALBUM BY ŠAJZEBITERLEMON

RELEASE OF THE ALBUM BY BURNING ALMS

RELEASE OF THE ALBUM BY USUD

RELEASE OF THE ALBUM BY LESSER MAN

RELEASE OF THE ALBUM BY CONSECRATION

RELEASE OF THE ALBUM BY IZAE

RELEASE OF THE ALBUM BY BERNAYS PROPAGANDA

RELEASE OF THE CD ALBUM "SVIJET SE PROMJENIO" BY DAVID TEMELKOV

RELEASE OF THE CD ALBUM BY MARKO KUTLIĆ

RELEASE OF THE CD ALBUM BY JURE BRKLJAČA

11TH CROATIAN BLUES CHALLENGE ZAGREB

11TH ZAGREB INTERNATIONAL BLUES FESTIVAL

RELEASE OF THE CD "SLIKE PROLAZEĆEG VREMENA"

RELEASE OF THE ALBUM "SLUŠAJ SEBE" BY GREENHOUSE BLUES BAND

RELEASE OF THE ALBUM "STRAH ODO DUBINE" BY SVEMIR

RELEASE OF THE ALBUM "JORGAN" BY ZRINKA POSAVEC

RELEASE OF THE ALBUM "SABOTAŽA" BY DISCOHERNIA

"SLUŠAJ MATER" BY EDO MAAJKA - REMASTERING, ALBUM PRODUCTION, LP RELEASE AND DIGITALISATION

TRAM 11: "JEDANAJSTICA U DOMU SPORTOVA" - VIDEO PRODUCTION OF THE CONCERT ALBUM, AUDIO PRODUCTION, DIGITALISATION AND CD AND DVD RELEASE

RELEASE OF THE ALBUM "DOMOVINA U PJESMAMA"

RELEASE OF THE ALBUM "NHT – tradicija & klasika"

RELEASE OF THE OLIVER DVD "Mala priča o velikom pjevaču i njegovom posljednjem koncertu"

RELEASE OF THE CD BY BOŽIDAR KUNC

RELEASE OF THE ALBUM "TRIANGLE" BY ABOP

RELEASE OF THE ALBUM "ANIMALS ON DISPLAY" BY STONEBRIDGE

RELEASE OF THE ALBUM "POBJEDIMO LAŽ" BY NULA

RELEASE OF THE LP ALBUM "KURVE" BY KURVE

RELEASE OF THE LP ALBUM "MOTHER OF ALL" BY SHE LOVES PABLO

RELEASE OF THE DOUBLE LP ALBUM "L'EQUIPE EXTRAORDINAIRE" BY CUL DE SAC

RELEASE OF THE ALBUM "STANICA DUGAVE" BY FNC DIVERZANT

RELEASE OF THE ALBUM "40 GODINA - SUSRETI DALMATINSKIH KLAPA SKRADIN"

RELEASE OF THE ALBUM "DEEP INTO CROATIA"

VELIKA ROCK EKSPLOZIJA #12

22ND CHANSONFEST

RELEASE OF THE CD "TRANSADRIATICUM" BY TAMARA OBROVAC TRANS ADRIATIC QUARTET

RELEASE OF THE CD "MEMPHIS LIGHT" BY TOMISLAV GOLUBAN

24TH INTERNATIONAL SUMMER MUSIC SCHOOL PUČIŠĆA

VINYL EDITION OF "ILICA" BY ELEMENTAL

# F1N4NC3S



In comparison to the earlier year, ZAPRAF's collected fees **have grown**

**3,06%** in 2018

The total amount collected for the broadcasting rights was

**HRK 15.881.206,55,**

which included phonogram producers' rights for radio and television station broadcasting.

The fees which are to be distributed to rightsholders amount to

**HRK 26.401.750,15,**

which marks a growth of **2.18%** in relation to the previous year

The biggest recorded growth in revenue comes from public performance

**9,39%**

Other rights categories:

**TV BROADCASTING: + 2,96%** ↗ **RADIO BROADCASTING: - 6,76%** ↘

**CABLE RETRANSMISSION: + 0,50%** ↗

**BTL: - 1,14%** ↘

**DUBBING: + 4,31%** ↗

**INTERNET FEES: - 3,73%** ↘

In 2018, ZAPRAF allocated

**HRK 629.748,08**

for the Fund for Stimulating Suitable Artistic and Cultural Creativity of Predominantly Non-Commercial Nature and Cultural Diversity in Suitable Artistic and Cultural Fields (the so-called BTL Fund)

**63**

The total amount of project granted financing from the BTL Fund (21 projects more in relation to the previous year)

Operating costs in the previous year amount to

**13,47 %**

of the collected fees



# AIRPLAY 2018



ZAPRAF's IT service processed over **16 million** entries on recording broadcasting, which came from **186 radio and TV stations**.

**336 932** the number of unique phonograms played in 2018



In 2018, **Petar Grašo – Ako te pitaju** was the most frequently played domestic recording with **14 800 plays**, while **Portugal The Man – Feel It Still** had the most frequently played foreign recording with **8 809 plays**.

ZAPRAF's recording base currently has

**162 339** domestic recordings

**6 882 024** foreign recordings.

# AUDIT REPORT



*A regular annual financial audit of ZAPRAF's business activities was performed in September and June by Pir d.o.o., an independent auditing company.*

## IZVJEŠĆE O ČINJENIČNIM NALAZIMA

UDRUGA ZA ZAŠTITU, PRIKUPLJANJE I RASPODJELU  
NAKNADA FONOGRAMSKIH PRAVA – ZAPRAF  
Ulica kneza Borne 5, Zagreb

U skladu sa Ugovorom od 14.09.2018. godine i Prilogom: Opis dogovorenih postupaka od 14.09.2018. godine obavili smo u nastavku navedene dogovorene postupke u svezi Općeg obračuna raspodjele prihoda od prava iskorištavanja fonograma proizvođačima fonograma za 2018. godinu (u daljnjem tekstu *Opći obračun raspodjele*) Udruge za zaštitu, prikupljanje i raspodjelu naknada fonogramskih prava – ZAPRAF (u daljnjem tekstu *Udruga*).

Dogovoreni postupci obavljani su u skladu s Međunarodnim standardom za povezane usluge (u daljnjem tekstu MSPU) broj 4400 (N.N. RH 13/11) primjenjivim na angažmane za obavljanje dogovorenih postupaka.

Dogovorenim postupcima provedeno je ispitivanje i ocjena Općeg obračuna raspodjele sukladno čl.167.st.9. Zakona o autorskom pravu i srodnim pravima (N.N. RH 167/03, 79/07, 80/11, 141/13, 127/14, 62/17 i 96/18) u daljnjem tekstu Zakon u svrhu izrade Izvješća o činjeničnim nalazima.

### Obavljeni postupci

Obavili smo postupke navedene u Prilogu Ugovora od 14.09.2018. godine.

1) Pregledali smo normativnu dokumentaciju Udruge koja je primjenjena prilikom izrade Općeg obračuna raspodjele (Statut Udruge, Pravilnik o zaštiti prava proizvođača fonograma i raspodjeli naknada za iskorištavanje fonograma Udruge, zapisnike i donesene odluke sa sjednica Upravnog odbora Udruge).

Provjerili smo usklađenost naprijed navedene dokumentacije sa Zakonom.

2) Provjerili smo usklađenost Općeg obračuna raspodjele Udruge sa dokumentacijom na temelju koje je sastavljen Opći obračun raspodjele (ugovori, izlazni računi korisnicima fonogramskih prava, ulazni računi nositelja prava, izvodi sa transakcijskog računa i drugo).

3) Provjerili smo urednost i vjerodostojnost naprijed navedene dokumentacije te evidentiranje iste u poslovnim knjigama Udruge prema Zakonu o financijskom poslovanju i računovodstvu neprofitnih organizacija (N.N. RH 121/2014).

Zatim smo napravili analitičke preglede:

- prihoda prema izvorima i usporedbu istih sa konačnom raspodjelom naknada tj. Općim obračunom raspodjele,
- raspodjele prihoda od prava po nositeljima prava i
- ulaznih računa od nositelja prava i usporedbu istih sa konačnom raspodjelom naknada tj. Općim obračunom raspodjele.

### Činjenični nalazi

a) Vezano za točku 1. – utvrdili smo da je normativna dokumentacija Udruge koja je primjenjena prilikom izrade Općeg obračuna raspodjele u skladu sa odredbama Zakona.

b) Vezano za točku 2. – utvrdili smo da je Opći obračun raspodjele Udruge usklađen sa dokumentacijom na temelju koje je sastavljen.

c) Vezano za točku 3. – utvrdili smo da je dokumentacija na temelju koje je sastavljen Opći obračun raspodjele uredna i vjerodostojna, a evidentiranje iste u poslovnim knjigama Udruge provedeno je prema Zakonu o financijskom poslovanju i računovodstvu neprofitnih organizacija.

*Temeljem provedenih postupaka utvrđeno je da je Opći obračun raspodjele prihoda od prava iskorištavanja fonograma proizvođačima fonograma za 2018. godinu sastavljen i realiziran sukladno čl. 166. i 167. Zakona o autorskom pravu i srodnim pravima, Pravilniku o zaštiti prava proizvođača fonograma i raspodjeli naknada za iskorištavanje fonograma i na njima temeljenim odlukama Upravnog odbora Udruge za zaštitu, prikupljanje i raspodjelu naknada fonogramskih prava – ZAPRAF od 14. svibnja i 28. svibnja 2019. godine.*

### Definirani okvir

Navedeni postupci koje smo obavili ne predstavljaju reviziju niti uvid u skladu s Međunarodnim revizijskim standardima ili Međunarodnim standardima za angažmane uvida, pa ne izražavamo nikakvo uvjerenje.

Napominjemo da smo reviziju godišnjih financijskih izvještaja Udruge za 2018. godinu obavili prema Ugovoru o reviziji financijskih izvještaja sukladno Zakonu o financijskom poslovanju i računovodstvu neprofitnih organizacija i Međunarodnim revizijskim standardima. Na osnovi obavljene revizije izdali smo Izvješće neovisnog revizora od 23.05.2019. godine i izrazili mišljenje da su godišnji financijski izvještaji Udruge za godinu završenu 31. prosinca 2018. godine sastavljeni u svim značajnim odrednicama u skladu sa Zakonom o financijskom poslovanju i računovodstvu neprofitnih organizacija.

Izvješće o činjeničnim nalazima je isključivo za uporabu Udruge i u svrhu dostavljanja istog sukladno čl.167.st.10. Zakona o autorskom pravu i srodnim pravima.

Ovo Izvješće se odnosi samo na Opći obračun raspodjele, a ne na bilo koje financijske izvještaje Udruge kao cjeline.

Zagreb, 31. listopada 2019. godine

U ime i za PIR d.o.o. Zagreb

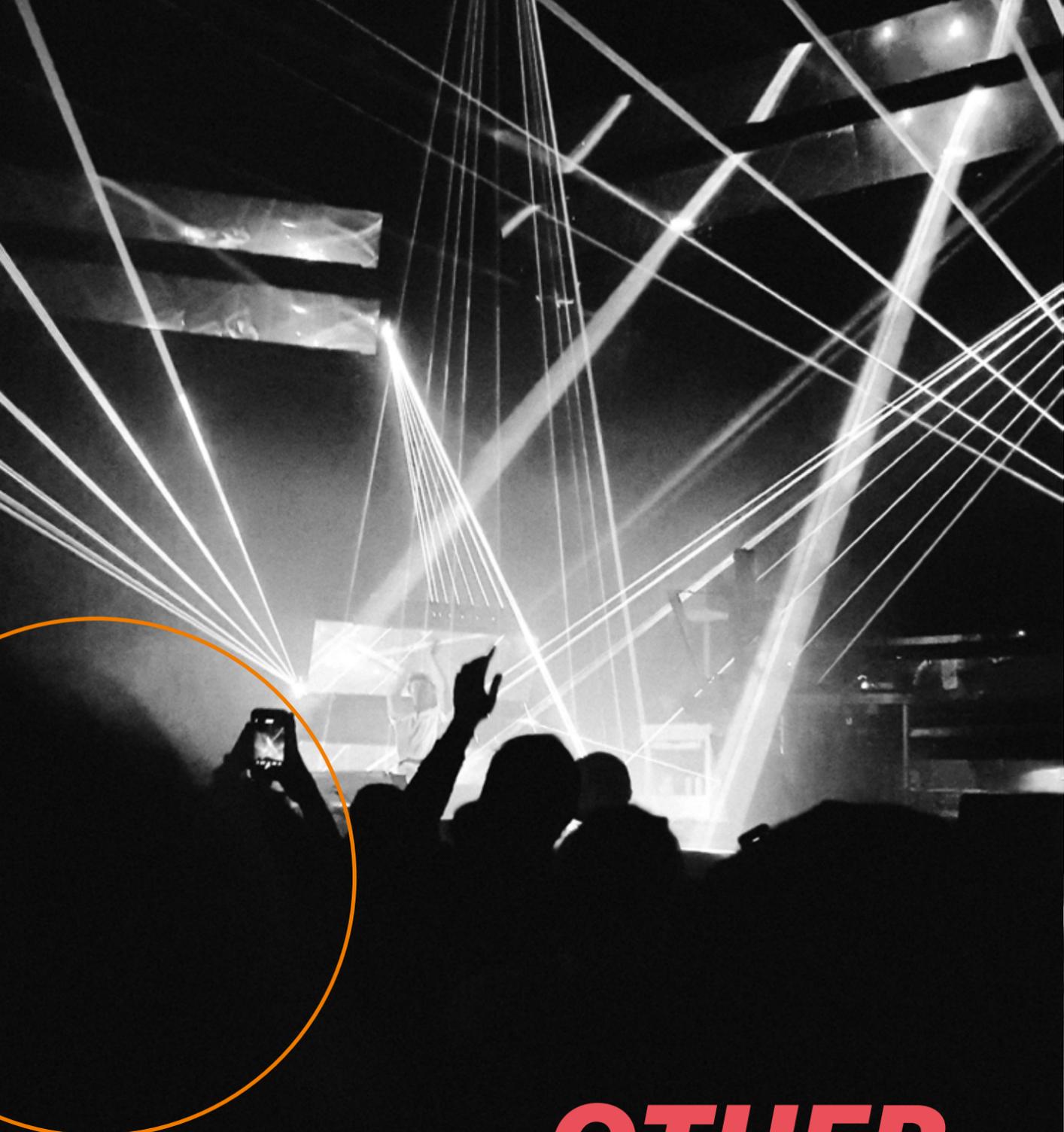


Anica Zorić, dipl.oec.  
direktor





Anica Zorić, dipl.oec.  
ovlašteni revizor



# OTHER ACTIVITIES



## SPECIAL RECOGNITIONS AWARDED BY THE CROATIAN PHONOGRAPHIC ASSOCIATION

On the International Record Store Day, the center of Zagreb brought together hundreds of citizens who, in venues of Nova ploča, Dancing Bear shop and Boogie club, had the opportunity to listen to concerts and vinyl presentations, as well as to meet ambassadors and other performers. On this occasion, the Croatian Phonographic Association awarded a special recognition to Dalibor Petko for the promotion and contribution to domestic record industry.

In July 2019, the Croatian Phonographic Association awarded the Multi-Platinum Award to the best-selling Croatian musical performer of all time, Mišo Kovač. Among Mišo Kovač's best-selling albums of his entire career are the eponymous Mišo Kovač, Ti si pjesma moje duše, Ostala si uvijek ista te singlovi Proplakat će zora, Više se nećeš vratiti, Ne mogu prestat da te volim. What makes him an exceptional and a unique performer is the fact that he made history in our

area by selling over 20 million records.

On the occasion of the concert held at the fortress of St. Mihovil in Šibenik, and as part of the regional tour, the Croatian Phonographic Association awarded a special recognition to Tony Cetinski for 30 years of successful musical career, for numerous works with which he made music history, and he gave the credit - to the audience.

On Monday, July 29, a concert called Trag u beskraju, was held in Vela Luka in honor of Oliver Dragojević, a Croatian music legend. On the first anniversary of his death, his family, friends, and colleagues organized an evening filled with beautiful music and sung memories. The Croatian Phonographic Association (HDU) awarded him with a posthumous recognition, a Multi-Platinum Award for outstanding phonographic achievements, since Oliver, through his entire music career, undoubtedly represents one of Croatian discography icons.



*"Mišo Kovač is a phenomenon of the musical art of our area, a performer who, in more than 50 years of his work, has won many awards and recognitions and has made a great mark on our music scene. In the local music industry, he earned the status of the "biggest" and the most successful performer of all time, because there is no other performer that has come near the figure of 20 million albums sold. In cultural terms, he created a special heritage treasury that the new generations will surely be familiar with, he sang songs that will keep his recognisability for many years, and which, like at this year's Split Festival, will be sung to a new audience. Mišo is more than worthy of the title that the audience and the profession gave him - he is the hero of the Dalmatian song, the icon of local music, the greatest performer in music industry of our area," said Želimir Babogredac.*

For the presentation of the book 71 priča o albumima, the Croatian Phonographic Association prepared a special recognition for the editor of the journalist-conceptual phonographic project called "Zimzeleno a novo – Specijal Dino Dvornik", Zlatko Turkalj, which was presented to him by the Director of the Association for Protection, Collection and Distribution of Phonogram Producers' Rights (ZAPRAF) Maja Vidmar Klarić.

At a press conference held in Zagreb tram No. 11, Prljavo kazalište announced its two-day concert spectacle in the Zagreb Arena in October 2019. A symbolic depiction of the band's musical path, which began as a neighborhood band, was given with the drive from the final tram station in Dubrava, Zagreb to the main city square where Prljavo kazalište held their memorable concert in 1989, in front of 300 thousand people. The Croatian Phonographic Association

also contributed to the commemoration of the 30th anniversary of this concert, as well as the 40 years of the band's discography achievements and awarded the Multi-Platinum Award to the legendary rock group.

On the occasion of the 50th anniversary of the band Novi fosili, at the second concert held in October, in the Vatroslav Lisinski Concert Hall, a Multi-Platinum Award was given to the members in recognition of the 50 years of phonographic achievements. The Multi-Platinum Award was presented by Želimir Babogredac, president of the Croatian Phonographic Association and Director of Croatia Records, the former Jugoton record label, where Novi fosili "conceived" their music.

In October, a special award was awarded to a musical marvel of our region, Meri Cetinić, who in the same month held the anniver-

sary concert in the crowded Vatroslav Lisinski Concert Hall in Zagreb, with faithful fans of her Dalmatian melodies and notes who enjoyed her timeless hits. 40 years of successful musical activities and discographic achievements passed since her debut album named Meri and Croatian Phonographic Association decided to award her with a special recognition in the shape of a Multi-Platinum Award.

In October, the Croatian Phonographic Association devised a special recognition for a performer whose songs have been sung in Croatia for decades and who has long since made Croatian phonographic history, Šima Jovanovac. From the beginnings of his long career to this day, he has given his audience tamburitza classics that left a trace in Croatian history and culture, and because of all of this, the Croatian Phonographic Associa-

tion awarded him with the recognition of contribution to Croatian record industry and the promotion of tamburitza music.

At the end of 2019, another iconic performer with decades-long career held a concert in the Vatroslav Lisinski Concert Hall. Željko Bebek made music history in our region and indebted the Croatian scene as a musical presence which is to be remembered by many generations. On this occasion, Maja Vidmar Klarić, on behalf of the Croatian Phonographic Association, awarded him with the highest phonographic recognition in Croatia, a Multi-Platinum Award for outstanding phonographic achievements.

*"This is a very big deal for us because we are celebrating 50 years of existence and our work. From the first days in Jugoton, nowadays Croatia Records, we have had an amazing collaboration and we've always had support. We were strongly supported in all our endeavors, and that's crucial for a performer to have. We love this mutual devotion and I think we are among the rare groups whose complete opus is in a single record house," said Sanja Doležal.*

*"I am happy and immensely grateful for the recognition awarded by the Croatian Phonographic Association... The recognition sparks joy when it comes to all the effort and work invested in the past years and the strength for the ones that are yet to come," said Šima Jovanovac.*





*"The audience was really great. They responded to all my emotions and many times their reactions led me to this place of importance where I am tonight. At the same point, the Croatian Phonographic Association awarded me with this important recognition which makes me thankful. I can say that, at this moment, this has been the most important concert of my career," said Željko Bebek.*

### **PANEL DISCUSSION ON THE COPYRIGHT DIRECTIVE HELD AT THE UNIVERSITY OF ZAGREB**

A panel discussion was held on the topic of Copyright directives in the EU's Digital Single Market on 11 January 2019. It was organized by the University of Zagreb and the University interdisciplinary postgraduate specialist study of Intellectual property and held in the great university hall.

Along with the Croatian Minister of Culture, DSc Nina Obuljen Koržinek, the panellists were Croatian Members of the European Parliament, Dubravka Šuica, Jozo Radoš and Željana Zovko, as well as the head of the study program "Intellectual property" the professor, DSc Romana Matanovac Vučković. The panel was led by journalist and editor of Croatian National Television, Elisabeth Gojan. The organization of this panel was supported by both ZAPRAF and HDU, together with associations DHFR, HDS, HUZIP and HGU, while a number of artists participated on the panel.

The debate emphasized how the application of the Directive will ensure the European system of exercising the rights of authors and creators of content in the digital age, and better legal instruments for the creative, cultural and media industries, which make a great contribution to the European economy. The debate also highlighted the support to the Croatian government and the adoption of the directive, as well as the preservation of basic principles that must be equally represented in analogue and digital formats.. //

### **COOPERATION BETWEEN HDU AND DMC TELEVISION**

The Croatian Phonographic Association, in cooperation with DMC television, launched a new television show called *Ritam zabavne glazbe* Powered by HDU, which premiered

on Thursday 7 February 2019 with the aim of popularizing music of the popular, entertainment genre and the creation television version of the existing *Zabavni hit mjeseca*, which is announced by HDU and based on monthly data of airplay in Croatia.

Each month, *Ritam zabavne glazbe* features ten songs of the mentioned genre which got the most airplay on the Croatian radio stations in the previous month and brings famous guests of the Croatian music scene. //

### **RUNDA, THE ASSOCIATION OF INDEPENDENT BALKAN PHONOGRAM PRODUCERS FUNDED**

The first regional association of independent phonogram producers in the Balkans was founded, whose membership brings together publishers from the countries of the former Yugoslavia and Albania, with constantly growing member numbers. RUNDA, i.e. the regional Association of Independent Phonogram Producers, is a volunteer, non-profit, independent professional organization that represents the interests of independent phonogram producers in the Balkans with the aim of linking all interested parties in business dealings and in numerous important issues in the music industry, both at the regional level and at the level of the individual member countries. Zagreb based, this association is also the first of its kind in Europe as a trans-national or a regional organization. Its founders are Croatian publishers, members of the IMPALA, and RUNDA's president is Dario Draštata, director of Dallas Records.

In September 2019, RUNDA also got selected in the highest committees of the European Association of Independent Publishers (IMPALA). //

### **NEW ON INCUBATOR OF GOOD MUSIC: ALBUM OF THE WEEK SECTION**

After more than a year of continuous broadcasting at radio stations across the country, *Inkubator dobre glazbe* (Incubator of Good Music) got a new section; Album of the Week. This section reveals curiosities about a single Croatian album with every new episode, prepared and presented by Kornelije Hećimović and Ana Radišić.

*Inkubator dobre glazbe* is a radio show created by the Croatian Phonographic Association, with more than 100 episodes produced and aired by radio stations throughout the Republic of Croatia. Every week, the show brings the latest news from the music scene, current Croatian singles and a review of the HR Top 40 list. In addition to radio stations, the show is completely free of charge as a podcast where one can find all episodes from the very beginning of the broadcast in January 2018.. **////**

### **ZAPRAF SPONSORING CROATIAN MUSIC INSTITUTE**

In cooperation with the Croatian Radio Television, a donor concert was held at the Croatian Music Institute, aimed at the sensibilization of the general public on the need to invest in culture and art on Friday, 26 April, 2019. The concert was performed by the Symphony Orchestra and the women's choir of the Croatian Radio Television, under the direction of the conductor Ivo Lipanović, soprano Ivana Lazar, guitarist Petrit Ćeku, and mezzo-soprano Nikolina Virgej Pintar. They performed the works of Rossini, Anfossi, Lisinski, Rodrigo, Offenbach and Stančić. The concert was held under the patronage of the Ministry of Culture, and, among others, it was supported by the ZAPRAF – Association for Protection, Collection and Distribution of Phonogram Producers' Rights, Croatia Records, CMC TV, HDS, etc. **////**

### **HDU AT AN ANTI-PIRACY SEMINAR IN THE HAGUE**

An anti-piracy seminar, organized by the IFPI, was held in the EUROPOL building on 28 and 29 March 2019, attended on behalf of HDU by the Association's Vice-President, Branko Komljenović. In addition to the anti-piracy staff from various national IFPI organizations from Europe, the seminar was attended by representatives of the RIAA from the US and representatives of IFPI national groups from other parts of the world (Asia, Africa, Latin America) and representatives of the US government dealing with the intellectual property law. Such anti-piracy seminars are held every 2 years and are regularly visited by HDU representatives in order to follow all the latest industry trends and to have an insight into what is happening globally in relation to anti-piracy activities. The HDU activities in Croatia aim to adapt to these trends and to tackle new frequent forms of piracy. **////**

Producers' Rights (ZAPRAF) signed a cooperation agreement with the Studentski.hr portal. The cooperation will aim to bring music closer to young people and will include the members of Studentski.hr and their readers in numerous music events of the Croatian Phonographic Association. Signing the cooperation agreement, HDU, ZAPRAF and Studentski.hr agreed on mutual support in further projects, both collective and individual ones. All information about the events of these organizations will be available on the portal Studentski.hr and on the pages of HDU and ZAPRAF.

A forum called *Playlista naših mladih: Koga poznaju milenijalci – Štulića ili Cecu?* was held in the Europa cinema on April 4 and was attended by the music connoisseurs (journalist, critic and author Hrvoje Horvat, creative director of the Croatia Records, Nikolina Mazalin, music journalist and columnist Maja Trstenjak, musician and member of the band *Pravila igre*, Goran Belošević and journalist Ivona Lenard) and touched upon the trends of music listening among the youth and influences on their culture of music listening. The questions of music preferences of young people in Croatia were greatly discussed, while the topics of copyright, intellectual property and legal options of music consumption were also touched upon.

### **THIRD "MUSIC MONTH" HELD IN ZAGREB**

For the third consecutive year, the Croatian Phonographic Association organized the Zagreb Music Month, and with it a number of activities intended for music lovers. The events in April 2019 were primarily devoted to the youth, and were held in cooperation with Croatian record companies, performers, authors and journalists, and with the support of the Association for Protection, Collection and Distribution of Phonogram Producers' Rights - ZAPRAF.

During these activities, on April 3, the Croatian Phonographic Association (HDU) and the Association for the Protection, Collection and Distribution of Phonogram

On 24 April 2019 at the Faculty of Economics in Zagreb, HDU, ZAPRAF and the portal Studentski.hr, in cooperation with the EFZG Debate Club, organized a lecture and a discussion entitled *Menadžment u glazbi – izazovi suvremenog doba* (Management in Music – the challenges of modern times). The goal was to bring music and music business closer to the youth. The participants were Saša Lozar, performer and radio presenter at the radio station Antena Zagreb, Danko Stefanović, director of RTL Music Croatia, Dario Draštata, director of the record company Dallas Records, DSc Davor Filipović from the Department



of Organization and Management of the Faculty of Economics, Gordana Bosak, music producer and manager, owner of the independent label Agapa Music and Dajana Podolski-Gračanin, professor of Music in the School of Applied Arts and design.

On April 29 in the History Club in Zagreb, HDU organized the first music quiz of humanitarian nature, which brought together Croatian musicians, journalists, authors, representatives of record companies and other colleagues and friends from the domestic music scene. The latest in a series of activities during the Music Month revealed who are the real connoisseurs when it comes to Croatian music, and collected the funds donated to the association Mali zmaj. **////**

### **CELEBRATION OF THE RECORD STORE DAY**

For the sixth year in a row, the Croatian Phonographic Association (HDU) marked the Record Store Day with a rich program. Record Store Day was celebrated on April 13 with exclusive and rare CD and vinyl editions and discounts, while a series of free performances in music stores and meet and greet opportunities were organized for music lovers in Zagreb and Rijeka. The celebration of Record Store Day officially started in Zagreb's Nova ploča, which saw the gathering of many Croatian performers, record label representatives, other representatives of the music industry and numerous media representatives.

The ambassadors of 2019 Record Store Day were Franka, Željko Bebek i Pravila igre, who shared their own music experiences with fans and invited them to honor the culture of buying music records. The occasion also saw performances of David Temelkov, Jure Brkljača, Matija Cvek, Marko Kutlića and Nela, iZLET group, Matt Shaft, Nera, Dominik Blaževac, Suicidal, Stela, Zwouk and Blu-Vinil, Tram 11, Ogenj, Solarov, Gordana Marković and Sunnysiders, Nikolin Tomljanović, Sandro Bastiančić, Mirna Škrgatić, Leona and Atmospheric and Punčke. **////**

### **WORLD INTELLECTUAL PROPERTY DAY CELEBRATED**

On April 26, the associations ZAPRAF and HDU have traditionally marked the World Intellectual Property Day and in cooperation with record companies, authors, performers, the State Intellectual Property Office and the CMC TV, recorded a promotional video published on that day. Some of the participants were Ljiljana Kuterovac (director of the State Intellectual Property Office), Želimir Babogredac (HDU's president and director of record company Croatia Records), Maja Vidmar Klarić (director of the Association for Protection, Collection and Distribution of Phonogram Producers' Rights - ZAPRAF), Boris Horvat (member of the Managing Board of HDU and director of the record label Aquarius Records), Branko Paić (member of the Managing Board of HDU and director of the Scardona record label) and performers- Lucija Čustić Luce and David Temelkov. **////**

### **ZAPRAF AND HDU VISIT RADIO STATIONS**

Representatives of ZAPRAF and HDU continued to visit radio stations throughout the Republic of Croatia to present the record industry's activity and in order to get first-hand experience on facilitating their work relating to obligations arising from the Law on Copyright and related rights. The HDU and ZAPRAF projects, such as the portal for radio stations, which will make it easier to download new releases, download news on the domestic music market and draw up more quality reports on the music used, were presented and received positive reactions from radio stations. **////**

### **ZAPRAF AND HDU'S DONATION TO THE ASSOCIATION MALI ZMAJ**

On 16 May 2019, on the premises of the Mali zmaj association, which aids in improving the quality of life for poor and abandoned children, a meeting was held in which representatives of the Association for Protection, Collection and Distribution of Phonogram Producers' Rights (ZAPRAF) and Croatian Phonographic Association (HDU), together with the performers Saša Lozar and Manuela Svorcan, formally handed a donation voucher worth 10 thousand HRK to the Mali zmaj association. This amount was collected in April on the HDU humanitarian music quiz and through HDU and ZAPRAF donations. The meeting was accompanied by music, and it was attended by the parents of children whose financial needs are supported by the association, who will be helped by these funds and who expressed their gratitude to the donors. **////**



## WORLD MUSIC DAY CELEBRATED

The Croatian Phonographic Association and its members, together with colleagues and friends, celebrated the World Music Day on June 21. Ever since its first celebration in France in 1982, the World Music Day is being marked every year on the 21st of June in more than 120 countries on all continents. Croatia has also been part of this valuable tradition, and so, every year, in several cities, there is a rich program which celebrates music and recalls its importance in everyday life. On this occasion, the local record industry gathered in the Croatian Phonographic Association and the Association for the Protection, Collection and Distribution of Phonogram Producers' Rights (ZAPRAF) made the best wishes to all their fellow musicians and other music lovers marking this day, recording a video in collaboration with local performers and presenters: Mia Dimšić, Domenica, Dražen Zečić, Mejaši, Nikolina Tomljanović, David Temelkov, Dalibor Petko and Edina Prsić, Opća opasnost, Igor Delač and Ivan Zečić, Isaac Palma, BQL, Raay Music. **////**

## STUDY ON MUSIC-LISTENING HABITS AMONG YOUNG PEOPLE

At the beginning of June 2019, a study was conducted on the portal Studentski.hr, organized by HDU and ZAPRAF, and the results were published on the World Music Day. The survey targeted young people aged from 15 to 30, with the highest number (over 70%) belonging to the group of 19 to 24 years. The aim of this online survey was to observe music-listening habits of Croatian youth, and the target group was surveyed on topics related to key concepts of copyright, obtaining information on music, music-listening habits, the use of digital music services, etc.

According to the survey results, the youth spends several hours daily listening to music, with the largest number of participants listening to music over 4 hours per day. The most common source of music, among young people, is the internet on their computers and smartphones. As predicted, the best way for information about

new music, Croatian and foreign, as well as music influencing by performers, to find its way to the youth is through popular social networks. That the youth loves and cherishes music can be observed in the fact that over 65% of the survey participants was willing to pay for music monthly, with the greatest part of those who would be willing to spend up to 50 Croatian kunas per month, even though streaming services and their use were not well known. **////**

## CELEBRATION OF THE NATIONAL ALBUM DAY

The National Album Day was celebrated on Saturday, October 12, 2019, with the music world in Croatia and abroad celebrating the notable 71st birthday of the music album; a format which survived in spite of all the trends through music history, and has been a significant contribution to the development of this art. The Croatian Phonographic Association (HDU), in co-operation with

record companies, authors, performers and journalists, carried out a series of activities during this autumn. Project ambassadors, Vanna, Opća opasnost, Edo Maačka, Marko Tolja and Neda Ukraden also gave their support to the project

In 2019, HDU created a new edition of the book, entitled "71 priča o albumima" as a continuation of the work initiated in 2018 when the first book of this series, "70 priča o albumima povodom 70 godina od prvog izdanja," was published.

In addition to the abovementioned, in 2019, HDU made a special collaboration with the School of Applied Arts and Design in Zagreb through art workshops dedicated to the National Album Day, when pupils were given the opportunity to give their proposal of the album cover for the album Karta do prošlosti of the project ambassadors, Opća opasnost. The recognition for the most creative work, according to the votes on the Facebook page of the Croatian Phonographic Association, was awarded during the promotion of the second edition of the book. **////**



**BOOK, 71 PRIČA O ALBUMIMA  
(71 ALBUM STORIES),  
PUBLISHED**

As part of the activities marking the National Album Day, the Croatian Phonographic Association presented the book "71 priča o albumima povodom 71 godine od prvog izdanja" (71 album stories on the occasion of the 71st birthday of the first album release). This is the second edition of the series started in 2018 when the entire music world celebrated the 70th jubilee of the album, and numerous faces of the Croatian record industry joined the celebration. The book contains an array of music genres, and, among others, albums of performers such as Daniel Popović, Mišo Kovač, Tajči, Oli-

ver Dragojević, Toše Proeski, Mia Dimšić, Tomislav Bralić and Klapa Intrade, Hladno pivo, Vojko V, Edo Maačka, Jinx, and many others. Interesting facts, such as the story of the best-selling album in the history of domestic record industry (Bio sam naivan by Daniel Popović, an album which was sold in over 800 thousand copies), enrich each of the mentioned stories and offer an insight into the cultural and historical context of the development of record industry and music in our areas.

The stories in the book were written by the journalist of the Croatian daily paper, Večernji list, Samir Milla. Once again, the book editor was the musical scholar, Siniša Škarica, and Zlatko Turkalj, journalist, presenter and editor of the Hrvatski radio station oversaw the digital edition of the book.



The book was officially presented in the crowded Zagreb Hoću knjigu megastore with authors, editors and Želimir Babogredac and Branko Komljenović president and vice-president of the Croatian Phonographic Association.

The evening of the book promotion, filled with interesting events and album conversations, was further enriched by the awarding of the Special recognition for the most creative art proposal of the album "Karta do prošlosti" by the band Opća opasnost. Pero Galić, member of the band, handed the recognition to a pupil of the School of Applied Arts and Design in Zagreb (ŠPUD) and thanked the students for their engagement on the behalf of the entire group. This project was a collaboration between HDU and ŠPUD, which allowed the pupils to make their own proposals for the album cover for Opća opasnost, one of the National Album Day ambassadors. The promotion atmosphere was endowed by Jure Brkljača's concert, a young Croatian musician who performed on this year's Dora competition. Other Croatian performers, journalists and presenters also supported the project in the packed promotion venue. ////

**ZAPRAF AND HDS ZAMP  
HOLD PRESENTATIONS ON  
ELECTRONIC MEDIA DAYS**

The 12th Electronic Media Days, held from October 5 to 7 in Zadar, saw presentations of ZAPRAF and HDS ZAMP speakers who presented their latest solutions in the field of information technologies. On this occasion, ZAPRAF presented the Portal for radio and television stations, an application that facilitates access and download of new recordings, gathers news from the music industry in one place and enables a noticeable improvement in the quality of the data in reports on use, which radio and television stations are required to regularly send to collective organizations, including ZAPRAF. The presentation was attended by members of the Council for electronic media, representatives of HURIN, radio stations, television stations, collective organizations, media and others, who expressed a great interest to start using the application in their business dealings as soon as possible. ////

**THE APPLICATION, VRIJEME JE ZA DIGITAL (TIME FOR DIGITAL), PRESENTED**

The first in the world, along with Sony Music, Croatian phonogram producers gathered under the direction of the Croatian Phonographic Association and in collaboration with Poslovna Spajalica d.o.o. and designed an application that will facilitate the work of everyone involved in the music industry in our area. Named "Vrijeme je za digital" (Time for digital), the application was presented on 20 November 2019 at the Forum Congress Centre in Zagreb.

In recent years, the record industry has been following the latest trends and adapting business models to the digital business environment by licensing content for digital services worldwide, in order to allow consumers a 24/7 access to music. Due to their use of music, and thanks to the digital technology development, data, such as those on radio broadcasting, search and listening to streaming services, sale of albums in digital and physical format, constitute a type of information vault, with data obtained on a daily basis and serve in the daily work of all participants of the music industry. This marks the basis of the "Vrijeme je za digital" application which encapsulates all information in a single place, in a single moment.

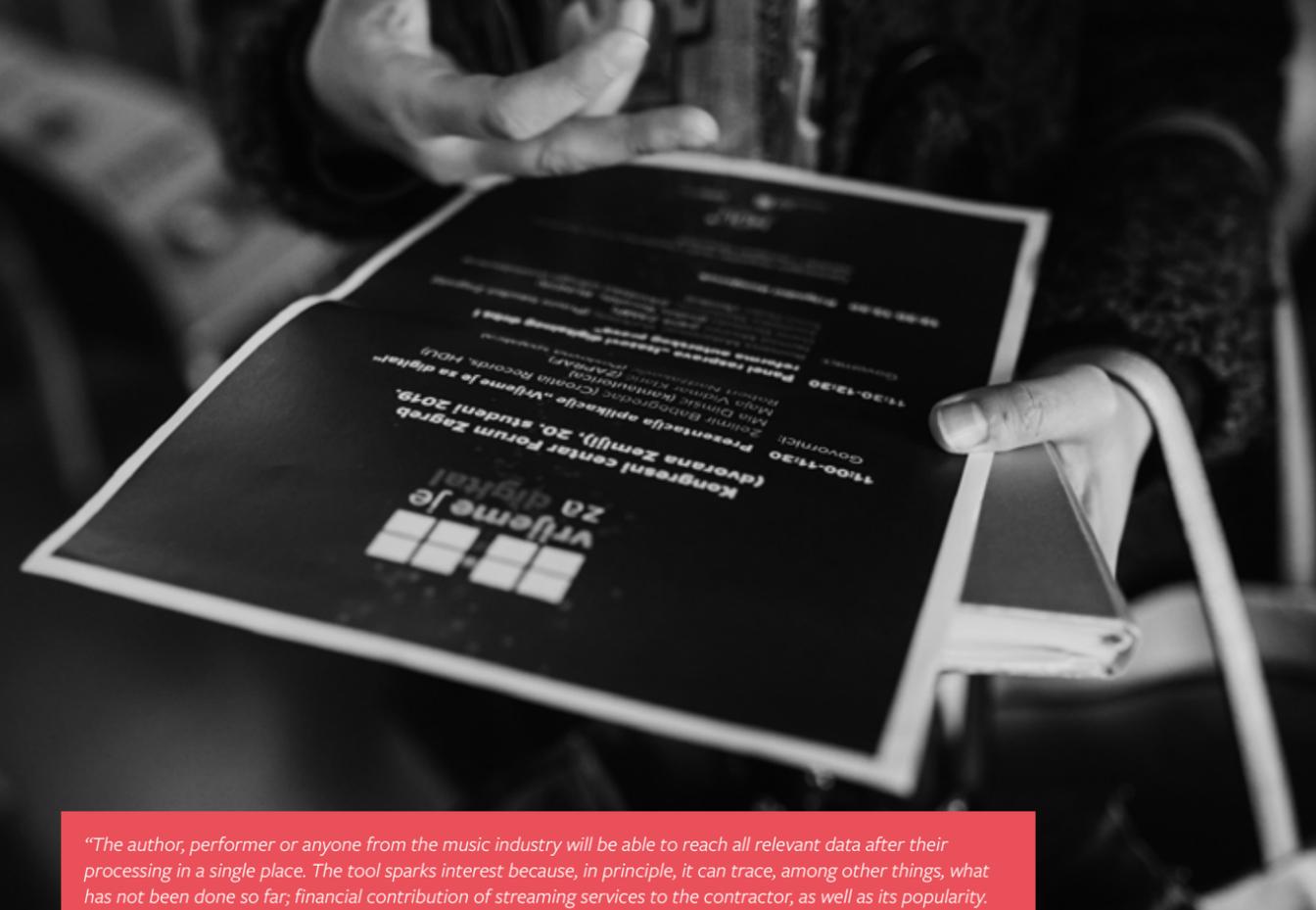
This application is a unique database delivering updated content, current music usage data, and an overall report with streaming fees on digital music services. The application also includes data on album sale in music stores, revenues from collective rights and data on radio and television broadcasting. In addition to this, every author and performer who has a signed contract with the label on his/her personal profile will find all the current information about personal recordings, albums and associated revenues.

The application was presented by Želimir Babogredac, president of the Croatian Phonographic Association and the managing board of Croatia Records, Robert Nadžaković, director of Poslovna spajalica, Maja Vidmar Klarić, director of the Association for Protection, Collection and Distribution of Phonogram Producers' Rights (ZAPRAF) and singer and songwriter Mia Dimšić.

The presentation was attended by a number of people involved in the work and development of music industry and creative and cultural industries in general, as well as those interested in the latest Croatian and global IT trends. In addition to these participants, the project was attended by Croatian performers and authors, as well as music journalists, critics and business experts in the field of music industry and the IT sector.



*"This presentation has been a good example of recent improvements and it has shown that we, as well, follow global events and trends. This is an application that will show all segments in the digital world of the music industry, it will mark a channel of monitoring authors, performers, all musicians and the very phonogram producers. This is a transparent way of displaying everything happening on the Croatian music scene," explained Želimir Babogredac, president of the Croatia Records managing board and president of HDU.*



*"The author, performer or anyone from the music industry will be able to reach all relevant data after their processing in a single place. The tool sparks interest because, in principle, it can trace, among other things, what has not been done so far; financial contribution of streaming services to the contractor, as well as its popularity. For example, it will be shown, in one place, that a song has been listened to a certain number of times on one of the services and the funds collected on that service. The application will be online 24/7, so all data will be available at all times," explained Robert Nadžaković, director of Poslovna spajalica, author of the "Vrijeme je za digital" application*



*"This application is extremely useful for us authors because it allows us to have more time to deal with our creative processes. All the figures are placed in one place, which facilitates our work, and work of our managers who sometimes collect such data for days," commented Mia Dimšić, giving her perspective as author and performer.*



**ZAPRAF'S DIRECTOR HELD  
A LECTURE AT THE MAKK  
CONFERENCE**

At this year's MAKK Conference, held on 28 and 29 November at the Museum of Contemporary Art in Zagreb, namely the Consultation of the Croatian Copyright Society, Maja Vidmar Klarić, ZAPRAF's director, held a lecture. The topic "Transparency and reporting in the work of collective organizations" makes a cross-section of obligations under the Law on copyright and related rights in terms of transparency and reporting, which collective management organizations are obliged to respect, resulting from the implementation of the Directive 2014/26/EU of the European Parliament and of the Council from the 26th of February 2014 on collective management of copyright and related rights and multi-territorial licensing of rights in musical works for online use in the internal market (the 'CRM Directive').

**CHRISTMAS BANQUET AND  
PRESENTATION OF THE TOP.  
HR MUSIC AWARDS**

Croatian music industry attending. On this occasion, a press conference was held and a new Music Award, *Top.HR Music Awards*, was presented to the public. It was also announced that the official winners will be awarded on 6 February 2020 in the Esplanade Hotel in Zagreb, as performers with most airplay on Croatian radio stations and on the Deezer streaming service, as well as those with best-selling albums in the Republic of Croatia.

Numerous Croatian performers, authors and phonogram producers attended the banquet in the Croatian Music Institute, including Željko Bebek, Saša Lozar, Damir Kedžo, Detour, Pavel, Lidija Bačić Lille, Giuliano, Amir Kazić Leo, Zdenka Kovačiček, Meritas, Marko Kutlić, Nela, Jure Brkljača, Pravi igra, Dalibor Petko, Ivan Huljić, Miroslav Rus, Sandra and Branimir Mihaljević, Predrag Martinjak Peggy, and many others.



# RIGHTSHOLDERS

# 263

total number of providers of power of attorney

# 34

total number of foreign providers of power of attorney

# +36

the number of providers of power of attorney obtained in 2019



## TOP 10 OF CROATIAN AND FOREIGN RECORDINGS IN 2018

**TOP 10 CROATIAN RECORDINGS IN 2018 RANKED BY AIRPLAY:**



- 1. **PETAR GRAŠO** - AKO TE PITAJU  
TONIKA
- 2. **VATRA FEAT. MASSIMO** - NAMA SE NIKUD NE ŽURI  
DALLAS RECORDS
- 3. **ŽELJKO BEBEK FEAT. OLIVER DRAGOJEVIĆ** - AKO VOLIŠ OVU ŽENU  
CROATIA RECORDS
- 4. **TONY CETINSKI** - GENERAL BEZ ČINOVA  
HIT RECORDS
- 5. **MIA DIMŠIĆ** - DO POSLJEDNJEG RETKA  
CROATIA RECORDS
- 6. **NINA BADRIĆ** - MIJENJA SE VRIJEME  
AQUARIUS RECORDS
- 7. **SASA LOZAR** - DA  
ACAPA
- 8. **DETOUR** - BEZ TEBE  
AQUARIUS RECORDS
- 9. **ANTONELA DOKO** - O ČEMU PRIČAMO  
CROATIA RECORDS
- 10. **MIA DIMŠIĆ** - ŽIVOT NIJE SIV  
CROATIA RECORDS

HDU ZAPRAF

**TOP 10 FOREIGN RECORDINGS IN 2018 RANKED BY AIRPLAY**



- 1. **PORTUGAL THE MAN** - FEEL IT STILL  
WARNER BROTHERS MUSIC / DANCING BEAR
- 2. **CAMILA CABELLO FEAT. YOUNG THUG** - HAVANA  
SONY MUSIC / MENART
- 3. **CALVIN HARRIS FEAT. DUA LIPA** - ONE KISS  
SONY MUSIC / MENART
- 4. **RUDIMENTAL FEAT. JESS GLYNNE, MACKLEMORE & DAN CAPLEN** - THESE DAYS  
WARNER BROTHERS MUSIC / DANCING BEAR
- 5. **JUSTIN TIMBERLAKE FEAT. CHRIS STAPLETON** - SAY SOMETHING  
SONY MUSIC / MENART
- 6. **RITA ORA** - ANYWHERE  
WARNER BROTHERS MUSIC / DANCING BEAR
- 7. **ED SHEERAN** - SHAPE OF YOU  
WARNER BROTHERS MUSIC / DANCING BEAR
- 8. **GEORGE EZRA** - PARADISE  
SONY MUSIC / MENART
- 9. **DUA LIPA** - IDGAF  
WARNER BROTHERS MUSIC / DANCING BEAR
- 10. **MAROON 5** - GIRLS LIKE YOU  
UNIVERSAL MUSIC CROATIA

HDU ZAPRAF

# ZAPRAF OFFICE



**MLADEN MILIĆ**  
LEGAL ADVISER



**ADELA JUHAS**  
PUBLIC RELATIONS ASSOCIATE



**MAJA VIDMAR KLARIĆ**  
MANAGING DIRECTOR



**KRISTIJAN BARABAŠ**  
DATABASE AND DIGITAL  
CONTENT MANAGER

toplista<sup>official</sup>  
HR40



Airplay  
Radio  
Chart

toplista<sup>official</sup>  
PRODAJE

 **DEEZER** Singl **Mjeseca**

