



ANNUAL
REVIEW
2022/23

PUBLISHERS'
LICENSING
SERVICES



FROM THE CHAIR

ROSIE GLAZEBROOK

In distributing nearly £42m to publishers in 2022/23 PLS has broken all previous records. This remarkable achievement is due to higher than expected licensing revenues collected by our licensing partners. Copyright Licensing Agency (CLA) and NLA media access, and the excellent work of the PLS operations team in getting this money to publishers with their impressive efficiency. Knowing how important this secondary licensing income is to publishers' bottom lines I take this opportunity to thank, on behalf of the publishers signed up to PLS, all those who have made this possible.

In addition to these excellent financial results, you can read more about other aspects of the work that PLS continues to undertake for the benefit of publishers in the following pages of this Annual Review and in our Annual Transparency Report which is posted on our website.

The PLS Board goes from strength to strength, working as it does on behalf of the publishing industry to ensure that PLS meets the highest of standards in every aspect of its work for publishers. We were sorry therefore to have to say farewell to two valued and long-standing members of the Board, Stephen Lotinga and Nick

Service. We have been fortunate to be able to welcome in their place Dan Conway, who also succeeded Stephen as Chief Executive of the PA, and Susan Voss, both of whom have quickly made their mark on the Board. Susan has also succeeded Nick on the CLA Board as one of the PLS nominees.

My thanks also go to CEO, Sarah Faulder, for her excellent leadership of the PLS team, and for the contribution made by all members of the PLS board.

As Chair of PLS I also co-chair the CLA Board alongside the Chair of the Authors' Licensing & Collecting Society (ALCS). Having worked productively with Tony Bradman I was sorry to say goodbye to him when he had to step down in November on completing his full term at ALCS. I am pleased to have welcomed his successor, Jo Revill, and to be working with her in the best interests of CLA and all its members, including PLS.'

Chair

PLS is owned and directed by:



Association of Learned
and Professional
Society Publishers





THE YEAR IN BRIEF

SARAH FAULDER

I start by thanking both our licensing partners, Copyright Licensing Agency (CLA) and NLA media access (NLA), for their excellent work, which in turn enabled PLS to distribute almost £42m to publishers in 2022/23.

Being able to continue to make distributions of this order is dependent on there being a robust copyright framework in place, something the UK has historically led the world in. Taking care of copyright has always been central to the work of PLS. It was all the more astonishing, therefore, that our very own regulators should have proposed to introduce a broad copyright exception that would have seen copyright cast aside in favour of the development of artificial intelligence. After the publishing and other creative industries showed their strength, and forced government to climb down, efforts are now being made to find a solution that would work for both sides. As our policy report later shows, this issue is set to continue to dominate our work in the coming months.

This last year seems to have passed faster than ever as we have busily resumed our involvement in book fairs, conferences

and in person meetings. Whilst the worst effects of the pandemic are fortunately fading from memory in our everyday work, its enduring legacy is the fact that hybrid working is firmly embedded in the way we now conduct our business. Furthermore, this shows little sign of ever changing. In our case, the PLS team has now found a good balance between the benefits of working from home and the stimulation of seeing colleagues and being able to collaborate more effectively in person. Meanwhile we are testing the flexibility that working in serviced offices offers, having moved across the river to the other side of Tower Bridge in October along with CLA and the Authors' Licensing and Collecting Society (ALCS).

I take this opportunity to commend and thank my very hard-working team for their dedication to attending to publishers' rights and licensing needs, making a difference to their profitability.

A handwritten signature in black ink that reads "S. Faulder".

Chief Executive

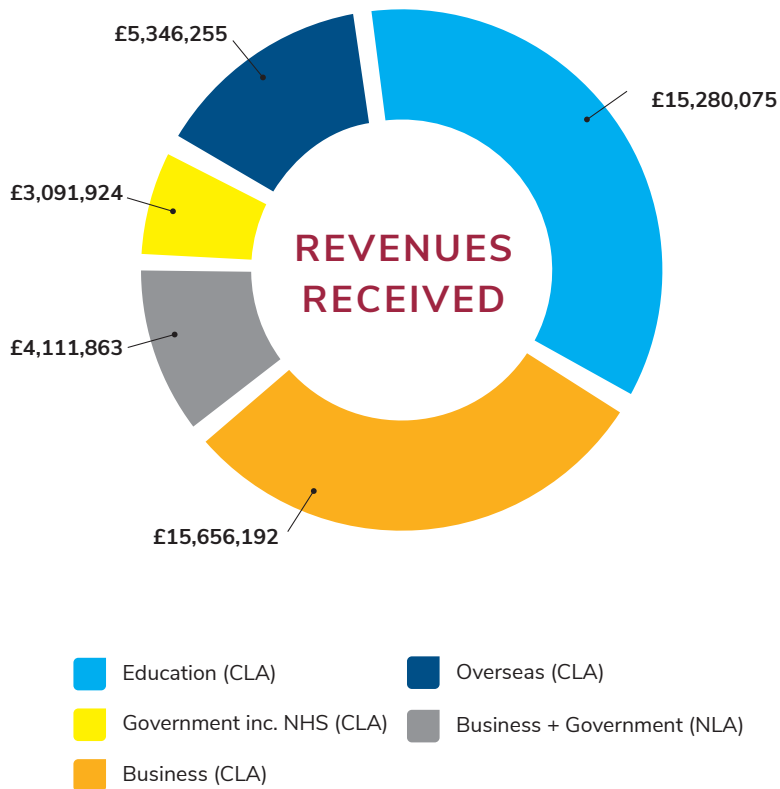
COLLECTIVE LICENSING: REVENUE AND DISTRIBUTIONS 2022/23



- £41.3m was paid out to publishers in 2022-23 – a new PLS record.
- Over 97% was paid within 21 days of receipt.
- More than 15,000 payments.
- Payments go straight to publishers' bottom line.

All figures in the chart are gross revenue before PLS admin fees. The NLA figure includes the shares payable to authors and visual artists. In accordance with the decision in the Rights Valuation, effective 1 January 2016, and as reflected in the Distribution Charter, PLS paid the shares due to authors (17.5%) and visual artists (10%) to ALCS and to DACS and PICSEL respectively for onward distribution prior to distributing NLA revenues to publishers.

*Net of PLS 6% admin fee.



OTHER SERVICES



Access to Research is a service that provides free, walk-in access to over 40 million peer-reviewed, academic articles in public libraries across the UK. We currently have 21 publishers providing journal content and approximately 3000 public libraries signed up to the service.

Earlier in the year, we invited participating publishers to a consultation where it was unanimously agreed that the service was still very much relevant and compatible with their position on legal deposit.

Following this consultation, we conducted a demographic survey to gain a better insight into who is using the service and for what purpose. The results of this survey are being used to inform our promotion of the service. Meanwhile demand for the service has almost reached pre-pandemic levels.

Rights & Licensing Hub

We have continued our initiatives to raise awareness and encourage good rights management practices in the publishing industry. This year PLS published a white paper, Rights Management in Publishing, which was based on a survey of around 100 UK publishers, including many of the top publishing houses. The results of this survey indicate that publishers can substantially increase revenue and value by managing their rights more efficiently and effectively.

We also launched an Essential Guide to Open Access as an introduction to Open Access concepts for publishers. The guide contains links to additional resources to find out more about what Open Access is, Creative Commons licences, Text and Data Mining, and Transformative Agreements.

The PLS Rights Group, consisting of industry rights experts, continued to meet to discuss key issues affecting rights teams and to develop new resources for the Rights and Licensing Hub (rightsandlicensing.co.uk). The free [Rights Management Essentials Courses](#) also remain a popular resource for those working in publishing, giving a good understanding of the basic principles of rights management and highlighting its importance to all areas of publishing (not just rights teams).



PLSclear continues its mission to streamline the permissions process for publishers regardless of the size or sector of the company. With over 350 publishers now opted into the service, it has become an established part of the permissions landscape within the UK and globally. In the 2022-23 financial year, PLSclear facilitated requests to use publishers' content from users in over 100 countries, with 75% of requesting users coming from outside of the UK.

We also continued to deliver further improvements to the PLSclear platform for both publishers and requestors. Our new Quick Links enables publishers to direct users to PLSclear from product pages on their websites. Improvements to PLSclear are led by feedback we've received from publishers and requestors.

INCOME AND EXPENDITURE 2022/23

	2023 (£)	2022 (£)
COPYRIGHT FEES RECEIVED	44,126,301	43,360,709
Distributable to rightsholders	(41,788,586)	(40,819,178)
Administrative expenses	(2,658,320)	(2,312,899)
OPERATING SURPLUS	(320,605)	228,632
Interest receivable	86,772	5,655
SURPLUS BEFORE TAXATION	(233,833)	234,287
Taxation	48,933	(45,793)
SURPLUS FOR THE YEAR	(184,900)	188,494
RETAINED EARNINGS BROUGHT FORWARD	1,007,249	818,755
RETAINED EARNINGS CARRIED FORWARD	822,349	1,007,249

BALANCE SHEET

as at 31 March 2023

	2023 (£)	2022 (£)
FIXED ASSETS		
Tangible assets	3,954	26,933
Intangible assets	118,710	125,062
Investment in Joint Venture	5	5
	122,669	152,000
Current assets		
Debtors	1,530,250	1,420,249
Short term bank deposits	4,082,214	1,268,661
Cash at bank and in hand	4,124,180	8,271,374
	9,736,644	10,960,284
Creditors: amounts falling due within one year	(9,018,842)	(10,084,724)
Net current assets	717,802	875,560
Provisions for Liabilities	(18,122)	(20,311)
TOTAL NET ASSETS	822,349	1,007,249
CAPITAL AND RESERVES		
Profit and Loss Account	822,349	1,007,249

Commentary: The financial information on this and the previous page does not constitute statutory accounts as defined in Section 434 of the Companies Act 2006. The income and expenditure account and the balance sheet have been extracted from the audited statutory accounts for the year ended 31 March 2023. These accounts have been delivered to the Registrar of Companies and carry an audit report, which was unqualified and did not contain a statement under Section 495(4) of the Companies Act 2006.

POLICY

The last year saw dramatic developments in artificial intelligence and continued political upheaval and uncertainty in the UK.

Following a turbulent period which saw two changes in Prime Minister, Rishi Sunak's administration has put special emphasis on innovation. In February 2023, the government created the Department for Science, Innovation and Technology (DSIT) which now has responsibility for digital policy and oversight of the Intellectual Property Office. Viscount Camrose joined DSIT's ministerial team and was appointed to the newly created role of minister for AI and IP.

AI has dominated the media with debates over its potential applications and how it might change society following the release of Chat GPT. It has also put a spotlight on the relationship between AI and IP.

In June 2022, the government announced their intention to introduce a new copyright exception that would have allowed text and data mining for any purpose, with no possibility to opt out, vastly widening the current non-commercial exception. The UK's creative industries were united in their opposition to the government's plans and in February 2023 the government decided not to proceed.

To provide clarity as to the relationship between AI and IP, the IPO has convened a series of roundtable meetings during May and June 2023, attended by both rightsholder groups and users, with a view

to developing and agreeing a code of practice for the use of copyright protected material with AI.

The Publishers Content Forum (PCF), a group of cross sector companies, trade bodies, and collective management organisations focused on publishing and now organised by PLS, wrote to the government twice, outlining the publishing industry's concerns, and worked to ensure cross-industry alignment on the matter. The Liberal Democrat Spokesperson for Treasury and Business & Industrial Strategy, Sarah Olney MP, cited the PCF in a House of Commons debate on AI and IP.

PLS continued to liaise closely with our trade association owners: the Publishers Association, the Professional Publishers Association and the Association of Learned and Professional Society Publishers. PLS also works with a wider network of creative industry organisations through its membership of the British Copyright Council and, latterly, the Alliance for IP.

PLS BOARD OF DIRECTORS

as at 31 March 2023



Rosie Glazebrook
Chair
PLS



Sarah Faulder
Chief Executive
PLS

ALPSP

Wayne Sime
Chief Executive
ALPSP

Deborah Dixon
Editorial Director
Oxford University Press

Sarah Fricker
Senior Group Legal Advisor
IOP Publishing



IPG

Bridget Shine
Chief Executive
IPG

Oliver Gadsby
Director
Rowman & Littlefield International

Tim Williams
Managing Director
Edward Elgar Publishing



PA

Dan Conway
Chief Executive
PA

Mark Majurey
Commercial Director & VP
Taylor & Francis Group

Andrew Freeman
Vice President, Secondary
Schools Portfolio, Pearson



PPA

Sajeeda Merali
Chief Executive
PPA

Andrew Yeates
Intellectual Property Advisor
PPA

Susan Voss
Legal & Compliance Director
Bauer Media



PLS STAFF

as at 31 March 2023



Sarah Faulder
Chief Executive



Tom West
Chief Operating Officer



Amy Ellis
Head of Rights & Permissions



Will Crook
Policy & Communications Manager



Danielle Williams
Executive Assistant



Mohammed Anisuzzaman
Head of IT



Richard Guest
Head of Distributions



Francesca Wallis
Publisher Relations Executive



Esmé Lee
Communications, Events &
Marketing Executive



Martin Dixon
Project Manager



Katherine Wyatt
Account Services Supervisor



Kirsty Cassia
Account Services Officer



Helen Jennings
Product Development Officer



Natalia Kornioukhova
Product Development Officer



Carla Roda
Rights & Permissions Administrator



Jamie Allerton
Publisher Registrations Executive



Andrea Graham
Publisher Registrations Executive



Vivienne Casey
Finance Assistant



Claire Rogers
Finance Manager



Adnaan Rana
Management Accountant



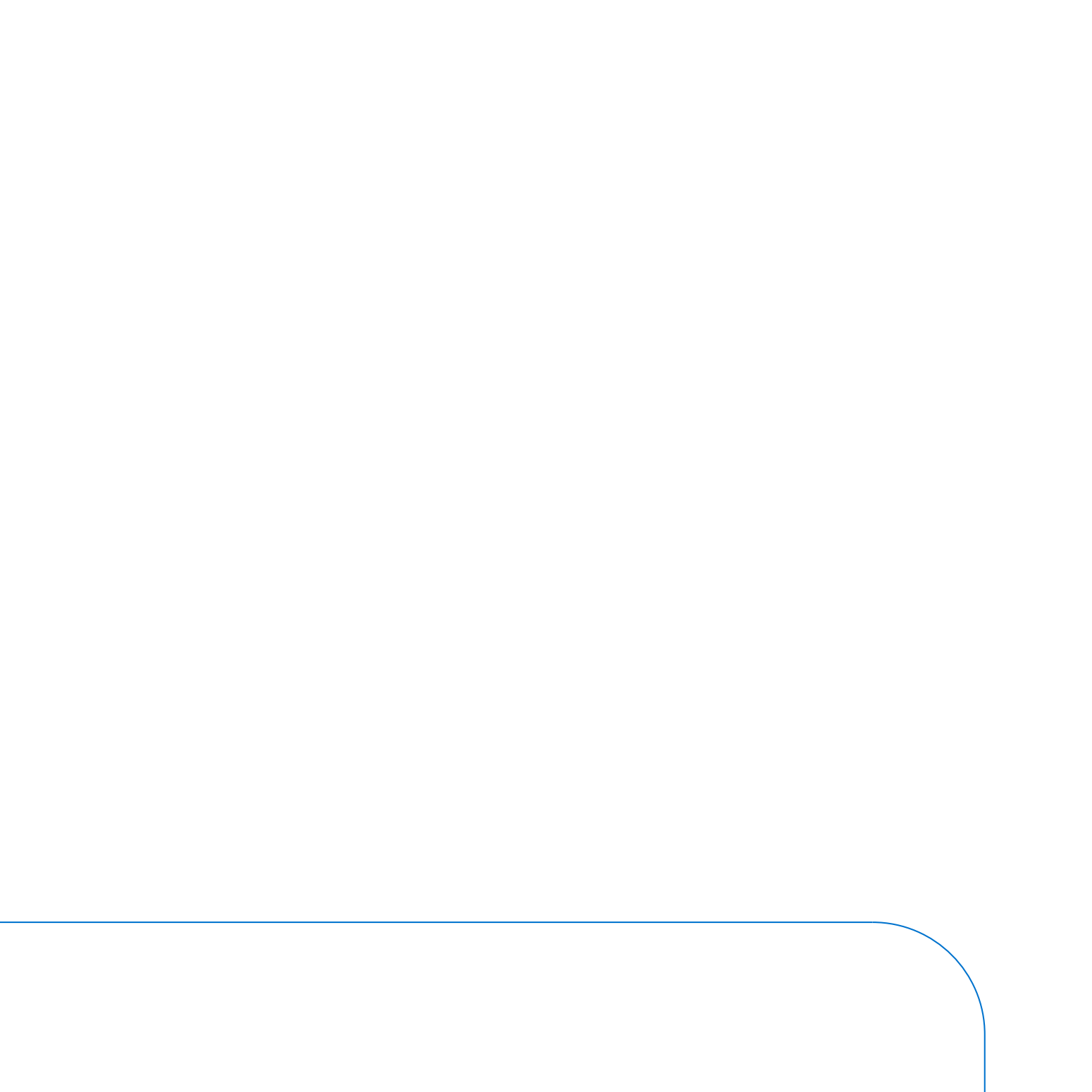
Samehra Khan
Credit Controller



Andy Martin
HR Director



Nicola Stalley
HR Advisor





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🐦 @PLSLicensing