

## SITUATION OF CEPIC TODAY

### 2020

Congress Revenues have been postponed to 2022.

As a result, there is a loss of **- 97.521,73 €**

Almost half of the reserves.

### 2021

In 2021<sup>1</sup>, CEPIC's turnover amounted to **54.009,66 €** from<sup>2</sup>:

- Membership fees **40.574, - €**

- Webinars **13.435, - €** (Revenues from registration and sponsorship tripled from 2020)

In 2021, the CEPIC Congress was postponed for the second time.

This revenue from Congress has therefore been put forward to 2022<sup>3</sup>.

CEPIC has received "Überbrückungshilfe" / Corona Support twice:

18.434,37 € + 6.000, - € = **24.506,37 €**

In terms of costs, CEPIC continued to cut its costs in 2021.

- Salaries are down from 88.864 € in 2019 to 64.316,11 €

- Third party work from 9.960,43 in 2019 to 3.223,23 €

- Travel costs are down from 24.690,86 € in 2019 to 1.247,17 €<sup>4</sup>

- The office was closed in March 2021, saving approx. 10.000 €/ year

The only costs that have come up since 2020 are fiscal & legal counsel costs due to CEPIC's registration: 19.417,14 € in 2020 and 3.724,75 € in 2021 (<sup>5</sup>).

In sum, the draft closing accounts show a loss amounting to **- 29.928,34 €**

This is nevertheless significantly less than the loss in 2020 amounting to **- 97.521,73 €**

### 2022

In 2022, the 2020 and 2021 trends in costs saving continue. However, Congress has taken place with new registrations and new sponsors.

This means:

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<sup>1</sup> 2020: to **43.110, - €** from:

- Membership fees 39.444, - €

- Webinars 3.666, - €

<sup>2</sup> In comparison, CEPIC's turnover in 2019 was **311.754, 10 €**.

<sup>3</sup> At the time of postponement – March 2020 - 117 participants had registered for a total turnover of approx. 77.0000, - €

In addition, there were two sponsors for a total of 37.500 €

<sup>4</sup> These amounts include all travel costs: Congress travel costs and travel costs for ideal/ lobbying purposes

<sup>5</sup> These costs include the non agreed labour lawyers costs of 2020 and 2021

- Congress takes place, accounting for revenues and costs in 2020  
Additional Congress revenues from registration: **69.851, - €**  
Additional Congress revenues from Sponsorship: **57.800, - €**

#### CONGRESS 2020-2022

	Net	Gross	VAT	Unpaid	Unpaid net
2020	69.851,51	83.353,04	13.501,53	7.967,85	6.559,80
2022 Jan.	1.270,00	1536,7	266,7	768,35	635
2022 Feb.	13.645,00	16.254,25	2.609,25	3.218,60	3.351,95
2022 March	18.910,00	22.603,90	3.693,90	0	0
2022 April	21.144,00	25.110,25	3.966,25	913,55	755,00
2022 May	15.528,50	18.530,13	3.001,64	0	0
Storno June	-11.301,75				
<b>TOTAL</b>	<b>129.047,26</b>	<b>167.388,27</b>	<b>27.039,27</b>	12.868,35	11.301,75

2020	69.851,51
2022	70.497,50

#### Sponsors

PicRights	30.000,0	
MobiusLabs	13.500,0	
BRIA	5.000,0	
SmartFrame	5.300,0	
Imago	8.000,0	
Google	25.000,0	
Pixray	500,0	<b>87.300,0</b>

- Revenues come from membership fees are stable: **38.218, - €**
- There is no more support from the Agentur für Arbeit but some grants were paid
- Costs were further cut:
  1. The office was closed definitely (saving approx. 10.000 €/ annum)
  2. Salaries: Sylvie Fodor's working time was reduced to four or even three days/ week (Up to 40% savings in operating costs)

From a liquidity perspective there will be approx. 130.000 € left on CEPIC's account at the end of the year.

#### **Perspectives ...**

- Congress remains the main source of revenues. In Congress revenues, revenues from sponsors grow steadily while delegates fees
- Membership:  
The dynamic is positive. CEPIC has accepted three new members in 2021 and 10 since the beginning of the year 2022, so that losses have been compensated

END

14.06.2022