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ANNUAL REPORT

overview

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After a dynamic year with many successes that have also brought new challenges, AIPA has grown and positioned itself at the forefront of changes in rights management that are ushering in a new era for all AV creators.

We are calling it AIPA 3.0.

Be part of co-creating a robust and thriving AV industry, one that also stimulates our national culture, creativity and economy.

Gregor Štibernik, *managing director*

Overview of the AIPA 2023 Annual Transparency Report

Ljubljana, August 2024

Published by: AIPA

Represented by: Gregor Štibernik

Graphic design and pre-press by: Polonca Peterca

Slovenian version edited by: Inge Pangos

Translated into English, edited and proofread by: Jana Renée Wilcoxon

Photos by: Rok Kajzer Nagode (Supervisory Board), Simon Tanšek (Managing Director)
and AIPA archive (lively international events)

Printed by: Partnergraf d. o. o.

Print run: 30 copies

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on the QR code.



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DOMESTIC DISTRIBUTION

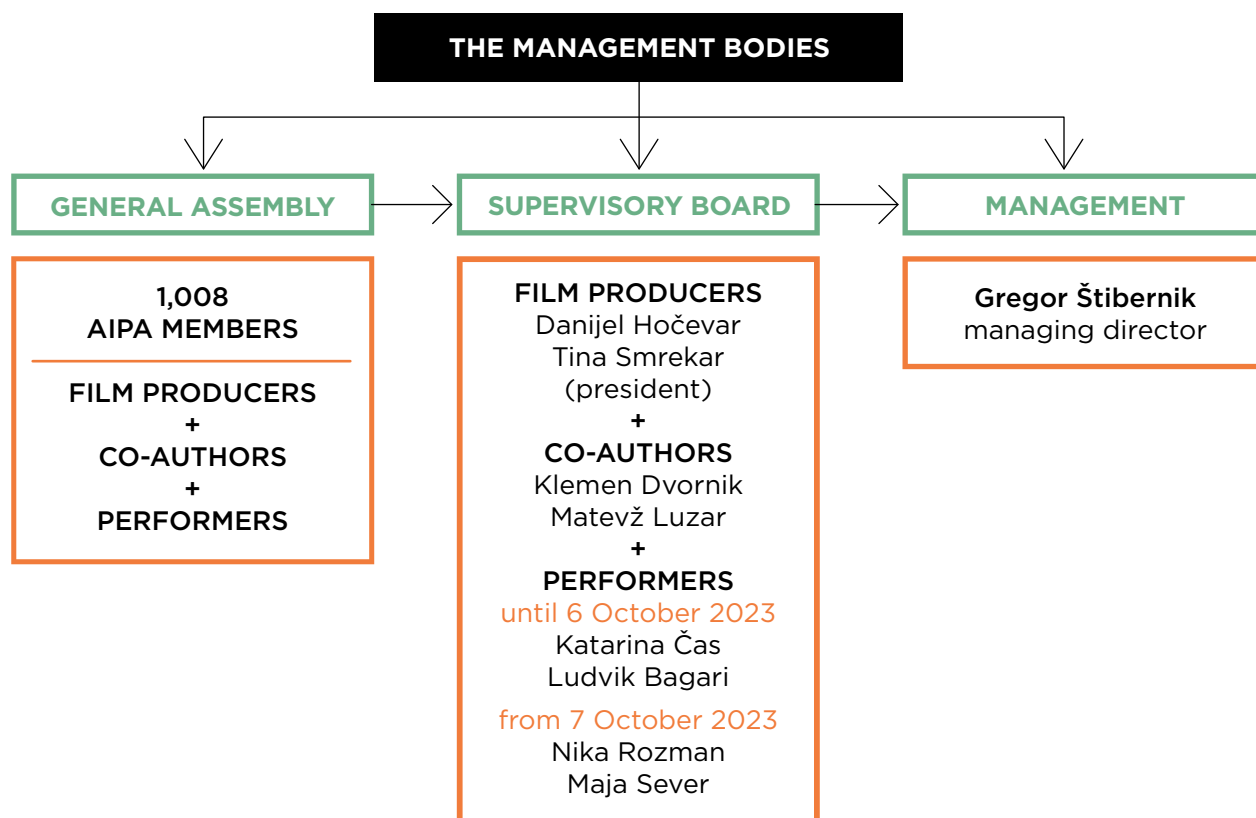
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Abbreviations used in this overview:

CA	CO-AUTHORS
CMO	COLLECTIVE MANAGEMENT ORGANISATION
CR	CABLE RETRANSMISSION
FP	FILM PRODUCERS
MA	MAKING AVAILABLE TO THE PUBLIC
OCSSP	ONLINE CONTENT SHARING SERVICE PROVIDERS
P	PERFORMERS
PC	PRIVATE COPYING
R	ROYALTIES
RE	REMUNERATION
SCE FUNDS	SOCIAL, CULTURAL AND EDUCATIONAL FUNDS
VOD	VIDEO ON DEMAND



SUPERVISORY BOARD (L to R)

Danijel Hočevar, Klemen Dvornik, Maja Sever, Tina Smrekar, Nika Rozman, Matevž Luzar

NEW SUCCESSES BRING NEW CHALLENGES



AIPA had a busy 2023. We acquired many of the new licences to which AV creators are entitled after the 2022 legislative changes and effectively collected and distributed groundbreaking levels of royalties and remunerations. Our team of nine could not have done such an outstanding job working towards these two strategic goals without the close collaboration of thirty-nine international sister organisations.

AIPA also diversified its already exciting and varied activities, as evidenced by the acquisition of up to eighteen new licences and the (international) procedures for optimal collective management. Knowing that all three groups of AV creators (co-authors, performers and film producers) still do not fully enjoy all the rights to which they are legally entitled means that we still have work ahead of us.

With that in mind, in 2024, we will make the first distribution in accordance with the new licences for the collective management of the right of performers and film producers to equitable remuneration of cable retransmissions of AV works that

we received from the Slovenian Intellectual Property Office (SIPO) in June 2023.

The end of 2023 also brought us closer to the end of the fifteen-year period of struggle and efforts to regulate the conditions in the Slovenian AV industry. A new era is emerging – one that is more mature, more agile, yet also more stable – for the entire national AV sector and especially for AV creators. We can be proud of our accomplishments, our successes and our acquisitions. Nevertheless, new challenges lie ahead. If we continue to genuinely collaborate and remain steadfast in our shared vision, we will soon realise the goals we have set.

AIPA 3.0

Copyright and related rights were fully established in Slovenia only in 2022, when we obtained one of the most advanced legislative frameworks for the national AV sector. Today – despite the need for some improvements and alignments – the updated legislation allows AIPA to better serve its members by collectively managing more rights

and already actively seeking licences for additional ones. After over ten years of managing just a handful of rights, AIPA is now stepping into a completely new era, where changes, challenges and tasks are the only constants. We are calling it AIPA 3.0.

National AV Strategy

In 2023, after more than a decade of political and professional efforts to acknowledge the important potential of the national AV industry – a potential with great cultural, creative and economic impact – the key players in our sector introduced the *Strategic Plan for the Development of the Audiovisual Industry in Slovenia by 2030*. This comprehensive and visionary document sends a message to political decision-makers: Instead of making demands or complaining, we are taking action.

For example, AIPA's dedicated SCE funds feed the AV industry by facilitating the development of its professional associations and their members. Co-authors, performers and film producers can access the funds for social, cultural and educational purposes through AIPA's tenders and assembly resolutions. Not only do SCE funds enable individuals to enhance their knowledge and skills, acquire competencies and alleviate social hardships, but they also support associations in realising their activities.

Unfortunately, current legislation severely restricts the amount that CMOs can allocate for dedicated funds. That means CMOs fall short in effectively and comprehensively supporting activities and engagement towards the growth of Slovenian AV culture and its heritage. The Strategic Plan addresses these shortcomings and proposes solutions already adopted in most EU member states. Thus, updating the legislation regarding dedicated funds is one of the priorities of AIPA 3.0.

International Engagement

As a full member of all major international organisations and through close collaboration with thirty-nine sister CMOs, AIPA successfully manages the rights of national AV creators worldwide. As organisers, co-organisers or guests, we

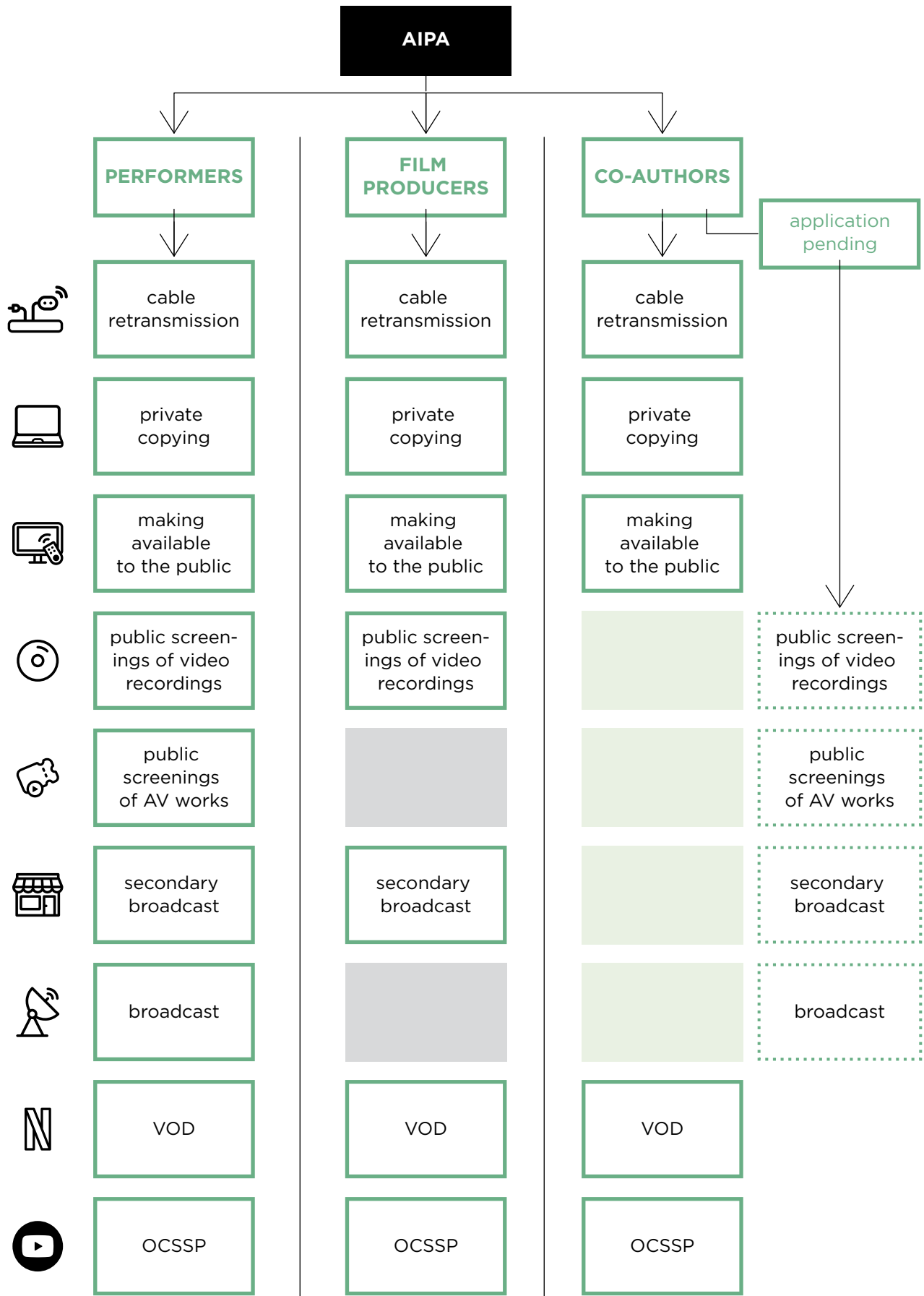
participate in all industry-relevant conferences, host meetings in Slovenia with representatives of European associations and organisations and address shared issues of collective rights management.

Both nationally and internationally, AIPA is increasingly being recognised as a “model of best practice”, which is confirmed by its participation in the governing bodies of key organisations and the many invitations from colleagues around the world to share our experiences and strategies.

A small CMO from a small country can thus play a big role in co-shaping global AV policy through soft approaches that emphasise collaboration.

Gregor Štibernik, *managing director*

COLLECTIVELY MANAGED RIGHTS



FACTS & FIGURES

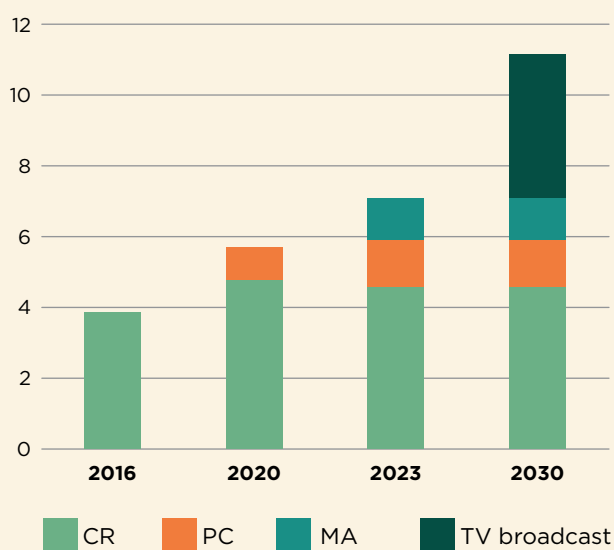
7.3 MIO EUR
rights revenue and income

1.9 MIO EUR
operating
costs

5.4 MIO EUR
distribution of amounts due to
right holders before deductions for SCE

27.10 %

RIGHTS REVENUE BY CATEGORY (IN MIO EUR)



3.4 MIO EUR*

payouts
for the previous financial years and SCE funds



2.7 MIO EUR

R & RE

0.7 MIO EUR

SCE funds

1.2 MIO EUR

domestic

1.5 MIO EUR

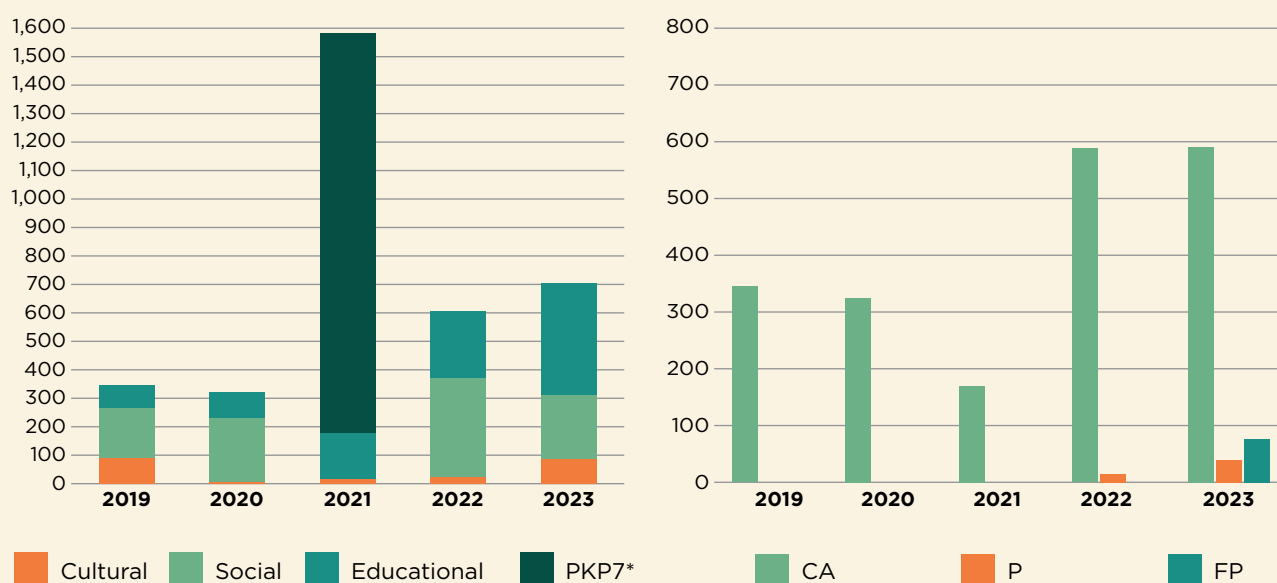
foreign CMOs/beneficiaries

1,881

payouts to beneficiaries

* In accordance with Article 34 of CMCRR, the CMO must pay out the collected royalties and/or remuneration within nine months after the end of the financial year.

PAYOUTS FROM SCE FUNDS (IN THOUSANDS OF EUR)

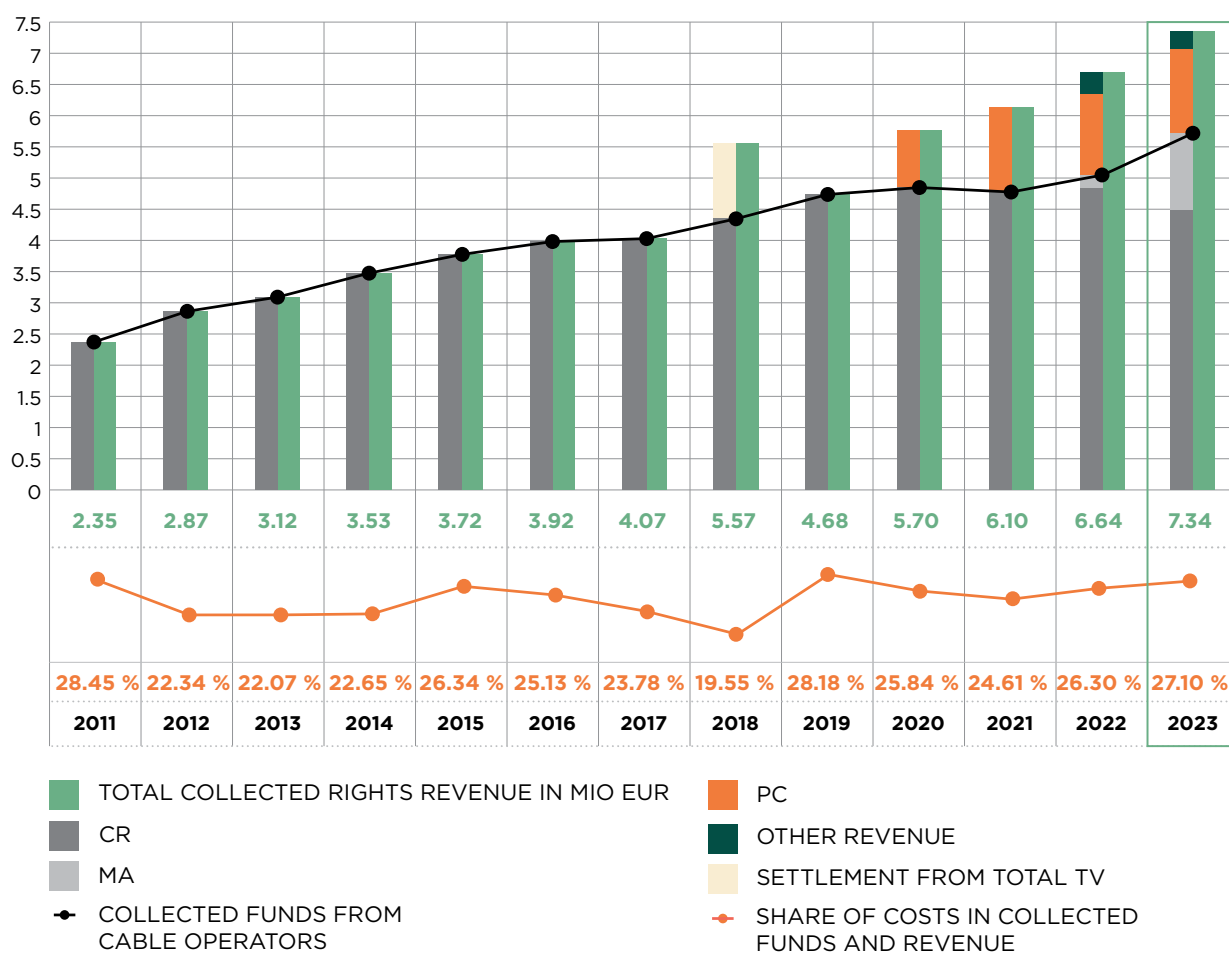


* Act on intervention measures to help mitigate the consequences of the second wave of the COVID-19 epidemic, which entered into force on 31 December 2020 (PKP7)

RIGHTS REVENUE BY CATEGORY

in EUR			
Type of right	Type of use	Financial year	Total collected R or RE
The right to equitable remuneration in the case of cable retransmission of AV works (CR)	CR - CA	2023 until 19 June	2,040,066
The right to equitable remuneration in the case of cable retransmission of AV works by co-authors of AV works and the right to equitable remuneration for performers for each cable retransmission of performances in AV works on videograms, as well as the right to equitable remuneration for film producers for each cable retransmission of videograms with AV works (CR)	CR - CA	2023 from 20 June	1,172,698
	CR - P	2023 from 20 June	256,695
	CR - FP	2023 from 20 June	1,109,601
The right to equitable remuneration for making sound or visual recordings of AV works done within the scope of private or other internal use (PC)	PC - CA	2023	466,719
	PC - P	2023	429,496
	PC - FP	2023	429,496
The right of co-authors of making available to the public of AV works, the rights of performers of making available to the public of performances recorded on videograms, and the right of film producers of making available to the public of videograms (MA)	MA - CA	2023	519,134
	MA - P	2023	152,575
	MA - FP	2023	519,134
TOTAL		2023	7,095,613

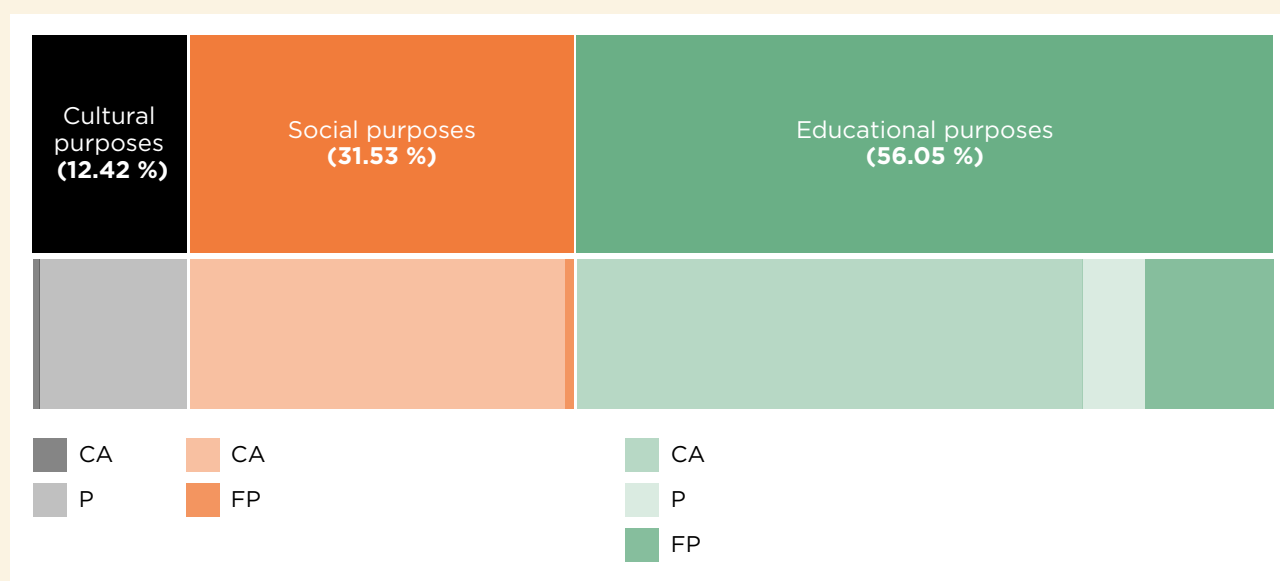
TOTAL COLLECTED RIGHTS REVENUE AND THE SHARE OF COSTS IN THE TOTAL COLLECTED RIGHTS REVENUE



SCE FUNDS

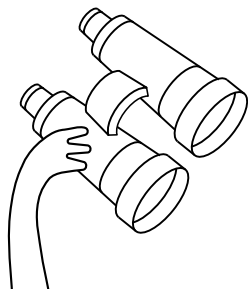
	Funds (in EUR) for		
	cultural purposes	social purposes	educational purposes
CA			
Balance 1 January 2023	130,126	124,378	168,060
Contributions			
• from collected R for 2022	0	180,000	270,000
• from collected RE for 2021 and 2022	0	20,000	22,000
Payouts	84,675	218,812	290,146
Administration costs	4,119	10,647	14,119
Balance 31 December 2023	41,332	94,919	155,795
P			
Balance 1 January 2023	17,985	16,195	22,475
Contributions			
• from collected RE for 2021 and 2022	0	5,000	35,000
Payouts	3,452	0	35,755
Administration costs	168	0	1,740
Balance 31 December 2023	14,365	21,195	19,980
FP			
Balance 1 January 2023	7,000	13,000	50,000
Contributions			
• from collected RE for 2021 and 2022	0	0	40,000
Payouts	0	5,000	72,000
Administration costs	0	243	3,503
Balance 31 December 2023	7,000	7,757	14,497

PAYOUTS OF SCE FUNDS IN 2023



MANAGEMENT MODEL

Vision: **Among the Best**



As the leading CMO in Slovenia, we will expand our international, especially regional, role through innovative business-organisational development projects led by the principles of cooperation and inclusion. We aim to create a modern system of collective rights management that is on par with the best in the world, along with an administrative-technical department that will provide specific services for the entire region. We will also intensify our efforts to preserve and develop Slovenian culture through new (partnership) projects.

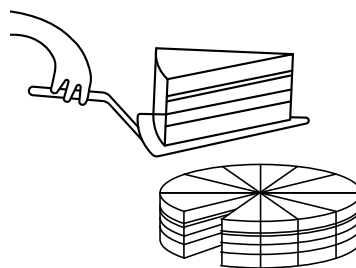
Mission: **Excellence and Efficiency**

We continuously seek new knowledge to develop and improve business processes for the benefit of right holders. In collaboration with our members and the national and international AV community, we strive for comprehensive regulation of the AV sector and the establishment of a system that, through collective management, is most optimal for right holders.



Business Model: **Legally Compliant, Transparent, Value-Driven**

AIPA is the only national CMO of AV creators authorised to collect royalties and remuneration (R & RE) for the use of AV works on behalf of right holders. The collected funds are accounted for, distributed and paid out as soon as possible but no later than nine months after the end of the financial year.



Our business model is based on European legal principles incorporated into national laws. Following the strategic directions, plans and decisions of our General Assembly and members, we accomplish AIPA's main objectives: :

- Ensuring transparent operations built on equality and participatory decision-making.
- Maintaining optimal relations with users and effectively collecting R & RE.
- Accurately managing data.
- Protecting right holders' interests and ensuring the appropriate rights revenue for the use of their works.
- Raising awareness among all stakeholders.

As employees, we are committed to the rule of law and the legality of our actions. Our work is guided by openness, respect and consideration for all stakeholders, as well as fairness, dedication and commitment.

We aim to share these values within the organisation with each AIPA member and externally in our business and professional partnerships, as they are also woven into our social responsibility.

Social Responsibility: **Mutual Support for the Common Good**

AIPA is acutely aware of the interdependent and holistic nature of the core principles of social responsibility and embeds these principles in all activities that AIPA undertakes for the betterment of the community, from organising events for various audiences to making dedicated SCE funds available to members.

We are also active in changing social mechanisms (the radical change of the CMCRRRA) and ensuring social equality (legally equating creators of AV works with creators in the literary and musical fields).

Environmental Sustainability.

- Promoting green mobility.
- Conducting more business meetings, especially international ones, remotely.
- Improving our paperless operations.

Social Equality.

- Promoting a diverse organisational landscape and supporting the activities of numerous professional associations.
- Ensuring that AIPA members have fair and equal access to resources for social, cultural and educational purposes.



Management.

- Continuously improving and developing all work processes and the organisation as a whole.
- Emphasising transparency, clarity and comprehensiveness in data management.
- Regularly updating our risk management system and maintaining our ISO 9001 certification.

Organisational Culture and Ethics.

- Providing employees with a supportive work environment with ethical and equitable relationships, as well as modern equipment, employee-friendly surroundings and the latest tools.
- Encouraging remote working and flexible working hours.
- Prioritising employee well-being through training and promoting a healthy lifestyle.
- Working with experts and institutions in the fields of IT, (IP) law and management to enable AIPA to consistently excel in the international arena.
- Sharing innovations with our business partners and members, as AIPA's objectives can only be developed and achieved through quality, professional relationships.

5 FOR 2023

1

NEW LICENCES

In June 2023, AIPA acquired licences for the collective management of the equitable remuneration of cable retransmissions of AV works (for film producers and performers).

During three general assemblies in 2023, we adopted the necessary amendments to certain regulations in accordance with the updated legislation, enabling us to supplement the applications for collective management licences. At the end of 2022, AIPA applied for collective management licences for eighteen new rights, with the majority approved by the end of February 2024.

2

PRESENTATION OF THE STRATEGIC PLAN FOR THE DEVELOPMENT OF THE AV INDUSTRY

At the 2023 Festival of Slovenian Film Portorož, the Slovenian Federation of Filmmakers' Guilds (ZDSFU) first presented the *Strategic Plan for the Development of the Audiovisual Industry in Slovenia by 2030*. This important plan aims to further develop the national AV industry as an essential cultural and economic sector. By mid-November, the plan had been communicated at two roundtables and at the National Council of the Republic of Slovenia. AIPA is an active participant in the project and emphasises the importance of proper promotion and legislative regulation to support this sector.

3

SUPPORT, AID, SOLIDARITY

One of AIPA's fundamental tasks as a CMO is to care for the social, educational and cultural needs of right holders. On the basis of the general assemblies' resolutions and appeals, AIPA paid out 709,840 EUR from SCE funds for:

- Social purposes: the so-called price increase supplements, etc.
- Cultural purposes: reimbursement of membership fees, work scholarships, awards for excellence in the Slovenian AV field, etc.
- Educational purposes: scholarships, tuition fees, annual education grants, reimbursement of workshop participation costs, educational activities of professional associations, etc.

Members affected by the 2023 floods received one-off financial assistance.

4

AWARDS FOR EXCELLENCE IN AV CREATIVITY

For the third year in a row, we presented Awards for Excellence in the Slovenian AV field with the aim of increasing public recognition and appreciation for the work of national AV creators:

- 7 Stars of Orion to the AV works with the highest ratings: *Ja, Chef!*, *Leninov park*, *Dolina rož*, *V imenu ljudstva 2*, *Sekirca v med*, *Trigrad* and *Beli bojevniki v črni obleki*
- 3 equal Brightest Stars of Orion for acting achievements: **Jurij Zrnec** and **Katarina Čas** (both *Ja, Chef!*) and **Saša Tabaković** (*Dolina rož*)
- 3 equal Butnska awards for daringness and creativity: **Andrina Mračnikar** (*Izginjanje/Verschwinden*); **Robert Petan** (*Rad te volim* – RTV Song music video); **Žigan Krajncan**, **Kristijan Krajncan** and **Lev Predan Kowarski** (*Žar ljubezni* music video)
- Žarko Lužnik award for outstanding student work: **Leo Černic** (*Pentola*)



5

LIVELY INTERNATIONAL ACTIVITIES

We participated as organisers, co-organisers or guests in notable and important professional meetings:

March | Skopje

supporting our North Macedonian partners' efforts to regulate the protection of their rights

April | Bled

meeting of the representatives of European associations and CMOs to discuss issues of collective management of performers' rights, protection and appropriate remuneration; co-organisers: AIPA, AEPO-ARTIS and SCAPR

May | Rio de Janeiro and London

active panellists and topic leaders at the AVACI and SCAPR general assemblies

September | Ljubljana

meeting with WIPO Director General Daren Tang

October | Belgrade

regional seminar on AV authors' rights in Central and Eastern Europe; co-organisers: AIPA, SAA and SFP-ZAPA

November | Sofia

at the invitation of CISAC, we attended the Dramatic, Literary and Audiovisual Technical Committee (DLV) meeting; Peter Kep shared experiences with Slovenian legislation and the protection it offers AV creators

December | Skopje

as part of the North Macedonian Creative Industries Forum, we presented experiences in the collective management of AV rights in Slovenia; participation in AGICOA and AGICOA Europe general assemblies



DOMESTIC DISTRIBUTION

					in EUR
Financial year for which R were collected	2018	2019	2020	2021	2022
Type of right	The right of rebroadcasting in the case of cable retransmission of AV works				
Type of use	CR				
Income, after operating expenses	3,436,650	3,359,026	3,473,989	3,453,981	3,614,896
Income tax	/	/	22	2	108
Total amount allocated to SCE funds (AIPA General Assembly decision)	405,000	400,000	350,000	400,000	450,000
Provisions for subsequent payments to unknown beneficiaries	90,000	/	/	/	/
Total sum for extraordinary assistance in 2021 (PKP7)	/	/	1,179,081	/	/
Total amount of R for distribution – cable retransmission of AV works	2,941,650	2,959,026	1,944,886	3,053,981	3,164,787
R for cinematographic films, television films, AV works for television 1, AV works for television 2, AV works for television 3, and other AV works R for short music videos	2,676,902	2,692,714	1,769,844	2,779,122	2,879,956
R for short music videos	147,082	147,951	97,246	152,699	158,239
R for advertising films	117,666	118,361	77,796	122,159	126,591
Total amount allocated to right holders	2,036,032	2,144,052	1,465,381	2,141,546	2,234,816
Total amount allocated to right holders – paid	1,660,586	1,659,361	1,410,059	1,912,870	1,526,839
Total amount allocated to right holders – not yet paid	375,446	484,691	55,322	228,676	707,977
Total amount unallocated to right holders (R allocated on the level of each co-author for each individual broadcast of an AV work and provisions for subsequent payments to unknown beneficiaries)	905,618	814,974	479,505	912,436	929,971

				in EUR
Financial year for which the R for making available to the public were collected	2022			
Type of right	The right of CA of making available to the public of AV works, the right of P of making available to the public of performances recorded on videograms, and the right of FP of making available to the public of videograms (MA)			
Type of use	MA – CA	MA – P	MA – FP	
Income after operating expenses	92,191	28,864	92,191	
Income tax	3	1	3	
Total amount allocated to SCE funds (AIPA General Assembly decision)	0	0	0	
Total amount of R for distribution	92,188	28,863	92,188	
Total amount allocated to right holders	23,857	1,571	20,487	
Total amount allocated to right holders – paid	6,505	780	9,613	
Total amount allocated to right holders – not yet paid	17,352	791	10,874	
Total amount unallocated to right holders	68,331	27,292	71,701	

Financial year for which the RE were collected (received from Društvo Kopri-va, k. o. in the financial year 2022)														2021				2022				in EUR
Type of right	The right to equitable remuneration for making sound or visual recordings of AV works done within the scope of private or other internal use																					
Type of use	PC - CA	PC - P	PC - FP	PC - CA	PC - P	PC - FP	PC - CA	PC - P	PC - FP	PC - CA	PC - P	PC - FP	PC - CA	PC - P	PC - FP	PC - FP						
	4	4	4	4	4	4	4	4	4	4	4	4	7	6	7	7						
Income after operating expenses *	16,153	14,517	14,201	175,545	157,937	160,483	357,041	317,965	324,718	239,669	210,153*					218,922						
Total amount allocated to SCE funds (AIPA General Assembly decision)	0	0	0	20,000	18,000	18,000	35,000	37,000	37,000	27,000	25,000					25,000						
Total amount of RE for distribution	16,153	14,517	14,201	155,545	139,937	142,483	322,036	280,961	289,294	212,662	185,146					193,915						
Total amount allocated to right holders	12,513	9,871	13,906	114,614	108,392	120,693	239,152	191,708	235,650	187,028	207,555					162,545						
Total amount allocated to right holders - paid	7,070	5,868	9,014	100,397	83,994	86,520	201,803	191,708	206,725	131,315	196,437					126,368						
Total amount allocated to right holders - not yet paid	5,443	4,004	4,892	14,217	24,398	34,173	37,349	0	28,925	55,713	11,118					36,177						
Total amount unallocated to right holders	3,640	4,646	295	40,931	31,545	21,790	82,884	89,253	53,644	25,634	-22,409					31,370						

* Due to an error in the calculation, overpaid funds to beneficiaries will be adjusted in the next payout.

INTERNATIONAL DISTRIBUTION

In the financial year 2023, based on reciprocal agreements, AIPA paid out R & RE to foreign CMOs in the total amount of 1,239,296.12 EUR:

Name of CMO	Type of right and use	Amount of R/RE (in EUR)
AGICOA Europe	CR SA 2014, 2015	762,837
	CR SA 2022	99,885
ALCS (United Kingdom and Ireland)	CR SA 2006-13	248
	CR SA 2014	2,936
	CR CA 2015	2,172
	CR CA 2020, 2021, 2022	33,877
	MA CA 2022	173
	CR CA 2014, 2015	1,597
	PC CA 2019, 2020, 2021, 2022	566
ASDACS (Australia)	CR CA 2014	3,282
	CR CA 2015	2,628
	CR CA 2020, 2021, 2022	17,024
	MA CA 2022	93
	PC CA 2019, 2020, 2021, 2022	398
	CR CA 2014, 2015	1,846
COPYDAN (Denmark)	CR CA 2014	1,129
DAMA (Spain)	CR CA 2014	29
	CR CA 2014, 2015	9
	CR CA 2020, 2021, 2022	4,820
	PC CA 2019, 2022	126
	CR CA 2020, 2021, 2022	11,586
DHFR (Croatia)	MA CA 2022	37
	PC CA 2019, 2020, 2021, 2022	377
	CR CA 2015	12,455

	CR CA 2014	2,033
	CR CA 2014, 2015	4,396
DILIA (Czechia)	CR CA 2014	601
	CR CA 2015	972
	CR CA 2020, 2021, 2022	3,398
	PC CA 2019, 2021, 2022	98
	CR CA 2014, 2015	485
DIRECTORS UK (United Kingdom)	CR CA 2014	14,495
	CR CA 2020, 2021, 2022	89,666
	MA CA 2022	510
	PC CA 2019, 2020, 2021, 2022	1,899
KOPIOSTO (Finland)	CR CA 2021, 2022	1,614
	MA CA 2022	0.12
	PC CA 2020, 2021, 2022	47
OOA-S (Czechia)	CR CA 2014	46
	CR CA 2015	76
	CR CA 2022	316
	PC CA 2022	10
	CR CA 2014, 2015	37
REDES (Colombia)	CR CA 2010/11, 2012, 2013	192
	CR CA 2022	75
	PC CA 2022	2
SACD (France)	CR SA 2014	5,507
	CR CA 2015	10,496
	CR CA 2020, 2021, 2022	30,462

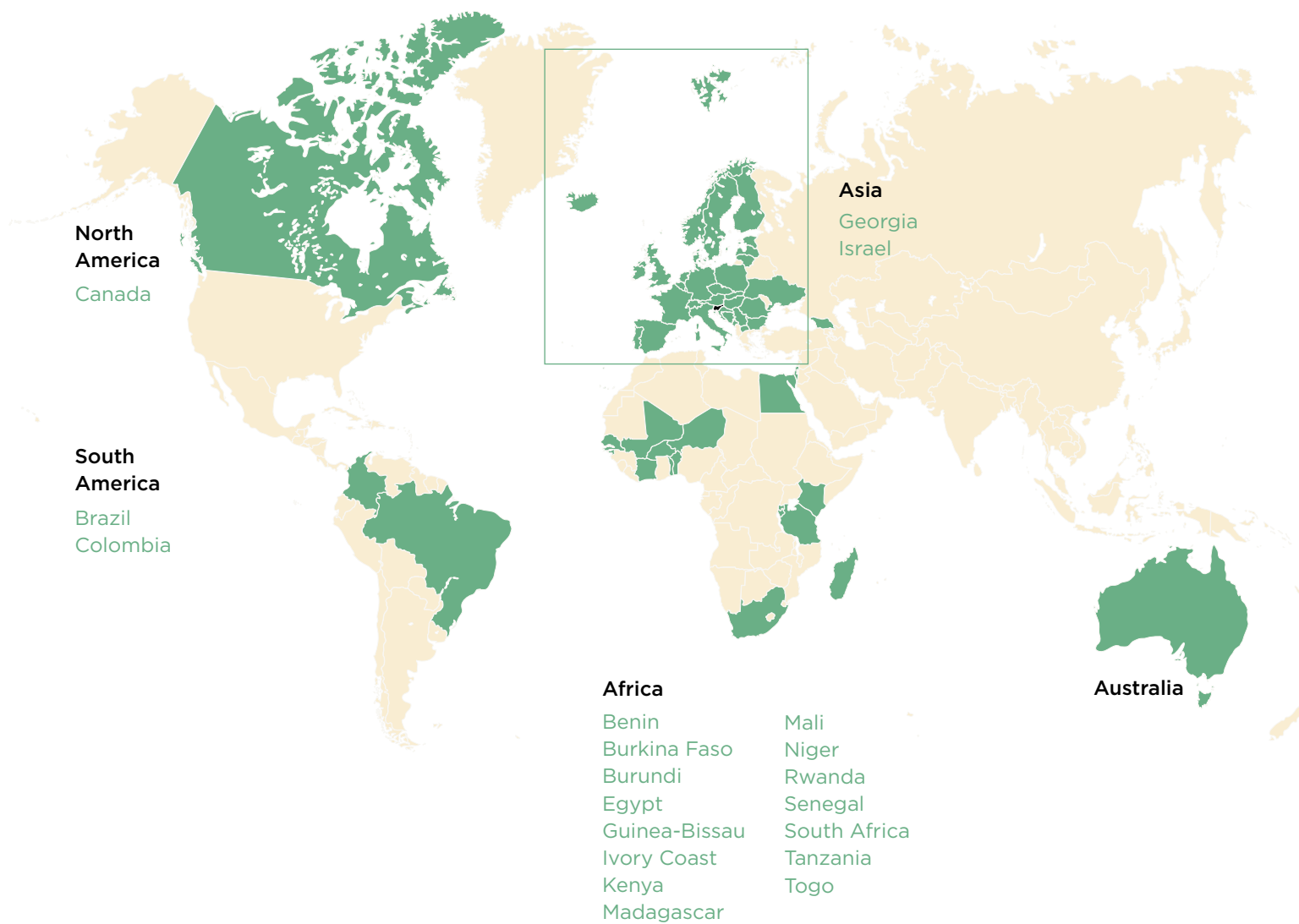
Name of CMO	Type of right and use	Amount of R/RE (in EUR)
	MA CA 2022	163
	PC CA 2019, 2020, 2021, 2022	945
	CR CA 2014, 2015	4,780
SCAM (France)	CR CA 2020, 2022	3,115
	PC CA 2019, 2020, 2022	72
SPF ZAPA (Poland)	CR CA 2014	268
SGAE (Spain)	CR CA 2014	640
	CR CA 2015	194
	CR CA 2020, 2021, 2022	7,260
	PC CA 2019, 2020, 2021, 2022	147
	CR CA 2014, 2015	264
SIAE (Italy)	CR CA 2006-2013	870
	CR CA 2014	222
	CR CA 2015	4,758
	CR CA 2020, 2021, 2022	18,252
SSA (Switzerland)	CR CA 2020, 2022	799
	PC CA 2019, 2020, 2022	32
SUISSIMAGE (Switzerland)	CR CA 2014	221
	CR CA 2015	365
	CR CA 2020, 2022	1,596
	PC CA 2021, 2022	45
	CR CA 2014, 2015	181
VdFS (Austria)	CR CA 2014	426
	CR CA 2015	2,436

Name of CMO	Type of right and use	Amount of R/RE (in EUR)
VG BILDKUNST (Germany)	CR CA 2014	10,191
	CR CA 2015	8,674
	CR CA 2020, 2021, 2022	43,493
	MA CA 2022	24
	PC CA 2019, 2020, 2021, 2022	1,300

In the financial year 2023, based on reciprocal agreements, AIPA received R & RE from foreign CMOs in the total amount of 10,575 EUR:

Name of CMO	Amount of R/RE (in EUR)
AGICOA	2,134
AISGE (Spain)	263
DHFR (Croatia)	6,496
DILIA (Czechia)	289
LITA (Slovakia)	113
VG BILDKUNST (Germany)	1,280

GLOBAL INVOLVEMENT



EUROPEAN NETWORK

- | | | | |
|------------------------|-----------|-----------------|----------------|
| Austria | France | Luxemburg | Serbia |
| Belgium | Germany | Monaco | Slovakia |
| Bosnia and Herzegovina | Hungary | Montenegro | Spain |
| Bulgaria | Iceland | Netherlands | Sweden |
| Croatia | Ireland | North Macedonia | Switzerland |
| Czechia | Italy | Norway | Ukraine |
| Denmark | Kosovo | Poland | United Kingdom |
| Estonia | Latvia | Portugal | |
| Finland | Lithuania | Romania | |

