



# Annual Report 2021

of the  
European Business  
Registry Association



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# EBRA President's Report

## A year of progress

**In 2021, the world adjusted to a new life shaped by the pandemic. While we continued to be restricted in our ability to meet, communicate and work in the manner to which we'd become accustomed, we found new ways to move forward and make progress.**

In fact, by embracing new technology and online communications, the work in our national business registers and the Association continued at pace, as can be seen in our achievements.

The ability of the registers to innovate and adapt in times of crisis was clearly exemplified in the results from the EBRA COVID-19 survey, published in September 2021. As the report stated, 'it is extraordinary to see that in this period some registries...implemented completely new registries and processes from scratch'. It was heartening to see our members driving progress forward, even in the most challenging of situations.

During 2021, the EBRA Board were unable to meet face-to-face, which brought a new dynamic to the way we do things. The Board remained committed to connecting our members to facilitate information sharing and best practise, and quickly adapted to a new way of working. During the year all the Board meetings were held via Zoom and we communicated and shared information via a new online tool, Basecamp.

Due to pandemic restrictions, we were unable to hold a physical Conference in 2021, which has traditionally been the lifeblood of our organisation. Instead, the conference was held virtually, which required ingenuity, new technology and strong commitment from the planning team to ensure its success.

On 8 and 9 June, EBRA's first-ever online conference was hosted live from Helsinki. The conference welcomed an astonishing 188 delegates registered from 40 countries spanning five continents. The events had 27 high profile speakers from 15 countries discussing the conference topic of 'Opportunities and Innovation'. We were delighted with the engagement from our members and pleased to have the opportunity to connect during this period.

During the year, all three EBRA working groups continued to meet via Zoom and not only provoked great discussions about pertinent topics but produced some exceptional results. All working group meetings were well-attended, and it is a credit to the members that little momentum has been lost.

In October, the International Business Registers Report and Survey (IBRR) working group published a detailed analysis of the impact of COVID-19 on the business registers, which received 53 respondents. In the same month, the final report for the European Business Ownership and Control Structure (EBOCS) project was published.

The launch of the first digital international survey in October was a great achievement, which was published in collaboration with our sister organisations CRF, IACA and ASORLAC. The report received 84 responses from registers across the world, which is a remarkable feat considering the restrictions placed on the IBRR working group during the year. This valuable data will be used to inform the public on how companies and business registers operate and is available in an online tool, rather than the traditional paper report. These outcomes have been presented not only to EBRA Members, but also outside Europe, for example to the CRF online Conference in Uganda.



The EBR platform continued to perform consistently well during the year. Despite a number of registries choosing to withdraw their services, the platform received nearly 5 million service requests during the year and experienced the highest conversion rate in more than 5 years, which shows the value that customers place in this service. In 2022, work will continue to assess the future of the platform and the opportunities to expand its services.

Looking to the future

It is always refreshing to reflect back on the year, however, this year, the future seems equally bright. In June 2022, we plan to host our first face-to-face Conference since the pandemic, which will be a great opportunity to see friendly faces again.

The activities of the EBRA and working groups remain fully focused on addressing topics of interest to all our members, including the upcoming changes to Company Law, beneficial ownership, and GDPR. The number of initiatives at EU level where EBRA and its members can add experience and value is growing rapidly, and the Association will continue to create new collaborations and opportunities to involve registries around Europe.

We also remain focused on publishing the second stage of the online International Business Registers survey, which will enable us to share worldwide business register data with the wider public.

As a Board, we look forward to meeting in person for the first time since we welcomed our new members, Maureen O’Sullivan and Gesine Freund and our new Core Team – Chiara Gaffuri (Secretary), Stephen Brandon (Technical Manager) and Helen Fletcher (Communications Manager) - who support the operation of the EBRA. We remain fully committed to ensuring EBRA’s activities meet the needs of our members, inclusive of both the EU and non-EU member states participants.

On a final note, I’d like to thank the dedication of our members, contributors and volunteers during 2021. This report shows the incredible effort that has taken place under difficult circumstances, and I’m glad to have the opportunity to reflect back and recognise the achievements of our Association.

We hope to see you all soon.



Antti Riivari  
EBRA President

European Business Registry  
Association AISBL

Formation

The European Business Registry Association AISBL with its registered office as Avenue Marnix 30, 1000 Bruxelles, Belgium is Registered in Brussels with No. 0725.426.475. The association was created on 22nd January 2019 and Royal Decree was issued on 07 April 2019.

EBRA Membership

As at 31 December 2021, EBRA has 40 Members from 33 countries, comprising of 35 Full Members and 5 Associate Members. Member details and participation levels are provided in the following table.

Country	Entity name	Membership Type	Participation Type
Albania	National Business Center	Full Member	A
Austria	Bundesministerium für Verfassung, Reformen, Deregulierung und Justiz der Republik Österreich	Full Member	A
Austria	MANZ’ sche Verlags- und Universitätsbuchhandlung GmbH	Associate Member	A and B
Belgium	Banque-Carrefour des Entreprises - Kruispuntbank van Ondernemingen	Associate Member	A
Bosnia and Herzegovina, Federation of Bosnia and Herzegovina	Financial-intelligence Agency	Full Member	A
Bosnia And Herzegovina, Jurisdiction Republic of Srpska	Agency for Intermediary, IT and Financial Services	Full Member	A
Denmark	Danish Business Authority	Full Member	A
Estonia	Ministry of Justice of the Republic of Estonia	Full Member	A

<b>Estonia</b>	Centre of Registers and Information Systems	Associate Member	A
<b>Finland</b>	Finnish Patent and Registration Office	Full Member	A and B
<b>France</b>	Institut National Propriété Industrielle	Full Member	A and B
<b>France</b>	Conseil national des greffiers des tribunaux de commerce	Full Member	A and B
<b>Georgia</b>	National Agency of Public Registry under Ministry of Justice of Georgia	Full Member	A
<b>Germany</b>	Ministerium der Justiz des Landes Nordrhein-Westfalen	Full Member	A
<b>Germany</b>	Bundesanzeiger Verlag GmbH	Full Member	A and B
<b>Gibraltar</b>	Companies House Gibraltar Ltd	Full Member	A and B
<b>Guernsey</b>	Guernsey Registry	Full Member	A and B
<b>Ireland</b>	Companies Registration Office	Full Member	A
<b>Isle of Man</b>	Central Registry, Dept. for Enterprise	Full Member	A
<b>Italy</b>	Unioncamere - Unione italiana delle camere di commercio, industria, artigianato e agricoltura	Full Member	A
<b>Italy</b>	InfoCamere S.c.p.a.	Full Member	A and B
<b>Jersey</b>	Jersey Financial Services Commission	Full Member	A and B
<b>Latvia</b>	The Register of Enterprises of the Republic of Latvia	Full Member	A
<b>Latvia</b>	Lursoft IT	Associate Member	A and B
<b>Liechtenstein</b>	Office of Justice	Full Member	A
<b>Lithuania</b>	State Enterprise Centre of Registers	Associate Member	A and B

<b>Luxembourg</b>	Luxembourg Business Registers	Full Member	A and B
<b>Malta</b>	Malta Business Registry	Full Member	A and B
<b>Montenegro</b>	Central Registry of Business Entities of the Tax Administration	Full Member	A
<b>Norway</b>	Brønnøysund Register Centre	Full Member	A
<b>Portugal</b>	Institute of Registries and Notary, I.P.	Full Member	A
<b>Republic of Azerbaijan</b>	State Tax Service under the Ministry of Economy of the Republic of Azerbaijan	Full Member	A
<b>Republic of Kosovo</b>	Kosovo Business Registration Agency	Full Member	A
<b>Republic of North Macedonia</b>	Central Register of the Republic of North Macedonia	Full Member	A and B
<b>Republic of Serbia</b>	Serbian Business Registers Agency	Full Member	A
<b>Slovenia</b>	Agency of the Republic of Slovenia for Public Legal Records and Related Services	Full Member	A and B
<b>Spain</b>	Colegio de Registradores de la Propiedad, Mercantiles y de Bienes Muebles de España	Full Member	A and B
<b>Sweden</b>	Bolagsverket	Full Member	A
<b>The Netherlands</b>	The Netherlands Chamber of Commerce	Full Member	A
<b>United Kingdom</b>	Companies House (UK)	Full Member	A

# Strategic Objectives and Enablers

#	Strategic objectives	Key outcomes	High-level strategies	High-level indicators
1	<b>Establish Key Partnerships</b>	<p>EBRA is recognised as the authoritative association of European business registers.</p> <p>Opportunities are realised for collaboration with the European Commission, with EBRA providing access to collective thinking from the business registers of member states and third countries.</p> <p>Funding opportunities become available for EBRA.</p> <p>Increased collaboration is achieved with the international fora and associations.</p>	<p>Engage with the Commission, to communicate the EBRA vision and objectives and table the envisaged opportunities for collaboration.</p> <p>Work to establish scheduled standing meetings with the Commission to provide insight from our membership and identify opportunities for collaboration.</p> <p>Demonstrate collective thinking and member representation through the publication of EBRA papers; and responses to Commission consultation.</p> <p>Engage and participate at international conferences and fora by collectively representing EBRA.</p> <p>Work with the international associations to identify opportunities to achieve mutual benefit for our members.</p>	<p>MOU or equivalent agreement with the Commission to provide operational insights and consultation to policy, operational or technology initiatives.</p> <p>Secure administrative grants / funding that results in the reduction of the membership fees or funds new, additional activities.</p> <p>Increased information exchange and international initiatives between EBRA and the international associations and fora.</p>
2	<b>Deliver value for all members through targeted services</b>	<p>EBRA will operate the following core services as per the EBRA Business model:</p> <ol style="list-style-type: none"><li>1. Member Representation</li><li>2. Collaboration</li><li>3. Benchmarking / Standards</li><li>4. Research &amp; Innovation</li><li>5. Information Distribution</li></ol> <p>EBRA will continually assess the value derived by the core EBRA services and amend / discontinue services as appropriate.</p>	<p>Establish a Platform Strategy Authority comprised of both business and technical representatives from the EBRA platform participants (assumed subset of the EBRA membership). The authority will be responsible for the definition and maintenance of an EBRA Platform and Service Strategy that is supported by EBRA.</p> <p>Establish a function within the association to curate the discussion forum and be responsible for scanning the horizon for new and emerging topics that are relevant for the members.</p>	<p>EBRA approaches full membership coverage across Europe and sustains membership participation across all services.</p> <p>Information Distribution services sales continue to grow reflecting customer demand.</p> <p>Discussion forum is operational and effective, with frequent member interaction.</p> <p>International Business Registry Report is valued by the members and international participants. EBRA coordinates, and EBRA members participate in research and innovation projects.</p> <p>Working groups are well attended and further specialised groups are requested.</p>

#	Strategic objectives	Key outcomes	High-level strategies	High-level indicators
3	<b>Appropriately fund and resource the association.</b>	<p>EBRA is appropriately funded through the collection of adequate membership fees, service royalties, and / or through subsidises received from external authorities.</p> <p>Appropriate resources are engaged with the required competencies to professionally manage and operate the association.</p>	<p>Continuously assess the value derived from services; and review the operational cost base of the organisation. Balance professional resource requirements with value and the financial burden to the members.</p> <p>Work with official authorities to investigate available funding / administration grants.</p> <p>Work with members and distributors to review and investigate viable licensing and royalty models.</p>	<p>A balanced budget is achieved by the association.</p> <p>All services and functions, as per the business model are functioning and effective.</p> <p>The objectives in the annual action plans are achieved without delivery slippage.</p> <p>There is a high level of satisfaction across EBRA stakeholders with respect to the derived value and services – inline with the membership fees.</p>
4	<b>Promote the members, activity and output of the organisation</b>	<p>There is an awareness within the business registry domain, and wider public administration, of EBRA and its vision, mission and value.</p> <p>EBRA is the known go-to association for information and collective access to interact with the European Business Registers.</p> <p>Access to EBRA member and organisation information.</p>	<p>Continue to develop the Communication Strategy to increase EBRA visibility and awareness.</p> <p>Identify European Commission outreach and events at which EBRA should be represented.</p> <p>Represent and speak about EBRA objectives, agendas, members and milestone achievements at business registry conferences and exhibitions.</p> <p>Communicate and promote EBRA activities and achievements through social media and via the website.</p>	<p>A dynamic website that represents the information of the members and association.</p> <p>A highly engaged audience on our EBRA social media that engage and share EBRA content.</p> <p>Receive requests to represent the EBRA at EU events and meetings.</p> <p>Publish frequent (monthly / quarterly) blog on EBRA website summarising activity across the association.</p> <p>Publish case studies to showcase operational excellence among our members and foster knowledge sharing.</p> <p>Represent EBRA at ECRF, IACA and CRF.</p>

# Guiding Principles

There were eight guiding principles defined during the development of the EBRA.

The principles align with EBRA’s articles and are designed to guide the development and operation of the organisation.

1	<b>Value For Members</b> All EBRA services should remain under continuous assessment to ensure the services are relevant and provide tangible benefit to our members
2	<b>Best-in-Class Registry Services</b> Our services must support the membership in achieving and maintaining Best-in-Class registry services across all Registry operations
3	<b>Representation for All Members</b> Services and actions of the organisation must represent the interests of all members (EU/EEA and non-EU/EEA members)
4	<b>Aligned With Official Authorities</b> We do not duplicate or interfere with existing political structures or official services (at a national or international level)
5	<b>Professional Not Political</b> We are not a political lobbying organisation. EBRA should operate on a professional and not a political level
6	<b>Member Constraints</b> We must consider constraints to our members that exist at a national level
7	<b>Collaboration and Knowledge Sharing</b> We must work to facilitate collaboration and knowledge sharing within our membership and across the wider Business Registry domain
8	<b>International Cooperation</b> We must support international cooperation and explore opportunities for collaboration with international authorities, organisations, fora / associations, universities and research centres

# Key Services For Our Members

EBRA provides services to our members under the following five headings:



Under each service, a number of different activities were undertaken by EBRA and its working groups during 2021 to ensure optimal value for the members and our external target beneficiaries, including:

Establishing key partnerships	Reputation building	Promoting the work of EBRA with a focused communications strategy
Increasing communication with Members	The annual Conference (held virtually)	Facilitating working groups
Organising and publishing the digital International Business Registers Report and Survey	Bilateral surveys	Being an innovation piloting partner
Partaking in funded projects	Running information platform and associated services	Overseeing the EBR platform strategy

# Functions of the AISBL

The functions of the EBRA AISBL are regulated in its Articles of Association and the activities of the association are set out in Article 3. The Internal Regulations provide further rules and guidance for the management and operation of the association.

**President**  
The President presides over the General Assembly and the Board of Directors. The President is a representative of one of the Full Members of the Association and is elected by the General Assembly at the annual session for a period of two years. The President may be re-elected for a maximum of 3 times.

The President shall represent the Association in all external contacts. The President may delegate such activities to a representative.

**Mr. Antti Riivari is the current President of EBRA.**

**Treasurer**

The Treasurer is appointed by the General Assembly and shall arrange for proper book-keeping and accounting of the finances of the Association. The Treasurer shall be responsible for the preparation of all budgets and accounts as required by Belgian law.

**Mr. Yves Gonner is the current Treasurer of EBRA.**

**Constitution of the EBRA AISBL Board**

The Board currently consists of seven individual managers who were elected by the General Assembly. They are responsible for the management of the EBRA AISBL and EBRA representation to third parties.

The current EBRA Board is comprised of the following members:

- **Mr. Antti Riivari** (Finnish Patent and Registration Office (PRH))
- **Mr. Yves Gonner** (Luxembourg Business Registers)
- **Ms. Maureen O’Sullivan** (Companies Registration Office, Ireland)
- **Mr. Julian Lamb** (Jersey Financial Services Commission)
- **Ms Gesine Freund** (Bundesanzeiger Verlag GmbH, Germany)
- **Ms. Ana del Valle** (Colegio de Registradores de la Propiedad, Mercantiles y de Bienes Muebles de España)
- **Mr. Marco Vianello** (InfoCamere S.c.p.a., Italy)

Board elections were held in June 2021. In accordance with the results, Ms. Maureen O’Sullivan and Ms. Gesine Freund were appointed as new Board members and Ms. Mojca Kunšek (Agency of the Republic of Slovenia for Public Legal Records and Related Services) and Mr. Øyvind Asbjørn Vågan (Brønnøysund Register Centre, Norway) stepped down from their positions.

In accordance with Article 12.1 of the EBRA Articles of Association, the President decided to extend the terms of Mr. Yves Gonner and Mr. Julian Lamb to provide continuity during the pandemic. Their terms will be due for re-election in June 2022.

In 2021, all Board meetings were held via video conference, as well as two General Assemblies in June and December that were completed via written procedure.

## Corporate Governance

**Audit Committee**

The establishment of an EBRA Audit Committee is provided for under Article 7.2 of the EBRA Articles of Association with further regulation and guidance set-out in the EBRA Internal Regulations.

The committee was established and the following members were elected for a 3-year period by the members at the General Assembly of the association on 05 June 2019:

- › Mr. Peter Guggenberger (MANZ, Austria)
- › Mr. Michael Hecker (Bundesanzeiger, Germany)
- › Ms. Kersti Rätsep (Centre of Registers and Information Systems, Estonia)

**Nomination Committee**

The establishment of an EBRA Nomination Committee is provided for under Article 7.2 of the EBRA Articles of Association with further regulation and guidance set-out in the EBRA Internal Regulations.

During the year, Ms. Gesine Freund and Ms. Maureen O’Sullivan moved from their positions on the Nomination Committee to become Board Members. Therefore, two vacant positions needed to be filled. This was discussed at the EBRA Members meeting held on 3 December 2021 and candidates were given the opportunity to present themselves to the Assembly.

Four candidates were put forward to the Assembly and a written procedure was used to elect the new members of the Nomination Committee. The vote opened on 3 November and closed on 17 December.

The elected members of the Nomination Committee were:

- Mr. Peter Hubalek (Federal Ministry of Justice, Austria)
- Ms. Mojca Kunšek (Agency of the Republic of Slovenia for Public Legal Records and Related Services)
- Mr. Martin Swain (Companies House, UK)



## EBRA Activities and Achievements 2021

### -The year in summary



1st digital  
International  
Survey &  
Report



**84**  
survey  
responses  
received



1<sup>st</sup> virtual  
EBRA Conference  
**188** delegates  
**40** countries  
**5** continents



**40**  
EBRA Members from EU  
and non-EU member states



Publication of report  
on the **impact of  
COVID-19 on business  
registers**



Final report published



**100%**  
virtual Board meetings  
(11 in total)



**2**  
virtual General  
Assemblies

**100%**  
Member voting  
conducted via  
written procedure



**2**  
New Board  
members appointed



**2**  
new members voted to the  
Nominations Committee



**4,096,018**

Network messages handled

EBRA Platform  
had the highest  
conversion rate in  
**5 years**



**99.99%**

Network (Platform) Uptime

## International Business Register Report + Survey Working Group

In 2021 the IBRR working group faced a real transformation, not only in its membership - the group included more Members from Germany and the UK and now has representatives from EBRA, CRF and IACA organisations - but in its new approach to the international business register survey and report.

### The launch of the first digital survey

Under the guidance of Unioncamere (Italy) and the Colegio Registradores (Spain), the first pilot of the international digital survey and report was developed and then launched in October, with a focus on Business Registers Legal setting and Business Dynamics. The response of registries around the globe has been remarkable with 84 responses received, thanks to the fruitful cooperation with CRF, IACA and ASORLAC.

The first outcomes were discussed by the working group in Rome in November, after several months of online meetings due to the pandemic.

The first digital report was made available online in December 2021 and published in January 2022. Being a pilot, the working group continued to work on the display of data collected and the analysis of the main trends. This is expected to be published in the second quarter of 2022.

In the meantime, a second survey on the use of e-Services is being developed to be launched in 2022.

### COVID-19 Survey

Case study research on the impact of Covid-19 on Business Registers was carried out in March 2021 with a five-question questionnaire distributed to all member jurisdictions.

The brief analysis of the 53 responses received (23 from EBRA member jurisdictions, 10 from ASORLAC, 7 from CRF and 13 from IACA) was published in full by each organisation and presented to EBRA members during the 2021 online Conference and General Assembly. The report is available on the [EBRA website](#).

During 2021, the working group was invited to speak and present the outcomes and deliverables of its activities outside the European context, in particular at the CRF Conference in Uganda, which was held online.

As most of the meetings and communication was carried out online, the use of the EBRA Basecamp Platform was a great asset to facilitate the management of the digital project, organisation of meetings, review of documents, distribution of tasks and deadline, and the exchange of ideas, feedback and proposals.

The IBRR working group is chaired by Flavio Burlizzi (Unioncamere Brussels Office, Italy) with Ana del Valle and Julian Lamb as the EBRA Board representative.



# EBRA Working Groups

## Company Law and Public Sector Information Working Group

The Company Law and Public Sector Information (PSI) working group met twice in 2021. Due to the Covid-19 pandemic and related measures, both meetings were held via a video link. Unfortunately, the meeting planned for May had to be cancelled due to the delay in the publication of the PSI High Value Dataset proposal.

The volume and pace of new initiatives being proposed seems to be increasing, while the alignment and implementation of these new initiatives is not keeping pace. This is happening at a challenging time for the business registers as they face extra demands due to the pandemic and restrictions on meeting in-person.

All this emphasises the importance of good cooperation and information exchange between business registers and the very useful role of EBRA as a platform to facilitate this.

### March meeting

During the meeting on 26 March, the projects and developments with the greatest impact on trade registers were discussed. The top three subject discussed at this meeting were:

- The implementation of the Company Law revision
- The impact of Company Law on the business registers
- Open data initiatives on the funding models of the registers and the probable impact of the PSI High Value Datasets

In this meeting, the working group agreed to broaden the scope with accompanying directives and regulations, such as the Single Digital Gateway (SDG), INSPIRE and Data Governance Act (DGA), while maintaining a focus on the parts that are directly relevant for the vitality and future-proofing of the European Trade Registries. Working with Basecamp was also introduced during the March meeting. Thirty members participated in this meeting.

### October meeting

During the meeting of 8 October, the group discussed the risks associated with implementing the upcoming Company Law initiatives'. Although the members of the working group are predominantly positive about the overall direction of the Company Law revisions (further digitalization and more transparency), the scope, elaboration and strict implementation deadlines of the proposals raises concerns.

Several members noted that they were working on revising their funding model in anticipation of the impact of the Company Law package. During this meeting, the innovation lab of the Dutch Chamber of Commerce presented a number of projects. Other members agreed to present their innovation projects in future meetings. and the working group closed with a discussion on verifiable credentials. Forty-one members participated in this meeting.

In 2021, the Board of EBRA decided, in view of the increasing number of subjects, to add a second board member to all working groups. The working group is very pleased to welcome Marco Vianello, in addition to Ana del Valle, as the second Board Member of this working group as of the October meeting. The working group would like to thank both board members for their commitment and involvement in this working group.

In general, although one of the initiatives that was the immediate reason for starting this working group - the PSI High Value Dataset for Companies and Company Ownership - has experienced a considerable delay, it has been a year with many new initiatives and ambitions from the European Commission.

**The Company Law and PSI working group is chaired by Willo Eurlings and Tienke van der Werf (KVK, the Netherlands) with Ana del Valle and Marco Vianello as the EBRA Board representative.**

## Beneficial Ownership Working Group

Due to the pandemic, the activities of the Beneficial Ownership working group were reduced during 2021. The working group has followed a discussion and personal exchange model, as well as holding a full-day online meeting.

To maintain the engagement by the working group members, the group held a full day online meeting on the 4th November 2021, which had 62 members participating. The main topics of the morning session were "Privacy and BORIS and an update on the Anti-Money Laundering Directive (AMLD)".

There were two interesting presentations during this meeting including:

- "AMLD and GDPR" from Garrett O'Neill, Assistant Commissioner, Data Protection Commission, Ireland, and
- "Privacy Concerns and BORIS" from Celyna Coughlan, Data Protection Officer for the Department of Enterprise, Trade and Employment, Ireland.

Afterwards, the members of the working group had an opportunity to have further discussions within moderated breakout sessions.

In the afternoon session there was another set of moderated breakout sessions to discuss "Exemptions, Outlook on the 6th AMLD / 1st AMLR and Experiences regarding FATF". The results of all sessions were presented back to the main room for all members.

The meeting ended with a presentation of the online tool, Basecamp, which was to be used for communication among the working group members. There are plans to encourage the use of Basecamp to ensure continuing communication between the members between meetings.

All in all, the online meeting was a success with great engagement. The working group are looking forward to meeting in person as soon as the pandemic situation allows it.

**The Beneficial Ownership working group is chaired by Ulf Krause (Bundesanzeiger, Germany) with Gesine Freund, Maureen O'Sullivan and Julian Lamb as the EBRA Board representatives.**

## EBRA Conference

Due to the pandemic, the 2021 EBRA conference was held online and hosted by EBRA from Helsinki, Finland. A Steering Committee was convened to help organise the conference and included:

**Kersti Rätsep \ Charlotte Kjellmert \ Ana del Valle \ Julian Lamb  
 \ Abi Nance \ Antti Riivari \ Kevin Kerrigan**

The conference was held on 8 and 9 June 2021 and hosted by an external company who managed the studio and the technology to connect and stream the conference.

This was the first online conference hosted by the EBRA and it was very well-received and well-attended, with 188 delegates registered from 40 countries spanning five continents.

The theme for the conference was ‘**Opportunities and Innovation**’. We welcomed 27 speakers from 15 different countries, including high profile speakers from the European Commission, our Member’s organisations and sister organisations. The feedback received was that the conference was an engaging event with valuable content.



## EBRA Platform (EBR Network)

In recent years, several registries have made the decision to phase out their services and this continues to impact overall network traffic, however the growing conversion rate indicates a strong demand still exists for the EBR services.

The EBR network has operated reliably throughout the reporting period meeting all our service level targets.

With the departure of Ireland, Norway, and Serbia as data providers from the 1st January 2021 the EBR service had 17 data providing members. Despite the departure of three providers the EBR network surpassed projections and continued to record strong traffic during 2021. Overall, paid traffic saw a decline of 9.1% compared with 2020.

The list of partners and documents available online at 1st January 2021 is attached in Appendix I.

### Future of the EBR Platform Working Group

In 2021, a group was assembled to look at the future of the EBR platform and research options to expand the current services and continue the platform beyond 2023. The group held three meetings to discuss the viability of different options and produced a Future of the Platform Report, which was presented to Members at the General Assembly held on 3 December.

The group will continue their research into 2022 and present their findings at the June General Assembly.

The EBRA Board contacts for this working group are Marco Vianello and Gesine Freund.

## EBR Service Usage

### Network traffic

In 2021 there was 175,538 chargeable transactions which accrued €87,769 in royalties. While there was a decline of 9.1% in paid network traffic the conversion rate, the percentage of overall traffic that is paid traffic, has increased to its highest point (6.3%) in the last 5 years. The 2021 conversion rate is more than double the conversion rate of 2017 despite several members departing the network in recent years.

The benefit of the network to users is evidenced by the total 4,906,018 service requests that were delivered by the network in 2021. This number includes searches resulting in businesses / persons not found, many of which are valuable negative searches. The total number of valid searches or service requests that resulted in returning a valid business or person totalled 2,769,671. The majority of traffic consists of company search, person search, and product search services.

### The distribution of EBR products

The following graphs illustrate the traffic performance from 2019 to 2021. The first graphs provide a 3-year comparison of all transactions with individual views of transaction numbers including and excluding free searches.

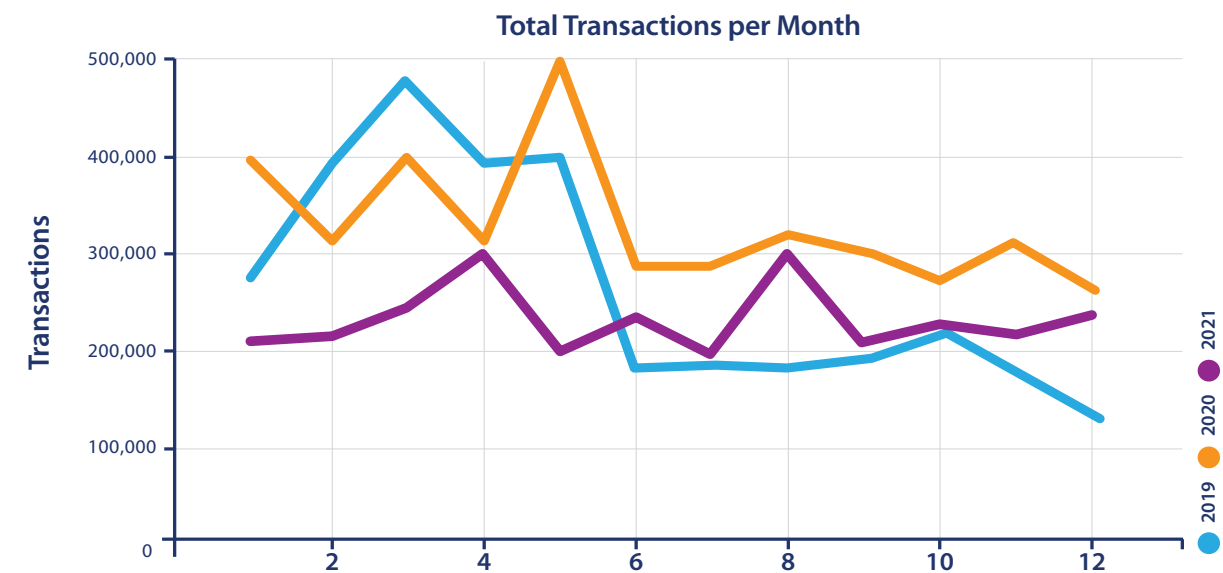


Figure 1 - Total distribution by month including free searches (reflecting only valid searches)

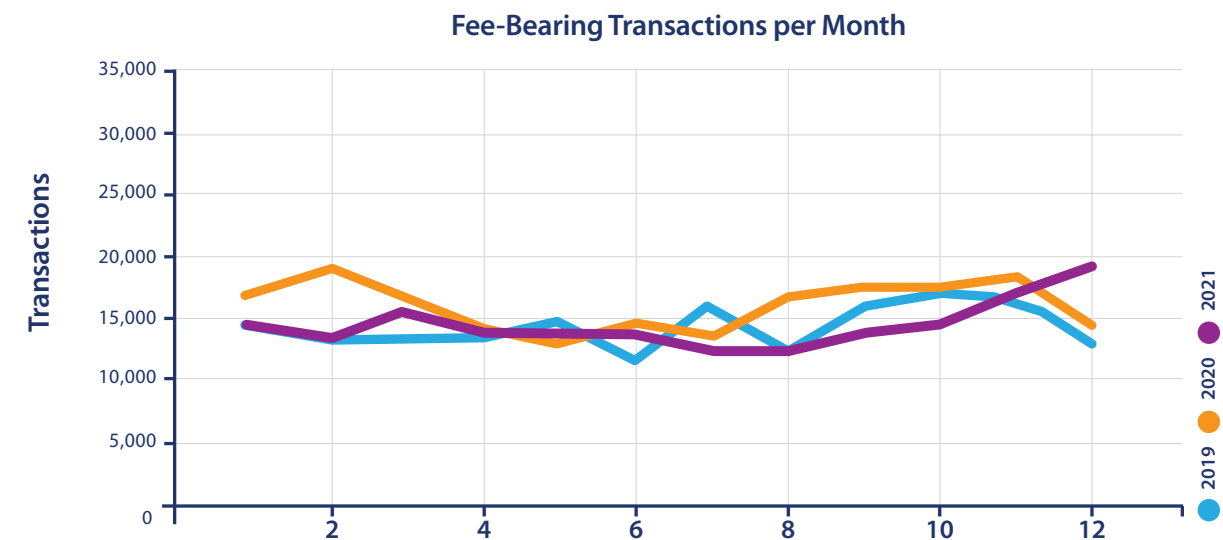


Figure 2 - Total distribution by quarter excluding free searches

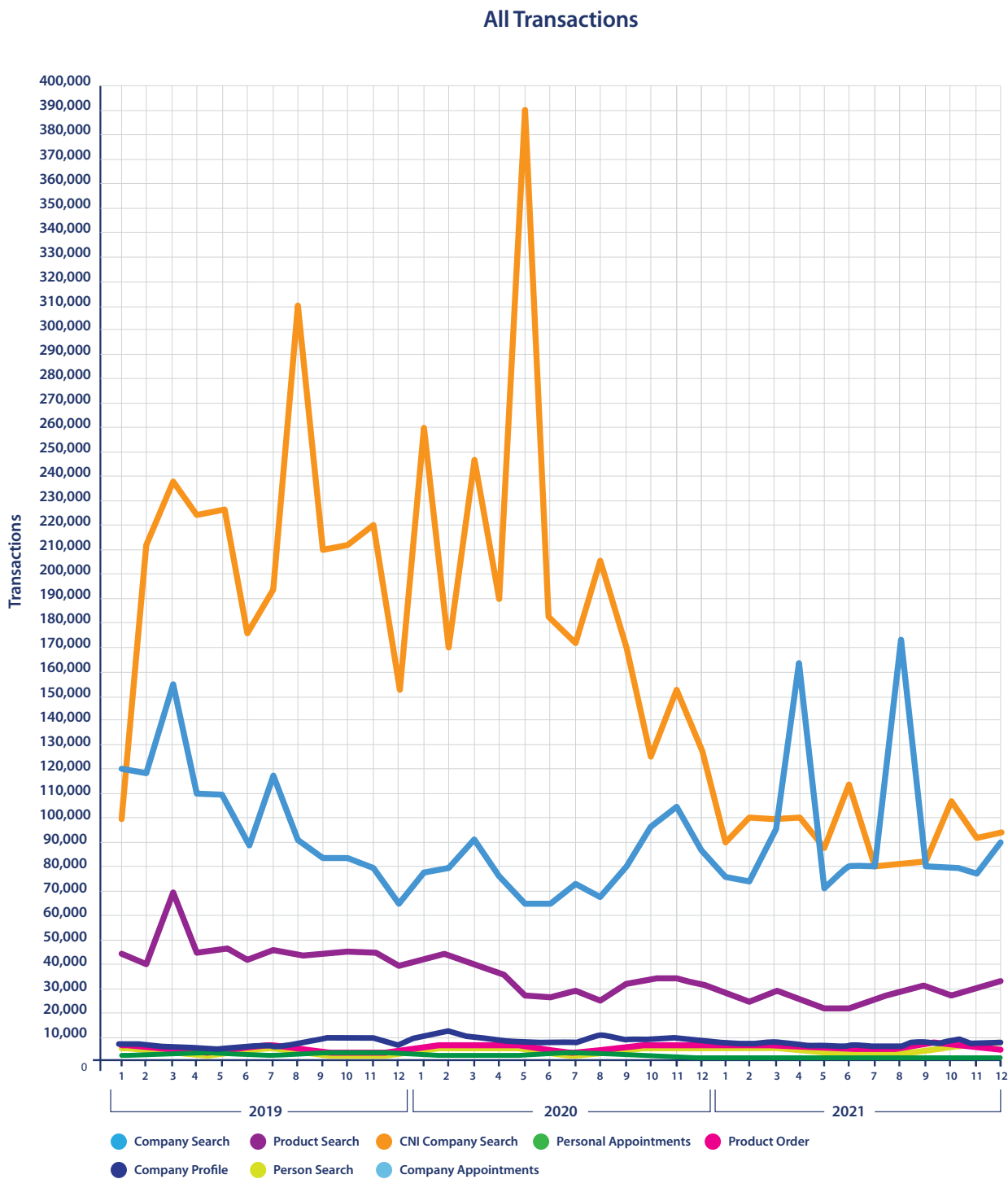


Figure 3 - Total distribution by service from 2019 to 2021



The following table provides a breakdown of distributor traffic in 2021.

Partner	Total Transactions		Fee Bearing Transactions	
Austria	7,564	0.3%	2,152	1.1%
Estonia	121,626	4.4%	11,078	5.9%
Finland	37,671	1.4%	18,547	9.9%
Germany	8,075	0.3%	879	0.5%
Italy	34,124	1.2%	12,623	6.7%
Jersey	355,479	12.8%	52,920	28.1%
Latvia	273,198	9.9%	6,750	3.6%
Lithuania	3,953	0.1%	337	0.2%
Luxembourg	12,397	0.4%	834	0.4%
Slovenia	1,876,999	67.8%	53,678	30.58%
Spain	0	0.0%	0	0.0%
Sweden	38,583	1.4%	15,740	8.97%
Total	2,769,671	100%	175,538	100%

Figure 4 Distributed EBR Network Services 2021

The Provision of data to the network

The following table illustrates the interest of our end customers in accessing EBR Network data by charting the volume of data provided by each member. The most searched countries in 2021 were Sweden, Spain, and Luxembourg. The countries where most information was purchased from was Sweden, Spain, Luxembourg, and Italy.

Partner	Total Transactions		Fee Bearing Transactions	
Austria	68,0450	2.5%	5,128	2.92%
Estonia	258,183	9.3%	12,735	7.25%
Finland	59,242	2.1%	8,626	4.91%
France	219,306	7.9%	4,838	2.76%
Germany	261,262	9.4%	11,566	6.59%
Gibraltar	18,353	0.7%	693	0.39%
Guernsey	170,388	6.2%	2,177	1.24%
Italy	144,314	5.2%	12,772	7.28%
Jersey	43,369	1.6%	1,584	0.9%
Latvia	176,596	6.4%	3,155	1.8%
Lithuania	176,115	6.4%	6,156	3.51%
Luxembourg	298,399	10.8%	31,950	18.2%
North Macedonia	14,031	0.5%	539	0.31%
Malta	28,288	1.0%	3,335	1.9%
Slovenia	141,304	5.1%	2,911	1.66%
Spain	336,944	12.2%	17,244	9.82%
Sweden	354,736	12.8%	50,129	28.56%
UK	0	0.0%	0	0.0%
Total	2,769,671	100%	175,538	100%

Figure 5 Distributed EBR Network Services 2021

Platform Performance

The EBR platform and its future remains the focus of discussion between EBRA and its members. In 2021 a working group was formed to examine the future of the platform. Following an analysis of member preferences, the working group produced a report detailing proposed updates to the network to increase traffic and restore the relevance of the network to service the market.

In December 2021, EBRA members voted to continue working on the extension of the network based on the report produced by the working group. The Board and EBRA members have indicated that they would be willing to invest in the network where there is clear opportunity that aligns with EBRA objectives.

For now, the Board continues to maintain a conservative position with respect to ICT investment across the EBR network. Operational expenditure has been controlled to ensure minimal outlay while operating a high performing network. We continue to work with the Board and members to ensure actions are completed that are required to uphold the security, integrity, and continued service.

EBRA Platform at a Glance

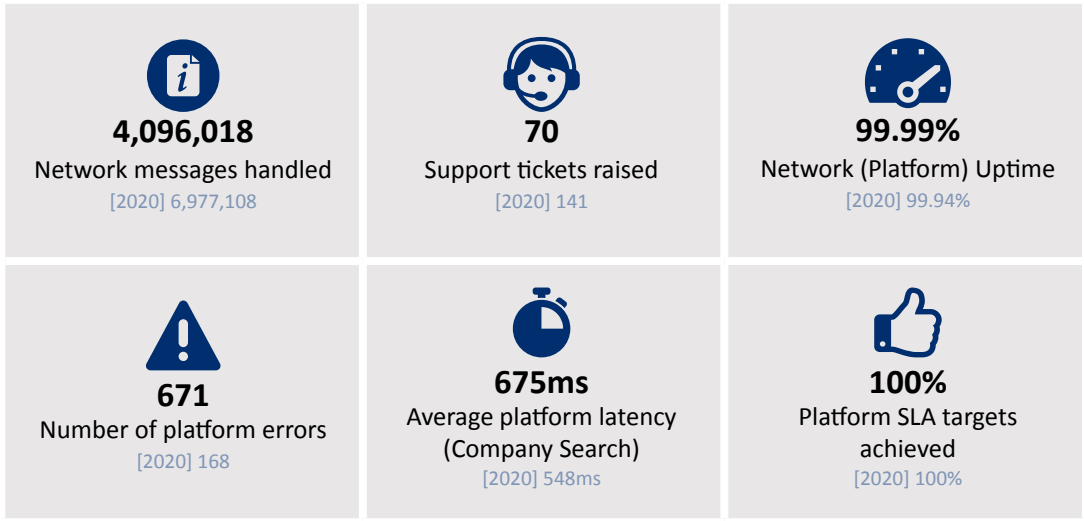


Figure 6 - EBR Platform Metrics - 2021



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