

AUSTRALIA PRODUCTION MUSIC RATE CARD 2018

Production Music Enquiries
+61 2 9935 7751
prodmus@apra.com.au
apraamcos.com.au/pm

APRA AMCOS Head Office
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**APRA
AMCOS**

ADVERTISING

ONLINE

ONLINE & DIGITAL PLATFORMS

Free/organic social media use only (e.g. organic/unpaid social media content for followers & subscribers only)

LICENCE CODE

AFD

WORLD WIDE WEB (WWW)

\$67.10
per track/per production

Free social PLUS website use only (e.g. organic/unpaid social media content, email blast, company websites, YouTube)

AVD

\$126.50
per track/per production

All online platforms, paid and unpaid (e.g. Pre-Rolls, Sponsored/Promoted Social Media Posts, News Feed Ads, Pop Ups, Ad Banners, etc.)

APD

\$218.90
per track/per production

All rates are per 30 seconds (unit) unless otherwise specified. Includes reproduction for online and digital platforms.

RATES AVAILABLE FOR

- Combined territories (e.g. AU + NZ)
- International broadcast territories (e.g. USA, Europe, Asia, etc)
- In-flight & infomercials
- Community Service Announcements

BROADCAST

| | LICENCE CODE | REGIONAL UNIT RATE | METROPOLITAN UVNIT RATE | NATIONAL UNIT RATE | |
|-----------------|----------------------------------------------------------------|--------------------|-------------------------|--------------------|----------|
| TELEVISION | Free to Air Television Transmission | ATF | \$116.60 | \$359.70 | \$621.50 |
| | Pay Television Transmission | ATP | \$102.30 | \$319.00 | \$557.70 |
| | All Television Transmission (Free to Air and Pay) | ATA | \$172.70 | \$544.50 | \$946.00 |
| RADIO | Free to Air Radio (includes Digital Streaming Services) | ARF | \$53.90 | \$167.20 | \$291.50 |
| | Digital Streaming Services (e.g. Spotify, iHeart Radio, etc.) | ARD | \$34.10 | \$117.70 | \$203.50 |
| PUBLIC LOCATION | Outdoor (includes Indoor) (e.g. played at a football stadium) | AOPE | \$107.80 | \$334.40 | \$581.90 |
| | Indoor (excludes outdoor) (e.g. played on an in-store display) | AOPI | \$53.90 | \$167.20 | \$291.50 |
| CINEMA | Cinema Advertisements | AOC | \$58.30 | \$178.20 | \$312.40 |

DISCOUNTS

'CUT DOWN' DISCOUNTS

A 15% discount applies to a maximum of two 'cut-downs' in addition to the primary version which must be of greater duration.

CAMPAIGN DISCOUNTS

Apply if you are producing a series as part of one advertising campaign, across all broadcast mediums and territories, provided they are all licensed at the same time.

- 20% - 4-6 Ads in the campaign
- 25% - 7-9 Ads in the campaign
- 30% - 10+ Ads in the campaign

50% TAG ENDING CHANGE

Where a series of advertisements are produced and the only variation is the end line "tag ending" (e.g. "starts Monday, starts tomorrow"), the licence may be charged at 50% of the applicable rate, multiplied by the number of versions (including the primary version). This concession will only be granted for tag changes on ads licensed for the same duration and broadcast area, and approved by the APRA AMCOS Production Music Department.

ADVERTISING

CORPORATE CONTENT

TV PER EPISODE

TV & ONLINE PROGRAMMES

GAMING & MOBILE APPS

MUSIC ON HOLD

FILMS

TRAILERS

DID YOU KNOW?

There are up to 1,000,000 production music tracks available across all styles & genres.

Please see page 8 for our suppliers list.

- All productions are subject to an \$11.00 processing fee (per territory, per licence category)
- All figures include GST
- All licences issued are cleared in perpetuity

Please see page 7 for defined terms and territory definitions.

For more information contact us on
+61 2 9935 7751
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apramcos.com.au/pm

AUSTRALIA 2018



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CORPORATE CONTENT

e.g. In-house produced content for Staff training/conference, Awards show content, exhibition films and audio/visual guides (e.g. museums, art installations and trade shows).

AUDIO VISUAL

| LICENCE CODE | INTRANET PLATFORMS & HARD COPY (STREAMING/DOWNLOAD) | |
|------------------|--------------------------------------------------------|-----------------|
| | PER TRACK RATE | CAPPED FLAT FEE |
| Unlimited copies | VND \$46.20 | VNF \$381.70 |

AUDIO

| LICENCE CODE | PER TRACK RATE | CAPPED FLAT FEE |
|------------------|----------------|-----------------|
| | UND | UNF |
| Unlimited copies | \$27.50 | \$177.10 |

FLAT FEE - Clears the unlimited use of PM - per production.

Audio Visual & Audio rates are cleared for **World all Territories**. All rates include permission for translated versions.

To be licensed under these rates, audio productions which contain production music must consist mainly of spoken words. Use of the production music must be strictly incidental to the overall content of the production (e.g. a comedy album where the production music is background to skits).

Audio productions for retail sale, streamed or available for download on a digital platform primarily for the commercial exploitation of the music are specifically excluded. They cannot be cleared under these rates. Please contact the Production Music department if you have any questions regarding this use.

RATES AVAILABLE FOR:

- In-flight programming/entertainment
- 2018 Educational Rate Card
- Hard Copy Only (USB, DVD, Event Use)
- Retail Sale

DID YOU KNOW?

If you produce a large number of AV/Audio productions throughout the year, you can contact us to discuss cost effective annual blanket options.

- All productions are subject to an \$11.00 processing fee (per territory, per licence category)
- All figures include GST
- All licences issued are cleared in perpetuity

Please see page 7 for defined terms and territory definitions.

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TV PER EPISODE

CLEARANCE

| | | LENGTH OF PROGRAMME | | |
|---------------------------------------------------|-------------------------|---------------------|------------|------------|
| | | 30 MIN | 60 MIN | 90 MIN |
| ALL TELEVISION (FREE TO AIR & PAY) | Australia | \$561.00 | \$946.00 | \$1,331.00 |
| | Australia & New Zealand | \$645.70 | \$1,087.90 | \$1,531.20 |
| | World | \$774.40 | \$1,305.70 | \$1,837.00 |
| ALL MEDIA | World | \$2,200.00 | \$3,300.00 | \$4,400.00 |

TV & ONLINE PROGRAMMES

ONLINE & DIGITAL SERIES

| | LICENCE CODE | WWW UNIT | WWW FLAT FEE |
|------------------|--------------|----------|--------------|
| Webisode/Vodcast | PND | \$31.90 | \$237.60 |
| Podcast | PUD | \$24.20 | \$163.90 |

TELEVISION

| | LICENCE CODE | NATIONAL UNIT RATE | ANZ UNIT RATE | WORLD UNIT RATE |
|---------------------------------------------------|--------------|--------------------|---------------|-----------------|
| Free to Air Television Transmission | PTF | \$46.20 | \$56.10 | \$231.00 |
| Pay Television Transmission | PTP | \$39.60 | \$48.40 | \$207.90 |
| All Television Transmission (Free to Air and Pay) | PTA | \$66.00 | \$93.50 | \$353.10 |
| All Media | VAE | | | \$689.70 |

RATES AVAILABLE FOR IN-CONTEXT PROMOS

FLAT FEES

Flat Fees clear unlimited use of production music, per episode. All rates include reproduction for online and digital platforms.

UNIT FEES

For minimal use - All rates are per 30 seconds (unit) unless otherwise specified. All rates include reproduction for online and digital platforms.

NEGOTIABLE RATES ARE AVAILABLE FOR A SERIES.

CONTACT THE PM DEPT FOR MORE INFORMATION.

RATES AVAILABLE FOR:

- Specific International Territories
- TV Programme Promos
- Radio Programmes
- Regional & Metro Programmes

- All productions are subject to an \$11.00 processing fee (per territory, per licence category)
- All figures include GST
- All licences issued are cleared in perpetuity

Please see page 7 for defined terms and territory definitions.

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GAMING & MOBILE APPS

^All rates are per 30 seconds (unit) unless otherwise specified.
FLAT FEE - Clears the unlimited use of PM - per production.
 Gaming and mobile app rates are cleared for World all Territories.

| | LICENCE CODE | UNIT RATE [^] | FLAT FEE |
|-------------|--------------|------------------------|-------------|
| Apps | VGD | \$61.60 | \$653.40 |
| Video Games | VGH | \$220.00** | \$11,000.00 |

All rates include reproduction for online and digital platforms.
 ** Rate is per finished minute

MUSIC ON HOLD

All rates are per 30 seconds (unit) unless otherwise specified.
 Music on hold rates are cleared for **World all Territories**.

| | LICENCE CODE | UNIT RATE |
|-------------------------------------------|--------------|-----------|
| Use of Production Music for music on hold | H1 | \$20.90 |

Users of APRA AMCOS controlled Production Music will also need an APRA AMCOS Music on Hold Licence for the communication of those works on their telephone system.
 Call 1300 852 388 or visit apraamcos.com.au/about-us/forms/licensing/music-on-hold/ for more information.

LOOPING PRODUCTION MUSIC

'Infinitely Looped' music is charged at FOUR TIMES the relevant royalty rate.

'Finitely Looped' production music is charged at 50% of the standard rate (minimum two units).

- All productions are subject to an \$11.00 processing fee (per territory, per licence category)
- All figures include GST
- All licences issued are cleared in perpetuity

Please see page 7 for defined terms and territory definitions.

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FILMS

PER UNIT - Per 30 secs or part thereof.
FLAT FEE - Clears the unlimited use of PM - per production.
 All rates include reproduction for online and digital platforms.

RATE FOR ALL TERRITORIES

| | LICENCE CODE | PER UNIT | FLAT FEE | |
|-----------------------------------|------------------------------|----------|----------|-------------|
| FEATURE FILM ALL MEDIA | Film Festivals Only | FF | \$330.00 | \$3,300.00 |
| | Budget up to \$1 million | FC1 | \$440.00 | \$5,500.00 |
| | Budget \$1 - \$5 million | FC2 | \$550.00 | \$7,700.00 |
| | Budget \$5 Million + | FC3 | \$660.00 | \$11,000.00 |
| SHORT FILM | Film Festivals All Media | FSA | \$220.00 | \$1,100.00 |
| | Film Festivals & Online Only | FSF | \$58.30 | \$408.10 |
| | Online Only | FD | \$30.80 | \$330.00 |

- All productions are subject to an \$11.00 processing fee (per territory, per licence category)
- All figures include GST
- All licences issued are cleared in perpetuity

Please see page 7 for defined terms and territory definitions.

TRAILERS

Trailer rates are per track (not per unit)

| | LICENCE CODE | AUSTRALIA | AUS & NZ | WORLD | |
|---------------------|----------------------|-----------|-----------|-----------|-----------|
| FILM TRAILER | All Media | AAT | \$1019.70 | \$1445.40 | \$2970.00 |
| | Cinema & Online Only | AOT | \$250.80 | \$375.10 | \$999.90 |
| | All Online Platforms | AOTD | | | \$199.10 |

NEGOTIABLE RATES ARE AVAILABLE FOR TRAILERS USING MULTIPLE TRACKS

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DEFINED TERMS

Flat Fee: Clears unlimited use of production music per production.

All Media: All media refers collectively to mass media technologies: Television, film, radio, the Internet, digital platforms & storage media formats (DVD, USB, etc.).

Digital: Encompasses online streaming and downloading of media in all formats.

Download: Transfer of data or programs from a server or host computer to another computer or digital device.

Online Streaming: Referred to also as Internet streaming. It is multimedia constantly received by an end-user and delivered by a streaming provider. This is delivered by an audio-visual or audio production public announcement designed or intended to promote or encourage the purchase, use or support of goods and services. This includes programme promos or station identification.

ADVERTISING: PAGE 2

Advertisement (i.e. ATA, ATF, ATP, ARF, AOPE, AOPI, AOC, ARD, APD, AFD): An audio-visual or audio production as a public announcement designed or intended to promote or encourage the purchase, use or support of goods and services to a wider audience. This includes programme promos or station identification.

Campaign: A coordinated series of linked advertisements with a single idea or theme. An advertising campaign is typically broadcast through several media channels.

It usually focuses on common themes and one or several brands or products. They are often targeted towards particular demographics.

Community Service Announcement (CSA): An audio-visual or audio production designed or intended to inform the public of matters of public interest. It is transmitted to the public for no fee or other consideration. It does not promote the use of particular goods or services or solicit the sponsorship of any organisation. Rates for bona fide CSA's are available on application and are subject to the completion of a signed warranty. Contact the Production Music department.

Infomercial (i.e. ATI): Segments within or an entire programme which a broadcaster receives payment or other valuable consideration and which directly promotes goods or services offered to viewers for sale during the segment or programme.

CORPORATE CONTENT: PAGE 3

Audio Visual Production: A disc, tape or other device in which sounds and images or text are embedded. This includes audio productions containing electronic signals designed to control or trigger the representation of images, such as slides, computer graphics and images contained on a CD-ROM.

Digital (i.e. VND, VPD, UND, UPD): Encompasses both online streaming and downloading of media in all formats. Translations are included.

Download: Transfer of data or programs from a server or host computer to another computer or digital device.

Audio Production: A disc, tape or other storage device in which sounds are embedded.

Flat Fee (VNF, VPF): Clears unlimited use of production music, per production.

For Sale and/or Rental: Means a fee is charged to the audience or individual to whom the production is directed or distributed, specifically to view or listen to the production.

Looping: Where a piece of music (the initial reproduction) is reproduced repeatedly in a non-stop, continuous fashion for a predetermined or indeterminate number of times.

Premium: An audio-visual or audio production produced as a promotion or incentive provided free of charge.

Production: An audio-visual or audio production identified by a unique title and/or number applicable only to those audio-visual or audio productions with identical content.

Promotional: Drawing the attention of the public or a targeted audience, to a brand, product, service, person, organisation or line of conduct, in a manner which intends to promote or oppose it for the intended audience.

Online Streaming: Referred to also as Internet streaming. It is multimedia constantly received by an end-user delivered by a streaming provider over a network connection. This media can be in the form of audio or video. E.g YouTube or Vimeo.

TV & ONLINE PROGRAMMES: PAGE 4

Programme: A television/radio programme also called television/radio show, are segments of content intended for broadcast on television/radio. It may be a one-time production or part of a periodically recurring series.

Webisodes: A webisode is an episode of an audio visual series that is made

specifically for online broadcast, as opposed to first airing on television or radio. It is available via both download or streaming format.

Webisodes typically range from 3-15 minutes in length.

Podcast: A podcast is an audio programme that is made specifically for online broadcast, as opposed to first airing on radio. It is available via both download or streaming format. Podcasts typically range from 5-60 minutes in length.

FILM & TRAILERS: PAGE 6

Film: Film encompasses individual motion pictures, and the motion picture industry. Films are produced by recording images with cameras, or by creating images using animation techniques or special effects.

Trailer: A trailer or preview is an advertisement or a commercial for a feature film to be exhibited in the future.

Short Film: A short film is an original motion picture with a typical duration of under 40 minutes.

TERRITORY DEFINITIONS

Regional: All of Australia excluding Adelaide, Brisbane, Melbourne, Perth and Sydney.

Metropolitan: Regional plus ONE capital city chosen from Adelaide, Brisbane, Melbourne, Perth and Sydney.

National: All of Australia

World: Covers all territories worldwide.

If you require clearance for a specific territory, please contact us directly on (02) 9935 7751 or prodmus@apra.com.au

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AMCOS CONTROLLED PRODUCTION MUSIC SUPPLIERS

Adrenalin Sounds Pty Ltd

15/96 Duntroon Street
Hurlstone Park NSW 2193
Ph: 02 8021 4430
Mob: 0403 495 425
greg@adrenalinsounds.com
adrenalinsounds.com

Beatbox Music Pty Ltd

PO Box 669
Pennant Hills NSW 2120
Ph: 02 9484 2321
info@beatboxmusic.com
beatboxmusic.com

Beats Fresh Music

Ph: +61 450 545 133
beatsfreshmusic@gmail.com
www.beatsfresh.com

BMG Production Music

Suite 902, 2 - 14 Kings Cross Road
Potts Point NSW 2011
Ph: 02 9326 9122
Fx: 02 9326 9166
www.bmgproductionmusic.tv

City & Vine Production Music

Office 4, 42 Carrington Road,
Castle Hill NSW 2154
Ph: 02 8846 4690
jason.mays@cityandvine.com
cityandvine.com

EMI Production Music

(part of Sony/ATV Music Publishing)
Locked Bag 7300
Darlinghurst NSW 1300
Ph: +61 2 9324 9661
Fx: +61 2 9324 9606
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emipm.com

Erwin Pitsch Publishing

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ton.cc

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extrememusic.com

Fable Music Pty Ltd

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Ph: 03 9820 3111
Fx: 03 9820 8711
donn@fablemusic.com.au
fablemusic.com.au

Jingle Punks Music Pty Ltd

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ben@motionfocusmusic.com
motionfocusmusic.com

Off the Shelf Music

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Asquith NSW 2077
brian.offtheshelfmusic@mail.com
otsm.co.uk

PMF Media Pty Ltd

6 The Boulevard, Bellevue Heights
Adelaide SA 5050
Ph: 0413 562 560
pmfmedia@bigpond.com

Red Music Publishing Pty Ltd

38-42 Pirrama Road
Pymont NSW 2009
Ph: 02 8777 7272
info@redproductionmusic.com
redproductionmusic.com

Score Addiction Pty Ltd

17a Smith Street
Manly NSW 2095
Ph. 0414 074 586
info@scoreaddiction.com
facebook.com/ScoreAddiction
twitter.com/ScoreAddiction
scoreaddiction.com

Sonic Dojo

247 Beaumont Street
Hamilton South NSW 2303
Ph 02 4962 5242
matt@sonicdojo.com
sonicdojo.com

Universal Production Music

4th Floor, 150 William Street
Woolloomooloo NSW 2011
Ph: 02 9207 0564
upm.au@umusic.com
www.universalproductionmusic.com

Woodcut Productions Ltd

8 Ruru St, Eden Terrace, 1021
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aaron@woodcut.co.nz
woodcutmusic.co.nz

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