



AUSTRALIA

PRODUCTION MUSIC RATE CARD 2019



ADVERTISING

CORPORATE
CONTENT

TV PER EPISODE

TV & ONLINE
PROGRAMMES

GAMING &
MOBILE APPS

MUSIC ON HOLD

FILMS

TRAILERS



CALCULATE
YOUR PM COSTS

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

APRA AMCOS Head Office
16 Mountain St
Ultimo NSW 2007

Locked Bag 5000
Strawberry Hills NSW 2012

ADVERTISING

ONLINE

		LICENCE CODE	WORLD WIDE WEB (WWW)
ONLINE & DIGITAL PLATFORMS	Free/organic social media use only (e.g. organic/unpaid social media content for followers & subscribers only)	AFD	\$77.00 per track/per production
	Free social PLUS website use only (e.g. organic/unpaid social media content, email blast, company websites, YouTube)	AVD	\$145.20 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	\$273.90 per track/per production

BROADCAST

		LICENCE CODE	REGIONAL UNIT RATE	METROPOLITAN UNIT RATE	NATIONAL UNIT RATE
TELEVISION	Free to Air Television	ATF	\$118.80	\$366.30	\$633.60
	Pay Television	ATP	\$104.50	\$324.50	\$568.70
	All Television (Free to Air and Pay)	ATA	\$176.00	\$554.40	\$963.60
RADIO	Free to Air Radio (includes Digital Streaming Services)	ARF	\$55.00	\$170.50	\$297.00
	Digital Streaming Services (e.g. Spotify, iHeart Radio, Apple Music, etc.)	ARD	\$35.20	\$119.90	\$206.80
PUBLIC LOCATION	Outdoor (includes indoor) (e.g. played at a football stadium)	AOPE	\$110.00	\$341.00	\$592.90
	Indoor (excludes outdoor) (e.g. played on an in-store display)	AOPI	\$55.00	\$170.50	\$297.00
CINEMA	Cinema Advertisements	AOC	\$59.40	\$181.50	\$317.90

RATES AVAILABLE FOR:

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

DID YOU KNOW?

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

Please see page 8 for our suppliers list

All rates are per 30 seconds (unit) unless otherwise specified.

Includes reproduction for online and digital platforms.

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 of ads as part of one campaign, across all advertising 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.

Please see page 7 for defined terms and territory definitions.

- 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

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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).

Corporate Content rates are for internal intranet and event use only. To extend the clearance to cover general online platforms (YouTube, social media, company website etc.), please add the +WWW per track rate to your licence.

For any online use with a paid spend behind it (promoted social use, pre rolls etc.), please refer to our APD rate on page 2.

AUDIO VISUAL

LICENCE CODE	INTRANET PLATFORMS & HARD COPY (STREAMING/DOWNLOAD)		+ ALL ORGANIC ONLINE PLATFORMS
	PER TRACK RATE	CAPPED FLAT FEE	WWW
Unlimited copies	VND \$47.30	VNF \$389.40	VND \$192.50

AUDIO

LICENCE CODE	PER TRACK RATE	CAPPED FLAT FEE	WWW
	UND	UNF	UND
Unlimited copies	\$28.60	\$180.40	\$173.80

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
- 2019 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 & ONLINE PROGRAMS UNIT FEES

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

ONLINE & DIGITAL SERIES		LICENCE CODE	WWW UNIT	WWW FLAT FEE				
		Webisode/Vodcast	PND	\$33.00	\$242.00			
	Podcast	PUD	\$24.20	\$163.90				
TELEVISION		LICENCE CODE	NATIONAL UNIT RATE	ANZ UNIT RATE	WORLD UNIT RATE			
		Free to Air Television	PTF	\$47.30	\$57.20	\$235.40		
		Pay Television	PTP	\$40.70	\$49.50	\$209.00		
		All Television (Free to Air and Pay)	PTA	\$67.10	\$95.70	\$359.70		
		All Media	VAE			\$702.90		

IN-CONTEXT PROMO RATES: \$220 per promo, or \$1100 for unlimited promos per licensed television series.

TV PER EPISODE FLAT FEES

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

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

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	\$62.70	\$665.50
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	\$22.00

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.

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
	All Online Platforms	FD	\$30.80	\$330.00

FILM TRAILERS

Trailer rates are per track (not per unit)

		LICENCE CODE	AUSTRALIA	AUS & NZ	WORLD
FILM TRAILER	All Media	AAT	\$550.00	\$825.00	\$1,100.00
	All Online Platforms	AOTD			\$202.40

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, APD, ARD, AVD, 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.

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, UNF): 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.

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.

TV & ONLINE PROGRAMMES: PAGE 4

In-Context Promo: must consist of direct edits of previously licensed programme footage. Additional works added during the production of teasers, trailers and other advertisements are not covered by this licence.

Internal Online: refers to a company's intranet platform, which cannot be accessed or viewed by external parties.

Organic Online: unpaid/non-promoted online content, without boosted distribution via a paid media spend.

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

beatsfreshmusic@gmail.com
www.beatsfresh.com

BMG Production Music

Level 2, 270 Devonshire Street
Surry Hills, NSW 2010
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)
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Erwin Pitsch Publishing

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extrememusic.com

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donn@fablemusic.com.au
fablemusic.com.au

Jingle Punks Music Pty Ltd

Janine Kerr
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ben@motionfocusmusic.com
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Off the Shelf Music

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PMF Media Pty Ltd

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Adelaide SA 5050
Ph: 0413 562 560
pmfmedia@bigpond.com

Red Music Publishing Pty Ltd

Media City, 8 Central Avenue
Eveleigh NSW 2015
Ph 0450 529 369
info@redproductionmusic.com
redproductionmusic.com

Score Addiction Pty Ltd

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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

West One Music

West One Music Group Pty Ltd
c/o CFO Plus Pty Ltd
Level 1, 125 York Street
Sydney
Ph: +61 2 8317 1294
hi.sydney@westonemusic.com
www.westonemusic.com

Woodcut Productions Ltd

8 Ruru St, Eden Terrace, 1021
PO Box 68885, Newton, 1010
Auckland, New Zealand
Ph: +64 9 374 4542,
aaron@woodcut.co.nz
woodcutmusic.co.nz

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