

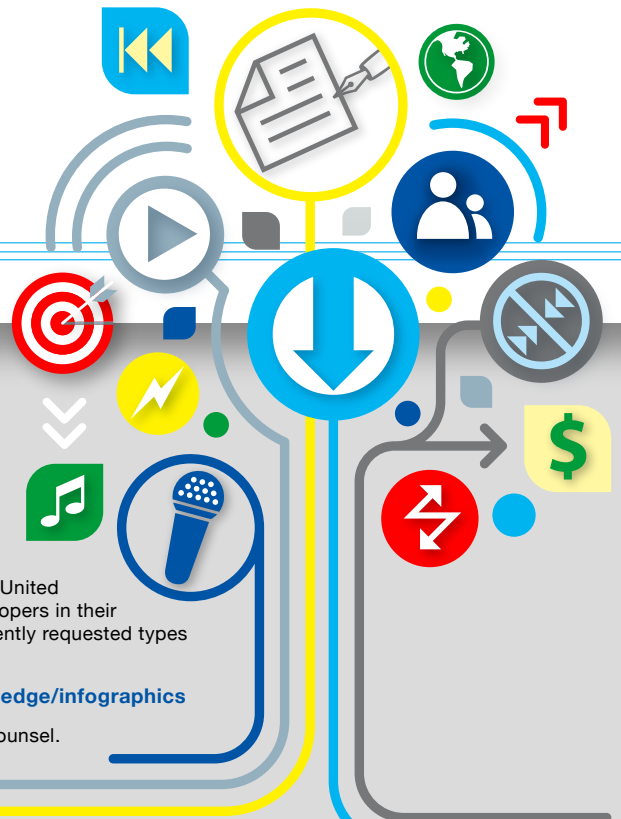
Global Music Licensing France Quick Start Guide

The Global Music Licensing Grid initiative was a collective effort among the participants of Music Biz's Business Development Workgroup to clarify the current licensing structure for music rights in various territories including Argentina, Australia, Brazil, Canada, France, Germany, Italy, Japan, Mexico, Spain, United Kingdom and United States. The licensing grids were created to assist service providers and app developers in their approach to music licensing. Based on the feedback from the Workgroup, we identified the most frequently requested types of music uses: download, non-interactive, on-demand, sync, lyrics and karaoke.

Download the full grid infographic or individual country grids by visiting musicbiz.org/knowledge/infographics

NOTES:

- This document is for educational purposes and is not intended to be a substitute for legal counsel. Consult an attorney before making any critical business decisions.
- The grids are subject to change and will be integrated as updates are known.



	DOWNLOAD	NON-INTERACTIVE	ON-DEMAND	SYNC	LYRICS	KARAOKE
Master	Direct to Label or Merlin*	Direct to Label or Merlin*	Direct to Label or Merlin*	Does not exist in French law	N/A	N/A
Mechanical Right	SACEM	SACEM	SACEM	Does not exist in French law	Direct to Publisher or to an Aggregator (e.g., Lyricfind)	Direct to Publisher
Public Performance/Communication Rights	SACEM	SACEM	SACEM	Does not exist in French law	N/A	SACEM

Pan-European Rights to Anglo-American Catalog:

Major Publisher	Licensing Body	Licensing Body Affiliation	Exclusive
EMI	CELAS	GEMA and PRS	Yes
Sony/ATV	PAECOL	GEMA	Yes
Universal	SACEM		Yes
Warner/Chappell	PRSM, STIM, SACEM, BUMA/STEMRA, SABAM, SGAE	N/A	No
BMG	ARESA	GEMA	Yes
Kobalt	STIM	N/A	Yes
Peer	PRSM (AA)	N/A	Yes

*Merlin represents a significant number of indie labels

- SACEM is a member of Armonia with SGAE (Spain)
- SIAE (Italy) represents the Anglo American works of Universal and the Latin works of Sony ATV

IMPEL on behalf of the following publishers:

Indie Publishers

- Bucks Music Group
- Carlin
- Conexion Music Limited
- Eagle-i Music Limited
- Fairwood Music (UK) Limited
- Fintage Publishing BV
- Hornall Brothers Music Limited
- Kassner Associated Publishers Limited
- Minds on Fire (formerly Club Row Music)
- Moncur Street Music Limited
- Mute Song Limited
- Nettwerk One Music Limited
- Ole UK
- Proof Songs Limited
- Red Ink Music Limited
- Reverb Music Limited
- RZO Music Limited
- Spirit Music Group
- The Music Sales Group
- Truelove Music
- Warp Music Limited
- Westbury Music Limited
- Wixen UK