



SAMRO

Foreign Income

*PRESENTATION AT MOSHITO
2 & 4 September 2009*

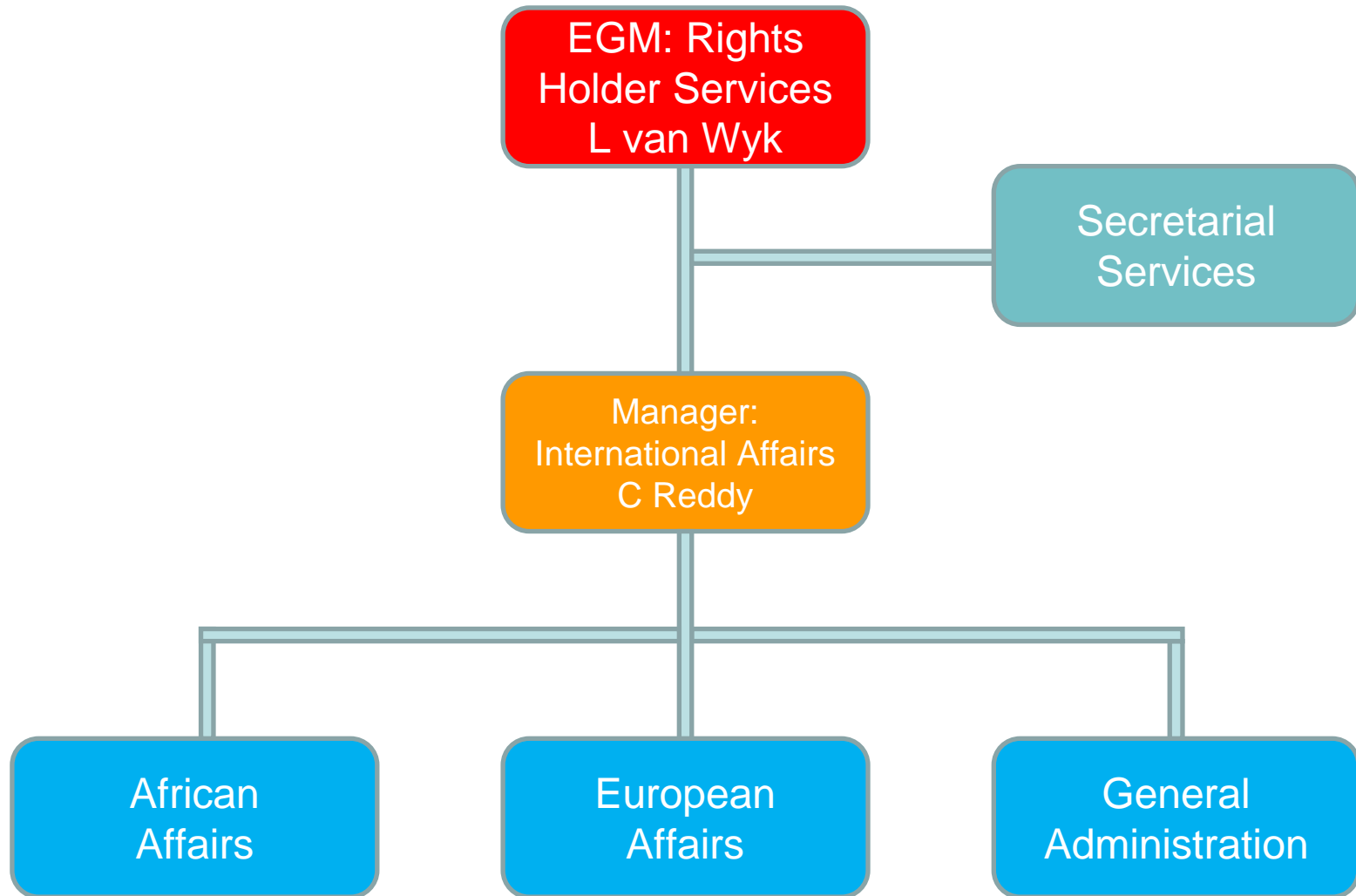
SAMRO FOREIGN INCOME – Defined

WHAT & FROM WHERE?

- Mainly Royalty Income from SAMRO's Affiliated Societies
- From Licensed use of musical works in Foreign Countries
- Where our members' repertoire is represented
- Excluding Botswana, Lesotho & Swaziland

SAMRO INTERNATIONAL AFFAIRS

DEPARTMENTAL STRUCTURE



SAMRO INTERNATIONAL AFFILIATION

SAMRO FULFILS ITS INTERNATIONAL OBLIGATIONS ON TWO MAIN LEVELS

- Affiliation with the Confederations: CISAC & BIEM
- Affiliation with Sister Societies by way of bi-lateral cooperation and agreements of reciprocal representation

SAMRO INTERNATIONAL AFFILIATION

INTERNATIONAL RELATIONS

- Membership of CISAC and BIEM
- Professional Rules and international accreditation
- Annual financial statements and governance
- Subject to international audit and scrutiny
- Bilateral agreements with CISAC and BIEM members
- Mutual entrustment/assignment of repertoires for administration of music rights
- Representation in 200 territories & regions around the world for different rights

SAMRO INTERNATIONAL AFFILIATION

INTERNATIONAL COMMITTEES WHICH SAMRO IS REPRESENTED ON

- CISAC Board of Directors
- CISAC CSB – International Distribution Tools & Rules
- CISAC Distribution Technical Committee
- CISAC Radio & TV Technical Broadcasting Committee
- CISAC Legal Committee
- CISAC General Assembly and African Committee
- Representation on CIS International Documentation Working Groups

SAMRO FOREIGN INCOME – Implications

Foreign Society Rules & Other Variables

The following have an impact on SAMRO's foreign income

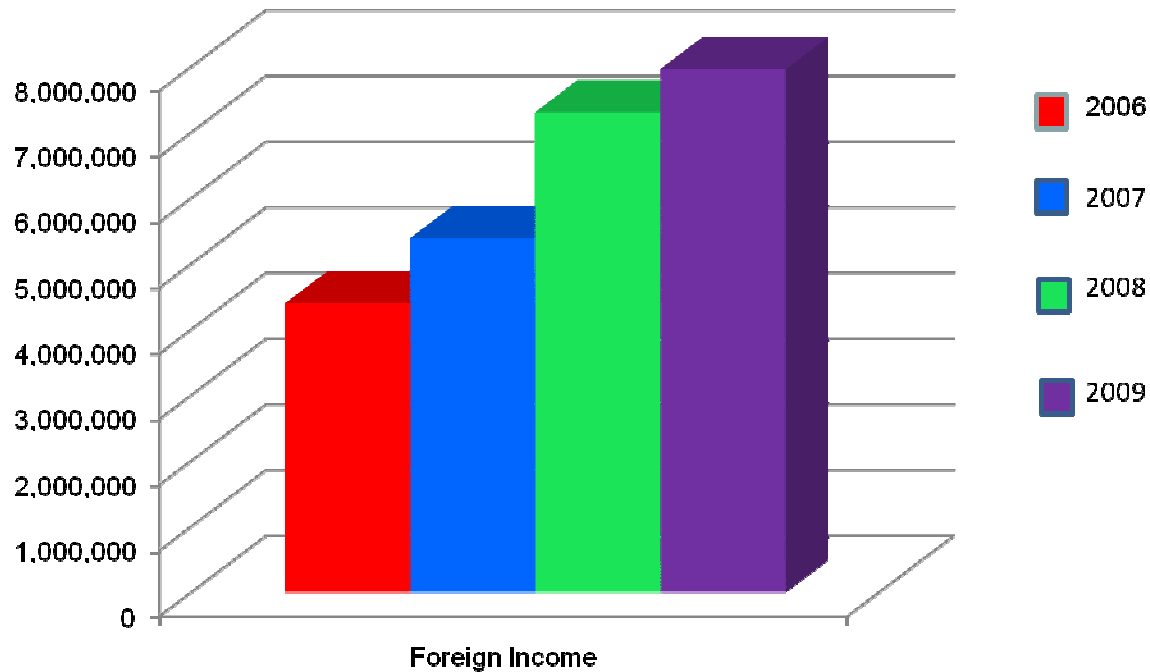
- Musical Work Usage and Activity
- International Legal Framework (incl. Copyright Term)
- Foreign Society Licensing Tariffs & Practise
- Foreign Society Documentation Rules
- Foreign Society Distribution Rules & Practise
- Fluctuations in Foreign Exchange Rates
- SARS & Reserve Bank Regulations
- Non-Residents Withholding Tax

SAMRO FOREIGN INCOME – Rights

- **PERFORMING RIGHTS**
 - Radio & TV Broadcast
 - Performance in public (Live and recorded music)
 - Cinema Film (not in USA)
 - Online & mobile
- **MECHANICAL RIGHTS**
 - Radio & TV Broadcast
 - Phono Sales
 - Work by Work
 - Download & Internet
- **OTHER INCOME STREAMS**

SAMRO FOREIGN INCOME – Growth

INCOME GROWTH – LAST 4 YEARS



SAMRO FOREIGN INCOME – Sources

INCOME SOURCES IN 2008

- EUROPE : 74.1%
- NORTH AMERICA : 19.6%
- SOUTH/MIDDLE AMERICA : 0.6%
- ASIA-PACIFIC : 4.9%
- AFRICA : 0.8%

SAMRO FOREIGN INCOME – Sources

INCOME FROM EUROPE IN 2008

- WESTERN EUROPE : 94.5% (R5.02m)
- CENTRAL EUROPE : 3.5% (R187k)
- EASTERN EUROPE : 2.5% (R104k)

SAMRO FOREIGN INCOME – Sources

SAMRO's Top Trading Partners by Country (in no particular order)

- Germany
- The Netherlands
- United Kingdom
- France
- Spain
- Sweden

SAMRO FOREIGN INCOME – USA

USA – SPECIFIC CONDITIONS

- 3 Performing Right & 2 Mechanical right societies
- Cinema Film Royalties
- Live Music Concerts
- General Public performance
- BMI Sub-publishing Arrangements
- ASCAP Awards

SAMRO FOREIGN INCOME – Process

INCOME ALLOCATION PROCESS

- Received Income balanced & converted to ZAR
- Income matched to foreign statement data
- Data batched and prepared for processing
- Amounts allocated per work and rights holder
- Foreign amounts distributed twice per year

SAMRO FOREIGN INCOME – Notification

INFORMATION REQUIRED to accurately source income from abroad

- Venue name
- Venue address
- Country
- Work title
- Performance details
- Official Notification to SAMRO
- Notifier contact details

SAMRO FOREIGN INCOME – Notification



SAMRO
Southern African Music Rights Organisation

Non-profit-making • No share capital • Limited by guarantee • Affiliated to the International Confederation of Copyright Societies (CISAC);
Reg. No. 1961/002506/09. SAMRO Place, 20 de Korte Street, Braamfontein, Johannesburg 2001, South Africa; P.O. Box 31609,
Braamfontein, 2017; t +27 (11) 712 8000; f +27 (11) 403 1934

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FOREIGN PERFORMANCE NOTIFICATION

Location Details

Venue Name		Venue Tel	
Physical Address		Venue Fax	
City		Person Notifying SAMRO	
Country		Your Tel/Email	

Performance Details

Dates	Type (TV/Radio/Live Etc)	Title	Rights Holders		No. Of Perform	*Duration
			Composer	Publisher		
			Composer			
			Publisher			
			Composer			
			Publisher			
			Composer			
			Publisher			
			Composer			
			Publisher			

* Optional –Duration of Performance

Please use more blank sheets for further works. Each venue to be notified on a separate form

SAMRO FOREIGN INCOME – Contact Info

IMPORTANT CONTACT INFORMATION

- Tel: +27 (0)11 712 8272
- Fax: +27 (0)11 403 1943
- Email: international.affairs@samro.org.za