



SERVING AUTHORS WORLDWIDE
AU SERVICE DES AUTEURS DANS LE MONDE
AL SERVICIO DE LOS AUTORES EN EL MUNDO

Best Practice on Licensing in the Music Industry

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CISAC

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CISAC Overview

- **Confédération Internationale des Sociétés d'Auteurs et Compositeurs (CISAC)**
International Confederation of Societies of Authors and Composers
- Established in 1926
- Non-governmental, not-for-profit organization

Repertoire managed by **CISAC** members

MUSIC

AUDIOVISUAL

DRAMA

LITERATURE

VISUAL ARTS



- Worldwide network of CMOs
 - 232 authors societies
 - 120 countries/territories
 - Over 4 million creators and publishers

CISAC Presidency



The president of CISAC is electronic music pioneer **Jean-Michel Jarre** and vice-presidents are: Argentinean film director **Marcelo Piñeyro**, Beninese singer **Angélique Kidjo**, Chinese film director, scriptwriter and producer **Jia Zhang-ke** and Spanish painter **Miquel Barceló**.



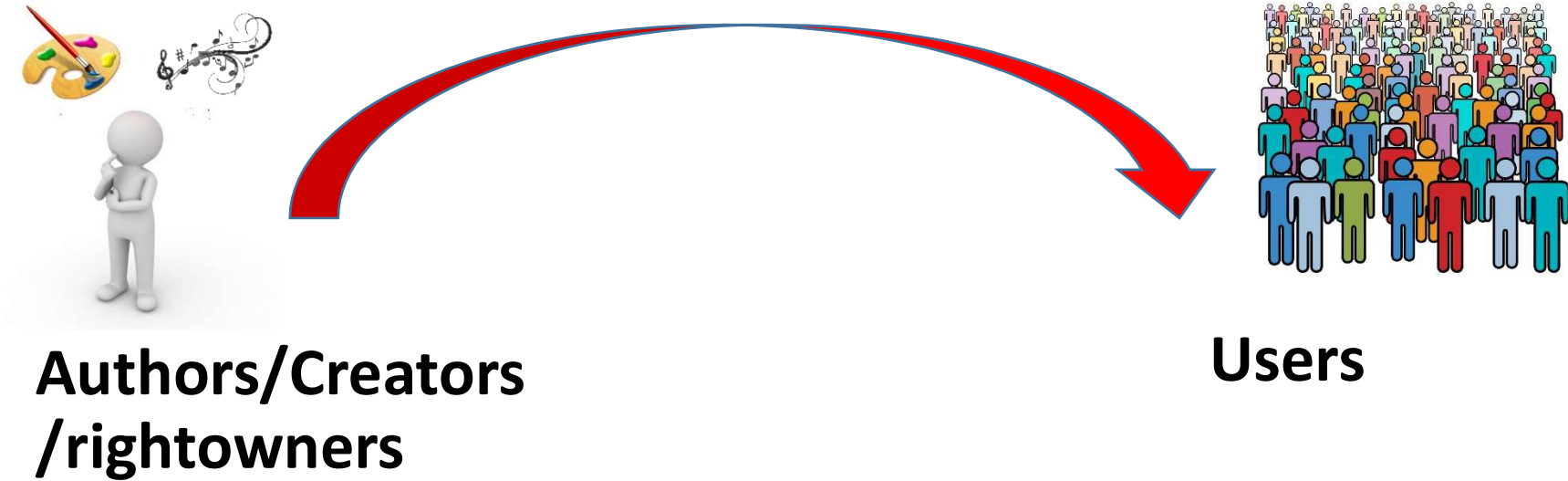
WORLDWIDE PRESENCE



COLLECTIVE MANAGEMENT ORGANISATION (CMO) or COLLECTING SOCIETY

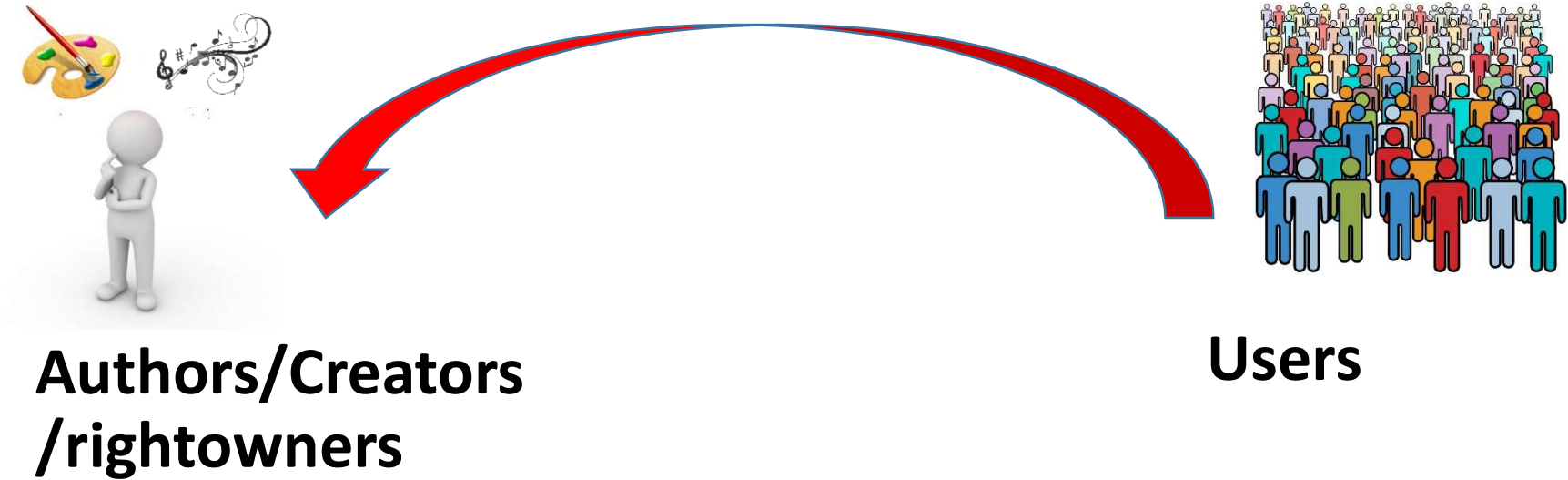
- Authors & rightholders entrust their rights to an entity so that license (authorisation for use) could be collectively granted to enable legitimate use of copyrighted works
- Economies of scale
- Cost advantages: reduced transaction costs

CMO



- CMO and Users are “Business Partners”
 - Obtaining individual license is impractical or impossible
 - Provide an efficient licensing solution
 - Enable the use of works (esp. in large volume) in legitimate means
- CMO – ensure the royalty collected to be distributed accurately to authors/creators/rightowners

CMO

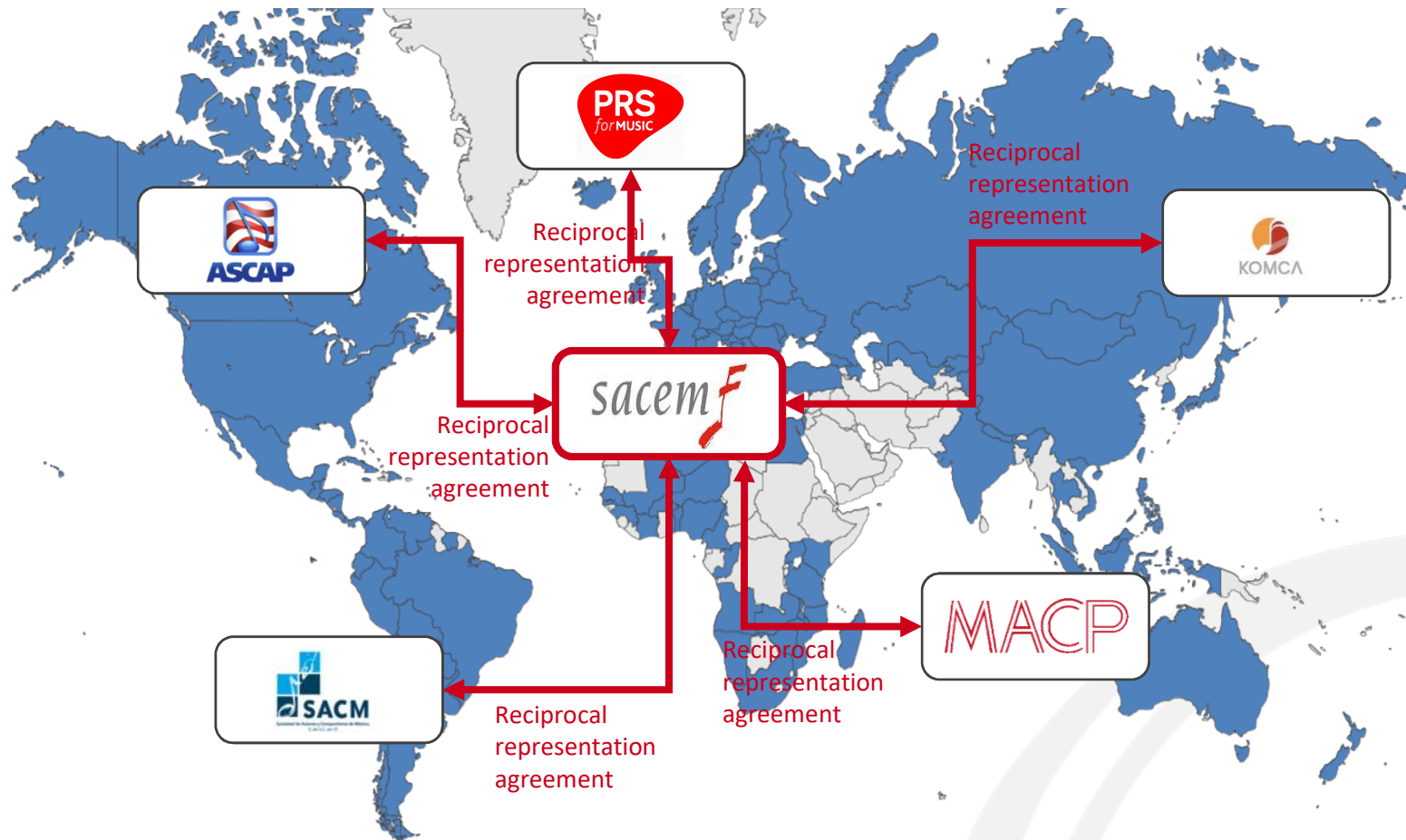


- Supporting creations – obtain licences for the use of works and pay fair remunerations to creators
- Help to distribute royalty accurate – provide usage reports to CMO

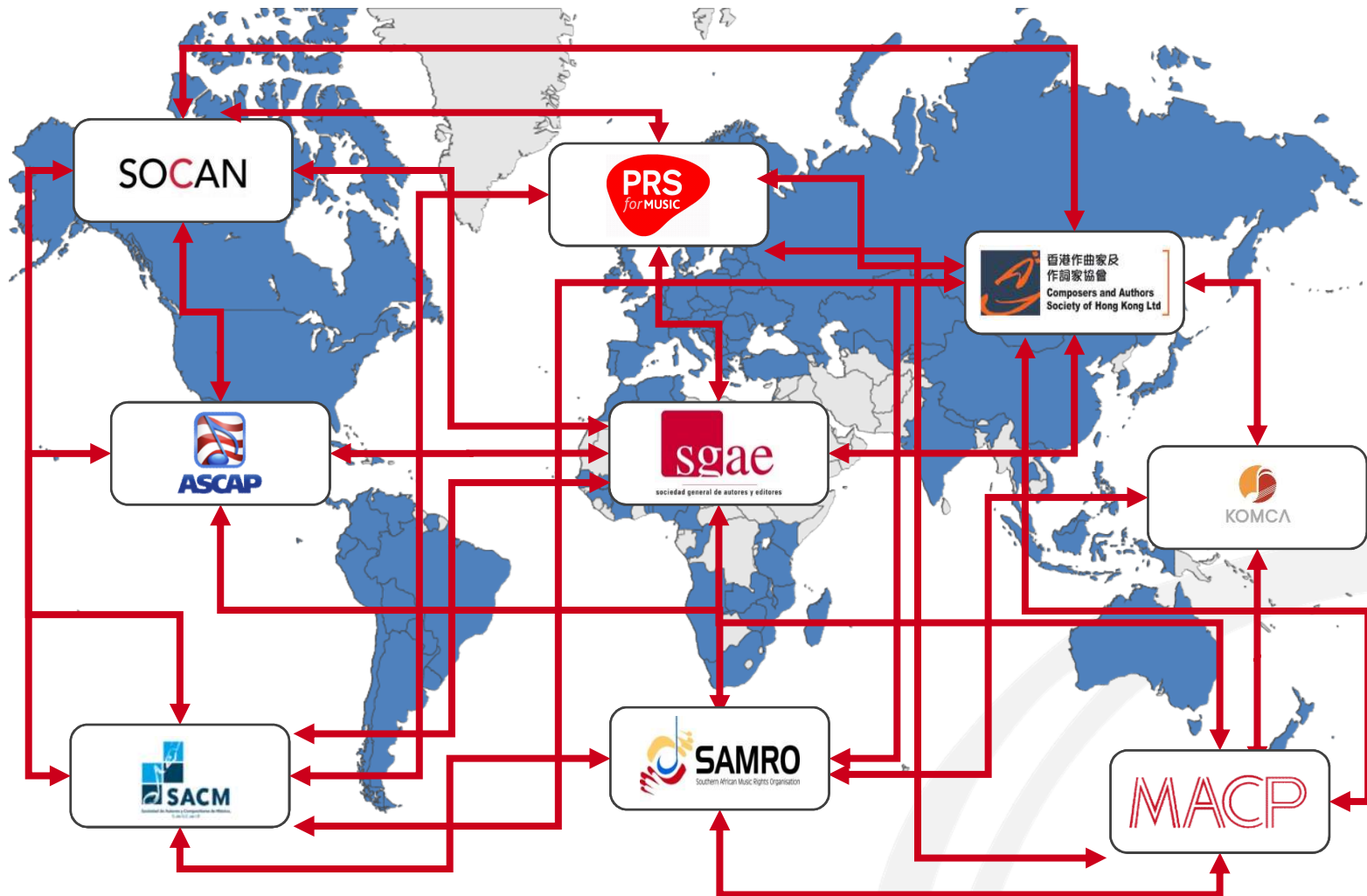
Global Representation

- The CISAC model contract forms the basis of the reciprocal representation agreements signed between societies that allow each society to operate as a “agent for the global repertoire”
- A society has the power to authorise the use of any work from the global repertoire, provided it distributes any royalties collected to the society that manages the work

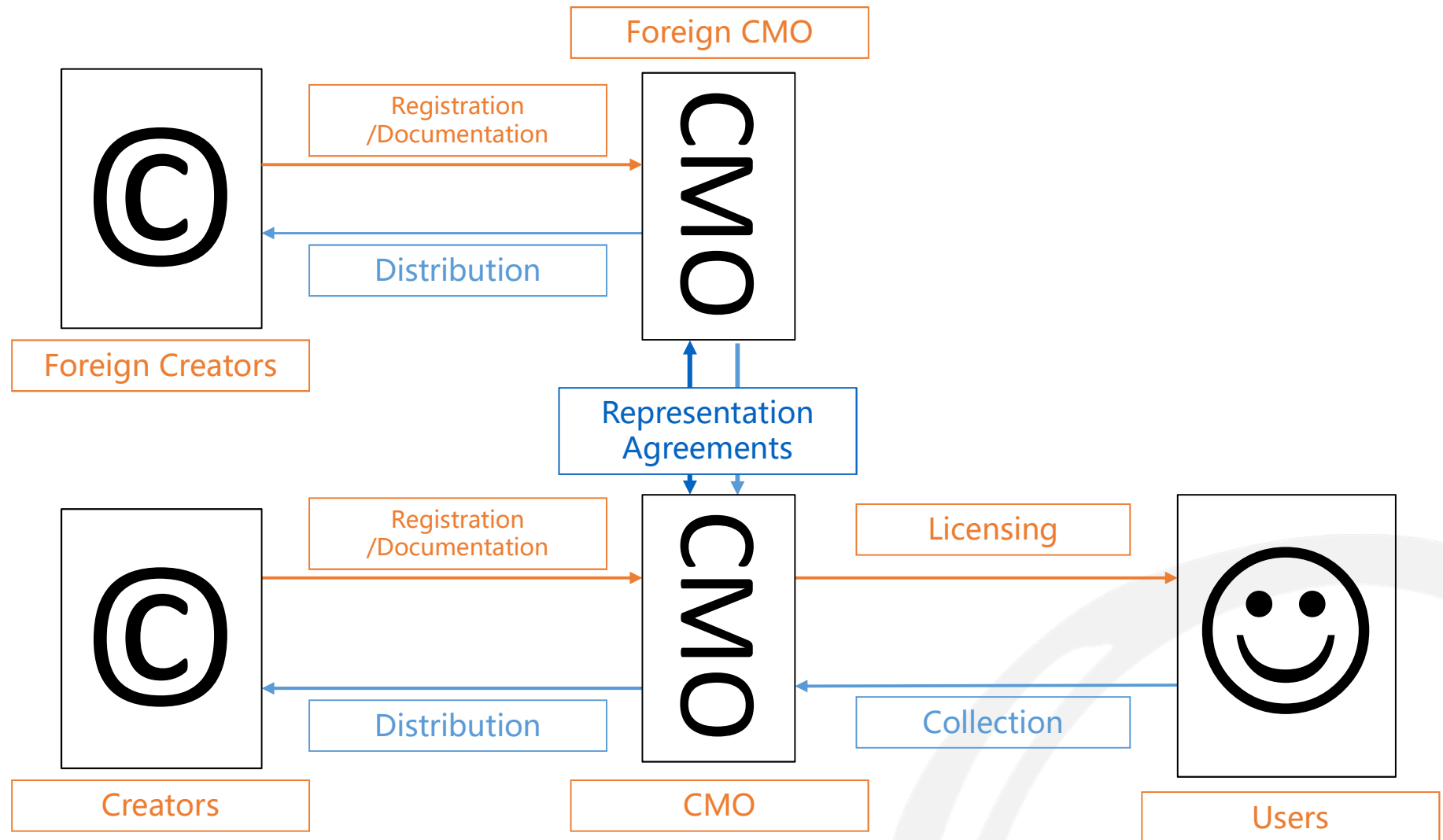
Reciprocal Representation



Global Network



Operation of CMO



Music Licensing

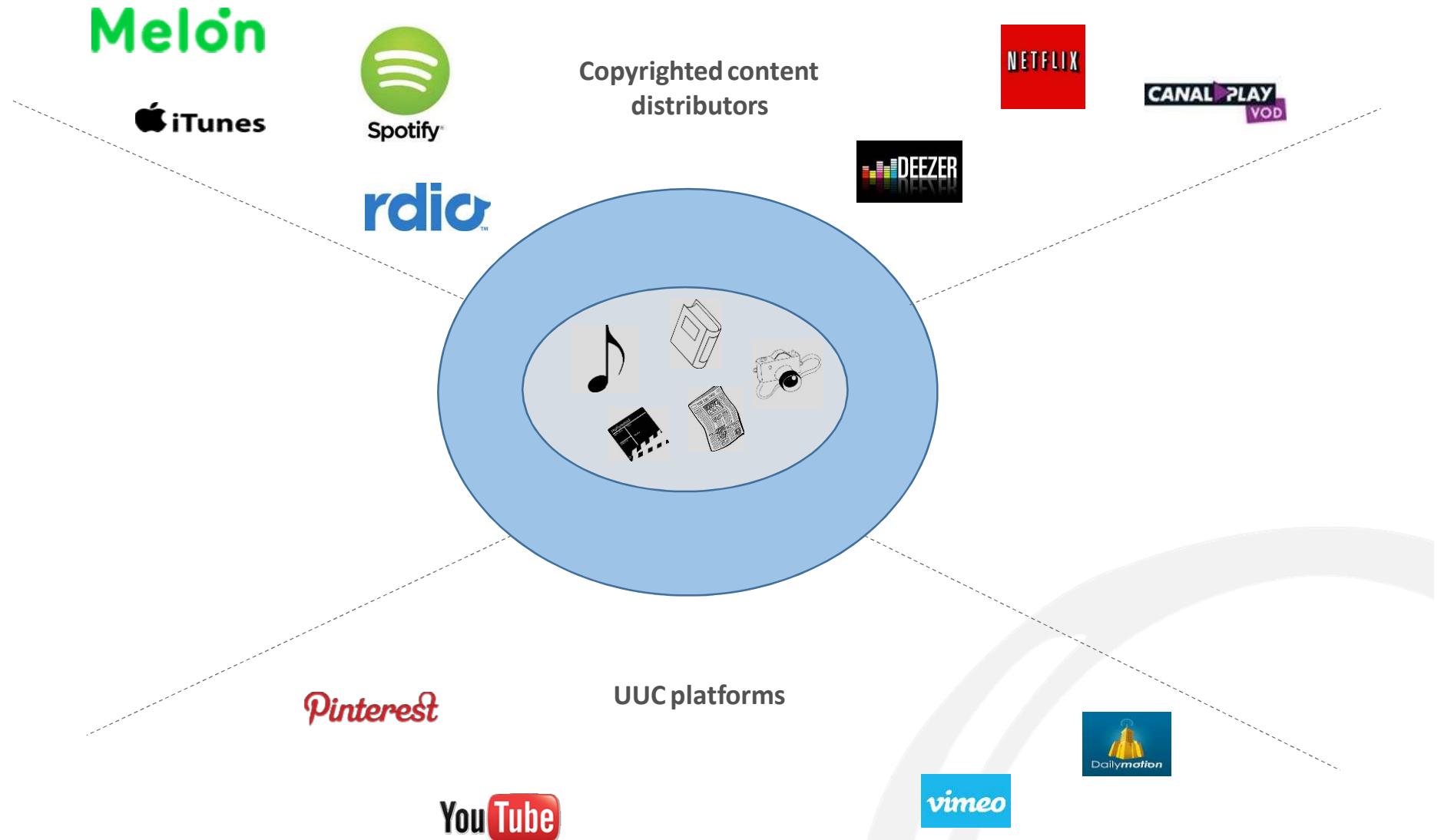


- Broadcast Licensing : TV, Radio
- General Public Performance Licensing
 - Use of music is an integral part of
 - Karaoke, Gym Classes, Disco, TV/Radio programmes
 - Live Music – in concerts and events
 - Background music – enhance the business operations and user experience – restaurants and shopping
- Digital Licensing

Tariff Setting

- CMOs publish the tariff – e.g. in website - ensure certainty and transparency
- CMOs take into different factors to establish tariffs:
 - **Value of Music**
 - The contribution which musical works make to the economic activity of the user
 - Importance of the music to the business;
 - **Nature & quantity of works used**
 - **References from foreign countries**

Digital Licensing



Usage of works

- Cooperation with users
 - Music usage assessment
 - Reporting requirements
- CMO is not obliged to grant a license to a user who has previously failed to usage data
- Legislative requirement to provide usage reports in reasonable manner
 - China, Korea, Taiwan, etc.

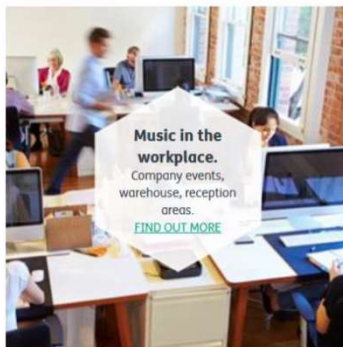


**HOTELS/PUBS/CLUBS/
TAVERNS/BARS**
Live or background music? Karaoke? We have the right licence for your hotel, pub, club, tavern or bar.

[FIND OUT MORE](#)

**FITNESS CENTRES
& INSTRUCTORS**
The new Fitness Centre and Instructors licence covers fitness centres, and fitness and wellbeing instructors...

[FIND OUT MORE](#)



Music in the workplace.
Company events, warehouse, reception areas.

[FIND OUT MORE](#)

**HALLS AND
FUNCTION CENTRES**
Halls, function centres and similar venues hired out for events.

[FIND OUT MORE](#)

**RECREATION AND
LEISURE CENTRES**
Swimming pools and water parks, bowling alleys, laser tag, sports and recreation centres

[FIND OUT MORE](#)

**LOCAL GOVERNMENT
AUTHORITIES**
Music licences for all your community music needs.

[FIND OUT MORE](#)



Restaurants/Cafés
Play music in your restaurant or café

[FIND OUT MORE](#)

NIGHTCLUBS
Music is the beating heart of a nightclub. A nightclub without music is like a pub with no beer!

[FIND OUT MORE](#)

FEATURED MUSIC
Live performances, DJs and Karaoke.

[FIND OUT MORE](#)



**Sporting events
and codes**
Play music as part of sporting event or code.

[FIND OUT MORE](#)

**SKATING AND
ICE RINKS**

[FIND OUT MORE](#)

RETAIL
Play music in your retail outlet!

[FIND OUT MORE](#)

**MOTELS
AND OTHER
ACCOMMODATION**
Music for your common areas

[FIND OUT MORE](#)

EVENTS
Apply for your next event licence here

[FIND OUT MORE](#)

CINEMA
Cinema, film festivals and one-off screenings

[FIND OUT MORE](#)

**GENERAL
BUSINESS**
Doctors and dentist surgeries, corporate reception areas, service stations, salons and more.

[FIND OUT MORE](#)

**DIGITAL AND ONLINE
MUSIC**
Streaming and download music licences. Includes low-cost licences for smaller websites.

[FIND OUT MORE](#)

**COPYING AND
REPRODUCING MUSIC**
Physical reproduction licences for record labels, independent music releases and domestic & casual use.


[FIND OUT MORE](#)

RESEARCH
Use of music in film or advertisements

[FIND OUT MORE](#)

CHURCH
Music in churches.

[FIND OUT MORE](#)



Transport

[FIND OUT MORE](#)

DANCE SCHOOLS
This licence covers dance and other performance schools.

[FIND OUT MORE](#)

**PRODUCTION MUSIC
FROM AMCOS**
High quality and cost effective solution for music use in productions. Over 800,000 tracks available

[FIND OUT MORE](#)

RADIO
Commercial, community, narrowcasters and ABC & SBS

[FIND OUT MORE](#)

RESEARCH
Use of music in film or advertisements

[FIND OUT MORE](#)

**SCHOOLS, UNIVERSITIES
AND COLLEGES**
If you are an educational institution and need information on your type of licence we can help.

[FIND OUT MORE](#)

**MUSIC IN
THEATRE**
Music in dramatic performances.

[FIND OUT MORE](#)

TELEVISION
Commercial, community, ABC & SBS and Pay TV.

[FIND OUT MORE](#)

**COMMUNITY BAND
AND CHOIRS**
Community based functions where there is no admission fee charged.

[FIND OUT MORE](#)

**WHICH LICENCE IS FOR
YOU?**

Enforcement

- Administrative Action
 - Not to issue a permit for user which fails to obtain a licence for the use of copyrighted works
 - Broadcasting licence – TV station/Radio station/Satellite operator/cable operator
 - Live concert permit
 - Liquor licence/permit – restaurant, bar and disco
- Criminal Action
 - Prosecution by government - effective tool against commercial-scale infringement

Dispute Resolution

- Support licensing negotiation
 - The negotiation with user trade association / broadcasting station
- Dispute Resolution
 - Tariff Dispute – effective and efficient regime to be introduced
 - Mediation/Arbitration
 - Support the operation of Copyright Tribunal – efficient case management

Thank You