

SONY MUSIC ENTERTAINMENT NEW ZEALAND – LICENSING GUIDELINES

Sony Music Entertainment New Zealand Ltd (Sony Music NZ) handles the licensing of Sony Music's catalogue of sound recordings and music videos in New Zealand.

Types of licence

Sony Music NZ offers licences for a range of uses, including:

- synchronisation licences (eg. films, computer games and audio-visual presentations);
- compilation licences;
- communication to the public licences (eg. transmission in media such as television, radio, internet or mobile devices)
- public performance (eg. playing music videos and sound recordings in public places, such as commercial premises).

All of our licences are non-exclusive.

How to apply

Before using any of Sony Music's sound recordings or music videos you will need to negotiate a licence agreement either directly with Sony Music, or through the Phonographic Performances New Zealand (PPNZ) (see note 2 below). Whether you choose to negotiate with Sony Music or PPNZ is completely your choice.

If you wish to negotiate a licence with Sony Music, please complete and return the following Licensing Enquiry Application Form <http://www.sonymusic.co.nz/application.html>

Licence applications are considered and negotiated on a case-by-case basis. Relevant factors include:

- (a) the music involved (both the nature of the music and the amount); and
- (b) the extent of the rights you require – for example, the proposed use, the length of time and frequency of use, and the size of the audience involved.

Once the completed Licensing Enquiry Application Form <http://www.sonymusic.co.nz/application.html> is considered, if it is acceptable a quote will be provided which will be subject to contract and in most cases will also be subject to formal clearance (eg. artist or label approval).

We do not guarantee a licence will be granted and may at our discretion refuse to grant a licence (for example, if we consider your proposed use is offensive or detrimental to the artist).

In the event that agreement is reached on the terms, a formal licence agreement will be issued for signing.

Territory

The licences offered through Sony Music NZ cover only New Zealand. However, if you are seeking rights outside of New Zealand, please contact us and we will be able to put you in touch with the appropriate entity to discuss licences in the relevant country.

Contact us

If you have any questions regarding our licensing procedure, please contact our licensing manager, Tori Holmes tori.holmes@sonymusic.com

Some important points to note:

1. A separate licence is required in relation to the use of musical works and lyrics embodied in sound recordings and music videos. You will need to contact the relevant music publisher or music publishing collecting society (eg. Apra or Amcos www.apra.co.nz) to obtain the necessary licence(s).
2. For certain types of public performance and communication to the public, you may also directly approach PPNZ which non-exclusively offers 'blanket' licences which cover Sony Music Entertainment's catalogue (together with the catalogues of other record companies) eg. licences for broadcasting, music on hold and playing music in commercial premises. Click on the following link if you require more information about PPNZ or the type of licences it offers www.ppnz.co.nz
3. Particular sound recordings do not have public performance or broadcast rights in Australia, which means that a licence is not required to exercise those rights. Independent legal advice should be sought to determine which sound recordings fall within this exception.
4. Sony Music Entertainment NZ may revise these licensing guidelines from time to time in its discretion.