



royalty review council

specialized financial services for **media & entertainment companies**



Outsource Royalty Accounting

Get the Help You Need with a Complete Turnkey Solution

Royalty Review Council

15456 Ventura Blvd. Suite 400

Sherman Oaks, CA 91403

Phone: +1 818 788 8380

E-Mail: info@royaltycouncil.com

Website: www.royaltycouncil.com



Outsource Your Royalty Accounting

Save Time & Save Money

You will save time and money when compared to the overhead cost and complexity of supporting a part-time or fully-functional in-house royalty department.

Why pay for:

- Additional Royalty Staff
- Additional Computer Equipment
- Royalty Software Fees
- Royalty Software Training
- Recurring Software Support Fees

when you can outsource and save money?



Who Uses Royalty Review Council

We work with start-ups and established companies, including:

MUSIC INDUSTRY

- Major Record Labels
- Independent Record Labels
- Music Publishers
- Recording Artists
- Songwriters
- Performing Rights Societies

ONLINE SERVICES

- Digital Distributors (including wireless)
- Webcasters

MANUFACTURERS & DISTRIBUTORS

- New Media Manufacturers
- Physical Distributors
- Book Publishers
- Video Game Distributors

We also supplement in-house royalty departments and complement business managers & accounting firms who provide royalty accounting as an inclusive service.

Deliver Accurate & Timely Statements

We have the systems and experience to process your royalties:

- We utilize sophisticated royalty systems specifically designed to automate accurate royalty calculations
- Our systems are regularly updated to manage evolving royalty reporting requirements associated with new sales channels, formats, and royalty provisions, tailored to the needs of our clients
- As an independent third party, we equitably serve the needs of our clients and their royalty recipients
- Your company can deliver accurate and timely statements in an environment where label accounting practices and fairness are regularly reviewed by artists and other royalty participants
- We are a team of music industry veterans who have processed thousands of artist and mechanical royalty statements at major & independent record labels. We understand the complexities of music royalties, copyrights, licenses, clearances and distribution



Royalty Accounting Service Details

We store and maintain:

- Product Label Copy (sound recordings, products, songs, artists, producers)
- Contract Information (individuals or companies, artists, producers, third party licensors, reporting requirements)
- Sales Information (including history)

We manage the details:

- Escalations
- Reserves
- Recoupable amounts (advances, recording costs)
- Free goods
- Packaging deductions
- Minimum payment thresholds
- Suspense accounts

Royalty Processing Details

Our royalty processing includes:

- New media calculations (e.g., permanent, tethered and OTA downloads, subscriptions, P2P, streaming, ringtones and ringback tones)
- Mechanical Royalties: Mechanical Licenses and respective publisher royalty statements by the applicable rate, sales type, territory, deductions (free goods), extended time calculations, and reserve adjustments
- Contracts for individual or multiple payees
- Retroactive and prospective calculations
- Percentage of receipts calculations
- Flat fee calculations
- Special market calculations
- Foreign sales
- Multiple price and unit type reporting (e.g., PPD and retail)
- Multi-currency support



Music Royalty Statements

Our services include quarterly and semi-annual Record Royalty Statements, Mechanical Royalty Statements, and Publishing Statements. We ensure that all royalties (artist, producer, performance, special market, mechanical, etc.) are calculated for all income types whether in physical format or digitally transmitted.

Royalty Summary			
Payee:	ARTIST NAME CONTACT NAME CONTACT ADDRESS CONTACT CITY & STATE CONTACT ZIP CODE	Company:	COMPANY NAME STREET CITY STATE ZIP COUNTRY
Account:	Account Name		
Contract:	Parties Named on Contract		
		FOR PERIOD ____ TO ____	
BALANCE BROUGHT FORWARD:			-12,898.54
Compact Disc			4,294.91
Digital Download			1,022.70
TOTAL ROYALTIES			5,317.61
Advance			-1,250.00
Reserves Held			-1,229.89
Reserves Released			268.47
TOTAL TRANSACTIONS			-2,211.42
BALANCE CARRIED FORWARD:			-9,792.35
		All amounts printed in US Dollars	
		SAMPLE STATEMENT FORMAT (Information to be included and layout subject to change)	

Music Royalty Statements

Our statements reflect the period of sale, territory of sale, units sold, unit rate, catalog number, configuration, opening balances, royalties earned, and ending balances.

We can import your sales data from a variety of file sources, including most distributor sales files. You can avoid re-keying sales data from spreadsheets to accounting systems.

Royalty Statement															
Payee:	ARTIST NAME CONTACT NAME CONTACT ADDRESS CONTACT CITY & STATE CONTACT ZIP CODE							Company:	COMPANY NAME STREET CITY STATE ZIP COUNTRY						
Account:	Account Name														
Contract:	Parties Named On Contract							FOR PERIOD ____ TO ____							
Territory	Sales Date	Dist. Chan.	Price Cat.	Config	Sales Ref.	Product Share	Pack Price	Royalty Rate	Sales %	Unit Rate	Units	Amount Due			
											Total:				
											Statement Total:				
All amounts printed in US Dollars															
SAMPLE STATEMENT FORMAT (Information to be included and layout subject to change)															

Informative Reports

We can provide many business intelligence reports:

- Sales History and Royalty Payouts by period, territory and income type
- Income Reports showing income by master, product, catalog and label
- Reports of unrecouped advances, reserves, and travel level royalty reports for Compilations
- Product Reports indicating the status of mechanical license requests
- Royalties Payable Reports, which can be imported into most General Ledger and Accounts Payable systems

Additional Services

- **Royalty Exams**

We conduct royalty exams in connection with both digital service providers and physical distributors. We can also assist when you are audited by a third party.

- **Song Catalog Due Diligence**

We assist potential buyers with song catalog financial due diligence by assessing the accuracy of the historical earnings reported on song catalogs available for sale. We also work with the sellers of song catalogs to create informative schedules of the historical catalog earnings in order to present income figures to potential buyers.

- **Strategic Financial Consulting Services**

We provide strategic financial consulting services, such as copyright research and mechanical licensing.



Service Fees

- **Easy**
Our service fee structure* makes it easy for you to determine your outsource costs
- **Flexible**
We provide our services based on the level of your needs. The average service rate per album or song decreases as the volume of your royalty report grows with the size of your catalog
- **Reasonable**
Save money while you receive valuable services
- **Complete**
Standard reports are included at most service levels

* Please review our Service Agreement for complete service terms and fees.

Why Choose Royalty Review Council

- **Specialization**
You can concentrate on what you do best: create and sell music. Outsource your royalty accounting needs to specialists in the field
- **Consultants Who Know What They're Doing**
Royalty Review Council leads the market in providing financial consulting services to media and entertainment companies
- **Broad Industry Knowledge**
Our team includes professional who have spent many years working at record labels, publishers, online companies and entertainment law firms
- **Deep Understanding of Royalties**
We understand the complexities of music royalties, copyrights, contracts, licenses, clearance and distribution. We are staffed by individuals who have actually worked at the same type of music organizations that we service
- **Marketplace Credibility**
By understanding the needs of entertainment and new media clients, Royalty Review Council is able to provide critical royalty accounting and related advisory services with marketplace credibility
- **Results**
We lead the market because of our professionalism and the high quality of our work. We provide our clients with guidance throughout the process to maximize return on investment.



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Get Started with Outsource Royalty Accounting

Contact us for a fee estimate and additional details.

Compare your in-house costs to outsourcing.

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