# Muzika

White Paper



"Muzika is a revolutionary coin economy that will reshape the global digital music industry."

This whitepaper outlines how Muzika revolutionizes the music industry by establishing a self-sustaining and righteous digital music ecosystem that will (1) eliminate unnecessary intermediaries, (2) empower musicians and consumers, (3) decentralize distribution power, and (4) restore the balance of profit among market players. Muzika holds the promise of a future where economic compensation for a musical creation becomes proportional to the effort and dedication put into the creative process.

For the past two decades, the music industry has gone through two enormous paradigm shifts: one from 'tangible albums' to 'intangible files', and one from 'download' to 'streaming.' The former made music more accessible and widespread, and the latter elevated the levels of cashflow into the industry.

However, the share of these boosted profits that musicians receive has seen a decline. Distributors and publishers are enjoying excessive and long-lasting returns for a one-time and unsophisticated task. The issue of digital copyright piracy still remains unresolved. Fans hope to see the musicians they love happy, but do not have any role to fill other than consuming digital music that is packaged by the distributors and publishers.

Muzika is gearing up to overturn the depressing reality of today's digital music market. From A to Z, we will transform the digital music industry and re-define the roles of the market players involved, including consumers and musicians. The Muzika Coin (MZK) will serve as the sole medium for all the transactions and exchanges necessary within the new ecosystem, sparking a paradigm shift in the digital music industry.

We invite you to join the revolution.



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### Market Overview: The Digital Transformation

Here we briefly introduce how the music industry has evolved over the past two decades, and how the issues behind Muzika's inception developed.



Digital transformation

From physical to digital



Tangible albums

Intangible files

The story of the recorded music industry over the past two decades is one of transformation: from physical to digital; downloads to streaming; ownership to access. The transformation has brought about more variety in terms of services, and increased accessibility to consumers. Today, we can listen to music via streaming services without directly owning or downloading digital music files.

Digital music is currently the key driver of growth in the music industry as a whole, as it accounted for 50% of global revenue and 81% of the US music market in 2016.

#### Snapshot of global music industry in 2016

5.9%

17.7%

50%

Global recorded music market growth

Global digital music revenue growth rate

Digital music share of global revenue

60.4%

112M

59%

Global streaming music market growth

Users of paid streaming subscription

Streaming music share of global digital music

Source: IFPI



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### Revenue Trends in the Music Industry

Global recorded music industry revenues from 1999 to 2016 (Unit: USD bn)



In the past few years, the global recorded music industry has seen a return to modest growth after having experienced more than a decade of significant decline. In 2016, global music revenues totaled USD 15.7 billion and increased by 5.9% YoY, improving on the previous year's 3.6% increase, and marking the largest growth in the industry since IFPI began tracking revenue in 1997. This growth, however, should be viewed in the context of the industry having lost nearly 40% of its revenues in the preceding 15 years, from 1999 to 2014.

Despite more than a decade of market decline, record companies have continued to invest heavily in digital music, building applications and infrastructure for licensed digital music services. Thanks to these efforts, digital music has been a growth engine for the past 12 years, expanding at a CAGR of 28.1% from 2004 to 2016.

Source: IFPI



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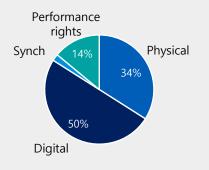
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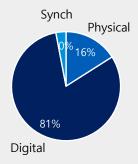
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### Vivace Molto: Transforming From Physical to Digital

Global music revenues by segment, 2016





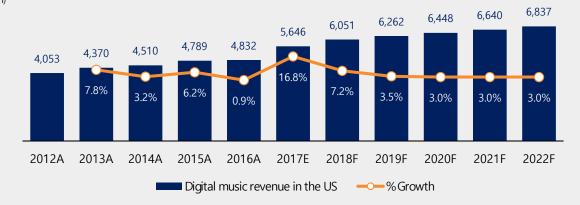


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Digital music accounted for 50% of total global recorded music revenues in 2016. In the US, the world's largest music market, digital music revenue accounted for 81% of the industry total, and is expected to grow at a CAGR of 6.0% from USD 4,832 million in 2016 to USD 6,837 million by 2022.

### US digital music revenues

(Unit: USD mn)



Source: IFP, RIAA



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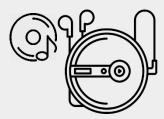
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### The Early 2000s: The Inception of P2P Music Sharing

Vs.

1990s – CD Players



- Playing time: about 80mins
- Number of songs: 15 to 20 songs

2000s – MP3 Players



- Playing time: about 109,000mins
- Number of songs: 31,000 songs for 128GB model

Music was first digitized in the form of the MP3, an audio file format typically compressed to only 3 to 4 megabytes per song on average. This innovation rendered all other previous mediums of music, such as CDs and cassettes, obsolete and transformed the industry via the enabling of digital distribution. This had both positive and negative effects for musicians. On one hand, they were now able to release and distribute new music across the world at will. On the other hand, pervasive copyright piracy leading to a consequent decrease in music sales, and distributors' exorbitant commissions, combined to reduce musicians' personal profits.

Napster, a file sharing peer-to-peer (P2P) service engineered by Shawn Fanning and Sean Parker, led this revolutionary transformation. For the first time people could share digital audio files online, and the service quickly gained popularity among American college students. At its peak in 2001 it had around 80 million registered users.

Source: Wikipedia



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### Napster and Apple: Early Pioneers of Downloadable Music

Although most users had no qualms about sharing their files, most musicians and music executives were livid at the rampant piracy implicitly condoned by Napster. Although Fanning and Parker purported to be strongly opposed to the illegal downloading and sharing of music, there was no doubt that the majority of its users were using the service to obtain free music downloads. Finally, in 2000, the Recording Industry Association of America filed a lawsuit against Napster for breach of copyright law, and Napster was forced to shut down its service in 2001 after a short legal battle.

The demise of Napster, however, could not stop the growing trend towards online music sharing, and P2P music sharing continues to this day to be an extremely popular means of acquiring music files. Apple capitalized on this popularity in 2001 when it launched the first version of its 'iTunes' software, which offered encoded versions of CDs, and allowed users to easily manage their music libraries as well as transfer files to their MP3 players. The iTunes Store was particularly innovative. It was an online music library for an ethical young generation who could legally download music files to be saved and played on Apple's flagship MP3 player, the 'iPod'. The iPod and iTunes immediately became the dominant players in the digital music market.

### Shift of power in digital music – From Napster to Apple



Steve Jobs introducing Apple's first iPod



Commercial for the 1st generation iPod



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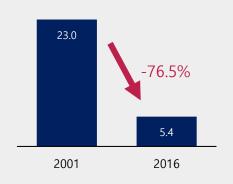
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### Music Downloads Peaked in 2012

## Decline of global physical music revenues (Unit: USDmn)



#### Revenue trends of US music downloads



2008 2009 2010 2011 2012

**─**% Growth

Through the iTunes Store, users were able to download music at a reasonable price - USD 0.99 per song - which made iTunes a viable business model. It was both affordable for the consumer and profitable for both Apple and the musicians, whose music was being pirated with much less frequency thanks to this service.

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2004

2005

2006

2007

Digital revenues in the US

Since the explosion in 2001 of music downloads through P2P sharing software, revenue generated by global physical music sales has decreased precipitously, from USD 23.0 million in 2001 to USD 5.4 million in 2016—a loss of 76.5% of revenue in just 16 years. On the other hand, digital music downloads in the US rallied from 2004 until peaking in 2012, at a CAGR of 40.8%.

The 2000s was the prime era of music downloads, and musicians recouped some of their share of these revenues. However, another series of IT transformations, the inception of music streaming platforms and smartphones, soon faced the digital music industry with a new challenge.

Source: RIAA



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### The Sway of Melody: From Downloads to Streaming

Smartphones – A game changer in digital music



By 2010, Apple's global popularity had begun to be usurped by the introduction of music streaming services. Streaming platforms were able to find a niche market for those who were eager to find new music and artists without having to first purchase a song before listening to it. Streaming platforms, including Last.fm, Pandora, and others have gained massive popularity ever since.

Streaming music made it possible for consumers to listen to songs in real time, instead of downloading and storing a file to a player. In addition, through the use of algorithms, the platforms are able to provide personalized services based on consumers' listening habits. When a user indicates that they prefer a particular song or genre, these algorithms anticipate what else that user may like, and make suggestions automatically.

Just as the release of iTunes and the iPod changed the music industry, the release of the 'iPhone' in 2007 was another industry game-changer.



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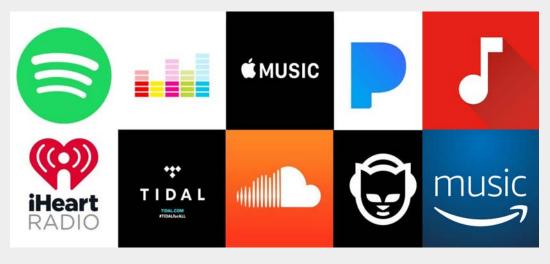
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### Streaming Music: A New Engine of Growth

World's top streaming music service providers



 $From \ upper \ left \ to \ bottom \ right, \ Spotify/Deezer/Apple \ Music/Pandora/YouTube/iHeartRadio/Tidal/SoundCloud/Napster/AmazonPrime$ 

With the advent of the smartphone, Spotify had found the perfect vehicle for on-demand music streaming, an app which now outperforms even Pandora, the original music streaming service. Other services have since scrambled to catch up and capitalize on the growing popularity of streaming. Apple Music also began to offer its own radio subscription option in 2015. Shortly afterwards, YouTube unveiled its own music app in 2016.



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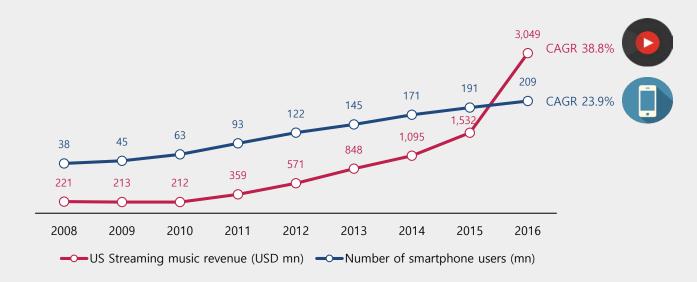
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### Dynamic Growth Backed by Technological Blessing

Smartphone adoption by users Vs. streaming music revenue in the US

(Unit: USD mn, million)



For the past nine years, the number of smartphone users grew from 38 million in 2008 to 209 million in 2016 at a CAGR of 23.9%, while total streaming music revenue increased from USD 221 million in 2008 to USD 3,049 million in 2016, at a CAGR of 38.8%. As smartphone adoption becomes increasingly saturated, it only seems likely that the popularity of streaming services will continue to increase.

Source: Statista, RIAA

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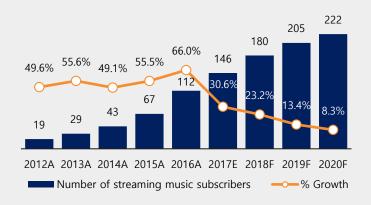
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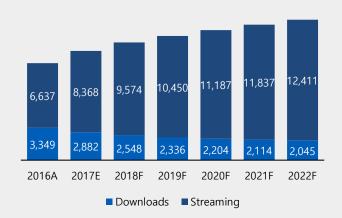
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### Market Forecast: Streaming Domination

# Global number of music stream subscribers (Unit: mn)



# Global downloads and streaming revenues (Unit: USDmn)



In 2016, global digital revenues grew by 17.7% to USD 7.8 billion, and the proliferation of streaming has been the clear driver of this growth, with revenue surging by 60.4% in 2016. With more than 100 million users of paid subscriptions globally, streaming has passed a crucial milestone. It makes up the majority of digital revenue with 59% share of total digital revenues.

In the US, streaming music revenue exploded in 2016, rising by 76% to overtake digital sales of music for the first time in history, according to Nielson.

The number of global streaming music subscribers, as well as total global streaming revenue, are expected to nearly double between 2016 and 2021.

Source: IFPI, Statista, RIAA, Nielson

### Issues

"Musicians say there is no money in streaming... The industry is suffering a slow death and it must change."

- Willard Ahdritz, CEO of Kobalt Music Group

The digital transformation of the music industry over the past twenty years has been enormously innovative yet challenging. Today, as fans have easier access to more music than ever before, the overwhelming quantity of available options makes streaming services even more beneficial. It seems logical to assume that musicians themselves would have more fruitful returns as the digital market continues to expand at a rapid rate, and capital continues to flow into the digital music industry.

In reality, however, the imbalance of the profit distribution structure, the existence of multiple middlemen, and outstanding issues of piracy continue to deny artists their fair share. They are receiving a historically low percentage of total revenue, typically from 10% to 20% of consumers' payments.

While platforms, major labels, distributors, and publishers may benefit from the digital transformation, artists are still not justly compensated for their creations. To sustain the growth in the digital music market, this chasm in terms of compensation between artist and middlemen should be filled.



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### The Tyranny of Industry Centralization

Global recorded market share by top 3 in 2016

Streaming music market share by top 3 in 2016



Three major record labels currently dominate the global music industry, holding 72% of the total market share. They have used their powerful positions to create an unfair market environment, and enforce contracts that are unfavorable to artists.

The music streaming industry's current revenue distribution model is disadvantageous to musicians, particularly independent and novice musicians. They are often forced to sign revenue sharing contracts with record labels and streaming platforms, and are bled of much of their share of the revenue to the benefit of intermediaries who possess centralized powers.

Source: IFPI, RIAA



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### The Injustice of Disproportionate Profits

Current royalty sharing structure of streaming music



On average, only about 10~20% of the total revenue remains for artists.

Multiple layers of middlemen, including streaming platforms, distributors, and publishers, all contribute to the construction of a revenue sharing structure that is unfavorable to artists. Many artists have raised their voices to point out that they see too little of the money generated by their works. The share of sales traditionally paid to record labels, publishers, managers, and intermediaries can go as high as 90%, leaving little for the artists who actually created the music. Ones not directly involved in the creative process, who often perform one-time and relatively unsophisticated tasks, are receiving even larger shares of profit than artistic creators themselves.

As imbalanced profit sharing has continued, some musicians have tried to seize control of the distribution framework through the exclusive release of albums via music streaming services. For example, musician Frank Ocean established his own label and released songs exclusively through Apple Music, increasing his share from 14% to 70% of total revenues. However, this is not a viable option for all musicians.

Source: The Guardian

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### Stream Ripping: The Music Piracy Landscape Today

"Music piracy is theft. It robs young and promising artists of the fruits of their creative endeavor."

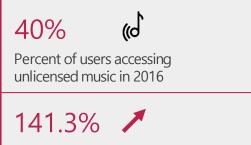
- Shaggy, musician

# Decreases in global music revenues due to piracy (Unit: USD bn)



1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010

### Global stream ripping



Growth of overall usage of streamripping sites from 2014 to 2016

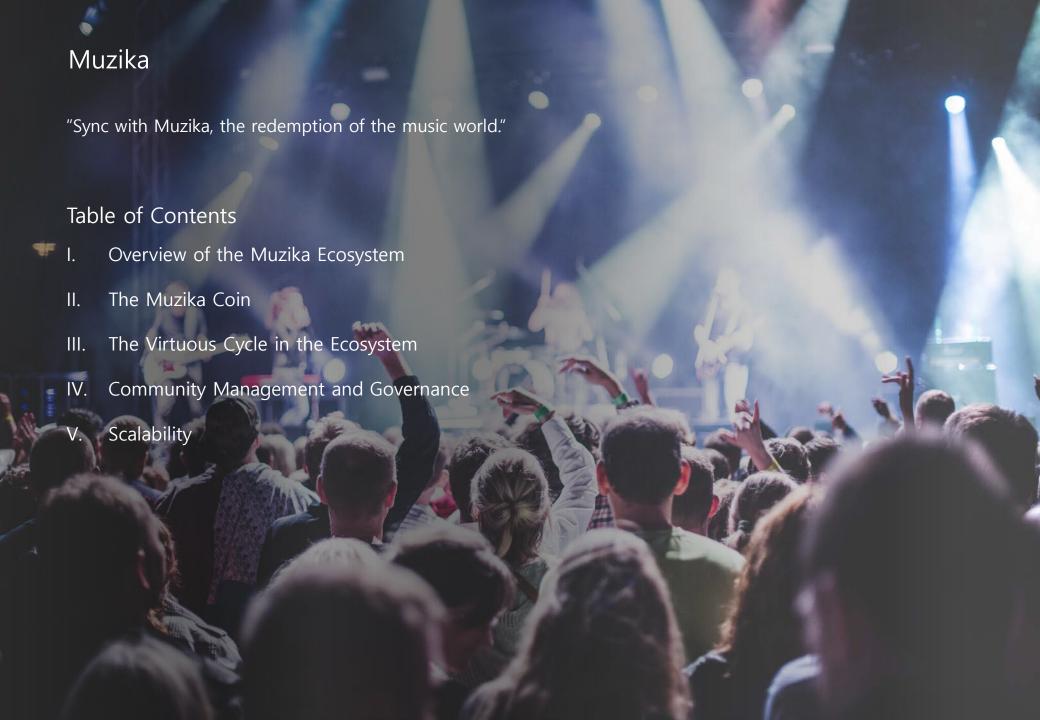
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Streaming has overtaken the download market, but forms of music piracy have become more diversified. Even today, music privacy remains one of the most serious threats to the digital music industry. It undermines the profitability of the licensed music business via many forms and channels: unlicensed streaming websites, peer-to-peer (P2P) file-sharing networks, stream ripping, and illicit mobile applications.

Most listeners of unlicensed music were found to have been using stream ripping in order to access pirated content. According to the IFPI, music piracy is still on the rise worldwide, with 40% of users accessing unlicensed music, up from 35% in 2016.

The music industry is still fighting an uphill battle against the continued piracy of music, attempting to tackle it in all of its forms.

Source: IFPI





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### I. Overview of the Muzika Ecosystem: Issues and Solutions

### The summary of the issues facing the digital music world

- More money inflows into music while less money is outflowing to artists: More people are paying for music, and the music industry is seeing more cashflow, but a lower percentage is going to musicians as many realize only 10~20% of the sales of their music.
- A minority of players are taking a majority of the returns: Distributors and publishers are enjoying excessive and long-lasting returns for carrying out what is in many cases a one-time, unsophisticated task; they almost always realize more profit than musicians themselves.
- Outstanding issues of piracy: Rampant copyright issues remain unresolved. Digital piracy is a chronic issue in the music industry. Our conscience may not be at stake, but musicians are financially harmed as their miniscule returns from their creations shrink even further as a result of piracy.
- Listeners' very limited roles: The majority of fans and listeners are pigeonholed as 'consumers' as they do not and cannot take any steps forward to become investors, producers, or stakeholders in commercial music. This is another reason why labels, distributors, and platforms have been able to continue to exploit excessive returns.

#### Solutions

We firmly believe that the solution lies in the establishment of a self-sustaining, symbiotic music community in order to move the current power structure towards decentralization. We will create a new digital music ecosystem that can autonomously achieve repeated cycles of production and distribution, and allow for the consumption of musical creations, as well as reform the profit distribution hierarchy. Fortunately, Muzika is not starting from scratch. This ecosystem is built on the backs of our existing two million active users across 150 nations, who passionately exchange their own musical ideas, share performances, compose beautiful original pieces, compete in good faith, and trade various digital forms of music. Through years of experience, we have learned the precise way in which to build a community run by loyal and incentivized individuals.



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### I. Overview of the Muzika Ecosystem: What Muzika Will Do

#### Philosophy and mission of Muzika

- To create a self-sustaining, righteous digital music ecosystem that will provide a much needed update to the framework on which the digital music industry currently operates by (a) decentralizing monetization and the distribution of power and (b) eliminating profit imbalances.
- To promise a future where economic compensation for a musical creation is directly proportional to the efforts and interests invested by those involved in the creative process.
- To build a fair and balanced profit distribution structure where community members of Muzika's dedication can be directly rewarded in the form of monetary returns.

#### Reformation of the profit distribution structure in the Muzika ecosystem



The Muzika ecosystem will perform roles currently undertaken by all existing intermediaries, and will instead hand over the roles, and profit thereof, to the creators and consumers of music – those who directly participate in the musical community. Moreover, the Muzika ecosystem will enable fans, as consumers, to expand into all stages of a creation's lifecycle ranging from investment, consumption, and the taking of profit.



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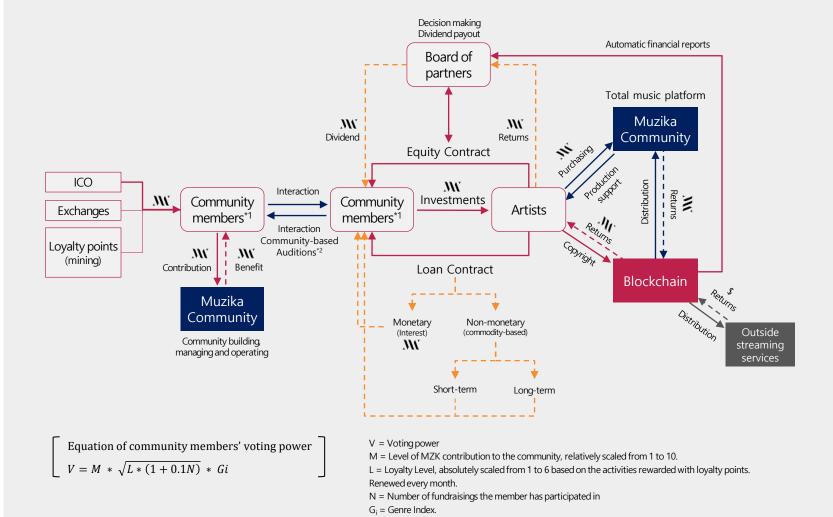
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### I. Overview of the Muzika Ecosystem: The Symbiotic Community

Snapshot of the Muzika Ecosystem, a self-sustaining and symbiotic music community



<sup>\*1)</sup> Community members include fans, listeners, and artists. Within the ecosystem they can invest in either artists or the Muzika community through the vehicle of the Muzika coin

<sup>\*2)</sup> A community-based audition is a contest where obscure artists can participate as candidates to become eligible for funding, and listeners can cast votes \*Note: The dotted lines indicate profit distributions



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### II. The Muzika Coin: What it is

#### What is the Muzika coin?

The Muzika coin ("MZK") was deliberately designed to help in the achievement of our mission to create a new, sustainable ecosystem in a multitude of ways. Our team drew inspiration from the Steem community, which has been able to successfully substantialize the mission outlined in their whitepaper. Steem's community building model, along with our own proven model of building a vibrant music community of 2 million users, are some of the foundations of our ecosystem.

### 4 major functions of MZK

MZK will be the sole medium of exchange for all economic activity within the Muzika ecosystem, acting as the medium for community building, investments, trades, and rewards aside from a few free services targeted at community novices.



Community building: In order to be truly self-sustaining, the Muzika ecosystem will contain all of the necessary functions and activities. These range from creative brainstorming, the exchange of feedback, and more.



Means of transaction for commercial items and services: Streaming services, a sheet music marketplace, musical instruments, recording services and much more will all be available through Muzika.



Sponsorships and rewards: Users may sponsor and invest in artists by making private contracts with them. Muzika will not charge any commission for contracts made for both the investors and sponsored artists.



Community programs: Community programs and events such as auditions, contests, live-streaming events, and other such activities driven by member involvement will be a focal point of Muzika.

Each function will be shortly explained in detail. We would first like to introduce how MZKs are acquired.



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### II. The Muzika Coin: How it is obtained

#### How MZK is obtained

Participation in an ICO and purchases via cryptocurrency exchanges will be the primary avenues to obtain MZK. However, we acknowledge that many of our community members, especially teenagers, may not have adequate legal authority or be in the appropriate financial position to make use of these primary sources. True decentralization of power in the music industry cannot be achieved without the participation of millions, if not billions, of teenage fans and artists around the world. Thus, we have decided to provide them with opportunities to 'mine' MZK through active, loyal participation in the community.

#### 3 sources to obtain MZK



Sole medium of exchanges for all economic activity within the Muzika ecosystem



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### II. The Muzika Coin: The Loyalty Program

#### Details of the loyalty program

As suggested before, our pre-existing community of two million active users has successfully implemented a loyalty program over an extended period. A program of a similar nature will be applied within the Muzika community.

Key items	Loyalty points*	Conversion ratio and date
Attendance checks	+10 points	Every month, loyal participants with enough credits will be given a chance to convert their loyalty points into MZK. The conversion ratio will be calculated and announced three days prior to the exchange date (depending on the price of MZK on crypto exchanges).
Uploading digital files (MP3, WAV, sheet music, etc.)	+50 points	
Video upload	+20 points	
Comments (Points vary*1)	+1~50 points	
Upvotes (Points vary*2)	+1~50 points	
Reporting illegal / inappropriate posts	+1~100 points	
Reporting copyright infringement	+1~100 points	
Downloading an open source music file	-100 points	
Streaming an open source music file	-1 points	
N <sup>th</sup> Violation of the community rules	-n x 50 points	

<sup>\*</sup>Loyalty points: The given points in the table are as an example: in real practice, the points will be a relative value – relative in terms of its exchange rate to MZK, each action's fluctuating influence within the ecosystem, etc. – rather than an absolute number

 $<sup>^{\</sup>star} 1)$  Points vary from 1 to 50 points for comments, depending on the influence of the commenter

 $<sup>^{\</sup>star}$ 2) Points vary from 1 to 50 points for upvotes, depending on the influence of the voter



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### II. The Muzika Coin: The Conversion Ratio

The value of loyalty points, and the Muzika Coin-to-Loyalty Points conversion ratio



Some may question the ways in which the value of loyalty points will vary, and how the Muzika Coin-to Loyalty Points (MZK: LP) conversion ratio will be determined. It is indeed a sensitive issue that requires much consideration. This is because we are allowing community members to receive a currency for commercial uses in ways that could be considered forms of 'labor', rather than outright purchases.

To be straightforward, we are going to allow the MZK: LP ratio to be determined primarily by market mechanisms, with small adjustments and community-wide intervention in order to prevent abuses when necessary.

We expect the Muzika to Loyalty Point (MZK: LP) Conversion Ratio to gradually decrease with time. First, the value of MZK will continuously rise, showing a growth rate more or less correlated with the Muzika ecosystem itself. However, the difficulty of obtaining LPs will remain stable relative to the volatility of MZK. LPs are justified benefits for a member's non-monetary contributions to the community. We cannot make the contribution-benefit process more difficult just because the value of MZK inflates; such a concept is against our philosophy that a participant should get enough credit for his/her contribution towards a musical creation and the Muzika community as a whole. Thus, with an increasing numerator and a stable denominator, the MZK: LP ratio will decrease.



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### II. The Muzika Coin: The Conversion Ratio

#### More LPs, more voting power

However, the decreasing MZK: LP ratio does not indicate degradation of LPs' value. Conversion is just one of the many reasons why LP exists. Primarily, possession of LPs affect a member's voting power, a crucial factor that determines influence within the Muzika ecosystem.



Loyalty Points will be accumulated for three months. Those that are exchanged for MZK will not be deducted from the accumulated score. For example, when a member with 1,500 LPs turns 1,000 LP into MZK, his wallet will only carry 500 LPs, but 1,500 LPs will be the basis for his voting power.

When the next quarter begins, the point accumulation process will be initialized. LPs do not disappear from wallets, but a new voting power calculation process will begin with every member's Loyalty Points reset to zero.

The utility and corresponding importance of voting power will continue to rise just as the monetary and non-monetary rewards for voting improve. For example, community members will earn more rewards for their high-quality posts and comments as the community size grows, and as more participants join the ecosystem with MZK. Therefore, while the conversion ratio may decrease, the practical value of Loyalty Points will remain stable, or even increase steadily, anchored by it's importance as the metric for voting power.



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### II. The Muzika Coin: Details of the Conversion Ratio

#### How the conversion ratio will be determined

LPs will be measured as a rate to USD. We expect the initial LP: USD ratio to be approximately 300: 1. The ratio is subject to change based on a monthly review of the Board of Builders



The LP-to-USD ratio will be reviewed and modified monthly by the Board of Builders. Builders (those who contribute MZK to the community and receive 'Builder Certificates') will open a regular conference each month to determine an adequate conversion ratio, which will be voted on by the entire community. When a majority vote is passed, a new LP to USD ratio will be announced and then applied to the next month.

LP will be exchanged into MZK with regards to the USD to LP ratio. For example, if 300LP is valued 1 USD and MZK is presenting trading at 5 USD in the market, then 1,500LP will be convertible into 1 MZK.

In order to prevent price manipulation, the fifteen (15) day average of the MZK will be used to calculate the MZK to USD ratio for LP to MZK conversion. To prevent community and market disturbance, MZK converted from LP will be distributed three (3) working days after the conversion date.

MZKs to USD ratio for conversion may be adjusted depending on the proportion of converted MZKs to total circulating MZKs in the community, excluding those held in treasury in the community deposit for builders. By way of example, with every additional x % of proportion, the conversion rate can be adjusted by 2x percent. In the example in 3 above, if converted MZK accounts for 1% of the total circulating supply of MZK, 1,500 \* (101%) LP, which is 1,515 LPs, will be required for conversion.



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### II. The Muzika Coin: Purchasing Commercial Items

#### Commercial items

All transactions of commercial items will be made with MZK. Commercial items include:

- Music streaming service
- Digital music file downloading service
- Producing equipment
- Rental services
- Recording services
- And all other products and services for consumption and production of music

Muzika Player, a built-in streaming service of the Muzika Ecosystem



'Muzika Player', a built-in streaming service similar to Spotify and Pandora, will be operated within the Muzika ecosystem. Songs and albums registered in the Muzika blockchain will be available both for streaming and downloads in the Muzika Player. In other words, community members will no longer need to look for outside platforms to stream their music; they will be able to spend MZK that they've earned through various community activities such as voting and investing to enjoy listening to music. This will ensure Muzika's role as a comprehensive platform for seamless production, distribution, and consumption of music.



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### II. The Muzika Coin: Benefits for Community Builders

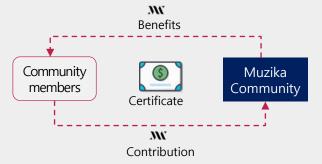
### Key Functionality of MZK - Community Building

Community building will be one of the primary functions of MZK. Every member will be given the option to contribute any amount of MZK they wish to the community deposit. Contributors will be referred to as <u>Builders</u>. In return for their contribution, builders will be bestowed with two distinct benefits.

#### Benefits for Community Builders



 Builder Certificates: They will receive <u>Builder Certificates</u> that verify their monetary contribution to the community. Certificate holders will be honored to serve various community management roles. Their management performances will be carefully evaluated by the community members, who will then make decisions on proper benefit packages. Builders may be rewarded with both tangible and intangible benefits based on the performance review.





2. Contribution Level: Each builder will be assigned a contribution level from 1 to 10, depending on the relative sum of contribution he/she made to the Muzika community and participation in the management activities. Contribution level will be the most influential factor that decides one's voting power in the community, which will be explained in full detail later.



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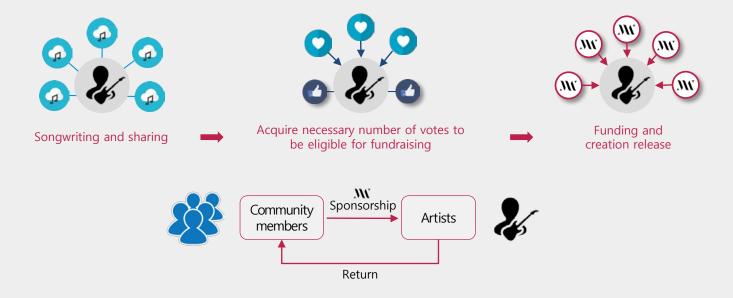
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### III. The Virtuous Cycle in the Ecosystem: Investment & Production

#### How artists and fans interact with each other

Within the new ecosystem, musicians are accompanied by fans, listeners, and fellow artists beginning with the initial stage of musical creation. First, artists share their demo tapes and/or video clips, or new compositional ideas with the community members. Next, fundraising gets started when their posts receive enough votes and pass a number of copyright deliberation processes. Community members will sponsor and provide MZK to their chosen artists by making private contracts, backed up by the Muzika blockchain. They may choose to either become the artists' equity holders or receive coupon payments as creditors.

Muzika will promote the initial investment and production process by serving as a non-profit, commission-free platform for various sponsorship contracts among artists and fans.





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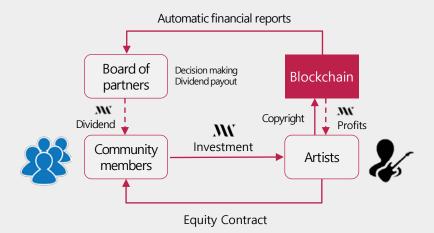
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### III. The Virtuous Cycle in the Ecosystem: Equity Investments

### Making equity investment contracts to get funded

The first sponsorship option is to make equity investment contracts. Fans, listeners, and fellow artists who wish to build a long-term relationship with a certain musician can become equity holders, helping to pave the artists' future. They will be referred to as 'Partners' in the Muzika community. Partners refer to When an album is released and revenue starts to tumble in, the blockchain will automatically send out monthly or quarterly financial statements to the equity holders. They will decide on a dividend payout rate, along with other strategic decisions. Muzika will serve as an open platform where artists and community members can make such equity contracts.

#### Sponsoring artists with equity contracts and becoming partners of the creations





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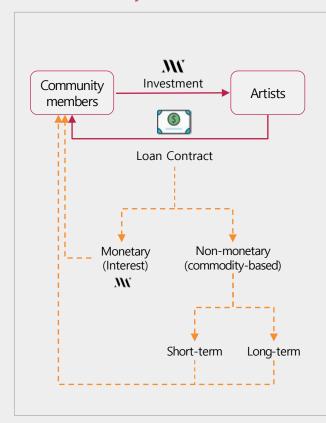
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### III. The Virtuous Cycle in the Ecosystem: Debt Investments

#### Making loan contracts to get funded

The second option is to make a loan contract. Fans and artists will make different types of contracts within the Muzika platform; both monetary and non-monetary (commodity-based) returns as coupons, in both short and long terms.

# Sponsoring artists via making loans to support and getting returns in either monetary or non-monetary fashions



Fans can become creditors by making loans to their favorite artists. For example, they may choose to receive regular interest payments and collect principal in accordance with the maturity and payout schedules set by the musician.

They may also choose to make a non-monetary, commodity-based bond contract. Maturity of a short-term bond can be set at the release date of a song or album. Investors will be compensated with merchandise such as tickets for meet-and-greet sessions, albums with private messages, and/or download/streaming coupons usable in the community. Maturity of a long-term bond can be set as a few years after the release date. This type of financial instrument can be targeted at fans wishing to establish a long term relationship, and professional investors who wish to bet on the musician's future. Creditors may choose to reward themselves for their patience, or sell their the goods at the community exchange.

Types of contracts are not limited to the example above. Fans and artists will make decisions on specific terms for individual contracts.



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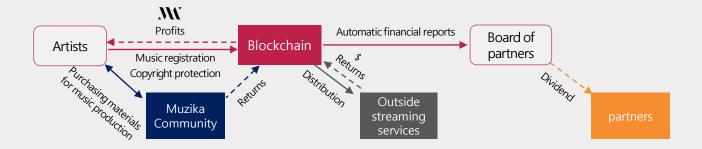
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### III. The Virtuous Cycle in the Ecosystem: Blockchain Technology

#### Functionality of Muzika's blockchain technology in the Muzika Ecosystem

At the end of creation process, the community will enter song and album data into a blockchain account. The account will hold all copyright information, as well as the artist's digital signature, will be attached to the blockchain entry to provide verification of the intellectual property rights. If necessary, we would like to benchmark the intellectual property protection mechanism designed by Copytrack, building upon their copyright protection technologies to better fit music copyright.

Every digital utilization of a given song that generates revenue, including streaming for individual and commercial uses, downloading, and sharing will be automatically recorded in the blockchain-registered account. Every month and quarter, the musician's financial performance will be published in the form of regular financial statements and reported to the associated partners.



The community-owned blockchain will also function as a distribution center. Thus, under the umbrella of the Muzika ecosystem, control of distribution is not centralized to a few capital giants with guaranteed economic rents, but instead is decentralized among the participating individuals. Songs, albums, and other byproducts will be distributed to the community and outside streaming platforms. Payments as compensation for downloads or streaming services will be available in MZK.



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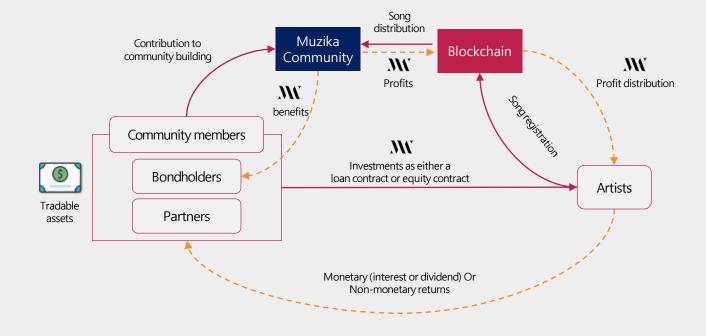
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### III. The Virtuous Cycle in the Ecosystem: Repeating Itself

#### The virtuous cycle that gives birth to Muzika's symbiotic ecosystem

The virtuous cycle repeats itself. Profit will be distributed in a balanced way; proportionally to the level of devotion and contribution put forth by artists and consumers. Artists will be fully credited for their creations and performances, except for a small portion designated for funding the continuous development of the underlying blockchain technology, and self-sustained proliferation of the community. Profits harvested by community members will be used to pay out interest due for community contributions and rewards for additional community-led programs, which will be explained in the next section. Fans and listeners will be rewarded by artists in the form of monetary or non-monetary modes of compensation, depending on the type of sponsorship contract made in the initial phase of a creation's funding.





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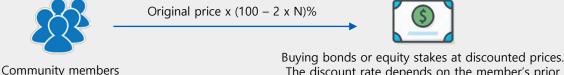
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### III. The Virtuous Cycle in the Ecosystem: Other Benefits

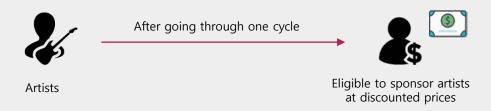
#### Community members may decide to provide additional benefits for active investors

To enhance community sustainability, community members may devise incentive mechanisms to promote continued investment participation. As an example, members may reach a consensus to provide community-wide discounts on additional investments: 'For  $N^{th}$  participation in fundraising, fans will be given the option to make equity investments or loans at  $(100 - 2 \times N)\%$  of the original amount, N=5 being the maximum allowed. The difference in the amount members pay and the amount artists receive may be provided by the community subsidy, ensuring that artists continue to receive consistent funding in MZK for the development of their creations.'



The discount rate depends on the member's prior instances of fundraising participation via investment (N)

In the same context, community members may decide to incentivize artists to become investors themselves: 'Artists who have successfully gone through more than one investment to distribution cycle will be eligible to be investors themselves, with opportunities to make sponsorships at discounted prices.'





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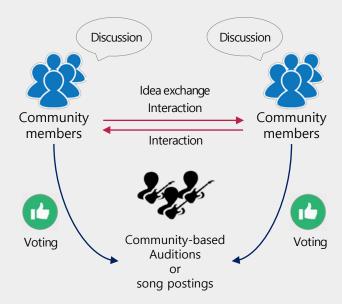
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### IV. Community Management and Governance: Interactions

### Interactions among community members



#### Voting power distribution method and management

Decentralization of power does not necessitate that everyone, regardless of their contribution and effort levels, should possess equal influence over community decision-making. We believe that a community member's voice should be directly related to his or her level of devotion. Voting power, which will be used for making recommendations with respect to posts and community-based audition programs, will be calculated by the following equation:

$$V = M * \sqrt{L * (1 + 0.1N)} * Gi$$

V = Voting power

M = Level of MZK contribution to the community, relatively scaled from 1 to 10.

L = Loyalty Level, absolutely scaled from 1 to 6 based on the activities rewarded with loyalty points. Renewed every month.

N = Number of fundraisings the member has participated in

 $G_i$  = Genre Index. Every member can choose up to three top genres.( $G_1$ =1.3,  $G_2$ =1.15,  $G_3$ =1, and  $G_i$  for other genres will be given 0.85.)



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### IV. Community Management and Governance: Voting System

#### Working and details of the voting system

As suggested in the formula, economic contribution is the most important, but not the only factor that affects one's voting power. An individual's voting power is maximized via their given M level only when they actively support the community, participate in the virtuous cycle, and vote based on their respective interests and expertise.

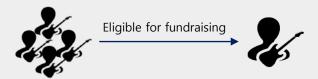
Discussions, enthusiastic debates, and the exchange of brilliant ideas are crucial components of any living community, and thus should be rewarded adequately for their contributions to the ecosystem. We will benchmark principles of the Steemit community and our existing community, which we have found to be effective at providing incentive participants. The difference being that the Muzika community itself, not only individuals, will provide reward with MZK based on the voting results.

#### Rewards for quality posts



Rewarding community members who create quality content based on voting results

#### Auditions for novice artists



Winners of community based auditions will be eligible to advance to the fundraising phase

Apart from the self-sustaining cycle, we will provide opportunities to novice musicians who have yet to receive enough attention from the community to move onto the fundraising step. We plan to hold regular community-based audition programs where candidates can move up the ladder of competition, and obtain financial support at the community level. Fees will be covered by contributions from the self-sustaining cycle.



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# V. Scalability: Music & Beyond

#### Applicability of the Muzika ecosystem beyond the music industry

Our philosophy and community principles may be applied to all different 'digitalized' forms of creative works. This includes films, videos, images, photographs, works of literature, cartoons, etc.. We can either build additional ecosystems ourselves, or collaborate with other existing ecosystems that recognize the importance of decentralization and the existence of a self-sustaining creative cycle for the various art forms.

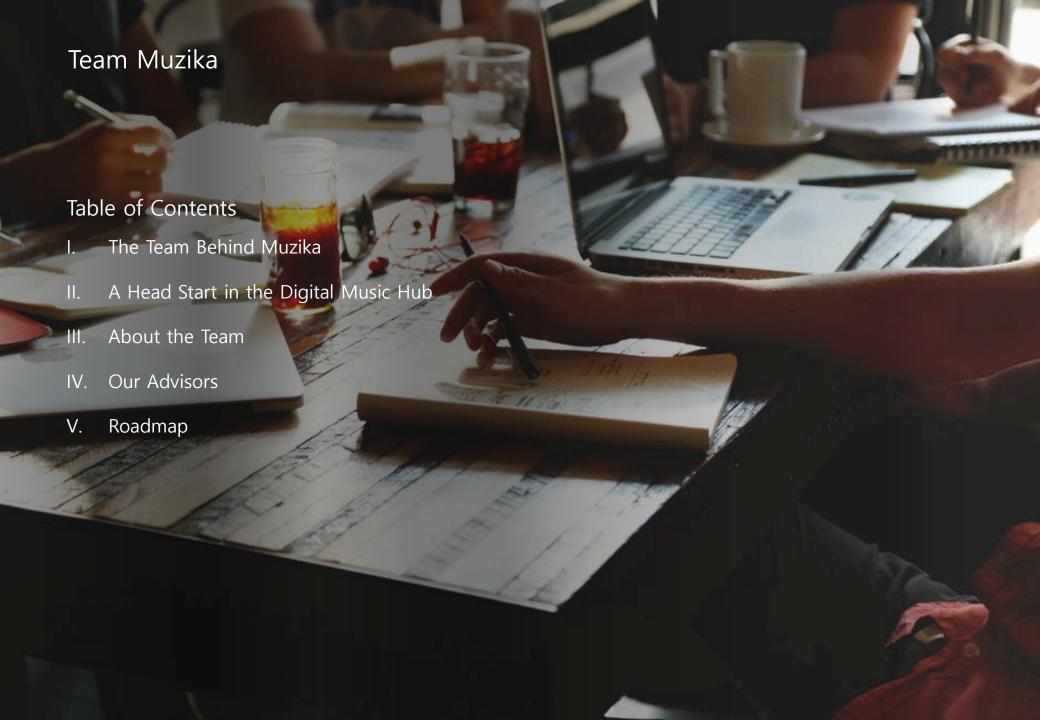


Expanding into other industries where excessive numbers of intermediaries and centralization of control generates issues and distorts systems

MZK will be available for exchange with the currencies used in other ecosystems. It will serve as one of the key currencies for a number of creative blockchain-based ecosystems, thereby allowing individuals all around the world to become more multidisciplinary, filling chasm that exist between different disciplines.



Together, the coalition of different blockchain-based ecosystems will resolve the imbalances created by excessive centralization of powers, bringing about a paradigm shift in the digital creative industry as a whole.





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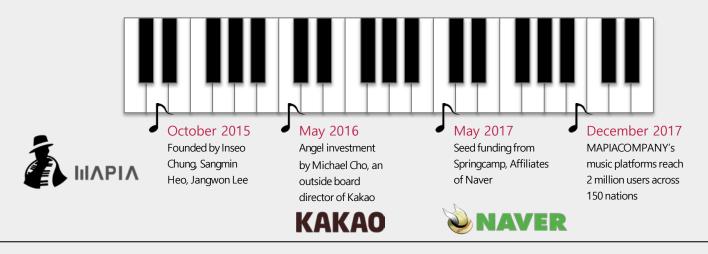
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#### I. The Team Behind Muzika: MAPIACOMPANY

#### Brief history of MAPIACOMPANY

Founders of MAPIACOMPANY are some of the youngest founders in Korean startup history to attract sizable funding from venture capital with the CEO being 20 and founders' average age 22.3, especially in affiliation with the two tech giants in Korea, Naver and Kakao. After receiving angel funding from Michael Cho, an outside board director of Kakao Corporation in 2016, Mapiacompany has raised seed funding from Naver-affiliated venture capital Springcamp in 2017. Mapiacompany is also the recipient of the TIPS Program (Tech Incubator Program for Startup), a Korean Government Fund supporting startups with technological superiority and specialty.

The founders are CEO Chung, a former pianist and high school dropout who founded his own company, CTO Heo, a prodigy developer, deep-learning expert, and leader of a top-notch tech team, and COO Lee, a professional pianist and business administration major who was the top graduate of both the most prestigious high school and the top-ranked university in the nation and has founded multiple organizations and startups. They are among the youngest in the blockchain industry nationally and internationally with an average age in line with that of Vitalik Buterin, now 24, when he founded Ethereum at the age of 21.





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# I. The Team Behind Muzika: MAPIACOMPANY's Today and Future

#### MAPIACOMAPNY at a Glance







K-POP **PIANO** 

A Global Online Music Platform 2 million users over 150 countries

From Muzika's genesis throughout its global evolution, our vision of becoming the game changer in a crooked industry remains eternal. Our next monumental step is to change everything – from how music is invested and produced to how music is shared and consumed – and bring the entire music industry to the next paradigm.

We have a global head-start – 2,000,000 users and musicians from 150 nations and our experienced team of global music/technology prodigies and gurus speak for themselves. Through a fully functioning dynamism and a self-reliant ecosystem that is Muzika, we will shake the fundamentals of every existing agent of the music industry, and usurp the thrones of the billion-dollar moguls.

















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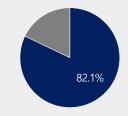
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# II. A Head Start in the Digital Music Hub

Percentage of streaming music subscribers by nation

Percentage of digital music listeners





41

Our tech team is blessed to be based in South Korea, an IT powerhouse equipped with the leading edge in digital technology. The Korean music market is the 10th largest in the world by revenue.

More importantly, the Korean music industry has increasingly embraced paid streaming services as the go-to mode of music content delivery compared to all other nations. According to the IFPI, 41% of internet users in Korea had an active subscription to a paid music streaming service as of the end of 2016, the highest proportion among the 13 countries surveyed, surpassing 20% in the U.S. and 7% in Japan.

According to the Korea Creative Content Agency (KCCA), the country has popular streaming providers such as Melon Music, Naver Music, and Bugs Music, showing a domestic digital-to-physical music listening ratio of 82.1% to 17.9% in 2016.

By starting in Korea, which has great upside potential in the music industry thanks to the popularity of K-Pop and streaming services, we have seized this advantageous position, placing us at the starting point of a massive leap forward for the global music industry.

Source: IFPI, KCCA



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#### III. About the Team: The Founders



Inseo Chung

Chief Executive Officer and Co-Founder

A once aspiring pianist and a 2nd place winner of the National Student Music Competition, Inseo Chung changed his course of life when he found his zeal to be more towards business. After dropping out of high school, he decided against going to college, and instead went on to become an entrepreneur, building an e-commerce startup and a prominent social media marketing agency.

Mapiacompany is his third venture and an epitome of his experience as both a young but seasoned entrepreneur and a once-aspirant musician. He came across the blockchain in 2015 and studied various aspects of its business applications since, while directly taking part in the industry as one of the earlier miners of Ethereum.



Sangmin Heo

Chief Technical Officer and Co-Founder

A prodigy programmer and developer who built his web game and earned a small fortune at the age of 15. A winner of multiple awards including the Korean Olympiad in Informatics(2nd), Korea Intel Science Engineering Fair(1st). A national candidate for Intel Science Fair International Competition Software Division. An academically recognized researcher of the 28th HCLT Esteemed Research Paper for research on Deep Learning and Natural Language Processing. The sole developer and owner of the famous Korean college-based social media 'The Bamboo Network'. A young expert in both deep learning and blockchain, he is the mind and the leader of the top-notch tech team of eight. Alumni of Hanyang University, computer science major.



Jangwon Lee
Chief Operating Officer and Co-Founder

The top graduate of the most prestigious high school and university of the nation, Daewon Foreign Language High School and Seoul National University(business administration major), and a winner of multiple awards spanning diverse areas of academia from language studies to economics and business administration to art management. Besides his illustrious educational background, he is also a fluent speaker of English, Chinese, and Korean, a professional pianist, and an experienced leader in business development. He founded Piano Group The Serendipity, a professional piano group well-known in Korea for piano duets, co-founded YouthGlobe Korea, the Korean division of the international NGO YouthGlobe which aims to enhance educational conditions in Burundi, co-founded Shadal Inc., the largest college-based food delivery mobile application in Korea, and co-founded Mapiacompany – all during his college years.

He has built substantial key network across some of the most brilliant young minds of blockchain, technology and the finance industry. He oversees Mapiacompany's financials, business operation, relations, and global strategy.



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## III. About the Team: The Lead



Jihyun Kim Lead Blockchain Developer

A Graduate of Gyeonggi Science High School for the gifted and majoring in computer science at Seoul National University, Jihyun is a full-stack prodigy developer with expertise in Systemic Programming, FOSS(Free and Open Source Software), Rust Compiler, Parallel Computing, GPGPU Programming, and many more areas in his vast spectrum of Github projects, both blockchain-related and otherwise. He is also a top-tier expert in Dev-Ops and Server Administration, and has experience in handling server environments of 10,000,000 Daily Active Users and 50,000 ConCurrent Users. He is a strong advocate in the blockchain technology for its capacity to transform the world and for its technological 'fun'.



Jungwoo Lee Lead Blockchain Architect

The top graduate of Korean Minjok Leadership Academy, Jungwoo is an enthusiastic investor and researcher with a strong background in finance and accounting. He is finishing up the last semester of his undergraduate studies at Seoul National University, majoring in business administration and technology management. His expertise ranges from investment, NGOs, to international relations. He served as a youth representative of Republic of Korea at Russia G20 Summit in Saint Petersberg, and co-founded YouthGlobe Korea, the Korean division of the international NGO YouthGlobe. Now he works as the vice president of Seoul National University value investing club (SNUVALUE). He is expanding his knowledge in technologies with a double major in engineering and relevant experiences, including the factory improvement project in Kia Motors Slovakia and a development project for Smart Air Purifier.

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## III. About the Team



Yeji Chung Head of Music Management



Seongheon Cho Head of Compliance



Jaechan Ahn Senior Software Developer



Seungwon Kang Senior Software Developer



Chaehong Jeong Senior Blockchain Developer



Minkyung Lee Brand Designer



Sukyung Na Head of Global Business



William Wu Head of Global PR



Hyunju Hwang Developer



Kyunghee Chang Developer



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#### IV. Our Advisors

The advisors span a diverse and relevant areas of expertise: from legal compliance to copyright laws, business developme nt to finance, and music management. Our advisors have the experience and resources to provide us with the leverage to make an impact not just from outside in but from inside out. They also provide us with the seasoned insight and expertise regarding diverse compliance issues that allow us to work with legal guidance and credibility. The list is growing as we find more relevant experts with the right qualities to help us on our revolutionary journey. Other advisors and partners can be seen on official website: muzika.network.



Minsik Michael Cho Advisor, Business Development



Joonkee Hong Advisor, Finance



Yoonwoo Lee Senior Advisor



Inkyu Choi Advisor, Finance and Copyright Law



Jinsoo Park Advisor, Music Management



Myunsik Cho Advisor, Copyright Law



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### IV. Our Advisors: Profiles



Minsik Michael Cho Advisor, Business Development

- Outside board director, Kakao Corp. (Korea's Telegram)
- (Ex) Senior partner, KPMG Korea
- Certified Public Accountant
- Business Administration, Seoul National University



Inkyu Choi Advisor, Finance and Copyright Law

- Representative Managing Partner, Springcamp, a Naver Venture Capital
- (Ex) Team Leader, Seoul Techno Holdings
- (Ex) Partner Patent Attorney, MAPS Intellectual Property Law Firm
- (Ex) Software Engineer, Empas Search Engine
- Certified Patent Attorney
- Computer Science, Seoul National University



Myunsik Cho Advisor, Copyright Law

- Representative Lawyer, Dongnyuk LLC
- Top legal specialist in music, entertainment, film, and copyright law
- (Ex) Legal advisor of Korean Film Producers' Association
- (Ex) Legal representative of JYP Entertainment, Star Empire, Jellyfish Entertainment, Ji Young Baek, among other numerous musicians, actors, and celebrities
- Psychology, Seoul National University



Joonkee Hong Advisor, Finance

- Outside board director, KakaoBank
- (Ex) Head, UBS Korea
- (Ex) Asia Head of Global Finance (Capital Markets), Nomura International
- (Ex) Asia Head of Global Finance (Capital Markets), Lehman Brothers
- (Ex) Member of Macro-Economic Supervisory Forum in Financial Supervisory Service
- MS in management, Sloan School of Management, MIT
- BS and MS in chemical engineering, MIT



Jinsoo Park Advisor, Music Management

- Team Leader, YG Entertainment Korea's Universal Music
- (Ex) Director and CFO, YG Investment
- (Ex) Senior Associate, Samil PricewaterhouseCoopers
- Certified Public Accountant
- Certified Financial Analyst
- Business Administration and Economics, Yonsei University



Yoonwoo Lee Senior Advisor

• (Ex) Chief Executive Officer and Vice Chairman of Samsung Electronics



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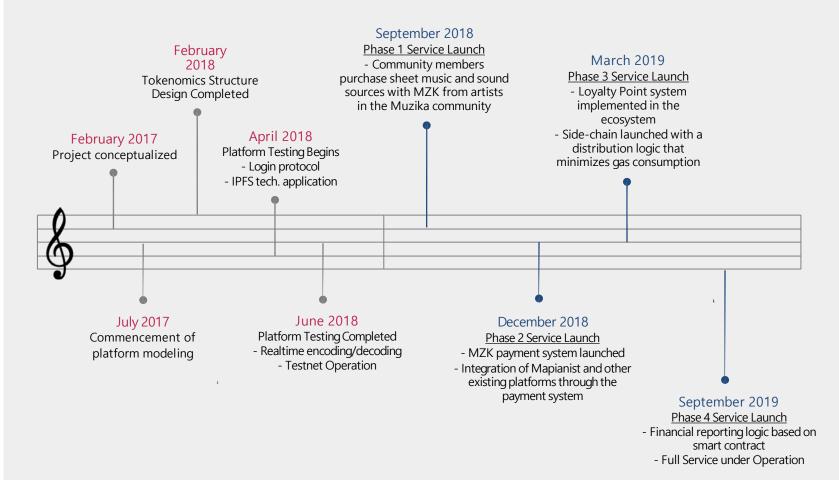
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# V. Roadmap



## Disclaimer

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