

**IMAGINE FINDING THE ANSWERS TO QUESTIONS
LIKE THESE WITH THE CLICK OF A BUTTON:**

I need an advance. How can Kobalt help?

Have I been paid properly?

Are my copyrights fully registered?

What is the status of licensing my works?

How is my music being used?

NEXT GENERATION PORTAL USER GUIDE



www.kobaltmusic.com www.kobaltmusic.com www.kobaltmusic.com www.kobaltmusic.com

KOBALT'S NEXT GENERATION PORTAL

THE MOST ADVANCED ONLINE MUSIC PUBLISHING ADMINISTRATION SYSTEM

The administration of music publishing can be difficult to understand and manage with income coming in from a multitude of revenue streams such as CD sales, digital downloads, performance income, TV, films, advertising, ringtones and more. It's especially complex when collections are happening in every major world territory, each with different copyrights laws and resulting licensing processes, royalty rates and business practices. That's why Kobalt Music Group created the Next Generation Portal, a revolutionary and innovative tool which helps content owners easily understand and manage their copyrights and catalogue.

The Kobalt Next Generation Portal provides our clients with not only clear, comprehensible and accurate answers to their questions, but also the ability to access money through online **Pipeline Advances** and to view the real-time status and ongoing progress of synch licensing.

The portal is your tool to find immediate, informative answers to questions, both simple and complex such as: "When is my next statement due?" or "Can I have a copy of my old statements?" or "Are there any issues with the registration and licensing of my catalogue?" or "How much have I been paid for my hit single in Germany?" or "How many units have you collected for my last album around the world, and what is left to collect?" Kobalt's Next Generation Portal provides you with all these answers and more at the touch of a button.

This guide is intended to highlight features of the Kobalt portal and help you get the most out of it. We hope that the information contained in the following pages will allow you to better understand how the portal can help you control and manage your copyrights. Of course sometimes nothing can replace having a person to ask. So please feel free to call or e-mail your personal Kobalt **Account Manager** who will be happy to explain more or help with any questions. Full contact details of your **Account Manager** are available to you on your Client Home page when you log in.

Kobalt's continued mission is to provide transparency and empower rights owners by giving them the superior tools and services they need.

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Synch Tracking

Your **Client Home** page provides you with a snapshot of all key information regarding your account with Kobalt. It allows you to review all aspects of your publishing catalogue from registration and royalty tracking to real-time synch and duplicate claims management.

This page lists the contact details for your personal **Account Manager**, a summary of your last statement, and detail on global royalty collections to-date for key products in the marketplace. It also shows the amount of **Pipeline Advance** money that Kobalt can make available to you at that time.

The **Client Home** page is a starting point to drill down and explore extensive information about every copyright for which Kobalt is registering, licensing and collecting royalties on your behalf.

Home

Client Management Summary

Client Name Richard Thompson Music
Account Manager Joe Smith
joe.smith@kobaltmusic.com
+44 (0)207 401 5500

Your personal Kobalt
Account Manager

Kobalt Online Pipeline Advance

Would you like an advance of up to

USD \$58,690


Find Out More 

The available advance amount
See **Pipeline Advances** section in
this brochure

Features on the Client Home page include:

Statement Summary

Last Statement Period 01 Jan 2008 to 31 Mar 2008
Last Statement Sent 04 Jun 2008
Next Statement Due Date 05 Jun 2009


[View All Statements](#)

Account Balance Summary

Id	Payor	Account Desc	CCY	Closing Balance	Payments Made	Balance To Pay
RThom_AGR169	Kobalt Music Services Ltd (KMS)	GA	USD	17,847.24	0.00	17,847.24

Royalty Tracking Summary - Top 3 Identified Products

Product Title	Artist	Format	Approx USD Value	Identified Units
Beachlife	Eclipse	Album	46,463	106,211
Cosmo A-Go-Go	Various	Album	5,529	78,048
Saint Germain Des Pres Cafe 2	Various	Album	4,485	77,209

Royalty Tracking Summary - Top 3 Outstanding Products

Product Title	Artist	Format	Identified Units	Outstanding Units
Karma Collection	Various	Album	0	46,667
Late Night Sessions 2007	Various	Album	40	19,924
Cosmo A-Go-Go	Various	Album	78,048	12,514

[Product Search](#)

Work Summary

Number of Works 24
Works Received In Last 3 Months 0
Last Work Received Date 05 Aug 2006
Last Work Received [Driving Too Fast](#)

[Work Search](#)

Detail of your last Kobalt statement and the option to drill down into all historic statements

A summary of the units collected to-date for your top 3 products sold

A summary of the top 3 products sold with outstanding collections

A snapshot of the most recent copyrights delivered to Kobalt

Main Features Of This Portal Area:

- ▶ Contact information for your Kobalt client manager
- ▶ The amount of pipeline advance available to you
- ▶ A clear and concise account overview
- ▶ A breakdown of units collected on key products and units outstanding

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Synch Tracking

Kobalt online **Pipeline Advances** put you in control of your cash flow by allowing you to easily take low cost, flexible advances (as and when you need to) without significantly impacting your agreement with Kobalt. Each time you log in to the site, your **Client Home** page shows the maximum advance amount currently available to you. In 5 steps, you can request an advance of any amount up to this maximum. If you are already set up for direct bank transfer payments, your online advance should arrive in your bank account within 2-5 business days of making the request.

Key Points About Online Pipeline Advances:

- *The rates in your agreement with Kobalt are not changed by taking an online pipeline advance.*
- *Kobalt charges for the advance by adding a fee to your account and recouping this fee in addition to your advance. You can review all charges before processing an advance request.*
- *The term of your agreement with Kobalt will extend by a maximum of 36 months in the event that the account is not fully recouped at the end of the term. This extension ends as soon as the advance recoups.*
- *You have the right to “buy out” your advance and the associated extension of your term if the advance is unrecouped.*

Kobalt Online Pipeline Advance

Would you like an advance of up to

USD \$58,690

Find Out More 

View your available advance amount on your **Client Home** page or by clicking **Get An Advance** on the main navigation bar

Taking an online pipeline advance through the portal takes just 5 steps. There is no commitment from you until you have reached the final step of the process and have signed and sent the documentation to Kobalt. If you are unsure at any point or would like to simply discuss this further please call your **Account Manager**.

→ **Step 1: Choose Agreement**

You may have multiple agreements with Kobalt; if so, you will need to select the agreement you would like to take an advance against by clicking the **Proceed** button next to the required agreement. **You have not made any commitment at this stage.**

→ **Step 2: Choose Amount**

You can take any advance amount up to the maximum shown on your **Client Home** page. This step combined with Step 3 allows you to review the cost of different advance levels. Simply enter the advance level you are interested in and click the **Next** arrow. **You have not made any commitment at this stage.**

→ **Step 3: Review Charges**

The third step will show you the fees associated with the advance amount you entered in Step 2. You can go always back to Step 2 and change the advance amount. If you are happy with the amount and terms and would like to proceed, click through to Step 4. **You have not made any commitment at this stage.**

→ **Step 4: Check Request**

In this step you need to confirm that you are happy with the bank account details and payment method. When you are ready to process the advance, click the **Generate Advance Request** button. At this point the advance request will be logged into the Kobalt system and you will be prompted to print and sign two copies of the paperwork. **You have not made any commitment at this stage.**

→ **Step 5: Completing the Paperwork**

You will be asked to sign both copies of the formal advance request letter and to forward both copies to Kobalt for counter execution. This is the final step in the process and we will only process your advance request when we have received these documents. **You have made a commitment when you sign the paperwork and send it to us.**

Main Features Of This Portal Area:

- ▶ Request an advance in 5 easy steps
- ▶ Receive advance payment in 2-5 business days
- ▶ Determine the advance amount and review the related fees
- ▶ Take an advance without extending your term or varying your rates

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Synch Tracking

As a copyright owner it is important for you to be able to quickly check your catalogue status. This section allows you to: search and review writer splits for all of your copyrights in the Kobalt system; review global society registrations; and monitor the progress of song disputes on your catalogue, should they occur.

By clicking on the **Works Search** title on the portal navigation bar, you will open the search box. This allows you to search by work title, writer name or artist name.

Works Search

Search Help

Enter some search terms to search your details.

To use a wildcard in your search, use the % character.

Work Title

Controlled Writer 1

Controlled Writer 2

Controlled Writer 3

Artist

Search

Work Detail

Primary Title Breaking Down The House

Original Artist Eclipse

Genre Pop

ISWC T1234567890

Date Written

Duration 4:05

Writers

Writer	Designation	Split*
Anderson, Eric	Composer/Author	50
Anderson, Will	Composer/Author	50

*Please note that the split percentages denote the mechanical authorship splits and not necessarily Kobalt's collectable shares.

Recordings

Recording Title	ISRC	Artist Name	Kobalt Procured?	Duration
Breaking Down The House		Eclipse	No	4:05

Alternate Titles

Title

Duplicate Claims

Title	Notified Date	Status
-------	---------------	--------

Registrations

Territory	Registration Status	Last Action Date*	Tunecode
Asia	Registered	09 Dec 2006	
Australia & New Zealand	Registered	27 Jan 2006	
Austria	Registered	27 Jan 2006	
Balkans	Registered	03 Oct 2005	

Main Features Of This Portal Area:

- ▶ Quick and easy work search functionality
- ▶ Review your catalogue and check splits
- ▶ Review status of registrations and any duplicate/counter claims for the work

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Synch Tracking

Correct and accurate registration of your works with collection societies is the foundation on which good publishing is built. Without this, royalty flow will be hindered and your catalogue will under-perform. Kobalt's unique technology has brought automation to this traditionally manual process, increasing accuracy and consequently improving royalty collection.

Through your portal you can check the registration status of your entire catalogue using the **Work Registration Summary** page. This page summarizes the global registration process, showing you the number of works in each status for each territory and their status. As with all parts of the Kobalt portal, you can drill down into each territory to see the actual works in each registration category.

Work Registration Summary

Registrations at Collection Societies

Territory	Reg Pending	Reg Sent	Reg Rcvd	Registrd	On Hold	NOP	Total	Next Registration Deadline
Austria		7		17			24	
Belgium		11		13			24	
Canada (CMRRA)			3	21			24	
France		6		18			24	
Germany		10	1	13			24	
Mexico		1		23			24	
Netherlands		8		16			24	
Nordics & Baltics		3	1	20			24	
Switzerland		1		23			24	
UK & Eire		1		23			24	
US (Performing)				24			24	

This example shows most works are in the 'Registered' Status

Registrations at Sub-Publishers

Territory	Reg Pending	Reg Sent	Reg Rcvd	Registrd	On Hold	NOP	Total	Next Registration Deadline
Asia		12		12			24	
Australia & New Zealand		8		16			24	
Balkans		12		12			24	
Greece			3	21			24	
Japan		5		19			24	
Poland, Czech Republic, Hungary		3	8	13			24	
South Africa		20	4				24	
Spain & Portugal		8		16			24	

In some cases the society only confirms the works as fully registered when royalties are received

Song disputes, also known as **Duplicate or Counter Claims**, occur when a collection society or a record label is provided with contradictory information on how to split payment on a work among writers, publishers and/or administrators. When a copyright is subject to a duplicate claim, the appropriate payments will likely not flow. Kobalt helps to resolve these disputes by gathering and submitting documentation to support your claim and managing the society through the process of resolution.

The **Duplicate Claims** section of the portal provides complete access to Kobalt's administration system, allowing you to view all duplicate claims affecting your catalogue and their current status. As with all sections of the portal, you can drill down to see further detail on any specific claim.

Duplicate Claims

Open Duplicate Claims

Title	Notified Date
-------	---------------

Closed Duplicate Claims

Title	Notified Date
2 works claimed by Hamburg Music in Germany	22 May 2008
2 works claimed by Writer Splits in Spain	01 Apr 2008
He Is Beginning To Believe claimed by MIE in Italy	05 Feb 2008
1 work claimed by Demo Music in Switzerland	22 Jan 2008

Main Features Of This Portal Area:

- ▶ Search and review the copyrights in your catalogue and related splits
- ▶ Check the status of global registrations
- ▶ Monitor duplicate claim activity in real time

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Synch Tracking

This section of the portal provides a set of tools which allow you to monitor and understand the breakdown of money collected by Kobalt. Along with complete, transparent access to your current and historic [statements](#), you can also access advanced royalty analysis tools which give you the freedom to analyze your earnings using a number of criteria. Additionally, data is provided on the actual units collected and expected at an album/product level. As with all areas of the portal, further information is available by drilling down into any section.

The starting point for analysis is statements. You can download a complete history of your statements in both PDF and Microsoft Excel compatible CSV formats. You can also quickly review your account using the [Quarterly Summary](#) function.

Quarterly Summary

Counterparty Kobalt Music Services Ltd (KMS)
Agreement Id RThom_AGR169
Agreement Description GA
Agreement Currency United States Dollar

Quarter	Opening Balance	Balance Payments	Advances	Royalties	Other	Closing Balance
Q1 2005	0.00		-100,000.00	2,795.73		-97,204.27
Q2 2005	-97,204.27			1,049.25		-96,155.02
Q3 2005	-96,155.02			29,964.07	-4,300.00	-70,490.96
Q4 2005	-70,490.96			15,300.75		-55,190.21
Q1 2006	-55,190.21			20,764.09		-34,426.12
Q2 2006	-34,426.12			19,170.93	-3,600.00	-18,855.19
Q3 2006	-18,855.19			16,034.22		-2,820.96
Q4 2006	-2,820.96			28,383.99		25,563.02
Q1 2007	25,563.02	-25,563.02		22,243.02		22,243.02
Q2 2007	22,243.02	-22,243.02		54,454.46		54,454.46
Q3 2007	54,454.46	-54,454.46		20,862.30		20,862.30
Q4 2007	20,862.30	-20,862.30		19,830.26		19,830.26
Q1 2008	19,830.26	-1,983.03				17,847.24
Total		-125,105.83	-100,000.00	250,853.06	-7,900.00	

Royalties - Product Based Tracking

4

The number of albums/singles sold is a common metric within the music industry. Such numbers have not, however, always been reported or effectively monitored by publishers. Kobalt uses this information, wherever available, to offer **Product Tracking**. This helps you evaluate your catalogue to ensure that royalty collections are meeting expectations. After searching for a product, you will see the **Product Detail** which outlines the tracks collected on each album, duplicate claim history, units collected and expected in each territory.

Product Detail

Title

Artist

Format

Number of Tracks

Description

Beachlife

Eclipse

Album

9

Tracks

Disc/Track No	Recording Title	Recording Artist	Dupe?
1/1	He Is Beginning To Believe	Eclipse	<div>i</div>
1/2	The One	Eclipse	
1/3	Keep It Going	Eclipse	
1/4	The Sound Of Inevitability	Eclipse	<div>i</div>
1/5	Knock Knock	Eclipse	<div>i</div>
1/6	Road To Nowhere	Eclipse	<div>i</div>
1/7	Cradle To The Grave	Eclipse	
1/8	I Can Only Show You The Door	Eclipse	
1/9	Soul Decision	Eclipse	

i

The work has been in duplicate claim

⚠

The work is still in duplicate claim

Royalty Tracking

Territory	Released?	Expected Units	Identified Units	Outstanding Units	Last Collected Date
Australia	Yes	500	463	37	31 Dec 2006
Belgium	Unknown	0	0	0	
Canada	Yes	3,214	4,422	0	30 Jun 2007

Product Detail lists tracks appearing on each product and any duplicate claim history

This section shows units collected and expected in each territory

Main Features Of This Portal Area:

- Download historic statements in multiple formats
- Review your account position using the Quarterly Summary
- View units collected and expected for products

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Synch Tracking

Publishing earnings can be complex, potentially involving payments flowing from different sources on different works across multiple territories and right types. The complexity of this network has historically left rights owners with unanswered questions...*Has money started flowing on a certain product in all territories? Has performance money flowed on a certain work?*

The Kobalt portal gives you a way to select the criteria you want to report on in the **Royalty Analysis Reports** matrix. Simply click to select the parameters that you are interested in cross referencing in a report then click **Show Report** to view the results. In the example below earnings from the top 20 products are selected to be broken down by territory group.

Royalty Analysis Reports

To run an analysis report, please choose the categories for the horizontal and vertical axes and then select "Show Report". The report will open in a new window.
Note that the vertical axis has more options than the horizontal one.

<div> <div>Top 20 Products</div> <div> Right Type Right Type Group ----- All Territories Territory Groups ----- All Statements Year Statements ----- All Works Top 20 Works ----- All Writers Top 20 Writers ----- All Products Top 20 Products </div> </div>	<div> <div>Territory Groups</div> <div> Right Type Right Type Group ----- All Territories Territory Groups ----- All Statements Year Statements </div> </div>	<div> <div>Royalty Value</div> <div> </div> </div>	<div> <div>Row Totals</div> <div> </div> </div>
<div> <div>Column Totals</div> <div> </div> </div>	<div> <div>Grand Total</div> <div> </div> </div>		

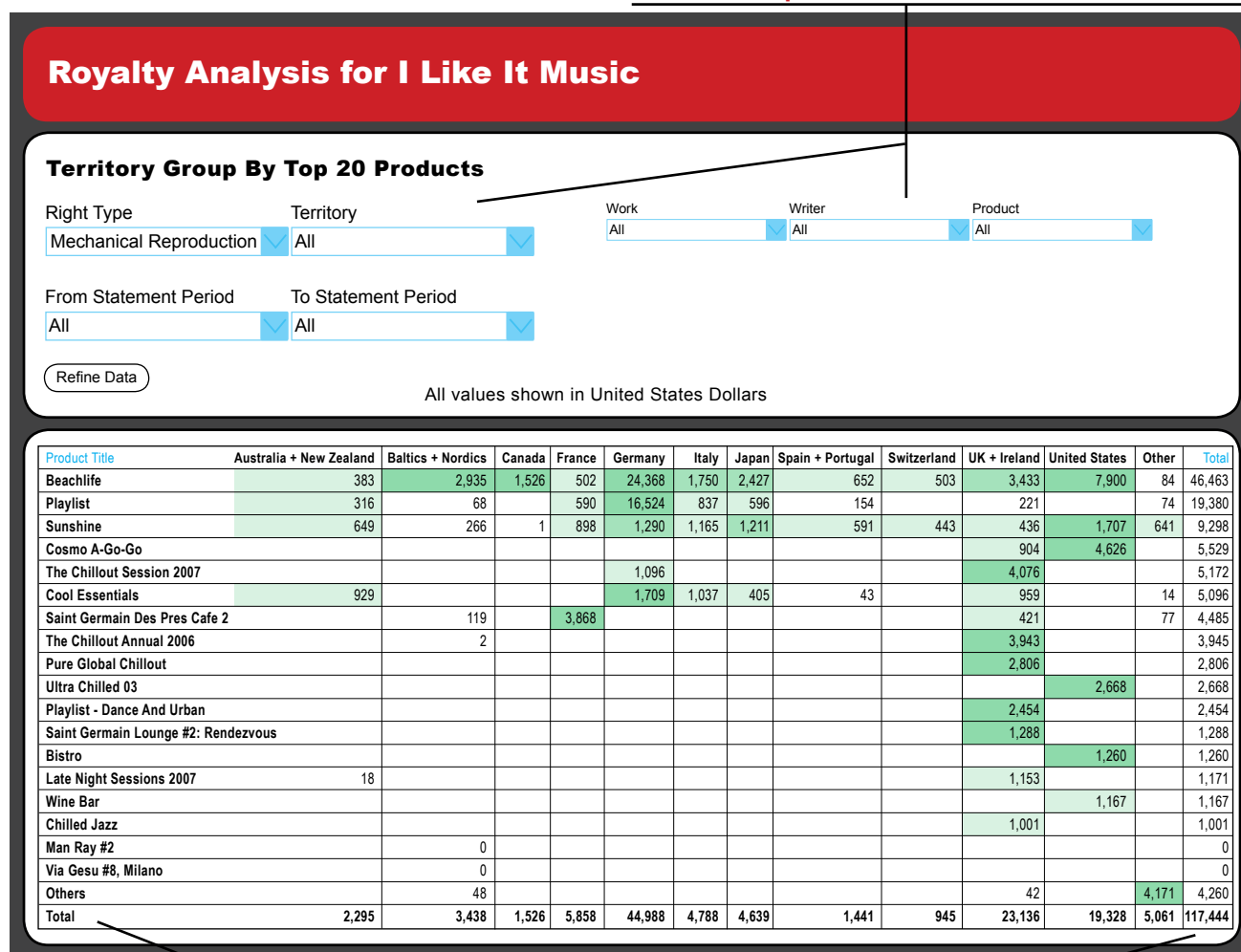
Show Report

Select the parameters you are interested in

Click Show Report

Clicking the **Show Report** button will open the requested report in a new browser window. In this example we have compared royalties earned by the top 20 products across territory groups. The report shows the value distributed to you. The shading indicates the relative size of the values. Darker shades of green highlight the larger values.

Refine your search by selecting alternative criteria from the drop down menus and click Refine Data



Product titles listed by value collected

Total amount of mechanical royalties

Main Features Of This Portal Area:

- Review your catalogue earnings across different parameters
- Answer key questions about your catalogue earnings, such as:

Has money been received in certain territories?

How much of my income is performance money?

Which territories are generating the most earnings?

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Synch Tracking

Synchronization revenues earned from use of works in films, TV, advertising, games, and other media are an important revenue stream for copyright holders. The Kobalt portal offers unprecedented transparency into the synch process, allowing you to see the status throughout the course of the licensing process. Through **Live Synch Tracking** the portal allows you to follow the synch process from quotation through to invoicing and payment. All information is in real-time and updated constantly by our synch team.

Recent Synchs	
Step 1. Open - Quote And/Or Approval In Progress	
Project Title	Request Received Date
Chocolates	19 May 2008
Food Advert	15 May 2008
Website Video	11 Apr 2008
Step 2. Open - Licence And/Or Invoice Issued To Licensee	
Project Title	Licensed/Invoiced Date
Step 3. Open - Licence Accepted	
Project Title	Acceptance Date
Step 4. Open - Fully Executed and Paid, Awaiting Supplemental Information	
Project Title	Execution Date
Website Use	02 Jun 2008
Major Film	12 May 2008
Step 5. Closed - Licence, Payment and All Required Information Received from Licensee	
Project Title	Request Received Date
Chocolates	19 May 2008
Food Advert	15 May 2008
Website Video	11 Apr 2008
Closed - The Work(s) Were Not Used	
Project Title	Close Date
Lyrics + Translation	13 May 2008
Website Use Ireland	13 May 2008
Closed - Approval Of The Usage Was Denied	
Project Title	Close Date

Follow the synch process from initial license quote and approval to payment and completion

Click on any project title to view detail about the license

Click through the specific synch project title to view complete **Synch Details** about the license in progress. The **Synch Details** area shows the value, currency and the key dates associated with the synch license at issue.

Synch Details

Project Title	National Car Advertising Campaign
Territory of Request	United Kingdom
Status	Completed
Detail Status	Fully Executed And Paid
Type of Use	National TV Advertising Campaign
Fee for 100% of Publishing on Project	100,000
Fee Currency	United Kingdom Pound
Request Received Date	16 Sep 2007
Date confirmation of Use Received	03 Oct 2007
Date License/Invoice Issued To Licensee	03 Oct 2007
Date Payment Received	14 Feb 2008
Cue sheet Received Date [where applicable]	05 May 2008
Media Schedule Received [where applicable]	05 May 2008
Date File Closed	05 May 2008

Works

Work Title

The Sound of Life

View detail on the project title and usage type

View key dates associated with the synch licensing project

Click on the work title to see ownership details of the works used in the license

Main Features Of This Portal Area:

- ▶ View and review all synch licensing activity
- ▶ Follow Synch progress from initial license quote to completion
- ▶ Drill down to see further detail on all synch projects



KOBALT

Music Publishing For the 21st Century

www.kobaltmusic.com

**WE'VE PROVEN THE KOBALT
MODEL IS THE FUTURE
OF MUSIC PUBLISHING:**

UNPARALLELED TRANSPARENCY

**TOP CREATIVE AND
SYNCH SERVICES**

UP TO 25% MORE IN REVENUES

**PIPELINE ADVANCES IN
2-5 BUSINESS DAYS**

**HIGHLY DETAILED ACCOUNT
INFORMATION**

EARNINGS PROJECTIONS

Kobalt was founded in the year 2000 with the mission of being a service-based company designed to provide content owners with exactly what they need. Today, Kobalt's Next Generation Portal is the most advanced on-line music publishing administration system available worldwide already being used by more than 800 top songwriters, publishers and managers.

"We have the track record to suggest that this is the model for the future. Our clients typically experience up to 25% more revenue on average when they come to us from a traditional publishing model," says Willard Ahdriz, Kobalt CEO and Founder. "We have created a centralized organization supported by our technology platform, which electronically regis-

ters works direct to collection societies worldwide. By running this model, our clients get their money up to one year to one-and-a-half years faster."

Through Kobalt's Next Generation Portal clients can customize a pipeline advance in only 5 steps and receive money in 2-5 business days. The portal provides much more than just a glance at basic top line royalty information and accounts overview. It offers multi-layered access into nearly every aspect of copyright management. Additionally, it gives clients an unprecedented real-time status of every synchronization license request that has been quoted to potential licensees of music for use in films, TV, advertising and other media.

In addition to administration services, Kobalt has a global creative/A&R staff and global synch team consisting of veteran music publishing execs based in offices in Los Angeles, Berlin, London, NYC, Nashville, and Stockholm. The Kobalt team, as well as agents in over 20 major territories, work across borders and closely with an active writer roster to generate new opportunities to exploit their existing music, as well as to create new works. This includes developing co-writing opportunities with established producers and artists.

"We've built a strong reputation as a technology driven, service-based company," says Ahdriz, "but we've been additionally successfully growing a very powerful international creative team that takes an active role in the process of generating major cuts on albums, and major synchs. The creative department continually connects the dots between good songs, songwriters, artists and producers."

For more information, contact Kobalt Music Group at any of our offices listed in the directory on the opposite page, or go to www.kobaltmusic.com.



WILLARD AHDRIKZ
CEO / FOUNDER

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Since its formation in 2001, Kobalt Music Group has become the leading independent music publisher offering global copyright administration, creative and synch/licensing services, and advances to writers, publishers and other publishing rights holders. Kobalt Music Group has offices in London, New York, Nashville, Los Angeles, Berlin and Stockholm, as well as agents in over 20 major territories.

WHAT PEOPLE ARE SAYING ABOUT KOBALT AND KOBALT'S NEW THIRD GENERATION PORTAL



"Kobalt's transparent system has re-engineered the publishing industry."
Joel Martin, principal of 8 Mile Style Music, publisher of Eminem



"I am thrilled to be a member of the Kobalt family. I've never felt so taken care of on every level. As a songwriter, publisher and friend...there is no better home than Kobalt!"
Desmond Child, legendary songwriter/producer and 2008 Songwriter's Hall Of Fame inductee



"EverGreen has experienced tremendous growth and Kobalt's direct relationships with the PROs, more frequent accountings, online client tools, registration, tracking and synch agents have well complimented our fast expanding global operations."
David Schulhof, co-CEO EverGreen Copyrights



"I'm extremely excited about my new partnership with Kobalt. They are a very forward thinking company representing the evolution of where I think music publishing is headed. I love their transparency and their constant commitment to raising the bar on how they service their writers and producers."
Ryan Tedder, writer/producer/lead singer of OneRepublic and writer/producer of Leona Lewis' "Bleeding Love"



"Deciding to go with Kobalt was one of the best career decisions I have made. They're very forward thinking and have delivered on all their promises."
Dr. Luke, chart-topping writer/producer



"In an ever changing music business, Kobalt has the desire not only to make a difference but to be the difference."
Shelly Peiken, hit-making songwriter



"Kobalt continues to raise the bar by offering new tools and features designed in perfect response to their clients needs. My clients will definitely appreciate these latest upgrades, and the Online Pipeline Royalty Advance function is guaranteed to be very popular."
attorney Mark Levinsohn, partner Levinsohn & Arnay



"Kobalt's Online Pipeline Royalty Advance is an inexpensive, simple and transparent product which provides instant liquidity without the need for complex documents or the significant transaction expense inherent in using outside leverage. A logical evolution for Kobalt, an enterprise built on ease of use and transparency."
attorney Michael Selverne, Selverne & Company



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