



## Compact Collections

*The Intelligent Choice*

“Compact Collections’ quality of service and levels of expertise are excellent. They’re one of the few suppliers you can count on to do what they say they’ll do.”

**David Ellender, CEO,  
FremantleMedia Enterprises**

“We have been impressed by Compact Collections’ innovation in business and technology, by their constant willingness to provide us with a better service and increase our revenues.”

**David Johnson,  
Commercial and Operations Director,  
Granada International**

“Appointing Compact Collections was a great move for us. We’ve seen a measurable increase in our revenues, and they’ve always been a delight to deal with.”

**Louise Pedersen, Managing Director,  
All3Media International**

*“I’m very impressed with the online access! No help required.”*

**Julia Lee, Entertainment Accountant,  
HIT Entertainment**

measurable increase

## YOUR RIGHTS OUR BUSINESS

Whether in film, television or music, the collection of revenue is an extremely complex business.

What you need is a group of skilled experts collecting and distributing what's due to you in a transparent, professional and expedient manner.

With the aid of sophisticated monitoring and accounting systems coupled with experienced personnel, Compact delivers a bespoke service which your business demands.

At Compact it's our business to help you make the most of your rights.

## COMPACT SERVICES

Secondary Television Rights Administration

Collection Account Management

Rights and IP Brokerage

Music Publishing Administration

Neighbouring Rights Collection

### Background

Compact Collections was established in 1994, initially as a business venture with PACT (Producers Alliance for Cinema and Television).

Our record speaks for itself: over the years our group of companies has successfully claimed and distributed over US\$200 million in royalties on behalf of our worldwide clients.

We have strong industry relations coupled with board representation at AGICOA.

We work closely with producers, sales agents, distributors, broadcasters, talent as well as government backed agencies and financial institutions.

A one stop shop - Compact offers music publishing, collection account management, performer services, alongside the administration of audio-visual secondary rights.

Staffed by specialists, our carefully-constructed team is unrivalled in its expertise (with over 75 years' combined experience in the field among the senior management).





# Are you getting the most from your film and television rights? Compact Collections makes sure you do!

## Accounting for your success

Given the growing number of means through which revenue can be generated from audio-visual content, appointing the right collection partner for your film or television production is of ever-increasing importance. You need a representative that not only collects and distributes income in the shortest possible timeframe, but comprehensively monitors and tracks to ensure that all exploitation revenue is received in accordance with contractual arrangements.

## COLLECTION ACCOUNT MANAGEMENT (CAM)

### How CAM works

Compact enters into a collection account agreement with the production company, investors, sales agent and (where relevant) the completion guarantor. This enables Compact to administer the collection of receipts from all distribution, exhibition and exploitation of the work - including any secondary, ancillary or merchandising rights throughout the world - before calculating the entitlement of each party and disbursing the receipts accordingly.

All that the parties have to do is supply full instructions as to the order in which the

income is to be distributed, as well as directing distributors or sales agents to provide full accounts to Compact.

### The ultimate in service

Compact has used its experience and expertise as the leading independent administrator of international audio-visual secondary rights to create a global CAM service that surpasses the needs of its clients through incorporating the following features:

- ▶ Statements and any remittances are issued within fourteen days from the end of each calendar month for the term of the arrangement
- ▶ Remittances for significant amounts can be issued within 24 hours of receipt upon request
- ▶ Compact proactively tracks statements worldwide, seeking payment from distributors or sub-agents when receipts are not received by the contracted deadline
- ▶ All funds are held in accounts solely for the beneficiaries set out in the collection account agreement
- ▶ Secure online access allows parties to the collection account agreement complete transparency

#### REPORTS GENERATED BY THE CAM ONLINE INTERFACE:

- ▶ Transactions report detailing all revenue received during the selected period, including date, territory, source, stage of payment and amount
- ▶ Contract sales report providing an overview of each contracted sale, sorted by territory or source of income
  - ▶ Contract sales information report displaying all outstanding funds
  - ▶ CAM report summarising the above in a single consolidated report
  - ▶ Downloadable royalty statements

## SECONDARY TELEVISION RIGHTS

### Millions at stake

If you sell or produce film or television programmes for domestic and international audiences, you'll know that the market in secondary and tertiary rights is significant: estimated at US\$300 million a year and growing.

When a work is broadcast on specified terrestrial, cable or satellite channels in Europe, North America and Australasia, a royalty will be allocated to your work for the use of certain rights (simultaneous cable retransmission, public performance etc), which are collectively administered by audio visual collecting societies.

At Compact we aim to anticipate your needs by managing existing or new title registrations via the corresponding collection societies, including comprehensive searches to determine all the foreign titles given to your films or programmes.

Compact is the world's largest independent administrator of secondary television rights returns through representing over 250 key media companies worldwide. By virtue of our market dominance Compact has been able to dedicate resources to developing reliable and bespoke systems.



American Idol' courtesy of FremantleMedia Enterprises Ltd,  
'Underworld' courtesy of Lakeshore International LLC

### THE RIGHTS WE ADMINISTER INCLUDE:

Cable and satellite retransmission rights  
(AGICOA, CRC etc)

Private copy levy (Procirep, GWFF,VGF etc)

Educational copying rights  
(Screenrights, Suissimage)

Public performance levies

### Reliable, trusted systems

Using custom made computer systems, Compact will ensure that your catalogue is registered accurately and complies with all relevant collecting societies' requirements. In addition, we maintain a comprehensive database that monitors and tracks broadcasts dating back to 1995 from over 100 significant channels, thus enabling Compact to ensure that you receive 100% of your due receipts.

We offer programme licence tracking that will help you keep abreast of all your rights reversions. What's more, we are authorised to access certain royalties - such as authors' and performers' share of private copy levy - which are not generally available unless appropriate agreements are in place with the various author, director and performer guilds.

### Representation at the highest levels

With our own representative on the board of AGICOA - the key international collecting society administering cable retransmission returns - and membership of the society that negotiates with cable operators on behalf of rights holders - Compact is well positioned to voice and address our clients' concerns.

A black and white photograph of a character from the movie Underworld, wearing a dark, textured coat and holding a sword. The character is looking slightly to the side with a serious expression.

FILM & TV

# In music, we perform for your rights

## Collecting your dues

The demand for music content has never been higher, across both traditional and non-traditional broadcasts meaning greater opportunities for creators and rights owners to be compensated via their associated rights.

Collection societies within the European market alone are estimated to collect EUR €5 billion each year on behalf of composers, publishers, performers and record labels. If you do not manage your rights, revenue can fail to reach the rightful recipients or not fulfil their full economic potential.

With a proven history of increasing income for rights owners and originators, Compact offers a strategic approach to your most valued assets.

## On your side

Compact works seamlessly with the existing infrastructure such as managers, accountants or lawyers to increase opportunities.

- ▶ Compact can administer your clients' master recording, publishing and performer rights
- ▶ We collect and distribute income from across the entire breadth of the broadcasting opportunities
- ▶ We draw upon our knowledge across the film, TV and music industries to offer a scalable operation to streamline claims and monitor synchronisations across Europe

## PERFORMER SERVICES

The value of neighbouring rights collected in Europe during 2004 were estimated at EUR €643 million for the copyright producer and the associated performers. Compact is your ideal partner to monitor, claim & distribute your domestic and international revenue via direct membership with the societies.

- ▶ Dedicated recordings database & reports generated to claim against societies
- ▶ At source accounting with quarterly direct transfer payments
- ▶ All monies held in trust until distribution
- ▶ Ongoing assistance in increasing percentage splits for future recordings
- ▶ Peace of mind you are getting peak performance from your rights

## MUSIC PUBLISHING

Opening up potential exploitation opportunities throughout the film and television markets, Compact Collections' publishing division offers first-rate administration underpinned by bespoke tracking systems, making us the perfect partner for your copyrights. In addition:

- ▶ Our unrivalled knowledge of the film & television markets make us a natural partner for administering music catalogues associated with production companies.
- ▶ Drawing upon experience at the major collecting societies, we excel in retrieving lost revenues and facilitating streamlined royalty collection via direct society membership to expedite payments.
- ▶ Compact is increasingly active in acquiring music publishing catalogues
- ▶ At source accounting with quarterly direct transfer payments



# CONCLUSION

## WHY YOU SHOULD SELECT COMPACT COLLECTIONS

Moving your business to Compact Collections is painless. We strive to take care of as much as possible, so that you can start enjoying the benefits with the minimum of hassle.

## PEACE OF MIND

Across all our services, the same dedication to maximising our clients' income applies. But more than that, Compact's reputation has been built on an efficient, courteous and tailor-made approach underpinned by industry-leading expertise.

## TRANSPARENCY

Compact clients have 24 hour online access to our systems enabling them to monitor our progress with the registration of your titles and download past and present statements.

## NOTHING TO LOSE, EVERYTHING TO GAIN

Joining Compact Collections costs nothing. No upfront fees, we simply retain a percentage of what we collect – which means you can be sure we'll work hard on your account. Some of our clients have seen an increase in revenue of between 30% and 50% and in some cases more.

## FIND OUT MORE

We have no doubt that bringing on board a dedicated, independent rights management company as an integral part of your team will increase your income from around the world. But don't take our word for it – see the testimonials from some of our many satisfied clients. Then contact us to discuss how we can ensure you maximise the revenue you are due.

SOME OF THE INDUSTRY-  
LEADING ORGANISATIONS  
THAT HAVE CHOSEN  
COMPACT COLLECTIONS:

BBC WORLDWIDE

FREMANTLEMEDIA  
ENTERPRISES

GRANADA INTERNATIONAL

DISCOVERY  
COMMUNICATIONS

ICON ENTERTAINMENT  
INTERNATIONAL

JIM HENSON PRODUCTIONS

ALL3MEDIA INTERNATIONAL

CHANNEL 4 TELEVISION

NATIONAL GEOGRAPHIC  
TELEVISION

A&E NETWORKS

SCOTTISH MEDIA GROUP

AUSTRALIAN CHILDREN'S  
TELEVISION

CARSEY WERNER

EAGLE ROCK

HIT ENTERTAINMENT

RDF MEDIA

3DD ENTERTAINMENT

TARGET ENTERTAINMENT

LAKESHORE INTERNATIONAL

AS WELL AS  
WORKING WITH

FINANCIAL INSTITUTIONS

GOVERNMENT FUNDING  
AGENCIES

INTERNATIONAL FEATURED  
PERFORMERS

## WELCOME TO COMPACT COLLECTIONS – THE INTELLIGENT CHOICE

Adding financial value to your business is Compact Collections' number one priority. Compact Collections is the outright market leader in the Secondary Televisions Rights administration, having distributed over US\$200 million on behalf of our clients. Alongside our Collection Account Management, Performer services and Music Publishing division, Compact offers your company the full service partnership for your rights across the Film, TV & Music industries from one convenient location.

We work to develop an unrivalled understanding of your objectives, meaning you can treat us from the outset as an integral member of your business team and a resource upon which to depend upon.



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