

# EXPORT REPORTING DEMYSTIFIED

## What options do I have for reporting my exports?\*

### Option 1:

Account your exports to MCPS and pay the copyright royalties in the UK

When accounting exports to MCPS, you will need to provide the following information for each territory you export to as part of your normal quarterly sales reporting:

- Catalogue number(s) and product title(s)
- The number of units shipped that quarter (also see Additional Information below)
- The dealer price (see Q2 below for more information on price options).

### Option 2:

Have the copyright royalties paid for locally in each territory

When you elect to have the copyright royalties paid for locally you still have the following obligations:

- To ensure you have documentary evidence that the company or person you are exporting to is currently paying copyright royalties to the relevant collection society in each territory
- Not to export products to companies or people MCPS has advised you are not paying correctly in their territory
- To provide a separate report to MCPS alongside your normal quarterly reporting that details the number of units, catalogue number, and importer's names and addresses.

## What are my options for reporting PRICES on my exports, and when can I account these to MCPS?

### Option 1(a): Use your Local Publisher Dealer Price

When using this option you will need to supply the local PDP applicable in each territory that you are exporting to. Please note that this must be the highest price offered to any retailer in the country of export exclusive of any discounts granted. It is likely that this will not be the same as the price you will be receiving from your importer.

### Option 1(b): Use the Export Prices Table

When using the EPT (below) you will simply need to identify the correct percentage in the table and then apply this to your UK PDP for the product being exported, in order to obtain an assumed local PDP that can then be included in your Accounting to MCPS.

EPT	Western Europe	Eastern Europe	Rest of world Excluding US and Canada
All formats and product types	98%	78%	100%

Example: The assumed local PDP in Western Europe for a CD that has a UK PDP of £7.40 x 98% = £7.25.

## Notes

\*Please note that under the blanket agreements you can report shipments made within the UK and EEA. Outside of the EEA you should investigate local terms and the option 2 here. Also: please note that exports to be made to the USA and Canada should be licensed locally in those territories in all cases.

1. All exports reported to MCPS and Ireland are treated as UK shipments if the number of units per catalogue number, per territory, per quarter is under the following levels: AP1 = 500 units, DVD1 & AVP = 100 units.
2. In any given quarter you can choose which option you prefer, for both reporting your exports and reporting your prices when accounting to MCPS, as long as you can ensure the above procedures and requirements are undertaken correctly and that clear accurate records are maintained.

The above procedure (with exception to that relating to option 1(b) is only a summary of the obligation under the AP1/DVD1/AVP agreements and your obligations there under are not affected or varied by the above other than having the availability of the option to report using the Export Prices Table.

## Territories

**Western Europe:** Andorra, Austria, Belgium, Denmark, France, Finland, Germany, Gibraltar, Iceland, Ireland, Italy, Liechtenstein, Monaco, Netherlands, Norway, Portugal, San Marino, Spain, Sweden, Switzerland and Vatican City.

**Eastern Europe:** Albania, Belarus, Bosnia, Bulgaria, Croatia, Cyprus, Czech Republic, Estonia, Greece, Hungary, Latvia, Lithuania, Macedonia, Moldova, Montenegro, Poland, Romania, Russia, and Serbia.

**All other territories not part of the EU are included under Rest of World (excluding USA and Canada).**