

# Consumer-payable music streaming services (audio streaming)

## Price list for music royalties

Valid from April 1, 2018

- This price list is intended for service providers that offer consumers audio streaming services subject to a fee.
- In these services end users are not allowed to make permanent copies of the content.
- The price list applies to all services that only have music and/or music video content.
- Applying this price list requires entering into a definitive license agreement with the Finnish Composers' Copyright Society Teosto. The license agreement shall give the service provider the right to reproduce the music works represented by Teosto/NCB on servers controlled by the service provider, and to communicate the same music works to the service's end users.
- The service provider shall submit the reports requested in the agreement to Teosto.

The music royalties for the services correspond to the portion of subscription fee income, exclusive of VAT, indicated by the royalty percentage in the table below; however, the royalty must not be less than the minimum price indicated in the table. The minimum price and the royalty percentage correspond to the scope of the license selected by the service provider.

	Basic License	Plus License
<b>Royalty percentage</b>	13.5%	15%
<b>Minimum price EUR/month/subscription</b>	1.10€	1.20€
<b>Discount alternatives max.</b>	3 pcs	5 pcs

### Discount alternatives

Student discount	Trial discount	Family Pack discount
<ul style="list-style-type: none"> <li>• Royalty according to the scope of the license, <b>or</b> -50% of the minimum price according to the scope of the license</li> </ul>	<ul style="list-style-type: none"> <li>• 1 month without royalty, 2nd and 3rd month -50% of the royalty or minimum price according to the scope of the license</li> </ul>	<ul style="list-style-type: none"> <li>• Royalty according to the scope of the license <b>or</b> a minimum price of EUR 2/month/subscription</li> <li>• Maximum of 6 users</li> </ul>
Win-back discount	Annual subscription discount	Single device discount
<ul style="list-style-type: none"> <li>• Royalty according to the scope of the license</li> <li>• 1 month without minimum price</li> <li>• Can be applied to each account only once</li> </ul>	<ul style="list-style-type: none"> <li>• Subscription period of 12 months</li> <li>• Royalty according to the scope of the license during the subscription period or a minimum price for 10 months</li> </ul>	<ul style="list-style-type: none"> <li>• Royalty according to the scope of the license; however, at least EUR 0.50/month/subscription</li> <li>• Subscription limited to a single device</li> </ul>
3rd party discount		
<ul style="list-style-type: none"> <li>• 3rd party commission discount max. 10%</li> </ul>		

### Deductibles from subscription fee income

- Value-added tax
- Product returns defined separately in the agreement
- 3rd party discount, if selected by the service provider
- Credit losses related to subscription fee income

Recouped credit losses are added to the subscription fee income.

The amount of value-added tax at the time of calculation, in accordance with the valid tax legislation, is added to the final calculation.