



Tariffs for radio broadcasters and the online offer of radio programmes

2018



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Obtaining an authorization

If you intend to launch a radio project or a webradio or if you want to offer programmes online, you first need to obtain the authorization of the authors / composers of the musical works. An authorization of the qualified authorities is also necessary. SABAM has been mandated by its associate members (authors, composers and publishers) to grant such authorization subject to the collection of royalties. Similarly, SABAM can grant the required authorization for the repertoire of its foreign sister societies with which a reciprocal representation agreement has been concluded.

In order to obtain this authorization, you have to do the following:

- Before the broadcasts start, you have to file a request with SABAM. You can download the form on our website¹, fill it out and return it to us, signed, to apply for authorization.
- SABAM proposes an agreement in which the conditions to use the repertoire are set. The most important conditions are that you pay royalties and provide us with the programmes (playlists).
- The invoices sent by SABAM must always be paid within 10 days into account number IBAN BE97 3100 7295 0049, indicating the structured message mentioned on the invoice.

Contact

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Fax : +32.2.230.05.89
Email : contact@sabam.be
Website : www.sabam.be

Our colleagues of the Customer Service can be reached on working days from 8:30 AM to 5:00 PM and round the clock by e-mail - contact@sabam.be

¹ Link to our website: <http://www.sabam.be/fr/pour-les-utilisateurs/musique/webradio-tv>

General principles

These amounts are valid from January 1, 2018 to December 31, 2018.

All amounts are exclusive of VAT, which currently amounts to 6%.

The tariffs are linked to the consumer price index 105.75 (basis 100 = 2013) of 31 December 2017.

In this brochure you will find the basic tariffs for broadcasting radio programmes and the online applications of these programmes. If your project derogates from those, please contact us.

Within the framework of this brochure, a (radio) programme is considered as a whole of spoken text and music, with a minimum duration of 30 minutes.

Applications other than those mentioned in the brochure, such as individualized researches, track by track, do not fall under this tariff system.

The tariff mentioned below applies only if a user has requested a **prior authorization** to use our repertoire. If it turns out that works are being used without a request for prior authorization, the tariff will be increased by 30% for the first year of the contract. SABAM also reserves the right to pass on the additional expenses for the report to the user.

A **minimum fee** of 50 € per invoice is applicable.

For **temporary uses**, the above-mentioned tariffs will be calculated as follows:

- Authorization for the use of the repertoire during an uninterrupted period of maximum 1 quarter: 50% of the annual tariff is applicable.
- Authorization for the use of the repertoire during an uninterrupted period of maximum 1 half-year: 75% of the annual tariff is applicable.

The revenues, excluding VAT, which are taken into account to calculate the royalties are those related to the (web)radio's broadcasting activities.

These revenues include, among other things, subsidies, grants, advertising and sponsoring income as well as donations and contributions. However, the exchange of advertising messages is not taken into account.

Advertising income is defined as all amounts charged to advertisers to broadcast their advertising messages, before deducting the sales' costs, agency commissions, super commissions and any other direct or indirect expenses whatsoever.

The above revenues are as a whole taken into account for all the (web)radio's broadcasting activities, whether they are collected directly by the (web)radio or indirectly by another body on behalf of the (web)radio, by an advertising network, a franchisee or an advertising network of a franchisee.

FM broadcasts of sound broadcasting services, independent and in network

A – Basic tariff

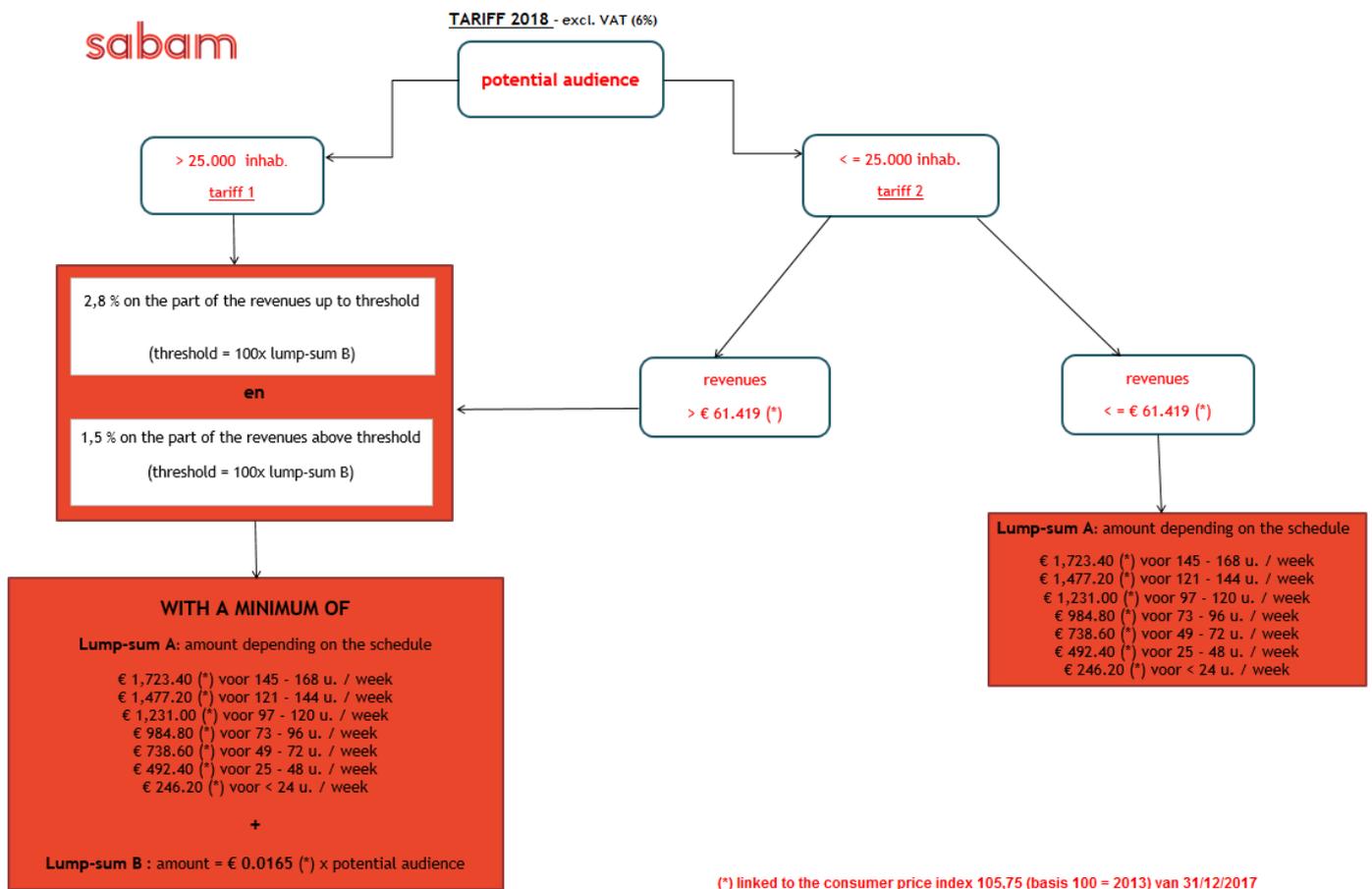
The commercial radio tariff amounts to 2.8% of gross revenues, up to a threshold (= 100 X lump-sum B), and to 1.5% on the part of the revenue above the threshold. For each radio, a minimum fee is set.

This minimum amount is a sum calculated on the basis of a formula, which consists of 2 parts:

Lump-sum A = the amount on the basis of the number of broadcasting hours per week.

Lump-sum B = additional factor in function of the number of potential listeners (number of inhabitants x an amount).

If the radio is broadcasting less than 168 hours per week, the minimum amount will be reduced accordingly, with a minimum of 24 hours/week.



B – Application of the tariff

- Tariff 1: applies to a potential audience of more than 25,000 inhabitants. The minimum consists of a Lump-sum A + a Lump-sum B.
- Tariff 2: applies when the potential audience is less than or equal to 25,000 inhabitants. If the revenues exceed 61,419 € (amount mentioned in the tariff scheme), tariff 1 is applicable.

Simulcasting (simultaneous broadcasting of existing broadcasts)

Unchanged, simultaneous and unabridged broadcasting of wireless programmes existing on the website of the sound broadcasting organisation.

A – Basic tariff

In addition to the remuneration for broadcasting over the air, an additional fee is charged, amounting to:

Maximum streaming capacity	Tariff per year for 168h / week²
Up to 250 simultaneous streams	841.77 €
Up to 500 simultaneous streams	1,262.65 €
Up to 1000 simultaneous streams	1,683.54 €
For each additional bracket of 1000 streams	420.89 €

B – Tariff for independent sound broadcasting services

A lump-sum remuneration of 420.89 € per year for 168 hours/week of broadcasts.³

To benefit from this tariff, the radio's operator must be able to prove that:

- It regards an independent sound broadcasting service.
- The streaming capacity of the simultaneous broadcasting is limited to 25 simultaneous streams.

² If the simulcast amounts to less than 168 hours a week, the above-mentioned amounts will be decreased proportionately. The absolute minimum amount can however never be inferior to 120.25 € per year (+ 6% VAT) => see "proportional tariff" p.6.

³ If the simulcast amounts to less than 168 hours a week, the above-mentioned amounts will be decreased proportionately. The absolute minimum amount can however never be inferior to 60.13 € per year (+ 6% VAT) => see "proportional tariff" p.6.

C – Proportional tariff

If the simulcast amounts to less than 168 hours per week, the above-mentioned minimum amounts will be reduced proportionately, according to the scheme below.

Number of broadcasting hours per week	Maximum 250 streams	Maximum 500 streams	Maximum 1000 streams	Tariff for independent radios
< 24 h.	120.25 €	180.38 €	240.51 €	60.13 €
25 – 48 h.	240.51 €	360.76 €	481.01 €	120.25 €
49 – 72 h.	360.76 €	541.14 €	721.52 €	180.38 €
73 – 96 h.	481.01 €	721.52 €	962.02 €	240.51 €
97 – 120 h.	601.26 €	901.90 €	1,202.53 €	300.63 €
121 – 144 h.	721.52 €	1,082.28 €	1,443.03 €	360.76 €
145 – 168 h.	841.77 €	1,262.66 €	1,683.54 €	420.89 €

Online offer of radio programmes

The offering of radio programmes via Internet.

1. Webradio

Broadcasting of a programme exclusively via Internet.

Regarding the applications falling under the denominator 'streaming', the user has no influence on the progress of the playlist.

A – Basic tariff

2.8% of the revenues achieved through webradio, with a minimum amount of:

Maximum streaming capacity	Tariff per year for 168h/week⁴
Up to 250 simultaneous streams	1,683.54 €
Up to 500 simultaneous streams	2,525.27 €
Up to 1,000 simultaneous streams	3,366.96 €
For each additional bracket of 1,000 streams	841.77 €

B – Tariff for small webradios

A lump-sum remuneration of 841.77 € per year for 168 hours per week of broadcasting⁵

In order to benefit from this tariff, the operator of the webradio has to prove that:

The webradio is non-profit making and does not realize, either directly or indirectly, advertising revenues.

The webradio's streaming capacity is limited to at the most 25 simultaneous streams.

⁴ If the webradio is broadcasting less than 168 h/week, the above-mentioned amounts will be decreased proportionately. The absolute minimum amount can however never be less than 240.51 € per year (+ 6% VAT) => see "proportional tariff" at page 8.

⁵ If the webradio is broadcasting less than 168 h/week, the above-mentioned amounts will be decreased proportionately. The absolute minimum amount can however never be less than 120.25 € per year (+ 6% VAT) => see "proportional tariff" at page 8.

C – Tariff for branded radio

We talk about “branded” webradios when the broadcasts are used in order to promote a specific brand.

3.7% of the revenues achieved through webradios, with a minimum amount of:

Maximum streaming capacity	Tariff per year for 168h/week⁶
Up to 250 simultaneous streams	2,239.15 €
Up to 500 simultaneous streams	3,358.73 €
Up to 1,000 simultaneous streams	4,478.34 €
For each additional bracket of 1,000 streams	1,119.58 €

D – Degressive tariff

If multiple webradios are offered by one and the same organisation, a degressive tariff will be applied. This degressive tariff does not apply to temporary projects (which are broadcast for less than one year).

2.8% of the revenues achieved through webradios, with a minimum amount of:

Tariff per year for 168 h/w	Up to 250 simultaneous streams	Up to 500 simultaneous streams	Up to 1,000 simultaneous streams	Tariff for small projects
1 st webradio	1,683.52 €	2,525.27 €	3,366.96 €	841.77 €
2 nd webradio	1,515.14 €	2,272.72 €	3,030.29 €	757.58 €
3 rd webradio	1,346.80 €	2,020.20 €	2,693.59 €	673.40 €
4 th webradio	1,178.46 €	1,767.66 €	2,356.90 €	589.22 €
5 th webradio	1,010.10 €	1,515.14 €	2,020.20 €	505.04 €
Per webradio as from the 6 th one	841.77 €	1,262.66 €	1,683.54 €	420.89 €

E – Proportional tariff

If the webradio is broadcasting less than 168 hours a week, the above-mentioned minimum amounts will be decreased proportionately.

Basic tariff

Broadcasting hours per week	Maximum 250 streams	Maximum 500 streams	Maximum 1,000 streams	Tariff for small projects
< 24 h.	240.51 €	360.76 €	481.01 €	120.25 €
25 – 48 h.	481.01 €	721.51 €	962.02 €	240.51 €
49 – 72 h.	721.52 €	1,082.27 €	1,443.02€	360.76 €
73 – 96 h.	962.02 €	1,443.02 €	1,923.98 €	481.01 €
97 – 120 h.	1,202.53 €	1,803.78 €	2,404.97 €	601.26 €
121 – 144 h.	1,443.03 €	2,164.51 €	2,885.97 €	721.51 €
145 – 168 h.	1,683.54 €	2,525.27 €	3,366.96 €	841.77 €

⁶ If the webradio is broadcasting less than 168 h/week, the above-mentioned amounts will be decreased proportionately. The absolute minimum amount can however never be less than 319.89 € per year (+ 6% VAT) => see “proportional tariff” at page 8.

Branded webradio

Broadcasting hours per week	Maximum 250 streams	Maximum 500 streams	Maximum 1,000 streams	Tariff for small projects
< 24 h.	319.89 €	479.82 €	639.75 €	159.94 €
25 – 48 h.	639.75 €	959.63 €	1,279.51 €	319.89 €
49 – 72 h.	959.63 €	1,439.47 €	1,919.28 €	479.82 €
73 – 96 h.	1,279.51 €	1,919.28 €	2,559.04 €	639.75 €
97 – 120 h.	1,599.42 €	2,399.10 €	3,198.80 €	799.69 €
121 – 144 h.	1,919.28 €	2,878.92 €	3,838.56 €	959.63 €
145 – 168 h.	2,239.15 €	3,358.73 €	4,478.34 €	1,119.58 €

2. Radio programmes on demand

The radio programmes that can be listened to on demand. The user has a limited influence on the progress of the programme (play – pause – fast forward) but cannot look for individual tracks. The user cannot download the programme.

A – Basic tariff

6% of the revenues achieved through streaming, with a minimum amount of:

Per hour available online	Tariff per year per hour	Ceiling for ≤ 24 hours	Ceiling for > 24 hours
Programme with < 50% of copyrighted repertoire	70.15 €	841.77 €	1,683.54 €
Programme with > 50% of copyrighted repertoire	140.29 €	1,683.54 €	3,366.96 €

B – Tariff for branded radio programmes on demand

We talk about branded radio programmes on demand when the broadcasts are used to promote a specific brand.

8% of the revenues achieved through streaming, with a minimum of:

Per hour available online	Tariff per year per hour	Ceiling for ≤ 24 hours	Ceiling for > 24 hours
Programme with < 50% of copyrighted repertoire	93.26 €	1,119.58 €	2,239.15 €
Programme with > 50% of copyrighted repertoire	186.59 €	2,239.15 €	4,478.34 €

3. Podcasting radio programmes

Radio programmes that the visitor can download. The user has a limited influence on the progress of the programme (play – pause – fast forward) but he cannot look for individual tracks.

A – Basic tariff

6% of the revenues achieved through podcasting with a minimum amount of:

Per hour available online	Tariff per year per hour	Ceiling for ≤ 24 hours	Ceiling for > 24 hours
Programme with < 50% of copyrighted repertoire	105.22 €	1,262.63 €	2,525.27 €
Programme with > 50% of copyrighted repertoire	210.44 €	2,525.27 €	5,050.55 €

B – Tariff for podcasting branded radio programmes

We talk about podcasting of branded radio programmes when the broadcasts are used to promote a specific brand.

8% of the revenues achieved through podcasting, with a minimum amount of:

Per hour available online	Tariff per year per hour	Ceiling for ≤ 24 hours	Ceiling for > 24 hours
Programme with < 50% of copyrighted repertoire	139.98 €	1,679.38 €	3,358.73 €
Programme with > 50% of copyrighted repertoire	279.89 €	3,358.73 €	6,717.48 €

4. Internet radio portals

A radio portal brings together one or more pre-existing radios on the same website that can be listened to without leaving the website of the radio portal.

2.8% of the revenues achieved through the radio portal, with a minimum of:

Number of radios	Tariff per year
1 radio	€ 334.29
From 2 to 50 radios	€ 835.72
From 51 to 100 radios	€ 1,671.43
From 101 to 200 radios	€ 3,342.86

In case the number of radios exceeds 200, the amount of royalties will be subject to a negotiation between the parties, but will never be less than 3,273.00 € per year.