

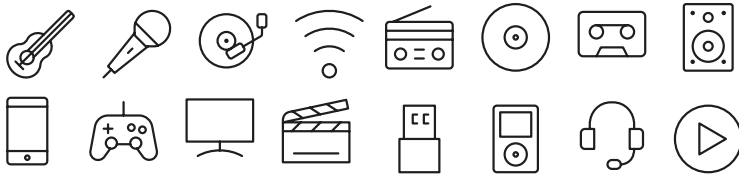
What does a OneMusic licence mean to your business?

- 1 Permission. When you play music that is protected by copyright in your business, New Zealand law requires permission (a licence) from the creators.
- 2 It shows your business respects and supports music creators who spend countless hours developing their skills to make the music your business wants to use.
- 3 You benefit by playing music. Music creates a better atmosphere, and keeps you, your staff and your customers entertained and engaged.

84% of hairdressers say playing music makes the salons atmosphere more welcoming or exciting¹

60% of hairdressers agree that playing music increases the likelihood of customers returning¹

78% say when good music is played it makes them feel more positive towards the business²



Music in your business is different to listening to music at home.

The change in scenery means a change in the rights, and you need permission (a licence) to play music in your business.

The music we consume every day is made available to us for personal or domestic use only. When you use music in your business, legally this is considered a *public performance*.

If you look closely at the terms and conditions on your CDs and online. You'll find statements like **personal use only**, **non-commercial use** or **not authorised for public performance**.

This includes music in all forms, from live music, digital music services, CDs, even talkback radio, and television.

Check us out.



What is the Copyright Act?

The Copyright Act 1994 grants music creators exclusive rights over how their work is used, and provides a legal framework to enable them to earn a living when their work is used.

They are businesses too, and granting permission to play what they have created is one of the ways music creators earn an income.

New Zealand is not unique, and businesses around the world also need to get permission or a licence for their music use.



“ The appreciation of song (words and music) is universal. Every single person enjoys songs every day of their lives. In fact, it happens so regularly and in such a way that we don't think about it. But if it were to disappear from our lives, we would soon sense something was very wrong.

Mike Chunn
CNZM
CEO Play It Strange,
Former Split Enz
& Citizen Band.



What we do isn't simple, but we make it simple for you.

Your OneMusic licence gives you permission to play essentially all commercially released music from here and around the world.

Instead of you having to contact and get permission from every songwriter, composer, publisher, recording artist and record label, for every single song you play – **you get a licence with us.**



I'm hoping more businesses can get behind us so we can continue to support all of our entrepreneurial music creators who spend countless hours creating the music businesses want to play. It's a two way street. We love to help enhance your space and you could help us create more great music.

Lou'ana
Kiwi Pacific Artist,
singer-songwriter
& musician

Where does your licence fee go?

Your OneMusic licence fee is distributed by **APRA AMCOS** and **Recorded Music NZ**, the two companies behind OneMusic.

Organisations like ours exist around the world. Together we represent the vast repertoire of music with a wealth of data about what music is being used.

Every month **over 330 million lines of music data is analysed** from digital music services, background music suppliers, radio stations, television stations, live performers and more.

From our databases we determine fairly and efficiently which music creators to pay and how much to pay them. It's about striking a balance between accuracy and efficiency, which is why we do not expect you to supply us with your song lists.

After minimal administration costs all income collected is distributed to the songwriters, composers, publishers, recording artists and record labels who make and own the music you play in your business.

When you hear about music royalties, that's what we do.

Many music creators earn an income by granting organisations, like ours, the right to collect and pay their royalties. Each organisation has a commitment to their music creators and their own distribution policies. Find out more visit onemusicnz.com/distribution

How it works.



1. Businesses get licensed

You gain the legal permission needed to play our music in your business.



Songwriters, Composers and Music Publishers



Recorded Music NZ
Recording Artists and Record Labels

2. Music creators get paid

Your licence fee is distributed by APRA AMCOS & Recorded Music NZ.



3. Businesses play music

Music enhances your business, you, your staff & customers all benefit.



4. Music keeps being made

Crafting music takes time, money & creativity. Your licence plays a part.

Who is APRA AMCOS & Recorded Music NZ?

APRA AMCOS stands for Australasian Performing Right Association Limited (APRA) and Australasian Mechanical Copyright Owners Society (AMCOS), they represent Songwriters, Composers and Music Publishers.

Recorded Music NZ represents Recording Artists and Record Labels.

Before OneMusic, businesses needed a licence from both APRA AMCOS and Recorded Music NZ to cover all copyrights in music. Requiring separate licences was both confusing and time consuming for businesses.

OneMusic is a joint licensing initiative between APRA AMCOS and Recorded Music NZ who created a single licence to cover the permissions businesses need to play essentially all commercially released music in public.



**Your favourite musicians play a part
in your business success,
play a part in theirs
with a music licence from us.**

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Hair & Beauty FAQs.

What is Music Dubbing? Music Dubbing cover is in addition to your Background Music fee when downloading, copying, or using **digital music services like Spotify, YouTube, Apple Music, and more**. Music Dubbing ensures you have the permission needed for uninterrupted convenience and access to millions of our songs at your fingertips.

Find out more onemusicnz.com/dubbing

It's important to note, our licence only gives you permission to use our music in your business, it **doesn't override the Terms of Use** for the personal digital music service.

What is Music On Hold? This charge is based on your caller capacity, which is the maximum number of held calls that your callers can be listening to music at any one time through your phone system, be it line based or digital.

Did you know? 90% of callers with silence on hold hang up within 40 seconds³

What is a Background Music Supplier? When it comes to creating the perfect ambient mix for your customers, some businesses choose to use a music curation service, or Background Music Supplier. They put together music for your business and work with us. Like a digital music service, not all cover the right to play music in your business, so it is best to check with us. Find out more onemusicnz.com/music

Do I have to go through OneMusic to play music in my business? When it comes to playing the largest possible music collection, Yes. There are other options like direct licensing arrangements with copyright owners, or solely using music outside our repertoire. The OneMusic licence is your best protection from being found to be infringing copyright and provides the easiest and most cost-effective way to access the vast majority of the world's repertoire of music.

APRA New Zealand Limited trading as OneMusic GST REG NO. 82-601-740

¹VisionCritical research, April 2012 of 1,000 UK businesses. Entertainment Media Research, 2009 on 2,000 UK consumers and 2010 on 400 small retailers, hairdressers, offices and factories. ²PRS For Music. (2017) Customer research reveals benefits of in-store music. ³Lightman., E. (2015) The #1 Cause of Wasted Marketing Dollars and How to Fix it. Photo credit: Julia Franchino Dubor.