

**DATE:** 24 September 2018

## CRUISE SHIPS FINAL POSITION PAPER

OneMusic Australia is a joint venture initiative of APRA AMCOS and PPCA.

On 4 July 2018, OneMusic Australia released a consultation paper seeking feedback on a proposed music licensing scheme for domestic and international cruise ships. That paper can be found [here](#).

OneMusic Australia received welcome feedback on that paper from relevant stakeholders which has been helpful in determining if the proposed scheme is practical and accepted by the sector.

This document serves as further notification that OneMusic Australia has reviewed the way in which businesses are licensed to use music in order to implement a new, wide-ranging and simplified music licensing scheme. This paper is not for the purpose of consultation on the individual distribution processes undertaken by APRA AMCOS and PPCA.

The proposed scheme set out below will commence from mid-2019 and OneMusic Australia will provide due notice to businesses to migrate their existing licences where relevant.

Further information about OneMusic Australia can be found [here](#).

### FEEDBACK RECEIVED

Feedback received included a number of suggestions regarding discounts and large-volume fee reductions. We agree to implement the following two suggestions:

#### ADVANCE PAYMENT DISCOUNT

If cruise ship operators choose to pay their OneMusic licence fee two years in advance, a 2.5% discount will be applied to that fee. Operators will also have the benefit of locking in the payment at the relevant current rate and avoid any CPI increases occurring in the period.

#### LARGE VESSEL DISCOUNT

Large vessels with over 450 cabins will pay the standard rate for the first 450 cabins and a reduced rate, at 85% of the standard rate, for additional cabins.

## THE PROPOSED SCHEME

The proposed scheme only covers those cruise ships that offer multi-day pleasure cruises and provide sleeping berths and cabins. Smaller cruise ships that operate to provide dining or sightseeing without on-board overnight accommodation, or ships that offer multi-day cruises but do not offer featured music of any kind will be covered under a separate OneMusic licence.

The following rates are to be applied per-cabin, and are phased in over four years.

Table 1:

		PER-CABIN RATE					
GST	CABINS	YEAR ONE	YEAR TWO	YEAR THREE	YEAR FOUR	YEAR FIVE ONWARDS	
Exclusive	Cabins 1-450	\$250	\$300	\$340	\$370	CPI increase	
	Cabins 451 and above	\$212.50	\$255	\$289	\$314.50		
Inclusive	Cabins 1-450	\$275	\$330	\$374	\$407	CPI increase	
	Cabins 451 and above	\$233.75	\$280.50	\$317.90	\$345.95		

Table2: Partial Rights

Where a cruise ship has no need of the full suite of rights offered by OneMusic Australia (because, for example, it is flagged in certain overseas territories where sound recordings are not protected under the relevant copyright legislation) a 'partial' licence will be made available. Where this applies, the rate will be reduced by 50% subject to a floor at the current APRA AMCOS rate, as set out in the table below:

		PARTIAL RIGHTS PER-CABIN RATE					
GST	CABINS	YEAR ONE	YEAR TWO	YEAR THREE	YEAR FOUR	YEAR FIVE ONWARDS	
Exclusive	Cabins 1-450	\$132.43	\$150	\$170	\$185	CPI increase	
	Cabins 451 and above	\$132.43	\$132.43	\$144.50	\$157.25		

## NEXT STEPS

OneMusic Australia intends to publish the detailed terms of the licence scheme shortly in order to provide advance notice to businesses of the new structure and rates. The timing of that publication will depend on the finalised start date for OneMusic Australia, but we will endeavour to provide at least six months' notice.

## FURTHER QUESTIONS

If you have any questions or would like to discuss the proposal further, please email [questions@onemusic.com.au](mailto:questions@onemusic.com.au) and we will be in touch as soon as possible.