

## FAQs Digital Distribution

### Which music stores does HOFA digital work with?

With all leading music stores such as iTunes, Spotify, Amazon, Napster etc. and with mobile phone providers and other stores such as fairplayshop.com.

#### What are the costs?

We charge a basic fee of  $\in$  83.30 for the release of an album on popular music platforms and  $\in$  41.65 if you only need iTunes for an unlimited period. A cancellation fee of  $\in$  59.50 including VAT will be charged for terminating the contract. **How high is the payout and how is it settled?** 

75 % of sales proceeds are distributed after royalties (fees) have been deducted. Billing takes place monthly, but with a time lag of a few months. With some portals, the billing mode can also take place even later.

### Can you set the selling price yourself?

A desired selling price can be specified. Only price ranges can be specified for some platforms, the exact pricing is left to the shops.

### What rights must be assigned?

We only need the digital distribution rights to the titles. All other rights remain unaffected, such as copyrights, master rights, publishing rights, etc. There is no exclusive binding, so you would be able to upload your album to other platforms that we do not supply.

### Which codes are required?

For a digital listing we need both an EAN and ISRC code. If there are no codes assigned to your album yet, we can provide them. We can give you the EAN code as a number free of charge.

### What about copyright fees and GEMA?

Anyone who sells their songs as an author, which means as a lyricist or composer, receives payments based on copyright. The respective portals report your sales directly to the copyright companies such as GEMA, SUISA, AKM, etc., which in turn forward the payments to you. The prerequisite is, of course, that you are a member of one of these collecting societies. However, membership is not mandatory. You can also sell your songs with us if you are not a GEMA member. If you upload music that is subject to a license for download, the distribution will be reduced by the license fees charged by the individual portals.

### Can I set an individual release date for my album?

We are happy to consider your request for a specific release if you tell us this on the phone or in an email. When setting the release date, it should be considered that it can take up to six weeks after our upload to appear in the various stores.

### Does a CD have to be produced in order to use digital distribution at HOFA?

No, a production is not necessary.

## Does it have an impact if the titles are already physically available in stores?

If you have already published your songs as a medium elsewhere, you can of course still offer your songs digitally with us, provided you have all the distribution rights.



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### Is my music guaranteed to be released on a specific platform?

No, unfortunately we cannot give any guarantees. It's the same as always in sales: the customer, for example Amazon MP3, buys his "goods" himself and decides which albums are listed.

# What about audio samples?

Audio samples are provided by sales platforms such as iTunes. We can specify the start times of the previews for each track when listing your album.

For example: Audio sample should start at 2 minutes 36 seconds: The start time is then 156 seconds.

### What is required to upload the files?

If you produced your record with us, we create the cover art and use the track files from the physical production. Optionally, you can send us your songs together with a cover photo as a JPEG file (3000 x 3000 pixels and 76 DPI) and wave files (16 or 24 bit) especially for digital distribution. The metadata must be filled out via the customer center.

# > What are the special features of the genre "classic"?

If you select the classical genre, please note the following information for the titles if possible:

Standardized classic format:

Work catalog number: set number title

For example: Orchestral Suite No. 3: BMV 1068 Air

Alternatively, the title of the main work and the catalog number can also be placed in brackets after the sentence or the

usual title of the work:

For example: All I Ask of You (From "The Phantom of the Opera")

This information, if available, must be listed in exactly this standard in every title of a track in order to be sure that the portals will accept the titles immediately and that the digital setting will be available online promptly.

#### > Can an audio book also be published digitally?

If you want to publish an audio book digitally, there are a few specifics that must be observed.

We need a description text that contains at least 150 characters. Furthermore, three different genres must be specified, which your responsible investigator will discuss with you before publication. A speaker is also required, but in most cases, this will coincide with the performer.