

July 31, 2015

Mr. Masanori Aoyagi
Commissioner of the Agency for Cultural Affairs
3-2-2 Kasumigaseki, Chiyoda Ward
Tokyo 100-8959
Japan

Dear Commissioner Aoyagi,

I am Lorenzo Ferrero, an Italian opera composer and President of the International Council of Creators and Composers of Music (CIAM).

CIAM was created in 1966 as a consultative committee of CISAC¹, in order to consult the music creators on the issues related to their rights. At present CIAM is also the umbrella organization of four independent partner alliances from four continents: North America (MCNA), Europe (ECSA), South America (ALCAM) and Africa (PACSA).

I have been informed by JASRAC that JASRAC has been engaged in negotiations with the Japanese representative of DSPs to update the online tariff rates, in particular, for the digital streaming services which are currently most popular in the world, and has been facing strong resistance from them for the last several months.

According to JASRAC, JASRAC is proposing a new rate for digital streaming services, 12%~4.5% to catch up to internationally prevailing rate, 15%~10% for digital streaming

¹ **CISAC** – the International Confederation of Societies of Authors and Composers – is the world's leading network of authors' societies (also referred to as Collective Management Organizations, or CMOs). With 230 member societies in 120 countries, CISAC represents four million creators from all geographic areas and all artistic repertoires; music, audiovisual, drama, literature and visual arts. Founded in 1926, CISAC is a non-governmental, not-for-profit organization with headquarters in France and regional offices in Africa (Burkina Faso), South America (Chile), Asia-Pacific (China) and Europe (Hungary).

services, which are being applied in many countries including Australia, UK, France, Germany, Holland, Norway and Denmark.

CIAM is carrying out the FAIR TRADE MUSIC PROJECT which has the primary objective of certifying that all parties in the music business adhere to standards of transparency and fair compensation for music creators. We hope this project would increase the respect of copyright/authors rights and collective management. At present, we are calling for fair remuneration from digital streaming services around the world.

At this juncture, CIAM fully supports JASRAC's efforts in their negotiations to introduce the international standard of digital tariffs in Japan, and pays particular attention to the tariff development in one of the leading economies in the world. CIAM's concern is that a weaker position of music creators in one leading economy might negatively affect the negotiations in all the other parts of the world.

We believe a quickly normalized tariff environment will allow the Japanese music market to expand for the benefit of music consumers and creators.

Therefore, CIAM urges you to provide any assistance necessary in implementing JASRAC's proposed tariffs soon through the ongoing negotiations.

Sincerely yours,



Lorenzo Ferrero
CIAM President

CC: Gadi Oron, Director General of CISAC
Mitsuo Sugawara, President of JASRAC