

KOBALT

Music Publishing for the 21st Century Summer/Fall 2005

Vol. 1 No. 1



 Kobalt

NEW DEALS

KOBALT CLOSES WORLDWIDE DEAL WITH MARATONE, MAX MARTIN & RAMI

STOCKHOLM, SWEDEN -- **Max Martin**, one of the most consistent hitmaking songwriter/producers in popular music today, has concluded an exclusive, worldwide administration deal with Kobalt Music Group.

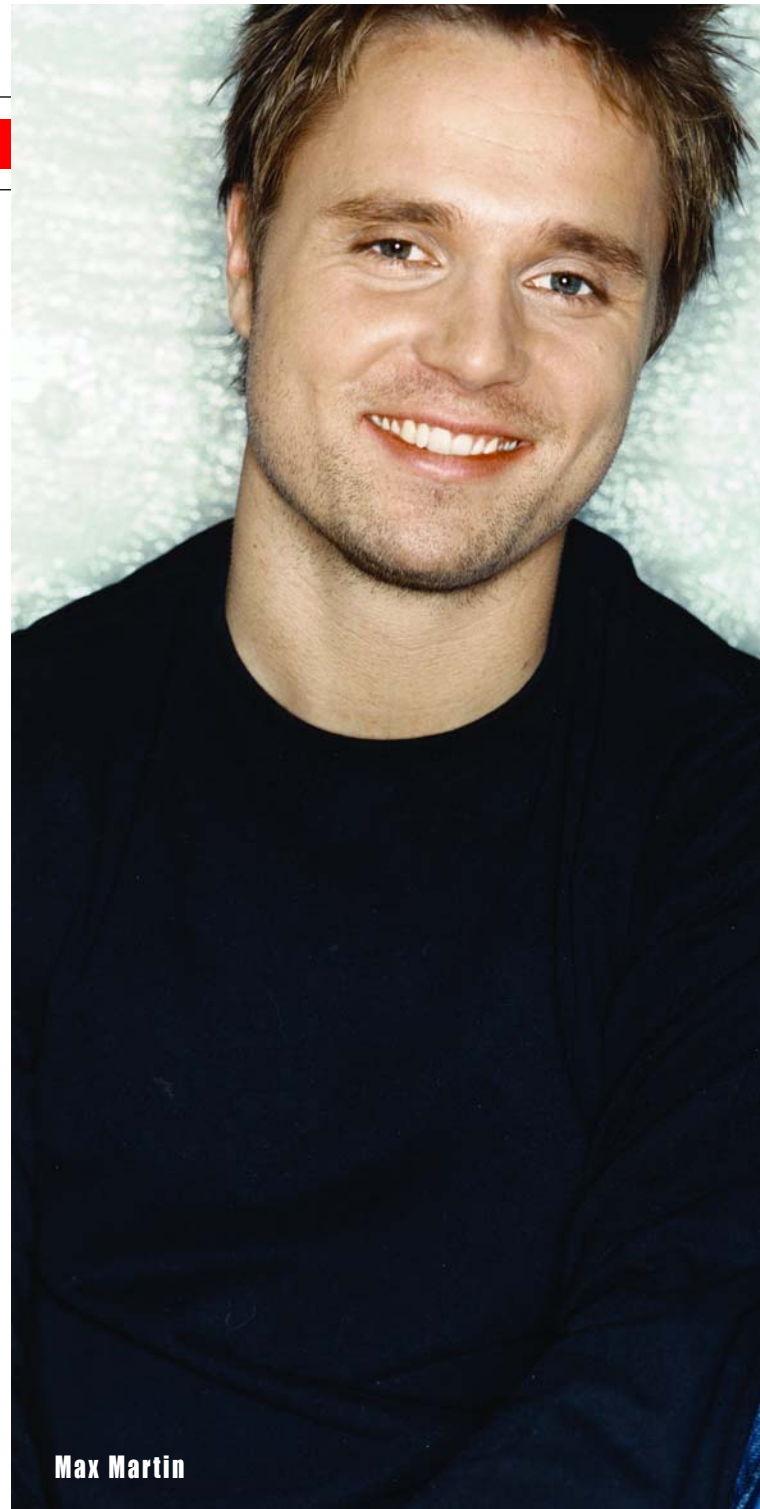
The deal, which is signed between Kobalt and Martin's publishing company Maratone, is for Martin's 2005 copyrights and future works and includes additional writers signed to Maratone, including **Rami Yacoub** (Backstreet Boys, Westlife, Britney Spears), **Arnthor Birgisson** (Janet Jackson, Jennifer Lopez, Jessica Simpson) and **Alexandra** (BSB, Westlife, A-Teens).

As part of the deal, Kobalt will also exploit Maratone's works for synchronization for film, TV, advertising and other media.

In making the announcement, Kobalt Co-founder and CEO Willard Ahdritz commented: "With such a track record and continued success, Max Martin could obviously sign with almost any company - but he chose the Kobalt model. We are very excited to have concluded this significant deal with him and Maratone. It is a testament to the fact that major talent is looking to Kobalt as the publishing house of the 21st century."

Kobalt Co-founder and director Johan Ekelund said, "Max Martin is one of the most influential composers of our time, and it is a great honour that he has chosen Kobalt for the global administration of their publishing activities."

Cont. on Page 8



Max Martin

Message From The CEO / Founder



WILLARD AHDRTZ

NEW MODEL FOR COLLECTING PUBLISHING ROYALTIES SETS NEW INDUSTRY STANDARDS

Reduction In Royalty Collection Time Of Up To 50 Percent And Substantially Improved Transparency

Collection of royalties has historically been time-consuming and costly. Usually writers receive royalties nine to 24 months after they are earned and pay a significant amount - up to 50% - of gross royalties to intermediaries, including collection societies. In addition, low transparency and complex reporting have made it nearly impossible for writers to understand if collected royalties are correct or comprehensive. The millions of transactions in the current real world will become billions of transactions in the digital world. As the variety and volume of transactions increase, this situation can only get worse.

While others debate whether and how to change

this system, Kobalt has created a new model for collection of publishing royalties that represents a profoundly different approach. Combining modern technology with our knowledge of the music publishing business and changing industry structures, we have developed a centralised administration organisation. This enables us to collect royalties from transactions around the globe and provide information in real-time to the client through a revolutionary new web portal.

The new Kobalt model offers a service that reduces the number of interfaces from writer to user. Kobalt directly interfaces with collection societies or end-users for approximately 85% of

global royalties, without the use of local representatives and agents. This cuts out many fees usually paid to middlemen. Kobalt's services also enable clients to enter information directly into the system, as well as receive live information about their catalogues and associated royalties. Automation provides quick access to information and reduces error rates. As a result, Kobalt offers a reduction in royalty collection time of up to 50%, as well as substantially improved transparency. Kobalt gives detailed and comprehensive information to clients, allowing a better understanding of their income and a higher level of comfort that they are being paid correctly. *Cont. on Page 8*

NEW DEALS

GWEN STEFANI

KOBALT SIGNS EXCLUSIVE DEAL WITH GLOBAL SUPERSTAR

LOS ANGELES, CA -- The announcement of Kobalt's signing of global superstar, solo artist, fashion icon and **No Doubt** frontwoman **Gwen Stefani** to an exclusive, ex-North America administration deal rippled through the music industry as it landed a cover story in *Billboard* magazine.

Kobalt is administering her publishing company, **HARAJUKU LOVER MUSIC**, and representing the copyrights for synchronization for Film, TV and advertising and other media. The deal includes her new solo debut album, *Love. Angel. Music. Baby.* (Interscope), which has scanned in excess of 4 mil-

lion units worldwide. Stefani co-wrote all songs on the global chart-topping



A SHOT HEARD ROUND THE WORLD: Stefani Deal Hits Billboard Cover

CD, which has had a long Top 10 stretch in the U.S.

Stefani's publishing company is utilizing Kobalt's

new, state-of-the-art online client account tools, which include unique royalty analysis and royalty tracking tools allowing clients to be completely involved in the process of managing their copyrights.

Stefani's most recent single, "**Hollaback Girl**," is a smash No.1 hit and video. Her single "**Rich Girl**" also reached Top 10 in the U.S. and on Billboard's European Singles Chart. At the Brit Awards this year, Stefani received the accolade for International Female Solo Artist. She also received a Grammy nomination for Best Female Pop Vocal Performance for "**What You Waiting For?**"



NINE INCH NAILS INKS WITH KOBALT

LOS ANGELES, CA -- Nine Inch Nails (NIN) has signed an ex-north American administration deal with Kobalt Music Group. As part of the agreement, which includes

representation of the new album as well as NIN future works, Kobalt will also represent the band synchronization. Fronted by **Trent Reznor**, the

band recently scored global No. 1's with its new album, *With Teeth* (Interscope). *With Teeth* has reached Top 10 on Billboard's European Top 100 Albums Chart. Nine Inch Nails is slated to tour North America in the fall.



KOBALT SIGNS COUNTRY MUSIC SUPERSTAR TOBY KEITH

NASHVILLE, TN -- Multi-platinum country music superstar **Toby Keith** has signed an exclusive administration deal with Kobalt Music Group for the world ex-U.S. The deal includes Keith's entire back catalog and future works.

Keith's 13th album, *Honkytonk University* (Dreamworks/Universal), has topped charts in the U.S. since its debut May 17.

Keith's hit singles include: "**How Do You Like Me**

Now?!" (a multi-week No. 1), "**Country Comes To Town**," "**You Shouldn't Kiss Me Like This**," "**I'm Just Talkin' About Tonight**," "**I Wanna Talk About Me**," "**My List**," "**Courtesy of the Red, White and Blue (The Angry American)**," "**Who's Your Daddy?**", "**Beer For My Horses**," "**I Love This Bar**," "**American Soldier**" and "**Whiskey Girl**." His Greatest Hits 2 collection, released late last fall, is

already nearing triple platinum and established yet another hit in Keith's repertoire, "**Stays In Mexico**."

Keith is a top live draw, regularly ranking as a top ticket-seller in any genre.

The Academy of Country Music named him Entertainer of the Year in 2003 and 2004, representing just two of the literally dozens of peer-voted, fan-voted and industry achievement awards he has received.



NEW DEALS

MORE NEW SIGNINGS

THE HIVES: One of the hippest and trendiest bands of the early 2000s, Swedish rock band **THE HIVES** has signed a worldwide, exclusive administration deal with Kobalt Music. The band is currently preparing for a new release this fall. The CD will follow up their last two Top 10 CDs, *Your New Favourite Band* and *Tyrannosaurus Hives*.

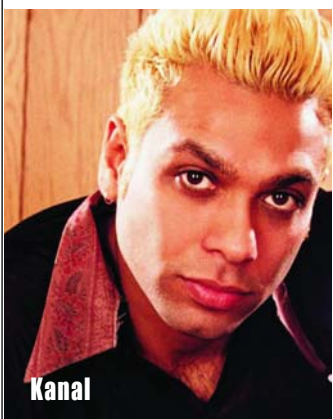
TONY KANAL: Kobalt is now administering ex-North America publishing for **NO DOUBT** bassist, producer and songwriter **TONY KANAL**. The Grammy-winning artist co-wrote three songs on Gwen Stefani's solo CD, *Love. Angel. Music. Baby.*, as well as produced works for the *50 First Dates* soundtrack.

TEARS FOR FEARS: Platinum-selling duo **TEARS FOR FEARS** (Roland Orzabal and Curt Smith) has signed an exclusive, worldwide administration deal with Kobalt Music Group. One of the most beloved British bands to emerge in the early 1980s, Tears For Fears broke through with the back-to-back hit singles "Everybody Wants To Rule the World" (No. 1 U.S., No. 2 U.K.), "Shout" (No. 1 U.S., No. 4 U.K.) and "Head Over Heels" (No. 3 U.S., No. 12 U.K.) from their chart topping, five-times platinum album *Songs From the Big Chair*. They hit again in 1989 with "Sowing the Seeds of Love" (No. 2 U.S.) from the platinum album *The Seeds of Love* (No. 1 U.K., No. 8 U.S.).

OTHER NEW DEALS: Wet Wet Wet, Teddy Riley, Deniz Foster, and Dennis Matkosky.



The Hives



Kanal



Tears For Fears

DONALD FAGEN

MULTI-GRAMMY WINNING STEELY DAN LEGEND SIGNS WITH KOBALT MUSIC

NEW YORK, NY - Kobalt Music Group has signed an exclusive, worldwide administration deal with **Steely Dan** co-founder **DONALD FAGEN**.

Through the deal, Kobalt will administer the Rock and Roll Hall of Famer's hits such as "Hey Nineteen" (Top 10 U.S.), "Time Out of Mind," "I.G.Y.," "New Frontier" and "Tomorrow's Girls," and such albums as *Gacho* (#9 U.S.), *The Nightfly* (#11 U.S.), *Kamakiriad* and the multi Grammy-winning album *Two Against Nature* (Album of the Year and Best Pop Vocal).

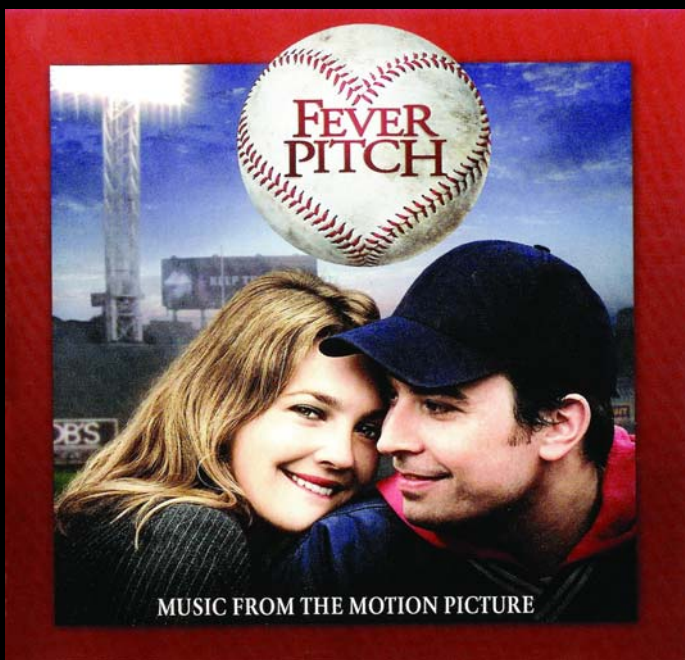


DR. LUKE SIGNS WITH KOBALT

NEW YORK, NY -- Lukas "Dr. Luke" Gottwald has signed an exclusive, worldwide administration deal with Kobalt Music Group. Dr. Luke has most recently co-written and produced chart singles for **Kelly Clarkson's** multi-platinum album, *Breakaway* (RCA) ("Since You've Been Gone" and "Behind These Hazel Eyes") as well as for the **Backstreet Boys'** new chart-topping album, *Never Gone*.

SYNCH LICENSING

Kobalt's synch licensing division has top-tier synchronization agents working in all major territories including the U.K., U.S., Europe, Asia and Australia. All synchronization activity and deal negotiations are centralized in the U.K. headquarters, which liaises with all agents, provides information and songs plus assists with creative briefs and song pitches. Kobalt works to maximize exploitation opportunities for clients by building on existing relationships and seeking new business opportunities and revenue streams.



Tears For Fears track "Who Killed Tangerine" is featured in the motion picture Fever Pitch.

NEW/ UPCOMING RELEASES

UB40 (Sanctuary Music) - New Album - Who You Fighting For released JUNE 2005

The Editors (Soul Kitchen Music) - Debut Album - The Back Room released Summer 2005

The Offspring - Greatest Hits released June 2005

Stereolab - New album due in Fall 2005

TOP RINGTONE SELLERS

TITLE	WRITER(S)	ARTIST
What You Waiting For?	Stefani	Gwen Stefani
Rich Girl	Stefani	Gwen Stefani
Hollaback Girl	Stefani	Gwen Stefani
My Band	Resto / King	D-12
Lose Yourself	Resto / King	Eminem
Got Some Teeth	Resto / King	Obie Trice
Superman	Resto / King	Eminem
8 Mile	Resto	Eminem
Come Undone	Ottestad	Robbie Williams
Hey Baby	Price	No Doubt

chart news

THE OFFSPRING

The Offspring's Greatest Hits album debuted Top 10 on the U.S. charts in June. *Conspiracy of One*, *Americana* and *Ixnay on the Hombre* all went Top 10 in the U.S. They reached No. 1 with their singles "Smash," "Gone Away" and "Come Out and Play." Top 5 catalog hits include their smash hit "Pretty Fly (For a White Guy)," "Self Esteem" and "I Choose." The *Americana* album went Top 10 in the U.K., and "Pretty Fly (For a White Guy)," reached No. 1.

LUIS RESTO & STEVE KING (PRODUCERS OF EMINEM)

Kobalt represents Eminem producers Luis Resto and Steve King, who have enjoyed tremendous global success collaborating with the world renowned rapper. Eminem's last three albums have all reached No. 1 in the U.S. He has had numerous hit singles including "Lose Yourself" and "Superman." Additionally a massive success in the U.K. Eminem also went to No.1 in the U.K. with his album, *The Eminem Show*.

UB40

UB40's greatest hits album, *The Best Of UB40 Vol. 1*, debuted at No. 2. UB40 has had Top 10 hits in the U.K. including "One in Ten" as well as 10 Top 10's on the U.K. album charts, including the No. 1 song, "Labour of Love."

HOWARD JONES

Howard Jones' album, *Dream Into Action*, debuted in the Top 10 on the U.S. charts. He's had numerous Top 10 hits such as "No One is to Blame," "Things Can Only Get Better" and "Everlasting Love," Jones had success in the U.K. with his album "Human's Lib," which went to No. 1. He also had three other Top 20 albums. "New Song" and "What Is Love" were two of many Top 5 singles that he released.

GUNS 'N' ROSES (AXL ROSE)

In the U.S. Guns 'N' Roses has had two No. 1 albums, *Appetite for Destruction* and *Use Your Illusion* and two No. 2 albums (*Greatest Hits* and *G N' R Lies*). Their many Top 10 hits include: "Welcome to the Jungle," "Paradise City," "November Rain" and the No. 1 rock anthem, "Sweet Child Of Mine". In The U.K., five of their albums charted in the Top 5, including three No.1's.

BADLY DRAWN BOY

Badly Drawn Boy has had three Top 10 albums in the U.K. including the *About a Boy* soundtrack. Nine singles were released -- each of which went Top 40. "You Were Right" debuted at No. 9.



THE RAVEONETTES

The Raveonettes have had a Top 40 hit with "That Great Love Sound." Their new album, *Pretty In Black*, was released in July fueled by the new single, "Love in a Trash Can."

JEZ ASHURST (Sanctuary) and MATS HEDSTRÖM (Good Songs/Marvel Music)

Kobalt administered writers Jez Ashurst (Sanctuary Music) and Mats Hedström (Good Songs/Marvel Music). Both had No. 1 songs on the No. 1 album in Japan, *Joy*, by Yuki.



KEEP AN EYE ON... THE EDITORS

Signed to Soul Kitchen Music (administered by Kobalt), The Editors are at the forefront of the British new-wave revival and have been aggressively pursued by major labels this spring. A new album is due for release this summer. They are headlining a U.K./European summer tour, which includes all of the major festivals.

creative news

AWARDS

Kobalt writer **Iain Archer** (pictured right with songwriter and broadcaster **Tom Robinson**) received an Ivor Novello award as a co-writer on **Snow Patrol**'s 2 million+ selling album, **Final Straw**.

Kobalt writer **Pete Wolfe** (Wolfman) also received an Ivor Novello nomination for Best Contemporary Song for his tune, **"For Lovers."**

Kobalt writer **Matt Cooper** won the Winter Music Conference's "IDMA" (International Dance Music Award) for Best Latin Dance Track, 2004 for the song, **"Lei Lo Lai."**

ASCAP Writer **Dennis Matkosky** won a recent ASCAP award. Matkosky has had cuts on **Lee Ann Rimes'** last two CDs and also co-wrote **Rascal Flatts'** smash hit, **"Feels Like Today."**

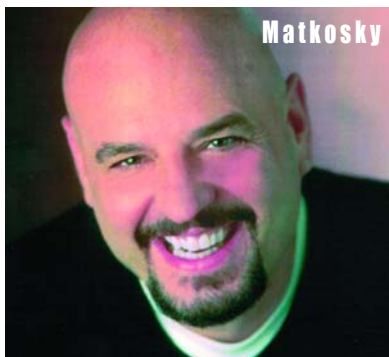


Photo: Adrian Burrows

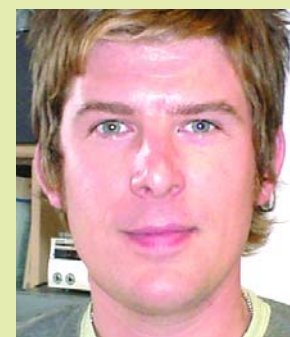
staff news

As part of Kobalt Music Group's growth initiative, several new staff promotions and appointments have been announced:

Sas Metcalfe has been promoted from Creative Director to Executive Vice President, Creative. Reporting to Willard Ahdritz, Metcalfe's new role includes managing the company's global creative affairs staff and artist/writer development, as well as pursuing new business. She is based in Kobalt's London headquarters. Metcalfe joined Kobalt in 2001 from EMI and was previously Head of A&R at Warner Chappell Music, where she signed such acts as **Radiohead**, **EMF**, **David Gray**, **The Charlatans** among others.



Sas Metcalfe



Winchester

Christiaan Winchester, has been appointed Head of Legal and Business Affairs reporting to Willard Ahdritz. He was formerly an attorney in the music group of leading West End firm Harbottle & Lewis, having trained in the City with Clifford Chance.



Winwood

Sam Winwood has been promoted from International Repertoire Manager to VP, International Repertoire, reporting to Metcalfe.

Formerly agents for Kobalt, **Sharon Tapper** and **Matthias Kind** have each been appointed to full-time positions. Tapper has been named VP Creative, East Coast and is based in New York. Kind, who is based in Berlin, has been named VP Germany.



Kind

Robert McVeety has joined Kobalt's New York office as Manager, Copyright & Income Tracking.

Kobalt has consultants in Nashville (**Whitney Daane**) and in Los Angeles (**Dana Kasha-Cohen**.)

From Page 2 - MARATONE

As one of the top songwriter/producers in popular music today, Max Martin has been instrumental in the success of countless superstars. The history-making partnership of Martin and a young **Britney Spears** launched her career with the smash Martin-penned (and Martin-Rami produced) No. 1 global hit, "**...Baby, One More Time.**"

He has written many other songs for Spears including six more on her second album titled after his song, "**Ooops! I Did It Again,**" as well as four songs on her third album. Besides Spears, Martin has written

and/or produced for such acts as **Celine Dion, N'Sync, Bon Jovi, Backstreet Boys, Bryan Adams,** and **Kelly Clarkson** among many others. Martin received ASCAP's "Songwriter of the Year" award three consecutive years (1999-2001) and has earned one Grammy nomination.

ABOUT MARATONE AB:

Maratone AB is owned by songwriter/producer Max Martin and **Tom Talomaa**. Martin and Talomaa are two of the original partners from **Cheiron**, one of the most successful music production companies in the world.

From Page 7 - CREATIVE NEWS SHOWCASES:

Many Kobalt/Kobalt-administered artists played at South By Southwest including: **Tina Dico, The Raveonettes, Electric Eel**

Shock, Fingathing, Iain Archer, Nicolai Dunger, MonoBand and Ske.

IN THE STUDIO: Iain Archer Tina Dico, The Datsuns UB40, Stereolab, Meja Beckman

From Page 2 - MESSAGE FROM THE CEO

Representing a fundamental change of approach and vast improvement in service levels, Kobalt has set new standards for the music publishing industry by offering a highly attrac-

tive proposition for both writers and publishers..

Clearly, by utilizing Kobalt's superior system, royalty collection for international copyrights can now be managed much more efficiently on a global basis.

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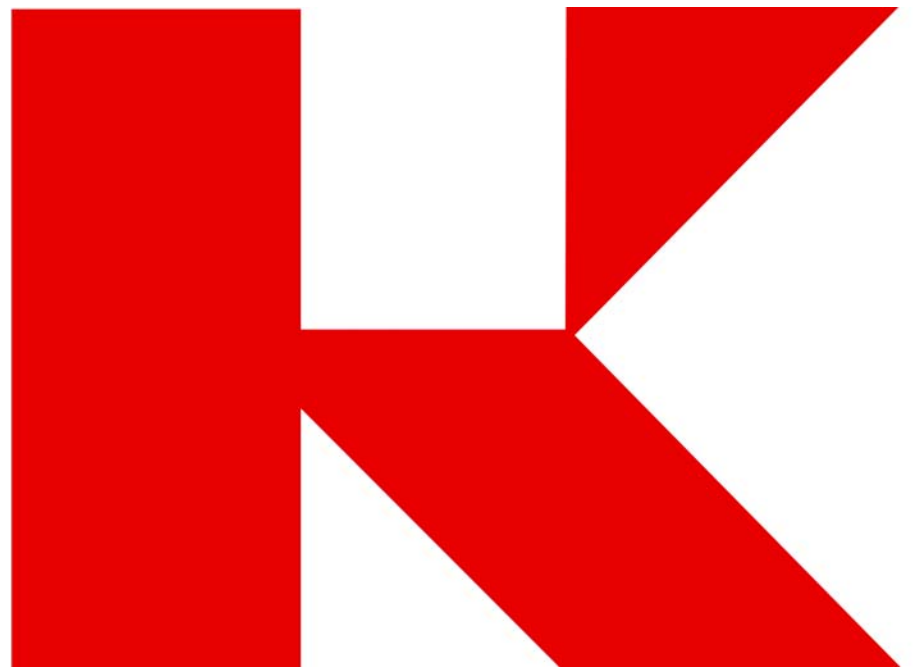
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The Publishing Revolution Has Begun



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