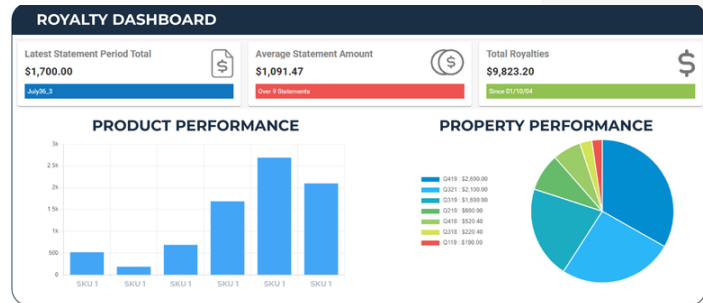# LicenSee™ BY FADEL
AUTOMATED ROYALTY MANAGEMENT FOR LICENSEES

LicenSee by FADEL is a royalty management platform designed to streamline royalty calculations and reporting, improve licensing partnerships, and grow your business. Traditional methods, such as spreadsheets or legacy in-house systems, often fall short in handling intricate payment conditions, leading to inaccuracies and potential financial discrepancies. LicenSee leverages the same robust architecture of IPM Suite, trusted by leading global licensors, offering features like automated royalty processing, efficient audit management, and comprehensive business performance tracking.

A Purpose-built System for Licensees

LicenSee simplifies the complexities of royalty management by capturing the license agreement and payment terms, automating royalty calculation and statement generation, and compliance checking across varied contractual terms.

ROYALTY DASHBOARD

Latest Statement Period Total: $1,700.00 — July30_3
Average Statement Amount: $1,091.47 — Over 9 Statements
Total Royalties: $9,823.20 — Since 01/10/04

PRODUCT PERFORMANCE

PROPERTY PERFORMANCE
Q410: $2,690.00
Q321: $2,100.00
Q319: $1,650.00
Q210: $880.00
Q416: $520.40
Q116: $220.40
Q119: $190.00

LicenSee by FADEL offers a simple plug-and-play approach that can get you up and running in just 5 days - no integration required!

The powerful solution includes:

- **Royalty Processing Automation** - LicenSee is designed to capture even the most complex contract payment terms, easily import sales data, validate and calculate royalties, and generate formatted royalty statements for Disney®, Marvel®, Hasbro®, and more

- **Audit Management** - Find violations before they happen to eliminate penalty fees; and reduce time, effort and costs on audits with reporting that makes audits a breeze

- **Track Business Performance** - With full visibility into financials, contract performance and obligations, licensees are armed with data to make informed business decisions

By relieving the administrative burden on royalty accountants, our platform enables you to focus on strategic initiatives while also fostering improved relationships and collaboration with your partners.

20%
Savings in Royalty Overpayments

50%
Reduction in Average Royalty Processing Time

68%
Reduction in Audit Efforts.. from months to *days*

Get Back to the Business of Creativity

LicenSee by FADEL delivers robust capabilities across the licensing lifecycle.

Deal Management

- Record catalog of properties detailing deal terms, royalty rates and payment rules
- Create deal templates to ensure consistency
- Manage contract amendments
- Notifications to alert stakeholders of key deadlines

Contract Validation

- Easily import sales data with a spreadsheet template
- Detect breaches of contract early to prevent penalty escalation

Royalty Calculation

- Automate precise calculations of royalties, commissions, and accruals
- Incorporate payment rules to ensure accuracy eliminate over or underpayments
- Royalty billing review before submission

Royalty Statement Generation

- Generate ready-to-submit royalty statements instantly for Disney®, Marvel®, Hasbro®, and more
- Ensure consistency for both licensee and licensor

Performance Analytics

- Monitor contract performance in real time
- Better negotiate renewals
- Utilize trend analysis for accurate forecasts
- Simplify audit processes

About Us

FADEL, innovator of rights and royalty management software, has worked with some of the biggest names in media, entertainment, publishing, high-tech and advertising. By automating talent and content rights management across videos, photos, ads, music, products, and brands and streamlining the processing of licensing royalties, FADEL's cloud-based solutions have empowered businesses to significantly maximize revenues and increase process efficiencies. Founded in 2003, FADEL is headquartered in New York City and also operates offices in Los Angeles, London, Paris, and Lebanon. For more information, visit fadel.com.

Feature Breakdown

Deal Management
Comprehensive deal creation, coordination, tracking functioning as a centralized hub for the efficient management of diverse aspects associated with deal processes.

Deal Templates
Ability to create templates designed to offer a pre-established framework for the creation of new deals, guaranteeing a streamlined and efficient process while maintaining consistency in deal creation

Contract Addendums & Revisions
Capability to make modifications or revisions to current contracts via addendums, offering flexibility in adjusting deal terms as needed

Agent & Commission Deals
Handling deals involving agents and sales representatives, providing a transparent and efficient way to manage related agreements

Deal Validation
Checks and validations to verify that entered deal information aligns with predefined rules and criteria, thereby reducing errors and ensuring the accuracy of data

Royalty Calculation
Ability to compute royalties following predefined set of rules and terms, automating the complex process of establishing payments for rights holders

Complex Rule-based Payment Models
Define royalty rules to be applied for royalties calculation on the deal based on the predefined types: Flat, tiered , compare rate or on a more complex formula

Out-of-the-box Statements
Preconfigured statement formats for specific licensors (Disney, Marvel, Hasbro, Bandai Namco, etc), providing standardized reporting compatible with the requirements of these entities

Template-Driven Statement Generation
Using templates to generate statements, streamlining the process of creating and distributing reports to stakeholders.

Retroactive Calculations
The capability to retroactively recalculate payments, ensuring accurate reflection of any modifications in deal terms

SKUs with Adaptable Rights
Associating with flexible and adaptable rights, allowing for dynamic control over product or service-related rights

Notifications
Automated alerts and notifications designed to keep key stakeholders informed about important events, deadlines, or alterations in the deal lifecycle

Compliance Checks
Mechanisms to ensure that deals comply with legal and regulatory requirements, reducing the risk of non-compliance

Royalty Billing Review
An evaluation process designed to guarantee precision in royalty billing prior to the actual processing of payments

Expense Allocation
Accurate cost attribution by allocating expenses associated with deals

Expense Accruals
Systematic and accurate recognition of expenses over time, aligning with accounting principles for comprehensive financial management within the system

Out-of-the-box Reporting
Offers pre-built reporting templates for swift and convenient access to standard reports, eliminating the need for extensive customization

Audit Trail
Ensures transparency and accountability by meticulously recording all changes and activities associated with deals

Cloud-based
Optimizes accessibility, scalability, and collaboration by utilizing cloud technology, allowing users to access the system from different locations, ensuring scalability for evolving demands, and facilitating seamless collaboration among stakeholders

Multi-currency
Seamlessly operate in diverse global contexts, accommodating deals and transactions in multiple currencies and providing a user-friendly experience in various languages

Multi-language Support
Supports a multilingual structure. Different languages can be configured in the system and assigned by user.