

EXHIBIT F

**Before the
UNITED STATES COPYRIGHT ROYALTY JUDGES
The Library of Congress**

In re

Determination of Royalty Rates and Terms
for Transmission of Sound Recordings by
Satellite Radio and “Preexisting”
Subscription Services (SDARS III)

Docket No. 16–CRB–0001–SR/PSSR
(2018–2022)

**RIAA’S RESPONSES AND OBJECTIONS TO THE FIRST SET OF REQUESTS FOR
PRODUCTION OF DOCUMENTS TO RECORDING INDUSTRY ASSOCIATION OF
AMERICA FROM SIRIUS XM, MUSIC CHOICE, AND MUZAK**

The Recording Industry Association of America (“RIAA”), by its attorneys, hereby responds and objects to the First Set of Requests for Production of Documents to RIAA from Sirius XM, Music Choice, and Muzak (the “Requests”).

GENERAL OBJECTIONS

1. RIAA objects to the Requests, including all Definitions and Instructions, to the extent they purport to impose upon RIAA requirements that exceed or are inconsistent with 17 U.S.C. § 803(b), 37 C.F.R. § 351.5, or any other applicable rule or order governing this proceeding, including applicable prior precedent.
2. RIAA objects to the Requests, including all Definitions and Instructions, as premature to the extent that they purport to impose a duty on RIAA to produce documents. While RIAA is willing to make certain voluntary disclosures of information before it submits its written direct case, Congress contemplated that discovery in CRB royalty rate proceedings would commence after submission of the Participants’ written direct statements and according to a schedule issued after the Copyright Royalty Judges considered the views of Participants in the proceeding. 17 U.S.C. § 803(b)(6)(C)(i), (ii). The CRB regulations likewise contemplate that a discovery

schedule will issue after the Participants submit written direct statements and after the Copyright Royalty Judges have conferred with the participants. 37 C.F.R. § 351.5(a). Any documents that RIAA agrees to produce prior to the submission of its written direct statement will be produced on a voluntary basis. RIAA reserves its rights to challenge the CRB's authority to require discovery prior to the submission of written direct statements.

3. RIAA objects to the Requests, including all Definitions and Instructions, as premature because the parties have not yet submitted written direct statements. The Requests therefore seek documents that necessarily are not "directly related" to RIAA's written direct statement. *See* 17 U.S.C. § 803(b)(6)(C)(v), 37 C.F.R. § 351.5(b).

4. RIAA objects to the Requests, including all Definitions and Instructions, to the extent they are ambiguous, duplicative, and/or vague.

5. RIAA objects to the Requests, including all Definitions and Instructions, to the extent they are oppressive, harassing, overbroad, and/or unduly burdensome, and to the extent they would require RIAA to spend an unreasonable amount of time, effort, and resources in order to respond.

6. RIAA objects to the Requests, including all Definitions and Instructions, to the extent they call for information that is already in the possession of the parties propounding these Requests or call for information that is publicly available and readily accessible. Such Requests are overbroad, unduly burdensome, oppressive, and harassing, and would needlessly increase the cost of this proceeding.

7. RIAA objects to the Requests, including all Definitions and Instructions, to the extent they seek information or documents protected from discovery under any statute, regulation, agreement, protective order or privilege, including, but not limited to, the attorney-client

privilege and work-product immunity doctrine. Any inadvertent disclosure of such information shall not be deemed a waiver of the attorney-client privilege, the attorney work-product immunity doctrine, and any other applicable privilege or doctrine.

8. RIAA objects to the Requests, including all Definitions and Instructions, to the extent any Request contains factually inaccurate information or statements, is argumentative, is predicated on erroneous assumptions or states legal conclusions. A statement herein that RIAA will produce documents responsive to a Request does not indicate and should not be construed as meaning that RIAA agrees, admits, or otherwise acknowledges the characterization of fact or law or the factual expressions or assumptions contained in the Request, that the scope of the Request is consistent with the discovery permitted in this proceeding, or that the documents are relevant and admissible.

9. RIAA objects to the Requests, including all Definitions and Instructions, to the extent they seek to impose obligations on any member of RIAA that is not a participant in this proceeding. Its members' documents are not in RIAA's possession, custody or control.

10. RIAA objects to the Requests, including all Definitions and Instructions, to the extent they seek documents that are not in the possession, custody, or control of RIAA, including documents from other parties or members of RIAA.

11. RIAA objects to the Requests, including all Definitions and Instructions, to the extent they seek documents from other proceedings. Such requests are overbroad, harassing, and unduly burdensome. RIAA further objects to such requests to the extent they violate or are inconsistent with any statute, rule, order, or other authority governing the other proceeding, including applicable protective orders and prior precedent.

12. RIAA objects to the Requests, including all Definitions and Instructions, to the extent they seek “all documents” of a certain nature, as vague, ambiguous, overbroad, and unduly burdensome.

13. RIAA objects to the Requests, including all Definitions and Instructions, to the extent they seek documents that do not exist or are not maintained in the ordinary course of business. RIAA also objects to the Requests, including all Definitions and Instructions, to the extent they seek to require the creation of documents or the compilation of documents in a manner different from the manner in which they are maintained in the ordinary course of business.

14. By agreeing to search for and produce documents responsive to any particular Request, RIAA does not represent that such documents exist or that they are in the possession, custody or control of RIAA, or that all documents responsive to the Request fall within the permissible scope of discovery or will be produced.

15. RIAA reserves any and all objections to the use or admissibility in any proceeding of any information, material, documents, or communications identified, produced or disclosed in response to the Requests.

16. RIAA objects to the requested date of production as unduly burdensome, and providing insufficient time for RIAA to locate responsive documents. RIAA will produce documents as set forth below and after conducting a reasonable search.

17. The responses and objections contained herein are made to the best of RIAA’s present knowledge, belief, and information, and are based on a reasonable, diligent, and ongoing search. RIAA reserves the right to amend or supplement its objections and responses based on, among other reasons, its continuing investigation of this matter, further review, or later acquisition of responsive information.

OBJECTIONS TO DEFINITIONS

1. RIAA objects to the definition of “Digital Music Service” in Definition No. 1 to the extent it purports to define the relevant universe of services as broadly as possible without limitation to issues that are relevant to this proceeding. To the extent the Requests purport to impose an obligation to produce documents related to the overbroad array of services described in the definition, RIAA objects to the definition as irrelevant, overbroad, unduly burdensome, oppressive, harassing, and not reasonably limited to the issues in this proceeding.
2. RIAA objects to the definition of “Document” and “documents” in Definition No. 2 to the extent it purports to impose obligations beyond the scope of the applicable statute and regulations governing discovery in this proceeding, including 17 U.S.C. § 803(b), 37 C.F.R. § 351.5, and any other applicable rule or order governing this proceeding, and to the extent it suggests that the Federal Rules of Civil Procedure govern discovery in this proceeding.
3. RIAA objects to the definition of “Record Company” in Definition No. 6 as overbroad, unduly burdensome, oppressive, harassing, and beyond the scope of permissible discovery in this proceeding, to the extent it seeks to impose obligations on any record company that is not a participant in this proceeding.
4. RIAA objects to the definition of “RIAA,” “you” and “your” in Definition No. 7 as overbroad, unduly burdensome, oppressive, harassing, and beyond the scope of permissible discovery in this proceeding, to the extent it purports to impose an obligation to collect documents from an unreasonably wide array of people and entities, including board members, committee members, and anyone acting on RIAA’s behalf. RIAA objects to the Definition as overbroad, unduly burdensome, oppressive, harassing and beyond the scope of permissible discovery in this proceeding, to the extent it seeks to impose an obligation on any member of

RIAA that is not a participant in this proceeding. RIAA also objects to the Definition to the extent it seeks to impose an obligation to produce record company documents not in the possession, custody or control of the RIAA, and objects to the term “affiliated companies” as vague and ambiguous. RIAA further objects to the Definition to the extent it imposes an obligation to produce competitively sensitive information from record companies. The RIAA does not collect or possess such information.

OBJECTIONS TO INSTRUCTIONS

1. RIAA objects to the Instructions to the extent they seek to impose obligations that are inconsistent with or not supported by the governing statute or regulations.
2. RIAA objects to Instruction No. 1 to the extent it is inconsistent with the requirements imposed by statute, regulations and the Court’s “Notice of Participants, Commencement of Voluntary Negotiation Period, and Case Scheduling Order.”
3. RIAA objects to Instruction No. 2 as overbroad, unduly burdensome, harassing, oppressive, and beyond the scope of permissible discovery in this proceeding, to the extent it seeks to impose an obligation to collect documents from any record company that is not a participant in this proceeding. RIAA also objects to the Instruction as overbroad, unduly burdensome, harassing, oppressive, and exceedingly vague to the extent that it seeks to impose an obligation to collect documents from an unreasonably wide array of people and entities, including “RIAA’s or any Record Company’s attorneys, agents, employees, representatives, or any other persons or entities directly or indirectly employed by or connected with RIAA or any Record Company.” There are thousands of people and entities who might fit this description and the request to produce documents in the possession of any of them is egregiously overbroad.

4. RIAA objects to Instruction No. 5's request for a privilege log, which purports to impose upon RIAA requirements that exceed 17 U.S.C. § 803(b), 37 C.F.R. § 351.5, and any other applicable rule or order governing this proceeding. The governing statute and regulations do not provide for the exchange of privilege logs, and providing privilege logs would be extremely burdensome given the limited time for discovery in this proceeding. RIAA will not produce a privilege log in connection with its production of documents.

5. RIAA objects to Instruction No. 7 to the extent it seeks to impose an obligation to interpret language that is ambiguous.

6. RIAA objects to Instruction No. 9 to the extent it seeks documents from time periods the Services themselves have deemed not reasonably related to the matters in this proceeding (i.e., time periods prior to January 1, 2013). Unless otherwise indicated in response to a specific Request, RIAA will produce documents for the time period January 1, 2013 through the present.

RESPONSES AND OBJECTIONS TO DOCUMENT REQUESTS

Subject to and without waiving the foregoing objections, RIAA sets forth below specific responses and objections to the Requests.

Document Request No. 1. All agreements executed or in effect between January 1, 2013 and the present between any Digital Music Service and any Record Company, including without limitation any agreement(s) between Pandora and Merlin B.V., including any amendments, extensions or renewals of such agreements. To the extent an agreement executed before January 1, 2013 was modified, extended, renewed, adapted, amended or otherwise altered after January 1, 2013, the original (pre-2013) agreement shall be produced in addition to the post-2013 modifications/extensions.

RESPONSE: RIAA objects to the request as overbroad, unduly burdensome, oppressive, harassing and not reasonably limited to the issues in this proceeding, to the extent it seeks "all" responsive documents. RIAA objects to this request as overbroad, unduly burdensome, oppressive, harassing and not reasonably limited to the issues and participants in this proceeding, to the extent it seeks agreements between "any Digital Music Service" and "any Record

Company.” As set forth in RIAA’s Objections to Definitions above, “Digital Music Service” and “Record Company” are defined too broadly and are not reasonably limited to the issues and participants in this proceeding. RIAA further objects to this request to the extent it is duplicative of requests served on other participants in this proceeding, to the extent it seeks documents not in the possession, custody, or control of the RIAA, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding.

At any rate, RIAA does not collect competitively sensitive information. As a result, RIAA itself does not possess these documents, which are in the possession of the record companies. To the extent this request seeks documents from record company participants, those companies will provide the documents to the extent set forth in their written responses.

Document Request No. 2. All agreements executed between January 1, 2013, and the present between any PSS and any Record Company, including any amendments, extensions or renewals of such agreements. To the extent an agreement executed before January 1, 2013 was modified, extended, adapted, renewed, amended or otherwise altered after January 1, 2013, the original (pre-2013) agreement shall be produced in addition to the post-2013 modifications/extensions.

RESPONSE: RIAA objects to the request as overbroad, unduly burdensome, oppressive, harassing and not reasonably limited to the issues in this proceeding, to the extent it seeks “all” responsive documents. RIAA objects to this request as overbroad, unduly burdensome, oppressive, harassing and not reasonably limited to the participants in this proceeding, to the extent it seeks agreements with “any Record Company.” RIAA further objects to this request to the extent it is duplicative of requests served on other participants in this proceeding, to the extent it seeks documents not in the possession, custody or control of RIAA, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding.

RIAA objects to this request from the PSS (Music Choice and Muzak) to produce their agreements with record companies, because such agreements are already in Music Choice and

Muzak's possession. It is harassing and unnecessary to ask parties to produce Music Choice's and Muzak's agreements back to them.

At any rate, RIAA does not collect competitively sensitive information. As a result, RIAA itself does not possess these documents, which are in the possession of the record companies. To the extent this request seeks documents from record company participants, those companies will provide the documents to the extent set forth in their written responses.

Document Request No. 3. All agreements executed between January 1, 2013, and the present in any other service category that RIAA intends to use as a benchmark in this proceeding, including any amendments, extensions or renewals of such agreements. To the extent an agreement executed before January 1, 2013 was modified, extended, adapted, renewed, amended or otherwise altered after January 1, 2013, the original (pre-2013) agreement shall be produced in addition to the post-2013 modifications/extensions.

RESPONSE: RIAA objects to the request for this information as premature. The participants have not yet submitted their written direct statements or identified the agreements that will form the basis of benchmarks in this proceeding. RIAA also objects to this request to the extent it is duplicative of requests served on other participants in this proceeding, to the extent it seeks documents not in the possession, custody, or control of RIAA, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding.

At any rate, RIAA does not collect competitively sensitive information. As a result, RIAA itself does not possess these documents, which are in the possession of the record companies. To the extent this request seeks documents from record company participants, those companies will provide the documents to the extent set forth in their written responses.

Document Request No. 4. For each agreement responsive to Requests 1-3 above, statements, payments, and/or play details sufficient to calculate effective rates for such services from January 1, 2013 to present.

RESPONSE: RIAA objects to this request as overbroad, unduly burdensome, oppressive, harassing and not reasonably limited to the issues and participants in this proceeding, to the extent it relates to all agreements responsive to the prior requests. RIAA objects to this request as overbroad, unduly burdensome, oppressive and harassing to the extent it requests a large volume of very detailed information that may be extremely burdensome to collect, review and produce. RIAA objects to the request to the extent it is duplicative of requests served on other parties, to the extent it seeks documents not in the possession, custody or control of the RIAA, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding.

RIAA also objects to the request for this information as premature. The participants have not yet submitted their written direct statements or identified the agreements that will form the basis of benchmarks in this proceeding. Information sufficient to calculate effective rates for certain agreements may be relevant once the parties have disclosed their benchmark agreements.

At any rate, RIAA does not collect competitively sensitive information. As a result, RIAA itself does not possess these documents, which are in the possession of the record companies. To the extent this request seeks documents from record company participants, those companies will provide the documents to the extent set forth in their written responses.

Document Request No. 5. For each agreement responsive to Requests 1-3 above, for each monthly, quarterly, or annual reporting period for the years 2013 to the present (as specified by the agreement), documents sufficient to show:

- a. total payments collected from the service;
- b. revenue reported by the service (including the calculation of revenue base, if available);
- c. advances paid during the reporting period;
- d. number of subscribers during the reporting period, including the number of users of various service tiers (e.g., users of free tiers versus paid tiers);

- e. number of streams/plays during the reporting period;
- f. number of downloads, ringtones, ringbacks and/or mastertones sold during the reporting period;
- g. reported advertising and other ancillary revenue;
- h. the service retail price (including all tiers);
- i. the Record Company's pro rata share for any aspect of the service reported; and
- j. any other data reported to the Record Company (other than logs of specific songs streamed or downloaded).

RESPONSE: RIAA objects to this request as overbroad, unduly burdensome, oppressive, harassing and not reasonably limited to the issues or participants in this proceeding, to the extent it relates to all agreements responsive to the prior requests. RIAA objects to this request as overbroad, unduly burdensome, oppressive and harassing to the extent it requests a large volume of very detailed information that may not be maintained in the ordinary course of business or that may be extremely burdensome to collect, review and produce. RIAA objects to the request to the extent it is duplicative of requests served on other parties, to the extent it seeks documents not in the possession, custody or control of the RIAA, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding.

RIAA also objects to the request for this information as premature. The participants have not yet submitted their written direct statements or identified the agreements that will form the basis of benchmarks in this proceeding. Some of the information responsive to this request for certain agreements may be relevant once the parties have disclosed their benchmark agreements.

At any rate, RIAA does not collect competitively sensitive information. As a result, RIAA itself does not possess these documents, which are in the possession of the record companies. To the extent this request seeks documents from record company participants, those companies will provide the documents to the extent set forth in their written responses.

Document Request No. 6. For each agreement responsive to Requests 1-3 above, for each monthly, quarterly, or annual reporting period for the years 2013 to present (as specified by each agreement), all royalty statements or statements of account provided to the Record Company.

RESPONSE: RIAA objects to this request as overbroad, unduly burdensome, oppressive, harassing and not reasonably limited to the issues or participants in this proceeding, to the extent it relates to all agreements responsive to the prior requests. RIAA objects to this request as overbroad, unduly burdensome, oppressive and harassing, to the extent it requests a large volume of very detailed information that may be extremely burdensome to collect, review and produce. RIAA objects to the request to the extent it is duplicative of requests served on other parties, to the extent it seeks documents not in the possession, custody or control of the RIAA, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding.

RIAA also objects to the request for this information as premature. The participants have not yet submitted their written direct statements or identified the agreements that will form the basis of benchmarks in this proceeding. Some of the information responsive to this request for certain agreements may be relevant once the parties have disclosed their benchmark agreements.

At any rate, RIAA does not collect competitively sensitive information. As a result, RIAA itself does not possess these documents, which are in the possession of the record companies. To the extent this request seeks documents from record company participants, those companies will provide the documents to the extent set forth in their written responses.

Document Request No. 7. For any agreement that was entered into between a Record Company and any Digital Music Service offering interactive or non-interactive digital music streaming (audio or video), or any other transmission that does not result in the creation of a permanent digital download, or for any agreement in a category that RIAA intends to present as a benchmark in this proceeding, (a) all drafts of such agreements and correspondence concerning such drafts, and (b) all documents, whether internal to the Record Company or between the Record Company and service, concerning the value of the agreement or any of its provisions to either the buyer/licensee or seller/licensor.

RESPONSE: RIAA objects to this request as overbroad, unduly burdensome, oppressive, harassing and not reasonably limited to the issues or participants in this proceeding, to the extent it seeks documents related to “any agreement” responsive to the request. RIAA objects to this request as overbroad, unduly burdensome, oppressive, harassing and not reasonably limited to the participants in this proceeding, to the extent it seeks documents related to agreements between “a Record Company” and the specified digital music services. As set forth in RIAA’s Objections to Definitions above, “Record Company” is defined too broadly and is not reasonably limited to the participants in this proceeding. RIAA further objects to this request to the extent it is duplicative of requests served on other participants in this proceeding, to the extent it seeks documents not in the possession, custody, or control of RIAA, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding.

RIAA also objects to this request because agreements speak for themselves and drafts are irrelevant to determining the rates and terms in the agreements themselves, absent ambiguity. RIAA also objects to this request as overbroad, unduly burdensome, oppressive, and harassing to the extent it seeks drafts and correspondence for a large number of agreements. Such information would be extremely time-consuming to collect, review and produce, and the burden would far outweigh any alleged benefit.

RIAA further objects to the request for valuation information as premature. The participants have not yet submitted their written direct statements or identified the agreements that will form the basis of benchmarks in this proceeding. Valuation information responsive to this request for certain agreements may be relevant once the parties have disclosed their benchmark agreements.

At any rate, RIAA does not collect competitively sensitive information. As a result, RIAA itself does not possess these documents, which are in the possession of the record companies. To the extent this request seeks documents from record company participants, those companies will provide the documents to the extent set forth in their written responses.

Document Request No. 8. For any Digital Music Service offering interactive or non-interactive digital music streaming (audio or video), or any other transmission that does not result in the creation of a permanent digital download, or for services in any other category of service that RIAA intends to present as a benchmark in this proceeding, all analyses, memoranda, presentation decks, studies, surveys, research findings, or other similar documents concerning the market characteristics for each service, including without limitation documents discussing, analyzing, or evidencing:

- a. the consumer demand, price at every level a price is charged, demand or price elasticities, and other characteristics of the Service;
- b. consumer usage of the Service;
- c. whether the Service may serve as a substitute for other Digital Music Services, terrestrial radio, sales of physical copies of sound recordings (e.g., CDs), sales of digital downloads, or for any other distribution channels for sound recordings;
- d. whether the Service promotes or otherwise increases the sale, distribution, or other licensed uses of sound recordings; and
- e. comparisons of the Service with satellite radio or any other Digital Music Service.

RESPONSE: RIAA objects to this request as overbroad, unduly burdensome, oppressive harassing and not reasonably limited to the issues in this proceeding. RIAA objects to this request as overbroad, unduly burdensome, oppressive and harassing to the extent it requests a large volume of very detailed information that may not be maintained in the ordinary course of business or that may be extremely burdensome to collect, review and produce.

RIAA also objects to the request for this information as premature. The parties have not yet submitted their written direct statements or identified the agreements that will form the basis of benchmarks in this proceeding. Some of the information responsive to this request for certain agreements may be relevant once the parties have disclosed their benchmark agreements.

Without waiver of and subject to RIAA's general and specific objections, to the extent that such information becomes relevant, RIAA will consider searching for and producing responsive documents. Until that time, RIAA does not agree to produce documents responsive to this request, if it has any.

Document Request No. 9. Each Record Company's annual financial statements, whether audited or unaudited, at every level of specificity at which they are created or maintained, including without limitation cost and revenue breakdowns, digital and physical revenue and costs, and digital revenues reported by Digital Music Service category (e.g., non-interactive and custom radio or webcasting services, interactive or on-demand services, video services). For 2016, all available quarterly results should be produced.

RESPONSE: RIAA objects to this request as overbroad, unduly burdensome, oppressive, and harassing to the extent it requests a large volume of very detailed information that may not be maintained in the ordinary course of business or that may be extremely burdensome to collect, review and produce. RIAA objects to the request for this information as premature given that the parties have not yet submitted their written direct statements and record company financials may not be relevant to RIAA's written direct statement. RIAA objects to the request to the extent it is duplicative of requests served on other parties, to the extent it seeks documents not in the possession, custody or control of the RIAA, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding.

At any rate, RIAA does not collect competitively sensitive information. As a result, RIAA itself does not possess these documents, which are in the possession of the record companies. To the extent this request seeks documents from record company participants, those companies will provide the documents to the extent set forth in their written responses.

Document Request No. 10. Documents sufficient to show each Record Company's projected revenue, costs and expenses by category over the 2016-2022 licensing period.

RESPONSE: RIAA objects to this request as overbroad, unduly burdensome, oppressive, and harassing to the extent it requests projections by categories that may not be maintained in the

ordinary course of business or that may be burdensome to collect, review and produce. RIAA objects to the request for this information as premature given that the parties have not yet submitted their written direct statements and record companies' projected financials may not be relevant to RIAA's written direct statement. RIAA objects to the request to the extent it is duplicative of requests served on other parties, to the extent it seeks documents not in the possession, custody or control of the RIAA, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding.

At any rate, RIAA does not collect competitively sensitive information. As a result, RIAA itself does not possess these documents, which are in the possession of the record companies. To the extent this request seeks documents from record company participants, those companies will provide the documents to the extent set forth in their written responses.

Document Request No. 11. All analyses, memoranda, presentation decks, studies, surveys, research findings, or other similar documents concerning:

- a. the promotional value and/or substitutional effect of Sirius XM or any PSS on sales, subscriptions to other Digital Music Services, or other sources of revenue;
- b. any substitution between Digital Music Services (including Sirius XM or any PSS) and sales, subscriptions, and radio;
- c. the relative elasticities of demand across different Digital Music Services at both the licensing and consumer sales/use level;
- d. customer preferences related to lean-back or lean-forward experiences or services;
- e. listening of on-demand service users to non-on-demand service features and modes of listening (e.g., non-interactive listening features, playlists);
- f. any purported shift from music ownership to access; and
- g. listening of subscribers to Sirius XM or any PSS.

RESPONSE: RIAA objects to the request for "all" responsive documents as overbroad, unduly burdensome and oppressive, and to the extent such a request will yield cumulative information. RIAA also objects to the extent the request seeks information that may be difficult

to locate. Without waiver of and subject to RIAA's general and specific objections, RIAA will search for and produce responsive documents, if any, that can be located after a reasonable and diligent search.

Document Request No. 12. All analyses, memoranda, presentation decks, studies, surveys, research findings, or other similar documents concerning the ability of any Digital Music Service to "steer" plays toward or away from particular Record Companies, or to steer listening more generally.

RESPONSE: RIAA objects to the request for "all" responsive documents as overbroad, unduly burdensome and oppressive, and to the extent such a request will yield cumulative information.

RIAA also objects to the extent the request seeks information that may be difficult to locate.

Without waiver of and subject to RIAA's general and specific objections, RIAA will search for and produce responsive documents, if any, that can be located after a reasonable and diligent search.

Document Request No. 13. All analyses, memoranda, presentation decks, studies, surveys, research findings, or other similar documents concerning or relating to the relative value of the programming of music versus the music itself to consumers of any Digital Music Service.

RESPONSE: RIAA objects to the request for "all" responsive documents as overbroad, unduly burdensome and oppressive, and to the extent such a request will yield cumulative information.

RIAA also objects to the extent the request seeks information that may be difficult to locate.

RIAA further objects to the comparison contemplated by this request as vague and ambiguous.

Without waiver of and subject to RIAA's general and specific objections, RIAA will search for and produce responsive documents, if any, that can be located after a reasonable and diligent search.

Document Request No. 14. All analyses, memoranda, presentation decks, studies, surveys, research findings, or other similar documents addressing and/or quantifying the degree to which plays on on-demand or interactive services (whether in general or particular) are from playlists programmed by the service, from playlists programmed by users of the service or other third-parties, or reflect songs chosen specifically by the user for on-demand listening.

RESPONSE: RIAA objects to the request for “all” responsive documents as overbroad, unduly burdensome and oppressive, and to the extent such a request will yield cumulative information. RIAA also objects to the extent the request seeks information that may be difficult to locate. RIAA further objects to the comparison contemplated by this request because the request fails to make clear why such a comparison is relevant to this proceeding. Without waiver of and subject to RIAA’s general and specific objections, RIAA will search for and produce responsive documents, if any, that can be located after a reasonable and diligent search.

Document Request No. 15. All analyses, memoranda, presentation decks, studies, surveys, research findings, or other similar documents concerning whether users of interactive services desire features that editorialize, curate, or recommend music, or that such users want to listen to service-programmed plays, including any data, communications or other information regarding the share of programmed plays on such services and (or as compared to) the share of user-selected plays on such services (including without limitation Spotify, Rdio, Rhapsody, Google Play All Access, Amazon Prime, and Slacker).

RESPONSE: RIAA objects to the request for “all” responsive documents as overbroad, unduly burdensome and oppressive, and to the extent such a request will yield cumulative information. RIAA also objects to the extent the request seeks information that may be difficult to locate. RIAA further objects to the comparison contemplated by this request because the request fails to make clear why such a comparison is relevant to this proceeding. Without waiver of and subject to RIAA’s general and specific objections, RIAA will search for and produce responsive documents, if any, that can be located after a reasonable and diligent search.

Document Request No. 16. All analyses, memoranda, presentation decks, studies, surveys, research findings, or other similar documents concerning:

- a. a digital distribution or licensing strategy;
- b. the role of promotion and/or substitution in the licensing strategy; and
- c. the existence or nonexistence of a substitutional or promotional effect by any Digital Music Service or terrestrial radio on other sources of revenue.

RESPONSE: RIAA objects to the request for “all” responsive documents as overbroad, unduly burdensome and oppressive, and to the extent such a request will yield cumulative information. RIAA further objects to the request for all documents concerning digital distribution or licensing strategy as vastly overbroad, vague and not reasonably limited to issues in this proceeding. There are potentially numerous documents concerning digital distribution or licensing strategy that have absolutely nothing to do with any of the issues in this proceeding. RIAA also objects to the extent the request seeks information that may be difficult to locate. Without waiver of and subject to RIAA’s general and specific objections, RIAA will search for and produce documents, if any, responsive to parts (b) and (c) of this request that can be located after a reasonable and diligent search.

Document Request No. 17. All analyses, memoranda, presentation decks, studies, surveys, research findings, or other similar documents concerning any Record Company’s strategy for licensing Digital Music Services, or the effect on the Record Company’s revenues or business of its licenses with Digital Music Services.

RESPONSE: RIAA objects to the request for “all” responsive documents as overbroad, unduly burdensome and oppressive, and to the extent such a request will yield cumulative information. RIAA objects to the request to the extent it is duplicative of requests served on other parties, to the extent it seeks documents not in the possession, custody or control of the RIAA, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding. RIAA also objects to the request for all documents concerning licensing strategy or the effect on record company revenues or business as vastly overbroad, vague and not reasonably limited to issues in this proceeding. RIAA will not produce documents in response to this request. If the Services propose a reasonable limitation on this request, RIAA will consider it.

Document Request No. 18. All analyses, memoranda, presentation decks, studies, surveys, research findings, or other similar documents concerning the effect of YouTube or any other

Interactive Streaming Service offering access to audiovisual recordings (e.g., VEVO, Vimeo) on each Record Company's actual or projected revenues or otherwise on its business.

RESPONSE: RIAA objects to the request for "all" responsive documents as overbroad, unduly burdensome and oppressive, and to the extent such a request will yield cumulative information.

RIAA objects to the extent the request seeks information that may be difficult to locate. RIAA objects to the request to the extent it is duplicative of requests served on other parties, to the extent it seeks documents not in the possession, custody or control of the RIAA, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding. RIAA further objects to this request as vague and ambiguous.

Without waiver of and subject to RIAA's general and specific objections, RIAA will search for and produce responsive documents, if any, that can be located after a reasonable and diligent search.

Document Request No. 19. All analyses, memoranda, presentation decks, studies, surveys, research findings, or other similar documents concerning the effect of free or ad-supported Interactive Streaming Services offering access to audio recordings on each Record Company's actual or projected revenues or otherwise on its business.

RESPONSE: RIAA objects to the request for "all" responsive documents as overbroad, unduly burdensome and oppressive, and to the extent such a request will yield cumulative information.

RIAA objects to the extent the request seeks information that may be difficult to locate. RIAA objects to the request to the extent it is duplicative of requests served on other parties, to the extent it seeks documents not in the possession, custody or control of the RIAA, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding. RIAA further objects to the request as vague and ambiguous.

Without waiver of and subject to RIAA's general and specific objections, RIAA will search for

and produce responsive documents, if any, that can be located after a reasonable and diligent search.

Document Request No. 20. All analyses, memoranda, presentation decks, studies, surveys, research findings, or other similar documents concerning the effect of any PSS on each Record Company's actual or projected revenues or otherwise on its business.

RESPONSE: RIAA objects to the request for "all" responsive documents as overbroad, unduly burdensome and oppressive, and to the extent such a request will yield cumulative information. RIAA objects to the extent the request seeks information that may be difficult to locate. RIAA objects to the request to the extent it is duplicative of requests served on other parties, to the extent it seeks documents not in the possession, custody or control of the RIAA, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding. RIAA further objects to the request as vague and ambiguous.

Without waiver of and subject to RIAA's general and specific objections, RIAA will search for and produce responsive documents, if any, that can be located after a reasonable and diligent search.

Document Request No. 21. All analyses, memoranda, presentation decks, studies, surveys, research findings, or other similar documents concerning the effect of any CABSAT on each Record Company's actual or projected revenues or otherwise on its business.

RESPONSE: RIAA objects to the request for "all" responsive documents as overbroad, unduly burdensome and oppressive, and to the extent such a request will yield cumulative information. RIAA objects to the extent the request seeks information that may be difficult to locate. RIAA objects to the request to the extent it is duplicative of requests served on other parties, to the extent it seeks documents not in the possession, custody or control of the RIAA, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding. RIAA further objects to the request as vague and ambiguous.

RIAA also objects to the request for this information as premature. The participants have not yet submitted their written direct statements. Documents related to the effect of any CABSAT on each Record Company's actual or projected revenues or business may be relevant once the parties have submitted their written direct statements. Without waiver of and subject to RIAA's general and specific objections, to the extent that such information becomes relevant, RIAA will consider searching for and producing responsive documents. Until that time, RIAA does not agree to produce documents responsive to this request, if it has any.

Document Request No. 22. All documents related to the potential entry of any Digital Music Service into the CABSAT market, including any documents relating to any Record Company's encouragement or facilitation of such market entry.

RESPONSE: RIAA objects to the request for "all" responsive documents as overbroad, unduly burdensome and oppressive, and to the extent such a request will yield cumulative information. RIAA objects to the extent the request seeks information that may be difficult to locate. RIAA objects to the request to the extent it is duplicative of requests served on other parties, to the extent it seeks documents not in the possession, custody or control of the RIAA, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding.

RIAA also objects to the request for this information as premature. The participants have not yet submitted their written direct statements. Documents related to the potential entry of digital music services into the CABSAT market may be relevant once the parties have submitted their written direct statements. Without waiver of and subject to RIAA's general and specific objections, to the extent that such information becomes relevant, RIAA will consider searching for and producing responsive documents. Until that time, RIAA does not agree to produce documents responsive to this request, if it has any.

Document Request No. 23. All documents related to the effect of statutory rates on license fees that any Record Company is able to obtain in direct license negotiations with Digital Music Services.

RESPONSE: RIAA objects to the request for “all” responsive documents as overbroad, unduly burdensome and oppressive, and to the extent such a request will yield cumulative information. RIAA objects to the extent the request seeks information that may be difficult to locate. RIAA objects to the request to the extent it is duplicative of requests served on other parties, to the extent it seeks documents not in the possession, custody or control of the RIAA, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding. RIAA further objects to the request as vague and ambiguous.

The RIAA does not collect competitively sensitive information. To the extent this request seeks documents from record company participants, those companies will provide the documents to the extent set forth in their written responses. Without waiver of and subject to RIAA’s general and specific objections, RIAA will search for and produce responsive documents, if any, that can be located after a reasonable and diligent search.

Document Request No. 24. All documents concerning the effect of statutory streaming royalties on any Record Company’s investment in developing sound recordings.

RESPONSE: RIAA objects to the request for “all” responsive documents as overbroad, unduly burdensome and oppressive, and to the extent such a request will yield cumulative information. RIAA objects to the extent the request seeks information that may be difficult to locate. RIAA objects to the request to the extent it is duplicative of requests served on other parties, to the extent it seeks documents not in the possession, custody or control of the RIAA, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding.

The RIAA does not collect competitively sensitive information. To the extent this request seeks documents from record company participants, those companies will provide the documents to the extent set forth in their written responses. Without waiver of and subject to RIAA's general and specific objections, RIAA will search for and produce responsive documents, if any, that can be located after a reasonable and diligent search.

Document Request No. 25. Documents sufficient to evidence any Record Company's relative contribution, as defined in Section 801(b)(1)(c), with respect to cable radio, satellite radio, or otherwise to the offerings of Sirius XM, the PSS, or the CABSATs.

RESPONSE: RIAA objects to this request as overbroad, unduly burdensome and premature. RIAA objects to the request to the extent it is duplicative of requests served on other parties, to the extent it seeks documents not in the possession, custody or control of the RIAA, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding. RIAA further objects to the request as vague and ambiguous.

The parties have not yet submitted their written direct statements, and whether RIAA will submit witness testimony related to relative contributions under Section 801(b)(1)(c) is undetermined at this time. If RIAA does submit such testimony, then the Services can seek documents "directly related" to that testimony, to the extent RIAA has any such documents, after the testimony has been submitted. Until that time, RIAA does not agree to produce documents responsive to this request, if it has any.

Document Request No. 26. All documents submitted by the Record Companies or RIAA to the Federal Trade Commission or European Commission in connection with the Universal/EMI merger, and any other submissions made to those or other government agencies by the Record Companies or RIAA, since the Universal/EMI merger, involving investigations related to competition among the Record Companies or between the Record Companies and other music distributors.

RESPONSE: RIAA objects to the request for "all" responsive documents as overbroad, unduly burdensome and oppressive, and to the extent such a request will yield cumulative information.

RIAA objects to the request as vague and ambiguous. RIAA objects to the request to the extent it is duplicative of requests served on other parties, to the extent it seeks documents not in the possession, custody or control of the RIAA, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding. Without waiver of and subject to RIAA's general and specific objections, RIAA will search for and produce responsive documents, if any, that can be located after a reasonable and diligent search.

Document Request No. 27. Minutes from all meetings of the RIAA board and any RIAA committees from 2013 to the present, concerning SDARS, PSS, CABSAT, Sirius XM, Music Choice and/or Muzak, as well as concerning the licensing of Digital Music Services and/or fees associated with or related to Digital Music Services.

RESPONSE: RIAA objects to the request to the extent it seeks information or documents protected from discovery under any privilege, including, but not limited to, the attorney-client privilege and work-product immunity doctrine. RIAA objects to the request as vastly overbroad and not reasonably limited to the issues in this proceeding. RIAA objects to the request as vague and ambiguous. Without waiver and subject to RIAA's general and specific objections, RIAA will search for and produce responsive documents, if any, that relate to this proceeding and can be located after a reasonable and diligent search.

Document Request No. 28. All communications among or between RIAA board members or employees, RIAA and its membership (including questions or communications of any kind from members to RIAA, and responses from RIAA), or between RIAA and any industry groups (e.g., AFM, SoundExchange, A2IM, Screen Actors Guild-American Federation of Television and Radio Artists (SAG-AFTRA), The Future of Music Coalition, The Recording Academy, etc.) related to the Sirius XM direct license program, including without limitation emails, correspondence, draft press releases, final press releases, and any joint representation or common interest agreements. The time period for this Request is from inception of the Sirius XM direct license program to the present.

RESPONSE: RIAA objects to the request for "all" responsive communications as overbroad, unduly burdensome and oppressive. RIAA objects to the request as vague, ambiguous and potentially overbroad, unduly burdensome, and oppressive, to the extent it seeks communications

for a time period beginning “from inception of the Sirius XM direct license program to the present.” RIAA also objects to the request for draft press releases as potentially overbroad and burdensome, and because the final releases speak for themselves. RIAA objects to the request to the extent it seeks information or documents protected from discovery under any privilege, including, but not limited to, the attorney-client privilege and work-product immunity doctrine.

RIAA also objects to the request for this information as premature. The participants have not yet submitted their written direct statements. Communications related to Sirius XM’s direct license program may be relevant once the parties have submitted their written direct statements. Without waiver of and subject to RIAA’s general and specific objections, to the extent that such information becomes relevant, RIAA will consider searching for and producing responsive documents. Until that time, RIAA does not agree to produce documents responsive to this request, if it has any.

Document Request No. 29. All press releases, newsletters, member communications and other general publications distributed by RIAA concerning this rate proceeding, statutory licenses, the recorded music industry, sound recording royalties, copyright reform and/or legislation, record companies, and/or digital music services.

RESPONSE: RIAA objects to the request for “all” responsive documents as overbroad, unduly burdensome and oppressive, and to the extent such a request will yield cumulative information.

RIAA also objects to the extent the request seeks information that may be difficult to locate.

RIAA further objects to this request as vague and ambiguous. RIAA further objects to the request for all documents concerning statutory licenses, the recorded music industry, sound recording royalties, copyright reform and/or legislation, record companies, and/or digital music services as vastly overbroad, vague and not reasonably limited to the issues in this proceeding.

These broad subject matters cover virtually all of RIAA’s business activity, and there are countless documents concerning these broad subject matters that have absolutely nothing to do

with any of the issues in this proceeding. Without waiver of and subject to RIAA's general and specific objections, RIAA will search for and produce responsive documents, if any, relating to this rate proceeding that can be located after a reasonable and diligent search.

Document Request No. 30. All public statements, remarks, testimony, speeches, including but not limited to Congressional testimony, declarations, affidavits, articles, tweets, or blog postings, made by or given by RIAA or any officer, employee, or representative of RIAA concerning this rate proceeding, statutory licenses, the recorded music industry, sound recording royalties, copyright reform and/or legislation, record companies, and/or digital music services.

RESPONSE: RIAA objects to the request for "all" responsive documents as overbroad, unduly burdensome and oppressive, and to the extent such a request will yield cumulative information and information that is trivial. RIAA further objects to the request as overbroad, unduly burdensome and oppressive because it is vague and seeks irrelevant information not reasonably limited to the issues in this proceeding. These broad subject matters cover virtually all of RIAA's business activity, and there are countless documents concerning these broad subject matters that have absolutely nothing to do with any of the issues in this proceeding. RIAA will not produce documents in response to this request. If the Services propose a reasonable limitation on this request, RIAA will consider it.

Document Request No. 31. All documents provided to (or prepared in anticipation of providing them to) the Securities and Exchange Commission, Congress, the Copyright Office, the Department of Justice or any other governmental agency concerning this rate proceeding, the recorded music industry, sound recording royalties, copyright reform and/or legislation, record companies, and/or digital music services.

RESPONSE: RIAA objects to the request for "all" responsive documents as overbroad, unduly burdensome and oppressive. RIAA further objects to the request as overbroad, unduly burdensome and oppressive because it is vague and seeks irrelevant information not reasonably limited to subject matters at issue in this proceeding. These broad subject matters cover virtually all of RIAA's business activity, and there are countless documents concerning these broad subject matters that have absolutely nothing to do with any of the issues in this proceeding.

RIAA will not produce documents in response to this request. If the Services propose a reasonable limitation on this request, RIAA will consider it.

Respectfully submitted,

By /s/ Jared Freedman
Jared O. Freedman (DC Bar 469679)
David A. Handzo (DC Bar 384023)
Michael B. DeSanctis (DC Bar 460961)
Steven R. Englund (DC Bar 425613)
JENNER & BLOCK LLP
1099 New York Ave., N.W., Suite 900
Washington, D.C. 20001
(v) 202-639-6000
(f) 202-639-6066
dhandzo@jenner.com
mdeSanctis@jenner.com
senglund@jenner.com
jfreedman@jenner.com

*Counsel for the Recording Industry
Association of America.*

Dated: July 18, 2016

CERTIFICATE OF SERVICE

I, Alex Trepp, do hereby certify that, on the 18th day of July, 2016, copies of the foregoing were sent via electronic mail to all parties at the email addresses listed below. Hard copies will follow by first class mail.

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|---|--|
| <p>Paul Fakler Eric Roman ARENT FOX, LLP 1675 Broadway New York, NY 10019-5874 Fax: 212-484-3990 Paul.fakler@arentfox.com Eric.roman@arentfox.com</p> <p>Martin Cunniff Jackson Toof Ross Panko ARENT FOX, LLP 1717 K Street, N.W. Washington, DC 20006-5344 Fax: 202-857-6395 Martin.cunniff@arentfox.com Jackson.toof@arentfox.com Ross.panko@arentfox.com</p> <p>Paula Calhoun MUSIC CHOICE 650 Dresher Road Horsham, PA 19044 Fax: 215-784-5886 pcalhoun@musicchoice.com</p> <p><i>Counsel for Music Choice</i></p> | <p>Benjamin Marks Elisabeth Sperle WEIL, GOTSHAL & MANGES LLP 767 Fifth Avenue New York, NY 10153 Fax: 212-310-8007 Benjamin.marks@weil.com Elisabeth.sperle@weil.com</p> <p>Melanie McCool MUZAK LLC 1703 West Fifth Street, Suite 600 Austin, TX 78703 Fax: 512-380-8501</p> <p><i>Counsel for Muzak LLC</i></p> |
| <p>R. Bruce Rich Randi Singer Todd Larson David Yolkut Jacob Ebin WEIL, GOTSHAL & MANGES LLP 767 Fifth Avenue New York, NY 10153 Fax: (212) 310-8007 Bruce.rich@weil.com Randi.singer@weil.com</p> | <p style="text-align: center;">[Intentionally Blank]</p> |

Todd.larson@weil.com

David.yolkut@weil.com

Jacob.ebin@weil.com

Patrick Donnelly

SIRIUSXM RADIO INC.

1221 Avenue of Americas, 36th Floor

New York, NY 10020

Fax: 212-584-5353

Patrick.donnelly@siriusxm.com

Cynthia Greer

SIRIUSXM RADIO INC.

1500 Eckington Pl., NE

Washington, DC 20002

Fax: 202-380-4592

Cynthia.greer@siriusxm.com

Counsel for SiriusXM Radio, Inc.

Dated: July 18, 2016

/s/ Alex Trepp
Alex Trepp