

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)

**A2IM’S RESPONSES AND OBJECTIONS TO THE FIRST SET OF REQUESTS FOR
PRODUCTION OF DOCUMENTS TO AMERICAN ASSOCIATION OF
INDEPENDENT MUSIC FROM SIRIUS XM, MUSIC CHOICE, AND MUZAK**

The American Association of Independent Music (“A2IM”), by its attorneys, hereby responds and objects to the First Set of Requests for Production of Documents to A2IM from Sirius XM, Music Choice, and Muzak (the “Requests”).

GENERAL OBJECTIONS

1. A2IM objects to the Requests, including all Definitions and Instructions, to the extent they purport to impose upon A2IM 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. A2IM objects to the Requests, including all Definitions and Instructions, as premature to the extent that they purport to impose a duty on A2IM to produce documents. While A2IM 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 A2IM agrees to produce prior to the submission of its written direct statement will be produced on a voluntary basis. A2IM reserves its rights to challenge the CRB's authority to require discovery prior to the submission of written direct statements.

3. A2IM 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 A2IM's written direct statement. *See* 17 U.S.C. § 803(b)(6)(C)(v), 37 C.F.R. § 351.5(b).

4. A2IM objects to the Requests, including all Definitions and Instructions, to the extent they are ambiguous, duplicative, and/or vague.

5. A2IM 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 A2IM to spend an unreasonable amount of time, effort, and resources in order to respond.

6. A2IM 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. A2IM 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. A2IM 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 A2IM will produce documents responsive to a Request does not indicate and should not be construed as meaning that A2IM 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. A2IM objects to the Requests, including all Definitions and Instructions, to the extent they seek to impose obligations on any member of A2IM that is not a participant in this proceeding. Its members' documents are not in A2IM's possession, custody or control.

10. A2IM 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 A2IM, including documents from other parties or members of A2IM.

11. A2IM 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. A2IM 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. A2IM objects to the Requests, including all Definitions and Instructions, as overbroad, unduly burdensome, oppressive, and harassing, to the extent they seek the production of draft documents, which may be numerous and irrelevant to resolution of the issues in this proceeding.

13. A2IM 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.

14. A2IM 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. A2IM 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.

15. By agreeing to search for and produce documents responsive to any particular Request, A2IM does not represent that such documents exist or that they are in the possession, custody or control of A2IM, or that all documents responsive to the Request fall within the permissible scope of discovery or will be produced.

16. A2IM 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.

17. A2IM objects to the requested date of production as unduly burdensome, and providing insufficient time for A2IM to locate responsive documents. A2IM will produce documents as set forth below and after conducting a reasonable search.

18. The responses and objections contained herein are made to the best of A2IM’s present knowledge, belief, and information, and are based on a reasonable, diligent, and ongoing search.

A2IM 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. A2IM objects to the definition of “A2IM,” “you” and “your” in Definition No. 1 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 A2IM’s behalf. A2IM 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 A2IM that is not a participant in this proceeding. A2IM 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 A2IM, and objects to the term “affiliated companies” as vague and ambiguous. A2IM further objects to the Definition to the extent it imposes an obligation to produce competitively sensitive information from record companies. A2IM does not collect or possess such information.

2. A2IM objects to the definition of “Digital Music Service” in Definition No. 2 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, including documents for services operating outside of the United States, A2IM

objects to the Definition as irrelevant, overbroad, unduly burdensome, oppressive, harassing, and not reasonably limited to the issues in this proceeding.

3. A2IM objects to the definition of “Document” and “documents” in Definition No. 3 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.

4. A2IM objects to the definition of “Record Company” in Definition No. 7 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.

OBJECTIONS TO INSTRUCTIONS

1. A2IM 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. A2IM 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. A2IM 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. A2IM 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 “A2IM’s or any Record Company’s attorneys, agents, employees, representatives, or any other persons or entities directly or indirectly employed by or connected with A2IM 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. A2IM objects to Instruction No. 5’s request for a privilege log, which purports to impose upon A2IM 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. A2IM will not produce a privilege log in connection with its production of documents.

5. A2IM objects to Instruction No. 7 to the extent it seeks to impose an obligation to interpret language that is ambiguous.

6. A2IM 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, A2IM 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, A2IM sets forth below specific responses and objections to the Requests.

Document Request 1. All agreements executed or in effect between January 1, 2013 and the present between any Digital Music Service 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, 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: A2IM 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. A2IM 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 A2IM’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. A2IM 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 A2IM, 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, A2IM does not collect competitively sensitive information. As a result, A2IM 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 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: A2IM 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. A2IM 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.” A2IM 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 A2IM, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding.

A2IM 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, A2IM does not collect competitively sensitive information. As a result, A2IM 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 3. All agreements executed between January 1, 2013, and the present in any other service category that A2IM 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: A2IM 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. A2IM 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 A2IM, 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, A2IM does not collect competitively sensitive information. As a result, A2IM 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 4. To the extent not encompassed in Requests 1-3 above, Exhibit 2 to Simon Wheeler's written rebuttal testimony in the Web IV proceeding (and all agreements included therein), any subsequent modifications, extensions, and/or renewals of such agreements, and any new agreements with same counter-parties.

RESPONSE: A2IM objects to this request for materials from a prior proceeding, which are governed by a protective order in that proceeding. A2IM objects to the request as overbroad, unduly burdensome, oppressive and harassing, to the extent that the referenced Exhibit contains numerous documents that are irrelevant to the issues in this proceeding. At any rate, A2IM does not collect competitively sensitive information. As a result, A2IM itself does not possess these documents, which are in the possession of the record company.

Document Request 5. For each agreement responsive to Requests 1-4 above, statements, payments, and/or play details sufficient to calculate effective rates for such services from January 1, 2013 to present.

RESPONSE: A2IM 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. A2IM 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. A2IM 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 A2IM, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding.

A2IM 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, A2IM does not collect competitively sensitive information. As a result, A2IM 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 6. For each agreement responsive to Requests 1-4 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: A2IM 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. A2IM 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. A2IM 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 A2IM, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding.

A2IM 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, A2IM does not collect competitively sensitive information. As a result, A2IM 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.

At any rate, A2IM itself does not possess these documents; they are in the possession of the record companies. The record-company participants will provide the agreements to the extent set forth in their written responses. To the extent the request seeks agreements or related information from record companies that are not participants and that do not supply a witness in this proceeding, A2IM objects and does not agree to produce.

Document Request 7. For each agreement responsive to Requests 1-4 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: A2IM 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. A2IM 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. A2IM 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 A2IM, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding.

A2IM 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, A2IM does not collect competitively sensitive information. As a result, A2IM 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 8. 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 A2IM 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: A2IM 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. A2IM 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 A2IM’s Objections to Definitions above, “Record Company” is defined too broadly and is not reasonably limited to the participants in this proceeding. A2IM 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 A2IM, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding.

A2IM 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. A2IM 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.

A2IM 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, A2IM does not collect competitively sensitive information. As a result, A2IM 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 9. 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 A2IM 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: A2IM objects to this request as overbroad, unduly burdensome, oppressive harassing and not reasonably limited to the issues in this proceeding. A2IM 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.

A2IM 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 A2IM's general and specific objections, to the extent that such information becomes relevant, A2IM will consider searching for and producing responsive

documents. Until that time, A2IM does not agree to produce documents responsive to this request, if it has any.

Document Request 10. 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: A2IM 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. A2IM 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 A2IM's written direct statement. A2IM 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 A2IM, 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, A2IM does not collect competitively sensitive information. As a result, A2IM 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 11. Documents sufficient to show each Record Company's projected revenue, costs and expenses by category over the 2016-2022 licensing period.

RESPONSE: A2IM 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. A2IM 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 A2IM's written direct statement. A2IM 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 A2IM, 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, A2IM does not collect competitively sensitive information. As a result, A2IM 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 12. 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: A2IM 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.

A2IM also objects to the extent the request seeks information that may be difficult to locate.

Without waiver of and subject to A2IM's general and specific objections, A2IM will search for

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

Document Request 13. 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: A2IM 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.

A2IM also objects to the extent the request seeks information that may be difficult to locate.

A2IM objects to the request for documents concerning “the ability of any Digital Music Service . . . to steer listening more generally” as overbroad, unduly burdensome, oppressive and harassing to the extent it is vague, ambiguous, and not reasonably limited to the issues in this proceeding. Without waiver of and subject to A2IM’s general and specific objections, A2IM will search for and produce responsive documents, if any, that can be located after a reasonable and diligent search.

Document Request 14. 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: A2IM 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.

A2IM also objects to the extent the request seeks information that may be difficult to locate.

A2IM further objects to the comparison contemplated by this request as vague and ambiguous.

Without waiver of and subject to A2IM’s general and specific objections, A2IM will search for and produce responsive documents, if any, that can be located after a reasonable and diligent search.

Document Request 15. 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: A2IM 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.

A2IM also objects to the extent the request seeks information that may be difficult to locate.

A2IM 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 A2IM’s general and specific objections, A2IM will search for and produce responsive documents, if any, that can be located after a reasonable and diligent search.

Document Request 16. 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: A2IM 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.

A2IM also objects to the extent the request seeks information that may be difficult to locate.

A2IM 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 A2IM’s general and specific objections, A2IM will search for and produce responsive documents, if any, that can be located after a reasonable and diligent search.

Document Request 17. 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: A2IM 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.

A2IM 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. A2IM also objects to the extent the request seeks information that may be difficult to locate. Without waiver of and subject to A2IM’s general and specific objections, A2IM 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 18. 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: A2IM 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.

A2IM 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 A2IM, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding. A2IM 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. If the Services propose a reasonable limitation on this request, A2IM will consider it.

Document Request 19. 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: A2IM 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. A2IM objects to the extent the request seeks information that may be difficult to locate. A2IM 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 A2IM, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding. A2IM further objects to this request as vague and ambiguous. Without waiver of and subject to A2IM’s general and specific objections, A2IM will search for and produce responsive documents, if any, that can be located after a reasonable and diligent search.

Document Request 20. 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: A2IM 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. A2IM objects to the extent the request seeks information that may be difficult to locate. A2IM 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 A2IM, and to the extent it seeks documents from record companies that are not participants or that do not supply a

witness for this proceeding. A2IM further objects to the request as vague and ambiguous.

Without waiver of and subject to A2IM's general and specific objections, A2IM will search for and produce responsive documents, if any, that can be located after a reasonable and diligent search.

Document Request 21. 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: A2IM 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. A2IM objects to the extent the request seeks information that may be difficult to locate. A2IM 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 A2IM, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding. A2IM further objects to the request as vague and ambiguous. Without waiver of and subject to A2IM's general and specific objections, A2IM will search for and produce responsive documents, if any, that can be located after a reasonable and diligent search.

Document Request 22. 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: A2IM 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. A2IM objects to the extent the request seeks information that may be difficult to locate. A2IM 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 A2IM, and to the extent

it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding. A2IM further objects to the request as vague and ambiguous. A2IM 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 A2IM's general and specific objections, to the extent that such information becomes relevant, A2IM will consider searching for and producing responsive documents. Until that time, A2IM does not agree to produce documents responsive to this request, if it has any.

Document Request 23. 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: A2IM 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. A2IM objects to the extent the request seeks information that may be difficult to locate. A2IM 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 A2IM, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding.

A2IM 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 A2IM's general and specific objections, to the extent that such information becomes relevant, A2IM will consider searching

for and producing responsive documents. Until that time, A2IM does not agree to produce documents responsive to this request, if it has any.

Document Request 24. 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: A2IM 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. A2IM objects to the extent the request seeks information that may be difficult to locate. A2IM 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 A2IM, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding. A2IM further objects to the request as vague and ambiguous.

The A2IM 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 A2IM’s general and specific objections, A2IM will search for and produce responsive documents, if any, that can be located after a reasonable and diligent search.

Document Request 25. All documents concerning the effect of statutory streaming royalties on any Record Company’s investment in developing sound recordings.

RESPONSE: A2IM 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. A2IM objects to the extent the request seeks information that may be difficult to locate. A2IM 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 A2IM, 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 A2IM 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 A2IM's general and specific objections, A2IM will search for and produce responsive documents, if any, that can be located after a reasonable and diligent search.

Document Request 26. 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: A2IM objects to this request as overbroad, unduly burdensome and premature. A2IM 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 A2IM, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding. A2IM further objects to the request as vague and ambiguous.

The parties have not yet submitted their written direct statements, and whether A2IM will submit witness testimony related to relative contributions under Section 801(b)(1)(c) is undetermined at this time. If A2IM does submit such testimony, then the Services can seek documents "directly related" to that testimony, to the extent A2IM has any such documents, after the testimony has been submitted. Until that time, A2IM does not agree to produce documents responsive to this request, if it has any.

Document Request 27. All documents submitted by the Record Companies or A2IM 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 A2IM, since the Universal/EMI merger, involving investigations related to

competition among the Record Companies or between the Record Companies and other music distributors.

RESPONSE: A2IM 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, including documents submitted to agencies located outside the United States. A2IM objects to the request as overbroad, unduly burdensome, and oppressive, to the extent the request for “all” responsive documents will yield cumulative information. A2IM 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 A2IM, and to the extent it seeks documents from record companies that are not participants or that do not supply a witness for this proceeding. A2IM objects to the request for “any submissions . . . involving investigations related to competition” between certain entities as overbroad, unduly burdensome, oppressive, harassing, vague, ambiguous and nonspecific. As to the request for documents submitted to the FTC or European Commission in connection with the Universal/EMI merger, if the Services propose a reasonable limitation on this request, A2IM will consider it.

Document Request 28. Minutes from all meetings of the A2IM board and any A2IM 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: A2IM 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. A2IM objects to the request as vastly overbroad and not reasonably limited to the issues in this proceeding. A2IM objects to the request as vague and ambiguous. A2IM objects to the request as seeking documents beyond the scope of

permissible discovery under CRB precedent. A2IM does not agree to produce the requested documents.

Document Request 29. All communications among or between A2IM board members or employees, A2IM and its membership (including questions or communications of any kind from members to A2IM, and responses from A2IM), or between A2IM 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: A2IM objects to the request for “all” responsive communications as overbroad, unduly burdensome and oppressive. A2IM 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.” A2IM also objects to the request for draft press releases as potentially overbroad and burdensome, and because the final releases speak for themselves. A2IM 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.

A2IM also objects to the request for this information as premature. The participants have not yet submitted their written direct statements. Without waiver of and subject to A2IM’s general and specific objections, to the extent that such information becomes relevant, A2IM will consider searching for and producing responsive documents. Until that time, A2IM does not agree to produce documents responsive to this request, if it has any.

Document Request 30. All press releases, newsletters, member communications and other general publications distributed by A2IM 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: A2IM 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.

A2IM also objects to the extent the request seeks information that may be difficult to locate.

A2IM further objects to this request as vague and ambiguous. A2IM 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.

A2IM does not agree to produce documents responsive to this request. If the Services propose a reasonable limitation on this request, A2IM will consider it.

Document Request 31. 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 A2IM or any officer, employee, or representative of A2IM 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: A2IM 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. A2IM 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. If the Services propose a reasonable limitation on this request, A2IM will consider it.

Document Request 32. 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: A2IM objects to the request for “all” responsive documents as overbroad, unduly burdensome and oppressive. A2IM 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. If the Services propose a reasonable limitation on this request, A2IM will consider it.

Respectfully submitted,

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Dated: July 22, 2016

CERTIFICATE OF SERVICE

I, Alex Trepp, do hereby certify that, on the 25th 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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Dated: July 25, 2016

/s/ Alex Trepp
Alex Trepp