



## HD Radio™ Broadcaster Licensing Fact Sheet

AM and FM stations in the United States and its territories planning to convert to HD Radio Technology must license the technology directly from iBiquity Digital. The license grants the station the right to use iBiquity Digital's HD Radio patents, software and trademarks. Licenses must be in place before a station receives broadcast equipment that contains iBiquity Digital's intellectual property from manufacturers or resellers.

A form station license agreement is available on iBiquity Digital's website (<http://www.ibiquity.com/broadcasters/licensing>) or by contacting iBiquity Digital. Any questions about licensing should be directed to:

Rick Greenhut  
Director, U.S. Broadcast Sales  
Phone: (443) 539-4335  
E-mail: [greenhut@ibiquity.com](mailto:greenhut@ibiquity.com)

Terms of licensing include:

1. **Duration.** The term of the agreement is perpetual.
2. **Main Channel Audio Fees.** iBiquity Digital defines the digital broadcast of the existing analog program as "Main Channel Audio." A one time fee is paid for the rights to broadcast the Main Channel Audio. The rights to broadcast certain data associated with main channel audio (Main Channel Primary Data), such as call letters, artist/song title, album title and program, is included in the Main Channel Audio license fee. Currently, our standard station license fee of \$25,000 is being discounted through December 31, 2012 as follows:
  - Stations that enclose payment with their signed contracts pay a license fee of \$11,500.
  - Stations that we invoice at our standard net 30 payment terms pay a license fee of \$12,000.
  - Stations that sign up for our 12 month payment plan terms pay a license fee of \$13,500.
    - This would be a "Business to Business" ACH (Automated Clearing House) electronic payment, initiated by us.
    - We electronically debit your business banking account monthly in 12 equal payments over 12 months.
    - Annual multicast fees also payable monthly via automatic ACH deductions.
  - Stations or groups wishing to pay over a period of 2-5 years should refer to the attached rate card.
    - Requires \$5,000 down payment per individual station.
    - Monthly payments made for duration of contract term via ACH automatic deductions.
    - Annual multicast fees also payable monthly via automatic ACH deductions.
3. **Supplemental Channel Audio Fees for HD-2 and Other Multicast Channels.** The fee for transmitting digital audio channels (HD-2 and other multicast channels) in addition to the main channel is based on a revenue sharing model. Stations pay 3% of incremental net revenue derived from any supplemental audio services made possible with HD Radio Technology with a minimum annual fee of \$1,000 per audio channel.
4. **Data Fees.** Any data made possible with HD Radio Technology other than Main Channel Primary Data are classified as Auxiliary Data. The fee for transmitting Auxiliary Data is also based on a revenue sharing model. Stations pay 3% of incremental net revenue derived from Auxiliary Data. Payments are made on a quarterly basis.
5. **Operational Requirements.** To promote consumer acceptance of the technology, stations are required to synchronize the analog and digital Main Channel Audio by delaying the analog audio several seconds.
6. **Assignment.** The license can be assigned to another station only in the case where the station and other related assets are assigned or transferred to another party.
7. **Revisions and Upgrades.** iBiquity Digital will not charge additional license fees for software Revisions (new releases intended to correct errors in functionality). Stations may license any Upgrades that may be released periodically by electing to pay an annual fee or the prevailing rate at the time of release.

This fact sheet does not constitute an offer to enter into an agreement. Stations must enter into a formal license agreement with iBiquity Digital to obtain any rights to use iBiquity Digital's patents, software and trademarks.

# iBiquity Digital HD Radio™ License Pricing Grid

Requires Automatic ACH Payments & \$5,000/Station At Signing

Rates Effective January 1, 2012

	2 Year Rate \$14,500	3 Year Rate \$15,000	4 Year Rate \$15,500	5 Year Rate \$16,000
	24 Monthly Payments	36 Monthly Payments	48 Monthly Payments	60 Monthly Payments
# Stations				
1	\$396	\$278	\$219	\$183
2	\$743	\$522	\$412	\$345
3	\$1,079	\$758	\$598	\$502
4	\$1,390	\$978	\$772	\$648
5	\$1,677	\$1,181	\$932	\$783
6	\$1,940	\$1,367	\$1,080	\$908
7	\$2,179	\$1,536	\$1,215	\$1,022
8	\$2,393	\$1,689	\$1,337	\$1,125
9	\$2,584	\$1,825	\$1,446	\$1,218
10	\$2,750	\$1,944	\$1,542	\$1,300

**EXAMPLE #1:** If you wish to license 1 station and pay over 5 years, then after paying \$5,000 down, your total monthly payment would be only \$183 a month for 60 months.

# Stations	2 Year Rate \$14,500	3 Year Rate \$15,000	4 Year Rate \$15,500	5 Year Rate \$16,000
	24 Monthly Payments	36 Monthly Payments	48 Monthly Payments	60 Monthly Payments
1	\$396	\$278	\$219	\$183
2	\$743	\$522	\$412	\$345
3	\$1,079	\$758	\$598	\$502
4	\$1,390	\$978	\$772	\$648
5	\$1,677	\$1,181	\$932	\$783
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7	\$2,179	\$1,536	\$1,215	\$1,022
8	\$2,393	\$1,689	\$1,337	\$1,125
9	\$2,584	\$1,825	\$1,446	\$1,218
10	\$2,750	\$1,944	\$1,542	\$1,300

**EXAMPLE #2:** If you wish to license 3 stations and pay over 3 years, then after paying \$5,000 down per station, your total monthly payment would be only \$758 a month (\$253 per station) for 36 months.

# Stations	2 Year Rate \$14,500	3 Year Rate \$15,000	4 Year Rate \$15,500	5 Year Rate \$16,000
	24 Monthly Payments	36 Monthly Payments	48 Monthly Payments	60 Monthly Payments
1	\$396	\$278	\$219	\$183
2	\$743	\$522	\$412	\$345
3	\$1,079	\$758	\$598	\$502
4	\$1,390	\$978	\$772	\$648
5	\$1,677	\$1,181	\$932	\$783
6	\$1,940	\$1,367	\$1,080	\$908
7	\$2,179	\$1,536	\$1,215	\$1,022
8	\$2,393	\$1,689	\$1,337	\$1,125
9	\$2,584	\$1,825	\$1,446	\$1,218
10	\$2,750	\$1,944	\$1,542	\$1,300

**EXAMPLE #3:** If you wish to license 5 stations and pay over 2 years, then after paying \$5,000 down per station, your total monthly payment would be only \$1,677 a month (\$335 per station) for 24 months.

# Stations	2 Year Rate \$14,500	3 Year Rate \$14,000	4 Year Rate \$14,500	5 Year Rate \$16,000
	24 Monthly Payments	36 Monthly Payments	48 Monthly Payments	60 Monthly Payments
1	\$396	\$278	\$219	\$183
2	\$743	\$522	\$412	\$345
3	\$1,079	\$758	\$598	\$502
4	\$1,390	\$978	\$772	\$648
5	\$1,677	\$1,181	\$932	\$783
6	\$1,940	\$1,367	\$1,080	\$908
7	\$2,179	\$1,536	\$1,215	\$1,022
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