

A grayscale photograph of the New York City skyline, featuring numerous skyscrapers and buildings. The image is used as a background for the text overlay.

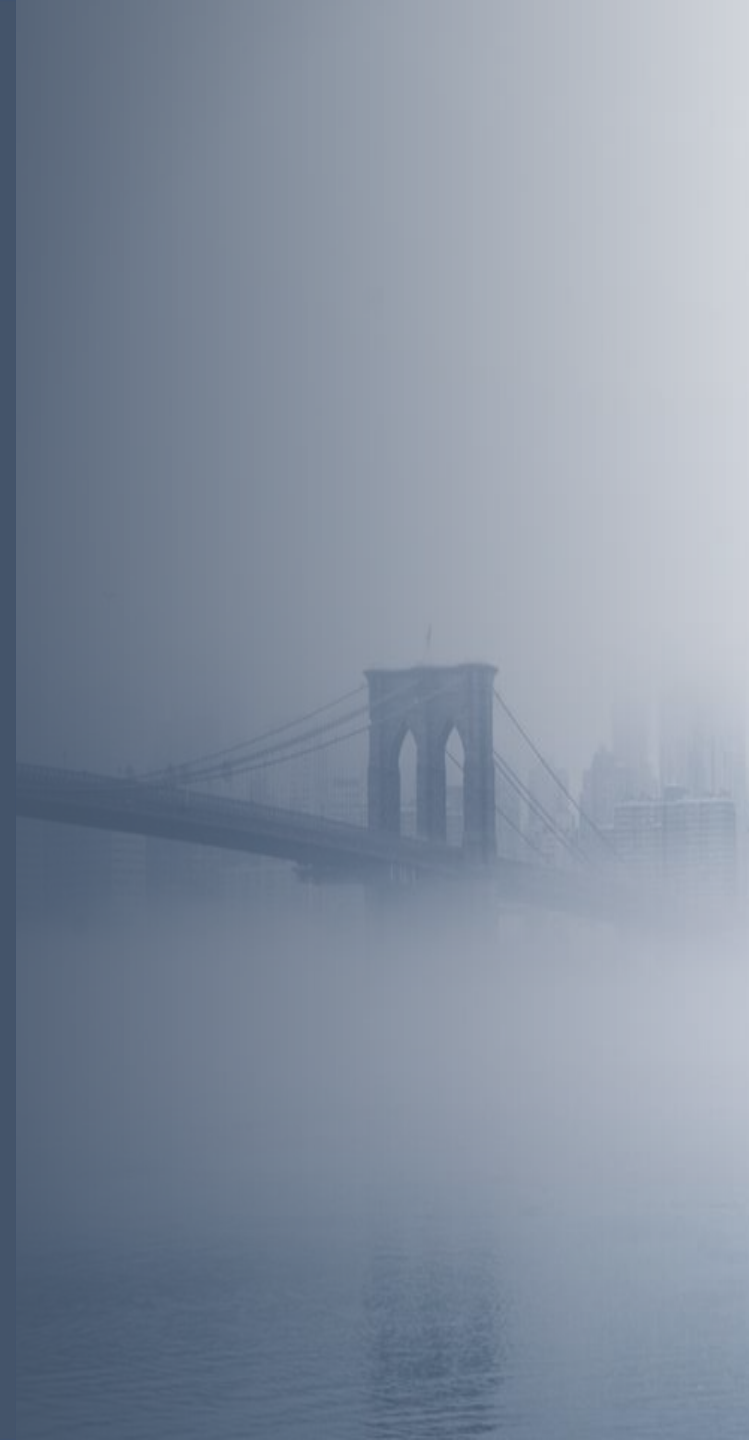
# ≡ ROYALTY RANGE

ROYALTY RATES | LOAN INTEREST RATES | SERVICE FEES

# RoyaltyRange

Organizations around the world use our databases for tax, transfer pricing, valuation, legal and benchmarking purposes.

We have been featured in publications by the Organization for Economic Co-operation and Development, World Bank Group, International Monetary Fund and United Nations.



## DATABASES

Our databases cover royalty rates,  
loan interest rates  
and service fees.



## HOURS

We spend hours  
analyzing each agreement  
so that the client doesn't have to.

## COMPARABILITY FACTORS

Each agreement is analyzed  
for up to 50  
comparability factors.



## COUNTRIES

Our databases are used  
by organizations globally.

# Our data saves time

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One of the main advantages of RoyaltyRange is that our data does not require much additional work from your side. Our high-quality and consistent data saves you time and increases the productivity of your research and deliverables.

## What are the benefits?

- Our data is fully compliant with the OECD BEPS requirements and US regulations.
- Each agreement is manually analyzed for up to 50 comparability factors.
- The database includes detailed functional, risk, cost and asset analyses.
- Our data is fully analyzed, clean, structured and manually prepared for each agreement.
- We do not include duplicates, redacted agreements, undisclosed remuneration terms or remuneration types other than percentages.
- Parties to the agreements are checked for independence.
- All information is provided in Excel or Word, together with links to original sources and PDF documents.
- The data is continually improving through constant usage, double-checking and new information.
- An easy-to-perform analysis can be completed in a matter of hours by accepting or rejecting agreements that have already been analyzed, and double-checking them for quality.

The data we provide is used for a number of purposes, including:

- Transfer pricing analysis
- Valuation of intangibles
- Benchmarking studies
- Patent Box analysis
- Introducing royalty payments
- Setting royalty rates
- Drafting license agreements
- Determining common agreement terms
- Expert testimony and litigation
- Consulting



**Deloitte.**



MOORE STEPHENS



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## Our clients

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We provide premier quality data to industry leading multinational enterprises, global consulting companies, international law firms, government authorities and universities.

# What our clients say about us

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“

We acknowledge RoyaltyRange advance over competitors.

Aleksandrs Hrisanfovs, Deloitte

“

At first glance, this seems to be the best organized results from any vendor thus far, thank you for that.

Justin Skinner, Insight Economics

“

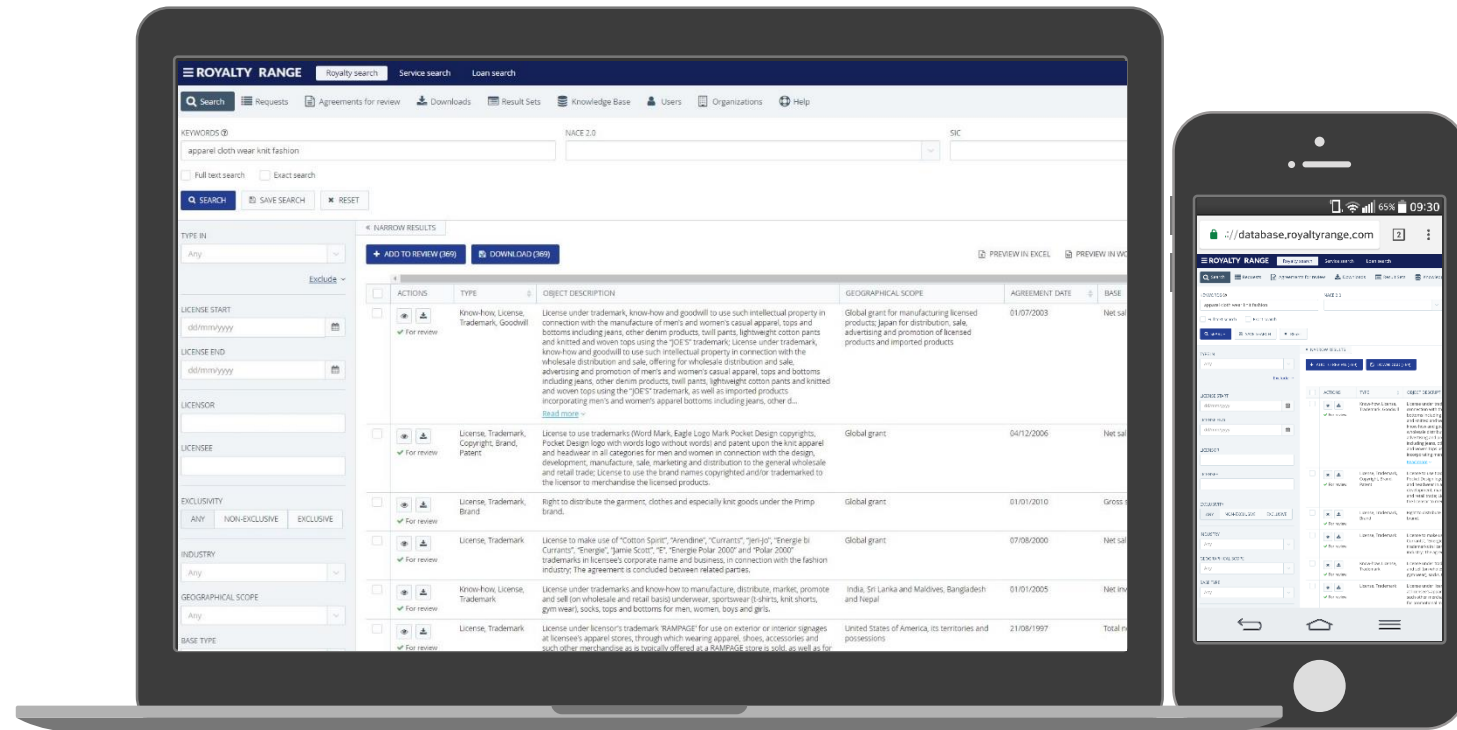
Our cooperation is a valuable asset for us as the data received from your company helps us with our work and is value-adding.

Lukas Drobnys, Tax, KPMG

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We consider RoyaltyRange one of our most valued collaborators, so we will surely continue to use their services in the future.

Ivona Ilic, Tax, Deloitte



# Database search interface

Modern, sleek and functional database user interface transforms a stressful research experience into intuitive and easy process.

<div> <div> <div>ROYALTY RANGE</div> <div>ROYALTY RANGE (LAWYER ESTABLISHED NAME) (INVESTED FUND)</div> </div> <div> <div>SEARCH REPORT</div> <div>Date: 28/03/2018</div> <div>Search title: Apparel products</div> </div> </div>								
General								
No.	Unique code	Type	Licensor	Licensor's activities	Licensee	Licensee's activities	Description of object	Geographical scope
1	RR20160401T06002	License, Trademark	Mecox Lane Limited	Licensor provides e-commerce business operating China's leading shopping website for apparel and accessories.	Shanghai Mecox Lane Information Technology Co., Ltd., Shanghai Mecox Lane Shopping Co., Ltd	Licensees are variable interest entities (VIE) of licensor in China, that operate sales of clothes and accessories.	License to use "loagae" trademark in respect of and on class 25 apparel in retail and online stores.	PRC
2	RR20161013T04001	License, Trademark, Trade name	Nancy Lopez Enterprises, Inc.		The Arnold Palmer Golf Company	Licensee manufactures and markets golf clubs, golf bags, golf accessories and luggage.	License under trademark to use the "Nancy Lopez" trade name, the facsimile signature, image, likeness, photograph and endorsement of the golfer in connection with the manufacture, advertisement, distribution and sale of the licensed products (golf clubs and components thereof (heads, shafts and grips), golf caddy bags and golf caddy bag accessories (travel covers, etc.), golf gloves, golf shoes, golf balls, golf practice and training devices, and golf apparel).	Global grant
3	RR20160626T06002	License, Trademark	MTV Networks, a division of Viacom International, Inc.		Active Apparel Group, Inc.		License to use trademarks "MTV's THE GRID" and "THE GRID" in connection with activewear and accessories for sale, including tops and bottoms, sports bras, t-shirts, caps, backpacks, bags, keychains, hand fitness towels and water bottles.	United States, Canada
4	RR20170511T04001	License, Trademark, Copyright	Warner Bros. Consumer Products		Gerber Childrenswear, Inc.	Licensee operates in two business segments: apparel and home.	License under trademarks, copyrights and licensor's logo to utilize the fictional baby looney toons and looney toons characters and to create artwork in connection with manufacture, distribution and sale of the licensed products (bath products, infant coordinated bedding sheets, sleepwear, layettes, footwear/socks and infant and toddler playwear).	United States of America, Puerto Rico and United States Virgin Islands
5	RR20170510T01003	License, Trademark, Copyright	St. John Knits, Inc.		Swiss Army Brands	Licensee imports, manufactures and distributes consumer products, including watches, pocketknives, cutlery, multi-tools and sunglasses.	License under licensor's St. John trademark to manufacture, distribute and sell wrist watches, watches and travel alarm clocks.	United States of America, Canada, Japan, Hong Kong, Korea, Indonesia, Australia, United Kingdom, Germany, Benelux, Switzerland, Any.
6	RR20130608T06002	License, Trademark, Copyright, Patent	ANTIK DENIM, LLC		MAX RAY, INC.		License to use trademarks, copyrights (Eagle Design Plain, Pocket Design) and patent upon small leather goods, consisting of belts, handbags, small leather accessories and scarves in connection with the design, development, manufacture, sale, marketing and distribution	United States and its possessions, territories and offshore islands.

# Reports

We systemize manually gathered and analyzed data into well-structured and convenient reports to provide users with detailed and informative insights regarding their search strategy.



# Royalty rates database

We provide high-quality comparables data on third-party license agreements.

Agreements that cannot be used in real analyses are rejected during the database compilation process, so that you do not have to do this.

High quality, clean and structured data saves time and increases efficiency.

The following types of agreements are not included in the database:

- Agreements between related parties (in some situations, these may be included).
- Agreements with undisclosed remuneration mechanisms.
- Royalty-free agreements.
- Agreements where royalties are expressed in a form other than a percentage.
- Agreements with individuals, universities and other non-commercial entities (in some situations, these may be included).

## Overview

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Our royalty rates database provides you with:

- Premier-quality data that is compliant with the OECD's guidelines and US regulations.
- Data that has been analyzed for up to 50 comparability factors.
- A detailed analysis of functions, risks, costs and assets.
- In-depth overviews of agreement terms and comparability factors.

	STANDARD	BUSINESS	ENTERPRISE
Contract length	12 months	12 months	12 months
Number of searches	unlimited	unlimited	unlimited
Downloadable reports	500	unlimited	unlimited
Number of users	1	3	5+
Live training	✓	✓	✓
Live chat support	✓	✓	✓
Phone support	x	✓	✓
Search assistance	x	✓	✓
Outsource search to us	x	x	✓
API connectivity	x	x	✓
Access to ready-made searches	x	x	✓
Access to other databases	x	x	✓
Dedicated account manager	x	x	✓
<b>TOTAL</b>	€ 3,800	on request	on request

# Royalty rates database subscription

Royalty rates database subscription provides access only to the documents that comply with our strict data compilation criteria.



# Royalty rates data comparability factors

- Type of intellectual property
- Industry description
- Licensor
- Licensor's activities
- Licensee
- Licensee's activities
- Object description
- Geographical scope
- Agreement date
- Effective date
- Cessation date
- Duration terms
- Product limitation
- Exclusivity
- Usage restrictions
- Legal protection
- Useful life
- Development stage
- Enhancements
- Future benefits
- R&D functions
- Marketing functions
- R&D control
- Protection of intangibles
- Quality control
- Unsuccessful R&D risks
- Unsuccessful marketing risks
- Product obsolescence risks
- Infringement risks
- Product liability risks
- Functions costs
- Risks costs
- Other party costs
- R&D costs
- Marketing costs
- Employee knowledge
- Transfer type – rights
- Transfer type – intangibles
- Transfer type – with goods
- Royalty rates
- Base
- Other payments
- Compensation details
- Document title
- Links to original sources
- Patent/trademark no.
- Patent/trademark synopsis
- Patent/trademark image

# Royalty rates database search filters

- Keywords
- NACE industrial classification
- SIC industrial classification
- Intellectual property type
- Term of the license
- Search by the parties
- Exclusivity
- Industry
- Geographical scope
- Royalty base
- Royalty rate
- Full-text search
- Boolean search



# Loan interest rates database

We provide high-quality comparables data on third-party loan agreements.

Our loan agreement data is used for financial transaction benchmarking.

As an alternative to bonds comparables, third-party loan agreements can be more comparable when benchmarking loan transactions.

	STANDARD	BUSINESS	ENTERPRISE
Contract length	12 months	12 months	12 months
Number of searches	unlimited	unlimited	unlimited
Downloadable reports	500	unlimited	unlimited
Number of users	1	3	5+
Live training	✓	✓	✓
Live chat support	✓	✓	✓
Phone support	x	✓	✓
Search assistance	x	✓	✓
Outsource search to us	x	x	✓
API connectivity	x	x	✓
Access to ready-made searches	x	x	✓
Access to other databases	x	x	✓
Dedicated account manager	x	x	✓
<b>TOTAL</b>	€ 4,200	on request	on request

# Loan interest rates database

We provide high-quality comparables data on third-party loan agreements with credit ratings and interest rates.

Our database contains hundreds of interest rates per each credit rating value, which you can then narrow further by applying different search filters.



# Loans interest rates data comparability factors

- Transaction type
- Transaction description
- Lender
- Borrower
- Borrower's industry
- Borrower's location
- Borrower's credit rating
- Amount
- Base currency
- Optional currencies
- Term of the agreement
- Maturity date
- Interest rate types
- LIBOR margin
- LIBOR base
- Base rate margin
- Base rate
- Eurodollar margin
- Eurodollar base rate
- Other margins
- Other base rates
- Fixed rate
- Facility fee rate
- Compensation details
- Collateral
- Early repayment option
- Repayment terms
- Late payment interest
- Other details

# Loan interest database search filters

- S&P borrower's credit rating
- Moody's borrower's credit rating
- Fitch borrower's credit rating
- Keywords
- NACE industrial classification
- SIC industrial classification
- Term of agreement
- Maturity date
- Borrowing currency
- Amount
- Borrower's location
- Collateral
- Early repayment option
- Interest rate type
- Type of transaction
- Margin / fixed rate
- Industry



# Service fees database

We provide high-quality comparables data on third-party service agreements.

Service fees database contains third-party agreements for any type of services, including management, distribution, advisory, and many more.

Service fees comparables can be used for comparable uncontrolled price benchmarking, as opposed to profit based methods.


	STANDARD	BUSINESS	ENTERPRISE
Contract length	12 months	12 months	12 months
Number of searches	unlimited	unlimited	unlimited
Downloadable reports	500	unlimited	unlimited
Number of users	1	3	5+
Live training	✓	✓	✓
Live chat support	✓	✓	✓
Phone support	x	✓	✓
Search assistance	x	✓	✓
Outsource search to us	x	x	✓
API connectivity	x	x	✓
Access to ready-made searches	x	x	✓
Access to other databases	x	x	✓
Dedicated account manager	x	x	✓
<b>TOTAL</b>	€ 4,200	on request	on request

# Service fees database

RoyaltyRange service agreement database provides detailed data on the most recent agreements involving various types of services.

The database contains manually gathered and analyzed data on more than 30 types of agreements. Each agreement is analyzed for 20 detailed and standardized comparability factors of service fees and service terms.

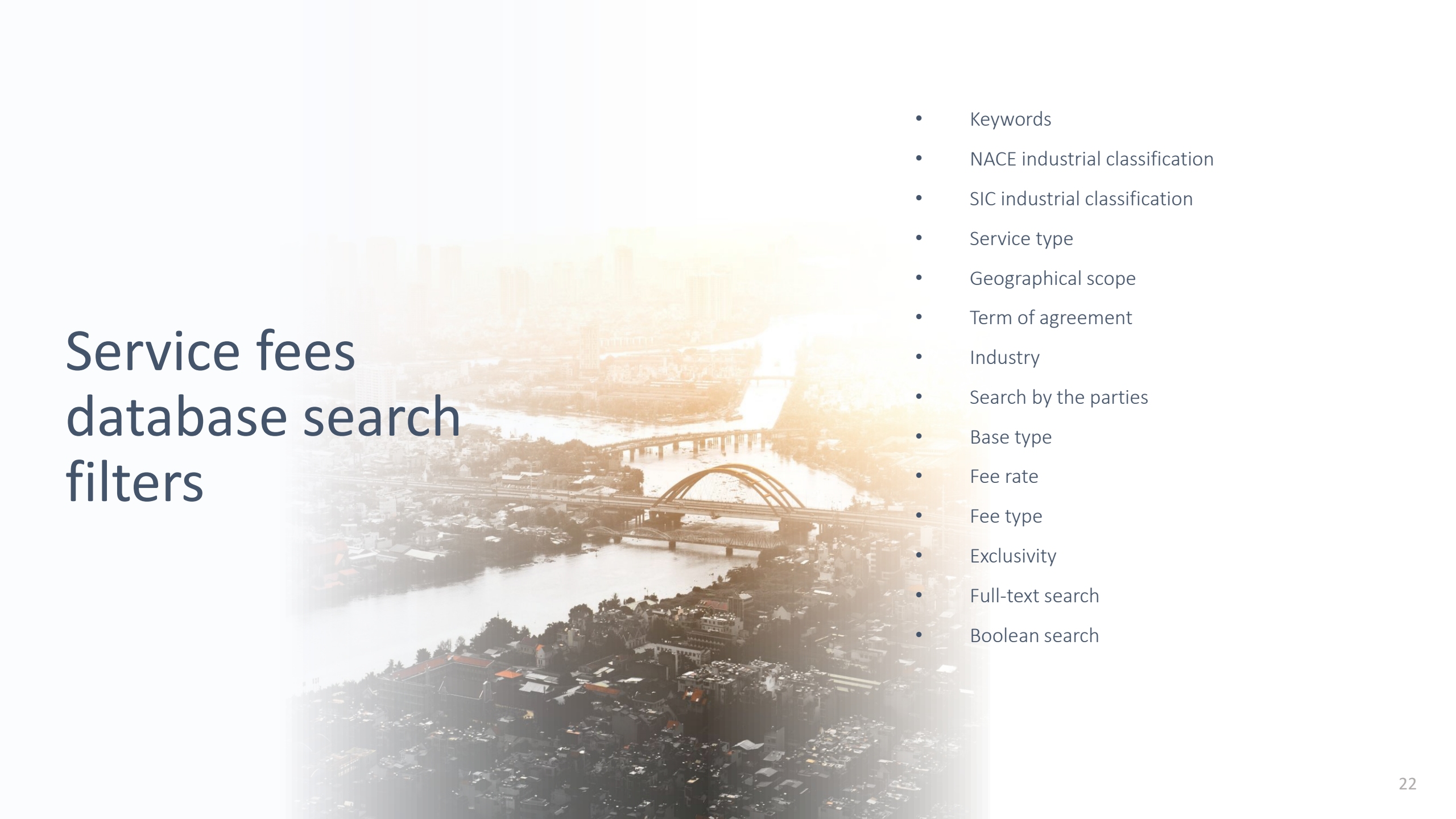
# Service fees data comparability factors



- Service type
- Service recipient
- Recipients activities
- Service provider
- Providers activities
- Service description
- Geographical scope
- Agreement date
- Effective date
- Cessation date
- Duration terms
- Exclusivity
- Fee
- Base
- Fee type
- Fee summary
- Other payments
- Remuneration details
- Document title
- Links to original sources

# Types of service agreements

Types of agreement:	Fee type:		Fee base:	Industries:
Accounting services	Acquisition fee	Labor administration fee	Acquisition expense	Airport services
Administrative services	Advisory fee	Leasing fee	Adjusted invested asset	Apparel
Advertising distribution services	Agency fee	Management fee	Aggregate net asset value	Banking
Advisory services	Architect's fee	Marketing support fee	Aggregate net income	Chemical
Agency services	Asset management fee	Merchant goods fee	Amount of placed bond	Cosmetics
Architectural services	Augmentation fee	NOI fee	Average market value	Ecology
Asset management services	Base management fee	Operations fee	Construction cost	Electronics
Broker services	Bonus fee	Origination fee	Contract sales price	Energy
Buying agency services	Brokerage commission	Oversight fee	Cost of investment	Engineering
Building construction services	Buying commission	Percentage fee	Cost of work	Food
Construction management	Closeout fee	Performance fee	EBITDA	Healthcare
Construction services	Commercial management fee	Placing commission	Excess cash flow	Hospitality
Consulting services	Commission	Property acquisition fee	Financing amount	Information technology
Distribution services	Compensation for basic services	Property management fee	F.O.B. price	Insurance
Executive services	Construction management fee	Quarterly fee	Funding	Loan brokerage
Financial advisory services	Construction services fee	Real estate commission fee	Gross cash	Logistics
Investment banking services	Contractor's fee	Redevelopment fee	Gross equity	Mining
Investment management services	Corporate overhead reimbursement	Referral fee	Gross income	Railway transport
Leases	Data center fee	Sales commission	Gross invoice value	Real estate
Management consulting services	Debt financing fee	Search fee	Gross loan amount	REIT
Management services	Development fee	Servicing fee	Gross proceeds	Telecommunications
Placing agency services	Disposition fee	Solicitation commission	Gross profit	Waste management
Procurement services	Early start fee	Subscription processing fee	Gross rent	
Property management services	Excess inventory commission	Success fee	Gross revenue	
Reinsurance brokerage services	Expense reimbursement	Supplier variance commission	Gross sale	
Reseller services	Fee		Gross written premium	
Sales agency services	FF&E fee		Lease payment	
Solicitation agency services	Financing fee		Net asset value	
Sourcing services	Finder's fee		Net billing	
Technical services	Import agent fee		Net invoice price	
Technology outsourcing services	Incentive management fee		Net receipt	
Underwriting services	Initial administration fee		Net sale	
	Installation fee		Operating cash flow	
	Investment management fee		Real estate commission	



# Service fees database search filters

- Keywords
- NACE industrial classification
- SIC industrial classification
- Service type
- Geographical scope
- Term of agreement
- Industry
- Search by the parties
- Base type
- Fee rate
- Fee type
- Exclusivity
- Full-text search
- Boolean search

# Our additional services

For all three databases we  
provide the following services

## One Search

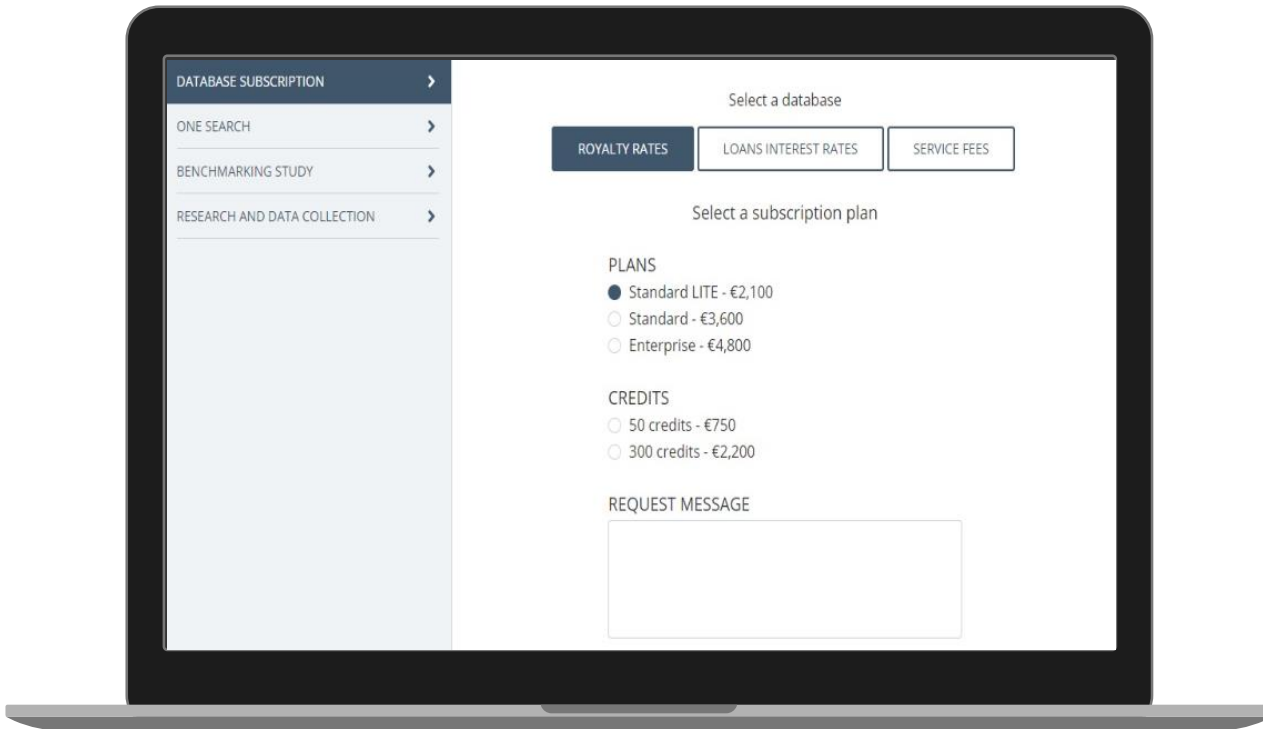
We search our databases on behalf of our clients.  
Clients pay for data sets on an one-off basis.

## Benchmarking Study

Our Benchmarking Study is a detailed comparison of publicly available information on royalty rates, service fees and loan interest rates that helps to determine an arm's length (market) rate range for specific products or services.

## Research and Data Collection

We provide research service for specific industries and search strategies.



# Requesting a service

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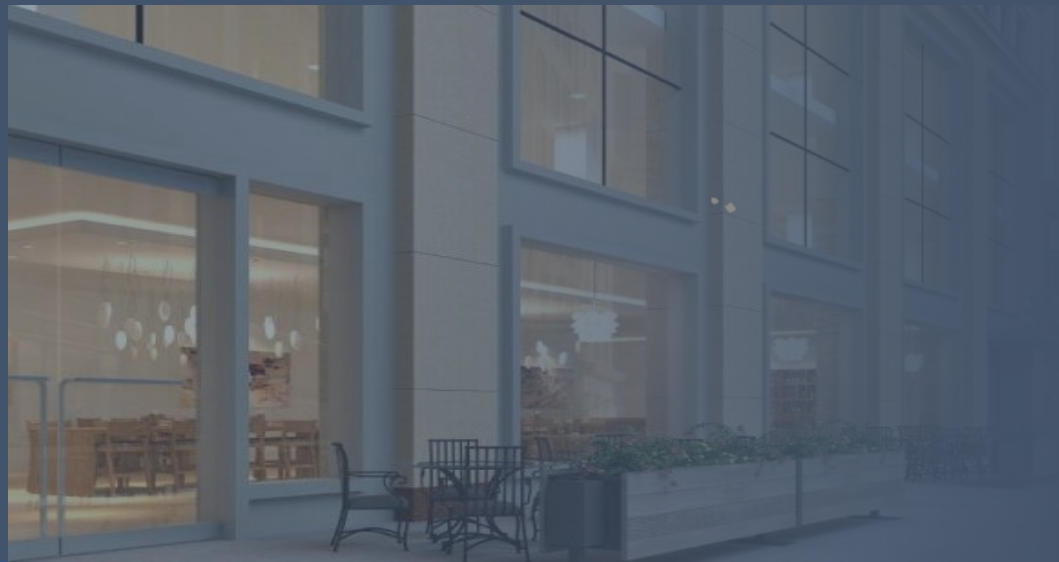
Requests are typically submitted via our website. The received requests are assigned to certain people in our sales team to ensure the most attentive and personal service.

While sales are mainly conducted through online communication, we encourage and enjoy calls and meetings with our clients.

# Our global reach

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We have locations in the US, UK, and Belgium.





Our sales and client support team

If everyone is moving forward together, then success  
takes care of itself

# Our sales and client support team



## Kris (Kestutis), Director and Tax Lawyer

Kris is a Transfer Pricing Director and Tax Lawyer at RoyaltyRange. He has extensive experience in transfer pricing and specializes in post-BEPS transfer pricing analyses, including DEMPE analyses for intangibles. Previously, he was Transfer Pricing Director at EY Belgium. He has an Advanced Diploma in International Taxation from the Chartered Institute of Taxation (CIOT) in the UK.



## Asta, Director

Asta is a Director at RoyaltyRange. She has extensive experience in legal, tax and financial transactions. Asta is a lawyer and worked for a number of years at the notary office and a major bank. Asta works from RoyaltyRange Belgian office.



## Akvile, Director

Akvile is a Director at RoyaltyRange. Akvile is based in the UK and recently in the US. She specializes in client relationship, events and marketing. Akvile is highly valued for her organizational skills, team events and is the soul of the team.



## Justin, Manager New York

Justinas is a Manager at RoyaltyRange. Before joining company's US office, he represented RoyaltyRange at events and meetings in Italy and Switzerland. He is actively involved in the development and quality maintenance of company's loan interest rates database products. He has a cum laude Master's degree in finance, and is working towards a Chartered Financial Analyst (CFA) certification.

# Our sales and client support team



## Lukas, Manager Europe

Lukas is a Manager at RoyaltyRange office in London. He holds a Master's degree in European law from Radboud University (the Netherlands). Having worked as a researcher with library-as-a-service platforms, Lukas has built a reputation for providing high-quality data-driven solutions for clients.



## Anna, Manager Europe and CIS

Anna is a Manager at the RoyaltyRange London office. She holds a Master's degree in international and European Union law, and has focused her academic interests on legal aspects of transfer pricing. Anna leads the loan department, and is in charge of compiling and analyzing data on loan transactions. Anna also plays a key role in developing the company's client portfolio in Central and Eastern Europe.



## Karolina, Marketing manager

Karolina is a Google Certified Professional and leads our dynamic marketing team, which is in charge of creating informative and eye-catching content. She is responsible for delivering creative and strategic solutions that fulfill brand and sales objectives across multiple media platforms.



## Greta, Customer support lead

Greta is a Senior Consultant and Support Team Lead at RoyaltyRange. She ensures that our customer service is of the highest standard in terms of efficiency and quality, and that our clients are satisfied with the services we provide.

# Thank you!

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