



UNIVERSAL MUSIC PUBLISHING GROUP

WINTER/SPRING 2002 VOL. 1 NO. 4

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NO DOUBT: "HELLA GOOD"

NO. 1 SINGLE & PLATINUM CD

UMPG'S
103
GRAMMY
NOMINATIONS

NEW SIGNINGS... JA RULE, DMX,
ANDREW W.K., VANESSA CARLTON, BLUE,
AFROMAN, WADE ROBSON & JIM BRICKMAN

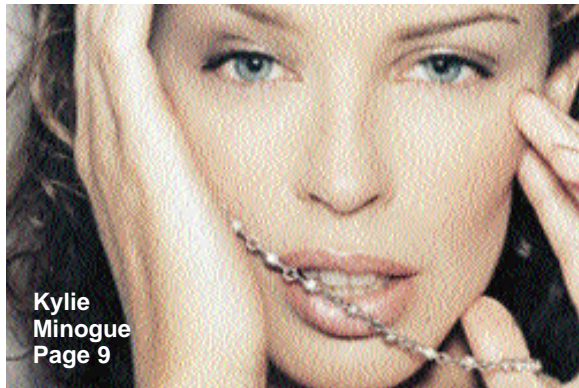
CHART TOPPERS FROM ANASTACIA, KYLIE MINOGUE
WESTLIFE, GODSMACK, MARY J. BLIGE, & MORE!

PLUS SPOTLIGHTS ON...

PHILLY SOUL & S.E. ASIA



Ja Rule
Page 4



Kylie
Minogue
Page 9



Vanessa Carlton
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President's Message >>

As we all try to come to terms with the tragic events of September 11, we, along with the entire music industry, are now putting our best foot forward to move our businesses ahead. Unfortunately, our industry seems to have been hit by a so called "perfect storm," driven by a confluence of events such as internet piracy, depressed worldwide economies, growth of CD burning and blank CD sales, the lack of a new hardware technology (i.e. DVD) to drive revenues, and the overall feeling among many young consumers that music should be free. Thankfully, we as music publishers are not wholly dependent on record sales for our revenues and growth. We also count on performance income (driven by our hit songs and strong television and film representation) as well as continued strength in our Film and TV and commercial licensing areas, among many other revenue streams.

So how can we at Universal Music Publishing Group grow our revenues in what is essentially a flat marketplace at best? First, we will continue to focus on the music by signing the leading artists and catalogues available today. Second, we have the distinct advantage of operating a "lean machine" with a highly efficient administrative model and quality staff that is the envy of the industry. Third, our creative staffs are working aggressively to promote our wonderful roster of talent, and continue the aggressive exploitation of our catalogue. These efforts are highlighted by the release of our new "Pop Sampler" -- a beautiful box-set featuring the gems of our catalogue dating from 1925 to the present. This will be followed with the launch of our new and improved corporate website and SynchExpress licensing site. Lastly, we will continue to focus on maximizing new revenue streams such as ringtones, an area where UMPG has concluded a host of deals around the globe.

In this issue, we showcase many of our artists and writers (including many of those who have received 103 Grammy nominations for UMPG this year) as well as useful features such as an update on the music publishing business in S. E. Asia, industry updates and a spotlight on the "Philly Soul" resurgence. We look forward to sharing with you more news of our successes in 2002!

-- David Renzer
Worldwide President
Universal Music Publishing Group



UMPG News Magazine Winter 2002 Vol.1 No.4



UMPG's Brian McKnight received 5 Grammy nominations! See Page 3.

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North America



No Doubt's New CD Rocks Charts Around The Globe

Fueled by overwhelming response to their Top 10 single and video, "Hey Baby," No Doubt's new album, *Rock Steady*, was released December 18 and met with an equally exciting response at retail. The record has sold more than 1.1 million in the U.S. The eye-catching video for "Hey Baby" was a hit on MTV's TRL, is Top 10 on The Billboard 100, and Music and Media's Eurochart. Leading up to the release, No Doubt (Gwen Stefani, Tom Dumont, Tony Kanal, Adrian Young) scored a valuable slot on the tour with Interscope labelmates U2, which gave the band

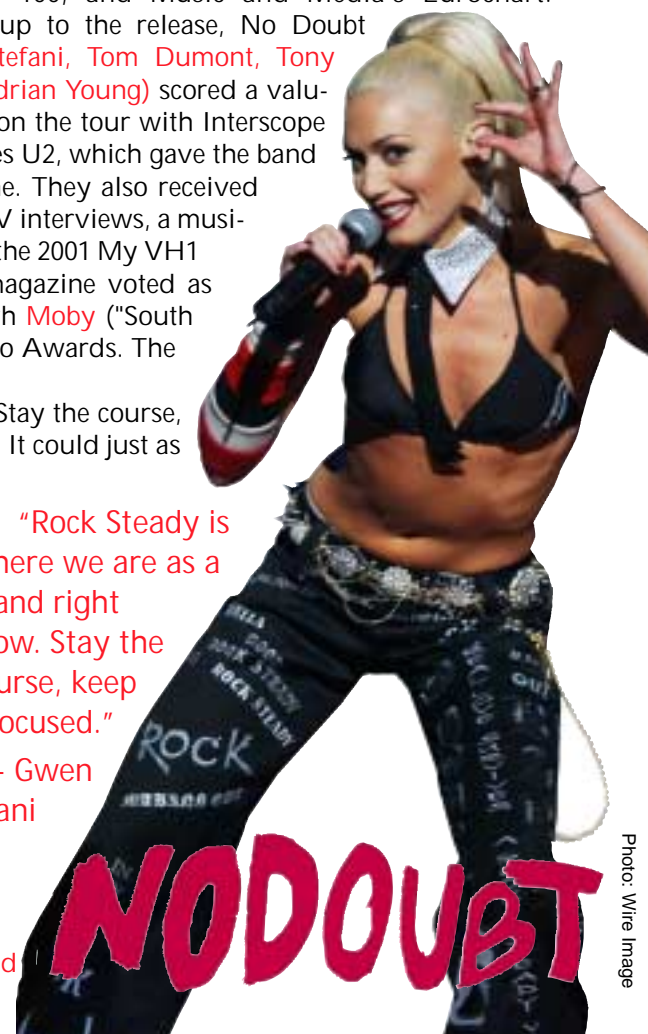
the opportunity to perform music from *Rock Steady* live for the first time. They also received enormous exposure with a barrage of magazine covers, positive reviews, TV interviews, a musical guest spot on NBC's Saturday Night Live and rockin' performances for the 2001 My VH1 Music Awards and Billboard Music Awards. Also, Stefani, who *Spin* magazine voted as 2001's "Best Side Kick," achieved her own success in 2001 on projects with Moby ("South Side") and Eve ("Let Me Blow Ya Mind"), both of which earned MTV Video Awards. The band will launch a full-scale North-American tour on March 18.

Says Gwen Stefani, "*Rock Steady* is where we are as a band right now. Stay the course, keep focused. Like the song says, 'A real love survives, a rock steady vibe.' It could just as well be describing No Doubt, our band, after all these years."

Rock Steady was recorded in Los Angeles, Jamaica, and London and runs the musical gamut, incorporating dancehall-reggae, classic new wave, and R&B with the band's signature, high-energy sound. It's No Doubt's fifth album, following their 1992 eponymous debut; the self-released *The Beacon Street Collection* (1995); their multi-platinum breakthrough *Tragic Kingdom* (also 1995) and *Return of Saturn* (2000). The producers who contributed to *Rock Steady* include a staggering and eclectic list of studio masters including acclaimed producer/remixer Nellee Hooper (U2, Bjork), ambient pioneer and Rondor Music's omnipresent dance remixer William Orbit (Madonna, Blur), former Cars frontman Ric Ocasek (Weezer, Guided By Voices), reggae's drum and bass duo Sly & Robbie, dancehall-reggae's dominant production team Steely & Cleve (Shabba Ranks, Maxi Priest), up-and-coming hip-hop producers The Neptunes (Mystikal, Jay-Z) and legendary hip-hop producer Timbaland (Missy Elliot, Nas). Mark Williams A&R'd the project.

"Rock Steady is where we are as a band right now. Stay the course, keep focused."

- Gwen Stefani



103 Grammy Nominations For UMPG Artists & Writers!

Universal Music Publishing Group's songs, writers and artists received 103 nominations across more than 50 categories, including 19 nominations for Rondor Music. Highlights included: U2 (8 nominations); Brian McKnight (5 nominations); Ja Rule (3 nominations); Fatboy Slim (2 nominations); Mary J. Blige (2 nominations); and Eve (2 nominations); as well as nominations for Godsmack, Bjork, Musiq Soulchild, Lamont Dozier, Afroman, and DMX.

North America

JaRule

On Top Of Hip-Hop

Nominated for 3 Grammy Awards, Ja Rule, who signed an exclusive, worldwide co-publishing deal with UMPG in 2001, has ruled the U.S. albums and singles charts.

His album, *Pain Is Love* (Murder Inc./Def Jam), debuted at No. 1 on The Billboard 200 and has shipped nearly 4 million units. The CD is also Top 10 in the U.K. Ja Rule co-wrote and performed on Jennifer Lopez' No. 1 single, "I'm Real." The duo hooked up again to re-work the track, "Ain't It Funny," which is their second single to top Billboard and Music Week charts. His latest single, "Always On Time," went to No. 1 on The Billboard 100, Billboard's Hot R&B/Hip-Hop Singles & Tracks chart and both of R&R's Urban and CHR/Rhythmic charts. Ja Rule will star in upcoming films "Crime Partners" and "Half Past Dead."



Tom Sturges
Executive V.P.
Creative Affairs



Afroman "Gets High" On US & Euro Charts

CD Sells 1.5 Million of Debut Single

UMPG signed Afroman to an exclusive, worldwide co-publishing deal just prior to his 2001 debut which launched a hit single, "Because I Got High." The single swept U.S. and Pan European charts selling more than 1.5 million units. Afroman's CD, *The Good Times* (Universal), has sold nearly 1 million units worldwide. His second single, "Crazy Rap," was released internationally on January 7. Afroman received a Grammy nomination for Best Rap Solo Performance.

New Alanis Morissette CD Debuts At No. 1

1st Single "Hands Clean"

Alanis Morissette's new studio album, *Under Rug Swept* (Maverick), debuted at No. 1 on the Billboard 200. The album features guest musicians Flea (Red Hot Chili Peppers), Meshell Ndegecello, Dean DeLeo (Stone Temple Pilots), & Eric Avery (Jane's Addiction). The first single, "Hands Clean," is climbing the Billboard Hot 100, debuted at No. 1 in Canada and received major support from radio, VH1 and MTV. Alanis wrote and produced the entire album.



Godsmack

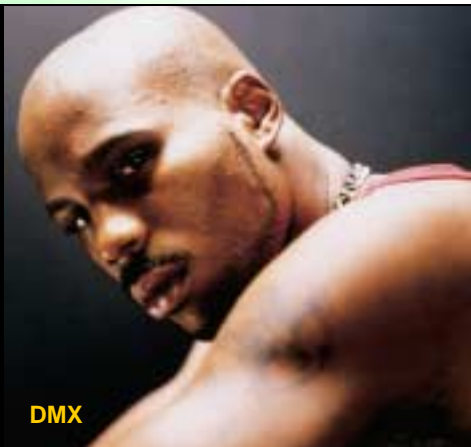
UMPG Has Multiple No. 1's on Year-End Charts

UMPG had seven No.1's on Billboard's 2001 Year-End Charts including: Ja Rule - No.1 Male Artist The Hot 100; "Love" by Musiq Soulchild - No. 1 R&B/Hip-Hop Airplay chart; Musiq Soulchild - No.1 Top New R&B/Hip-Hop Artist; "Ain't Nothin' Bout You" by Brooks and Dunn (written by Rivers Rutherford) - No.1 Hot Country Singles & Tracks; Jill Scott - No.1 Top R&B/Hip-Hop Artist - Female; "I Hope You Dance" by Lee Ann Womack (written by Mark D. Sanders) - No.1 Adult Contemporary title; and Godsmack - No.1 Mainstream Rock Tracks Artist. On R&R's 2001 Top 100 Year-End Charts, UMPG had 4 of the year's Top 10 rock songs by 3 Doors Down, Fuel and Godsmack. UMPG also had 7 No.1 singles including songs by: Ja Rule, Musiq Soulchild, Brooks & Dunn, Lee Ann Womack, Godsmack and Dave Matthews.

New Signings

UMPG Signs Multi-Platinum Rapper DMX To Exclusive Worldwide Deal

David Renzer, UMPG Worldwide President, announced that UMPG has signed multi-platinum, Ruff Ryders/Def Jam rapper DMX to an exclusive worldwide publishing deal. Having already sold more than 10 million units with his first three albums, DMX released his fourth No. 1 CD, *The Great Depression*, which is nearly double platinum. DMX has worked with a multitude of artists including Limp Bizkit, Eve, Redman, Foxy Brown, Aaliyah and DJ Clue. The rapper has signed a multi-picture deal with Warner Brothers and stars in the upcoming films "Cradle to the Grave," "Angel" and "Lazarus," the fourth installment in "The Crow" movie series. He embarks on a 30-city tour in May.



DMX

Keep An Eye On...



New A&M Artist Vanessa Carlton

UMPG has signed new A&M records artist Vanessa Carlton to a worldwide co-publishing deal. Carlton is in the studio preparing for the release of her debut album, *Be Not Nobody* (A&M), produced by Ron Fair. *Rolling Stone* named the singer/songwriter one of the "Next Wave Of Artists to Watch in 2002." The album will be released in April. Her first single, released on February 12, is "A Thousand Miles."

Andrew W.K.

UMPG has signed Andrew W.K. to an exclusive worldwide publishing deal. His first single, "Party Hard," debuted in the UK at No. 14. Andrew W.K., who *Rolling Stone* named one of the "Next Wave Of Artists To Watch in 2002," will release his debut CD, *I Get Wet* (Island Def Jam), in the U.S. on March 26.



Andrew W.K.

Wade Robson

UMPG has signed songwriter/producer/choreographer Wade Robson to an exclusive, worldwide co-publishing deal. Robson, the sensational choreographer behind *Britney Spears* and *N*Sync*, also co-wrote songs on N* Sync's hit album, *Celebrity*, including their hit singles, "Pop" and "Gone."



Wade Robson

James Poyser

Hit-making R&B songwriter/producer James Poyser has signed an exclusive U.S. co-publishing deal with UMPG. Poyser has several albums in the works. (See more on Poyser in the Philly Soul Spotlight-Pg. 14)



James Poyser

Jim Brickman

UMPG has signed gold-selling pianist/composer Jim Brickman to an exclusive, worldwide co-publishing deal. Brickman's new single, "Simple Things," went to No. 1 on the Billboard AC chart. He is currently on a 50-city U.S. tour to promote his new CD and book.

Bruce Cockburn

UMPG has signed legendary Canadian Music Hall of Famer Bruce Cockburn to a U.S. and Latin America administration deal. The singer/songwriter has scored several hits including "Wondering Where The Lions Are," "If I Had A Rocket Launcher," and "Lovers In A Dangerous Time."

Andy Marvel

UMPG has signed hit producer Andy Marvel to a worldwide co-publishing deal. Marvel has recently collaborated with *Diana King*, *Willie Ford*, *Vitamin C*, and *Jessica Andrews*.

Jimmy Cozier

New UMPG signing Jimmy Cozier (J Records) has penned songs for *Janet Jackson & Wyclef Jean* and also co-wrote a duet with *Alicia Keys*.

North America



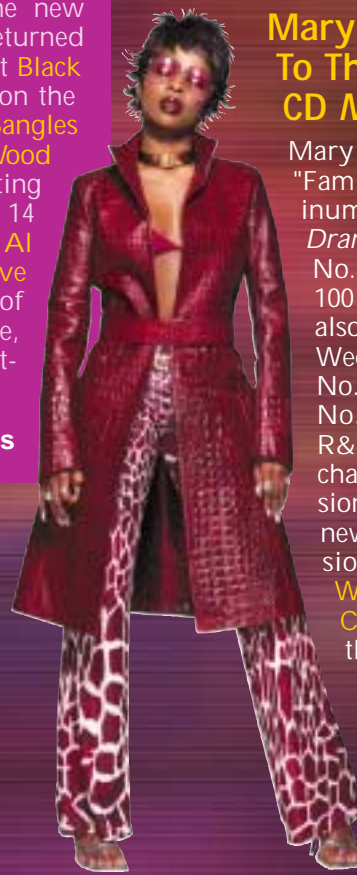
Anastacia At No. 1 In Europe With Smash CD Sophomore Release Sells 2.5 million

Released in November, Anastacia's new CD, *Freak of Nature* (Daylight /Epic), went to No.1 on Music & Media's European Top 100 Albums chart, selling over 2.5 million copies. The record follows her platinum-selling debut, *Not That Kind*, which sold more than 4 million copies and garnered a No.1 single ("I'm Outta Love") and numerous international awards including Best Pop Act at the 2001 MTV European Music Awards. She is also the official artist of the 2002 World Cup.



Mary J. Blige Returns To The Top With New CD *No More Drama*

Mary J. Blige's first single, "Family Affair," from her platinum selling CD, *No More Drama* (MCA), remained at No. 1 on the Billboard Hot 100 for six weeks. The single also topped the U.K.'s Music Week Dance Singles chart at No. 1. The album debuted at No. 1 on Billboard's Top R&B/ Hip-Hop album's chart. In February a new version of the record with three new tracks and a new version of the track "Dance With Me," featuring Common, helped propel the record back into the Top 10. Her second single, "No More Drama," also was Top 20 on the Hot 100.



Writer/Producer News

Raphael Saadiq has just finished mixing his solo debut record, *Instant Vintage* (Pookie/Universal), due for release May 21. The first single is "Be Here," featuring D'Angelo. Angie Stone and T-Boz (of TLC) also guest star...Glen Ballard has co-written two songs with Christina Aguilera and will soon work with Norwegian artist Lene Marlene (EMI). Ballard has just finished working with Sheila Nichols (Hollywood Records) and Anastacia (Epic). He's also producing a Dave Mathews/Johnny Cash track for an upcoming feature film plus is co-writing with Bernie Taupin...Sturken and Rogers have been working with a new girl duo signed to their own production company and are currently negotiating a deal with Atlantic Records. Upcoming releases for Sturken and Rogers include Laura Pausini's "Do I Dare" (Warner Music), Christina Milian's "Til I Get Over You" and "Thank You" (Island/Def Jam), Blaque's "I Wanna Be The One" (Dreamworks) and Amy Grant's "Beautiful Accident" and "Where Are You" (A&M). They will soon be working with Dave Koz (Capitol) and Ethan Edwards (Island/Def Jam)...Pajam is in the studio with Boys II Men, and have the upcoming first

single on *Trinity 5.7*, plus songs on the new *LovHer* (Def Jam)...Bob Marlette has returned from the U.K. where he wrote for the next *Black Sabbath* album. He will also begin work on the next *Tony Iommi* solo LP...The reunited *Bangles* are in the studio with producer Brad Wood (Liz Phair, Transmatic, Pete Yorn) completing their first CD of all new material in 14 years...Paul Brown has been in studio with *AI Jarreau* (Verve), *Norman Brown* (Warner Bros.) and *Euge Groove* (Warner Bros.)...Singer/Songwriter *Sierra Swan* (formerly of *Dollshead*) just signed with manager *Scott Welch* (Alanis Morissette, Goo Goo Dolls). Swan is set to shop her new songs with co-writers/producers *Scott Culter*/*Anne Preven*.



Raphael Saadiq (pictured second from right) is pictured in the studio with UMPG staff (L to R) Tom Sturges; Maani Edwards, UMPG Director of Urban Music - West Coast; Donna Caseine, UMPG Director of Creative Services; and David Renzer.



Kelly Price has been in studio recording her new album, *Priceless* (Def Jam), which includes a track with Faith Evans. The CD will be released on June 4. Pictured Left in the studio are (L to R): Jeffery Rolle, Manager of Price; Kelly Price; Faith Evans; and Tom Sturges.



Sturken and Rogers

--- UMPG New York & Los Angeles Creative Departments

Hal Leonard to Represent Leonard Bernstein - "Broadway" In Print

Hal Leonard has signed an agreement with London-based music group *Boosey & Hawkes* and the *Leonard Bernstein Music Publishing Company* (LBMPC) for exclusive worldwide print rights to the theatrical and popular works of the great Leonard Bernstein. Bernstein's catalog of popular works consists of nearly 70 publications, including his music from *West Side Story*, *Candide*, *On The Town*, *Wonderful Town*, and other beloved musicals.

North America



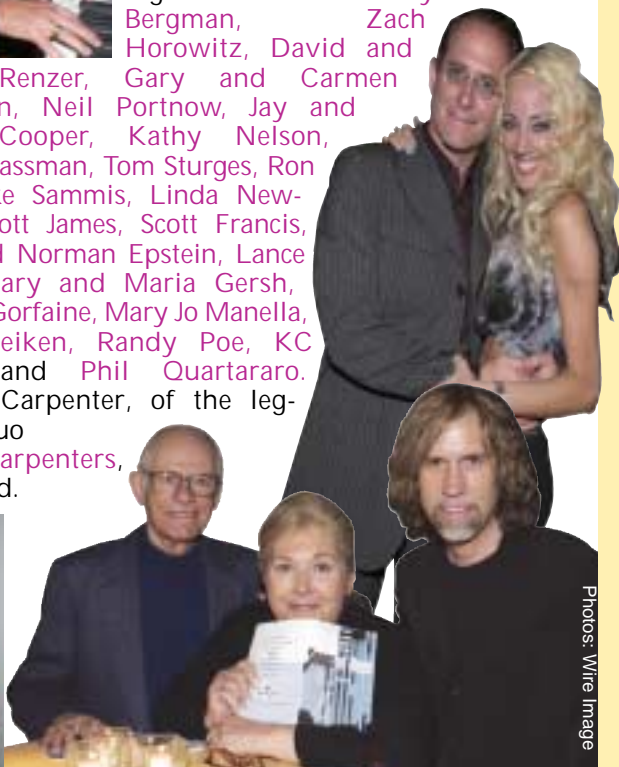
New Songs of Hope Event Raises \$90,000 For City of Hope Hospital



UMPG Worldwide President David Renzer chaired the Songs of Hope Celebrity Sheet Music Auction. The inaugural event was held in November at the home of Glen and Liv Ballard. More than 50 items were sold, raising nearly \$90,000 for City of Hope. The event was attended by 200+ people, a who's-who of music executives and songwriters including:

Alan and Marilyn Bergman, Zach Horowitz, David and Esther Renzer, Gary and Carmen Stiffelman, Neil Portnow, Jay and Darice Cooper, Kathy Nelson, Donald Passman, Tom Sturges, Ron Fair, Mike Sammis, Linda Newmark, Scott James, Scott Francis, Shari and Norman Epstein, Lance Freed, Gary and Maria Gersh, Michael Gorfaine, Mary Jo Manella, Shelly Peiken, Randy Poe, KC Porter, and Phil Quattararo.

Richard Carpenter, of the legendary duo **The Carpenters**, performed.



Photos: Wire Image

UMPG Awards

UMPG Receives 9 MTV Video Music Awards

Fatboy Slim Dominates VMA's

At the 18th annual MTV Video Music Awards, **Fatboy Slim** swept the awards, taking home six statuettes for "Weapon of Choice" (directed by **Spike Jonze**), including Best Breakthrough Video, Best Choreography, Best Cinematography, and Best Art Direction. No Doubt's **Gwen Stefani** picked up two awards through appearances on **Moby's** "South Side" and **Eve's** "Let Me Blow Your Mind." UMPG's **Jay-E** won Best Rap Video through Nelly's "Ride Wit Me," which he co-wrote. **U2** received the Michael Jackson Video Vanguard Award, which they dedicated to **The Ramones**.



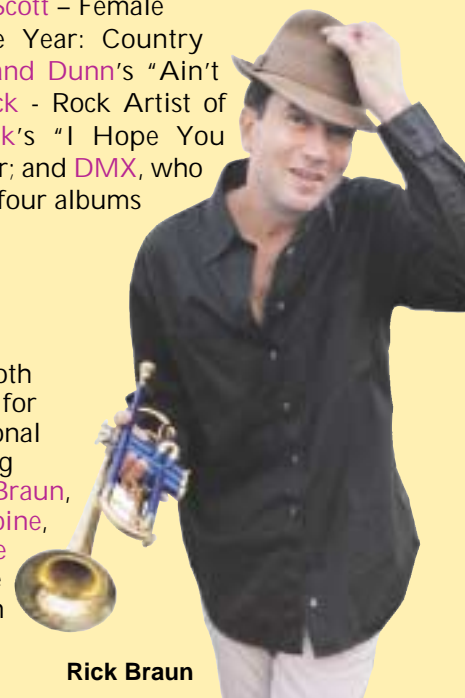
Photo: Wire Image

2001 Billboard Music Awards

UMPG artists won multiple awards at the 2001 Billboard Music Awards including: **Jill Scott** – Female R&B/Hip-Hop Artist of the Year; Country Single of the Year - **Brooks and Dunn's** "Ain't Nothin' Bout You"; **Godsmack** - Rock Artist of the Year; **Lee Ann Womack's** "I Hope You Dance" – AC Single of the Year; and **DMX**, who received an award for having four albums consecutively debut at No. 1.

National Smooth Jazz Awards

UMPG's stellar roster of Smooth Jazz Artists are nominated for multiple awards for the National Smooth Jazz Awards including **Boney James, Dave Koz, Rick Braun, Brian Culbertson, Marc Antoine, Al Jarreau, Russ Freeman, Joe Sample, and Euge Groove**. The ceremony takes place in San Diego on March 2.



Rick Braun

UMPG Canada

UMPG Canada Signs k-os

Universal Music Publishing Group Canada has signed k-os to a worldwide co-publishing agreement. In February k-os, a.k.a. Kevin Brereton, will release his debut LP, *Exit* (EMI). The CD is a raw blend of acoustic, hip-hop soul. k-os has previously collaborated with **Raphael Saadiq, The Rascalz, Kardinal Offishal** and co-writer **Russell Klyne**. Jodie Ferneyhough, Creative Director of UMPG Canada, said: "We are pleased to have Kevin join the UMPG family. His extraordinary talent is highly recognized throughout Canada and it is a real honor to be working with him."



Nashville

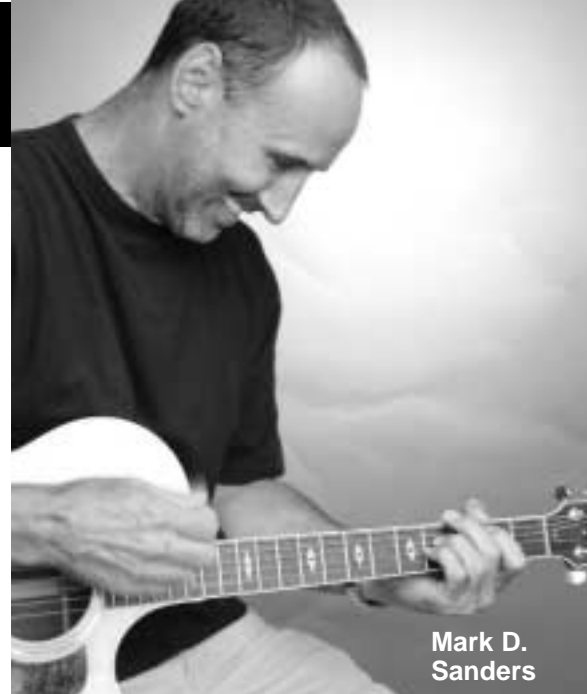


Rivers Rutherford On A Roll With Hits By Brooks & Dunn and More



Pat Higdon
Senior VP/GM
UMPG
Nashville

UMPG's **Rivers Rutherford** is on a roll with recent success from his song, "Ain't Nothin' Bout You" performed by **Brooks and Dunn**, as well as with new songs cut by **Colin Raye, Gary Alan, Mark Wills, Andy Griggs** and **Tracy Bryd**. The Brooks and Dunn smash single spent six weeks at No. 1 on Billboard's Country Chart and was also named Billboard's Top Country Song of the Year. Signed to UMPG since 1996, Rutherford has penned numerous hits including: **Chely Wright's** "Shut Up and Drive"; **Clay Davidson's** "Unconditional"; and **Gary Allan's** Top 10 hit, "Smoke Rings In The Dark" Pictured above (L to R) at ASCAP's #1 Party for the duo are: Pat Higdon, UMPG Sr. VP/General Manager-UMPG Nashville; Rivers Rutherford (3rd from Left); and Brooks & Dunn.



Mark D. Sanders

Sanders Wins Awards

At the ASCAP and BMI Music Awards, "I Hope You Dance" (written by UMPG's Mark D. Sanders, pictured above, and partner Tia Sillers) was named Song of the Year at both. The song also took Adult Contemporary Single of the Year at the 2001 Billboard Music Awards.

UMPG Signs Carolyn Dawn Johnson

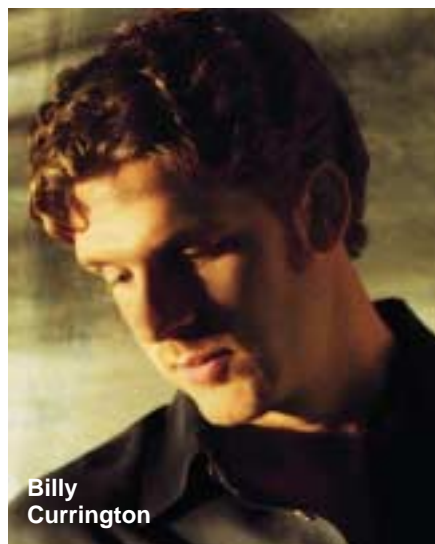
UMPG Nashville has signed Arista Nashville artist Carolyn Dawn Johnson to an exclusive worldwide publishing deal. Released August 8, Johnson's debut album, *Room With A View* (Arista Nashville), has generated two chart singles including "Complicated," which reached No. 5 on the R&R Country chart and is Top 10 on Billboard's Country Singles chart. A Canadian native, Johnson swept the 2001 CCMA's (The Canadian Country Music Awards) by winning a record-breaking five awards including: Album of the Year; Female Vocalist of the Year; Single of the Year; Rising Star; and the SOCAN Award for Song of the Year for "Complicated," which she wrote. In addition, Music Row Magazine named Johnson it's 1999 "Breakthrough Songwriter." She has also penned hits for **Chely Wright, Jody Messina, Pam Tillis, Lila McCann, Kathy Mattea, Suzy Bogguss** and **Shedaisy**.



Carolyn Dawn Johnson

Nashville Creative News...

UMPG Nashville has signed critically acclaimed alternative country singer/songwriter **Chris Knight** (Dualtone), and new Mercury Nashville traditionalist, **Billy Currington**, whose debut album (produced by UMPG's **Carson Chamberlain**) is due in 2002...UMPG Nashville scored international covers recorded by Irish group **Bellefire, Paulina, Laura Pausini**, and by **Barco Borsato** and **Sita**...UMPG's **Joshua and Shi-Anne Ragsdale** have signed a recording agreement with Lyric Street Records...**Mark D. Sanders** and writing partner, **Tia Sillers**, were recently in Los Angeles in discussions with major production companies about the possibility of a movie based upon their song, "I Hope You Dance." Their coffee table book, based on the award-winning song recorded by Lee Ann Womack has sold more than 700,000 copies...**Mark Wright**, MCA Records Senior Vice President, has taken **Monty Powell** under his wing. They will produce a couple of Nashville acts together in the near future.



Billy Currington



Chris Knight

Europe



UMPG Europe Completes Most Successful 4th Quarter Ever

Paul Connolly
Managing Director
UMPG U.K./
Executive VP -
Europe

Following the excellent international performance during the first six months of 2001, UMPG Europe spent the latter part of 2001 consolidating that success. Releases during the vital final quarter were very impressive thanks to the strength and talent of UMPG's artists, writers and producers on our roster. As 2001 closed, UMPG completed its most successful final quarter ever. Some of the highlights (See pages 11-13 for complete details) included releases from *S Club 7*, *Gabrielle*, *Lighthouse Family*, *Russell Watson*, *Anastacia*, *The Corrs*, *Blue*, *Noir Desir*, *L-5*, *Biagio Antonacci*, *Miguel Bose*, *Romeo & Juliette* and several songs on *Madonna's GHV2*. The outlook for 2002 is very exciting. Our strategy of active investment in local acts and the acquisition of local catalogues is paying huge dividends for us across Europe. **With one of the best contemporary rosters in the world and a magnificent back catalogue, UMPG Europe will continue to shine.**

Bridget Jones' Diary - Sales Have Exceeded 3 Million Barrier

One of the most successful UK-originated projects of the year has been the *Bridget Jones' Diary Soundtrack OST* (Mercury). The CD features **eight UMPG songs**. With the recent release of the film on video & DVD, global sales for the album **have exceeded the 3 million barrier**. Almost a constant feature on album and compilation charts throughout Europe, the album most recently triumphed in France where it moved from No. 18 to No. 6 on the album chart.



UMPG UK Has No. 1 Single for 8 Consecutive Weeks

UMPG UK had the No. 1 single for 8 consecutive weeks in the UK. Westlife's **"Queen Of My Heart"** toppled Afroman from the No.1 spot, where it had spent three weeks with "Because I Got High." Prior to Afroman, Kylie Minogue's smash single, "Can't Get You Out Of My Head," held the pole position for four weeks.



Björk's Vespertine Sells Over 750,000

Björk's latest album, *Vespertine* (Elektra), has sold more than 750,000 copies to date. The album debuted at No. 1 in France, in addition to Top 10 debuts in the UK (No. 8), Italy, and Germany (No.3). *Vespertine* also enjoyed an excellent run in Japan where it debuted at No. 6.



Kylie Minogue Tops World Charts

Kylie Minogue is topping world charts with her single, **"Can't Get You Out Of My Head,"** which reached No. 1 in 21 countries and has sold nearly 2 million units. Both the single and her new album, *Fever* (Parlophone), have been No. 1 on their respective Euro Hot 100 charts. Having instantly become Kylie's biggest hit in many years, "Can't Get You Out Of My Head," was co-written by UMPG UK writer **Rob Davis**. Seven other UMPG UK writers were also involved in the project including Rob Davis, **Liz Winstanley**, **Ash Howes**, **Martin Harrington**, **Greg Fitzgerald**, **Steve Anderson** and **Tom Nichols**. UMPG was tremendously involved in the entire project. The CD was an enormous team effort and has proved to be a success for both the writers and the UK A&R Department. The album was released on Capital Records in the U.S. on February 26. The single has already reached No. 1 on the U.S. Dance chart and the Top 20 of The Billboard 100.



Westlife "World Of Our Own" - Sales To Date Are 4 Million

Westlife's third No. 1 UK album, *World Of Our Own* (BMG), features 9 UMPG songs. It debuted at **No. 1 in the UK**. Their first single, "Queen of My Heart," written by UK signed Steve Mac and Wayne Hector, was a No. 1 hit in the UK as well. Several songs are composed by the band, as well as Mac and Hector. Also, Swedish signed Pelle Nylen wrote a track for the CD. Westlife's last CD, *Coast To Coast*, sold **7 million worldwide**.

Europe

UMPG's
European
Territories
Enjoy
Enormous
Success

Italy

Zuccherò and Other Local Signings Top Charts

UMPG Italy is celebrating the success of Zuccherò's chart-topping new album, *Shake*, which has sold 700,000 copies since its release in September. "Baila," the first single from the album, topped the Italian charts for 7 weeks. UMPG Italy has also enjoyed success with three local signings in the Top 10 on album charts: Renato Zero *La Curva Dell' Angelo* (Sony), Laura Pausini *Best of...* (East West) and Biagio Antonacci *09 Nov. 01* (Mercury). Antonacci's new album debuted at No. 3 on the Italian charts, selling over 250,000 units.



Zuccherò



Miguel Bose

Spain

Miguel Bose Is Certified Platinum

Miguel Bose's CD, *Sereno* (Warners), debuted at No. 2 on the Spanish album chart. UMPG controls 95% of the album, which has already been certified platinum. Miguel Bose's career sales to date exceed eight million units.

Los Canos Spends 4 Weeks at No. 1

UMPG Spain is enjoying tremendous success with the release of the self-titled debut album from one of their local signings, Los Canos (Peps Records). The album spent four consecutive weeks at No. 1 and has already achieved double-platinum status there. Los Canos' current single is already a Top 5 hit in Spain.

United Kingdom

S Club 7 - A New Million Selling Single

In Nov., multi-platinum act S Club 7 released their third album, *Sunshine* (Polydor), which contains the chart-topping million-selling single, "Don't Stop Movin'." The album has sold 1.2 million to date. Their previous album, *7*, sold 2.5 million copies.

Hear'Say - No. 1 Single and CD

The making of Hear'Say's new single, "Everybody," is the subject of a TV show set to be screened on UK terrestrial TV. Their No. 1 single, "Pure & Simple," sold 1.2 million copies in the UK and their No. 1 album, "Popstars," has sold 750,000. Both made chart history this year as the fastest selling debut single and album of all time! Their new album was released in December.

Kate Winslet Top 10 Single Across Europe

Written by Wayne Hector and Steve Mac for the film "A Christmas Carol," Kate Winslet's single, "What If" (EMI/Liberty), was a Top 10 hit across Europe.

Blue - New Signing Has Two # 1 Singles

New UMPG signing Blue's debut album, *All Rise* (Innocent), was a No. 2 hit in the UK, selling more than 700,000 copies. The band has already enjoyed two No. 1s with their singles, "Too Close," and "If You Come Back."

Lighthouse Family

In Nov., Lighthouse Family returned with a new album, *Whatever Gets You Through The Day* (Wildcard/Polydor)--their first new material in four years. The album has sold over one million copies to date. The single, "(I Wish I Know How It Would Feel To Be Free)," sold 350,000 copies.

Gabrielle - New CD

Released in Nov., Gabrielle's New CD, *Dreams Can Come True - Greatest Hits - (Go Beat)*, debuted at No. 3 in the UK and was a Top 10 hit across Europe. Sales to date are 1.8 million.

Madonna GHV2

Madonna's Greatest Hits Vol. 2 (Maverick) features several Rondor and UMPG songs. Writers include William Orbit (Rondor) & Guy Sigsworth/Bjork (UMPG).



New Signing - Blue



Lighthouse Family - Top 10



S Club 7



Madonna GHV2

Europe

Sweden

Local Signing Titiyo - Top 10 in 11 Countries

UMPG Sweden has experienced great success with their local signing, Titiyo, whose single, "Come Along," has been Top 10 in 11 different countries and No. 1 on Music & Media's Border Breakers chart. The album has been a huge success across Europe and will be released in the U.S. on Lava Records.

Alcazar Single Sells Over 600,000 Units

Alcazar's single, "Crying At the Discotheque," from their CD, *Casino* (BMG), is Top 10 in several European territories and went to No. 1 on the European Border Breakers chart. It has to date sold over 600,000 copies. The album will be released internationally this year.



Titiyo

Stina Nordenstam - New CD

Successful and respected artist Stina Nordenstam has released a new album, *This is Stina Nordenstam* (Independiente/Sony), which includes a duet with Suede's Brett Anderson.

More Swedish Chart Success

UMPG Sweden recently controlled the top 5 singles on the Swedish charts and scored a double header with local signings, *Markoolio vs. The Boppers*, which went to No. 1 in both the album and singles chart...UMPG Sweden has two songs on the



Stina

Backstreet Boys Greatest Hits written by Franciz, and Lisa Miskovsky...New deals have been concluded with *The Plan*, *Klas Baggstrom*, and *Mustasch* (EMI).

Holland

Andre Rieu

Andre Rieu is off to a great start in Europe with his new album, *Dreaming* (Broman-Phillips). Sales have reached 900,000 units. UMP controls 70% of the album, which is Top 5 in France.



Andre Rieu

Riva feat. Danni Minogue

Through UMP Holland's publishing partner, *United Records*, Riva feat. Danni Minogue (London Records/Warner) released a new single in Nov. entitled, "Who Do You Love," which debuted Top 3 in the UK.

Marco Borsato & Sita - No. 1 Single In Holland for 4 Weeks

Marco Borsato has recorded a duet with Sita from K-Otic for the royal wedding of *Willem-Alexander* and *Maxima Zorrequieta*. Written by UMPG's *Troy Verges*, the song, "Lopen Op Het Water," is expected to go to No. 1 in Holland.

Belgium

Deus - New "Best Of.." CD



Deus's "best of" CD, *No More Loud Music* (Universal/Island), includes all of their singles and new

tracks. As Belgium's premier rock act, the group sold in excess of 200,000 units of their last CD, *The Ideal Crash*.

K3 (d) Spend 10 Weeks At No. 1

Local artists K3 have spent 10 weeks at No. 1 on the Belgium charts with their album, *Teleromeo* (BMG), which has also been a No. 1 hit in Holland.



Matt

France

Matt - Local A&R Success Story Continues

Writer-artist Matt continues to be a great success story for France. Signed to a development deal in 1998, his album, *R'N'B 2 Rue* (Barclay) has enjoyed Top 10 success and has sold 400,000 units to date.

Noir Desir - Album Sales 800,000 To Date

Released in September, Noir Desir's CD, *Des Visages Des Figures* (Barclay), sold more than 800,000 units its first week in release. UMPG France controls 11 of the 12 tracks. The new album is Top 5 in France and Top 15 in Germany.

Romeo and Juliette - Phenomena Continues

The Romeo & Juliette phenomena continues with the release of a live album, which will do exceptionally well in France. *The Romeo & Juliette Soundtrack* continues to sell extraordinarily with sales at 1.9 million units.



Germany

Sylver

UMPG has signed Sylver (Urban), who have enjoyed no less than three Top 10 singles in Germany plus a Top 10 album.



Latin America



Nicolle Chirino

UMPG Wins Seven Latin Grammys

UMPG Latin America artists and writers received 7 Latin Grammy awards. **Aterciopelados** took Best Rock Album By A Duo or Group With Vocal for their CD, *Gozo Pederoso*. **KC Porter** won Producer of The Year. **Rudy Perez** won Best Female Pop Vocal Album for *Mi Reflejo* by Christina Aguilera. Other wins associated with UMPG writers include: Best Rap/Hip-Hop Album for *Un Paso A La Eternidad* by Sindicato Argentino Del Hip Hop's, Best Ranchera Album for *Yo No Fui* by Pedro Fernandez; Best Rock Album for 3001 by Rita Lee; and Best Samba/Pagode Album for *Agua Da Minha Sede* by Zeca Pagodinho.



Ivan F. Alvarez
Sr. VP of Latin America

New Signing - Singer/Songwriter Nicolle Chirino

Keep an eye on singer/songwriter Nicolle Chirino, who signed to UMPG in 2001. The daughter of famed salsa artist **Willy Chirino** and Latin pop star **Lissette Alvarez**, Nicolle has been playing in the Miami music scene since the age of 15. She is just coming off **The Chirino Sisters** project for **Emilio and Gloria Estefan's** SONY /Crescent Moon label. In 2001, Chirino had songs on projects for Euro acts **Lambretta** ("Wake Up Girl" co-written with Per Aldeheim and Alexander Kronlund), **L5** (the French "Popstars") and Spanish singer **Susana**.



Perez and Michael Bolton

Rudy Perez Is Working on New Projects With Michael Bolton, Julio Iglesias, Luis Fonsi and Others

Recent projects for Rudy Perez, Billboard's 2000 Latin Music Producer of The Year, include two new albums for Julio Iglesias, three songs on the new **Michael Bolton** record (Jive), songs for BMG heart-throb **Pablo Montero**, four songs for **Luis Fonsi**, a Latin track, "Temptation," for **Brenda K Star** and the **Official World Cup Song** for Univision entitled, "**Vamos al Mundial**." He co-wrote **Jaci Valasquez's** single, "Como Se Cura Una Herida," which went to No. 1 on Billboard's Latin Singles chart. In 2001, Perez was also honored in Miami with a star on **Jackie Gleason Theater's "Walk of Stars"** for his tremendous contributions in music and the community.



Perez and Julio Iglesias

Gustavo Santaolalla & Surco Publishing Gear Up For Exciting New 2002 Releases

Artist/Writer/Producer and Surco Records (Universal) owner Gustavo Santaolalla and Surco Publishing, a joint-venture with UMPG, are gearing up for a busy year with exciting new releases by **Erica Garcia**, **La Vela Puerca**, **La Zurda**, **Bajofondo**, and others.

Erica Garcia -- Erica Garcia's first single, "Positiva," from her new album, *Amorama* (Surco), was voted No. 3 Song of the Year and No. 1 Video of The Year by *El Diario Clarin*. Argentina's Rolling Stone has named Garcia one of the five "Most Important Artists" of 2002 along with Bono and Mick Jagger. The album, produced by **Santaolalla**, features **Justin Meldel-Johnson** (Beck & Air), **Victor Indrizzo** (Beck & Macy Grey), **Jon Brion** (Fiona Apple's Producer), and **Joe Gore** (PJ Harvey & Tom Waits).

La Vela Puerca -- Successful Uruguayan band, **La Vela Puerca**, went platinum with their new No. 1 CD, which is their second album for the label.

Vibra -- New Latin/Electronic Label

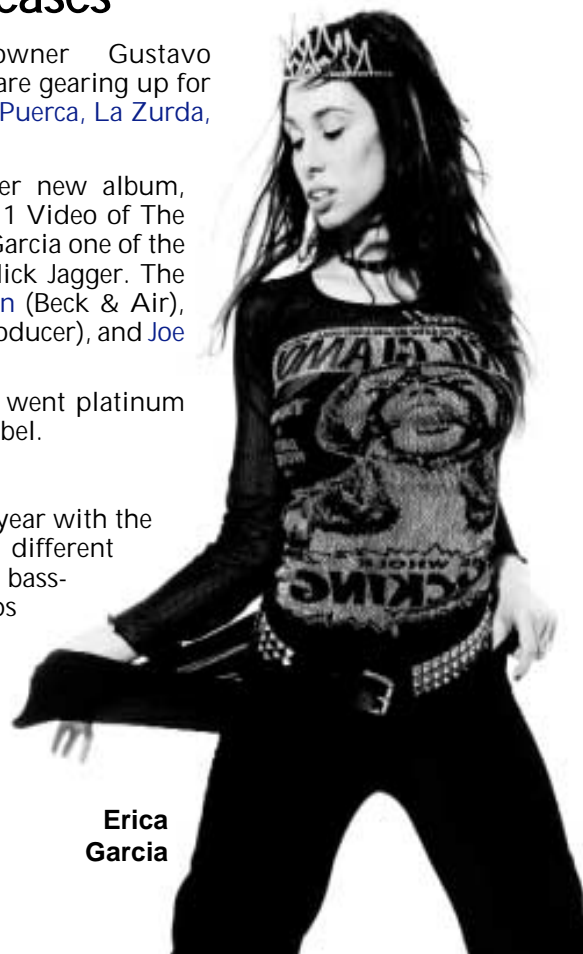
Santaolalla's new label, **Vibra** (meaning vibes), will launch this year with the debut of **Bajofondo Tango Club**. **Bajofondo's** music combines different styles of electronica -- from trip-hop to dub house, drum and bass-- with traditional sounds of tango. Santaolalla stated: "Vibra taps into the world of Electronica while never losing touch with its Latin identity."



Gustavo Santaolalla



La Vela Puerca



Erica Garcia

We're Moving!

UMPG Latin America will relocate its office in March, 2002 to the following address:
UMPG Latin America

420 Lincoln Road 3rd Floor - Miami Beach, Florida 33139

Sojiro

Japan

Sub-Publishing Deals

UMPG Japan has signed successful ocarina player & songwriter, **Sojiro**, to an exclusive worldwide sub-publishing deal (ex: Japan). Through this

deal, UMP will administer the back catalog as well. UMP has also signed **Lee Oskar**, the former lead harmonica player for the pioneer funk/jazz group, **WAR**, and his publishing company, Lee Oskar Publishing, to a sub-publishing deal for the territory of Japan.

J-Friends Takes Franciz/Lepont Cover to No. 1

J-Friends, a group consisting of 14 members from Johnny & Associates Management's top boy-bands, has covered the song, "Always (A Song For Love)," a/k/a "Always Fall A Little Bit In Love" written by a successful creative Swedish songwriter team **Franciz & Lepont**. The single debuted at No.1 on the Original Confidence General Single Chart (domestic & international), with sales of approximately 450,000 units.

New Signings

UMP has signed Japanese hip-hop group, **Rip Slyme** (East West Japan), whose major debut album, *Five*, has sold more than 400,000 units since its release in July 2001. Their second album will be released in July 2002.

The UMP Japan Team: (Pictured L to R): Ken Ohyama, Creative & Licensing Mgr.; Takatoshi Matsui, Executive Senior Director; Izumi Kumagai, Copyright Manager; Front Row: Naoji Otani, A&R Local Manager; and Tomoko Hoshihara, International Copyright Manager.

The Corrs Asia Tour A Sell-Out

The Corrs played for a packed crowd at the Hong Kong Exhibition and Conference Center in September. Their "In Blue" tour sold-out venues throughout Asia including Japan, Malaysia, the Philippines, and Indonesia. Warner Music Asia released The Corrs' Greatest Hits in the fourth quarter of 2001. Pictured at Right (L-R) are: Members of The Corrs, and John Reston.



New Signings and Deals

Tin Xiao Wen

UMPG, Taiwan has re-signed one of the most successful composer/producers, **Tin Xiao Wen**, and her publishing company, **Hope Music Publishing**, one of the industry's most sought after independent publishing houses in Taiwan.



Tin Xiao Wen

Sonic Sanctuary

Steven Fock, S.E. Asia Regional A&R Director, has signed a worldwide exclusive publishing deal with successful composer/artist/producer **Martin Tang** and **Jonathan Koh** and their publishing house, Sonic Sanctuary, in Singapore.



Jonathan Koh

UMPG Hong Kong Enters Into New Deal With MCSC



UMPG Hong Kong has entered into a historic membership agreement with **The Music Copyright Society of China** (MCSC). MCSC will work closely with Xu Hang, UMPG's representative in China, to ensure that UMPG's copyrights are

being licensed to a variety of music users. Licensed fee income is predicted to rise dramatically after China's entry into the World Trade Organization (WTO), and a revision will be made in Chinese law that will allow MCSC to collect performance and broadcasting fees. Pictured at the signing (L-R) are: Xu Hang (UMP's representative in China), Zhou Wen (Deputy Dir., MCSC), Steven Fock (S.E. Asia Regional A&R Dir., UMP Taiwan), Qu Jing Ming (Assistant General Mgr., MCSC), John Reston (UMPG Dir. of Regional Administration, Asia-Pacific).

UMPG Signs Deal with Nokia For Ring Tones in Asia-Pacific



UMPG Hong Kong has signed a non-exclusive ring tone agreement with Nokia covering the S.E. Asian territories focusing on local repertoire. Nokia will provide a platform for the delivery of UMPG music contents in a secure format to a relevant consumer base, which is growing at an accelerated rate.

S.E. Asia Focus

S.E. Asia Region Presents Challenges and Growth Opportunities for Music Publishers

By John Reston, Dir. of Regional Administration, Asia-Pacific

The music publishing industry in the S.E. Asia region is still very much in its infancy compared to the mature music publishing markets of Europe and North America. However, with Asia being home to more than half of the world's population, the potential for growth is enormous. The economic woes which continue to plague the region have not dampened UMPG's enthusiasm or focus. Local repertoire dominates most Asian markets and UMPG S.E. Asia has worked aggressively to expand its creative activities with new signings and acquisitions of local repertoire, while continuing to exploit all repertoire, newly acquired and back-catalog (including international).

UMPG At The Forefront of Industry/Society Issues

Conclusion of the Asian MOU

UMPG is on the board of the **Asian Music Publishers' Association** and has been an active participant in the conclusion of several local industry agreements in Hong Kong, Singapore, Malaysia,

The Philippines and Indonesia, as well as in the conclusion of the **1999 Asian MOU**, an agreement that instigates the payment of mechanical royalties by record companies directly to music publishers. There are no mechanical societies in the S.E. Asia region with the exception of Korea and China.

The conclusion of the local industry agreements is critical in establishing an environment in which music publishing can grow and sustain a viable business. The record companies are aware of the need to recognize the rights of music publishers. However, the concept of mechanical royalty payments is still relatively new in most Asian territories. When the current MOU and local industry agreements come to an end in the coming years, publishers will be challenged when negotiating with the record companies, as it will be the objective of the publishers to increase the current mechanical royalty rates beyond their present level. The reason for this is that the mechanical royalty rates in S.E. Asia are much lower than in the rest of the world.

(Continued on Page 20)

UMPG S.E. Asia Expands Activities in Developing Local Repertoire

UMPG has grown to be known as one of the most aggressive, committed and promising players in the S.E. Asia market, particularly in the territories of Taiwan, Hong Kong, Korea, Malaysia/Singapore and Mainland China. With a strong creative team, UMPG Asia will continue to experience significant growth in signings in the territories of Mainland China, Hong Kong and Taiwan. In 2002, the region will also face the challenges of the development of local A&R in emerging markets such as India and Sri Lanka.

UMPG S.E. Asia's current hit writers include Sony artist **David Huang**, respected Asian composer **Tin Xiao Wen**, composer/artist **Panda Xiong**, and **Zhang Ya Dong**, China's top producer/composer/artist. The company's roster of hit songwriters continually have songs recorded by major artists including **Jacky Cheung**, **Kelly Chan**, **Aaron Kwok**, **Amei**, **Sammi Cheng**, **Hacken Lee** and **F4**. The company kicks off 2002 with an impressive line-up of new releases scheduled for the coming months.



Zhang Ya Dong

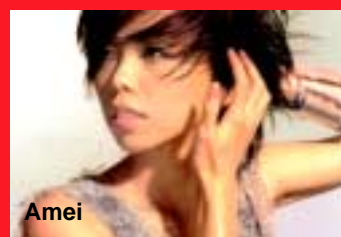
Photo: GQ



Panda Xiong



Kelly Chan



Amei



F4

Universal Music Publishing Group S.E. Asia Leadership in 2002

UMPG has spent two years assembling a strong cohesive team of 23 dedicated staffers who remain committed to building the finest publishing company in the region. **John Reston**, UMPG Director of Regional Administration, Asia-Pacific, and **Steven Fock**, Regional A&R Director/Head of UMPG Taiwan, are senior executives of the region. Reston moved to Hong Kong and assumed his regional administration position in August 1999 from UMPG's London office, where he had been General Manager of Copyright and Royalties. Having worked for the company for more than 11 years, Reston says, "I feel extremely privileged to be in Hong Kong and it is very rewarding to be working with a team of people who are as passionate about the music and the writers as I am." Steven Fock continues to direct all A&R/creative activities as well as play a senior management role at a regional level with Reston. Fock has an active role in the music publishing industry in Taiwan and is on the board of directors in the local performing collection society (MUST) and Music Publishing Association (MPA). During Fock's tenure, UMPG S.E. Asia has expanded its creative activities increasing its writer force almost two-fold to eighty-eight exclusive signings.



John Reston



Steven Fock

Australia

UMPG Australia Wins Multiple Awards

Dance Music Awards

At the 2nd Annual Dance Music Awards in Sydney, UMPG artists **Stephen Allkins** of **[love] tattoo** and **paulmac** were presented with the prestigious Outstanding Contribution To Dance Music Award, and Best Producer of the Year Award (respectively).

ARIA Award Winners

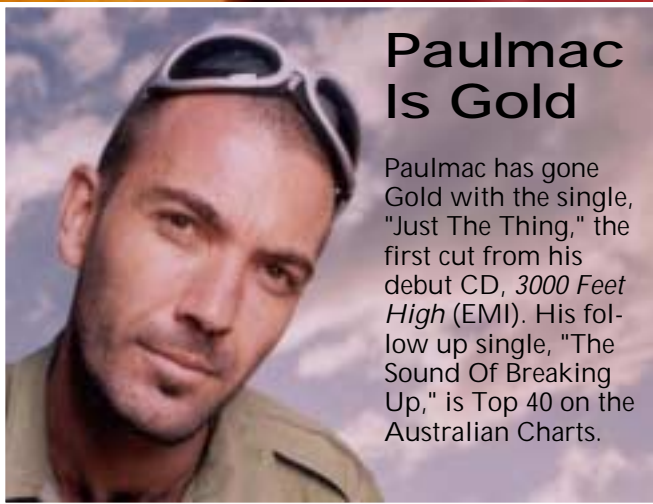
At the 15th Annual ARIA Awards, UMPG celebrated the win of four awards: **Kylie Minogue** won Best Female Artist and Best Pop Release. **The Avalanches** won Best New Artist Album award for *Since I Left You* (Modular). **Slim Dusty** took home Best Country Album for *Looking Forward, Looking Back* (EMI). **Shout! The Legend Of The Wild One** (based on the life of Aussie rocker Johnny O'Keefe) won the award for Best Cast/Show Album. **[love] tattoo** and **paulmac** were nominated for Best Dance Artist Release and Best Male Artist respectively.



Bob Aird
Managing
Director
Australia



Stephen Allkins



Paulmac Is Gold

Paulmac has gone Gold with the single, "Just The Thing," the first cut from his debut CD, *3000 Feet High* (EMI). His follow up single, "The Sound Of Breaking Up," is Top 40 on the Australian Charts.

Alex Lloyd Tops Charts

Multi-platinum artist Alex Lloyd recently released his sophomore album, *Watching Angels Mend* (EMI), which debuted at No. 2 on the Australian charts. The album was recorded at Townhouse Studios in the UK with producer Magnus Fiennes (brother of actors Ralph & Joseph) at the helm. The album's first single, "Amazing," debuted at No. 28.



[love] tattoo Crosses The Atlantic

[love] tattoo's dance favorite, "Drop Some Drums," has crossed over to the mainstream, debuting in the national UK charts at No. 58. The album was released in the UK, Spain and France at the end of 2001.



Licensing News

Qantas Airways has renewed a worldwide deal for use of "I Still Call Australia Home" by **Peter Allen**, which is one of the most lucrative deals signed out of UMPG Australia. **Optus Telecommunications** have renewed "Ameno Remix" by Levisalles and Prortheroe. **Honda Motors** is using the **Bacharach/David** classic, "Anyone Who Had A Heart," in their new Civic campaign. **New World Supermarkets** in New Zealand have renewed "Perfect" by Nevin. **Nine Network** is using Fatboy Slim's hit, "Weapon of Choice," to launch their 2002 TV programming. **McDonalds** has licensed "Da Doo Ron Ron" and "Wake Up Little Suzie" to advertise their breakfast menu in Australia and New Zealand.



Burt Bacharach

New Deals

UMPG Australia To Represent Neil Young Catalog

UMPG Australia has signed a sub-publishing deal to represent the catalogues which currently contain more than 500 works by the legendary Neil Young. The deal includes such classics as "Heart of Gold" and "Needle and the Damage Done," as well as all future compositions.

UMPG Australia Enters Into Deal With Southern Star/Endemol Productions

UMPG Australia has sealed a deal with Southern Star Productions/Endemol Productions to represent (in Australia/New Zealand) all music from their TV programs, including the globally successful reality show **Big Brother**, and lifestyle program, **Changing Rooms**, as well as seven other series currently in production.



Neil Young

Rondor Music

Al Green To Receive Lifetime Achievement Grammy

Al Green received a Lifetime Achievement Award at the 44th Annual Grammy Awards on February 27 in Los Angeles.



Lance Freed
President of
Rondor Music



Saliva Receives Grammy Nod

Saliva received a Grammy nomination for Best Hard Rock Performance for "Your Disease." The quintet's Island debut, *Every Six Seconds*, has been certified Gold.

Garbage Is Top 10 In 15 Countries

Garbage's new album, *beautiful-garbage* (Almo/Interscope), debuted at No. 1 on the Australian albums chart and reached Top 10 in Greece, New Zealand, France, Ireland, Singapore, Belgium, Finland, Britain, Canada, Germany, Spain, Norway, Portugal, Italy, and Switzerland. Their latest single, "Breaking Up The Girl," will be featured in promo spots on MTV's *Daria*.



Advertising

"Ray Of Light" Promotes New Windows XP

Madonna's 1998 Grammy-winning hit "Ray of Light" (produced by Rondor's William Orbit) is the theme song for the four-month, \$200 million ad campaign for the Windows XP launched on October 25.



The Gap Uses Supertramp For Holiday Campaign

Supertramp received tremendous exposure during the 2001 holiday season as the band's classic tune, "Give A Little Bit," was chosen as the theme for The Gap's holiday campaign. Various artists, including UMPG's Alanis Morissette, Dwight Yoakam, Sheryl Crow, Alicia Keys, Seal, Macy Gray, India Arie, Liz Phair, Robbie Robertson, and Shaggy, were featured in cameo performances of the song. Supertramp released a "Best of" Album in December.



"Answer The Phone" promotes Cingular Wireless

Produced and co-written by Rondor's Don Gilmore, Sugar Ray's "Answer the Phone," served as the anthem for a new marketing campaign for Cingular Wireless.

Rondor Creative News...

Rondor has signed a new Dreamworks band, **APEX Theory**. Produced by **Don Gilmore** (Linkin Park, Sugar Ray, Lit, Eve 6). Gilmore also produced **Buddah-head's** new album (Interscope) which has been mixed by **Andy Wallace**. Rondor UK's **Sophie Ellis Bextor** has a new hit entitled, "Murder On The Dance Floor," which debuted at No. 2 in the UK and continues to drive sales of her new CD...**Tony DoFat** worked with **P. Diddy** on five tracks for the Soundtrack to *Men In Black II*. He is currently working in Dr. Dre's camp... On April 9, **Patty Griffin** will release her third album, *1000 Kisses*. It is her first album on Dave Matthews's ATO Records... **Ozzomatli** is now on Tour and the video has been added to MTV...**Steve Robson** wrote songs with **Wayne Hector** on "Queen of My Heart" for Westlife...**David Conrad, Sr. Vice President, Rondor Music-Nashville** celebrates this 20th year with the company...**Herb Alpert's** song, "Rotation," will air this season on Episode #406 of HBO's *Sex and The City*. Pictured (Left) in January at the Sundance Film Festival with *Sex and The City* star **John Corbett** (center) are **Barbara Vander Linde**, Rondor GM/Creative and **Louise Black**, Sr. Dir. of Licensing (right).



David Conrad



PHILLY SOUL

A Sound Steeped In Tradition Re-emerges

Universal Music Publishing Group identified the new Philadelphia sound as a key contributor and growth point for the neo-soul movement. UMPG made a focused effort to cultivate the talents of several key creators, including these standouts...

Andre Harris

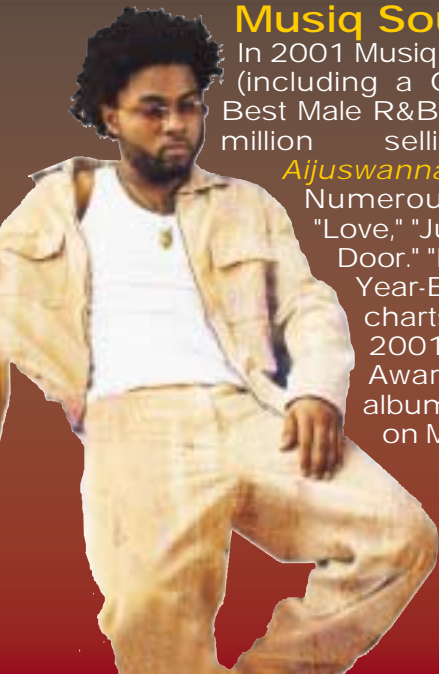
As one of the most sought after writer/producers in R&B/Hip-Hop today, Andre Harris has had recent success with Michael Jackson's Top 10 single, "Butterflies," which he co-wrote and produced. He also co-wrote and produced five tracks on Jill Scott's debut album including the hit singles, "The Way," and "A Long Walk." Harris produced and co-wrote the majority of songs on the new Glen Lewis album (Epic). He has also worked with Kenny Lattimore (Columbia), Will Smith (Columbia), City High (Interscope), and Exhale (Real Deal/LaFace).

"Eddie Hustle" Clement

Edmund Element (a.k.a. Eddie Hustle) Clement has adopted Philly as his home after finding inspiration there to write and co-produce Usher's No. 1 single, "U Remind Me." Clement has inked a deal with Elektra Records for his group Hustle Child. He is working on TLC, Boyz II Men, Mya and Lanji (Arista).

Musiq Soulchild

In 2001 Musiq Soulchild raked in awards (including a Grammy nomination for Best Male R&B Performance) for his 1.4 million selling debut album, *Aijuswannaseing* (Def Soul). Numerous hit singles included, "Love," "Just Friends," and "Girl Next Door." "Love," was No. 1 on R&R's Year-End Urban and Urban AC charts. He also took home four 2001 Billboard R&B/Hip-Hop Awards. His sophomore album, *Juslisen*, will be released on May 7.



The Neo-Queen of Soul... Jill Scott

As Billboard's No. 1 Top R&B/Hip-Hop Female Artist of the Year, multi-platinum soul singer Jill Scott received a Grammy nomination for Best Female R&B Vocal Performance. Her debut album, *Who Is Jill Scott? Words & Sounds Vol. 1* (Hidden Beach/Epic), is double platinum and spent 69 weeks on The Billboard 200. Scott swept the 7th Annual Soul Train Lady of Soul Awards with four wins including Entertainer of the Year. Released Nov. 20, Scott's new album, *Experience: Jill Scott 826+* (Hidden Beach/ Epic), features eleven songs recorded live, and a second disc of unreleased studio recordings.



Floetry

Poet Natalie Stewart and singer Marsha Ambrosius combine poetry with music and song. They will release their Dreamworks debut, *Floetic*, on April 2.

Ivan Barius

Ivan Barius is currently working on the new Musiq Soulchild record. He also has songs on the new Dawn Robinson and Angie Stone albums as well as Jill Scott's recent live album.

Common

Hip-Hop soulster Common is completing his next album, *Electric Circus* (MCA), produced by ?uestlove of The Roots. Fellow members of the Soulquarians clique (including Erykah Badu, Bilal, Jay Dee and James Poyser, and dance artist Omar) are working on the record.



James Poyser

James Poyser is one of the leading writer/producers of the Neo Soul movement. His credits include Jill Scott, Lauryn Hill, Erykah Badu, Common, D'Angelo, Jaguar Wright, Eric Benet, Bilal and Guru. He's currently working with Musiq Soulchild, Anthony Hamilton (Atlantic), Kindred (Hidden Beach), Vikter Duplaix (Hollywood Records) and Ty Tribbett and the GA (Axis Music).





Film & TV



The Scorpion King

UMPG's Godsmack has the first single, "I Stand Alone" from the soundtrack to Universal Pictures' "The Scorpion King", the highly anticipated third installment of "The Mummy" movie series. The soundtrack is due April 2 on Universal Records.

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Scott James
Senior VP of Music for
Motion Pictures and
Television Worldwide

UMPG's Synchronization and Soundtrack Activity Continues Record Growth

Scott James, Sr. VP of Music for Motion Pictures and Television Worldwide, commented, "Following the year 2000's record growth, in spite of difficult economic conditions adversely affecting synchronization fees and usage, UMPG's Film & TV department has been able to achieve record earnings over the previous year. Our soundtrack activity was also very strong in 2001.

UMPG controlled over 51 songs on 13 albums in the Top 20 soundtrack chart for the year. Highlights included, "Save The Last Dance," "Moulin Rouge," "Fast and The Furious," "Remember The Titans," and "American Pie 2," each of which sold over a half a million units or better."



How High (Universal)

Universal Pictures' How High features several UMPG songs by Ice Cube; Cypress Hill; Parliament; Saliva (Rondor); Method Man & Redman.



Shallow Hal (Fox)

UMPG pitched Ivy for Shallow Hal, which features two Ivy songs, as well as "Wall In Your Heart" by Shelby Lynne and Glen Ballard.

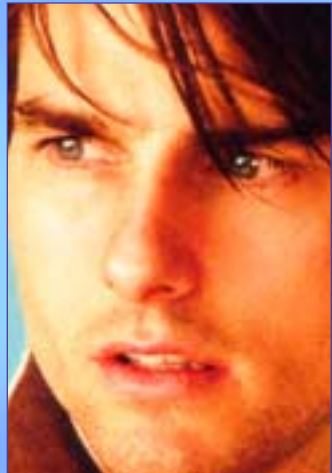
Ocean's 11 (Warner Bros.)

Ocean's 11 was scored by UMPG's David Holmes, and features several UMPG songs by Holmes, Fatboy Slim, Percy Faith & His Orchestra, and Rondor's Herb Alpert.

Vanilla Sky (Paramount)

Directed by Cameron Crowe and starring Tom Cruise, Vanilla Sky includes several UMPG songs: UMPG pitched Sigur Ros on the deal, which

resulted in two Sigur Ros songs in the film and one on the Re p r i s e soundtrack. Other UMPG songs include "Where Do I Begin" by The Chemical Brothers and " G o o d



Vibrations" by Rondor's The Beach Boys.

Other Motion Pictures:

Not Another Teen Movie (Sony); The Royal Tenenbaums (Buena Vista); A Beautiful Mind (Universal); Jimmy Neutron (Paramount); Ali (Sony); Orange County (Paramount); Monsters, Inc. (Buena Vista); Zoolander (Paramount); Harry Potter (Warner Bros.); Snow Dogs (Buena Vista); Bandits (MGM); Training Day (Warner Bros.); and Spygame (Universal/Spyglass).

UMPG To Administer Franchise Pictures Film Music

Universal Music Publishing Group has entered into an exclusive, worldwide administration agreement with Franchise Pictures, the company behind such films as "The Whole 9 Yards," "Driven," "Angel Eyes," "The Art of War," "Get Carter," "Battlefield Earth," "3000 Miles to Graceland," "The Pledge," and "Heist."

Scott James, Senior VP of Music for Motion Pictures & TV Worldwide, commented, "UMPG is proud to have been chosen to represent the music of Franchise Pictures. We will not only deliver strong administration and collection services, but provide access to our many creative resources. Franchise has an exciting slate of new projects and we look forward to our association with this fine company."

Film & TV

UMPG Releases 20th Century Pop Box Set For Film, TV & Advertising Creative Professionals

28-CD Sampler Captures Gems from UMPG and Rondor's Rich Catalog



UMPG has released a new promotional box set specifically geared to service the needs of music supervisors and creative executives for Motion Pictures, Television and Advertising. Entitled, "20th Century Pop: 1925-2000," the comprehensive sampler series features pop gems dating back to the 1920's. The 562-tracks, organized chronologically, include classics recorded by legendary artists - from Louis Armstrong, Bessie Smith and Fred Astaire, to present day superstars such as U2, Brian McKnight, and Shania Twain.

Angelo Badalamenti Nominated For Golden Globe Awards

Composer Angelo Badalamenti, who has scored numerous David Lynch projects (Blue Velvet, Twin Peaks, Wild At Heart) as well as soundtracks to The Beach, National Lampoon's Christmas Vacation, and Nightmare On Elm Street

3, received a Golden Globe nomination for his score to Lynch's latest film, Mulholland Drive. Both Lynch and Badalamenti are signed to UMPG. Pictured (L to R): Betsy Anthony-Brodey, UMPG VP of Creative; Angelo Badalamenti; Scott James; and David Renzer, Worldwide President of UMPG.



UMPG publishes the score to Universal's *A Beautiful Mind* by James Horner, which received an Oscar nomination in the category of Best Musical Score.

UMPG Artists Starring In Upcoming Films:



Eve
"The Barbershop"
"XXX"



Ice Cube
"All About the Benjamins"
"The Barbershop"



DMX
"Cradle To The Grave"
"Angel"
"Lazarus"



Ja Rule
"Crime Partners"
"Half Past Dead"

UMPG Songs Are Featured In The Following...

Television Shows:

The West Wing (WB) recently used the song "Destiny" by Zero 7; Smallville (WB) recently used the songs "Maybe" by Stereophonics, "Innocent" by Fuel and "Evolution Revolution Love" by Tricky - all of which were pitched by UMPG; Queer As Folk (HBO) recently used UMPG Australia signing Paul Mac's "Heat Seeking Pleasure Machine"; The WB network's new series Glory Days (WB) recently used "Destiny" by Zero 7 and "Superstylon" by Groove Armada, both pitched by UMPG. The CBS series C.S.I. (CBS) featured "We Luv U" by

Grand Theft Audio, which was pitched by UMPG.

Advertising: Levi's Campaign Features Basement Jaxx

UMPG pitched the song "Do Your Thing" by Basement Jaxx to the advertising agency and music consultant for Levi's.



The company is now using the song for their new national advertising campaign!

(Continued from Pg.11)

Asian Performance Societies Present Challenges, Concerns

The performance societies in the region are at different stages of development and most are unable to deal with large volumes of works' registrations from publishers. Many active works unfortunately go unregistered, or are paid to foreign societies and not to the local sub-publishers. This is primarily as a result of the societies' inadequate computer systems and lack of manpower to deal with copyright registrations and accurate processing of returns from music users.

UMPG has always been acutely aware that action on the part of the societies requires publishers' intervention to bring about change and ensure that societies are doing the correct job. In the last year, UMPG has joined the boards of MUST in Taiwan, MACP in Malaysia and COMPASS in Singapore and will continue to put pressure on the societies to improve their services and systems.

One of the most highly anticipated events for the Asian societies in 2002 is the launch of the much publicized Music Information System @ Asia (MIS@Asia). Six societies, namely IPRS of India, KCI of Indonesia, Filscap of The Philippines, MUST of Taiwan, MCT of Thailand and Compass of Singapore, have embarked upon a program to develop a common documentation and distribution system using state-of-the-art technology.

UMPG and Warner-Chappell Music have been appointed by the regional publishers as the publishers' representatives for the MIS@Asia steering committee. While UMPG embraces the principles of MIS@Asia, particularly as a means of handling large volumes of data and electronic registration of works, there are still questions over how costs will be apportioned amongst the participating societies and the ambitious timetable for the building of the database and delivery of a fully functional copyright and royalty distribution system.

Publishers Face Declining Economy

The music publishing business has been deeply affected by the poor economic conditions in the region. The latest music market forecast (per the IFPI for CY2002) predicts a decline in gross revenues by more than 35 percent in the major territory of Taiwan alone. Taiwan, one of the more mature music publishing markets, has fared worse as the economy (now in recession) has led to record unemployment and the outlook for 2002 is not much better. Coupled with a major piracy problems, music publishers are having a difficult time in Taiwan. However, UMP Taiwan has weathered the storm by increasing collection in other income types other than traditional mechanical royalties from record sales. Also, increased performance fees will soon be collected by MUST.

With Malaysia and Singapore also in recession, and the rest of the markets (with the exception of India and China) showing little signs of growing in 2002, UMPG will continue to prudently manage costs throughout this difficult period and concentrate on maximizing revenue collections through administration efforts, plus seek growth opportunities through acquisitions, sub-publishing deals and additional licensing initiatives (e.g. mobile telephone ringtones and karaoke licensing).

China & India Present Growth Opportunities

The most exciting developments for UMPG in Asia are the future expansion of our operations in China and India. UMPG will collect income in 2002 through our membership agreement with the Chinese collection society, MCSC. At present, there is no formal MOU or local industry agreement in India for the licensing of mechanical rights. However, local record companies have been paying each other mechanical royalties on local cover versions. There will be a publishers' delegation to India in effort to establish a separate MOU for the country. UMPG set up a separate publishing entity in 2001 under the direction of Universal Music India's MD, Vijay Lazarus.

PUBLISHING INDUSTRY NEWS

HFA/RIAA AGREEMENT

A licensing agreement was reached between The National Music Publishers' Association, Inc. (NMPA), The Harry Fox Agency, Inc. (HFA) and the Recording Industry Association of America, Inc. (RIAA) which provides a framework by which certain music subscription services may obtain licenses for the digital distribution of musical compositions in the form of on-demand streams and limited downloads. The licenses will grant the licensees the right to make server copies and distribute the musical compositions to the subscribers. The licenses will not include performance rights. Key aspects of the agreement include: 1) The RIAA members acknowledged that On-Demand streams and limited downloads offered by online subscription services require mechanical licenses and payment of mechanical royalties; 2) The Mechanical royalty rate for On-Demand streams and limited downloads will be established via negotiation or via the determination of the Copyright Arbitration Royalty Panel (CARP). 3) Record labels will pay mechanical royalties on a retroactive basis based on the actual usage of musical works once the royalty rates have been determined; 4) Members of the NMPA/HFA have the right to opt out of any subscription service license request that is made of HFA. Go to www.nmpa.org for a complete copy of the agreement.

NEW MECHANICAL ROYALTY RATE INCREASE

The new compulsory mechanical royalty rate for physical phonorecords under Section 115 of the U.S. Copyright Act took effect on JANUARY 1, 2002. As of that date, the royalty rate rose from 7.55 CENTS/1.45 CENTS PER MINUTE to 8.0 CENTS/1.55 CENTS PER MINUTE. This increase is per the royalty rate schedule adopted by the Library of Congress. (See 37 C.F.R. § 255.3) The new mechanical royalty rate will be applicable to all phonorecords made and distributed on or after JANUARY 1, 2002, regardless of the date upon which the mechanical license under which such records are manufactured was issued, or the date upon which the recording was first released, unless special contractual provisions apply. The next scheduled physical phonorecord compulsory mechanical royalty increase (to 8.5 CENTS/1.65 CENTS PER MINUTE) will take effect on January 1, 2004.

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Staff Update



Michael J. Sammis Promoted To Executive VP/CFO

David Renzer, Worldwide President, Universal Music Publishing Group ("UMPG"), announced the promotion of Michael J. Sammis to the position of

Executive Vice President. Based in Los Angeles, Mr. Sammis retains the title of Chief Financial Officer (CFO) and continues to be responsible for worldwide finance and administration for the publishing company, reporting to Mr. Renzer.

Mr. Renzer commented: "Mike has always been more to the Company than just CFO and this promotion is formal recognition of that. We are extremely fortunate to have an executive with his broad experience and leadership ability at our company."

Since joining the company, Mr. Sammis has played a significant role in the transformation of MCA to UMPG. During his tenure, the company successfully integrated several high profile music catalogs. Also, aggressive annual cost savings targets have not only been met, but have also been exceeded under his supervision.



UMPG's 1st Global Finance Conference

UMPG held its first global finance conference in August 2001. The conference was held at the "W" Hotel in New Orleans, Louisiana and was attended by finance representatives from all major territories (more than 30 staff were in attendance). Pictured above "discussing" global finance strategies are (L to R) Luis Fernando Barros (Brazil), Michael J. Sammis (USA), Fabio Alvarez (Argentina) and Eric Jan Loon (Netherlands).



Antti Lehtinen

Finland: Antti Lehtinen Appointed GM

Martin Ingestrom has announced that a new UMPG office has been opened in Finland. Antti Lehtinen was appointed General Manager. Lehtinen was previously with the band Ultra Bra.

Global Staff Update



LOS ANGELES: **Randi Olsen** (1) has been promoted to Sr. Director-Income Tracking. **Jeanine Askew** (12) has joined the company as Accounts Payable Clerk. **Cindy Tanimoto** (15) has been appointed Director of Royalties. **Kevin Krivashei** (5) has been promoted to Sr. Manager Income Tracking. **Jennifer Blakeman** (4) has joined as Director of Creative Affairs. **Jackie Kishaba** (19) has been promoted to Regional Copyright Director. **Clint Kenney** (8) has joined UMPG from UMG Royalties as our Director of Royalties. **Georgiann Wilson** has changed her role and title from Director of Global Finance to Director of Planning. **Paul Brooks** (14) has been promoted to Manager of Music Clearance. **Robert Obreczarek** (6) has joined the Corporate Marketing/New Media department as Webmaster. **Sanam Samii** (3) has joined the Business Affairs department as Assist. to Robert Allen and Gene Whitney. **James Cheney** (7) has joined as Assist. to Jackie Curry and Rita Brock. **Ku Crumble** (11) has joined as Income Tracking Assistant. **Marc Cazorla** has joined as Assist. to Joey Crawford in Mechanical Licensing. **Paul Rizzuto** has joined as Finance Clerk. Both **Keith Joyner** and **Zach Sinick** have joined as Royalty Clerks.

NEW YORK: **Andy Fuhrmann** (2), VP of Creative Affairs, East Coast, has assumed the additional role of UMPG General Manager, East Coast.

UK: **Simon Baker** (10) has joined as European Finance Director. **Barbara Zamoyska** was appointed Head of Film and TV.... check this.

MIAMI: **Elia Espinoza** (17) has joined as Royalty Manager. **Marie Roman** has been appointed Creative Manager.

ITALY: **Claudio Buja** (9) has been appointed MD of Publishing for Universal Music Italy.

TAIWAN: **Teresa Feng** (16) has been appointed Head of Creative.

GERMANY: **Tommy Kommer** (13) has joined as Financial Controller. **Ursula Reiger** has been appointed Jr. Manager Song Marketing. **Michael Fiebig** has joined the royalty department, assisting Katrin Sachs. **Susanne Rau** has been promoted to A&R Manager. **Bettina Moritz** has been named A&R Team assistant.

AUSTRALIA: **Kris Durant** (18) has joined as Finance Director. **Terri Barnett** (20) has been appointed International Relations/New Media & Communications Coordinator.



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