



MEDIA AND ENTERTAINMENT

“Warner Bros. were very, very firmly convinced that **they needed a fresh approach. And that’s a unique opportunity.**”

Christopher Nolan, director, *Batman Begins*

Supply of media and entertainment content to consumers is a delicate mix of exploring new modes of distribution with good old fashioned networking. Even so, business leaders need to address both current and emerging legal risks accordingly.

To achieve growth, sometimes the only way ahead to new opportunities is to think outside the square of old habits and entrust your vision to someone with a fresh approach.

The outstanding Media and Entertainment team at Middletons can deliver all your requirements in legal services. Through us, you can source and tap into savvy industry connections to open doors in LA or close the sort of deals in Europe of which your competitors can only dream.

While our job is to understand new developments and interpret their legal impact on you and your business, our goal is to take a position to recommend the best possible business solution. All the while maintaining partner accessibility and high quality client service.

Middletons consults across the whole spectrum of broadcasting, film, television, music and new media and book publishing advising on all facets of recording contracts, film production, distribution and financing deals, copyright, commercial issues, industry distribution and rights.

We counsel journalists and editors on defamation, contempt and copyright matters including pre-publication advice. We’ve also advised on drafting of sponsorship agreements and event management contracts.

We also offer a full range of intellectual property services including registration of domain names and have conducted litigation in commercial disputes arising from entertainment contracts and restraint of trade.

Our experience also extends to industries such as telecommunications allowing us to assist with content agreements, compliance and regulatory advice as well as joint ventures and partnerships.

With offices in both Melbourne and Sydney, we offer you a single service legal resource of real value. Complementing our core team are well credentialed, dedicated lawyers in technology, capital raising and financing.

Growth of our business can’t happen without the growth of yours, so Middletons found a new way of doing things in legal services: we’re dedicated to speaking the language of your business while challenging your thinking.

For our clients this approach is not only different. It’s exciting.

Middletons Media and Entertainment

One of the best characteristics any creative project can have going for it is a combination of people on board who are passionate about what they do, are very well connected and come to you with ideas and suggestions.

Middletons can help you to exploit opportunities in the USA or other major territories, setting up your deal, finding the right overseas contacts - even those on the A-List - and helping to seal it.

Whether you're in the business of producing records or making movies, if you're a book publisher or film distributor; chances are you're looking for new ways to grow your business.

Even if you're merely trying to raise finance for an irresistible script, our appreciation of the creative process adds value.

Chances are we can connect you to the right producer or literary agent that might be able to assist.

Thought about what licensing possibilities might be available beyond digital exploitation of 3G technology?

New media continues to offer innovative ways of selling your content whether via mobile ring-tones or iPods and wireless technologies. Even content portals now provide website licensing potential.

Backing up our core team are industry experts with strong capabilities in tax and corporate matters.

The Taxation and Revenue team works in partnership with clients to provide a range of tax advisory services offering strategic advice in income tax, international tax, capital gains tax, corporate tax and fringe benefits tax.

Recognised for delivering excellent legal solutions to often difficult or multifaceted situations within efficient timeframes is the Corporate & Commercial team: matters include capital markets, capital raising, contracts and agreements.

Middletons' intellectual property expertise relates to the acquisition and defence of clients' intellectual property and commercialisation of intellectual property rights.

Many of our lawyers have undertaken post-graduate studies in this field, ensuring they are abreast of this progressive area to provide the highest quality advice.

As new technology brings about the convergence of telecommunications and media content, we're extremely well placed to assist as you negotiate your way through complex technology and uncharted regulatory territory.

Our firm grasp of the impact and outcomes of the recent US-Australia Free Trade Agreement allows us to provide pragmatic suggestions on issues that directly affect you particularly in respect to copyright terms.

Middletons passionately believe there is no limit to what our clients can achieve - no matter where they come from.

BROADCASTING (Radio and Television)

- » Regulatory Advice
- » Defamation and Contempt
- » Advice on Production generally
- » Employment
- » Production Contracts
- » Broadcast Standards
- » Syndication
- » Format Protection
- » Performers and Performers' Rights
- » Distribution Agreements
- » Advertising
- » Cable Network Affiliation Issue
- » Event Intellectual Property Licences
- » Interactive Merchandising for Entertainment Events and Programs
- » Advice on format licences in Australia and overseas
- » Sponsorship
- » Employment issues
- » Content Licensing
- » Music Licensing
- » Rights Issues
- » Insurance
- » Programming

FILM MOTION PICTURES

- » Acquisition and Sale of Rights
- » Employment Contracts
- » Producer Contracts
- » Production Financing Contracts
- » Investor Financing Advice/Contracts
- » Film Distribution Advice/Contracts
- » Pay Television Advice/Contracts
- » Foreign Distribution Advice/Contracts
- » Merchandising and Synchronisation Advice/Contracts
- » Talent Representation
- » Litigation including for the Protection of Image and Celebrity, Defamation and Privacy

multimedia

- » Domain Name Acquisition
- » Licensing for CD-ROM and DVD
- » Multimedia Entertainment Software Advice/Contracts
- » Royalty Advice for the Licensing of Entertainment Content
- » Copyright Advice in relation to All New Media



MUSIC



- » Recording Contracts
- » Publishing and Sub-Publishing Contracts
- » Mechanical Rights
- » Venue Contracts
- » Distribution Contracts
- » Domestic and International Licensing
- » Talent Representation
- » Copyright Enforcement Litigation in All Courts
- » Advice on Distribution via New Technologies including via Mobile Music Distribution
- » Production Contracts
- » Performing Rights Societies
- » Sampling Advice/Contracts
- » Synchronisation Licensing
- » Use of Music in Film
- » Live Concert and Tour Contracts
- » Multimedia Contracts
- » Protection of Image and Celebrity
- » Lost Royalty Advice
- » All Aspects of Music Publishing
- » Merchandising Advice and Contracts.
- » Advice on electronic industry (games)

About Middletons

Middletons is a leading national law firm with offices in Melbourne and Sydney with 65 partners, a further 190 lawyers and a total staff of more than 440.

We have extensive experience in acting for major corporates and industry leaders, and working on ground breaking transactions. Clients have chosen our firm because of our comprehensive skills, industry knowledge and approach to service.

Clients seek firms with industry knowledge and depth of experience to match. As a single service supplier of legal expertise, we offer our clients a broad range of legal services, including:

- » banking and finance;
- » commercial property;
- » corporate and commercial;
- » energy and resources;
- » financial services;
- » industrial relations;
- » intellectual property;
- » litigation and dispute resolution;
- » mergers and acquisitions;
- » tax;
- » technology;
- » telecommunications; and
- » transport and international trade.

Middletons has expertise and knowledge in specific industries we see as integral to the Australian and world economies to ensure we understand our clients' businesses. Industries such as:

- » biotechnology;
- » energy & resources;
- » finance & insurance;
- » funds management & superannuation;
- » health & leisure;
- » IT;
- » manufacturing & retail;
- » property & development; and
- » transport, distribution & logistics.

Middletons breaks the mould when it comes to big law firms. Size, like expertise and geographical reach, is a given for our clients. Our lawyers talk our clients' language but challenge their thinking. Our approach is different to others; we offer advice and services built on intellect, inspiration, influence, involvement, integrity and individuality.

Middletons is large enough to provide detailed business advice, yet small enough to ensure cost effectiveness and guaranteed partner access.

Further Information

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