

Industry

Media and Entertainment

Production, distribution, sponsorship and licensing, with remuneration based on revenue shares and deductible costs.

When your payment depends on someone else's revenue, transparency of the accounts is the dispute.

Artists, producers, distributors and platforms are paid through revenue shares, recoupable advances and deductible costs. Disputes arise when the calculation is not transparent to all parties or when a project is interrupted. SGEx rebuilds revenue and costs from the project's records.

Common situations in this industry

Determination of revenue shares and box office receipts.

Contested deductible costs and recouped advances.

Accounting claims between producers, artists and distributors.

Losses from cancellation or termination of a project.

Review of the billing and revenue of a work or event.

How SGEx works

Revenue rebuilt

Project revenue gathered from the source reports.

Costs tested

Deductions compared with what the contract allows.

Advances

Recoupment of advances determined period by period.

Each party's share is recalculated from the project's documented revenue and costs.

What We Solve

Questions about revenue and participations.

How much did the project earn?

Determination of revenue and box office receipts.

Were the costs deducted allowed?

Review of deductible costs.

Has the advance been recouped?

Determination of recoupable advances.

What is each party's share?

Accounting claims between producers, artists and distributors.

What did the cancellation cost?

Quantification of losses from cancellation or termination.

Is the revenue reported complete?

Review of billing, revenue and profits.

How We Approach It

Steps applied to this type of engagement.

1
Contract

Participation and deduction rules.

2
Revenue

Gathering by source and period.

3
Costs

Testing the deductions applied.

4
Balance

Share owed to each party.

What we examine: production and distribution agreements, revenue reports, remittance statements, production budgets, invoices and project accounting records.

Deliverables: review of accounts rendered, technical quantification opinion, recalculation of participations, expert report and review of calculations.

Related Topics

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Audit Courts and Oversight Bodies

Industries

Royalties and Copyright
Digital Businesses, Creators and Platforms
Sports and Sports Organizations
Technology and Telecommunications

SGEx at a Glance

Figures reported by SGEx, updated periodically.

400+

engagements completed

100+

court cases in progress

300+

clients served

200+

law firms served

500+

reports, expert reports and opinions delivered

BRL 100M+

in fraud and irregularities identified

Why Talk to SGEx

Expert Services, Disputes and Forensics.

Technical independence

SGEx does not provide legal advice or represent interests: it examines, calculates and demonstrates.

Multidisciplinary team

Accounting, economics, law, business administration, finance and engineering on the same engagement.

Forensic experience

Professionals with prior roles at FTI Consulting, PwC, BDO, Deloitte, KPMG and Mazars.

Traceable methodology

Explicit assumptions, calculation workpapers and conclusions that third parties can replicate.

Who Leads the Work

Contracts, audit and corporate finance.



Sidney Gomes
Founder and Managing Partner
of SGEx Group

Works on contract matters, commercial agency disputes and economic and financial rebalancing of contracts and concessions. Accountant, economist and attorney.



Marco Bole
Managing Partner, Advisory
and Finance

Former HR Projects Specialist at Fox International Channels. Works on audit, corporate finance and labor expert services. Business administrator (CRA-SP).

Request an Assessment

Describe the project, the contract and the accounts in dispute. SGEx will assess the scope before submitting any proposal.

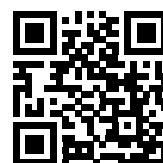
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