

Industry

Royalties and Copyright

Licenses, assignments and remittances where payment depends on revenue, units or performances reported by the party exploiting the right.

The right holder rarely sees the data that determine what they should receive.

Royalties and copyright payments are calculated on net revenue, units sold or performances, as the contract provides, and those data sit with the party exploiting the right. Disputes arise when remittance reports are incomplete, when deductions are challenged or when the right is used without a license.

Common situations in this industry

Determining royalties from the contractual base.

Incomplete remittance reports or contested deductions.

Use of a trademark, work or technology without a license.

Accounting claims between licensor and licensee.

Review of revenue attributable to the licensed right.

How SGEx works

Contractual base

The calculation follows the contract's definition of revenue, unit or performance.

Deductions tested

Each deduction compared with what the contract allows.

Unlicensed use

Damages calculated under the measure in dispute.

Payment is recalculated from the source data, not just the remittance report.

What We Solve

Questions about royalties and rights.

What was owed?

Determining royalties from the contractual base.

Were the deductions allowed?

Review of deductions and remittance reports.

What is unlicensed use worth?

Quantifying damages for unauthorized use.

Do the accounts between the parties reconcile?

Accounting claims between licensor and licensee.

What revenue derives from the right?

Review of billing, revenue and attributable profits.

Is the other side's calculation correct?

Review of calculations and expert reports submitted.

How We Approach It

Steps applied to this type of engagement.

1
Contract

Defining the base and the permitted deductions.

2
Source data

Gathering sales, performances and revenue.

3
Recalculation

Payment determined by period.

4
Differences

Discrepancies against what was remitted.

What we examine: license and assignment agreements, sales and performance reports, remittance statements, invoices and accounting records of revenue and deductions.

Deliverables: royalty calculation, technical quantification opinion, review of accounts rendered, expert report and review of the other side's calculations.

Related Topics

More on each topic at sgexpericias.com.br

Services

Economic and Financial Expert Services
Disputes and Litigation Support
Arbitration
Accounting Expert Services
Forensic Accounting

Specialties

Damages and Loss of Profits
Accounting Claims

Areas of Law

Civil and Contract Law
Corporate and Commercial
Administrative and Regulatory
Audit Courts and Oversight Bodies

Industries

Media and Entertainment
Digital Businesses, Creators and Platforms
Franchising and Licensing
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

Quantification and accounting claims.



Sidney Gomes
Founder and Managing Partner of SGEx Group

Works on loss of profits, damages and direct losses, enforcement and quantification of judgments, and expert evidence before arbitral tribunals. Accountant, economist, attorney and auditor.



Fabricio Franco
Operations Coordinator and Senior Expert, Disputes, Investigations and Forensic Services

Involved in accounting claims engagements of substantial value and high complexity. Accounting expert (CNPJ-CFC no. 8116); also works on condominium audits.

Request an Assessment

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

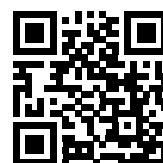
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