

INCOME FROM CONTRACTS WITH MEDIA AND PUBLISHING PARTNERS (01/01/96 TO 27/11/96)

	PARTNER	DESCRIPTION	GLOBAL	SERVICING	REVENUES
				UNESCO special account in US \$	World Heritage Fund in US \$
1	SUDWESTFUNK (SWF) for German Consortium films	TV series : 104 films (79 films produced) Territory : Germany and World	3.000 DM per film.	44 437	
2	Verlagshaus Stuttgart (VS) (Bertelsmann-ADAC) Germany with Plaza-y-Janes (P&J) Spain	Encyclopaedia in 12 volumes, to be launched January 1997 . Territory : Germany, Spain, Japan, Asia (in english)	100.000 DM (advance Royalties)		28 961
3	Kodansha - Japan (sub-contract from VS)	12 volumes in Japan - sub-contract from VS for Japan	Evaluation Royalties December 1996		
4	NFUAJ - Tokyo - Broadcast System (TBS) Sony Corporation	TV Séries of 50 films (renewable) on sites, 35 films already completed. Territory : Japan	60.000 US\$ + % Fund Raising	30 000	30 000
5	Kobi Graphics for Panasonic Matsushita	1997 Calendar with WH sites/Following "Youth" Calendar	Royalties		50 000
6	IGPC - Intergovernmental Philatelic Corporation-New-York-USA	Stamp series (WH sites) Territory: 21 countries	20.000 US\$	20 000	
7	Harper-MacRae - Australia and USA	Worldwide stamp campaign/Information Kit/Postcards : 9 titles published on WH Territory : Australia, USA and World.	Percentage sales		
8	Beijing TV - China	Prepared for signature : TV series on WH sites (renewable) Territory : China			
9	Walk corporation for NHK, Japan	TV series : 50 films of 10 minutes for NHK (renewable) Territory : Japan	200.000 FF contribution in kind	39 139	
10	INCAFO	WH (Young people's Edition - english, spanish, and french)	1/6 of sales to be transmitted to WHC from UPO		17 598
11	INCAFO	1995 Diary Royalties	Royalties		5 058
12	Ed. TIEMPO	In collaboration with UNESCO Editions	Royalties		1 170
			TOTAL :	133 576	108 961