## New Amazon KU/KOLL Royalty: Will you win or lose?

|  |  | NEW SYSTEM |  |  |  |  | ISSUE JULY 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | SYSTEM | Best Case |  | More likely case |  |  |  |  |
| Kindle <br> Edition <br> Normalized <br> Page Count | Royalty per Borrow/KU Book (at least 10\% read) | Royalty per Borrow/KU Book | Gain/Loss vs Old System | Assumed share of pages read (diminishing with book length) | Royalty per Borrow/KU Book | Gain/Loss vs Old System | Average <br> Word Count |  |
| 10 |  | \$0.06 | -96\% | 95\% | \$0.06 | -96\% | 1,720 |  |
| 50 |  | \$0.29 | -79\% | 92\% | \$0.27 | -80\% | 8,600 |  |
| 100 |  | \$0.58 | -57\% | 90\% | \$0.52 | -62\% | 17,200 |  |
| 150 |  | \$0.87 | -36\% | 87\% | \$0.75 | -44\% | 26,000 | Assumptions |
| 200 |  | \$1.16 | -14\% | 84\% | \$0.97 | -28\% | 34,000 | - Words per KENPC: 172 |
| 250 |  | \$1.45 | 7\% | 81\% | \$1.18 | -13\% | 43,000 | based on 37 book data |
| 300 |  | \$1.74 | 29\% | 79\% | \$1.37 | 1\% | 52,000 | points from different |
| 350 |  | \$2.03 | 50\% | 76\% | \$1.54 | 14\% | 60,000 | authors |
| 400 |  | \$2.32 | 72\% | 73\% | \$1.69 | 25\% | 69,000 | - Old \$1.35 per borrow |
| 450 |  | \$2.61 | 93\% | 70\% | \$1.83 | 36\% | 77,000 | - New \$0.0058 per KENP |
| 500 | \$1.35 | \$2.90 | 115\% | 68\% | \$1.96 | 45\% | 86,000 | based on Amazon's |
| 550 |  | \$3.19 | 136\% | 65\% | \$2.07 | 53\% | 95,000 | announcement |
| 600 |  | \$3.48 | 158\% | 62\% | \$2.16 | 60\% | 103,000 | - Percentage of book |
| 650 |  | \$3.77 | 179\% | 59\% | \$2.23 | 65\% | 112,000 | by customer diminishes |
| 700 |  | \$4.06 | 201\% | 57\% | \$2.29 | 70\% | 120,000 | with increasing book |
| 750 |  | \$4.35 | 222\% | 54\% | \$2.34 | 73\% | 129,000 | length... |
| 800 |  | \$4.64 | 244\% | 51\% | \$2.37 | 75\% | 138,000 | - ... down to as much |
| 850 |  | \$4.93 | 265\% | 48\% | \$2.38 | 76\% | 146,000 | 40\% for 1000 KENPC |
| 900 |  | \$5.22 | 287\% | 46\% | \$2.38 | 76\% | 155,000 | (value set arbitrarily to |
| 950 |  | \$5.51 | 308\% | 43\% | \$2.36 | 74\% | 163,000 | show the sensitivity to |
| 1000 |  | \$5.80 | 330\% | 40\% | \$2.32 | 72\% | 172,000 | reader behaviour) |

