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VIP-NEWS

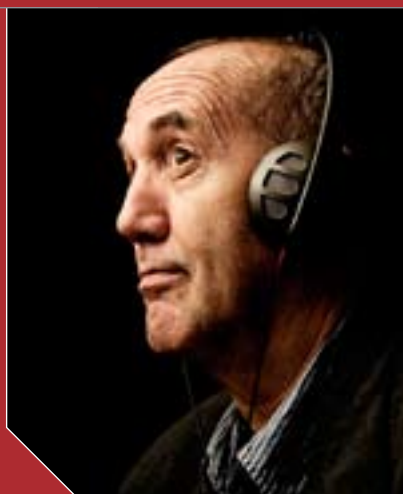
NEWS

PREMIUM >> VOL. 102 >> APRIL 2008

McGowan's Musings:

I suppose this issue of the News should count as the Spring edition as the sun is shining and the bloody seagulls are back to making that 'I'm in the mood for love' screeching that only another gull could possibly find appealing – one just dived past the window and somehow the image of James Blunt crowd surfing – which he apparently did in the US! – popped into my head – I wonder what the connection is?

Anyway, moving swiftly on - we're entering that time of year when plans for the Festival season begin to dominate the news. It seems that, to everybody's surprise Glastonbury failed to sell out on the first day, which just goes to show that in this business you can't take anything for granted. Various reasons have been put forward, including Jay-Z not being the right headliner, three years of mud and the attraction of overseas events, which could offer better weather, different surroundings and cheaper facilities. However those in the UK that have booked festival tickets as part of their holiday itinerary may find that the strong euro, 15% up against sterling on last summer somewhat messes up their spending plans.



Allan McGowan

But with festival tourism decidedly on the up, it may be worth considering the US. What with Festival Republic (Reading, Leeds, Glastonbury) and C3 Presents (Lollapalooza and Austin City Limits) partnering to create the Vineland Music Festival, August 8th- 10th in Vineland, New Jersey, Coachella Valley Music and Arts (have to move fast though, that's next week) in Indio, Bonnaroo Music in Manchester, Tennessee in June and the one time touring Lollapalooza Festival, now static in Chicago, European style multi day 'destination' festivals are fast growing attractions. With the dollar on the floor, euros and pounds will go a long way this summer.

The other major subject under constant discussion in the industry is still secondary ticketing, and for that matter, ticketing in general. I recall a conversation with Carl Leighton-Pope prior to his 'Talking Shop' at ILMC 20 in which we figured that this year's Conference would be the last in which the secondary aspect would be at least not such a dominant topic, we agreed that the business would most likely have to accept the reality and get on with life. It seems we were wrong; the issue is not being absorbed, certainly not in the UK and Europe anyway (and as Indian promoter Farhad Wadia said at ILMC, some markets are still struggling with primary ticket problems and would love the luxury of something further!), we feature further ticketing tales in this edition's In Depth section.

So, while I consider what to wear, having been invited to a reception at the Norwegian Embassy in London to launch Norway's tenure as guest country at The Great Escape in my hometown (have I mentioned that before?), Brighton, I'll wish you well and leave you all to read the News:



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We Book, You Swear!

Manfred Tari mt@vip-booking.com

This is the self claimed slogan (which probably works better in German!) for the Berlin based agency Gastspielreisen. VIP-News spoke with Ben Rodenberg, the owner of the agency about how record companies take their share and the general situation in a mid sized business environment.

Rodenberg has worked in the music business since 1997, working for A.S.S. Concerts amongst others before setting up his own company, Gastspielreisen, in 2005: The agency currently employs 4 staff and mainly represents German artists, such as Wir Sind Helden, Jan Josef Liefers, Klee, Kool Savas and The Guns.

VIP-News: How is the current market situation in Germany?

Ben Rodenberg: It doesn't look too bad. We are having good domestic results and a few international things, plus the British Music Week in autumn. So we are doing pretty well actually.

VIP-News: A lot of local promoters currently complain that agents are increasing the fees for artists.

Ben Rodenberg: To be honest that is not exactly a problem that I have, because I'm not dealing with international acts that much. With domestic acts the problem is not that big because they are a lot more realistic about ticket prices and what the audience can pay.



Ben Rodenberg

VIP-News: But don't even German artists put pressure on you to increase fees to compensate losses in record sales?

Rodenberg: Of course they do but there actually is a line that you cannot cross with independent acts. For example you cannot charge 45 Euros for a Wir Sind Helden show. People just won't come and they will complain in the guest book on the Internet. This is exactly the same problem with international acts but they don't realize it. They just get the offers and they take the highest and don't think about how the deal was arrived at.

VIP-News: The record companies are still in a shaky mood at the moment. Is that something you would agree on?

»I think the independent market still has a good chance of survival...«

- Ben Rodenberg

Rodenberg: I think the independent market still has a good chance of survival, but I would agree in terms of the really big major companies. They made so much money in the last twenty years with high prices; they threw money out of the window and in my opinion they can't stop even though they don't earn that much money anymore, and they wonder why it's not working anymore.

VIP-News: Do some of the artists you have under contract already have record contracts where they have to give a share of the profits from live income to the record companies? Would you say this is now a common deal?

Rodenberg: This will more and more become a common deal, definitely, although I'm still not sure if this is a fair deal or if it is actually the saviour of the business.

VIP-News: Any idea of the structure of these deals?

Rodenberg: There are two different versions; A few record labels charge 10 percent of the net income, a few labels agreed on deducting production costs before charging a certain percentage. These are the two deals I know and both have problems or

COLOPHON >>

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situations where they don't make sense in my opinion. In the end it is a decision an artist has to make, I'm not involved in these deals.

VIP-News: Does this go for the indies as well?

Rodenberg: Yes.

VIP-News: Are you pleased with the support you receive from the record companies, for instance when book your bands abroad?

Rodenberg: Labels are working differently for the bands but the support is actually a lot better than it was five or six years ago. When I started the situation was that when you were talking to a big major company they were nearly all complaining about live business whilst focussing on ra-

dio, TV and media press. When the booker calls and says that he needs some time for touring the labels said that there would be time for touring when the artists has broken through. This has changed. Labels do talk about concerts and live things from the very start when signing a band.

VIP-News: Do acts still need record companies to put them on a tour or festivals?

Rodenberg: Festivals no. But to break an artist or to release a record and to make them known in the media I think you need some sort of good back up.

VIP-News: What is on the agenda for Wir Sind Helden in terms of touring this year internationally?

Rodenberg: In March we did a few shows in The Netherlands that went pretty well ac-

tually, the tour was nearly sold out. We did a few shows in Belgium, Luxembourg and French Switzerland. But this year we are focussing on festivals and from September on they will take a pretty long break, so no more international touring this year.

VIP-News: Any other bands from your roster that you would like to go abroad with?

Rodenberg: At the moment we are not really booking into the international market. We have signed a band from England, The Guns, who are not signed to any record label and agency in England. But they are particularly brilliant and we intend to try to break them in Germany and then probably go into the international market. But the focus is on Germany at the moment.

For further information please check: www.gastspielreisen.com

Live Nation Continue Shopping Spree Taking T-in the-Park

Allan McGowan am@vip-booking.com

Having a hard few months signing everything Madonna still had on offer, a twelve year deal with U2 (The longstanding relationship with Universal Music for recording and also publishing is not affected) and apparently a \$150 million (£75 million) contract with rapper Jay-Z, Live Nation obviously felt like a bit of fresh air and what better way to go about it than having a nice cup of T in the Park.

Scotland's iconic festival has agreed a deal which sees the LA corporate concert giant moving into the UK festival market. 67 per cent of Dance Factory, the event's owners will now come under the control LN as part of a joint venture with Denis Desmond's Gaiety Investments.

Geoff Ellis, boss of DF Concerts and T in the Park, said he was pleased to welcome Live Nation into DF Concerts, commenting, "We look forward to continuing to work with an array of diverse artists and creating first class events such as T in the Park and Hydro Connect." Paul Latham, president

of Live Nation UK, added: "Live Nation is delighted to have a promotional and festival presence in Scotland. We are looking forward to working with Geoff Ellis and his team on their many projects."

T in the Park 2008, will again take place at Balado Airfield from July 11th to July 13th, and will present REM, Kings of Leon, the Verve and Rage Against the Machine.



Geoff Ellis

The Great Escape

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The Great Escape Festival, which describes itself as Europe's best global export ready showcase festival returns to Brighton on the 17th - 19th May 2008. Certainly many of the acts that appeared, including The Fratellis, The Kooks, The Feeling, Paolo Nutini, Guillemots and The Klaxons have gone on to great things.

VIP-News spoke to co-organiser Martin Elbourne, weary from just finishing work on one of his other jobs booking acts for The Glastonbury Festival, he told us that he was very happy with the way things are looking for next month's event. Ticket sales are 30% up on the same time last year, and delegate registrations are up between 30 and 40%. All the acts are booked, a full list can be accessed at www.escapegreat.com but some of the highlights are, The Wombats, The Fratel-

lis, Futureheads, The Ting Tings, Young Knives and Iron & Wine.

The Talk Programme is also complete and includes an interview with Seymour Stein, as cofounder and chairman of Sire Records, Stein brought acts like The Ramones, Talking Heads, The Pretenders, The Cure, Richard Hell and the Void-oids, The Smiths, and Soft Cell to prominence, before releasing records by Madonna, Aztec Camera, Echo and the Bunnymen, The Cult and The Von Bondies.

The Conference programme includes a discussion of the challenges and trends in today's live music industry hosted by Greg Parmley, editor of live music industry journal 'IQ magazine,' featuring Steve Zapp, ITB booking agent for Editors, The Raveonettes & Biffy Clyro amongst others,

Tom Baker, creator of Eat Your Own ears, Richard Buck, head of New Beginning Promotions, and booker for A Perfect Day Festival, John Dunn, Vice President of Live Nation, Matt Bates of Primary Talent, booking agent for Babyshambles, CSS, The Wombats, Crystal Castles, and many more and Alan Day, Director of independent promotions company TCT Music.



The Wombats plays at The Great Escape



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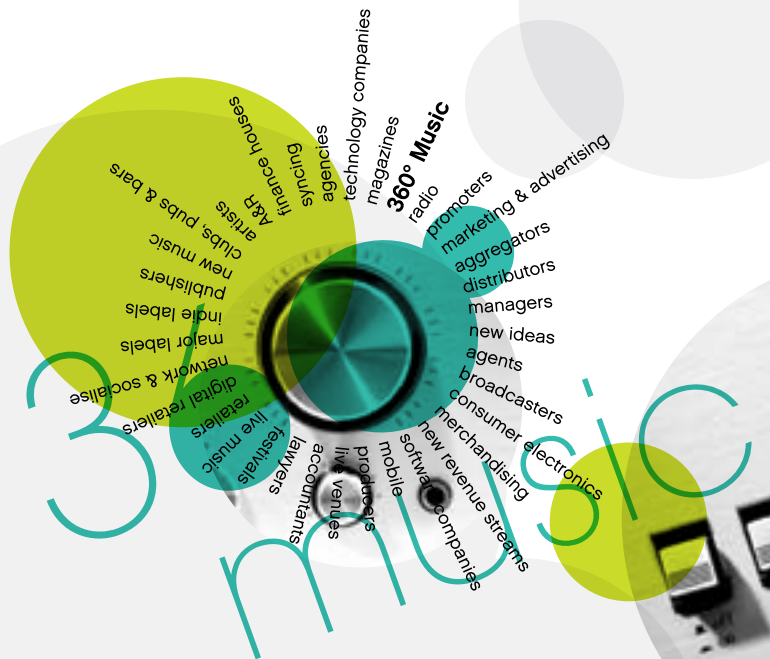
<p>CONVENTION LINEUP SO FAR</p> <p>KEY NOTE TALK: TERRY MC BRIDE (NETTWERK MG)</p> <p>PROFILE TALKS: MIRANDA SAWYER (OMM) HOWARD MARKS (MR NICE) & ANNIE NIGHTINGALE (RADIO 1)</p> <p>MUSIC ALLY DIGITAL DAY: FRED BOLZA (SONY BMG) MICHAEL BAYLER (RIGHTS MARKETING) RHODRI MORSDEN (INDEPENDANT JOURNALIST) JEREMY SILVER (AVID EDUCATION) ANTHONY VOLODKIN (HYPE MACHINE)</p> <p>LIVE PANEL: GREG PARMLEY (IQ MAGAZINE) STEVE ZAPP (ITB) TOM BAKER (EATYOUROWNEARS)</p> <p>PUBLISHING SEMINARS: NICK ROBINSON & TABATHA CAPALDI (BMI)</p> <p>CONSUMER LED PANEL: CHARLOTTE MOORE & BRETT BOOTH (MTV STICKY)</p> <p style="color: red; font-weight: bold;">DELEGATES PASSES (£150) AND HOTEL ROOMS ARE AVAILABLE WWW.ESCAPEGREAT.COM</p>	<p>FESTIVAL LINEUP SO FAR</p> <p>THE WOMBATS VAMPIRE WEEKEND IRON AND WINE THESE NEW PURITANS LIGHTSPEED CHAMPION YOUNG KNIVES THE HOLD STEADY FRIENDLY FIRES YEASAYER GLASVEGAS THE SUBWAYS IDA MARIA BLACK MOUNTAIN PETE AND THE PIRATES LAURA MARLING OKKERVIL RIVER THE TEENAGERS JOE LEAN AND THE JING JANG JONG ONE NIGHT ONLY BLACK LIPS LATE OF THE PIER CRYSTAL CASTLES</p> <p style="font-size: small; color: gray;">EXTREME OPERATOR PLEASE WE SMOKE PASS BOWBAY BICYCLE CLUB THOMAS TANTUM JAY JAY PISTOLET KELLY STOLT THIS CITY POTEN VON HOVH PUBLIC SERVICE ANNOUNCERS TURNING THE ROSE PEOPLE NO ABE WILD BEATS ROCKY DUFFLINS WHITE LIES SAGE THE ELEPHANT THE WHIP WINDWINDY FUJIFA AND WYKAI 1902 FACTO JOHNNY FOREIGNER EDDY BONES THE BLACK ANGELS SUND LOVVERS HATCHAR SOCIAL JEREMY NARMLEY THE SYKEENIES THE S&B WOODS THE BUXER REBELLION TEAM WATERPOLO OFFICIAL SECRETS ACT WE ARE WOLVES BROKEN RECORDS KRIEF FLLS BAPPELLS DIRT PROJECTORS 4 ON 4 MAGICIANS LUCERO DE EAGLE LION MAN SEAT UNION ROTWORLD THE VIDEO NASTIES</p> <p style="text-align: right; font-size: small;">SEE FULL LINE UP SO FAR AT WWW.ESCAPEGREAT.COM</p>
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* LINEUP SUBJECT TO CHANGE. EACH TICKET EXCHANGED FOR A WRISTBAND. WHITH ALLOW ACCESS TO ALL VENUES SUBJECT TO CAPACITY



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Austin City Limits

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Duffy will play Austin City Limits 2008

To continue the theme of US Festivals mentioned in the Musings, it's worth taking a look at the line up for this year's 7th Austin City Limits Music Festival, planned for the city's Zilker Park from September 26-28.

Foo Fighters, Robert Plant & Alison Krauss, Beck, Manu Chao, John Fogerty, David Byrne, the Raconteurs and the Mars Volta are among the top acts.

In all the Festival, produced by Austin-based promoter/producer C3 Presents, will feature more than 125 acts over three days. Also on the bill are Gnarls Barkley, Conor Oberst and the Mystic Valley Band, N.E.R.D., Tegan & Sara, Iron & Wine, G. Love & Special Sauce, Neko Case, Band Of Horses, the Swell Season, Silversun Pickups, Gogol Bordello, Gillian Welch, the Black Keys, Against Me!, Sharon Jones & the Dap Kings, Hot Chip, Spiritualized, Drive-By Truckers, Vampire Weekend and Duffy.

- seems like a bill worth getting on a plane for! Your three day ticket will cost \$170 (remember that exchange rate!),

In 2007 Austin City Limits was ranked fourth amongst world festivals in terms of its gross takings of \$11.3 million and attendance of 225,000 over three sold-out days - according to *Billboard Boxscore*.



INDY Music Awards 2008

We Got Tickets Partner 2nd Indy Awards

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The second INDY Music Awards ceremony takes place at the Forum in Kentish Town on the 25th April. The Awards celebrate the hard work of Independent live music venues and promoters across the UK and the artists they have showcased during 2007.

»We see ourselves as an integral part of the live music infrastructure at grass roots level«

- Dave Newton

WeGotTickets will again be the official ticketing partner for the event: Director Dave Newton said, "We're thrilled to once again be involved with such an exciting and innovative event. Everyone at WeGotTickets feels it's important to support and grow new talent in live music, by this we mean the promoters and small venues as well as the artists. We see ourselves as an integral part of the live music infrastructure at grass roots level and because of this we're thrilled to be working with the INDY Music Awards once again this year. INDY Music Awards is the UK's first awards scheme to reward the venues, promoters and artists that keep the grassroots music scene thriving, and these are precisely the people who use us to sell tickets for their events. The Awards gained significant momentum last year and we're pleased to be supporting them once again encouraging more promoters, venues and acts to get involved with

both the Awards and as customers of WeGotTickets."

The INDY Music Awards were created by a collection of Independent live music promoters, artists and managers. Jeremy Glover, Organiser of The INDY Music Awards said, "The INDY Music Awards are delighted to continue our relationship with We Got Tickets as our official ticketing partner. It's great to see companies investing in grass roots music by providing professional and convenient services such as online ticketing."

More information:
www.indyawards.co.uk



Dave Newton

Changes at Wembley Arena

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Peter Tudor, General Manager of Live Nation-owned Wembley Arena, is to leave the job, which will be taken over by John Drury, currently head of the Company's venue bookings team. Drury has some experience of the role having covered when Tudor took a three-month sabbatical last year. The 12,500 capacity site reopened in 2006 after a £35 million (\$69 million) refurbishment and modernization program of the aging venue.

Peter Tudor will, it is said, take up a position starting in June, with Ticketmaster

U.K., Tudor is expected to join the London team this June, reporting to managing director Chris Edmonds. Tudor served the maximum three-year term as chairman of the U.K.'s National Arenas Association, and is still listed on the steering group.

VIP-News spoke to Peter Tudor who preferred to wait till his tenure with Wembley is over, at which time we will discuss his new role and his future plans with him, in the meantime we wish both men all the best in their new jobs.



John Drury new GM of Wembley Arena



Wembley Arena

Daniel Jelldeus joins Hagenburg

Manfred Tari mt@vip-booking.com

Daniel Jelldeus and his team have joined Hagenburg, the Swedish media, law and management company, starting work on April 2nd.

He and Anders Johansson, Martin Gabriel and Emma Varg have located in the company branch in Göteborg. Previously Jelldeus worked in A&R at Well Done Productions and as Creative Manager at Berkely Publishing. He was also owner of the management company Slugger Music.

Petri H. Lundén, Executive Chairman at Hagenburg welcomed Jelldeus and says:

"We're happy to secure yet another management talent to Hagenburg especially in times when the manager role becomes even more central to the music industry".

Jelldeus commented: *"I'm really excited to start working for Hagenburg which will certainly give my existing clients a boost and also give myself added experience in management"*

His new contact details are:
daniel.jelldeus@hagenburg.se
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Pop Up Leipzig

Manfred Tari mt@vip-booking.com

Pop Up in Leipzig is certainly not Germany's biggest music convention, but the event which attracted 130 exhibitors and more than 2.500 trade visitors last year, has in the six years of its existence, managed to become the place to be for independent music companies in Germany, from record labels to booking agencies. Beside the one-day trade fair and the conference program Pop Up also hosts a remarkable festival program over four nights.

VIP-News spoke with Roland Keimel about Pop Up 2008. This experienced 38 year old record salesman is responsible for the booking of the festival program which presents round about 70, mainly newcomer acts, in locations all over the East German metropolis. The seventh Pop Up takes place from May 22. - 25.

VIP-News: What can we expect from Pop Up Festival 2008?

Keimel: First of all the yearly get-together of labels, promoters, agents from the German and European independent music scene. Plus a variety of discussions and panels concerning the possible future of music distribution and promoting artists. And last but not least a lot of music from all over the world; About 70 acts will be presented in 14 different locations.

VIP-News: Please tell us something about your booking policy.

Keimel: In the first place the festival is a showroom for labels and agencies participating in the trade fair. There are no musical restrictions. We try to include a few highlights with well known acts, but still focus on our main principle which is promoting smaller companies

VIP-News: It is difficult for you to obtain the acts you want?

Keimel: If it's difficult then in most cases it's the money. With decreasing cd sales the artist and concert agencies are more and more trying to raise money from shows

VIP-News: How many tickets are you are putting on sale for the Pop Up Festival?

Keimel: About 800 to 1000.



PopUp

VIP-News: Where does the audience mainly come from?

Keimel: One third local visitors, one third exhibitors, press and VIPs, the balance third from the rest of Germany and Europe.

VIP-News: Please tell us about your ticketing system.

Keimel: There is a festival ticket, one ticket valid for Saturday only including convention and showcases. Visitors can also buy single tickets for each show at the venue. Tickets in advance can be purchased online from TixForGix exclusively.

VIP-News: Do you sell a lot of tickets in advance?

Keimel: Nope, because most visitors decide spontaneously and very consciously on the event they want to see.

VIP-News: Do you receive more applications for your festival from concert agencies or from record labels?

Keimel: Most applications come from record companies since they are mainly representing artists more than booking agencies. These agencies are more interested in networking, moving around and talking.

VIP-News: Please explain the club circuit in Leipzig, how many venues, size, etc.

Keimel: This year there will be 14 venues participating in the festival, which range in capacity from 50 to 400 visitors, which enables us to represent a large variety of artists from completely unknown to well known.

VIP-News: Are you pleased with the cooperation from the local venues?

Keimel: All in all I would have to say yes.

VIP-News: Do you have sponsors for the festival program?

Keimel: Yes. We have two main sponsors, without whom the festival would be impossible to realise. Vita Cola und Pilsener Urquell.

For further information please check:
www.leipzig-popup.de



PopUp 2008 takes place from May 22. to 25.

Surfstock

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Surfstock 2008

The ever expanding Mama Group, who are responsible for The Great Escape are also the organisers of Surfstock, reviewed by the BBC as, "A mixture of surf events by day and quality music and entertainment is what Surfstock has built its reputation on as one of the best festivals Cornwall has to offer" The festival is booked by Jon McIldowie (John Mac) of Barfly, part of The Mama Group.

The 6,500 capacity event, which takes place in St Agnes Cornwall 29 – 30 August 2008 was established in 2002. Surfstock was originally the site of regular surfer parties and has developed into one of the most popular events in the surfing calendar. It is located in what can only be described as a stunning coastal location and is a 2 day Surf lifestyle event with an emphasis on music and partying. Acts are staged in one 3,500 capacity tent and two that will cater for 600 people in each. Previous acts include Stereo Mcs, Audio Bullys, Utah Saints, and Dreadzone.

The site boasts an outdoor cinema, themed bars, a comedy tent and LED screens streaming live footage.

Edge Performance VCT Doubles its Market Share

Allan McGowan am@vip-booking.com

On 14 April investment house Edge Group announced that its latest offers raised a total of £21.5m by the end of the 2007/2008-tax year on April 5. Edge has now doubled the size of its funds under management to £40m, more than twice that of any other fund specialising in the live music and events sector.

Edge Performance VCT was the first fund to specialize in the live music and events market, and in this year's VCT market across all investment sectors Edge doubled its market share to nearly 10%.

Edge founder David Glick said, "We are very pleased that Edge has managed to outperform what was a very tough market this year for anyone trying to raise money, for obvious reasons. This wasn't a surprise to us. We always felt our combination of a de-risked investment – Edge offers an underpinned minimum return - into a growth market with attractive

returns would prove increasingly attractive to investors as more risky investments seem less and less interesting in the current economic climate. This was our third fundraising round and word is clearly spreading about the high quality of our investments. It is a vote of confidence in Edge, but it is also a vote of confidence in the live music and events business."

Leading independent commentator Martin Churchill, Editor of Tax Efficient Review, said, "The total VCT market this year was approximately £200million, down from £290million last year. There is no doubt that it is a tough market for anyone trying to raise funds at the moment." He added "Any VCT increasing market share in what has been a much reduced market should be very pleased with their performance."

The 'D' share offer of the Edge Performance VCT remains open until 23 May 2008 (See Business News).



David Glick founder of Edge Performance



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Business News

Manfred Tari mt@vip-booking.com

CTS Eventim pays off, Live Nation shares doing a little better, DEAG expands its classical music business, The Edge issues new shares, while Ingenious buys shares back and Mama completes the acquisition of The Gig in Edinburgh.

These are the basic news stories, but how has a capital market that is still in a nervous mood as several financial institutions continue to reveal previously unknown losses of fortunes received these? Even untrue rumours could cause the loss of a fortune as recently occurred with Halifax Bank of Scotland (HBOS) where a canard cost the bank a share price drop worth 3.8 billion Euro.



CTS Eventim pays a bonus

For CTS Eventim the current news is that the company will pay its investors a dividend of about 0.49 Euro per share (EPS – Earnings Per Share). The final figures for the business year 2007 were released on March 31. The turnover rose from 342.9 million Euro EUR to 384.4 million Euro. The EBIT (Earnings be-

fore Taxes) was 46.8 million. EUR while the EBITDA was 53.9 million Euros.

The outlook for a fruitful ticketing cooperation between CTS and Live Nation looks promising. Nevertheless within the last three months the share price of the com-

pany fluctuated nervously. On January 10 the share reached a peak of 30.86 Euro and closed on 30.39 Euro. Since then the price went down to 23.24 Euro. But in terms of the investors' attitude to the concert industry bear in mind that these are the figures of the leader in its domestic market.

3 GOOD REASONS TO BECOME A VIP

Having the right tools for the job is often the key to success. Through our ongoing communication with key Live Entertainment Industry Professionals, we have developed a range of services to meet the demands of agents, promoters, talent buyers, venue bookers etc. It's no coincidence that we are now considered to be the No. 1 information provider for this thriving industry.



VIP-Booking.com
VIP-Booking.com is now the most widely used online information service for the European Live Entertainment Industry with subscribers in over 25 countries. Using the latest technology and state of the art tools, the service provides in-depth information streamlining the day-to-day operations of industry professionals, saving both time and money.



The VIP-Book
The ultimate print directory for the European Entertainment Industry, packed with contacts and easy to use. An essential reference book for every office providing basic contact information and a solid overview.



VIP-News
Written by our highly merited journalists, Allan McGowan and Manfred Tari, with over 50 years of experience between them in the Entertainment Industry, VIP-News brings the latest news and views directly to your computer keeping you up to date at all times.

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VIP-NEWS

DEAG grows its figures and business

Deutsche Entertainment (ERM) is hit even harder by the current situation on the capital market. At the beginning of the year the share maintained a level above 1.60 Euro. On January 22 the share dropped down to 1.14 Euro, by the end of February recovered at 1.69 and slipped slightly to 1.50 Euro on April 9. All current news such as the announcement on April 3 of the acquisition of 75.1% of the classical promoter Raymond Gubbay Ltd does not seem to impress the stock market. According to DEAG the yearly revenue of Raymond Gubbay was supposed to be £10 million. Earlier in March DEAG announced a bundle of strategic measures to expand its classical

music business internationally, including the news that DEAG had founded a joint venture with the Swiss promoter Dina Thoma-Tennenbaum called Switzerland Classics AG and furthermore intended to launch Austria Classics AG, a similar joint venture, in Austria in July 2008.

On April 10 DEAG announced its preliminary results for the business year 2007. The company gained revenue of 95 million Euros, an EBITDA result (Earnings before Interests, Taxes, Depreciation and Amortisation) of 6.2 million Euro. The EBIT result of DEAG rose from 3.1 million Euros in the year before to 5.1 million. No figures have

been announced yet for the net results. The full business report will be published later on in April. In 2006 the turnover was 82.8 million Euro with a Net Result of minus 0.4 million Euro.

However, the stock market did not reward the results. The day before the share price closed at 1.50 Euro, on April 10 when DEAG put out the news the share just slipped down to 1.49 Euro.



DEAG grows its figures

The Edge launched the D-shares Fund

On January 16 the share went down to 80 Pence but meanwhile recovered at 98 Pence. As announced in November 2007 EDGE VCT issued its D-shares fund. On March 20 a first tranche of 3,449,721

D Shares were issued followed by a second tranche on April 7 of about 14,861,418 D Shares. In total the company would like to issue 25 million D shares. The offer will expire May 23.

Buy Back program of Ingenious

Ingenious Media (IMAC) is buying back shares. Since the buy back program started the company reduced the number of outstanding shares from 149,956,002 to 145,194,402. The institutional investor Deutsche Bank recently pulled out, Advance UK Trust retains a stake in the company of about 3.01 percent while UBS

Global Asset increased its stake and now holds 8.04 percent. In the 52 weeks retrospective the share price of IMAC went down about 6.87 percent. Share buy back programs are sometimes undertaken to hold up the share price and particularly make sense when the share price level is low.

Long terms deals for U2 and Jay-Z

Live Nation (LYV) is the undisputed concert giant. Nevertheless with the current market situation on the stock market within the last 52 weeks the company suffered a share price drop of 37 percent. Since the share hit its all time low of 9.61 on January 23 the share is again on the way up. Until April 11 the share price rose to \$12.44. Live Nation has also announced news since the last VIP-News issue including the 12 year collaboration between U2 and Live Nation that will expire when Bono becomes 60 and a speculative item by Associated Press that Live Nation will maybe take Jay-Z under contract. The deal is supposed to be worth \$150 million and should last 10 years. Part of the deal includes the release of 3 albums, touring income and publishing rights.



U2 signs long term deal with Live Nation

Second Class Tickets – First Class Returns?

In this issue our in-depth section looks at various items in the complicated world that deals with what we pass on to our customers, the live industry's product – the ticket.

Artist to Buy the Ticketer?

Having recently put an estimated €300m in the bank following the deal whereby U2 and Live Nation Artists will collaborate on a variety of the band's global music enterprises including touring, merchandising, and the band's website, U2.com, the private equity group backed by Bono, Elevation Partners, has made a move to buy a stake in Ticketmaster.

Legal clash between MLK and Seatwave

Manfred Tari mt@vip-booking.com

Marek Lieberberg has filed an interim injunction against the ticket resale portal Seatwave.

A mandatory order has been put in place, which prevents Seatwave selling tickets for the sold out Rock Am Ring 2008. Lieberberg was able to file for this due to a disclaimer printed on the Rock Am Ring tickets forbidding the commercial resale of these tickets to third parties.

Veit Spiegelberg, the national manager of Seatwave Germany responded to the legal process with a press release in which he says: "We stand up against these mafia methods", and asks how a concert and festival promoter could bar the sale of second hand tickets.



Veit Spiegelberg from Seatwave Germany

In recent weeks Seatwave has put out several press releases that have upset various promoters. As in the case of Rock Am Ring some promised to offer tickets for sold out shows. One concerned person was Kiki Ressler of KKT who manages the tours and concerts of popular acts such as Die Ärzte and Die Toten Hosen. In his case it was a press release with the headline: "Ärzte-Tour sold out – Fans find a 'backdoor' to concert venues"

Ressler told VIP-News: "These portals are from our point of view an absurdity. We certainly won't support any operator who offers tickets from our shows without our permission." He argues that: "...the ticket buyer pays much more than if he had bought the ticket in time through an authorized box office. Furthermore we do not participate in any form in these kinds of ticket sales".

Seatwave press releases are written in a unique style. Four Artists' Alex Richter is also concerned, he is agent for Tokio Hotel, currently one of the most promising German bands with great potential for international success.

Richter who also looks after the bookings of acts such as Seefeld and Die Fantastischen Vier told VIP-News: "We intentionally keep ticket prices low to present an artist in a reasonable way. But the business model of these portals is simply based on 'supply and demand' plus immoral high commissions that could reach as high as 30



Marek Lieberberg

or 35 percent." Shortly after Lieberberg's action, Richter also issued a press release complaining about resale portals in general.

In an interview with the German trade paper *Musikmarkt* Lieberberg says that he intends to sue Seatwave for "personal insulting utterances" contained in the Seatwave press release in response to the interim injunction by Lieberberg.

It appears that since the ILMC 2008 the conflict between concert promoters, agents and the operators of resale portals is heating up significantly.



▶ *mary people (the artists) have already been paid so the record company analogy is misguided."*

Carl Leighton-Pope was of the opinion that the secondary market has gone mainstream, saying that, *"Now that secondary ticketing is here we have to embrace it. Nobody is going to be able to do anything about it, especially if the public wants it."*

MP John Whittingdale, chairman of the select committee for the government's Department for Culture, Media and Sport (DCMS) which in its January report decided not to ask the government to legislate

against secondary ticketing, agreed with Carl. He also made the point that perhaps the industry was selling its product – the ticket, at below the market clearance price, and called for an open market and self-regulation. He said, *"Marc's (RRS) solution isn't ideal either. It has not been properly formulated yet, but it represents a possible middle way."* There was a hint that Government would take a more positive stance if any connections to money laundering were discovered.

Things heated up when Baker stated that 97% of Viagogo's sellers sold 10 tickets or fewer each during 2007. Members of the audience, which contained enough ex-



MP John Whittingdale



Marc Marot - Chairman of Terra Firma Management

perts, such as Ticketmaster's Vito Aiello and Tim Prior of TixDaq to make up a couple of extra panels, asked, in fact demanded, that he prove that the remaining 3% were not full time scalpers making full use of the site. He did not respond, nor did he fully reply to Marc's question as to whether or not he had ever bought inventory from promoters rather than punters. Tim Prior followed through asking Baker where Viagogo got their inventory for the Prince shows at the O2 – yet again no real response.

The venues were not represented on the panel, but a statement from Geoff Huckstep, Chairman of The National Arenas Association was read out by Chairman Keith Harris made it clear that they have no time for the secondary ticketers, saying that the practice is, "exploited by scalpers, steeped in fraud and organized crime".

The only real conclusion arrived at followed Marot's admission that the RRS still needs to develop a licensing system that suited the whole industry. *"We can't even come close to a solution unless we've everyone on board,"* he said.

The following item takes a look at ticketing practice at the more down to earth end of the market, where the figures dealt with are in the hundreds and thousands as opposed to the millions. In the next couple of issues we'll take a look at other aspects of this important part of the market. (Ed.)



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Market Information
Of All Relevant
Music Companies.

WeGotTickets: Expansion Outside the UK

Allan McGowan am@vip-booking.com

WeGotTickets has been selling tickets online since 2002 and has quickly become one of the UK's most popular on-line box offices providing on-line ticketing facilities previously unaffordable for a whole range of grass root venues and events from weekly jazz clubs to annual outdoor festivals, and for promoters looking to sell 5000 tickets, or just 50. The Company pride themselves on being the most flexible box office solution in the UK.

VIP-News spoke to Director, Dave Newton about their plans to make their services more widely available.

VIP-News: Ticketing, particularly secondary, is constantly under discussion in the industry these days and the top end of the market seems to be constantly in one form of dispute or another. Your end of the market, the small to mid level venues and events seems a lot calmer and it appears that your business is growing. What and where are the areas that you see as available for expansion?

»We're looking for partners such as; booking agents, promoters, affiliated venues etc to work alongside to launch WeGotTickets in other territories«

- Dave Newton

Dave Newton: Having built up an extensive and expansive customer and client base in the UK spreading across 2000+ independent venues and promoters, we feel that the time is ripe to pursue opportunities to expand to grass-roots venues in Europe and beyond.

VIP-News: Are you convinced that there is a market internationally for your specific services?

Newton: Our experience in the UK over the past 8 years has shown that there is a market for advance-ticketing that sits below the level currently served so well



by companies such as Ticketmaster and CTS Eventim.. By delivering the tickets electronically we have ensured market-leading low booking fees, which have, in turn, enabled us to sell tickets for many events with a low face value. This has empowered promoters to provide their customers with an advance-ticketing option for events that would otherwise have to be just pay-on-the-door. We feel that the situation is very similar in many other territories and that promoters, venues, artists and audiences can certainly benefit from working with us.

VIP-News: Does the WeGotTickets model offer anything more than ticket sales?

Newton: One consequence of working in a previously untapped area of the market is that both our customer and client base are unique marketing sources that can be used by our clients and our customers to enhance their promotion and entertainment respectively.

VIP-News: Are you actively seeking clients and professionals with local knowledge to work with?

Newton: Yes, we're looking for partners such as; booking agents, promoters, affiliated venues etc to work alongside to launch WeGotTickets in other territories.

Vip-Booking.com exists to bring live music professionals together in ways that can benefit their own business and the industry in general. If you feel that you could help launch the WeGotTickets service in your territory please contact Dave Newton on: dave@wegottickets.com

NOTICE BOARD >>

Another new service in the improved and redesigned VIP-News is the Notice-board, which is available for all readers. Reader's messages will be posted on the Notice-board as a free service, passing on announcements, job postings, buying and selling notices, inquiries or alike. Announcements should be emailed to noticeboard@vip-booking.com

2nd ETEP update in 2008!

96 European acts confirmed sofar!

The 2nd European Talent Exchange Programme (ETEP) update in 2008 indicates 96 confirmed show at this point by 45 European Artists and counting (FAST)



Blood Red Shoes	GB	7	Alphabeat	DK	1
Does It Offend			Baloji	BE	1
You, Yeah?	GB	6	Bloodgroup	IS	1
Yelle	FR	6	Eternal Tango	LU	1
Lightspeed Champion	GB	5	Grand Island	NO	1
Calvin Harris	GB	4	Ida Maria	SE	1
Friendly Fires	GB	4	Kissy Sell Out	GB	1
I'm from Barcelona	SE	4	Nneka	DE	1
The Dø	FR	4	Olafur Arnalds	IS	1
Miss Platnum	DE	3	Orgasmic	FR	1
Pete Philly & Perquisite	NL	3	Pete & the Pirates	GB	1
Soko	FR	3	Robyn	SE	1
The Futureheads	GB	3	Sophie Hunger	CH	1
The Heavy	GB	3	Sunshine	HU	1
Chrome Hoof	GB	2	The Bloody Beetroots	IT	1
Familjen	SE	2	The Tellers	BE	1
Lykke Li	SE	2	The Ting Tings	GB	1
Para One	FR	2	The Whip	GB	1
Slagmalsklubben	SE	2	Those Dancing Days	SE	1
Surkin	FR	2	Turisas	FI	1
Taxi Taxi!	SE	2	Voicst	NL	1
The Kissaway Trail	DK	2	Who Made Who	DK	1
Wildbird & Peacedrums	SE	2	Zombie Zombie	FR	1

For further information please check: www.etep.nl

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VIP-Booking ApS may not, for reason of space, be able to post all announcements received. Announcements should be emailed to noticeboard@vip-booking.com, including name and email address. Please shorten your message to the extent possible, to make room for as many notices as possible.

ARTIST AVAILS >>**Carlene Carter & Band**

Territory: Europe
 Period: May 2008 & late June & July 2008
 Agency: Denis Vaughan
 Agent: Denis Vaughan
 Phone: +44 20 7486 5353
 E-mail: dvaughanmusic@dial.pipex.com
 Homepage: www.yeproc.com

Little Cow

Territory: Europe
 Period: Summer
 Agency: Paperclip Agency
 Agent: Hilde Spille
 Phone: +31 24 323 9322
 E-mail: hilde@paperclip-agency.com
 Homepage: www.paperclip-agency.com

Cushh

Territory: Worldwide
 Period: On Going
 Agency: Mission Control Artists Agency
 Agent: Craig D'Souza
 Phone: +44 (0) 207 252 3001
 E-mail: craig@missioncontrol.net
 Homepage: www.missioncontrol.net

Gentleman & The Far East Band

Territory: Worldwide
 Period: May - Sep 08
 Agency: Bushhouse Booking GmbH
 Agent: Rolf Radny
 Phone: +49 221 7887 1880
 E-mail: rodney@bushhousemusic.com
 Homepage: www.bushhousemusic.com

Ghetonia

Territory: World
 Period: All year long
 Agency: Italmusic
 Agent: Canio Rosario Maffucci
 Phone: +39 339 485 8107
 E-mail: booking@italymusic.net
 Homepage: www.italymusic.net

Heroina

Territory: Worldwide
 Period: 2008-2009
 Agency: Ephenty Booking
 Agent: Marin Njavro
 Phone: +33 612 644 758
 E-mail: marin@ephentyrecords.com
 Homepage: www.myspace/heroinamusic

**MORE ARTIST AVAILS ON:
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MEMBER PRESENTATION >>

In this section we offer members of VIP-Booking.com some space to present their company to VIP-News readers. If you would also like to present your company please contact Peter Briggs at pb@vip-booking.com

The Flaming Arts

THE FLAMING ARTS is leading rock/metal agency working on tours and gigs in such countries like Russia, Ukraine, Belarus, Baltic States and etc during 5 years and has good team including people from marketing researches, pr agents, book-keepers, drivers, hotels booking company and etc.

We have serious contracts with many leading music media in Russia like major magazines (not musical only), biggest music channels, who translate videos of our artists and make massive announcements of our shows, radio-companies.

We are working with different clubs in many cities and towns of Eastern Europe and after marketing researches made by our managers we propose the best club options for bands we work with.



2008 is going to become new era for our company, because of new activities will be developed: 1. Tours and gigs in Eastern Europe for non rock/metal artists. 2. Booking of our international rock/metal artists worldwide 3. Music management service and new releases promotion for artists in Eastern Europe.

We are very serious with our music business and ready to negotiate all conditions with you and pay attention for all your wishes in every single case.

About Our Company

VIP-Booking's core product is the Internet's oldest and largest database for the European Live Entertainment Industry www.vip-booking.com developed as a tool for industry professionals. Since it's launch in the year 2000, we have consistently offered our subscribers the very best in database services and now boast subscribers in over 30 countries.

Today VIP-Booking offers a range of tools for the industry – including VIP-News, VIP-Booking, VIP-Book and VIP-Contract.

Please visit vip-booking.com for further information.

Your comments and suggestions are always appreciated.



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