

AUDIENCE

FOR THE INTERNATIONAL

THE MUSIC INDUSTRY

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As she is

*Alicia keyed up
for touring*

New player enters ticketing

Booking agency launches website outlet

Subversive tendencies

The exploits of Laszlo Hegedus in Eastern Europe

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*Emerging markets are an important part of
the future of the live industry*

*Ticketpro MD
Serge Grimaux*



”

International sales help stem Live Nation losses

UNITED STATES Live Nation (LN) narrowed its fourth-quarter (Q4) loss from 2006, but still posted lower revenues which the company blames on fewer big-ticket artistes touring in the three months ending 31 December 2007.

The company recorded a net loss of \$18.4 million compared to a \$33.1m loss in the same period a year earlier. Q4 revenue declined about four per cent to \$1 billion, compared with 2007.

Revenue from the North American music division fell 3.3 per cent to \$463.2m from \$479.1m last year, while international sales soared 39.5 per cent to \$304.5m (from \$218.2m), due to

an increase in events and attendance, says LN.

"We believe Live Nation today is a significantly stronger organisation strategically and financially than just one year ago," says LN CEO Michael Rapino. "Our

business strategy is crystal clear: to create a vertical integrated distribution platform that capitalises on the live experience, and directly unites artist, fan and sponsor."

Overall revenue for 2007 increased to \$4.2bn, from \$3.6bn in 2006, but the company still made a net loss of \$11.9m, although significantly down from 2006's \$31.4m. LN's running debt is \$822m, comprising \$786m long-term and \$36.3m short-term.



Michael Rapino

Universal artistes to be broadcast live

NETHERLANDS Internet live concert broadcaster Fabchannel.com has signed a deal with Universal Music (UM) Netherlands to record and broadcast its artistes' live shows.

Fabchannel, which boasts 850,000 active users and has offices in Amsterdam and London, will then stream the footage for free online or sell it as video and audio downloads - which UM will

also distribute across digital and mobile services.

"Access to Universal's roster of acts really enhances Fabchannel's aim to offer the hottest and broadest selection of live music," says company CEO Justin Kneist.

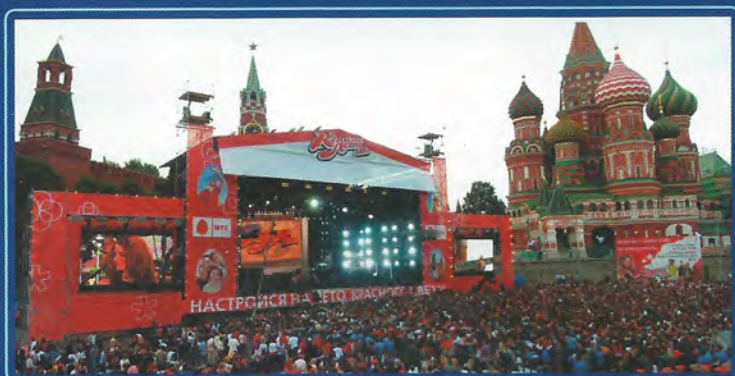
Fabchannel already has a stock of more than 850 live performances from artistes such as Stereophonics, Damien Rice, Simple Minds and Bloc Party. It regularly records at the Paradiso (cap. 1,250) and Melkweg (1,500) in Amsterdam, and Apolo (1,000) in Barcelona.

Dutch investment company Foreman Capital and the City of Amsterdam both recently took a substantial minority stake in the company (see *Audience*, issue 95).



Justin Kneist

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