

## Music Concerts and Festivals - UK - August 2016

Report Price: £1750.00 | \$2834.04 | €2223.04

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"The UK music concerts and festivals industry has continued to grow steadily each year but there is a need for players in the industry to work together to halt the decline of grassroots music venues, otherwise there is a risk that the supply of new artists, who go on to become the festival headliners of tomorrow, is going to start drying up."

– Michael Oliver, Senior Leisure and Media Analyst

### This report looks at the following areas:

- What are the main opportunities for festivals to increase their revenues?
- The music industry needs to help to retain grassroots music venues

The UK music concerts and festivals industry has experienced steady growth in revenues during the past five years, with the exception of an Olympics-related dip in 2012. However, this trend of growth has not been uniform, with the larger concert and festival promoters doing much better than the grassroots sector. The decline of grassroots music venues is an issue which the industry needs to address quickly, if growth is to be maintained in the longer term.

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  - The facts
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### The Market – What You Need to Know

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Market continues steady trend of growth  
 Uncertain outlook for 2017  
 Tickets account for bulk of revenues  
 Concert ticket sales worth nearly £1 billion alone  
 Festival ticket sales worth more than £275 million  
 PRS tariff review still to reach a conclusion  
 Decline of grassroots music venues threatens entire music industry

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 Uncertain outlook for 2017  
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 AEG's challenge fades  
 Taking music to the people  
 Cashless payment gradually being refined  
 Festival introductions...  
 ...and match-ups

## Market Share

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Live Nation consolidates market position

SJM leads the rest

Figure 16: Leading music concert and festival operators, ranked by most recent turnover\*, 2014/15

## Launch Activity and Innovation

Taking music to the people

Cashless payment gradually being refined

Festival introductions...

...and match-ups

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## The Consumer – What You Need to Know

More than a third of adults have been to a concert in the past year

Majority go just once or twice a year

One in five visited a festival in the past year

Two thirds of concert and festival tickets bought using digital devices

Bringing convenience to festivals is top of fans' priorities

Viagogo and StubHub are most heard-of secondary resellers

Satisfaction is high among users, particularly for buying tickets

Viagogo and StubHub have highest satisfaction levels

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Two thirds of concert and festival tickets bought using digital devices

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Viagogo and StubHub have highest satisfaction levels

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