

**September
12–14, 2018**

Music Life is Live

mdw — University of Music and Performing Arts Vienna
Anton-von-Webern-Platz 1, 1030 Vienna

Empire Business or Cultural Diversity. About the Reality of the Concert Business

Keynote by Berthold Seliger
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In 2017, **Live Nation** has promoted almost 30,000 shows in 40 countries and has sold 500 million tickets
but: operation income 2017 is:

- concerts: **\$ 93,589 million operating loss!**
- sponsoring & advertising: \$ 251,486 m
(with only 445,148 m revenue!)
- ticketing: \$ 90,9 m
(but \$ 110 m accrual for a legal settlement)

at the end of 2017, Live Nations owns or operates 222 venues worldwide
they control over 25% of UK's 5K-plus cap. festivals
Live Nation owns management companies of U2 and Madonna; LN manages more than 500 artists worldwide

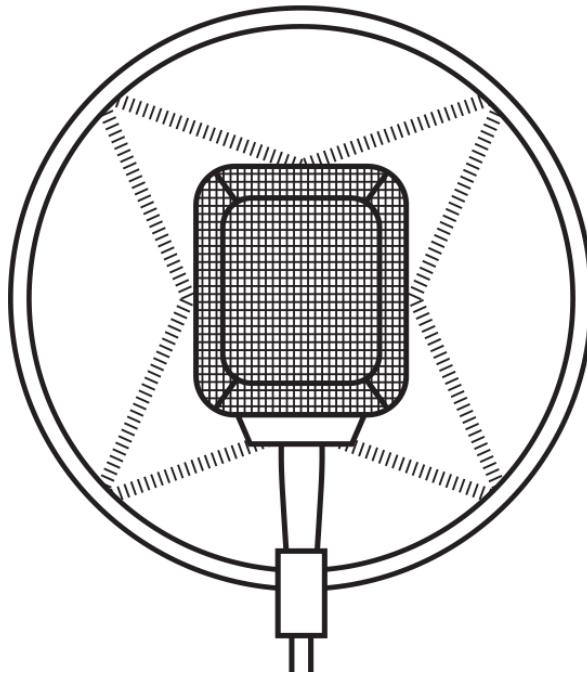


In 2017, **CTS Eventim** have had first time ever revenue of more than 1 billion € (1,033980 b €)

- operating income 201,626 m € (ca. 234 m US\$)
- have sold 250 million tickets (48,9 m in the internet)
- ticketing companies in D, A, CH, Denmark, Finland, Italy, Norway, Russia, Spain, Sweden or Brasil
- own or operate venues such as Lanxess arena Cologne, Waldbühne Berlin, Apollo London, K.B. Copenhagen
- own or control tour promoters and festivals in D, A, CH, Scandinavia, Netherlands, Italy etc.
- they control ca. 75% of Germany's 5K-plus cap. Festivals

operation income 2017 is:

- concerts: 25,5 m €
- ticketing: 178,6 m € (LN 90,9 m \$) with 418,4 m € revenue



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