

Music Concerts and Festivals - UK - August 2015

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"The UK live music industry has continued to grow during the past five years, despite the tough prevailing economic environment. Despite steadily rising prices, consumers have demonstrated that they are still prepared to pay 'top dollar' to see the most popular acts, while festivals continue to draw the crowds, although perhaps not all are enjoying the same sort of attendances they did before the financial crash of 2008."

This report looks at the following areas:

- Tech innovation in reselling threatens the established players
- Could subscription services revive the mid-market?

Live Nation has maintained its position as the dominant player in the market, with an extensive network of subsidiaries and cross-shareholdings covering all sectors of the market, particularly the festivals sector. Although other companies such as AEG and Deutsche Entertainment have sought to make inroads into Live Nation's market share, to date they have barely dented it, although AEG has secured a strong position in the London market, which it can use as a platform for further expansion.

Many consumers remain unhappy about issues with ticketing, particularly in relation to the resale of tickets by secondary resellers, although a good number have used their services in the past year as there are very few realistic alternatives if consumers want to locate a sought-after ticket. Promised governmental moves to improve transparency in the secondary market seem likely to improve the situation but there has also been a raft of new products and services launched in the past year aiming to cut out profiteering on the resale of tickets through by-passing resellers and also trying to eliminate booking fees.

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This report is part of a series of reports, produced to provide you with a more holistic view of this market

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