



Are you working with a small independent UK band?

New export scheme launched to promote British music overseas:

The new **Music Export Growth Scheme** will allocate millions of dollars of grants to independent **British** music companies and will be run by UK Trade & Investment (UKTI), the government organisation that supports UK business overseas, and BPI, the trade body that represents British recorded music businesses.

Many smaller to medium-sized music labels, distributors and management companies, which are often independently owned, achieve remarkable success when launching their artists in the UK. However, their limited resources and the sheer cost of marketing overseas means it can be a real challenge for them to replicate this success internationally.

The Music Export Growth Scheme has been created to help address this issue, offering small and medium-sized music companies the opportunity to apply for grants. These grants will support their marketing overseas and the promotion of specific artist releases over the next three-year period – with the potential for further funding following the scheme's first annual review.

Thinking of expanding your music business to the UK?

Leading creative talents in all fields of the music business are drawn to the UK, attracted by its vibrant creative reputation, cultural diversity and rich musical tradition.

- There are over 2,000 recording companies and over 1,000 professional record producers in the UK, working in over 300 studios. ⁽¹⁾
- The world's three major recorded music businesses have a significant presence in the UK: Universal Music Group, SonyBMG and Warner Music Group.
- There are some 3,600 independent record labels in the UK, which play a pivotal role in supporting new musical talent. ⁽²⁾
- The UK has a well-respected legal system, ensuring high levels of IP protection for artists, publishers and record companies.
- Overall recorded music spending is projected to rise to US\$2.6 billion in 2014, a 4.4 per cent compound annual increase from 2009. ⁽³⁾
- UK-based composers, performers, agents, managers, publishers, distributors, promoters and retailers enjoy an international reputation for professionalism, creativity and expertise.
- The UK is a must-stop venue for international artists on tour, adding to the quality and depth of live music available week-in, week-out across the country.
- The UK offers some of the world's best music venues. The country is home to five of the 10 top-selling arenas internationally, including The O2 in London, the world's best-selling arena; Birmingham's LG Arena; Wembley Arena in London; and Metro Radio Arena in Newcastle. ⁽⁴⁾
- London offers more live music than any other city in the world. ⁽⁵⁾
- The UK has a reputation as the music festival nation of the world ⁽⁶⁾, offering hundreds of events catering to all tastes. The number of music festivals in the UK increased by 16 per cent in 2010, with primary ticket revenue growing by nearly 20 per cent. ⁽⁷⁾

1. UK Music Industry Report, DCMS | 2. AIM | 3. Global Entertainment & Media Outlook 2010-2014, PricewaterhouseCoopers | 4. Pollstar, 2010
5. Music for a new generation, Financial Times, February 2011 | 6. UK Music response to the Call for Evidence of the Independent Review of Intellectual Property and Growth, March 2011 | 7. Adding up the UK Music Industry, PRS for Music, August 2011



**UK Trade
& Investment**

For more information on either setting up a UK presence, or for accessing the grants for UK acts you are currently working with, please contact:

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