



**midem 28<sup>th</sup> – 31<sup>st</sup> January 2012 (Palais Des Festivals, Cannes, France)**

midem is the international marketplace where music makers, cutting-edge technologies, brands and talent come together to form new business connections

- 6,850 Participants
- 3,120 Companies
- 77 Countries
- 360 Journalists
- 55 National Pavilions



For the ninth year running AIM, BPI, MPA, PPL, PRS for Music, Small Green Shoots, the Welsh Music Foundation and UK Trade & Investment have joined forces to host the British Music at midem stand and will be on hand again in 2012 to assist scores of UK music companies.

The stand offers a valuable meeting point where delegates can make contacts, negotiate deals and agree partnerships. When companies register with the British Music stand they are eligible for a number of indispensable services.

Each company will have access to our business facilities (including free Wi-Fi, printer, photocopier and UK sockets), have your own pigeonhole and locker. Each company has their company profile and contact details included in the British Music at midem brochure.



### Services available exclusively to British music at midem delegates

- Business facilities (inc. Wi-Fi, printer and photocopier)
- Delegate lounge – now in an upstairs location with daylight!
- Entry in British Music at midem guide (if registered by 9th December 2011)
- Locker (one per company)
- Pigeonhole (one per company)

Following the British Music at midem delegate survey we are making the following changes:

- the pigeonholes will now be located behind the reception desk to stop spamming
- there will be no space for delegate promotional material in an effort to reduce the amount of promotional materials that are wasted and for us to do our bit to be more 'eco' friendly.

### Rates

The rates listed are per delegate.

#### Members

**£533.00** (£444.17 + VAT) each (Early Bird until 30th September 2011)

**£700.00** (£583.33 + VAT) each (1st October – 15th November 2011)

**£856.00** (£713.33 + VAT) each (16th November – 19th December 2011\*)

#### Non-members

**£563.00** (£469.17 + VAT) each (Early Bird until 30th September 2011)

**£730.00** (£608.33 + VAT) each (1st October – 15th November 2011)

**£886.00** (£738.33 + VAT) each (16th November – 19th December 2011\*)

#### Stand only (midem delegate pass required)

**£180.00** (£150.00 + VAT) each (until 19th December 2011\*)  
(please complete pages 1-3 and 5 of the registration form)

\*After Monday 19th December 2011 ALL delegates will be required to register direct with Reed midem.

### Completing the registration form



- Companies that register after 9<sup>th</sup> December 2011 will not be listed in the British Music at midem brochure.
- Please complete all sections of the British Music at midem stand application form and ensure that the form is signed.
- Registration forms will not be processed without full payment in advance, allowing 3-5 working days for cheques to clear. Each trade association may offer different payment methods and fees for credit card payments.
- None of the British Music at midem trade associations can offer refunds for any reason; in the event of the conference not occurring or any force majeure, subsequent refunds of the Reed midem delegate fee (if available) should be sought from Reed midem directly.
- The British Music at midem group has no responsibility for hotel applications and any questions regarding this should be directed to Reed midem. Contact Daniel Darwood at Reed midem on 020 7528 0086 for any information regarding this, although you may find that organising your own accommodation is cheaper and easier.
- Return the completed form to one of the trade associations listed on the next page. Do **NOT** return it to Reed midem.

#### Where to send your completed application form



**RECORD LABELS** - Members of AIM, Friends of AIM or non-member record labels:

Judith Govey

AIM,

Lamb House, Church Street, London W4 2PD

T: 020 8994 5599 | E: judith@musicindie.com

- Please make cheques payable to 'AIM Ltd'
- If you wish to pay by credit card or bank transfer please contact Judith, prior to completing your form.

**RECORD LABELS** - Members of BPI, BPI Associate Members or non-member record labels:

Debi Blackgrove

BPI,

Riverside Building, County Hall, Westminster Bridge Road, London SE1 7JA

T: 020 7803 1325 | E: Debi.Blackgrove@bpi.co.uk

- Please make cheques payable to 'BPI Ltd'
- If you wish to pay by bank transfer please contact Debi, prior to completing your form. BPI are unable to accept card payments.

**PUBLISHERS** - Members of the MPA, MPA Corporate Associates and non-member publishing companies:

Sue Hantsch

Music Publishers Association,

6th Floor, British Music House, 26 Berners Street, London W1T 3LR

T: 020 7637 4054 | E: shantsch@mpaonline.org.uk

- Please make cheques payable to 'Music Publishers Association'

**WELSH COMPANIES** - If you are a company/individual based in Wales:

Lisa Matthews

Welsh Music Foundation

33 – 35 West Bute Street, Cardiff Bay, Cardiff CF10 5LH

T: 029 2049 4110

E: lisa@welshmusicfoundation.com

E: info@welshmusicfoundation.com

- Please make cheques payable to 'Welsh Music Foundation'

**SONGWRITERS/COMPOSERS** - Members of MCPS, PRS for Music or non-member songwriters and composers:

Alex Spargo

PRS for Music

29-33 Berners Street, London W1T 3AB

T: 020 7580 5544

E: events@prsformusic.com

- Please make cheques payable to 'PRS for Music'

<b>Other ways to register for Midem</b>
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**Student**

€295.00 (+ French VAT).

Valid student ID will be required upon collecting badge in Cannes. You will need to be a student at the opening of midem.

**Artist**

€295.00 (+ French VAT).

Must be registered with a performing society (PPL in the UK).

**Start-up**

€495.00 (+ French VAT).

Proof of date of incorporation will be required. Qualifying requirements are:

1. Have a digital, internet, mobile or tech main activity
2. Be less than 3 years old
3. Not be affiliated to a group
4. Have a maximum of 10 employees

*These special rates can only be accessed online at [www.midem.com](http://www.midem.com)*

*If you are applying for any of the above offers but wish to be registered to the British Music at midem Stand and take advantage of the services provided then you will need to purchase a 'Stand Only' registration.*

**Make the most of your time at midem**
**Enjoy a networking lunch for €50.00\***

Grow your network over lunch! Forge relationships and do business in a relaxed environment.

Saturday 28<sup>th</sup> January 2012

Mingle with mentors from tech community at the Tech Lunch

Sunday 29<sup>th</sup> January 2012

Interact with brands and agencies at the Brand Lunch

Monday 30<sup>th</sup> January 2012

Network with artist-development experts at the Direct2Fan Lunch

\*Spaces are limited.

**Increase your exposure for as little as €190.00**

Ensure a prime position for your company profile within midemconnect, the midem online community. You'll be highlighted in search results and receive contact info of visitors who viewed your profile.

*The above extras can only be accessed online at [www.midem.com](http://www.midem.com)*

