

MUSIC MARKET MISSION FRANCE / GERMANY



FM Hamburg
Music

 Landeshauptstadt
München
Kompetenzteam
Kultur- Kreativwirtschaft
München

cNM Your
French
Music
Partner



MUSIC MARKET MISSION FRANCE / GERMANY

22. - 23. April 2024

Contact

Hamburg Music Business e.V.

Hannah Geistbeck

(t): +49 40 468 98 58 54

(e): Hannah.geistbeck@musikwirtschaft.org

About the programme

From 22-23 April 2024, Hamburg Music is organizing a delegation trip to Paris in cooperation with the City of Munich's Advisory Team for Cultural and Creative Industries. On the French side, the Centre national de la musique (CNM), with which Hamburg Music can look back on a long partnership and numerous digital market launch formats, is providing support.

The trade mission provides insights into the French music market through detailed and market-specific information, facilitates new business opportunities in France, as well as the development and deepening of lasting connections between the participating music companies.

Hamburg Music

Hamburg Music is Germany's first regional music business association and one of the largest in Europe with currently around 140 member companies. Hamburg Music thus represents companies and freelancers with more than 1,500 permanent employees, far more freelancers and an annual sales volume of all member companies of over €1 billion.

Hamburg Music was founded in March 2004 as the "Interessengemeinschaft Hamburger Musikwirtschaft" (Hamburg Music Industry Interest Group) with the purpose of promoting and helping to shape Hamburg as a location for music and the music industry. We are the network of the music industry in Hamburg. The basic goal is to create structural conditions for successful and independent business in the field of music by means of networking, public relations and lobbying.

The City of Munich's Advisory Team for Cultural and Creative Industries

The City of Munich's Advisory Team for Cultural and Creative Industries is the first point of contact for cultural and creative entrepreneurs and self-employed persons in Munich. They offer this target group free advice on challenges facing entrepreneurs and business-related issues, as well as on developing business models and planning crowd-funding projects. We also offer training programmes, national and international networking opportunities, and help finding commercial space, including for interim use. The Advisory Team ensures that exciting ideas and trends from the cultural and creative industries spill over into other sectors and Munich society as a whole. Also, they work to improve the framework conditions so that Munich's cultural and creative sector can thrive.

To make use of synergies and ensure a holistic approach to the tasks involved, the Advisory Team for Cultural and Creative Industries works in an interdisciplinary manner, incorporating expertise from various departments.



TIMOTHEUS WIESMANN

Managing Director of [Hamburg Music](#) /
[The Party Management](#) / [Aalhaus](#)
Hamburg

Timo Wiesmann is managing director of Hamburg Music. Covering various fields of activity such as qualification, export, music city marketing & tourism, and innovation, Hamburg Music offers lobbying, public relations, networking opportunities, and infrastructure projects in the regional, national, and international level. Today, in addition to working at Hamburg Music he runs the bar & music venue Aalhaus in Hamburg. In 2016 he founded the Music Cities Network, a transnational non-profit association uniting music cities and policy makers around the globe. Besides Timo is co-owner of the artist management and music marketing agency The Party Management.



HANNAH GEISTBECK

Export Project Manager at [Hamburg Music](#)
Hamburg

Hannah Geistbeck is a project manager at Hamburg Music covering the field of internationalization. She runs the Hamburg Music's export programme and has worked on export projects with a focus on the French market in the past.



© LHM Maximilian Sydow

DR. OLAF KRANZ

Head of the [Advisory Team for the Cultural and Creative Industries](#)
Munich

Dr. Olaf Kranz is the Head of the Advisory Team for the Cultural and Creative Industries of the City of Munich. A sociologist by profession, he came into the field of the cultural and creative industries by co-founding a fashion label together with his wife, who is a fashion designer, in Berlin in 2014. Later, he co-founded the Berlin Fashion Designers' Association and set-up the interdisciplinary fashion presentation format "Fashion Positions" during Berlin Art Week together with the gallerist and art fair operator Kristian Jarmuschek and the fashion designer Mira von der Osten. After integrating the topic of the cultural and creative industries into his lectures and research at the University of Regensburg, Olaf moved to Munich in Summer 2022 to head the city's Advisory Team for the Cultural and Creative Industries.



JENS-MARKUS WEGENER

Senior Consultant & Co-Publishing Partner at
[SMV Schacht Musikverlage](#)
Hamburg

SMV Schacht Musikverlage GmbH is a Hamburg based independent music publisher with years of experience offering a comprehensive, individual, and personal service to his clients. Their strength lies in their ability of balancing tradition (the great catalogue heritage includes all-time greats like Bert Kaempfert, John Lennon & George Harrison, Hildegard Knef, Caterina Valente, Evelyn Künneke, Curd Jürgens, Carl Douglas, Soulful Dynamics, Marius Müller-Westernhagen, Udo Lindenberg, Heinz Rudolf Kunze, Accept and Neu!) and innovation. SMV's representation of international catalogues has also grown with such great catalog acquisitions such as: Misty Music (Sweden), Westbury (GB), Bucks Music Group (GB), Melmax (France) and many more...

In summer 2023 Schacht and publishing entrepreneur Jens-Markus Wegener formed a co-publishing venture between SMV and Wegener's renowned AMV Publishing to sign new talent for the international publishing market to show how a modern publishing company should work: creative, persistent, reliable, individual.



© Sven Grot

MATTHIAS KOCH

Founder & Owner at [30M Records](#)
Hamburg

Matthias Koch worked for the Belgian independent PIAS in Hamburg, punkrock powerhouse Epitaph Records in Amsterdam and headed the German office of French label Naïve for 10 years. Since 2016 Matthias Koch has been responsible for conception and execution of the B2B area "modern classical music" at Europe's biggest music biz conference Reeperbahn Festival. In 2017, he founded his own company Referat K and offers consulting and product management services for clients such as Deutsche Grammophon in Berlin. During a trio to Tehran in 2016 and countless subsequent trips, he has been initiating concerts in Iran for artists such as Olafur Arnalds or Martin Kohlstedt. With his label 30M Records he releases contemporary music with Iranian music influence - worldwide, all formats. Booking is the newest activity, and a publishing joint-venture is in the making.



URS MIDDELHAUVE

Owner at [umi music](#)
Hamburg

Urs Middelhaue runs a fully equipped artist management agency in Hamburg, Germany - "umi music". Middelhaue joined the music business during (part time) and right after (full time) his college years. With a year long label history (major and indie companies), he started his own company "umi music" as early as 2008. The management section prevailed after a short while already and by now, umi music is a full-time artist management and consulting agency, working primarily rock and metal artists from both, North America and Europe, represented by a variety in labels, live agencies and other stake holding crafts.



© H. Baloschke

MARCEL VEGA

CEO at [Tom Produkt](#)
Hamburg

Marcel Vega is one of currently three commercially independent agents operating under the name TOM PRODUKT, a Hamburg-based company and office partnership. Tom Produkt has been in business for over 30 years now, started out as a label and concert booking agency, later extended its work area to the literature business which means Tom Produkt offers quite diverse services to its artists many of whom are active in several cultural fields (music, film/TV, theatre, literature).

Today Marcel mainly takes care of management and booking of three artists: Sophia Kennedy, Erobique and Hamburg Spinners. Marcel speaks fluent French and English and has a good knowledge of Spanish.



MATTES HINGER

Export Manager at [375 Media](#)
Hamburg

Hamburg-based 375 Media GmbH distributes physical media for the European market. Fiercely independent and rooted in the music and entertainment industries 375 Media was jointly founded by independent distributors and repertoire holders Cargo Records GmbH in Wuppertal and Indigo Musikproduktion & Vertrieb GmbH in Hamburg. It thus benefits from more than 50 years of experience and expertise in the physical sector. Legendary independent labels such as Beggars Group, Sub Pop Records, Epitaph Records, Secretly Canadian Group, Damaged Goods, Voodoo Rhythm, Playground, German labels such as Breeze, Glitterbeat, Tapete/Bureau B, and artists such as AMYL & THE SNIFFERS, BON IVER, BILLY CHILDISH, BRANT BJORK, SLESFORD MODS; EINSTÜRZENDE NEUBAUTEN, NOTWIST, THE MONSTERS, THE RASMUS find a reliable, knowledgeable and enthusiastic sales partner in 375 Media, We here at 375 Media strongly support all physical entertainment formats and are firm believers in the future of physical trade.



© Carsten Christians

CHRISTOPH HALLERBERG

Artist Manager & Publicist
at [Backseat](#)
Hamburg

Christoph Hallerberg is a publicist and artist manager based in Hamburg, Germany. Navigating the industry for 10 years Christoph has proven track-record for successful and creative publicity campaigns for artists such as girl in red, Jordan Mackampa, Papooz or Caravan Palace and clients such as AWAL, The Orchard or One Little Independent. Together with his colleagues at Backseat he covers press, radio and tv in Germany, Austria, and Switzerland. In addition, Christoph manages multilingual 22-year-old Luxembourg-raised, Amsterdam-based Pop artist C'est Karma, who also sings in French and is growing her French audience on the back of features with La Blogothèque or France Inter. When he is in France, Christoph can usually be found in the wine and cheese section of Carrefour.



HELMUT HEUER

Owner at [Légère Recordings](#) /
[Mr. Mellow's Music](#)
Hamburg

The catalogue of the three labels Légère Recordings, Lounge Records and Mr. Mellow's Music run by Helmut Heuer now includes around 300 physical and digital releases since the parent label Lounge Records was founded in 1996. Broken Silence/GSA, Kudos UK/World and Socadisc/France are the physical distributors, Zebration is the digital distributor. Regular international license partner include P-Vine records/Japan. The label focus on soul/softrock/funk/jazz, mostly owning WWW and/or EU master rights (with artists touring internationally). Helmut Heuer also runs the music publishing Mr. Mellow's Music (administered by freibank), regularly writes for Jazz Thing print magazine and was a booker/agent for many years (WEA, Markthalle, Electric Chair etc.)

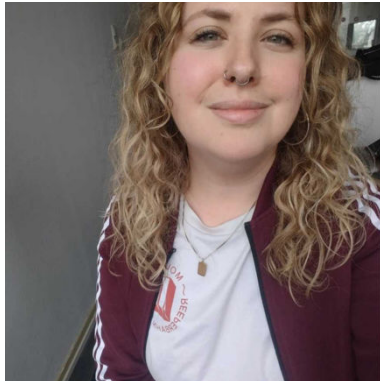


© Caroline Winnicker

FLORIAN (BÖDE) BÖHLENDORF

Managing Director at
[a.s.s. concerts & promotions](#)
Hamburg

a.s.s. concerts & promotion, headquartered in Hamburg, can be counted among Germany's most established and successful tour promoters. The company was founded in 1979 by Dieter Schubert and is today headed by him, along with Florian Böhlendorf (since 2023) and Dirk Gehrman. a.s.s. concerts kept developing and has since been increasing its number of employees, turnover, and fields of activity. Besides the main business area as booking agency and tour promoter for rock-, pop-, folk-, jazz-, and world music artists, a.s.s. concerts operates in gala- and event booking and runs two departments for local events in Hamburg & Düsseldorf. 30 employees in Hamburg and eight more in branch offices in Berlin, Düsseldorf, and South Tyrol work for the a.s.s. company group. With this team a.s.s. concerts can present about 1.200 concerts annually and places its artists at numerous festivals. a.s.s. does not only host shows in Germany, but also books in the markets of Austria, Switzerland and the Benelux-countries. Various artists are additionally represented by a.s.s. in the full European market.



DANA BENJAMINS

Leading Senior Manager: Sales & Partnership at [RBX](#)
Hamburg

Their annual event and all activities of Reeperbahn Festival set impulses for music, economy, and society. With their intersectoral network they represent the zeitgeist and connect people from all over the world. At Reeperbahn Festival you can discover new artists*, establish sustainable contacts and engage with topics such as diversity, sustainability, equality, and the future of our society. Reeperbahn Festival conference offers industry representatives a programme of sessions, networking and matchmaking events, showcases, meetings and award shows. All visitors from the music business will have the chance to network, exchange ideas and get exciting insights into the current challenges and topics of live music, publishing and recorded music, sync business and brands, technology, sustainability, marketing, social action, politics, film, gaming and many more. Ever since it started, the Reeperbahn Festival has focused clearly on these fundamental aspects with its diverse programme. RBX would be happy to talk about possible cooperation and partnerships.



MICHAEL THIESEN

Head of Booking at
[Schubert Music Publishing](#)
Hamburg

Schubert Music is a company spread out across 11 offices, covering 16 major territories with deep relationships to the societies, media & music companies. Additionally, Schubert Music has close partnerships with related companies operating in various sectors of music industry. Rooted in the area of publishing, Schubert Music broadens its field in the music industry over the years in the areas of label work, management, promotion, merchandise and since 2020 live music.

After his master's degree in International Management Michael started to work in the music industry as A&R, product Manager & Booking Agent for Napalm Records in Berlin, Germany and was primarily responsible for the marketing management of artists and upcoming releases besides all concert related topics.

After Napalm, he started working for the Wacken Open Air as Booking agent and Business Development Manager at Seaside Touring, the Management, Touring and Talent Department of the ICS Network (Wacken Open Air, Full Metal Cruise, Stars at the Beach, etc.). In 2020 he started as Head of booking in the live division at Schubert Music.



JULIA KASTL

Booking Agent & Artist Manager
at [Delicious Tunes](#)
Munich

Julia Kastl, a journalist and marketing expert, has been integral to Delicious Tunes since 2017. Expanding her role as a professional booking agent and artist manager, Julia has enhanced the agency's services, offering a full artist package, including worldwide booking, management, marketing and branding. Julia established a foothold in France as the manager of French-based Jazz musician Alune Wade, broadening Delicious Tunes' reach. Collaborating with the French agency Zamora, Julia has been developing other French-based artists in the GAS region since 2002. Focusing on Global Music, predominantly with African and Pan-African artists, Delicious Tunes, co-led by Julia, emphasizes reliability, viable productions, and a strong international network, earning respect in the music industry. Julia's professionalism, expertise, and strategic access underscore her capacity to expand Delicious Tunes' horizons - her French-speaking skills playing a pivotal role in successful collaborations with French artists and agencies.



DANIEL DINKEL

Director at [Galileo Music Communication](#)
Munich

Galileo Music is an independent music company with its own record label, publishing company and physical as well as digital distribution and logistics service. For some few artists Galileo Music is also working as a booking agent. The company started in 2002 and is now a stable and long term distribution partner for labels such as DGM, Fremeaux & Associates, Smithsonian Folkways, Ozella Music, Acoustic Music Records, Sunnyside and many more. For many of the labels, Galileo MC is also acting as a PR company offering high quality inhouse promotion service. While the main focus of Galileo MCs inhouse label is World Music and Jazz, the company handles all genres as distributor. With a distribution network that covers all major music markets Galileo MC is a strong partner for artists such as Mísia, Carmen Souza, Otros Aires and others.



© Sophie Wanninger

FLORIAN KREIER

Songwriter / Founder at
[Angela Aux / Inselgruppe](#)
Munich

Florian Kreier appears as Angela Aux in alternating roles as a musician and performance lyricist. A political scientist by training, he writes music for film and theatre, aphorisms, and essays on topics such as sustainability, psychology and feminism. To accompany his 2023 album "Instinctive Travels on the Paths of Space and Time", he created a transmedia theatre piece for the Münchner Kammerspiele based on his science fiction novel "After the End of Time". In it, Aux explores the philosophies of trans- and critical posthumanism and interacted with AI software in the composition and writing process. He shares his experiences as a musician and conceptual artist in the age of digitalization in lectures and panels (e.g. Reeperbahn Festival, M4 Zurich, Hamburg Music School). He runs the label "Inselgruppe" and is a board member of the "Female Peace Palace."



JOHANNES BAUER

Head of Department and Producer
at [Randomend Music](#)
Munich

Randomend Records has set itself the goal of holistically supporting young talented musicians of tomorrow and promoting them beyond the well-known platforms such as YouTube, Instagram, and Spotify. Their concepts are:

#open studios: Their label relies on its "Open Studios" concept. Young talented musicians can come to them in various studios, talk to producers, exchange ideas with other musicians and present their song ideas.

#meet & create: They want to give young talents the opportunity to create space for their music in an informal atmosphere, to come into contact with suitable professionals, to realize and present their first ideas in an informal atmosphere - such as open band rehearsals or the video format "Sofa times".

#Connect & Share: The label lives from its community. Randomend Music is all musicians first and wants to support each other. Their large family consists of aspiring producers, sound engineers, publishers, composers, and various coaches with the one goal of sharing their passion, music, with other people. It is therefore also very important to them to bring musicians together with interdisciplinary contacts.



TOBIAS THALHAMMER

CEO at [PIOSENKA PLUS](#)

Munich

Piosenka Plus specialize in the production of high-quality tribute shows spanning various genres such as pop, rock, and classical. With over two decades of experience, they have organized more than 500 concerts. As a global tour organizer, they operate on an international scale, while as a local promoter their primary focus extends to Germany, Austria, Poland, Slovakia, and the Czech Republic. In addition to founding Piosenka Plus, Toby Thalhammer is a versatile individual. A former member of the Bavarian Parliament, Toby is not only an accomplished singer but also serves as a docent for international business at a university in Munich.