

Notification of Exclusive Dealing – Domestic Artists

Date: 21 November 2023

ALG Heydons

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Notifying party

1. Provide details of the notifying party, including:

1.1 name, address (registered office), telephone number, and ACN

Bluesfest Byron Bay Pty Ltd ACN 650 115 709

("Bluesfest")

30 Tanner Lane, Tyagarah NSW 2481

T: 02 6639 9800

E: customerservice@bluesfest.com.au

1.2 contact person's name, telephone number, and email address

Peter Noble

T: 02 6639 9800

E: customerservice@bluesfest.com.au

1.3 a description of business activities

Bluesfest provides musical Artists to the annual Easter Bluesfest Event held over the five day Easter long weekend each year at Tyagarah.

This notification is with respect to Domestic Artists only at the Easter Bluesfest Event.

"**Domestic Artists**" means a musical artist whose place of residence and business is within the Commonwealth of Australia.

"**Easter Bluesfest Event**" means the annual Easter Bluesfest festival event held over the Easter long weekend for five days at the festival grounds, 30 Tanner Lane, Tyagarah, near Byron Bay NSW.

The Bluesfest Group of companies has a high reputation in the delivery of quality live music performances. Some of the awards gained by the Group over the last 20 years include:

2023 **Gold Major Festivals & Events** - North Coast Tourism Awards

2022 **Gold Major Festival & Events** – NSW Tourism Awards

2019 **Best Regional Event** – Australian Events Awards

2018 **Best Cultural, Arts or Music Event** - Australian Event Awards

2018 **Keeping the Blues Alive Award** – For Bluesfest Director Peter Noble awarded by the Blues Foundation in Memphis Tennessee.

2017 **Silver Major Festival & Events** Australian Tourism Awards

2017 **Gold Major Festivals & Events** - NSW Tourism Awards (After winning Gold 3rd time in a row Bluesfest has entered the NSW Tourism Hall of Fame)

2017 **Best Regional Event** - Australian Event Awards

2017 **Best International Contemporary Concert** - Australian Helpmann Awards

2016 **Gold Major Festivals & Events** - NSW Tourism Awards

2016 **Gold Best Regional Event** - Australian Event Awards

2016 **Gold Major Festivals & Events** - North Coast Tourism Awards

2016 **Order of Australia Medal (OAM)** - Won by Festival Director, Peter Noble

'For service to live and recorded music, to tourism, and to the community.'

2015 **Gold Major Festivals & Events** - NSW Tourism Awards

2015 **Gold Major Festivals & Events** - North Coast Tourism Awards

2015 **Pan Australasian Festival of the Year** - Canadian Music Week International Festival Awards

2014 **Silver in Major Festivals & Events** - NSW Tourism Awards

2014 **Best Cultural, Arts or Music Event** - Australian Event Awards

2014 **Best Contemporary Music Festival** - Australian Helpmann Awards

2014 **Gold in Major Festival & Events** - North Coast Tourism Awards

2014 **'The Rolling Stone Award'** - Won by Festival Director, Peter Noble

'For contribution to Australia Music.'

2013 **Silver Major Festivals & Events** - National Australian Tourism Awards

2013 **Gold Best Regional Event** - Australian Event Awards

2013 **Gold Major Festivals & Events** - NSW Tourism Awards

2013 **Gold Major Festivals & Events** - North Coast Tourism Awards

2013 **Best Contemporary Music Festival**, - Australian Helpmann Awards

2013 **Business Excellence Award**, North Coast Tourism Awards

2012/2013 The International **A Greener Festival** Award

2012 **Silver Major Festival & Events**, NSW Tourism Awards

2012 **Gold Major Festivals &**, North Coast Tourism Awards

2011 The International **A Greener Festival** Award

2011 **Gold Major Festivals & Events**, NSW Tourism Awards

2011 **Gold Major Festivals &**, North Coast Tourism Awards
2010 **Australian Event of the Year**, Australian Event Awards
2010 **Silver Best Cultural Event**, Australian Event Awards
2010 **Gold Major Festivals & Events**, NSW Tourism Awards
2010 The International **A Greener Festival** Award
2009 The International **A Greener Festival** Award
2008 The International **A Greener Festival** Award
2007 The International **A Greener Festival** Award
2006 **Best Contemporary Music Festival**, Australian Helpmann Awards
2005 **Best Contemporary Music Festival**, Australian Helpmann Awards

1.4 email address for service of documents in Australia

Peter Noble: customerservice@bluesfest.com.au

Details of the notified conduct

2. Indicate whether the notified conduct is for:

2.1 exclusive dealing (s. 47 of the Competition and Consumer Act 2010 (Cth) (the Act));

Notice is hereby given, in accordance with section 93(1) of the Act, of the particulars of conduct of a kind referred to in section 47(4) and 47(5) of the Act in which the notifying party engages.

2.2 resale price maintenance (s. 48)

No

2.3 collective bargaining (s. 93AB). If the notified conduct is for collective bargaining, whether the notified conduct includes a collective boycott.

No

3. Provide details of the notified conduct including:

3.1 a description of the notified conduct

Bluesfest proposes to contract with Domestic Artists to provide live music at the Easter Bluesfest Event at Tyagarah.

AND provide that the Artist will not perform at another live music event within a distance up to 250 kilometres of the Easter Bluesfest Event at Tyagarah (**Geographical Region**) for a period of up to four (4) months before, and up to one (1) month after the performance/s ("**Exclusive Dealing Period**") they are contracted to provide at the Easter Bluesfest Event.

"**Geographical Region**" means any place within a distance of 250 kilometres radius from the Easter Bluesfest Event at 30 Tanner Lane, Tyagarah NSW.

A "**live music event**" in this Notification refers to a music event where the artist performs live to an audience present at the venue, and may include streaming in addition to the live audience.

3.2 any relevant documents detailing the terms of the notified conduct

It is intended that the documents would provide that:

"The Artist agrees not to perform at another Live Music Event within 250 kilometres of the Bluesfest site for a period of four (4) months before, and one (1) month after the performance/s"

"A "Live Music Event" refers to a music event where the artist performs live to an audience present at the venue, and may include streaming in addition to the live audience"

It is intended that on a case by case basis negotiate with Domestic Artists should they wish to perform at another live music event within the Exclusive Dealing Period and Geographical Region. This is usually negotiated at the time of entering into the contract.

3.3 the rationale for the notified conduct

Bluesfest submits that the notified conduct is necessary:

- a) To give reasonable protection to the investment in the appearance fees paid, and the accommodation, transport, security, marketing, production and other expenses incurred to bring the Artist to Tyagarah and produce the Easter Bluesfest Event.
- b) If the notified conduct was not imposed then the appearance fees required to bring the Artist to Tyagarah would be economically unviable. This may result in some circumstances where the Domestic Artists not being engaged.
- c) To reasonably protect the ticket sales by Bluesfest for the Easter Bluesfest Event and the Artists appearance.
- d) If Bluesfest did not engage the Domestic Artists then the customers of the Easter Bluesfest Event would not have the opportunity to experience the range of music provided by Bluesfest in a live setting.
- e) To ensure that by having the notified conduct applied Bluesfest can set their ticket prices at lower levels and thus offer the customer better value, and more competition within the Australian live music industry.

3.4 any time period relevant to the notified conduct.

The nominated time period relevant to the notified conduct does not have an expiry date as the same exclusive conduct will be applied to each Easter Bluesfest Event at Tyagarah.

4. Provide documents submitted to the notifying party's board or prepared by or for the notifying party's senior management for purposes of assessing or making a decision in relation to the notified conduct and any minutes or record of the decision made.

There are no documents that were submitted to the Bluesfest board of directors or prepared by or for the notifying parties senior management in relation to the notified conduct, nor any minutes or record of decision made.

5. Provide the names and/or a description of the persons or classes of persons who may be directly impacted by the notified conduct (including targets in collective bargaining or boycott conduct) and detail how or why they might be impacted.

The following classes of persons may be directly impacted by the notified conduct:

- a) Existing and potential customers of Bluesfest who attend live music events.

Customers are likely to be impacted as they will need to purchase tickets to the Easter Bluesfest Event in order to see the relevant Domestic Artists perform live. Bluesfest submits that if they did not engage the relevant Artist, then another competitor might and would likely require the same exclusive dealing in order to make their live music event viable commercially. In which case the customer would experience the same impact.

Further customers would benefit from the notified conduct being applied, as Bluesfest can charge lower ticket prices to its customers.

- b) Domestic Artists who enter into contracts with Bluesfest.

Artists may be impacted by not being able to perform live music at competing events during the Exclusive Dealing Period, within the Geographical Region. Bluesfest submits that if a Domestic Artist wished to perform live music in Australia, the Artist would seek to maximise ticket sales and limit their performances such as to attract the largest number of ticket sales for the live music event and would during a reasonable time frame and within a reasonable geographical area not perform a competing live music event, and so limit the number of performances they would undertake, and maximise ticket sales.

Further if they entered into contracts with competing live music promoters they would very likely have the same or similar exclusive dealing restrictions as the notifying party seeks.

Bluesfest does on a case by case basis negotiate with Domestic Artists should they wish to perform at another live music event within the Exclusive Dealing Period and Geographical Region. This has happened a number of times.

c) Live music competitors.

Are likely to be impacted as they would not be able to contract with the same Domestic Artists for performances during the Exclusive Dealing Period, within the Geographical Region. Bluesfest submits that the live music industry in Australia is highly competitive and no substantial impact would be imposed by the notified conduct.

Further the number of live music Artists in Australia is large and the competitors would be able to contract with other Artists.

Market information and concentration

6. Describe the products and/or services, and the geographic areas, supplied by the notifying parties. Identify all products and services in which two or more parties to the notified conduct overlap (compete with each other) or have a vertical relationship (e.g. supplier-customer).

Services

Bluesfest provides live music performances at the Easter Bluesfest Event held over the Easter long weekend at Tyagarah. Bluesfest seeks:

- a) To provide broad genres of music at the Easter Bluesfest Event, so that the ticket holders can at one venue experience a variety of music at the festival.
- b) To provide the ticket holders with camping opportunities, merchandise vendors and food vendors for an immersive experience while listening to a wide variety of musical artists from Australia and all over the world.

Geographic Areas

The Geographical Region the subject of this exclusive dealing; is within a 250 kilometre radius of the Easter Bluesfest Event held at Tyagarah NSW.

Overlapping relationships

Bluesfest Tours Pty Ltd also provides international Artists to perform at the Easter Bluesfest Event and has a vertical relationship with Byron Bay Bluesfest Pty Ltd which conducts the Easter Bluesfest Event.

7. Describe the relevant industry or industries. Where relevant, describe the sales process, the supply chains of any products or services involved, and the manufacturing process.

The live music industry is both an international and domestic market place, with musicians moving freely across international and domestic borders, and able (with few barriers) to perform anywhere in the world.

Size of the live music market

It is estimated that the live music industry in Australia generates over \$1 billion in ticket revenue annually.

Live Performance Australia (LPA) in their Live Performance Industry in Australia Report conducted with Ernst & Young, made the following findings:

Table 1

| Year | Live music attendance | Live music ticket revenue |
|------|-----------------------|---------------------------|
| 2016 | 6,330,000 | \$520,000,000 |
| 2017 | 9,320,000 | \$930,000,000 |
| 2018 | 10,580,000 | \$1,100,000,000 |
| 2019 | 9,740,000 | \$1,020,000,000 |
| 2020 | 3,310,000 | \$360,000,000 |
| 2021 | 3,193,000 | \$196,200,000 |

Source: Live Performance Australia: LPA Ticket Attendance and Revenue Reports 2016 to 2021.

Note: LPA has not yet published a Ticket Attendance and Revenue Report for 2022.

The figures above evidence the impact of Covid in both 2020 and 2021 to the live music market. Figures for 2022 may show recovery however they have yet to be published. The figures for 2018 and 2019, in Bluesfest's submission, show the size of the live music market in Australia.

There are live music venues right across Australia from very large venues such as the MCG in Melbourne and Accor Stadium in Sydney to large halls such as the Opera House, large hotels and clubs in cities, to small hotels and clubs in rural towns. There is no data on the actual number of live music venues across Australia. Bluesfest submits it would be in the thousands.

Time wise, a consumer can attend and listen to live music at any time of the year; and in many locations up to seven days per week.

The BOP Consulting World Cities Culture Report for 2018 contained surveys of Melbourne and Sydney and made the following findings:

Table 3

| City | Live music venues | Live music performances |
|-----------|-------------------|-------------------------|
| Melbourne | 553 | 73,605 |
| Sydney | 432 | No data offered |

Source: BOP Consulting World Cities Culture Report 2018

The BOP figures above cannot be accurately extrapolated into other cities and towns in Australia, however Bluesfest submits they give a guide to the number of live music venues and performances in the live music market.

Music Festivals in Australia

The number of live music festivals across Australia is also very large. Attached in Schedule "A" is a non-exhaustive list of the known live music festivals in Australia in 2022-2023.

Domestic Artists may play at any number of these festivals, as long as the festival is outside the Geographical Region within the exclusive dealing time periods.

Supply process

The supply of Domestic Artists to live music events by promoters, involves the promoter; or the Artist, their agent or management entity; approaching each other with a view to arranging a live performance at a single venue or a tour; in this case a single venue at Tyagarah.

The parties enter into a contract that defines the terms of engagement, detailing the responsibilities of each party. For example which party provides accommodation, travel etc. Some deals the promoter pays a Fee only and the Domestic Artist covers travel, accommodation, ground transport and other deals the promoter pays a Fee plus these or a selection of these.

The Artist usually travels with an entourage (but not always) and brings some of their preferred musical equipment, usually by air.

8. In respect of the overlapping products and/or services identified, provide estimated market shares for each of the parties where readily available.

Bluesfest cannot estimate the market share held by the other large live music promoters such as.

- a) Live Nation
- b) Frontier Touring

- c) TEG Dainty
- d) Bohm Presents
- e) Chugg Entertainment
- f) Secret Sounds

Each of these business operators are in close competition across the whole of the Australian live music performance market. They are each vying for good talent and attraction of the public to attend and pay the ticket price of listening to the live performance.

Each of these competitors are:

- a) able to deliver a live music performance into any suitable venue in any city, town or suitable rural location across Australia,
- b) can contract any domestic live music performer and present them anywhere in Australia.

9. In assessing a notification, the ACCC takes into account competition faced by the parties to the proposed conduct. Describe the factors that would limit or prevent any ability for the parties involved to raise prices, reduce quality or choice, reduce innovation, or coordinate rather than compete vigorously. For example, describe:

9.1 existing competitors

The larger existing competitors are listed in item 8 above. The flexibility and low barriers to engaging Domestic Artists across Australia to perform at a live music venue from the MCG to a hotel in a local town, act as a natural impediment to price rises, and enable a wide choice to always be available to the public. The extremely wide range of available venues, and flexibility of contractual terms as between Artist and promoter enable the competition to remain vigorous.

9.2 likely entry by new competitors

Bluesfest submits that the barriers to entry of new competitors providing live music promotion across Australia is low, as those competitors can include:

- a) new domestic music promoters entering the industry, with little physical infrastructure needed,
- b) overseas music promoters moving into the Australian market and engaging Domestic Artists to perform within Australia with few barriers,
- c) local new venues being constructed with live music facilities,
- d) existing venues (hotels, clubs, wine estates, rural properties etc) making renovations to provide live music facilities and or festivals.

9.3 any countervailing power of customers and/or suppliers

Customers

Customers can access live music across Australia almost 7 days per week (especially in the cities and some larger towns).

Suppliers - Promoters

Other music promoters can increase competition by bringing other Domestic Artists into the Geographical Region during the Exclusive Dealing Period the subject of this notification, and thus positively impact the level of competition for ticket sales within the Geographical Region during the Exclusive Dealing Period in the live music market.

Live Streaming

Live streaming of music events has made the market truly international, and a customer can access live music across from the world from their own smartphone/laptop/computer at any time or by visiting certain venues that stream the music event.

9.4 any other relevant factors.

There are no other relevant factors.

Public benefit

10. Describe the benefits to the public that are likely to result from the notified conduct.

Provide information, data, documents or other evidence relevant to the ACCC's assessment of the public benefits.

There are significant benefits to the notified conduct.

Benefit for Domestic Artists

The Artists would obtain a contract to perform at one of Australia's prestige live music festivals, which would promote their music into the Australian market and sell their merchandise. They would only be precluded from performing at another venue within the Geographical Region for the exclusive dealing period before and after the Easter Bluesfest Event.

They would be free to perform at any time across the rest of Australia outside the Geographical Region.

Benefits for customers

The customers have the opportunity to experience Domestic Artists perform live at Tyagarah.

The ticket prices are able to be kept lower as the Artist has agreed to the notified conduct and so Bluesfest does not have to factor in the risk of the Artist diluting the ticket revenue by performing in the Exclusive Dealing Period in the Geographical Region. Further the notified conduct provides some protection to the ticket sales, by not having the same Domestic Artist perform in the exclusive dealing period in the Geographical Region.

Other benefits

The accommodation industry has an increase in use and revenue by the Artists, their entourage, and the customers booking accommodation in and around the live music event.

The travel industry obtains a substantial benefit from the Domestic Artist travel and the customers from across Australia who travel to see the Artist.

The hospitality industry obtains a significant benefit from the customers purchasing food and beverages associated with the live music event and the travel to and from the event.

Merchandising and clothing industries benefit from the sale of items related to the event and to the Domestic Artists merchandise.

Stall holders selling food, beverages and retail items benefit from those sales and the undertaking of their business ventures.

There are cultural and social benefits to live music being provided including the Domestic and international Artists performing at the same live music festival in a regional location. The other benefits include social capital, a greater sense of wellbeing and community.

It has been estimated that for every \$1.00 spent on live music in Australia, \$3.00 of benefit is delivered to the wider Australian community.

Source: The Economic & Cultural Value of Live Music in Australia 2014

University of Tasmania and Live Music Office

This 3:1 ratio feeds many sectors of the Australian economy with revenue and thus fosters better competition across a number of industries.

Public detriment (including likely competitive effects)

11. Describe any detriments to the public that are likely to result from the notified conduct, including those likely to result from any lessening of competition. Provide information, data, documents, or other evidence relevant to the ACCC's assessment of the detriments.

Bluesfest considers that the notified conduct will not result in any public detriments on the basis that:

- a) There is a wide availability of live music for purchase by customers across Australia.
- b) There is a wide availability of competing live music promoters and venues to engage Domestic Artists to perform within Australia.
- c) Live music is readily available across Australia to all who wish to experience it.

Contact details of relevant market participants

12. Identify and/or provide names and, where possible, contact details (phone number and email address) for likely interested parties, such as actual or potential competitors, customers and suppliers, trade or industry associations and regulators.

Competitors

- a) Live Nation
- b) Frontier Touring
- c) TEG Dainty
- d) Bohm Presents
- e) Chugg Entertainment
- f) Secret Sounds

Industry Associations

Live Performance Australia

Any other information

13. Provide any other information you consider relevant to the ACCC's assessment of the notified conduct.

Bluesfest has no further submissions to make in respect of the notification.

Schedule "A" Non-exhaustive list of Music Festivals in Australia

A Day on the Green, NSW
 A Day on the Green, QLD
 A Day on the Green, SA
 A Day on the Green, VIC
 A Festival Called Panama

A More Perfect Union
 Adelaide 500
 Adelaide Beer & BBQ Festival
 Adelaide Fringe
 Adelaide Guitar Festival

Adelaide Jazz Festival
 Agnes Blues, Roots and Rock Festival
 Airlie Beach Music Festival
 Alternative Nation Festival
 Always Live
 Antigravity
 Augusta River Festival
 AusFest
 Australia Day Live
 Australian Blues Music Festival
 Australian Festival of Chamber Music
 Australian Gospel Music Festival
 Australian International Music Festival
 Australian Open
 Babylon Festival
 Ballina Country Music Festival
 Bangalow Music Festival
 Bangers on the Green
 Bass In The Grass
 Bassinthedust
 Bassinthegrass
 Be Social Fest
 Beaker Street Festival
 Bellingen Fine Music Festival
 Bendigo Blues & Roots
 Bendigo Blues & Roots Music Festival
 Bendigo Blues and Roots Music Festival
 Bendigo Easter Festival
 Best Night Ever
 Beyond The Valley
 Big Day Out – national – from 1992
 Big Gay Day
 Big Pineapple Music Festival
 Big Red Bash
 Big West Festival
 Bigsound
 Blak Day Out
 Blazing Swan – Regional Burn of Western Australia
 Bleach Festival
 Blue Mountains Music Festival
 Blues and Berries
 Blues at Bridgetown
 Blues on Broadbeach
 Bluesfest Byron Bay
 Bluesfest Melbourne
 Bluesfest Perth
 Bohemian Beatbreaks
 Boomerang Festival
 Boyup Brook Country Music Festival
 Break the Ice
 Brightdaze
 Bring It On! Festival
 Brisbane Burger Fest
 Brisbane Festival
 Broadford Country Music Festival
 Broome Arts & Music Festival
 Brunswick Music Festival
 Bruthen Blues and Arts Festival
 Burning Seed
 Bush to Bay
 Buskers by the Lake
 By the Banks
 By The Bay
 By The C
 By The Pier
 Byron Bay Surf Festival
 Byron Music Festival
 Byron Spirit Festival
 Cairns Festival
 Cairns Summer Sounds
 Caloundra Music Festival
 Cambridge Farewell Festival
 Camp Doogs
 Canberra Country Music Festival
 Canberra Craft Beer & Cider Festival
 Canberra International Music Festival
 Castlemaine State Festival
 Clearly Music, Arts & Wellness Festival
 CMC Rocks
 CoastFest
 Coffs Harbour International Buskers & Comedy Festival
 Come Together Music Festival
 Cooly Rocks On
 Cooroy Originals
 Corinbank Festival
 Crafted Beer & Cider Festival
 Creamfields Australia
 Creekfest
 Cronulla Jazz & Blues Festival
 Curryfest
 Dark Mofo

Darling Harbour Fiesta
Darwin Festival
Darwin Fringe Festival
Darwin International Guitar Festival
Darwin International Jazz & Arts Festival
Darwin Pride Fest
Deep South Blues Festival Adelaide
Defqon.1 Festival
Deja Vu Music Festival
Deni Ute Muster
Dingo Creek Jazz & Blues Festival
Distorted Music Festival
Donnybrook Country Music Festival
Dragon Dreaming
Dragon Dreaming Festival
Drop Fest
Earth Frequency
Earthcore
Easterfest
Echo Festival
Electirc Gardens
Electric Island
Electrofringe
Elements Festival
Esoteric Festival
Fairbridge Festival
Falls Festival
Falls Festival, Byron Bay
Falls Festival, Fremantle
Falls Festival, Melbourne
Festival of Fisher's Ghost
Festival of King Island
Festival of Outback Opera
Festival of the Stone
Festival Of The Sun
Festival of The Wind
Festival X
Festivale
Field Day
FKA Festival
Fleurieu Folk Festival
Foggy Mountain Bluegrass Festival
Folk by the Sea
FOMO Festival
For The Love
Foreshore

Forth Valley Blues Festival
Fremantle Festival
Full Tilt
Future Music Festival
Get Together
Gidgestock Music Festival
Gigarre Moosic Muster
Gippsland Country Music Festival
Girrakool Blues Festival
Global Gathering
Global Rhythms
Globe to Globe World Music Festival
Gold Coast International Food, Wine and Music Festival
Golden Plains
Golden Plains Festival
Golden Shores
Gone South
Good Things
Grampians Grape Escape
Granite Town Music Festival
Grapevine Gathering, SA
Grapevine Gathering, VIC
Grapevine Gathering, WA
Great Escape
Great Southern Taste Festival
Greener Pastures
Groovin The Moo, Bendigo
Groovin The Moo, Bunbury
Groovin The Moo, Canberra
Groovin The Moo, Maitland
Groovin The Moo, Sunshine Coast
Groovin The Moo, Wayville
Groundwater Country Music Festival
Guildford Banjo Jamboree
Gum Ball
GWN Great Southern Multi-Cultural Festival
Gympie Music Muster
Gympie Muster
Happy Daze
Harbourlife
Harvest Rock
Hazy Dayz Festival
Healesville Music Festival
Heaps Good, Adelaide
Hello Sunshine

Homebake
 Horizon Festival
 Huon Walley
 Hyper Festival
 Ice Cream Factory
 Interstellar Groove
 Invasion Fest
 Ipswich Cup Festival
 Island Vibe Festival
 Island Vibe Music & Arts Festival
 Isotopia Festival
 Jacaranda Festival
 Jacaranda Festival
 Jammin'
 Juicy Fest
 Jumpers and Jazz Festival
 Junction Arts Festival
 Jungle Love
 Kiama Jazz & Blues Festival
 Kickass Music & Camping Festival
 Knotfest
 Kuranda Roots
 Legends on the Lawn
 Let Them Eat Cake
 Light It Up, NSW
 Light It Up, QLD
 Light It Up, SA
 Light It Up, VIC
 Light It UP, WA
 Lighthouse Festival
 Listen In, Adelaide
 Listen Out
 Listen Out Melbourne
 Listen Out Perth
 Listen Out, Brisbane
 Live at the Zoo
 Live in the Vines
 Livid
 Lockington Country Music Festival
 Lost Paradise
 Lunar Electric Music Festival
 Maldon Easter Fair
 Maldon Folk Festival
 Maleny Music Festival
 Marysville Jazz & Blues
 Marysville Music Weekend
 Meadow MF
 Meadow Music Festival
 Meatstock
 Mekka Fest
 Melbourne Dethfest
 Melbourne Food and Wine Festival
 Melbourne Fringe Festival
 Melbourne Grand Prix
 Melbourne Guitar Festival
 Melbourne International Arts Festival
 Melbourne International Jazz Festival
 Melbourne International Singers Festival
 Melbourne Jazz Festival
 Melbourne Jazz Fringe Festival
 Melbourne School Bands Festival
 Melbourne Ukulele Festival
 MELT Festival
 Meredith Music Festival
 Merimbula Jazz Festival
 Metal For The Brain
 Mildura Country Music Festival
 Mildura Jazz Food and Wine Festival
 Mitchell Creek Rock n Blues Festival
 Mona Foma
 MONA FOMA Hobart
 MONA FOMA Launceston
 Moomba
 Mornington Country Music Festival
 Mountain Goat Valley Crawl
 Mountain Sounds
 Mountain Sounds (festival)
 Moura Coal & Country Festival
 Moyneyana Festival
 MS Fest
 MTV Beats & Eats
 Mullum Music Festival
 Mullumbimby Music Festival
 Mundi Mundi Bash
 Murray River International Music Festival
 Mushroom Valley
 Nambung Country Music Muster
 Nannup Music Festival
 Narara Music Festival
 Nariel Creek Folk Festival
 Narrogin Spring Festival
 National Celtic Folk Festival

National Folk Festival
 Newcastle Music Festival
 Newton's Nation
 Newtown Music Festival
 Nightcliff Seabreeze Festival
 Nimbin Roots
 Ninchfest
 Nine Lives
 No Sleep Til Festival
 Noonambah Blues Festival
 Noosa Alive!
 Noosa Festival of Surfing
 Noosa Jazz Festival
 Now & Again
 Now or Never
 NYE On The Hill
 NYX Festival
 Ocean Sounds
 Odysee (Wallacia) Pop Festival 1971
 Offbeat Music Festival
 Offshore Festival
 Oktoberfest Brisbane
 Oktoberfest, Gold Coast
 OM Fest
 One Electric Day
 Orange Winter Jazz Fest
 Palm Tree Music Festival
 Parkes Elvis Festival
 Parklife Festival
 Party In The Paddock
 Pastime
 Peak Festival
 Peak Music Festival
 Peats Ridge Festival
 Peninsula Summer Music Festival
 Perigian Originals
 Perth Festival
 Perth Fringe Festival
 Perth International Arts Festival
 Perth International Jazz Festival
 Piknic Electronik
 Pilgrimage For Pop 1970 Ourimbah
 Pitch Music & Arts Festival
 Planetshakers
 Port Douglas Carnivale
 Port Fairy Folk Festival
 Port Noarlunga Blues Festival
 Pranafest
 PrideFest
 Primary Schools Music Festival
 Promiseland
 Pure Sounds In The Park
 Pyramid Rock Festival
 Queenscliff Music Festival
 Queensland Music Festival
 Queensland Ska Festival
 Rabbits Eat Lettuce
 Raggamuffin
 Raggamuffin Music Festival
 Rainbow Serpent
 Rainbow Serpent Festival
 Red Hot Summer Tour
 Red Hot Summer, NSW
 Red Hot Summer, QLD
 Red Hot Summer, SA
 Red Hot Summer, TAS
 Red Hot Summer, VIC
 Red Hot Summer, WA
 Reminisce House
 Return to Rio
 Rewind 80s Festival Australia
 Ride The Wave Festival
 Rising
 Riverboats Music Festival
 RNB Fridays Live
 ROAM
 Rock Isle (Mulwala) Festival 1972
 Rock It Festival
 Rock The Boat
 Rockhampton River Fest
 Rockhampton River Festival
 Rock-It Festival
 Rollercoaster
 Rootstock Sydney
 RTRFM's Fremantle Winter Music Festival
 Sandford Bush Music Festival
 Savannah in the Round
 Sea N Beats
 Seaside Vibes Noosa
 Shore Thing
 Sin Or Swim Cruise
 Ska Nation

So Frenchy So Chic
 SoCal
 Sonfest
 Soni Masala
 SoundFest
 Sounds By The River
 Sounds of Rock, Townsville
 Soundwave Festival
 Southbound
 Southern Roots Festival
 Spaced Out
 Spilt Milk (festival)
 Spilt Milk, Ballarat
 Spilt Milk, Canberra
 Spin Off, Adelaide
 Splendour in the Grass
 Spring In The Valley Festival
 Spring Loaded
 Springtime Gold Coast
 SPRUKE – Brisbane's Ukulele Festival
 St Albans Folk Festival
 St Jerome's Laneway Festival
 St Jerome's Laneway, Adelaide
 St Jerome's Laneway, Brisbane
 St Jerome's Laneway, Melbourne
 St Jerome's Laneway, Perth
 St Jerome's Laneway, Sydney
 St Kilda Blues
 St Kilda Festival
 Stereosonic
 Stompen Ground
 Stonefest
 Stones Corner Festival
 Strawberry Fields
 Subsonic
 Summadayze
 Summer Escape Fest
 SummerSalt, Canberra
 SummerSalt, Coffs Harbour
 SummerSalt, Fremantle
 SummerSalt, Gold Coast
 SummerSalt, Hervey Bay
 SummerSalt, Hobart
 SummerSalt, Torquay
 SummerSalt, Wollongong
 SummerSalt, Yarra Valley
 Sunbury music festival
 SunCycle
 Sunset Rocks
 Sunshine Coast Ukulele Fest
 Sunshine Sounds Festival
 Super Fun Day
 Surface Festival
 Surfer's Paradise Live
 SXSW Sydney
 Sydney Blues and Roots Festival
 Sydney Eisteddfod
 Sydney Intersarsity Choral Festival (SIV)
 Sydney Mardi Gras
 Sydney Spring International Festival of New Music
 Tablelands Folk Festival
 Tamworth Country Music Festival
 Tassie Scallop Fiesta
 Taste of Chaos
 Teneriffe Festival
 Tent Pole
 The Grass is Greener
 The Great Escape
 The Jynx House
 The Other Festival
 The Squeeze
 The World is a Vampire Festival
 This Is Livin' Fest
 This That
 Thrashville
 Thredbo Blues Festival
 Tidal Sounds Music Fest
 Toowoomba Carnival of Flowers
 Torch Fest
 Touch Bass, Sydney
 Tribadelic
 Triple J's One Night Stand
 Tropic Sounds
 Twilight At Taronga
 Tyalgum Music Festival
 Ultra Music Festival
 Umbrella: Winter City Sounds (Adelaide)
 Undara Outback Rock And Blues
 Unify Gathering
 Unify Off The Record
 Uranquinty Folk Festival
 Urban Country Music Festival

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| V Festival (Australia) | Wine Machine |
| Valley Fiesta | Wingham Music Festival |
| Vanfest | Winter Sounds |
| Village Fair | Wintersun Festival |
| Village Fest | Winton's Way Out West Fest |
| Vintage Blues Festival | WOMADelaide |
| Vintage Vibes | Woodend Winter Arts Festival |
| Vivid LIVE | Woodford Folk Festival |
| WA Day Festival | Wynnum Fringe |
| Wanderer | Yarrabah Music and Cultural Festival |
| Wanderlust | Yarrapay Festival |
| Wandong Country Music Festival | YIRRAMBOI Festival |
| Wangaratta Festival of Jazz & Blues | Yonder Festival |
| Wave Rock Weekender | York Jazz Festival |
| Wildlands | Yours and Owls |
| Winchelsea Festival | Yungaburra Folk Festival |

Declaration by notifying party

The undersigned declare that, to the best of their knowledge and belief, the information given in response to questions in this form is true, correct and complete, that complete copies of documents required by this form have been supplied, that all estimates are identified as such and are their best estimates of the underlying facts, and that all the opinions expressed are sincere.

The undersigned are aware that giving false or misleading information is a serious offence and are aware of the provisions of sections 137.1 and 149.1 of the *Criminal Code (Cth)*.



Signature of authorised person

Peter Bruce Noble

Sole Director

Bluesfest Byron Bay Pty Ltd

This 21st day of November 2023

