



**Committee on Legal Affairs
Working Group on Intellectual Property Rights &
Copyright Reform**

13 May 2015

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ASSOCIATION)



Independents

- 80% of investment & new releases
- 80% of the sector's jobs
- 99% of music companies are SMEs



IMPALA's Mission

- Grow the independent music sector
- Return more value to artists
- Promote cultural diversity & entrepreneurship
- Improve political access
- Modernise perceptions of the music sector



Why are independents the biggest investors & risk-takers in the music sector?

- Early adopter state of mind
- Working closely with artists and focusing on their long-term careers
- Working with a network of labels & experts on a territorial basis, while licensing digitally on a multi-territorial basis
- Earning sufficient revenues to share with artists and continue investing & growing
- Being able to run a solidarity system across a label



What should we aim for?

The aim should be three-fold:

- For music fans to have access to the great diversity of music that exists today, across borders
- A functioning digital eco-system where creators and partners thrive
- Boosting growth and jobs in the music/cultural and creative sector



Where are we now?

- Music is available everywhere
- Music services are portable & accessible across borders
- Music leads the growth of digital
- Contribution of music is huge
- Digital market as a fundamental leveler



Copyright

- Current copyright system allowed us to get to where we are now
- But today the market has certain imbalances
- Work is needed to:
 - i) Achieve a distortion-free licensing market
 - ii) Drive the Digital Single Market through culture and creativity



Aiming for a distortion-free licensing market

- Unintended “value-gap” needs to be closed
- In this regard, IMPALA welcomes:
 - The EC’s intention to clarify the rules on the activities of intermediaries in relation to copyright-protected content
 - The move to step up action against illegal activity (follow-the-money)



Exceptions

- Europe should:
 - Avoid new exceptions which would cut across revenues unnecessarily
 - Make sure existing exceptions work in practice (private copying good example)



The bigger picture: an industrial policy for culture

- Rules of engagement online
- Growing Europe's missing middle
- Improving Europe's digital infrastructure



The bigger picture: an industrial policy for culture

- Improving pluralism & diversity
- Introducing greater fiscal fairness
- Mapping & measuring the sectors and how creativity works
- Increasing investment through a new financial approach to culture
- Placing culture & diversity at the heart of Europe's international work



Conclusion

The challenge for Europe now is to take the steps required to build the right environment for creativity.

Let's make the most of the Digital Single Market, let's build on our strengths, let's make Europe the best place in the world to be an artist, invest in copyright, take risks.

We look to the Parliament to encourage a broad industrial policy approach to this.



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