



## [PIAS] ANNOUNCES US EXPANSION

Harmonia Mundi included in RED renewal deal

### Key Staff Appointments Announced

London, March 31<sup>st</sup> 2016 - [PIAS], one of the world's leading independent music companies, has announced details of its expanded operations in the US, including a number of key staff appointments, the launch of a Los Angeles base, and a new agreement with RED sales and distribution.

Following the company's recent acquisition of independent classical, jazz and world music label group Harmonia Mundi, [PIAS] now has dedicated offices in New York and Los Angeles.

Matthew Owen has been named as General Manager of the Harmonia Mundi team in Los Angeles with the West Coast office becoming a hub for the company's Classical and Jazz repertoire.

Alongside the Harmonia Mundi classical label - one of the most respected brands in classical music - and in-house labels Jazz and World Village, the LA based team will look after a selective roster of partner labels including premier independent classical labels such as Alia Vox, Channel Classics, Hyperion and Onyx Classics. They will also continue to develop a growing jazz label

roster and continue collaborations with award winning composer Howard Shore's Howe Records and Ponderosa, the home of Italian pianist and composer Ludovico Einaudi.

Harmonia Mundi USA was launched 30 years ago by René Goiffon and Robina Young. Both will continue to consult for the company providing both A&R and relationship management expertise, with a focus on continuing to develop the company's US artist roster.

The [PIAS] office in New York will continue to be overseen by General Manager Sean Maxson and has also made a number of key staff appointments. Allan Benedict will oversee radio promotions as National Radio Promotion Manager after joining the company from The Syndicate. Also joining is Sally Hedberg as National Publicity Manager. They both compliment an existing senior management team who joined the company last year. These include Marketing Director Justin Gressley who arrived from Domino Records and Brid Walpole who joined the company from Tell All Your Friends as Director of Publicity.

The New York office will continue to work releases from wholly owned labels Play It Again Sam and Different Recordings alongside those of associated labels such as as Bella Union, Heavenly, Transgressive and Sunday Best.

There is also a remit to develop a roster of domestic artists to compliment recent US signings High Highs and Violent Femmes.

Both Matthew Owen and Sean Maxson will report to Edwin Schröter, Group Managing Director of [PIAS].

Over the next year both teams will be working together on building the company's US operation, which will include a centralized support team that will underpin the two businesses and provide an over-arching

management structure and strategy for the further expansion of [PIAS] in the US.

In addition [PIAS] has hired Maureen Spillane who previously was at Fontana North, to run its Canadian operation.

[PIAS] has also renewed its existing US sales and distribution agreement with RED.

As part of this new deal RED will also provide sales & distribution services for Harmonia Mundi from May 1st 2016.

Edwin Schröter, Managing Director of [PIAS] said, "The US expansion of [PIAS] including our new West Coast office, a growing label roster and a new team in LA reinforces our commitment to sensibly grow our presence in North America. In Sean and Matthew we have two highly experienced executives who together with their specialist teams will add real weight to both our US and global offering. Our alliance and close relationship with the RED team will provide a unique combination of dedicated specialist expertise and independent label culture with marketing and sales leverage for the great roster of independent labels we will be working with."

-ENDS-

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### About [PIAS]

Founded in Belgium by Kenny Gates and Michel Lambot in 1982, [PIAS] is one of the world's leading independent music companies. [PIAS] has 3 core divisions: Play it Again Sam, a record label that signs and develops artists, [PIAS] Cooperative, an associated label group that partners with labels to help fund and develop their repertoire on an international basis and [PIAS] Artist & Label Services, a sales, distribution and marketing team that takes repertoire to market, physically and digitally, on a global basis. Last year [PIAS] acquired Harmonia Mundi, the globally renowned, independent classical, jazz and world music label group. With offices in every major music market around the world [PIAS] now has over 300 employees and represents a diverse range of key independent labels such as ACT, Alia Vox, ATO, Beggars Group - including 4AD, Rough Trade, Matador and XL -, Bella Union, BMG Rights, Domino, Fat Possum, Ignition, Infectious, LSO, Mirare, Mute, Ninja Tune, Nuclear Blast, Onyx, Secretly Canadian, Real World, Sub Pop, Transgressive, Warp and Wichita among many others.

[PIAS]- the heartbeat of independent.