



## DEAL UPDATE

### **Edge brokers Big Life Publishing sale to Universal**

**24 April 2008:** Entertainment industry legal and corporate finance boutique Edge Group has brokered the sale of the Big Life Music back catalogue to Universal Music Publishing.

The deal was designed to allow Big Life to build a war chest to invest in new young songwriters.

Big Life Records and Big Life Management are unaffected by the deal.

The sale gives Universal access to 2,000 copyrights, including past and future works by the multi-platinum-selling Snow Patrol including the hit singles Chasing Cars, Run, and You're All I Have.

It gives Big Life Music the investment capital to pursue its strengths in developing new artists.

Edge Group founder David Glick said, "We are delighted to have been able to assist Big Life in achieving its objectives with this sale. We took the brief, struck the deal and then put in place the legal team to make it happen to a tight deadline.

"There's much talk about the impact of the credit crunch on music, but there will always be a market for copyrights. If you understand the market and know how to make a deal, there is always a strong demand for quality."

Explaining the rationale for the deal, Big Life founder Jazz Summers said, “The music business is restructuring and we want to refocus our efforts on finding and nurturing new talent.

“We approached Edge Group’s David Glick – who is the best in the business at this kind of thing – and asked him how best to maximise the value of our existing asset in order to release the money we need to sign new artists. We are now in a position to repeat and build on our success as managers and music publishers”

Edge Group’s services span legal, corporate finance and investment management. Its investment division has spearheaded the new wave of interest in entertainment industry assets from the investment community. It currently manages funds worth over £40m.

ENDS