

PREMIERE PERFORMANCES ANNUAL REPORT

1 July 2017-30 June 2018



www.pphk.org

Premiere Performances of Hong Kong Ltd was established in 2007
 Room 1522, 15/F, Leighton Centre, 77 Leighton Road, Causeway Bay, Hong Kong
 info@pphk.org | +852 9545 6851

Contents



Message from Founder	3
About Premiere Performances	4
Audience Reach	6
Donor Programmes	7
10th Anniversary	8
10th Anniversary Infographic	10
Chamber Music In Schools	12
Education & Outreach	14
Recital Series	16
Chamber Music Festival	18
Family Series	20
Financial Information	22
Thank you to our Supporters	26



In December 2017 Premiere Performance's Founder and Executive Director, Andrea D Fessler, was named one of the *Top 30 Professionals of the Year: Movers & Shapers* by Musical America Worldwide. According to this publication, "these are the people redefining and driving the performing arts towards a future shaped by their vision." For over 100 years, Musical America Worldwide has been the voice of the performing arts industry.

Message from Founder & Executive Director

Dear Friends,

Premiere Performances hit double digits in September 2017 when we turned TEN! To mark this special occasion, we brought back lots of friends and threw not one but two big parties, at our 10th Anniversary Gala. You can read about our Anniversary festivities on pages 8-9. We also presented some amazing concerts at City Hall, including Benjamin Appl, our first-ever lieder recital, as well as the sold-out Danish String Quartet.

If someone had told me when I arrived in Hong Kong in 2004 as a corporate lawyer (pregnant with my first child), that I would go on to become a classical music concert presenter and a champion of chamber music, I would never have believed them! The idea to start Premiere Performances came to me in the spring of 2006 when I was still working as a lawyer. I attended a few concerts in Hong Kong which triggered my memory of an arts organization from my childhood that specialized in solo recitals and chamber music and which transformed the cultural landscape of Vancouver. I felt that Hong Kong was ripe for something like this and despite my complete lack of experience in either music or arts administration, I charged full steam ahead.

Fast forward ten years, and Premiere Performances now has a full time staff of 8, and we present over 100 events per year, reaching almost 30,000 people across Hong Kong of every age and demographic. During this time, I have been witness to an incredible transformation in the arts & cultural life of Hong Kong. It has been incredibly gratifying to feel we have made a meaningful impact on our city. (And I now have three children, the oldest of which is turning 15!)

We could not have done this without the help of the Hong Kong Government. At the point where the chamber music festival had grown so large that I was drowning (working with only one assistant), the Home Affairs Bureau awarded us a Springboard Grant, enabling me to hire a staff and rent an office. Through the government's continued support and the introduction of the Art Development Matching Grants Scheme, we have continued to expand our programmes, reaching more and more people every year, as well as expanding our sponsorship network and individual donor list. This public-private alliance is necessary for our long-term sustainability.

Looking ahead, the future is bright. It is exciting to think about where we will be ten years from now!?



Administration (as of 30 June 2018)

Board of Governors

Andrea Fessler, Chair
Harry Lee
Ester Li
Winnie Kwan
Joanne Ooi
Vivek Sharma
Ada Tse

Staff

Andrea Fessler, Founder and Executive Director
Loretta Cheung, Box Office Manager
Mailys Finel, Development Officer
Ainsleigh Hennig, Development Officer
Sally Hui, Arts Administration Manager
Henry Leung, Senior Project Manager
Johnny Yip, Programme & Public Relations Manager

Interns

University students from Hong Kong and overseas have spent time interning with Premiere Performances. We are very grateful for their commitment to helping us in the office this year.

Chiang Wai Hei
Kelvin Ho
Ariel Qiu
Dorothy Wu

If you would like to join one of our committees or volunteer in any capacity, please contact info@pphk.org.

About Premiere Performances

Mission & Vision

Premiere Performances brings the best classical musicians in the world to Hong Kong for performances and outreach, building a vibrant local arts scene, nurturing local artists, and making the inspiration of a live music performance accessible to all.

Premiere Performances is sparking a musical movement. We want to enliven the imagination of Hong Kong audiences through extraordinary performances, inspire those who play to pick up their instruments and play with joy and love, and enable those who listen to have a concert experience like no other.



Overview

Founded in 2007 as a registered charity by Andrea D. Fessler, Premiere Performances aims to establish Hong Kong as a leader in the international cultural landscape.

Premiere Performances is a presenter of the world's best performers of recitals and chamber music with almost 100 events each year, featuring a dynamic array of instruments, performance styles and musical genres.

In 2017/18, Premiere Performances organised:

33

public events

11

private events

77

musicians

10,300

audience members

and

64

school concerts



impacting over

18,000

students, and

700

teachers



Our Programmes

Hong Kong International Chamber Music Festival

Every January the Hong Kong International Chamber Music Festival, under the guidance of Artistic Director Cho-Liang Lin, brings the best in the world to Hong Kong for two weeks of chamber music performances, including six ticketed concerts and 20+ Outreach & Education events. This is chamber music at the highest international standards.

Recital Series

Throughout the year, Premiere Performances presents a Recital Series, presenting rising stars to seasoned international favourites. Since 2007, we have presented almost 50 artists in solo recitals, many of them making their Hong Kong debut.

Family Series

To bring the thrill of live music performances to young audiences, Premiere Performances presents afternoon concerts specifically designed for children and performed by top local and international musicians. Not just classical music, the Family Series has also featured jazz, folk, world music and Chinese instruments as well as musical storytelling and narration.

Education & Outreach

Premiere Performances aims to make classical music accessible to all. We increase participants' appreciation of music and bring the joys of music-making to diverse audiences through school performances, teacher development sessions, free concerts, masterclasses, music education talks, and ticket giveaways.

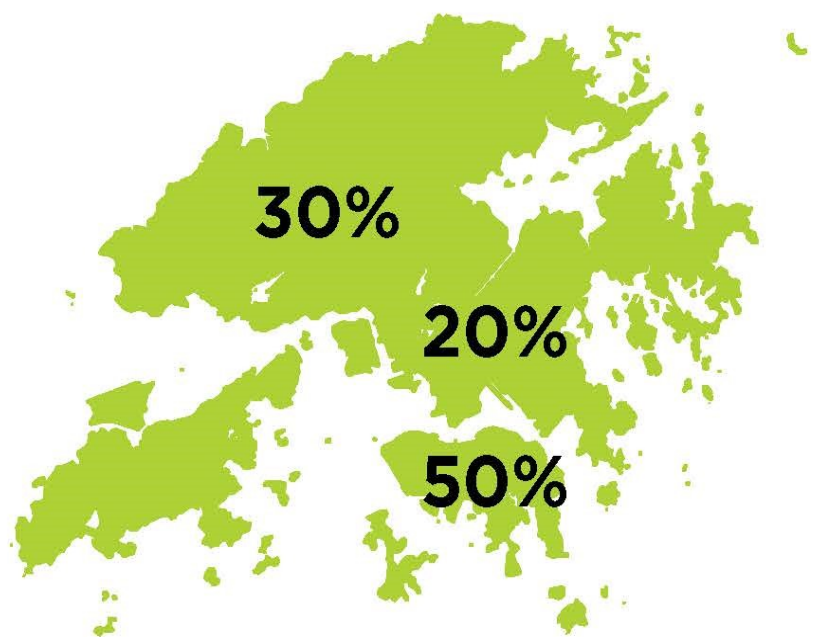


Audience Reach

Event (2017/18)	Concert Attendance	Outreach Attendance
Z.E.N.	811	-
10th Anniversary	1582	-
The Sousaphonics	418	5859
2018 Chamber Music Festival	3128	1200
Vival! Pipers	212	3720
Benjamin Appl	773	-
Best of Brass	295	5310
Bomsori Kim & Pallavi Mahidhara	858	-
Danish String Quartet	1054	-
Fiesta Brass	-	4340
Subtotal	9,131	20,429
Total Reach	29,560	

Beneficiaries

Our audience comes from across Hong Kong, is mostly local (60% native Cantonese speakers). And is mostly between the ages of 30 and 50 years). From special needs students through to the elite of Hong Kong, we have programmes aimed at all demographics of Hong Kong society. We believe that everybody, regardless of social class or education, ethnicity or language, will be moved by the power of a live music performance presented at a world class level.



Donor Programmes

In addition to our general Friends of Premiere Performances Circle, we have created three specially tailored donor programmes to support the work that we do. Developing a strong and stable donor base is particularly important because we have a matching grant where every dollar we raise from donors is matched by the Home Affairs Bureau. Without private donations, we would simply not be able to continue delivering the range and quality of our programmes.



Best of Brass Salon on a Sheung Wan Terrace

Young Music Lovers Circle

The Young Music Lovers Circle (YMLC) is a philanthropy circle for young professionals in their 20s and 30s who are passionate about arts and culture. For an annual donation of at least HK\$2,500, members are invited to exclusive events involving world-class musicians. Highlight events included a salon concert with Pallavi Mahidhara (piano) and lunch with the Danish String Quartet.

Members: 31

Revenue: \$332,500 since inception



Danish Quartet at Gagosian Gallery

Salon Circle

Premiere Performances organizes private Salon concerts for our top donors and invited guests featuring our world class artists, taking place in private homes and boutique venues. These salons are a unique opportunity to see performances by the best in the world in an intimate setting.

Members: 16 at HK\$50,000 (4 new members in 2017/18)

Revenue: HK\$800,000 in 2017/18

Audience of Tomorrow Project

The Audience of Tomorrow Project is a donor initiative that underwrites tickets to Premiere Performances' concerts, allowing underprivileged children and the elderly to attend our concerts. In 2017/18, our donors helped us to donate 1200 tickets to beneficiaries from 35 NGOs and schools. See page 15 for the list of charities.



Sprouts Foundation at Sousaphonics

10th Anniversary

September 2017 marked the 10th Anniversary of Premiere Performances, and we celebrated this milestone with a weekend of exciting events. Starting from a four-concert Rising Stars Piano Series in September 2007 and growing into a presenter of over 100 events reaching almost 30,000 people annually, there was a lot to celebrate!



Gala Dinner

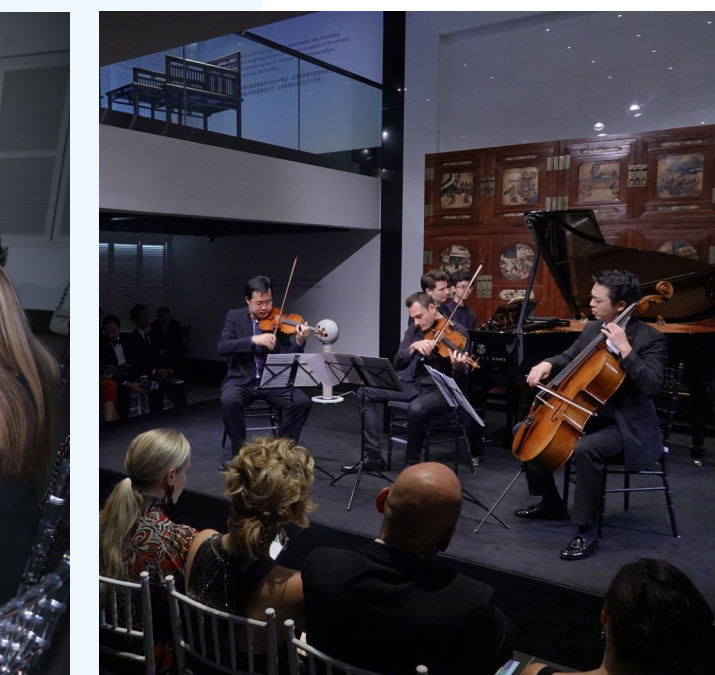
On September 23, we hosted our first fundraising Gala Dinner at the beautiful Liang Yi Museum on Hollywood Road with a cocktail reception, intimate concert with our international musicians, and an elegant seated dinner. It was a wonderful occasion to celebrate the past ten years with hundreds of our patrons, some of whom have been supporting Premiere Performances since the very beginning.





Free Gala Concert

On 24 September 2017, we celebrated ten years by giving a “Musical Gift to Hong Kong” – a free public concert in the concert hall of the Hong Kong Cultural Centre for almost 1600 audience members. The concert featured ten international and twelve local musicians who have graced Premiere Performances stages in the past, performing some of the best repertoire in the chamber music canon. Our goal with this event was to bring chamber music – and Premiere Performances – to the people of Hong Kong, with a free programme that would appeal to all.



Premiere Performances' 10th anniversary marks significant impact on Hong Kong's cultural scene

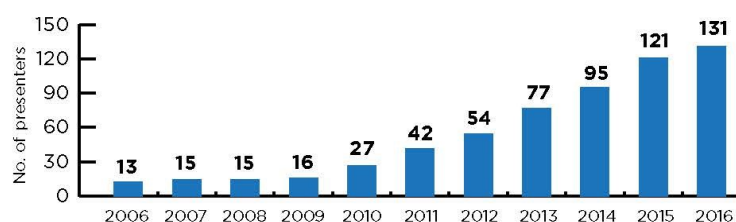
WHAT IS CHAMBER MUSIC?

A form of classical music played by two to ten players, each with a unique voice, in close musical conversation.

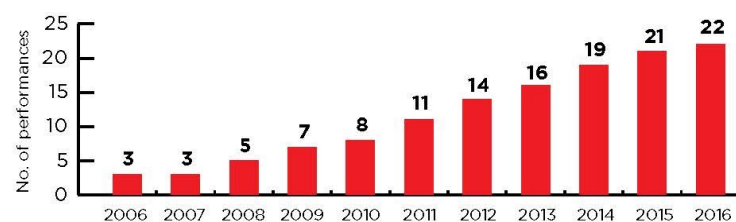


A CATALYST TO THE DEVELOPMENT OF A CHAMBER MUSIC CULTURE IN HONG KONG

The number of chamber music concerts grew from 13 to 131 over ten years, due to the introduction (in 2009) of Premiere Performances' Hong Kong International Music Festival.



The number of presenters of chamber music concerts grew from 3 to 22 in ten years.



SIGNIFICANT GROWTH THROUGH EDUCATION PROGRAMMES

Launched in 2012, our **Chamber Music in Schools** programme has made 240 school visits, reaching 2,300 teachers and 60,000 students – a third of whom had never experienced a live music performance.

70%

of student musicians were inspired to practice more after our concert

60%

wanted to form an ensemble to play with their friends

45%

of students who did not play a musical instrument wanted to learn to play

Over

80%

of teachers gained new insights into music teaching and said their teaching improved after our professional development workshops



**DID YOU
KNOW**

Premiere Performances presented **Yuja Wang**, one of today's most famous and sought-after pianists, in her HK debut!

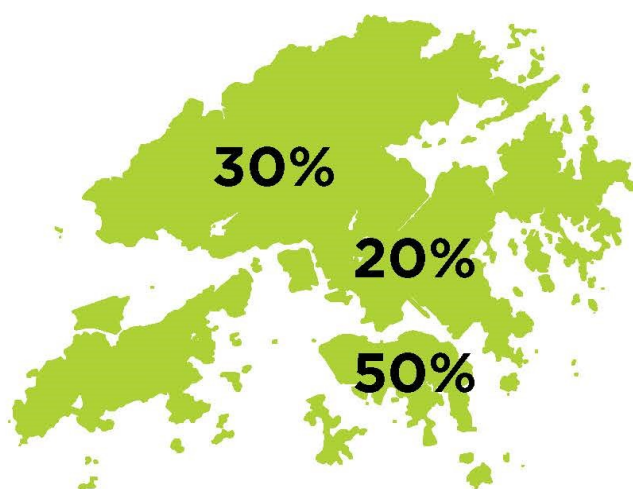
**DID YOU
KNOW**

Premiere Performances' prices start at \$100, making ours among the lowest priced classical music tickets in HK!

Chamber music develops skills that cannot be gained through other forms of music education, such as communication, critical thinking and negotiation.

ACCESSIBLE TO ALL

Our audience comes from:



60%
are native
Cantonese
speakers

你好



25%
<29
years



50%
30-50
years



25%
>50
years

YOU HEARD THEM HERE FIRST

Premiere Performances' **Recital Series** has introduced HK audiences to many internationally renowned artists and some of the world's hottest up-and-coming stars:

Yuja Wang
piano (2009)

Nicola Benedetti
violin (2011)

Milos Karadaglic
guitar (2012)

Jerusalem Quartet
(2013)

Avi Avital
mandolin (2015)

Narek Hakhnazaryan
cello (2016)

WHAT THEY SAY ABOUT PREMIERE PERFORMANCES:

"The Hong Kong International Chamber Music Festival has drawn an increasingly curious and engaged public to appreciate the joy of chamber music."

Jon Kimura Parker, concert pianist

"PPHK is an invaluable institution on the HK musical scene. They have an uncanny ability to find the most promising talents."

Audience member

"It is the most exciting and stimulating thing to have happened in chamber music in Hong Kong in the last 20 years"

Richard Bamping,
Principal Cello,
HK Phil

"PPHK consistently brings in up-and-coming and established artists to Hong Kong that might otherwise never come here. They are a real asset to the development of the Hong Kong cultural scene."

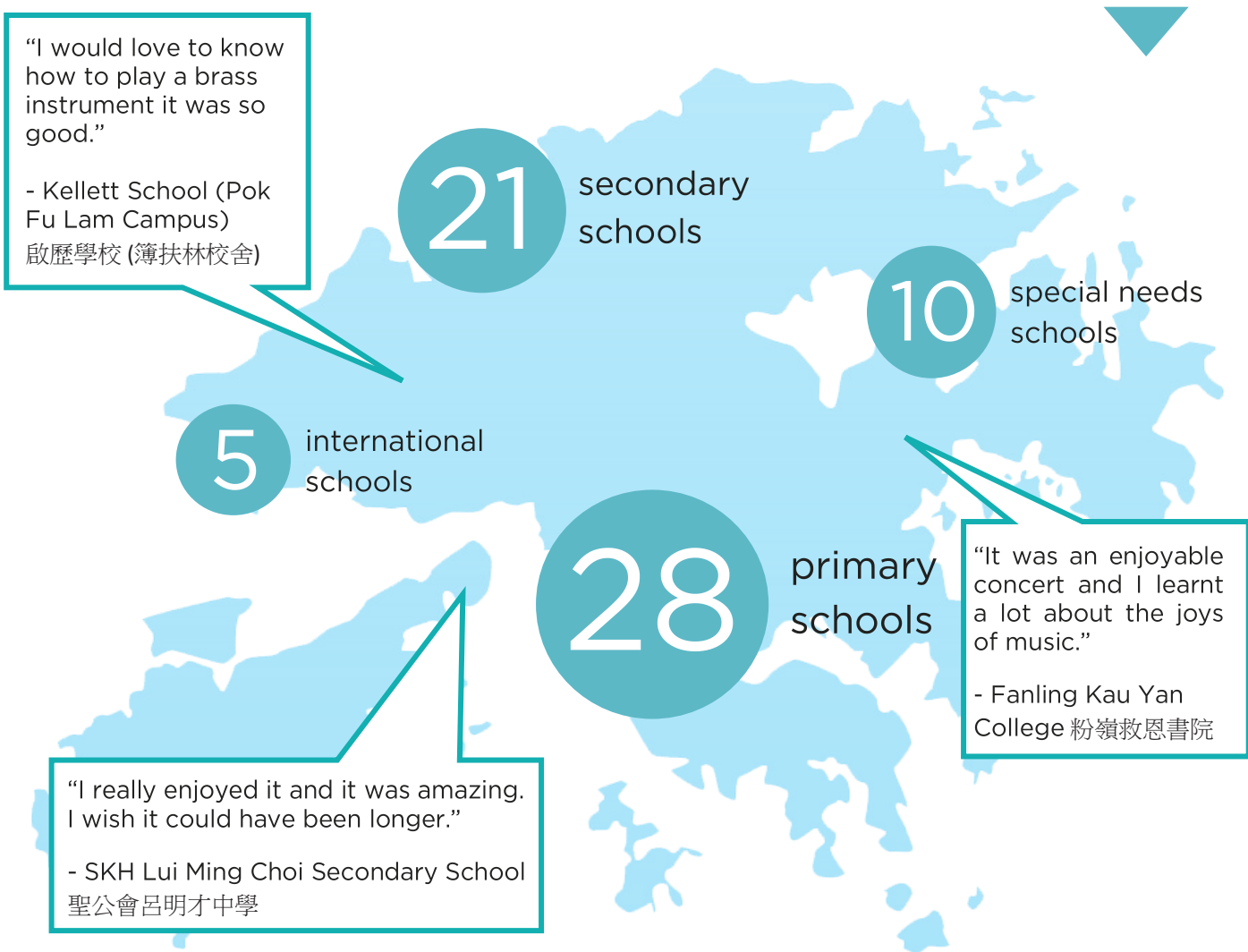
Audience member

Chamber Music In Schools

Our Chamber Music in Schools Programme brings specially trained chamber music ensembles into local schools for performances and workshops. In 2017/18, Premiere Performances organised four school tours: two from Musica Viva Australia (jazz ensemble The Sousaphonics and brass quintet Best of Brass), local wind quintet the Viva! Pipers, and a pilot tour with our new brass quintet Fiesta Brass.

At each school, ensembles perform a concert for up to 300 students, followed by a workshop for up to 40 students. We also provide professional development workshops and a teachers' resource kit with activities to reinforce the learning objectives of the in-school performances. The Australian ensembles also provided coaching for both our local ensembles.

In 2017/18, we reached:



Since its establishment in 2013, Chamber Music In Schools has brought 10 different ensembles to 313 schools, reaching over 80,000 students and 3,000 teachers.



Schools Visited in 2017/18

Special Needs Schools

Caritas Pelletier School
 Chi Yun School
 Ebenezer New Hope School
 Evangelize China Fellowship Holy Word School
 HKSVC&IA Chan Nam Chong Memorial School
 Hong Chi Morninglight School, Tuen Mun
 Hong Chi Winifred Mary Cheung Morninghope School
 PLK Law's Foundation School
 SAHK Ko Fook Lu Memorial School
 Sam Shui Natives Association Lau Pun Cheung School

Aided Primary Schools

Alliance Primary School Sheung Shui
 CCC But San Primary School
 Emmanuel Primary School
 FMB Chun Lei Primary School
 Fung Kai Liu Yun Sum Memorial School
 HHCKLA Buddhist Ching Kok Lin Association School
 HKSVC&IA San Wui Commercial Society School
 Lok Sin Tong Lau Tak Primary School
 Lui Cheung Kwong Lutheran Primary School
 Ma Tau Chung Government Primary School (Hung Hom Bay)
 Sau Mau Ping Catholic Primary School
 Shap Pat Heung Rural Committee Kung Yik She Primary School
 Shek Lei St. John's Catholic Primary School
 SKH Kei Wing Primary School
 SKH Kowloon Bay Kei Lok Primary School
 SKH St James' Primary School
 SKH St Matthew's Primary School
 SKH Tseung Kwan O Kei Tak Primary School
 SKH Yan Laap Memorial Primary School
 Tsang Mui Millennium School
 Tsuen Wan Public Ho Chuen Yiu Memorial Primary School
 Tsuen Wan Trade Association Primary School
 Tsz Wan Shan Catholic Primary School
 Yan Chai Hospital Chiu Tsang Hok Wan Primary School
 YLLPE Wai Chow School

Government Schools

King's College
 Kwun Tong Government Secondary School
 Sha Tin Government Primary School

Aided Secondary Schools

Aberdeen Baptist Lui Ming Choi College
 Buddhist Mau Fung Memorial College
 Cheung Sha Wan Catholic Secondary School (Boys' School)
 Fanling Kau Yan College
 FDBWA Szeto Ho Secondary School
 Hong Kong True Light College
 Ju Ching Chu Secondary School (Yuen Long)
 Shatin Pui Ying College
 Sing Yin Secondary School (Boys' School)
 SKH Holy Carpenter Secondary School
 SKH Lui Ming Choi Secondary School
 St Stephen's Girls College
 Tsuen Wan Public Ho Chuen Yiu Memorial College
 Wah Yan College, Hong Kong
 Wah Yan College, Kowloon
 YLPMSAA Tang Siu Tong Secondary School

Direct Subsidy Scheme School

Delia Memorial School (Hip Wo)
 Fukien Secondary School Affiliated School
 HKMA David Li Kwok Po College
 St Paul's College

Private/International Schools

Chinese International School
 ESF Peak School
 Kellett School (Kowloon Bay Campus)
 Kellett School (Pok Fu Lam Campus)
 Kingston International School

Education & Outreach

Community Concerts

In 2017/18 we presented 5 concerts that were free to the public in various locations around Hong Kong.

Chamber Music Festival

Community Family Concert with Fiesta Brass @ Asia Society

Community Concert with Festival Musicians @ Rotunda, Exchange Square

Rotunda, Exchange Square

Romer Quartet, 17 Oct 2017

Best of Brass, 15 May 2018

Hysan Place

Sousaphonics, 12 Oct 2017



Open Rehearsals

Three Festival rehearsals were opened to the public to give the audience insight into the creative process. Each rehearsal was followed by a question & answer session with the artists.



Music Talks

During the Chamber Music Festival, we presented three music talks to increase concert-goers' appreciation and understanding of the music. These included:

Inside Chamber Music: a streamed lecture by Bruce Adolphe, in collaboration with the Chamber Music Society of Lincoln Centre, followed by a live performance of Debussy's Sonata for Flute, Viola and Harp by the Lilac Trio.

Music appreciation talk: a talk by Dr Austin Yip about how to appreciate 20th Century music.

A Pre-concert talk in Cantonese by Ms Amy Tam before An Evening In Paris.



Masterclasses & Workshops

Seven masterclasses and chamber music coaching sessions were conducted by Chamber Music Festival musicians. This year we had a very diverse roster of instruments, including harp, flute, viola, violin and piano. 32 local music students participated in the masterclasses, which were attended by 285 audience members.



Richard O'Neill viola masterclass

Audience of Tomorrow Project

To make world-class music accessible to all, Premiere Performances donated 1200 tickets to local NGO's and students, including nearly 300 tickets donated to the 10th Anniversary Gala Concert.



Changing Young Lives Foundation with Viva Pipers

2017/18 Partner NGOs

Holy Carpenter Secondary School
Carmel Divine Grace Foundation Secondary School
Ho Tung Secondary School
Wah Yan College Kowloon
Fanling Kau Yan College
Christian Alliance S Y Yeh Memorial Primary School
Lee Andrew Memorial Anglo-Chinese Kindergarten
Yuen Long Long Ping Estate Wai Chow School
First Assembly of God Primary School & Kindergarten
Kowloon Tong Government Primary School

Tung Wah E Major
HK Federation of the Blind
Cheung Sha Wan Catholic Secondary School
Ebenezer New Hope School
Creative Secondary School
Hong Kong Academy for the Performing Arts
University of Hong Kong
Chinese University of Hong Kong
Education University of Hong Kong
Hong Kong Baptist University
Lingnan University
HKMA David Li Kwok Po College
VTC Orchestra

Changing Young Lives Foundation
Music Children Foundation
Red Cross
Youth Square
Oxfam Hong Kong
St Paul's Co-Educational College
HK Children's Choir
Playground Association (Hing King Centre)
Sprouts Foundation
International Christian Quality Music Secondary and Primary School

Recital Series

Series Proudly Supported by



The 2017/2018 Recital Series included all Hong Kong debuts, our first-ever voice recital, our second sold-out City Hall concert, and numerous unforgettable performances. We were thrilled to be working with Citi as our series Title Sponsor for the second year.



Z.E.N. Piano Trio

9 October 2017

Ever since Narek Haknazaryan's debut recital in 2016 we've wanted to bring him back – so when we learned he was touring in a piano trio with past Chamber Music Festival artist Zhang Zuo and rising star violinist Esther Yoo, we knew we had to bring the ZEN Trio to Hong Kong! Their exciting performances included masterworks by Haydn, Dvořák and Brahms.

Sponsors: Citi

“Excellent and superb!”
- Audience Member



Benjamin Appl, baritone with James Baillieu, piano

23 April 2018

Who better to present in our first-ever voice recital than the brilliant rising-star baritone Benjamin Appl, considered the current front-runner in the new generation of Lieder singers.

Appl's programme, entitled “Heimat” (German for homeland/belonging), explored the young baritone's relationship with his two homelands, Germany and England, through a combination of German and English lieder songs.

Sponsors: Citi, Goethe Institut, British Council and the Consulate General of South Africa

“Thank you so much for the opportunity to attend such a high quality concert while studying abroad. It has been the highlight of my time in Hong Kong so far!”
- Audience Member

Bomsori Kim, violin & Pallavi Mahidhara, piano

15 May 2018

Rising stars Bomsori Kim (violin) and Pallavi Mahidhara (piano) teamed up to perform virtuosic gems of the solo violin, piano, and duet repertoire includes Ysaÿe, Ravel, Sibelius and Kreisler.

This was Bomsori and Pallavi's first time playing together, but they so enjoyed their time together that we hope it was just the first of many!

Sponsors: Citi, Lanson Place, Le French May, Korean Chamber of Commerce



"I absolutely adored their playing!"
- Audience Member

Danish String Quartet

3 June 2018

This young Nordic quartet is one of the most sought-after ensembles in the world right now, and we were thrilled to present them in their Hong Kong debut, performing Mendelssohn, Beethoven, and their own arrangements of Nordic folk songs.

This recital sold out the stalls of City Hall Concert Hall – the first recital to do so since Milos in 2015. Furthermore, the Danish String Quartet had strong tickets sales despite being one of three high-profile professional string quartets performing in Hong Kong in the same week, evidence of the growing interest in chamber music in Hong Kong!

Sponsors: Citi, Skagen, The Luxe Manor, the Danish Chamber of Commerce



"Only admiration for those young people with genuine passion and dedication!"
- Audience Member



Chamber Music Festival (13-24 January 2018)

The 9th Chamber Music Festival featured an exciting mix of established ensembles performing themed programming with unusual instrumentation. Highlights included an all-French programme featuring harp superstar Emmanuel Ceysson on opening night, an exploration of Beethoven's development featuring the Jerusalem Quartet and the Sitkovetsky Trio, a night of 20th Century repertoire including ensembles with flue or clarinet, and a programme of Russian repertoire centred around a piano four hands arrangement of the Rite of Spring performed by the Polonski/Weiss duo.

「（耶路撒冷四重奏）
的獨奏可謂大巧不工，
超然於物。」

“The Jerusalem
Quartet’s solos are
beyond perfect.”

- 信報 Hong Kong
Economic Journal



“World class and
excellent to see
such artistry in
Hong Kong”

- Audience Member



In the 9th
Chamber
Music
Festival,
there were



“I thoroughly
enjoyed the variety
of repertoire in
particular the
staples of French
harp repertoire”

- Audience Member

4,500
3,300

Audience Members, inclu

audience members at the

In the 9th Hong Kong International Chamber Music Festival, there were:

- 22 events over 12 days
- 16 visiting and 20 local musicians
- 6 ticketed concerts including a Family concert
- 1 Education concert for senior secondary students
- 15 Beyond the Performances events, including:
 - ◆ 7 Instrumental masterclasses and workshop:
 - ◇ 1 chamber music coaching session
 - ◇ 1 violin masterclass
 - ◇ 2 piano masterclasses
 - ◇ 1 viola masterclass
 - ◇ 1 flute masterclass
 - ◇ 1 harp masterclass
 - ◆ 3 open rehearsals
 - ◆ 2 free community concerts
 - ◆ 3 music talks:
 - ◇ 1 Inside Chamber Music presentation featuring a streamed lecture from the Chamber Music Society of Lincoln Center and a live performance
 - ◇ 1 music appreciation talk
 - ◇ 1 pre-concert talk
- 16 Sponsors & Collaborators (See page 27)

100%

Of audience members thought concerts were enjoyable and high quality.

uding

e 6 ticketed concerts and

1,200

outreach participants.

Family Series

Premiere Performances' Family Series features interactive concerts designed to inspire a love of music in primary schools students. The 2017/18 season included three concerts: two Australian ensembles The Sousaphonics and Best of Brass, and local woodwind ensemble the Viva! Pipers.



The Sousaphonics

5 November 2017

Australian brass ensemble The Sousaphonics were back by popular demand with toe-tapping jazz and blues at Sai Wan Ho Civic Centre.

「音樂會曲目十分適合兒童欣賞，兒童都覺得十分開心，期待每次的音樂會。」

“The concert pieces were very suitable for children. The children are excited and looking forward to more concerts!”

- Audience Member

Viva! Pipers

21 January 2018

During the Hong Kong International Chamber Music Festival, local wind quintet the Viva! Pipers performed a Family Concert in Cantonese at Ngau Chi Wan Civic Centre.



“Very exciting, great for all ages!”

- Audience Member



“Amazing!”
- Audience Member

Best of Brass

13 May 2018

Brass quintet Best of Brass showed audiences the diversity of the brass family with tangos, waltzes, classical favourites and movie classics at a sold-out show at Sha Tin Town Hall. Best of Brass’ hotel rooms were kindly sponsored by the Prudential Hotel.

「現場參與性高！」

“The audience engagement was great!”

- Audience Member



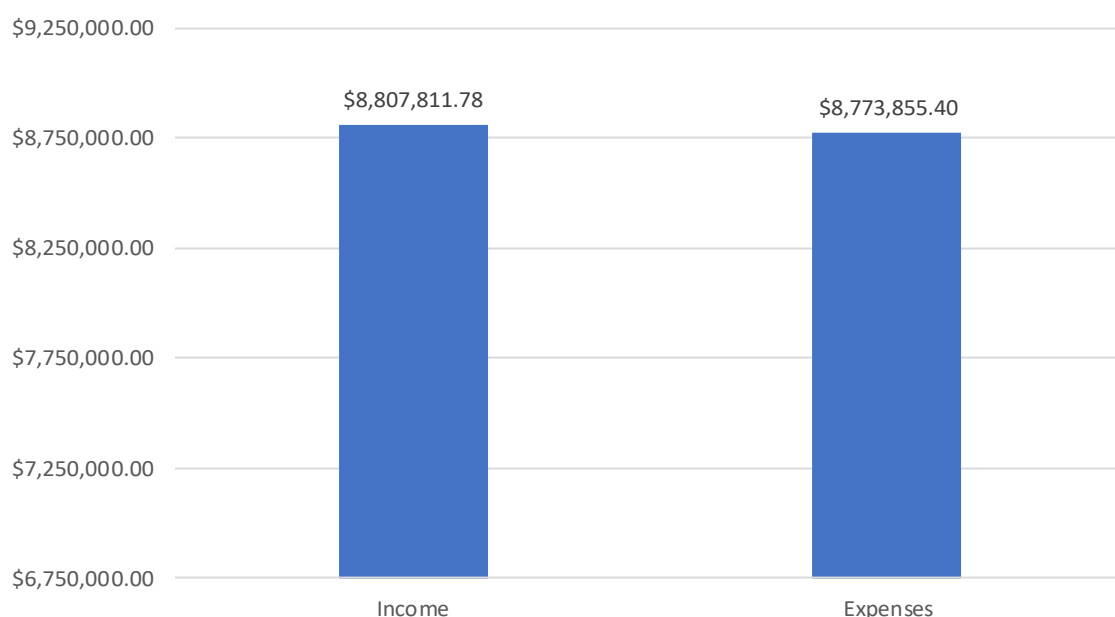
Music Children Foundation at Best of Brass concert

Financial Information

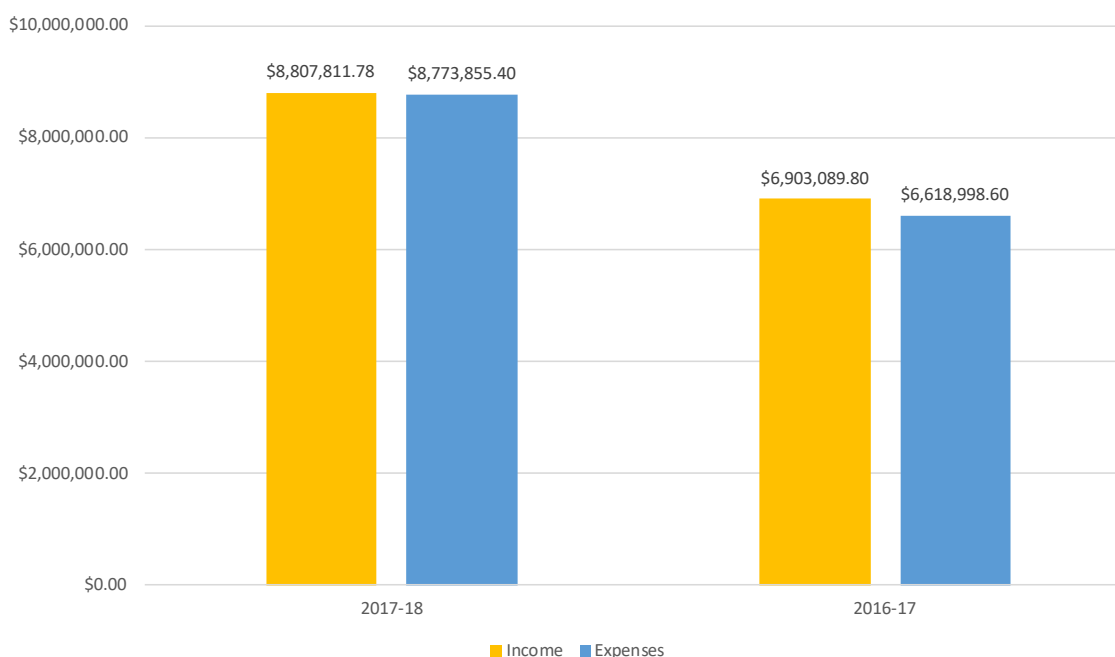
We closed the 2017-18 fiscal year just over breakeven with a net financial position of \$34,000, compared with a net position of \$284,000 in 2016-17. Overall, however, our budget was almost one third larger than in 2016-17. Our income in 2017-18 was 27% higher than in 2016-17, and our expenses increased by 32%. This increase is mirrored in our total audience reach, as we reached 32.7% more people through our programmes in this fiscal year (29,560 people in 2017-18 compared to 22,273 people in 2016-17).

To celebrate our 10th Anniversary, we held two special (non-recurring) events: our first ever fundraising gala (which raised over \$1.7 million from table sales, silent auction and sponsorship), and a chamber music concert at the Hong Kong Cultural Centre that was free to the public (which cost \$1.6 million). This was a great success, because the money earned at the Gala Dinner covered the total costs of the free public concert at the Cultural Centre.

2017-18 Net Position

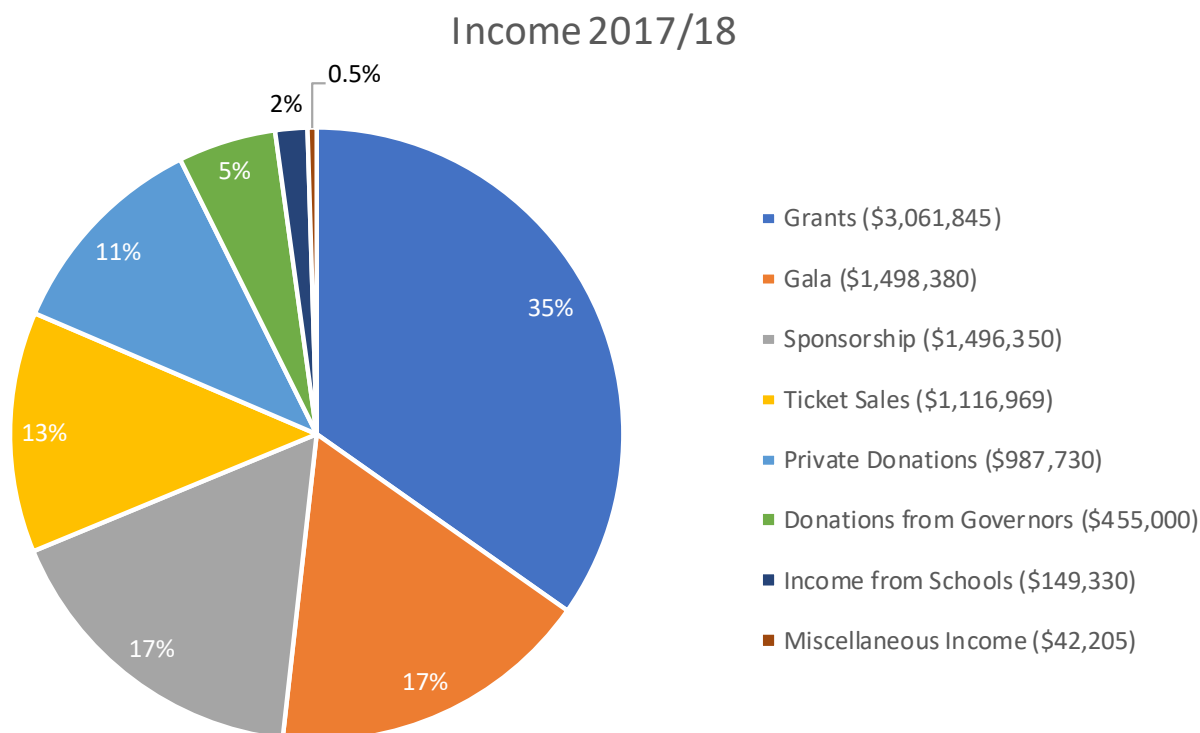


2017/18 Net Position compared to 2016/17



Income

Our largest category of income remains Government Grants (35%). However this year Table Sales/ Auction income from the Gala was the second most significant source of income at 17%. Sponsorship, Donations (including from Governors) and Ticket Sales were all roughly the same at 17%, 16% and 13% respectively.



There is no question that our single biggest stakeholder is the Home Affairs Bureau through its support under the Art Development Matching Grants Pilot Scheme. We simply would not be able to put on the range of programs that we do without such a high level of government support (35%). However, because their support is a matching grant, we must continue to expand our fundraising efforts through Donations and Sponsorship in order to achieve the maximum level of government support (\$3 million).

In 2017-18, Sponsorship income increased by

20%

In 2017-18, Sponsorship income increased by 20%. Although we still did not have a Title Sponsor for the Chamber Music Festival or the Chamber Music in Schools programme, we did find additional sponsors to support our Recitals as well as the 10th Anniversary Gala Concert & Fundraising Dinner.

Ticket revenue increased by **18.5%** from 2016-17, despite the fact that we had fewer ticketed concerts.

In 2017-18

we had a total of

12

Ticketed concerts

- 4 Recitals
- 6 Chamber Music Festival concerts
- 2 Family Concerts

with a total ticket revenue of

\$1,116,969

In 2016-17

We had a total of

14

Ticketed concerts

- 5 Recitals
- 5 Chamber Music Festival concerts
- 4 Family Concerts

With a total ticket revenue of

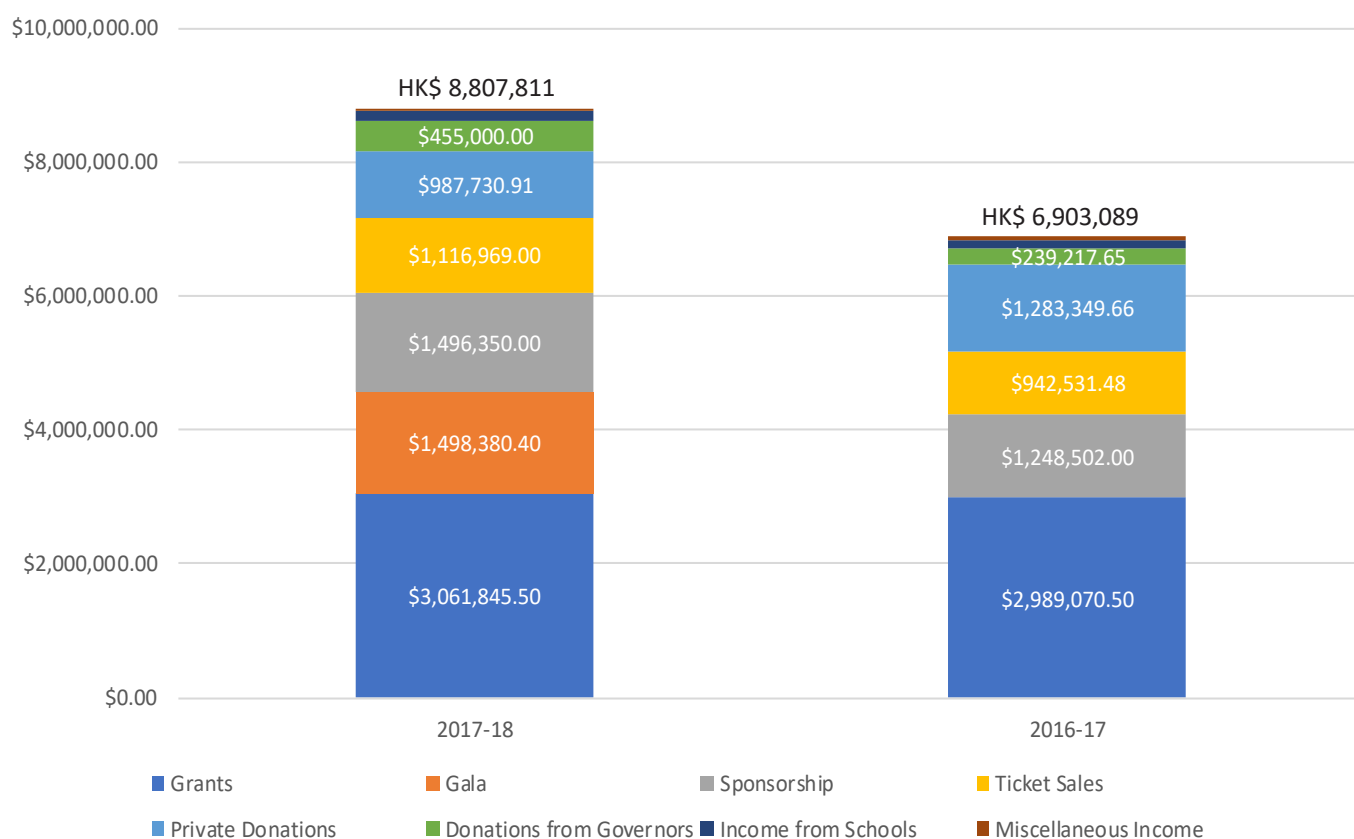
\$942,531

We had particularly strong ticket sales for our Spring Recitals including the Danish String Quartet which sold out, as well as the Chamber Music Festival.

Donations from individuals decreased by 23%, to \$987,731 from \$1,283,350, down almost \$300,000. This shortfall had to be offset by an increase in donations from Governors, which increased by \$215,000 over 2016-17.

As mentioned above, our entire budget grew by one third in 2017-18 (\$2.1 million), reflecting our increased activities over the 2017-18 year.

Income 2017/18 compared to 2016/17

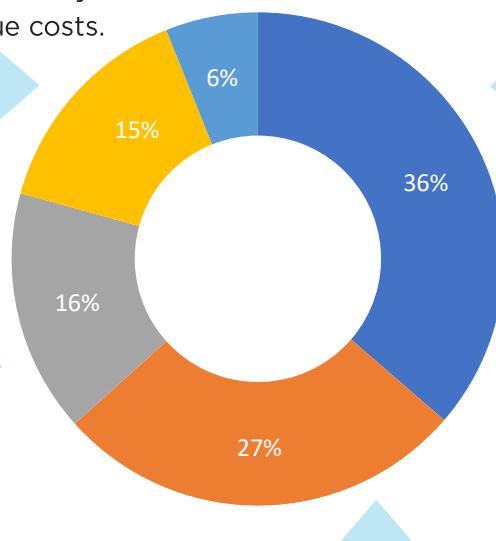


Expenses

Concert Production (venue rental, production, printing) remained stable at 15% of our expenses (15.5% in 2016-17), and increased in dollar terms by 25.3% to \$1.285 million from \$1.025. Again, this increase reflected the 10th Anniversary Gala Concert, as well as an increase in venue costs.

Marketing Expenses accounted for 16% of our Total Expenses, which is comparable to the 2016-17 level (16.6%). The amount we spent on marketing in 2017/18 increased by 27% over the previous fiscal year, primarily due to the additional branding campaign for the 10th Anniversary Gala Concert.

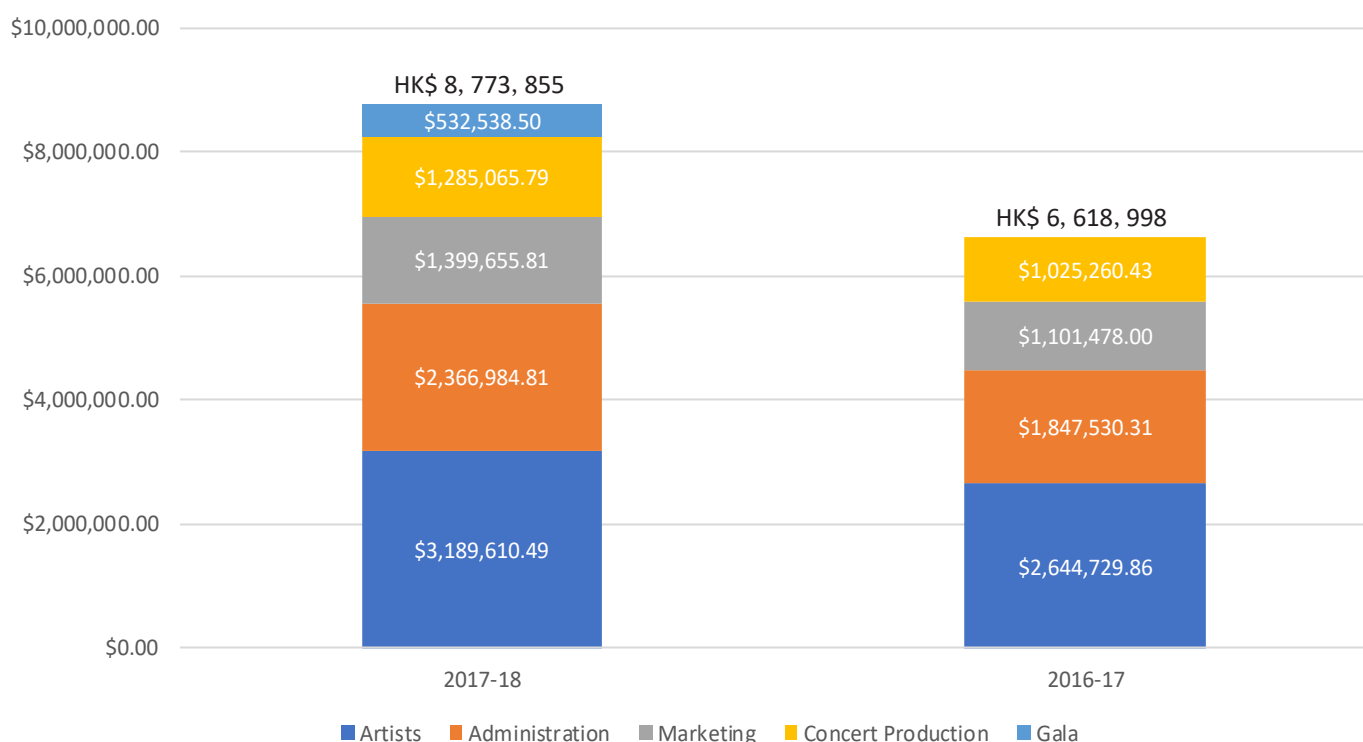
- Artists (\$3,189,610)
- Administration (\$2,366,984)
- Marketing (\$1,399,655)
- Concert Production (\$1,285,065)
- Gala (\$532,538)



Our single biggest expense remains **Artist Expenses** at 36%, which covers the costs of bringing performers to Hong Kong, including travel, accommodation and transportation. Artist Expenses in 2017-18 increased by 20% from 2016-17 (which is actually the lowest percentage increase out of all the expense categories).

Our **Administration Costs** were 27% of our total Expenses, which is consistent with the level in 2016-17 (27.9%). We spent \$2.367 million on Administration Expenses, up 28.1% from the previous year. The most significant increase came from adding an additional staff member (a junior person in Development) and hiring a PR/Marketing Consultant for the 10th Anniversary.

Expenses 2017/18 compared to 2016/17



Thank you to our supporters

In 2017/18 Premiere Performances was financially supported by the Art Development Matching Grants Pilot Scheme of the Government of the Hong Kong Special Administration Region.

Sponsors & Collaborators

Recital Series

Title Sponsor



Concert Sponsor

SKAGEN

Supporter



Hotel Sponsors



Salon Wine Sponsor



Collaborators



Hong Kong International Chamber Music Festival

Festival Sponsor



Concert Sponsors



Rosamond Brown

YangTse Foundation

Acknowledgement



Supporters



U.S. Consulate General
Hong Kong and Macau



Consulate General of Israel
Hong Kong
以色列駐香港總領事館



Venue Partner



Outreach Programme



Piano Sponsor



Harp Sponsor



Water Partner



Collaborators



10th Anniversary

Concert Sponsors



Hotel Sponsor

LANGHAM
HOSPITALITY GROUP

Gala Dinner Audio Partner

DEVIALET
INGÉNIERIE ACOUSTIQUE DE FRANCE

Gala Dinner Venue Partner



Gala Dinner Piano Sponsor



Gala Dinner Wine Sponsor



Best of Brass Hotel Sponsor



Family Concerts

PR Partner



Donors (as of 30 June 2018)

HK\$50,000+

Anonymous (6)
Audry Ai & Tom Morrow
Andrew Alexander
Sarah & Anthony Bolton
Jessica Bruser & Heath Zarin
The Capital Group Companies
Charitable Foundation
Rohin Chada
Charities Aid Foundation
America
Ester & Eugene Chung
Anne Farlow & Oliver Bolitho
Andrea Fessler & Davide Erro
Leonie Foong & Wen Tan
Great Eagle Holdings Limited
Goldman Sachs Matching Gift
Program
Wendy & Danny Hegglin
Jean Ho
Jenny Hodgson
Abby & Fred Hu
Haewon Hwang & Nick Taylor
Winnie Kwan & Mark Shuper
Kim & Adam Leitzes
Jeff Levy
Lipman Karas
Y.S. Liu Foundation Ltd.
Macquarie Group Foundation
The Ronald & Rita McAulay
Foundation
Vivek Sharma
Julie & Sebastian Wittgenstein
Elaine Wong and Fritz
Demopoulos
Clara Wu Tsai & Joe Tsai
YangTse Foundation

HK\$25,000-HK\$49,999

Aaron Chandrasakaran
Mira Christanto
Whitney Ferrare
Spencer Goh
Bobbi Hernandez & Morgan
Sze
Susan Ho & Andrew Brandler
Janice Lee & Joe Bae
Tracy Li
Alison Lusher & Benjamin
Falloon
Moon Yik Company Limited
Amna & Ali Naqvi
Tung Family Foundation
Jeanie Woo
Sofia Zanchini & Gaetano
Bassolino
Jason Zhang

HK\$18,000-HK\$24,999

Anonymous (1)
Esther & John Chi
GaveKal Endowment Limited
Nelson K. F. Leong
Doreen & Alain Le Pichon
Christina Matula-Häkli & Jukka
Häkli
Katherine & Willard McLane
Elena & Andrea Vella
Mr. K K Yeung, JP
Mi-Ran & Chi-Won Yoon

HK\$10,000-HK\$17,000

Anonymous (1)
Anchor International
Tzo Tze Ang & Eashwar
Krishnan
Brenda Baker & Steve Baum
Vishal Bhammer
Leslie & Brian Brille
Ming Chen & Jelmar deJong
Cheng Kar Wai
Vincent Chui
Rebecca & Anthony Correa
Sachin Divecha
Haylie Ecker & Marc Fisher
Marissa Fung Shaw
Sabrina & Spencer Fung
Natalie da Gama-Rose
Daphne Ho
Jane Kim
Tamara Kovse & Zoltan Varga
Tasha & Anish Lalvani
Radhika Mahidhara
Sharene Mak
Joanne Ooi & John Bleach
Ingrid & Jonas Palsson
Yana & Stephen Peel
Ellen & Frank Proctor
Lily & Andrew Riddick
Justine & Damian Roche
Mia Sakata & Emerson Yip
Sau Ching Charity Foundation
Takatoshi Shibayama
Anna Stephenson & Alan
Leigh
Fiona Steffensen
Maggie & Nelson Tang
Melanie Tang & Nick
Simunovic
Anne & John Witt
Adrian Wu
Hugh Zimmern

HK\$5,000-HK\$9,999

Anonymous (1)
Dania & Hani Abuali
Juliana Beckel & Jacob
Carnow
Molly Bersani
Iain Bruce
Lissi & Michael Bucher
Janice Chan and Louis Choy
Lewis Chung
Chung See-yuen
David Coates
Credit Suisse Foundation
Lydia Denworth & Mark Justh
Miki Edelman
Joseph Fok
Alison Harbert
Esther Heer
Claire Hsu & Benjamin Vuchot
Sonny Hsu
Doreen Jaeger-Soong
Andra Le Roux-Kemp
Selina Kuok & Paolo Picazo
Charlotte Lai Wing Sze
Amy & Mattias Lamotte
Edward Lau
Tak Lee
Lee Family
David Li
Helen & Arne Lindman

Deborah & Michel Lowy
Tytus Michalski
Evan Miracle
Nadine Ouellet & David Legg
Dimitra & Dimitri Perrotis
Lorenzo Restagno
Andrea & Ekhart Roth
Chrissy Sharp & Michael Lynch
Jeffrey Shiu
Audrey & Eric Slighton
Rajan Sujanani
Amy Tam
Su-Mei & Marcus Thompson
Christine Van & Martin Matsui
Clare Williams
Ella Wong
Amy Wood
Jessamy Woolley & Ralph
Sellar
Tony Xu
Adam & Kirsten Zaki
Jennifer Zhu Scott & Adrian
Scott

HK\$1,000-HK\$4,999

Anonymous (3)
Meenakshi Ambardar
Kylie Anania
Alicia Audibert
John Batten
Robin & Alexandra Black
Mimi Brown and Alp Ercil
Roberto Bruzzzone
Elizabeth Chan
Karen Chan
Elaine Cheng
Lucy Choi
Regina Chui
Elizabeth Clark & Richard
Boseley
Susan Clear
Ti & Gerald Dennig
Charles Firth
Carolyn Fong & James
Rodriguez de Castro
Angus Forsyth
Alise Franck
Fu Chong & Chen Lei
Emma Louise Fung—
ELFWORKS
Nelly & Kenneth HC Fung
Emily Gillett
Ember & Evan Goldstein
Ellen Gorra
Lori Granito - Go Gourmet
Oshan Gunawardana
Claude Haberer
Corey Hall-Cooper
Wu Han & David Finckel
Rumiko Hasegawa
Lina and Rami Hayek
John Heath
Deborah & Paul Hennig
Elaine Ho
Kevin Ho
Younma & Bruno Hostelet
Dede Huang & Alec Stuart
Hui Yui
Betty Hung
Mimi & Peabody Hutton
Carolyn & Pekka Johnson
Martine & Michel Jospé
Deborah Kan & Joseph
Gallagher
Inna Kanounikova
Kong Wing Fai
Kong Yuk Yi, Anna
Samantha & Jonathan Kriegel
Randolph Kwei
Cissy Lam & Robert Tang
Eric Landolt
Chui-Inn Lee
May Lee
Chui-Inn Lee & Jay Chen
Joan Leung
Camilla & John Lindfors
William Littlewood
Yang Liu
Judy Lo
George Long
John Louie
Craig & Michelle Lovett
Sandra Mak & Alex Hee
Jonathan Mandel
Stephen Matthews
Kwok-Ling Mau
Jane McBride
Sophie Mensdorff
Micramusic Limited
Siu Ming & Friends
Louisa Mitchell
Forrest Morr
Grandma & Cherry Ng
Amy & Lincoln Pan
Yvonne Poon & John H Boey
Gweneth Rehnborg
Georgina & Thibaut de
Rocquigny
Rubicon Communications Ltd.
Barbara Ann Rust
Philippa Salewicz
Andy Schnroth
Helen Scott
Nicole & Jonathan Silver
Miki & Andrea Sorani
Jinus & Lionel St. Exupery
Jean Sung & Peter Krismer
Time Out Hong Kong
Harriet & C.C. Tung
Caroline & Douglas Van
Kim & Thomas Walther
Olivia Wang
Kohei Anthony Watanabe
Tim Weinert-Aplin
Julie & Joe Welch
Allison Haworth West &
Michael
West
William Westbrook
Jennifer Wilson
May Wong
Sook Leng Wong
Wong Nai Hei
Benjamin Wu
Margaret Yang
Pauline Yeung
Peter Yu
Jelena Zec & Jonathan
McCullagh

WE NEED YOUR SUPPORT!

www.pphk.org

BUY TICKETS • MAKE A DONATION • VOLUNTEER



**PREMIERE
PERFORMANCES**
飛躍演奏香港