

PREMIERE PERFORMANCES ANNUAL REPORT

1 July 2018 -30 June 2019





















www.pphk.org



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Message from Founder & Executive Director

As I write this message in December 2019, looking back on the past year of programmes, it is hard to ignore the current political situation in Hong Kong. When we finished this fiscal year (for the year ended 30 June 2019) with our concert by Anne Sofie von Otter & Brooklyn Rider on June 3rd, Hong Kong was a very different place than it is today.

In several newspaper and magazine interviews in which I have recently participated, the journalists have asked me essentially the same question: "What is the value of classical music in today's contemporary society in Hong Kong?"

I had this discussion with my staff in August 2019, when we were contemplating the marketing campaign for our new season beginning in September. We discussed the relevance of what we do given all that was happening in Hong Kong. We concluded that our work is even more relevant in turbulent times, because music brings people together, and people need to have an emotional outlet and release for the stress of their day-to-day lives.

It is scientifically proven that listening to classical music has a beneficial effect on health. It lowers your blood pressure, wards off depression, reduces stress levels and decreases anxiety. This is particularly important to Hong Kong given recent events, as more people are suffering from stress and anxiety. After one of our concerts this fall, one member of the audience told me that "This was the first time I felt at peace since June". So we really feel that presenting classical music concerts at this time is a public service. Our audience members leave our concerts feeling refreshed and at peace – which is more relevant to contemporary society than ever before. This music has been listened to for hundreds of years – as it has universal appeal and relevance.

Unfortunately, in difficult times, funding for the arts is always the first thing that is cut. A number of our long-term sponsors declined to return this year. So if you like the events that we present, please consider supporting Premiere Performances to make sure that we can continue to grow and develop our programmes in the years to come, bringing the joy and love of music into the lives of people in Hong Kong every day. It may be more important than ever before.

ludice & fessla

Administration (as of 30 June 2019)

Board of Governors

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

Staff

Andrea Fessler, Founder and Executive Director
Henry Leung, General Manager
Kylie Anania, Development Director (October 2018-June 2019)
Loretta Cheung, Box Office Manager
Mailys Finel, Development Officer
Ainsleigh Hennig, Development Officer
Sally Hui, Arts Administration Manager (to March 2019)
Alice Lam, Arts Administration Officer (from October 2018)
Brandon Lin, Arts Administration Officer (to March 2019)
Leo Phillips, Director of Chamber Music

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.

Hoffmann Lai Mandy Wong Mimic Tse Winnie Tsui Christine Ngan Millie Tse Ceri Ngai Ariel Qiu

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 over 100 events each year, featuring a dynamic array of instruments, performance styles and musical genres.

In 2018/19, Premiere Performances organised:

42 public events private events gala 102 musicians impacting nearly and 9,500 15,00 students and audience members school concerts teachers





Our Programmes

Beare's Premiere Music Festival

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

Recital Series

Throughout the year, Premiere Performances presents a Recital Series, presenting rising stars and seasoned international favourites. Since 2007, we have presented over 55 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 features 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.



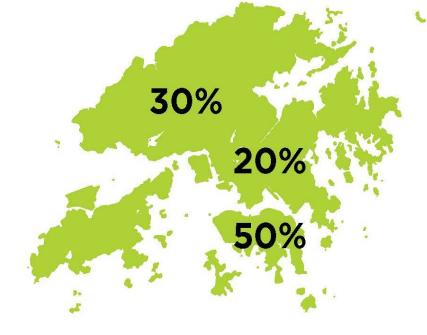


Audience Reach

Event (2018/19)	Concert Attendance	Outreach Attendance
Ulysses Quartet	192	-
Ulysses Quartet & Chamber Music Society of Yale Club of Hong Kong	974	-
Stephen Hough	973	-
Stile Antico	611	-
István Várdai & Sunwook Kim	799	-
Fiesta Brass	476	1,755
Beare's Premiere Music Festival	3,048	1,071
B'Tutta	291	6,019
New Dutch Academy	-	1,200
Jennifer Pike & Mahan Esfahani	765	-
Anne Sofie von Otter & Brooklyn Rider	882	-
Viva! Pipers	-	4,675
Private Salon Concerts	522	
Subtotal	9,533	14,720
Total Reach	24,253	

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

Donations at every level are extremely important to us, so we have created various donor programmes to support our work. Developing a strong and stable donor base is essential because we are the recipient of a government matching grant called the Art Development Matching Grants Scheme whereby every dollar we raise from donors is matched 150% by the Home Affairs Bureau. Without private donations, we would simply not be able to continue delivering the range and quality of our programmes.

Friends of Premiere Performances

Our Friends of Premiere Performances donor programme is open to anyone who donates HK\$1000 or more. In April 2019, we hosted a special salon with the Romer Quartet for our Friends at Lanson Place Hotel (our Hotel Sponsor for Mahan Esfahani & Jennifer Pike).



The Romer String Quartet at Lanson Place



Jennifer Pike & Mahan Esfahani at a private home in Pok Fu Lam

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. Donors who give \$10,000 or more are invited to these memorable experiences.

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 our world-class musicians. Highlight events included a tenor/cello/piano salon concert at a colonial mansion in Midlevels, and a private dinner with Stephen Hough (piano).

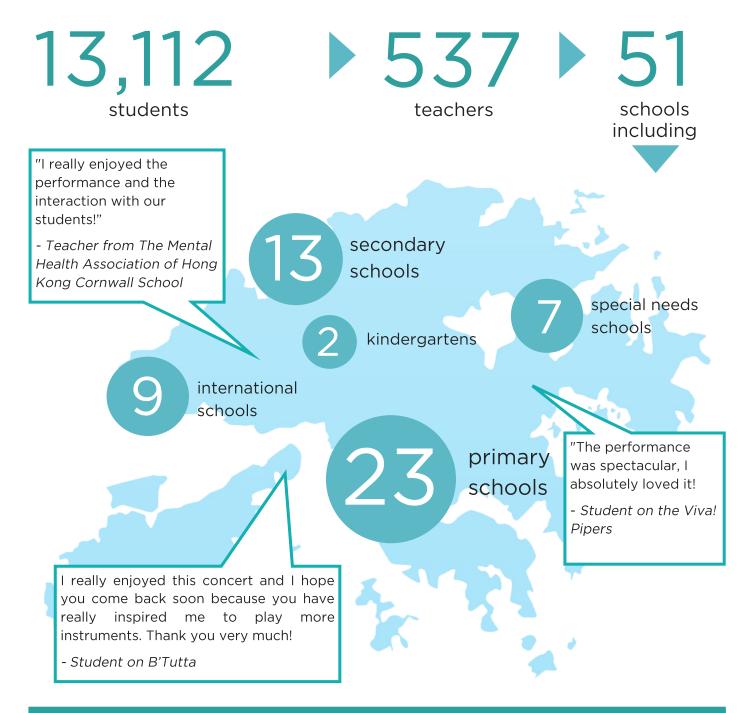


Young Music Lovers Circle Anniversary performance at a colonial mansion in Midlevels

Chamber Music In Schools

The Chamber Music In Schools Programme brings specially trained chamber music ensembles into local schools for performances and workshops. In 2018/19, Premiere Performances organised three school tours: one from Musica Viva Australia (percussion ensemble B'Tutta), local wind quintet the Viva! Pipers, and local 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 inschool performances. B'Tutta also provided coaching for both our local ensembles.





Since its establishment in 2013, Chamber Music In Schools has brought 14 different ensembles to 330 schools, reaching nearly 94,000 students and 3,500 teachers.



Schools Visited in 2018/19



Special Needs

Choi Jun School

Evangelize China Fellowship Holy Word School Hong Kong Red Cross Margaret Trench School Sam Shui Natives Association Lau Pun Cheung School

The Jockey Club Hong Chi School The Mental Health Association of Hong Kong Cornwall School

Kindergarten

Lock Tao Christian Kindergarten Wisely Kindergarten and Day Nursery

Aided Primary

Alliance Primary School, Sheung Shui Buddhist Chi King Primary School C.P.C. Yao Dao Primary School Hing Tak School

HK Sze Yap Commercial and Industrial Association San Wui Commercial Society School

Islamic Dharwood Pau Memorial Primary School Kwong Ming School

Lam Tsuen Public Wong Fook Luen Memorial School

Lee Chi Tat Memorial School/Tsang Mui Millennium School

Lok Sin Tong (L.S.T.) Yeung Chung Ming Primary School

Pentecostal Gin Mao Sheng Primary School Po Leung Kuk Castar Primary School

Po Kok Primary School/Yuen Long Po Kok Primary

School

Sacred Heart Canossian School S.K.H. Wei Lun Primary School

St. John The Baptist Catholic Primary School

Xianggang Putonghua Yanxishe Primary School of Science and Creativity

Yaumati Catholic Primary School

YLLPE Wai Chow School

Aided Secondary

Caritas Tuen Mun Marden Foundation Secondary School

Caritas Wu Cheng-chung Secondary School Fanling Kau Yan College

Ju Ching Chu Secondary School (Yuen Long) MKMCF Ma Chan Duen Hey Memorial College

Munsang College (Hong Kong Island)

NLSI Lui Kwok Pat Fong College

Pooi To Middle School

Shatin Pui Ying College

Tang King Po School

St. Stephen's Girls' College

Direct Subsidy Scheme

Heung To Middle School HKMA David Li Kwok Po College

Private/International

Chinese International School

Diocesan Girls' Junior School

ESF Peak School

International Christian Quality Music Secondary and Primary School

Kellett School (Kowloon Bay)

Kellett School (Pok Fu Lam)

Kingston International School

Norwegian International School

Stamford American School Hong Kong

Yew Chung International School of Hong Kong

Other

Arts Experience Scheme for Senior Secondary Students

School concerts by the Viva! Pipers were sponsored by















While not officially part of the Chamber Music In Schools programme, visiting ensemble The New Dutch Academy performed educational concerts in three local schools, exploring European Baroque music.





Education & Outreach

Community Concerts

In 2018/19, we presented eight concerts that were free to the public in various locations around Hong Kong.

Beare's Premiere Music Festival:

Chamber Music Society of Yale Club of Hong Kong @ Asia Society, 13 January 2019

Romer Quartet @ Asia Society, 13 January 2019

Community Concert by Festival Musicians @ Rotunda, Exchange Square, 17 January 2019

Rotunda, Exchange Square:

Chamber Music Society of Yale Club of Hong Kong, 23 Oct 2018

New Dutch Academy, 26 April 2019

Development of Local

Musicians

Hysan Place:

Fiesta Brass, 12 Oct 2018 B'Tutta, 14 March 2019

Lee Gardens Three:

Viva! Pipers, 13 Nov 2018



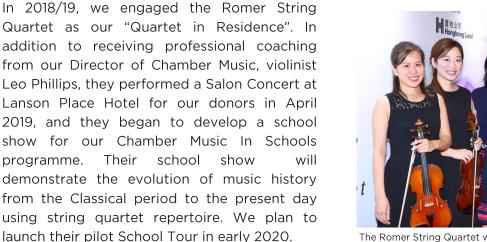
Dover String Quartet at the Rotunda, Exchange Square



B'Tutta at Hysan Place



Viva! Pipers at Lee Gardens Three





The Romer String Quartet with Andrea Fessler



Talk by Philip Aird



Lecture by J&A Beare at the Asia Society

Masterclasses & Workshops

Six masterclasses and chamber music coaching sessions were conducted by Festival musicians. This year we had a very diverse roster of instruments, including clarinet, cello, viola, string quartet, violin and piano. 23 local music students participated in the masterclasses.



Dover Quartet masterclass

Music Talks

During the Beare's Premiere Music Festival, we presented six music talks to increase concert-goers' appreciation and understanding of the music. These included:

Violin lectures by J&A Beare: Thanks to our new partnership with Title Sponsor J&A Beare violin dealer, we presented two lectures about violins. These lectures were entitled "How to find the perfect violin for your child" and "A history of violin making".

Lectures by Philip Aird: The President of the European String Teachers Association, Philip Aird, presented two lectures during this year's Beare's Premiere Music Festival. The first, entitled "How to start a chamber music programme in your school", was aimed at local music teachers, and the second lecture, "How technology can enhance your music practice", explored a variety of online applications that can help with practicing music.

Music Appreciation Talk: Dr Austin Yip gave a very informative talk about how to appreciate 20th Century music.

Inside Chamber Music: A streamed lecture by Bruce Adolphe, in collaboration with the Chamber Music Society of Lincoln Center, was followed by a live performance of Bartók's "Contrasts" for violin, clarinet and piano, performed by the Chamber Music Society of Yale Club of Hong Kong.

Pre-Concert Talks: Two pre-concert talks helped audiences to understand the upcoming concert. One talk was conducted in English by Dr. Georg Predota before Forward Movement, and another talk was given in Cantonese by Mr. Leon Chu before Viva Tango.

Education Concert

A matinée concert was performed for 600 secondary students at Tsuen Wan Town Hall as part of the Audience Building Office's Arts Experience Scheme for Senior Secondary Students. The concert featured performances of *Letters from Argentina* by Lalo Schifrin and Selected Tangos by Astor Piazzolla, and was hosted by local music critic Leon Chu.

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.



Education Concert



Open Rehearsal: Louis Spohr, "Double Quartet in D minor, Op. 65"



Tango Lessons

To get the audience excited for our closing night Tango concert, we organized two tango dance lessons with tango instructor Eliana Sanchez Arteaga.

Audience of Tomorrow Project

To make world-class music accessible to all, Premiere Performances donated 737 tickets to local NGOs and students. The Audience of Tomorrow Project was supported by 6 donors who gave a total of \$90,000.

2018/19 Partner NGOs

ChickenSoup Foundation
Children Medical Foundation
Christian Action
City University of Hong Kong
CUHK (Int'l Asian Studies Programme)
CUHK (Music Department)
CUHKCUHK
EdUHK
EI Sistema Hong Kong
Elite Chamber Orchestra
Habitat for Humanity Hong Kong
Heifer Hong Kong
HK Society for Rehabilitation
HKAPA

HKBU
HKBU Choir
HKMA David Li Kok Po College
HKU
Lingnan University
Men in Jazz
Mother's Choice
Music Children Foundation
Music Teacher
MYO
Oxfam Hong Kong
Po Leung Kuk Camões Tan Siu Lin
Primary School
Save the Children Hong Kong

Soco
Stewards Sha Kok Youth & Children's
Centre
The Society for the Aid and
Rehabilitation of Drug Abusers
Tin Shui Wai Little Angel Children Choir
TWGHs
TWGHS E Major
Youth Square

2018/19 Recital Series



The 2018/2019 Recital Series included an exciting mix of returning favourites and Hong Kong debuts, with numerous unforgettable performances. We were thrilled that Citi returned for the third year in a row as our series Title Sponsor.



"A delightful piano recital by Stephen Hough whose performance of Beethoven's Appassionata Sonata was nothing short of superb!"

- Audience Member

Stephen Hough, piano

8 October 2018

The 2018/19 season opened with the return of piano genius Stephen Hough, with a programme pairing Debussy with Beethoven and Schumann. Commemorating the 100th anniversary of the Debussy's death, this programme explored the radical nature of Debussy's music.

Sponsors & Collaborators: Citi, British Council



"Bach and Franck in the second half was sublime. A very talented cellist!" - Audience Member

István Várdai, cello & Sunwook Kim, piano

5 November 2018

Hungarian cello sensation István Várdai made his Hong Kong debut alongside Korean pianist Sunwook Kim. With countless wins at international competitions between them, these musicians were perfectly paired in a diverse programme featuring Schubert, Falla, Kodály, Bach and Franck.

Sponsors & Collaborators: Citi, Korean Cultural Center, OZO Wesley, Consulate General of Hungary, Consulate General of Korea

Jennifer Pike, violin & Mahan Esfahani, harpsichord

21 May 2019

Powerhouse duo of BBC New Generation Artists Jennifer Pike (violin) and Mahan Esfahani (harpsichord) presented a programme pairing J.S. Bach with works by contemporary composers. This was our first-ever harpsichord recital, and we look forward to hearing this incredible instrument again next season. This was Jennifer's Hong Kong Debut.

Sponsors: Citi, Lanson Place Hotel, British Council



"The pair set the scene vividly, their playing bouncing off the other's to great effect, Pike bathing in warm melodies and impressing with clean harmonics and seemingly at one with Esfahani's harpsichord."

- Christober Halls, SCMP

Anne Sofie von Otter, mezzo-soprano & Brooklyn Rider, string quartet

3 June 2019

The 2018/19 Recital Series closed with the return of groundbreaking string quartet Brooklyn Rider alongside superstar mezzosoprano Anne Sofie von Otter. Their programme of contemporary songs featured an eclectic mix of pop and contemporary classical composers ranging from Björk and Elvis Costello to Philip Glass and Caroline Shaw.

Sponsors: Citi, The Luxe Manor Hotel, the Consulate General of Sweden



"Artistic rapport at the highest level was instantly apparent... Flawless intonation dominated Mirror for a Prince, while crystal-clear diction, a given from the mezzo-soprano, impressed in the entertaining For Sixty Cents with precise pizzicato and effects from the string players."

- Christopher Halls, SCMP

Beare's Premiere Music Festival (16-24 January 2019)



This year marked the 10th edition of the Hong Kong International Chamber Music Festival, renamed the Beare's Premiere Music Festival. We were delighted to welcome J&A Beare, the world's pre-eminent dealer of fine antique stringed instruments, to our Festival as the new Title Sponsor and we look forward to many years of collaboration.

This Festival involved a record number of musicians, with 22 international musicians, plus superstar mezzo-soprano Joyce DiDonato and chamber orchestra II Pomo d'Oro on opening night. Highlights included Joyce DiDonato's powerful performance of "In War & Peace", our first Festival concert at Tai Kwun featuring the Dover Quartet, the Asian premiere of a work by George Tsontakis, and a lively finale of Tango music by Astor Piazzolla and Lalo Schifrin.

"I think this was the best performance I've seen in Hong Kong. How wonderful to see such attention to every detail in a complex production and everything done at the highest artistic level. Her "Lascia chi'io pianga" was the most beautiful thing I've ever heard. Thank you for bringing this to Hong Kong!"
Audience Member on Joyce DiDonato



"World class and excellent to see such artistry in Hong Kong"

- Audience Member



In the 10th
Beare's
Premiere
Music
Festival,
there were:



"So interesting to see the combination of mandolin and string quartet. This concert introduced me to music that I didn't know I love."

- Audience Member

4,100 Audience Members, including 3,050 audience members at the six

In the 10th Beare's Premiere Music Festival, there were:

- 29 events over 14 days
- 23 International musicians, plus 17 members of Il Pomo d'Oro and 1 dancer
- 18 local musicians
- 3 international lecturers and 1 tango teacher
- 5 ticketed concerts
- 1 education concert for senior secondary students
- 22 free Beyond the Performances events including:
 - 6 Music Talks
 - 1 Inside Chamber Music lecture and performance
 - 4 free community concerts
 - 2 tango lessons
 - 3 open rehearsals
 - 6 masterclasses
- 24 Sponsors & Collaborators

"The concert was amazing. Not only did I enjoy the diversity of the program and performers, but also the introductions to some of the pieces." - Audience Member





Of audience members thought concerts were enjoyable and high quality.

ticketed concerts and $\frac{1}{1}$ outreach participants.

10th Anniversary Gala Fundraising Dinner



We celebrated ten years of bringing the best chamber music to Hong Kong with a fundraising Gala Dinner at Tai Kwun on 19 January 2019. With 140 patrons in attendance, the event included a cocktail reception at Behind Bars, a concert featuring our Festival musicians at the JC Cube, and a dinner and silent auction at Madame Fu Grand Café Chinois. It was a unique and elegant evening in a beautiful setting – perfect for celebrating the achievements of the Festival over the past ten years.





Family Series

Premiere Performances' Family Series features fun and interactive concerts designed to inspire a love of music in children age 5-11. We presented two Family Concerts in 2018/2019: Australian percussion ensemble B'Tutta, and our local brass quintet, the Fiesta Brass.



Fiesta Brass

9 December 2018

The Fiesta Brass performed their first ticketed Family Concert to a sold-out house at the Sai Wan Ho Civic Centre. Performing a lively mix of movie music, show tunes, classical favourites and Christmas music, this concert was the perfect way to wrap up our 2019 concerts.

- 「是一場很有趣又有教育意義的音樂會」
- "It was a fun and educational concert!"
- Audience Member

B'Tutta

10 March 2019

Australian percussion ensemble B'Tutta made their Hong Kong Debut at Sha Tin Town Hall, performing music inspired by everything from Brazillian Samba to Tokyo subways.

Sponsor: Lipman Karas, Prudential Hotel

「節目能讓小朋友認識更多音樂元素」

"This concert taught my kids about music" - Audience Member



Other Events & News



Ulysses String Quartet

9 September 2018

We had our first Pop-Up Concert at Tai Kwun's new JC Cube, featuring the Hong Kong debut of the Ulysses Quartet, rising stars in the string quartet world. This award-winning quartet presented an impressive programme of Haydn, Bartók and Beethoven.

Sponsors & Collaborators: Sharene & Ian Mak, OZO Wesley, Kwang Hwa Information and Culture Centre, Consulate General of Canada, Canadian Chamber of Commerce





Children's Medical Foundation Benefit Concert

10 September 2018

In collaboration with the Ulysses Quartet and the Chamber Music Society of Yale Club of Hong Kong, Premiere Performances presented a Benefit Concert in support of the Children's Medical Foundation (CMF). Local and international musicians combined forces to present a beautiful chamber music programme. Proceeds of this concert supported CMF's incredible work serving premature and critically-ill newborns in China.







Stile Antico

22 October 2018

Award-winning UK chamber choir Stile Antico made their Hong Kong debut in October 2018 with a vibrant and moving selection of some of the most outstanding music of the Renaissance. Performing without a conductor, Stile Antico was the perfect ensemble for our first choral concert. This performance was a co-presentation with Tallis Vocalis.

Sponsors & Collaborators: Tallis Vocalis, British Council



New Dutch Academy

24-29 April 2019

Netherlands-based Baroque music ensemble the New Dutch Academy visited Hong Kong for a one-week educational tour in April 2019. Their tour featured three school concerts, a community concert and two private concerts. The ensemble, featuring viola, baroque cello, harpsichord and soprano, took audiences on an exciting musical journey across Baroque Europe, with works by Handel, Bach, Telemann and Zelter.



Sponsors & Collaborators: Novotel Hotel, Consulate General of the Netherlands



Women of Influence Award

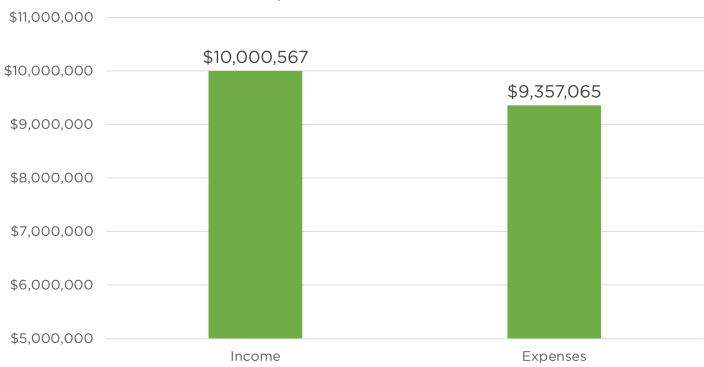
Premiere Performances' Founder and Executive Director Andrea Fessler was awarded the American Chamber of Commerce's Master of the Arts award at the Women of Influence Awards ceremony in December 2018.

The Master of the Arts award is awarded to a woman who is a leading personality in the arts in Hong Kong, and the winner is selected based on personal accomplishments, community involvement, impact and influence on the arts in Hong Kong.

Financial Information

This was the biggest year in Premiere Performances' history. Not only did we close the year with a surplus of \$275,734.77 (after the extraordinary item of our office move), but our income grew by 14% over 2017/18 which was already our largest year to date. Our expenses increased by 7% over 2017/18.





2018/19 Net Position Compared to 2017/18



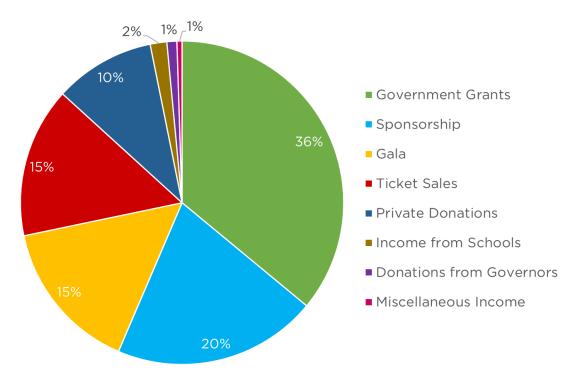
Income

Our largest category of income remains Government Grants (36%) as we were a recipient of the Home Affairs Bureau's Arts Development Matching Grant Scheme as well as the Arts Development Council's Arts Administration Internship Scheme.

For the second year in a row, Sponsorship was the second most significant source of income at 20%. Ticket Sales and Gala Income each represented 15% of the budget, and Private Donations (including from Governors) decreased to 11%.

This year, we celebrated the 10th Anniversary of the Hong Kong International Chamber Music Festival (now renamed the Beare's Premiere Music Festival) with a special (non-recurring) fundraising gala which raised \$1.5 million from table sales, silent auction and sponsorship, making the gala our third-largest source of income.





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. 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 2018/19, Sponsorship income increased by

37%

In 2018/19, Sponsorship income increased by 37%, primarily because of our new long-term Title Sponsor for the Chamber Music Festival, J&A Beare of London. Although we still do not have a Title Sponsor for the Chamber Music In Schools programme, BNP Paribas became the Ensemble Sponsor for the Viva! Pipers.

Ticket revenue increased by 55% from 2017/18.

In 2018/19

we had a total of

13

Ticketed concerts

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

with a total ticket revenue of

\$1,504,015

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

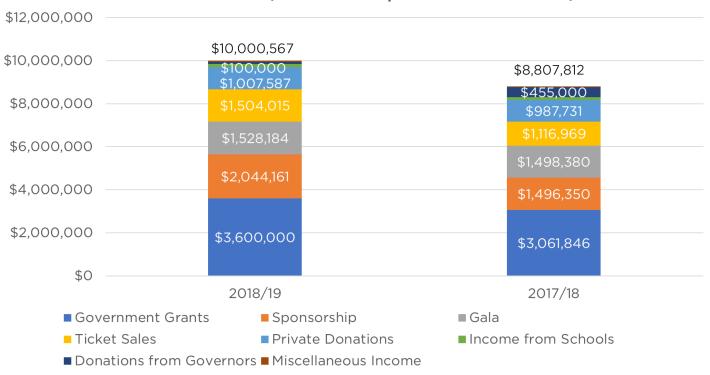
\$1,116,969

We had particularly strong ticket sales for Joyce DiDonato "In War and Peace" (Opening Night of the Beare's Premiere Music Festival) and Stephen Hough's Recital, which contributed to this increase in revenue.

Private donations decreased by 23%, to \$1.1 million down from \$1.4 million in 2018/19. This was primarily due to a 78% decrease in donations from Governors, which decreased by \$355,000 from 2017/18 levels. The Governors continued to show their support through Sponsorship and Gala Table Sales and Auction Income. Excluding Governors, private donations actually increased by 2%. In 2018/19 we received donations from 90 individuals, approximately 20 of whom were new donors (compared to 80 individual donors in 2017/18).

Our budget grew by 14% in 2018/19 (\$1.19 million), reflecting our increased activities over the 2018/19 year.

Income 2018/19 Compared to 2017/18



Expenses

Our single biggest expense remains Artist Expenses at 37%, which covers the costs of bringing performers to Hong Kong, including travel, accommodation and transportation. We presented 30% more artists in 2018/19 compared to 2017/18 (mostly through ensembles like II Pomo D'Oro and Stile Antico), however Artist Expenses in 2018/19 only increased by 8% from 2017/18.

For the first time, Concert Production (venue rental, production, printing) exceeded Marketing Expenses, at 16% of our total expenses (15% in 2017/18), and increased in dollar terms by 16% to \$1.48 million from \$1.285 million. This is primarily due to the costs associated with staging Joyce di Donato's "In War & Peace", which was definitely

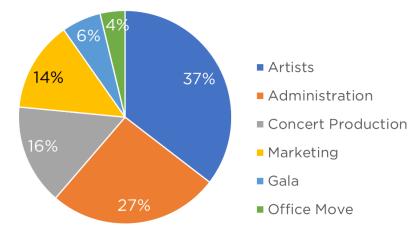
our most expensive concert to date.

Marketing Expenses decreased by 5% over the previous fiscal year, accounting for 14% (\$1.33 million) of our total expenses, down from 16% (\$1.4 million) in 2017/18.

Administration Costs remained 27% of our total expenses, which is consistent with the level of the previous two years. We spent \$2.5 million on Administration Expenses, up 6% from the previous year.

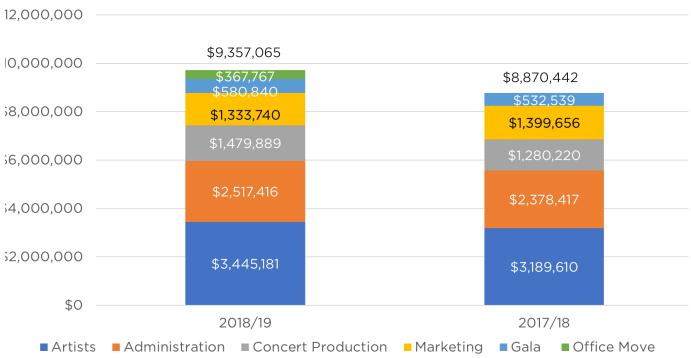
This year, we incurred extraordinary costs of \$368,000 for our office move, including renovation work and

Expenses 2018/19



furniture. After five years in our cozy office in Wanchai, we had outgrown the space and needed to move. We were very fortunate to find a fantastic office in Leighton Centre in Causeway Bay, thanks to our friends at Hysan. We are also very grateful to KplusK Architects who took on our project on a pro bono basis. Please come visit!

Expenses 2018/19 compared to 2017/18



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