TEG FINANCE TERMS & DEFINITIONS

Updated as of February 2024

TEG Finance Terms & Definitions

- **Accruals** – a revenue or cost accounted for in a period other than the current
- **Artist Walkout** – Artist guarantee plus overages (+percentage)
- **Budget** – An annual financial plan for a business to achieve targets in revenue, GP, EBITDA
- **Capex** – Capital Expenditure. The purchase of a long-term physical asset (Office furniture)
- **Cost of Sales** – Direct costs related to making sales
- **DEF** – Document Execution Form
- **Depreciation** – Allocates the cost of a long-term asset over its useful life (i.e. laptop over 3 years)
- **EBIT** – Earnings Before Interest & Taxes. EBITDA after depreciation and Amortisation
- **EBITDA** – Earnings Before Interest, Taxes, Depreciation & Amortisation. Calculated as GP less Opex
- **Face Value** – patron ticket cos
- **Forecast** – An ongoing update of the Budget targets. At TEG this is done monthly
- **FPA** – Financial Planning & Analysis
- **GLM** – Green Light Memorandum
- **GP** – Gross Profit – calculated as Revenue less Cost of Sales
- **Gross** – Before deduction of fees, costs, tax
- **Guarantee** – Artist performance fee
- **Margin** – Generally a metric as a % of revenue. I.e. GP Margin would be GP / Revenue
- **MSA** – Master Services Agreement
- **Net** – After deduction of fees, costs, tax
- **Opex** – Operating expense. Relates to costs incurred for business to run day to day (rent, staff)
- **Payable** – amount owing to, either another TEG business or third party
- **Receivable** – amount owed to a TEG business
- **Revenue** – Sales generated from normal business operations
- **Sold Show** – sell the show off to another promoter for a set price
- **Ticketing Settlement** – payment of Net ticket proceeds to venues or promoter
- **TSA** – Ticketing Services Agreement
- **Uplift** – profit above ticket face value
- **VHA** – Venue Hire Agreement
- **WHT** – Withholding Tax for Non-Residents