



Rigeto investors acquire stake in BEAT Group

Munich, 11 January 2024

A group of investors advised by **Rigeto Unternehmerkapital** has acquired a majority stake in the Beat Group, which consists of **Dance All Day Musicvertriebs GmbH (DAD)** and **Nova MD GmbH (NMD)**. The group specialises in the digital and physical distribution of music and books.

At DAD, music, eBooks and audiobooks are distributed digitally via the cloud-based platform FEIYR, which is one of the leading European digital distributors. feiyr offers around 100 thousand artists and authors with around 1 million titles access to over 100 streaming portals (e.g. Spotify, YouTube, Apple Music, Amazon). The focus is on independent artists ("long tail").

In addition to listing the printed book and providing access to retailers (including wholesalers, online retailers and bricks-and-mortar stores), NMD offers authors additional services such as logistics and digital and social media marketing. The company is a pioneer in the market with its range of self-publishing authors.

A key driver of change in the digital music distribution market is the displacement of conventional distribution channels by streaming. In the book sector, there is a growing trend towards self-publishing. Authors thus enjoy artistic freedom and benefit from faster publication and greater marketing flexibility.

Armin Wirth laid the foundation stone for the Beat Group in 2001. He will continue to support the companies as Managing Director, working towards the medium-term goal of establishing a succession plan with Rigeto. Rigeto supports the management team in maintaining and accelerating the current growth trajectory.

This is Rigeto Unternehmerkapital's eighth platform investment in the software and technology sector after Annuity Management (2015), Empolis (2017), Swissphone (2019), Myra Security and Oehm & Rehbein (both 2020), Comdesk (2021) and AndCompany (2022).

BLOMBERG is a high-end tax boutique based in Munich, Germany. The law firm focuses on advising entrepreneurs, companies and investors, in particular on M&A transactions, corporate structuring issues, succession planning and disputes with the tax authorities.

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