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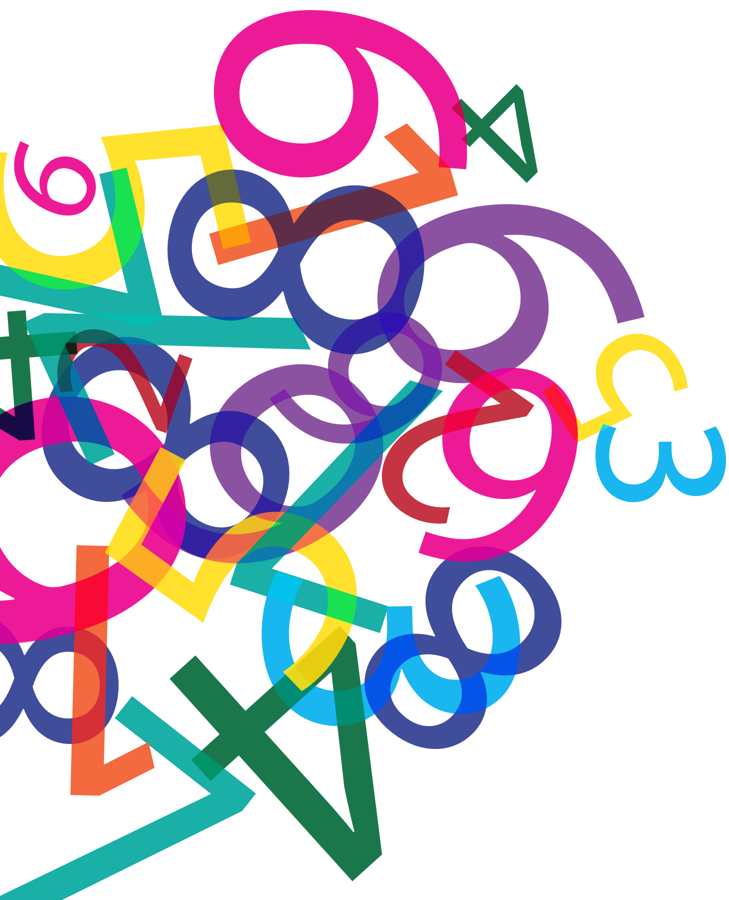
Recording Industry in Numbers

THE RECORDED MUSIC MARKET IN 2012

ifpi

THE DEFINITIVE SOURCE OF GLOBAL MUSIC MARKET INFORMATION. 2013 EDITION

Contents



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An Industry on the Path to Recovery

By Frances Moore, CEO, IFPI

I am pleased to introduce IFPI's 2013 edition of Recording Industry in Numbers. The pages that follow are packed with the latest data and analysis, providing the definitive statistical guide to the global music business.

This year has started with a welcome improvement in the global market. After more than a decade of decline, the industry is on the path to recovery, with global revenues increasing for the first time since 1999. At an international level, there is a renewed sense of optimism.

This development has not happened by accident. The music industry has adapted to the digital world. Today, it provides consumers with the experiences they want and is successfully monetising music through a range of business models.

The figures in this book reflect this. First, it is the digital business that is primarily driving growth. In markets such as India, Sweden and the US more than half our revenue is from digital channels. Second, we are rapidly globalising. Large emerging markets such as Brazil, India and Mexico have seen new services launch in recent years, and the growth rates of those countries in 2012 – 9%, 22% and 8% respectively – reflects their impact.

"AFTER MORE THAN A DECADE OF DECLINE, THE INDUSTRY IS ON THE PATH TO RECOVERY, WITH GLOBAL REVENUES INCREASING FOR THE FIRST TIME SINCE 1999. AT AN INTERNATIONAL LEVEL, THERE IS A RENEWED SENSE OF OPTIMISM."

Consumer choice has been revolutionised. Every significant market in the world now has a licensed download or subscription service, and the vast majority have several. Downloads remain the dominant digital revenue stream, but the subscription model is here to stay. Two years ago, there were eight million paying subscribers globally; today, there are more than 20 million.

In this year's report we publish some comprehensive consumer research conducted by Ipsos MediaCT across nine markets worldwide. It shows encouragingly that consumers are engaging with licensed services. To highlight one statistic among many, six in ten internet users have used a licensed service in the last six months. Digital music is rapidly going mainstream.

There is another message that comes out of the data in this book. Recorded music is also helping drive a broader world of digital commerce. Data published in IFPI's Investing in Music report last year shows that record companies remain the primary financial supporters of talent, investing around US$4.5 billion in new music annually.

The ripple effect from this investment travels far and wide. Just look at Facebook and Twitter, where artists are the most followed people on those services. And consider the value of a smartphone or a pair of headphones without the music they play.

Despite all this success, the industry still faces huge barriers to further growth. One-third of internet users globally still regularly access unlicensed services. What other industry has to cope with a third of its potential customers being able to get copies of its own products from illegal sources?

I believe that it is at this point, when our industry is on the path to recovery, that the role of governments in securing a fair market environment is more critical than ever. We seek cooperation from a range of intermediaries to help control piracy – advertisers, ISPs, payment providers and search engines. Some of these are doing encouraging things; some are not doing nearly enough. Moving the needle on intermediary cooperation in fighting piracy is a top priority for IFPI in 2013.

As the figures in this book show, if we can address these challenges, the potential for further industry growth in the years ahead is very exciting.

Frances Moore

Sources & Notes

Sources

- Population, language: World Factbook (www.cia.gov).
- GDP per capita (PPP): World Factbook (www.cia.gov).
- GDP % change: World Factbook (www.cia.gov).
- Currency, exchange rates: Oanda (www.oanda.com).
- Population by age group: World Factbook (www.cia.gov).
- Internet users: Screen Digest and IFPI National Groups.
- Broadband households: Screen Digest and IFPI National Groups. Figures refer to any household internet connection above 150Kbit/s. Broadband connections are fixed connections and do not include mobile phones, or WiFi hotspots. Technologies used include DSL,cable, FTTH and satellite.
- Mobile subscriptions: Screen Digest and IFPI National Groups. Figures refer to the total number of active mobile subscriptions.
- Active smartphones: Screen Digest and IFPI National Groups. Figures refer to the smartphone installed base.
- Active tablets: Screen Digest. Figures refer to the tablet installed base.
- Top selling songs and albums: Local chart compilers and IFPI National Groups.
- Top independent labels: IFPI National Groups.
- Digital single tracks and albums: IFPI National Groups, chart companies and Nielsen Music.

Notes

- **Trade value:** or wholesale value refers to record companies' revenue from the sale/licensing of recorded music products to domestic retailers/intermediaries, net of discounts, returns and taxes. Premium sales (physical and digital) are included. Promotional goods, non-music/non-sound recording artist related income, distribution fees and income from legal settlements are excluded. All analysis, growth and trends, are based on trade values unless otherwise stated. Figures are provided by the record companies in the respective markets to the local IFPI. IFPI applies a 'coverage factor' to the figures to account for non-reporting companies, therefore representing 100% of the market.
- **US$ values:** historical local currency values re-stated at the 2012 exchange rate.
- **Physical sales:** includes sales of all physical formats, including CD, vinyl, cassettes and other. CD sales ordered via the internet (e.g. Amazon) are reported as physical sales.
- **Digital sales:** includes downloads, mobile products, subscription income, ad-supported income and other.
- **Downloads:** digital products delivered online, via mobile network or kiosk and sold under a pay-per-transaction. Includes audio single tracks, full albums and music videos.
- **Mobile products:** include mastertones, ringback tones, and other mobile products such as dedications and voicetones.
- **Subscription income:** digital content delivered online or via mobile network. Include income from subscription services' premium tier and income from bundled subscriptions (e.g. part of an ISP/mobile operator tariff).
- **Ad-supported income:** digital content delivered online or via mobile network. Includes income from ad-supported streams and video-on-demand services.
- **Performance rights revenues:** monies received by record companies from music licensing companies for licences granted to third parties for the use of sound recordings and music videos in broadcasting (radio and TV), public performance (nightclubs, bars, restaurants, hotels) and certain internet uses. Performance rights revenues refer to distributions to record companies, excluding non-allocated distributions, and non-recurring distributions. Distributions for the current year refer to monies collected by music licensing companies in the previous year (e.g. distributions for 2012 refer to monies collected in 2011 reaching the record company accounts in 2012). Figures are provided by the respective music licensing companies to IFPI.
- **Synchronisation revenues (synch):** flat fees or royalties from the use of sound recordings in TV, films, games and adverts. Gross income to the music company generated within the territory, irrespective of repertoire source.
- **Recorded music sales volume:** 'other physical' includes singles, vinyl, cassette, music video and other.
- **Rounding:** figures are subject to rounding, which may affect overall totals and percentages.
- **Revisions and updates:** some figures presented in this publication may differ from previous years due to revisions and updates, or because better information has become available.

IFPI figures may differ from local industry groups' reports due to IFPI's coverage adjustment.

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Produced and edited by Gabriela Lopes.

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Recorded Music Sales in 2012

Global recorded music sales totalled US$16.5 billion in 2012, an increase of 0.2% on 2011. Nine of the world's top 20 markets and 22 countries in total posted growth, sustaining the more positive trend that started in 2011. All revenue streams tracked by IFPI grew, with the exception of physical sales. This reflects an industry consolidating its position in the digital space, diversifying its revenue sources and continuing to invest in new talent.

Top 20 markets Canada, Norway, Sweden, China, India, Japan, Brazil, Mexico and Australia all saw growth in 2012. India reached its highest-ever sales level, with digital accounting for 60% of total revenues. Despite the overall positive result, some major markets in Europe continued to decline, including the UK, Germany, France, Italy and the Netherlands. The US fell slightly by 0.5% due to a steep drop in physical sales.

A weaker euro against the dollar saw the UK overtake Germany as the third biggest music market, despite seeing a steeper decline in sales. A 4.7% decline in the Dutch market pushed that country down the world ranking and handed Italy the #9 spot. Sweden and India moved up two places to #12 and #14 respectively. Norway moved up to #18 and China re-entered the top 20 at #20, replacing South Africa. Austria, Belgium, Spain and Switzerland moved down in the global ranking.

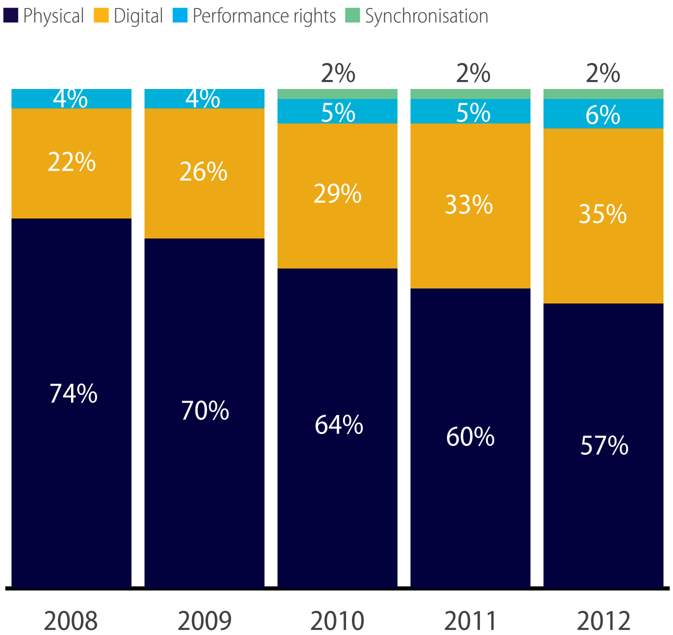
Growing **digital revenues** were the driving force behind the industry's positive result in 2012. Helped by exponential growth in the take-up of digital music services, digital revenues grew by 8.0% globally to US$5.8 billion. There was continued expansion of the download model, acceleration in the take-up of subscription services, better monetisation around music videos and growth in digital radio audiences. Revenues from subscriptions and ad-supported streams continued to increase in 2012, already accounting for a combined 20% of digital revenues globally. In Europe, this jumps to 31%. Downloads remain the leading digital revenue stream.

GLOBAL RECORDED MUSIC TRADE REVENUES (US$ MILLIONS)

	2011	2012	% change
Physical	9,893	9,403	-5.0%
Digital	5,371	5,798	+8.0%
Performance rights	862	943	+9.4%
Synchronisation	330	337	+2.1%
Total market	**16,456**	**16,481**	**+0.2%**

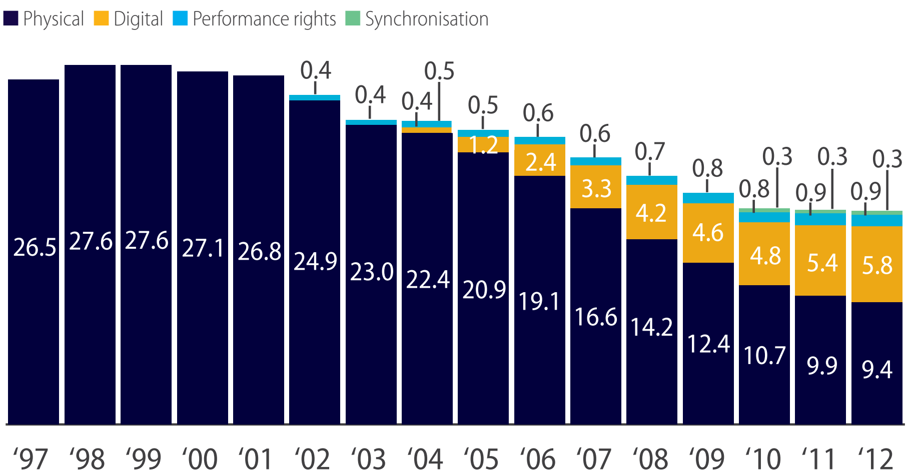
Source: IFPI.

GLOBAL RECORDED MUSIC SALES BY SECTOR (VALUE)

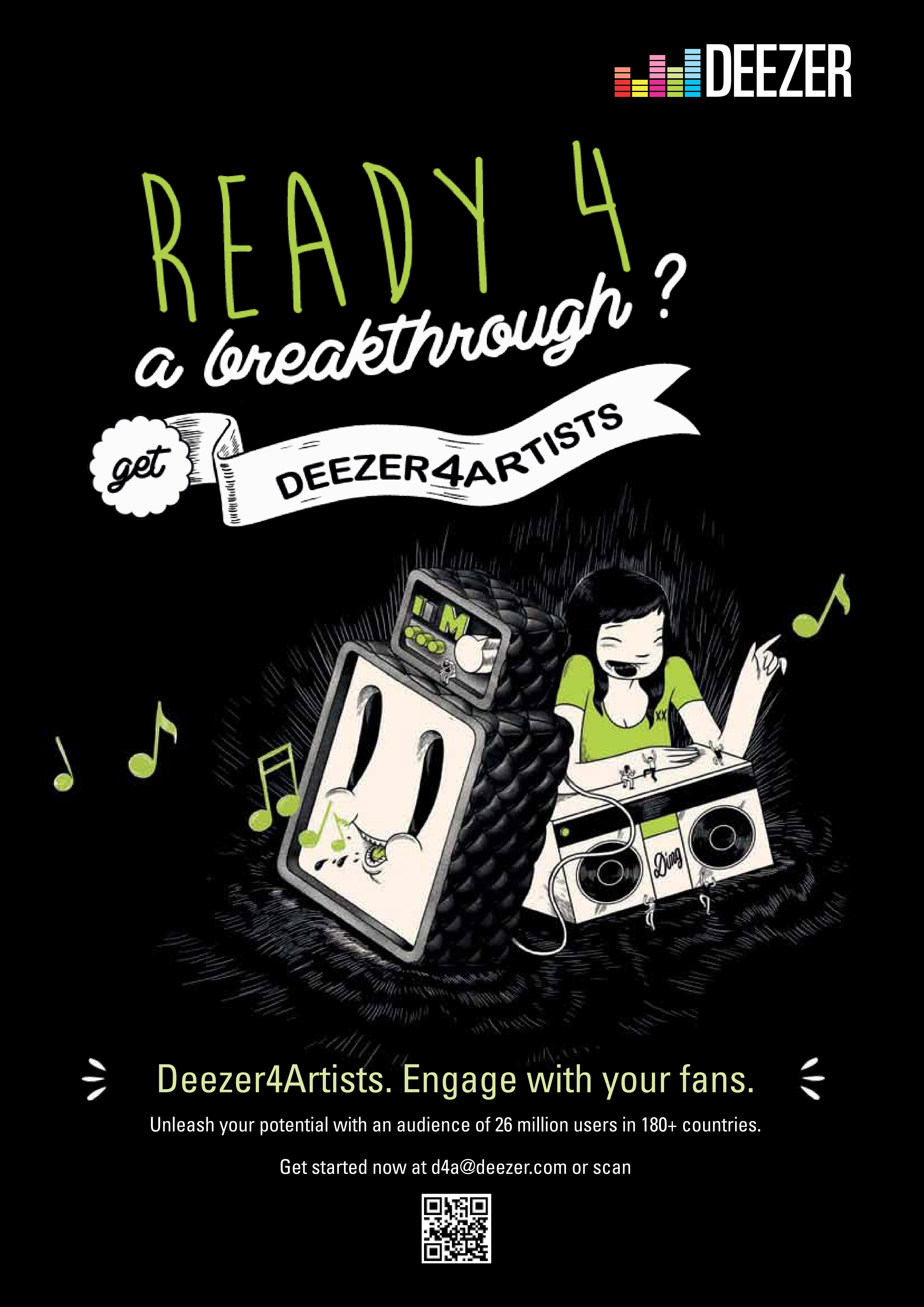


Source: IFPI.

GLOBAL RECORDED MUSIC SALES 1997-2012 (US$ BILLIONS)



Source: IFPI.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Digital now accounts for 35% of global recorded music sales and, in an increasing number of markets, is now the main source of revenue. In five of the top 20 markets, digital sales now account for more than 50% of recorded music revenues (US, Sweden, Norway, China and India). Significantly, markets with the majority of revenue coming from digital channels are faring better than those markets still heavily reliant on physical sales. In Europe, only the UK among the top 5 European markets has a digital share higher than the global average (39%).

The **performance rights** market – revenues from the use of music in broadcasts (radio, TV) and public performance (nightclubs, bars, restaurants) - continue to advance, growing by 9.4% in 2012 to US$943 million. Performance rights is the fastest growing industry sector, accounting for 6% of total revenues, and as much as 10% in Europe and Latin America.

Revenues from **synchronisation** deals – for the use of music in TV adverts, films, brand partnerships - continue to grow. They were up 2.1% to US$337 million in 2012. However, tough economic conditions, lower fees and the decline in the music games sector impacted synchronisation revenues in some countries. According to The NPD Group, from 2007 to 2009, music-based games generated over US$1 billion per year in the US at retail level. From 2010, demand for these games fell sharply totalling under US$50 million in 2012. Dance games, with their similar model of frequent downloadable updates of new songs each week, have helped offset some of the music games' declines in recent years.

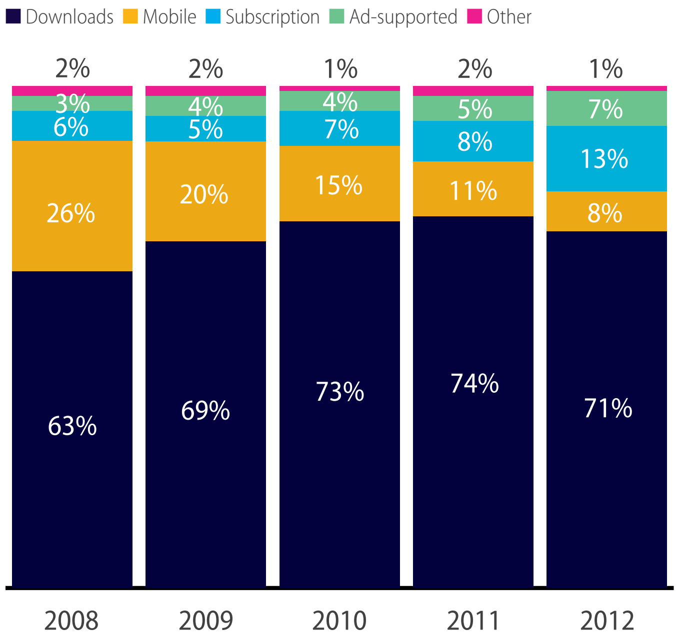
Physical format sales still account for the majority of global revenues, but the physical share declined from 74% in 2008 to 57% in 2012. Continued pressure for retail space and the gradual shift towards digital consumption are driving this fall. However, some markets in Asia (such as Japan and South Korea) bucked the global trend, seeing an increase in physical sales in 2012.

TOP 20 MARKETS SUMMARY – RECORDED MUSIC SALES

		Trade value			Market split (trade value)			
	Country	US$ (M)	Local currency (M)	% change	Physical	Digital	Perf. rights	Synch.
1	USA	4,481.8	4,481.8	-0.5%	34%	58%	4%	4%
2	Japan	4,422.0	352,967.9	+4.0%	80%	17%	2%	1%
3	UK	1,325.8	835.2	-6.1%	49%	39%	10%	2%
4	Germany	1,297.9	1,012.3	-4.6%	75%	19%	5%	1%
5	France	907.6	707.9	-2.9%	64%	23%	11%	2%
6	Australia	507.4	492.2	+6.8%	45%	47%	6%	2%
7	Canada	453.5	453.5	+5.8%	48%	43%	7%	2%
8	Brazil	257.2	504.1	+8.9%	62%	27%	9%	2%
9	Italy	217.5	169.6	-1.8%	62%	27%	9%	2%
10	Netherlands	216.3	168.7	-4.7%	58%	27%	14%	1%
11	South Korea	187.5	211,877.7	-4.3%	55%	43%	2%	
12	Sweden	176.7	1,197.70	+18.7%	32%	59%	8%	1%
13	Spain	166.6	129.9	-5.0%	53%	27%	19%	1%
14	India	146.7	7,888.5	+21.6%	31%	60%	7%	2%
15	Mexico	144.5	1,903.1	+8.2%	63%	35%	1%	1%
16	Switzerland	128.5	120.8	-14.2%	61%	32%	7%	
17	Belgium	121.5	94.8	-6.3%	64%	18%	17%	
18	Norway	118.3	688.6	+6.7%	31%	57%	11%	1%
19	Austria	96.2	75.0	-12.4%	65%	21%	13%	1%
20	China	92.4	583.8	+9.0%	18%	82%		
	Global	**16,480.6**		**+0.2%**	**57%**	**35%**	**6%**	**2%**

Source: IFPI.

GLOBAL DIGITAL MUSIC SALES BY SECTOR (VALUE)

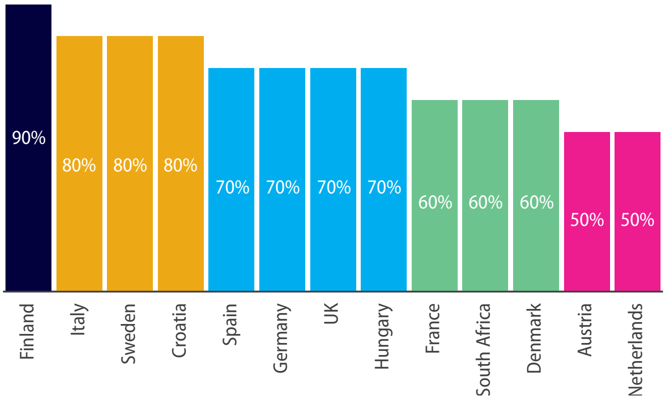


Source: IFPI.

The Global Bestsellers of 2012

Record companies remain the biggest single source of investment in new talent. As much as 26% of recorded music revenues are reinvested in the functions of A&R and marketing. The major labels combined have around 5,000 artists on their rosters and tens of thousands more artists are signed to independent labels. New talent is the lifeblood of the industry and nearly one in four (23%) artists in rosters are new signings (signed in the past 12 months). It is this investment that helps develop the careers of artists of today.

% OF LOCAL ACTS IN THE NATIONAL TOP 10 ALBUMS OF 2012



Source: IFPI National Groups/local chart companies. Excluding multi-country compilations.

Global bestselling albums

Adele's *21* remained the global bestselling album for the second year in a row in 2012, topping 8.3 million units. This follows 18 million units sold worldwide in 2011, making it the first time that the same album has topped the global chart for two years in a row since IFPI began tracking the top sellers in 2001. *21* went to number one in more than 26 countries. Five out of the global top 10 bestsellers were UK acts.

Digital is accounting for a growing share of album sales. On average, 21% of the top 50 albums sales were in digital format in 2012, with Coldplay's *Mylo Xyloto* reaching 60% of sales in digital format. Other titles with a majority of sales in digital format were Of Monsters And Men's *My Head Is An Animal* and Florence + The Machine's *Ceremonials*. There were six debut albums in the top 50 (the same number as in 2011), but only one reached the top 10 (compared to two in 2011) – One Direction's *Up All Night*.

"WE HAVE KEPT A&R AT THE FOREFRONT OF OUR PRIORITIES. WE CONTINUE TO INVEST HEAVILY IN SIGNING GREAT ARTISTS AND FINDING AN AUDIENCE FOR THEM."

STU BERGEN, EXECUTIVE VICE PRESIDENT, INTERNATIONAL AND HEAD OF GLOBAL MARKETING, RECORDED MUSIC, WARNER MUSIC GROUP (WMG)

While English-language albums continue to sell well across borders, the local top 10 album charts in various markets show that local repertoire still dominates in many markets. Japan saw five domestic titles in the global top 50 albums chart. Japanese rock act Mr. Children had three albums in the global top 50 album chart with combined sales of 3.6m units. Girl band AKB48 reached #33 with 1.3m units sold and Kobukuro's *All Singles Best 2* reached #40.


Adele


One Direction


Justin Bieber

GLOBAL TOP 50 ALBUMS OF 2012

	Artist	Title	Total (m units)	Company
1	Adele	21	8.3	XL Recordings *
2	Taylor Swift	Red	5.2	Big Machine/Universal
3	One Direction	Up All Night	4.5	Sony
4	One Direction	Take Me Home	4.4	Sony
5	Lana Del Rey	Born To Die	3.4	Universal
6	Justin Bieber	Believe	3.0	Universal
7	P!nk	The Truth About Love	2.6	Sony
8	Rod Stewart	Merry Christmas, Baby	2.6	Universal
9	Rihanna	Unapologetic	2.3	Universal
10	Mumford & Sons	Babel	2.3	Universal/Glassnote/Sony
11	Maroon 5	Overexposed	2.2	Universal
12	Madonna	MDNA	1.8	Universal
13	Led Zeppelin	Celebration Day	1.8	Warner
14	fun.	Some Nights	1.8	Warner
15	Ed Sheeran	+	1.7	Warner
16	Gotye	Making Mirrors	1.7	Eleven/Universal
17	Bruno Mars	Unorthodox Jukebox	1.7	Warner
18	Emeli Sandé	Our Version of Events	1.7	EMI
19	Linkin Park	Living Things	1.7	Warner
20	Various Artists	Now That's What I Call Music! 83	1.6	EMI
21	Muse	The 2nd Law	1.6	Warner
22	Bruce Springsteen	Wrecking Ball	1.5	Sony
23	Lionel Richie	Tuskegee	1.5	Universal
24	Adele	19	1.5	XL Recordings *
25	Nicki Minaj	Pink Friday ... Roman Reloaded	1.4	Universal
26	Carrie Underwood	Blown Away	1.4	Sony
27	The Rolling Stones	GRRR!	1.4	ABKCO/Universal
28	Michael Bublé	Christmas	1.3	Warner
29	Mr. Children	Mr. Children 2005-2010 <macro>	1.3	Toy's Factory
30	The Black Keys	El Camino	1.3	Warner
31	Coldplay	Mylo Xyloto	1.3	EMI
32	Alicia Keys	Girl On Fire	1.3	Sony
33	Mr. Children	Mr. Children 2001-2005 <micro>	1.3	Toy's Factory
34	AKB48	1830m	1.3	King Record Co. Ltd.
35	Luke Bryan	Tailgates & Tanlines	1.2	EMI
36	Robbie Williams	Take The Crown	1.2	Universal
37	Coldplay	Live 2012	1.1	EMI
38	David Guetta	Nothing But The Beat	1.1	EMI
39	LMFAO	Sorry For Party Rocking	1.1	Universal
40	Kobukuro	All Singles Best 2	1.1	Warner
41	Of Monsters And Men	My Head Is An Animal	1.1	Universal
42	Celine Dion	Sans Attendre	1.1	Sony
43	Green Day	¡Uno!	1.1	Warner
44	Norah Jones	Little Broken Hearts	1.0	Universal/EMI
45	The Killers	Battle Born	1.0	Universal
46	Whitney Houston	Whitney The Greatest Hits	1.0	Sony
47	Bruno Mars	Doo-Wops & Hooligans	1.0	Warner
48	Florence + The Machine	Ceremonials	1.0	Universal
49	Mr. Children	[(An Imitation) Blood Orange]	1.0	Toy's Factory
50	Katy Perry	Katy Perry – Teenage Dream: The Complete Confection	1.0	EMI

Source: IFPI. Physical and digital albums included.

* XL Recordings/Sony Music for the USA and Latin America.

* XL Recordings/Sony Music for the USA and Latin America.

IFPI Platinum Europe Awards

IFPI's Platinum Europe Awards honours album titles achieving sales of one million units (in physical and digital format) across Europe. A total of 16 albums received a Platinum Europe Award in 2012. Adele's *21* reached a landmark 10 million sales in Europe in 2012 having reached the eight million mark the previous year. This is the highest award reached since The Beatles' *1* reached nine million units in 2007.

Adele featured twice in the European awards list, seeing her debut album *19* score its three million award. UK band One Direction also had two albums featured in the awards, with their debut title *Up All Night* and their follow up album *Take Me Home* both reaching one million in Europe in 2012.

Other debut titles featured in the 2012 list included Ed Sheeran's + and Emeli Sandé's *Our Version Of Events*, both of which reached Platinum status within a year of release. Florence + The Machine's 2009 debut *Lungs* scored its second Platinum Award.

UK repertoire did well in Europe in 2012 accounting for 10 of the 16 awarded titles. German artist Rammstein reached one million with their 2009 album *Liebe Ist Für Alle Da*. European repertoire continued to account for the majority of titles receiving awards in 2012 (69%).

IFPI PLATINUM EUROPE AWARDS 2012

Artists	Album	Company	Award level
Adele	21	XI Recordings	10
Adele	19	XI Recordings	3
Coldplay	Mylo Xyloto	EMI	3
Linkin Park	Meteora	Warner	3
Red Hot Chili Peppers	Greatest Hits	Warner	3
Florence + The Machine	Lungs	Universal	2
Amy Macdonald	A Curious Thing	Universal	1
Ed Sheeran	+	Warner	1
Emeli Sandé	Our Version Of Events	EMI	1
Lana Del Rey	Born To Die	Universal	1
Melody Gardot	My One And Only Thrill	Universal	1
My Chemical Romance	The Black Parade	Warner	1
Olly Murs	In Case You Didn't Know	Sony	1
One Direction	Up All Night	Sony	1
One Direction	Take Me Home	Sony	1
Rammstein	Liebe Ist Für Alle Da	Universal	1

Source: IFPI Platinum Europe Awards. Award level refers to million units sold across Europe.


Linkin Park


Ed Sheeran


Rammstein

Global bestselling singles

Topping the 2012 global singles chart was Canadian Carly Rae Jepsen, with *Call Me Maybe* selling 12.5 million units. Jepsen shot to fame in 2007 when she took part in Canadian Idol. *Call Me Maybe* topped the charts in more than a dozen countries and took off when fellow Canadian Justin Bieber promoted the track to his 30 million Twitter followers.

The globalisation of digital retailers and the rise in social media are helping the export of repertoire around the world. Artists are increasingly able to reach global audiences, expanding consumer choice.

PSY's *Gangnam Style* was the third bestselling single of the year, selling 9.7 million units globally. This is the first time since IFPI started compiling the global singles chart that a non-English language recording reached the top 10. The Korean hit was the first to surpass one billion views on YouTube and the first ever non-US act to reach #2 in the US Hot 100 chart. The success of *Gangnam Style* is testament to the power of social media – through Twitter and YouTube the song went viral across the globe in a few weeks.

Michel Teló's *Ai Se Eu Te Pego!* also achieved global success reaching #6 in the global singles chart in 2012, selling over 7.2 million units. Sung in Portuguese, the song broke barriers helped by football stars adapting the dance and performing it as a goal celebration. This helped the hit go viral on YouTube, attracting almost half a billion views and becoming one of the top 10 most viewed videos. The song reached number one in 23 countries including Spain, Germany, Italy, Belgium and Switzerland. Teló became the first Brazilian solo artist in five decades to have a song in the US Billboard Hot 100 Chart.

GLOBAL TOP SELLING DIGITAL SINGLES OF 2012

	Artist	Title	Total (m units)
1	Carly Rae Jepsen	Call Me Maybe	12.5
2	Gotye	Somebody That I Used To Know	11.8
3	PSY	Gangnam Style	9.7
4	fun.	We Are Young	9.6
5	Maroon 5	Payphone	9.1
6	Michel Teló	Ai Se Eu Te Pego!	7.2
7	Nicki Minaj	Starships	7.2
8	Maroon 5	One More Night	6.9
9	Flo Rida	Whistle	6.6
10	Flo Rida	Wild Ones	6.5

Source: IFPI. Combines all versions of the same song.

"THE SUCCESS OF PSY EXEMPLIFIES THE EFFECT THAT DIGITAL IS HAVING ON THE CORE OF THE BUSINESS AND WHY OUR INDUSTRY IS NOW TURNING THE CORNER."

ROB WELLS, PRESIDENT, GLOBAL DIGITAL BUSINESS, UNIVERSAL MUSIC GROUP (UMG)

"WITH MICHEL TELÓ AND PSY WE SAW THAT LANGUAGE BARRIERS ARE NOT AS STRONG AS THEY USED TO BE. POP SONGS THAT HAVE A CREATIVE VIDEO AND A CATCHY MELODY CAN WORK IN ANY MARKET."

MARCELO SOARES, PRESIDENT, SOM LIVRE

"EVERY COUNTRY IS AT THE SAME TIME A MARKET AND SOURCE OF CREATION, SO DIGITAL SERVICES NEED TO BE GLOBAL. WE'RE JUST AT THE BEGINNING OF THIS TRANSITION. CONSUMERS WILL INCREASINGLY ENGAGE WITH MUSIC FROM AROUND THE WORLD."

AXEL DAUCHEZ, CEO, DEEZER

"DIGITAL MEDIA ALLOWS FOR ACTS TO BE MARKETED ACROSS A BROADER SPECTRUM, GLOBALLY. IF GREAT ARTISTS ARE CONNECTING WITH AUDIENCES, WE SHOULD BRING THEM TO THE LARGEST POSSIBLE AUDIENCE."

STU BERGEN, EXECUTIVE VICE PRESIDENT, INTERNATIONAL AND HEAD OF GLOBAL MARKETING, RECORDED MUSIC, WARNER MUSIC GROUP (WMG)

Michel Teló

Carly Rae Jepsen

PSY

Key Trends of 2012

Continued demand for music, growing adoption of licensed services and a raft of innovations in the digital retail sector helped push digital music consumption further into the mainstream in 2012. Research by Ipsos MediaCT[1] across nine countries in four continents found that as many as 62% of internet users are engaged in some legal digital music activity. Among younger consumers (16-24) this figure jumps to 81%.

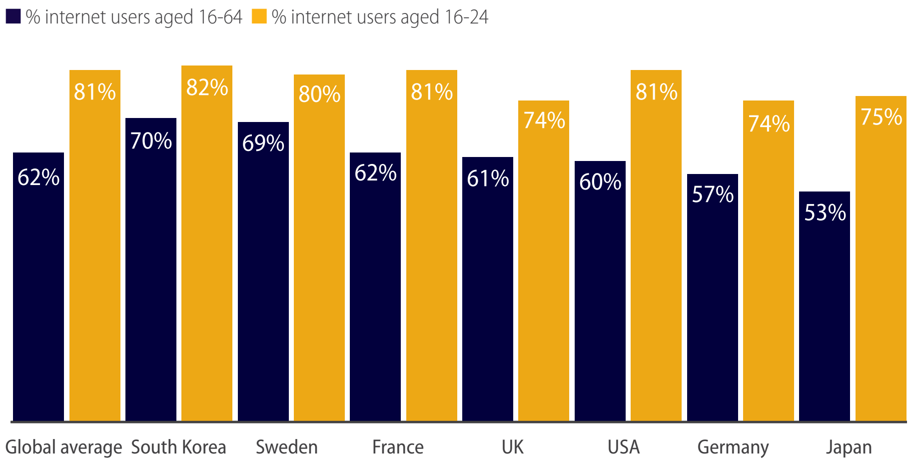
Music is driving a large part of today's online engagement. Major digital retail brands are household names with 90% of internet users aware of YouTube, 70% aware of iTunes and 56% aware of Spotify on average, in those countries where these services are available.

The recording industry has licensed a wide variety of digital services supporting different business models. There are now around 500 licensed digital music services operating in over 100 countries with a greater diversity of legal services on a territory-by-territory basis than ever before. The industry can reach a wide range of consumers globally as these services are attracting distinct consumer groups and employing different pricing strategies. Accessing, purchasing and discovering music digitally has never been easier and more popular.

Four major trends helped shape the music market in 2012: 1) an explosion of innovations in the digital retail sector, making legal services more appealing than piracy for many consumers; 2) the entry of major technology companies into the digital music market; 3) the globalisation of digital services and 4) the album format has proved resilient despite the growing popularity of singles and streams.

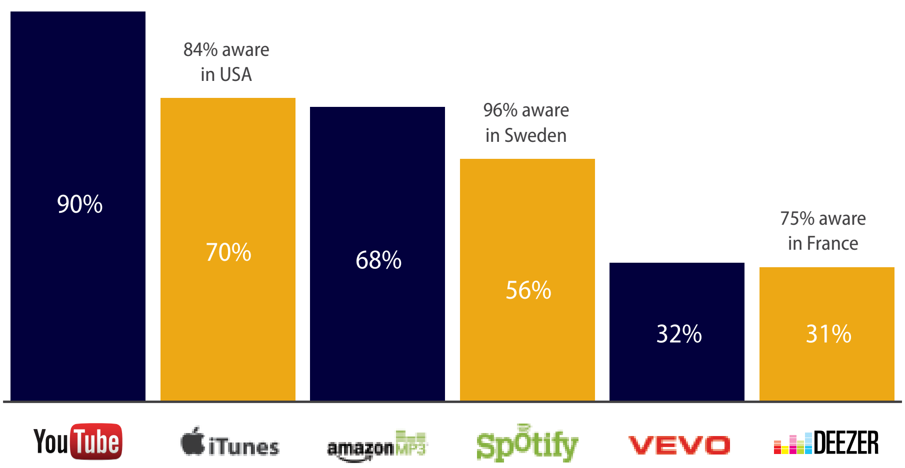
[1]7,502 interviews conducted using an online survey in November 2012 amongst a representative sample of internet users aged 16-64 in the US, Brazil, Mexico, UK, Sweden, France, Germany, Japan and South Korea.

% INTERNET USERS USING LEGAL DIGITAL MUSIC SERVICES IN THE PAST 6 MONTHS



Source: Ipsos MediaCT. Legal digital services include download services, music subscriptions (paid/free), music video streaming services, internet radio and mobile products.

% INTERNET USERS AWARE OF LEGAL DIGITAL SERVICES (AVERAGE ACROSS COUNTRIES WHERE SERVICES ARE AVAILABLE)



Source: Ipsos MediaCT.

"LICENSED SERVICES ARE NOW MORE COMPELLING THAN PIRACY. THE SOCIAL ELEMENT OF STREAMING, THE CLOUD AND SCAN & MATCH FEATURES OR SMART ONLINE RADIO PLATFORMS – PIRATE SERVICES DON'T OFFER THESE FEATURES."
OLE OBERMANN, EXECUTIVE VICE PRESIDENT, DIGITAL PARTNER DEVELOPMENT, SONY MUSIC ENTERTAINMENT

"SOME FEARED THERE WAS A GENERATION OF CONSUMERS THAT WERE LOST FOREVER TO PIRACY. BUT WE'VE GOT MANY OF THEM BACK INTO THE LEGAL ENVIRONMENT."
STEPHEN BRYAN, EXECUTIVE VICE PRESIDENT, DIGITAL STRATEGY AND BUSINESS DEVELOPMENT, WARNER MUSIC GROUP (WMG)

1. Innovations in the digital retail sector

Innovation in the digital sector is accelerating. Major players are upgrading their services to offer consumers an improved music experience. Key examples of the innovations rolled out in 2012 included the launch of cloud-based services and scan & match features; more and better mobile applications; improved smart radio tools; and added social features such as Facebook integration. Innovation in the legal environment has leapfrogged that of unlicensed providers, making legal services more compelling than piracy for many consumers. Research from Ipsos MediaCT shows that satisfaction levels with legal services are high internationally. 77% of users of legal services rated these services as excellent/very good/fairly good. In more developed digital markets, satisfaction levels are even higher – 82% in the US and 80% in Sweden.

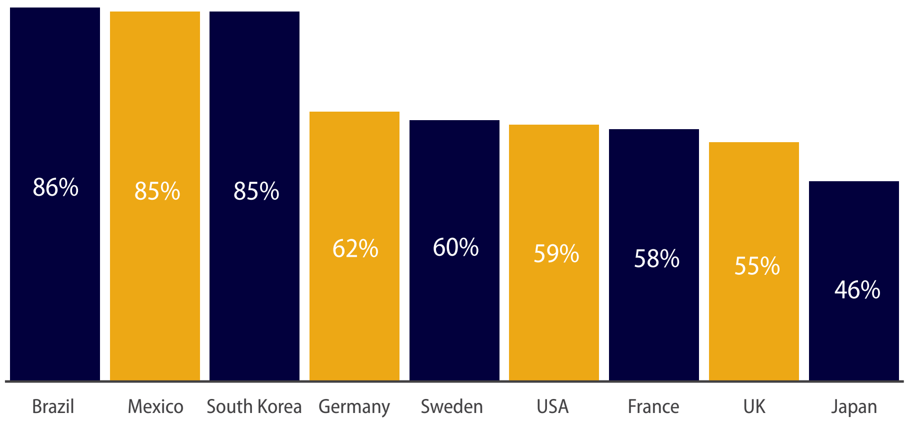
The **cloud** integration and the launch of scan & match features marks a major evolution of the download model. These changes significantly improve the consumer experience and add full portability to music consumption. Cloud services bring the user experience of downloading closer to the streaming/access model, where people access their music anywhere at any time. Amazon's launch of AutoRip in early 2013, providing consumers with MP3 versions of their purchased CDs free of charge, was also a major landmark.

Research underlines the appeal of cloud features. Over a third of smartphone users in the US (36%) also own additional connected devices, increasing the attractiveness of automatic synching solutions (ComScore). Two thirds (66%) of UK consumers who own multiple devices say it is very important to access content across all those devices, while six in ten (59%) now access content more frequently because it is available across all devices they own (2012 Digital Entertainment Survey).

Music services are increasingly integrating with **social networks** which are driving trial and usage while offering consumers a social experience that can't be pirated. The integration of music fans' listening habits on social network profiles is a major step forward. Social networks attract a vast pool of consumers worldwide – Facebook has over 820 million users globally and Twitter more than 185 million. Nearly one in every six minutes online is spent on social networking sites (ComScore). In 2012 Deezer's Facebook user base tripled, while the number of iHeartRadio monthly active users from Facebook grew by a factor of 30.

The use of **smartphones** and other mobile devices such as tablets continued to grow strongly worldwide. In the top 5 European markets, smartphone penetration grew from 40% of total mobile users in 2011 to 54% in 2012 (ComScore). In the US, the figure is now 55%, up from 39% two years ago (GfK Digital World). While at a global level smartphone penetration is still relatively low, it is growing strongly, particularly in emerging markets such as China, India and Africa. In 2013 global consumer spending on smartphones is estimated at US$ 442 billion, or 40% of total spending on consumer electronics (GfK Digital World). Growth will remain strong and device prices are expected to come down further.

% INTERNET USERS LISTENING TO MUSIC ON THEIR SMARTPHONES AT LEAST ONCE A MONTH



Source: Ipsos MediaCT. Figures for Brazil and Mexico relate to early adopters.

Music is at the heart of the smartphone boom and music consumption over mobile devices is growing. The latest research from Ipsos MediaCT shows that, on average, 61% of internet users are accessing music on their smartphones at least once a month. Digital radio service Pandora has more mobile than PC users, with mobile users accounting for as much as 81% of its total user-base (ComScore, September 2012). Subscription service Deezer reports that over 60% of its new subscriptions were generated via mobile phones while Rhapsody stated that 56% of growth in listening on the service came from mobile phones. Mobile is now VEVO's fastest growing platform, with more than 18 million mobile and tablet apps downloaded. The surge in mobile usage extends to emerging markets. In China, mobile already accounts for a third of search traffic on Baidu, the country's leading search engine.

Growing smartphone and tablet penetration is also playing an important role in the growth of the subscription sector. Services such as Spotify and Deezer are able to charge a premium for mobility and greater convenience. Their premium tier with mobile access is generally priced at US$ 9.99 compared to US$ 4.99 excluding mobile access.

Rising mobile activity has led to increasing experimentation and investment in the development of **mobile apps**. Mobile apps aim to simplify and add value to users' experience. Numerous digital retailers are updating and re-launching their apps, while third party developers are adding functionality to existing music services. Spotify launched the 'Spotify Platform' that gives third party developers the opportunity to build music-based apps. The OpenEMI initiative also enables developers to experiment with digital content, making available thousands of tracks and other material from the EMI catalogue. Allowing content to be used in apps removes friction around how music is used, removing barriers to entry.

- **Blue Note Records:** developed by OpenEMI and Groovebug, the app enhances discovery and enjoyment of one of the best-known collections of jazz music. For a US$ 1.99 monthly subscription, Blue Note songs can be listened to in full. The app also offers featured playlists curated by jazz experts, new audio each month and the option to dedicate songs to friends on Facebook. Detailed liner notes and album information is also available. Uninitiated jazz listeners can look for artists they know and search for similar sounds to broaden their tastes.

- **Classify:** developed by Swedish company X5 Music Group, Classify gives listeners, whether classical aficionados or casual fans, the opportunity to browse by composer, era, genre, instrument, style and even mood. The app also offers pre-selected playlists curated by music professionals.

- **Music in the Sky:** developed for the airline Air France, the iPhone app offers Air France flyers selected playlists. The app already has 165,000 Facebook followers and highlights how music can play a central role in brand communication.

"CLOUD BASED SERVICES WILL OFFER MUSIC FANS WHO ARE ACCUSTOMED TO DOWNLOADING AN INTRODUCTION TO ACCESS-STYLE SUBSCRIPTION FUNCTIONALITY AND THEY WILL HELP BRIDGE THE GAP BETWEEN THE TWO TYPES OF SERVICES".

OLE OBERMANN, EXECUTIVE VICE PRESIDENT, DIGITAL PARTNER DEVELOPMENT, SONY MUSIC ENTERTAINMENT

"THE SHIFT TO THE CLOUD COULD BE AS SIGNIFICANT TO THE CONSUMER AS THE SHIFT FROM PHYSICAL TO DIGITAL CONSUMPTION. IT WILL CHANGE THE WAY CONSUMERS ACCESS MUSIC."

STEPHEN BRYAN, EXECUTIVE VICE PRESIDENT, DIGITAL STRATEGY AND BUSINESS DEVELOPMENT, WARNER MUSIC GROUP (WMG)

2. Leading technology companies enter the market

Major new music initiatives from Microsoft, Amazon and Google have expanded consumer choice and increased competition in the digital sector. Microsoft launched a major update to its Xbox Live platform in 2012, taking games, music, TV and movies off the gaming console and onto consumers' devices (phone, tablet, computer and TV). **Xbox Music** offers multiple ways of accessing music – from an à-la-carte downloading experience, to a smart radio feature where playlists are created automatically, or an unlimited streaming subscription. The service also features cloud functionalities, allowing for music to be automatically synched across all Windows 8 supported devices.

Amazon and Google also signed deals with the industry to offer their cloud services with scan & match capabilities, following Apple's move in 2011. Google's Android platform is the fastest growing mobile operating system in the world with 1.3 million activations per day. Music service **Google Play** launched in the UK, Germany, France, Italy and Spain in November 2012, expanding the download model to a vast poll of consumers. In China, search engine **Baidu** has started developing plans for the launch of a music subscription service.

3. Digital music goes global

Digital retailers are rapidly expanding internationally and this has transformed the digital music landscape. For consumers, this means more choice, better music experiences and a much wider variety of catalogue – from local repertoire to music from around the globe. Record companies can now reach consumers in countries where they don't have operating offices, opening up markets that have never been monetised before.

> **"WE'RE MONETISING ACTIVITY IN TERRITORIES WHERE WE USED TO HAVE NO RETURNS THANKS TO SERVICES SUCH AS DEEZER AND SPOTIFY THAT OPERATE ON A GLOBAL BASIS AND OPEN IN NEW COUNTRIES ALL THE TIME."**
>
> ALBERT SLENDEBROEK, GENERAL MANAGER OF ARMADA MUSIC, AMSTERDAM-BASED INDEPENDENT DANCE LABEL

Some of the key developments in 2012 included:

- Apple expanded its **iTunes** store across Asia in June 2012 (Hong Kong, Singapore, Taiwan, Brunei, Cambodia, Laos, Macau, Malaysia, Philippines, Thailand, Sri Lanka and Vietnam) and in December it announced further expansion to 56 additional markets, including Russia, Turkey, India and South Africa. The iTunes Store is now available in 119 countries.

- **Spotify** expanded to Germany, Australia, New Zealand, Ireland and Luxembourg in 2012. In early 2013 it also launched in Italy, Portugal and Poland. The service is now available in 20 countries.

- **Deezer** rolled out in multiple countries in 2012. The service is now available in more than 100 countries.

- **VEVO** is available in the US, Canada, UK and Ireland and in 2012 it expanded to Brazil, Australia, New Zealand, France, Spain, Italy and South Africa. The European launches added some 50,000 high definition music videos from those countries to VEVO's catalogue.

- Aspiro's service **WiMP**, available in Norway, Sweden and Denmark, launched in the Netherlands under the Ziggo Muziek brand, in partnership with local ISP Ziggo. The service also went live in Germany and Poland in 2012.

- Digital radio service **Pandora** expanded to Australia and New Zealand in 2012.

- In March 2013 a pan-African mobile music service, **The Kleek**, launched in South Africa, Kenya, Nigeria, Ghana and Angola. The service is accessible through all African mobile networks and is pre-installed on Samsung smartphone devices.

Source Code artwork - © Studio Canal Ltd.

4. Albums remain popular

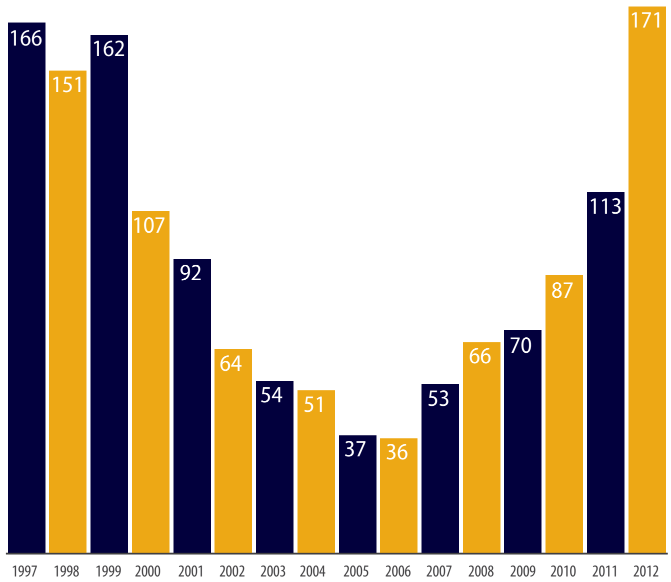
Many commentators heralded the death of the album with the advent of digital services such as iTunes or more recently Spotify. However, the album format has in fact evolved while maintaining its appeal. Full albums still account for 56% of recording industry revenues globally, with digital now accounting for 17% of global album sales (up from 14% in 2011). In the download sector, album sales volume continued to grow faster than single tracks on a global basis (+16% compared to +8% respectively).

Research in the UK found that first time-buyers of digital music gave two thirds (66.4%) of their digital music spend to album purchases in 2012 (Kantar Worldpanel). This indicates successful migration from physical consumption to digital, but also the continued appeal of albums in the digital environment.

Some artists are now selling more albums in digital format than in physical. There were three albums in the global top 50 that sold more in digital format than in physical: Coldplay's *Mylo Xyloto*, Of Monsters and Men's *My Head Is An Animal* and Florence + The Machine's *Ceremonials*.

In the physical sector, vinyl sales reached the highest level since 1997 and deluxe products continue to rise in popularity.

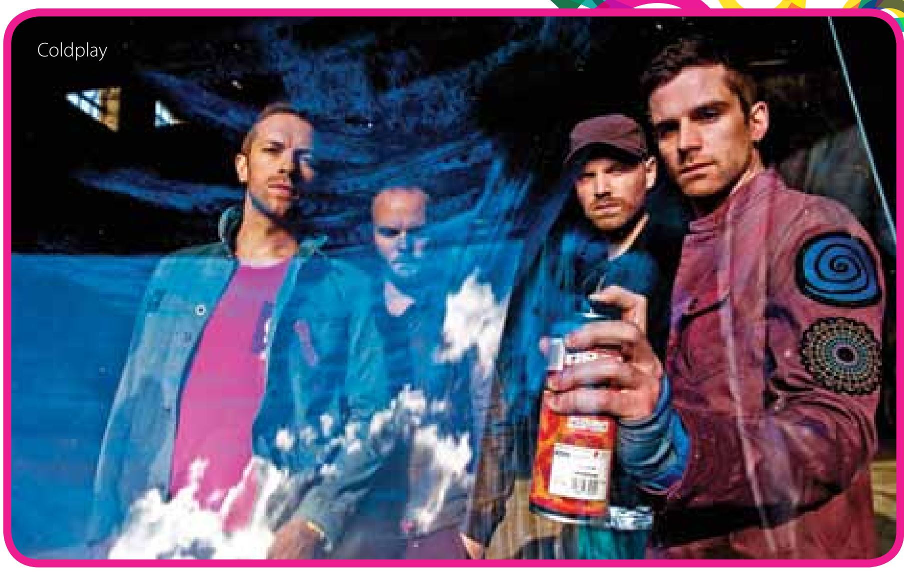
GLOBAL VINYL SALES (US$ MILLIONS)



Source: IFPI.

Vinyl sales grew by 52% in 2012 to US$171 million. Deluxe box sets are meeting the demands of super-fans prepared to pay a premium for exclusive content from their favourite artists.

Even in markets where streaming is dominant, there is demand for albums. In Sweden for example, 21% of daily internet users that listen to music listen to a full album at least often (GfK, 2012).



Coldplay

Florence + The Machine

Streamed in full: Spotify's most popular albums of 2012

The persistent appeal of albums crosses over into other forms of music consumption. With digital streaming services such as Spotify, consumers can stream their tracks of choice, create and listen to playlists or experience the full length album. Despite this variety of ways consumers can listen to music, the album format remains popular on Spotify.

There are different ways of ranking the popularity of albums in an on-demand streaming context. The first is to look at the 'median ranking'. This measure ranks the most popular albums in terms of balanced consumption across all the featured tracks in the album, reducing the distortion of a hit single(s) dominated album. The second measure is termed 'album ranking' and simply ranks the total stream count of tracks from the album. The table below presents both approaches for ranking the top ten albums on Spotify for 2012.

Lana Del Rey's *Born to Die*, the fifth bestselling album in the world in 2012 (IFPI), was eighth most popular in terms of total streams on Spotify. However it is the #1 album in terms of median ranking, suggesting that it wasn't just popular in streams but those streams were evenly balanced across the twelve featured tracks. Equally, One Direction's *Take Me Home* featured highly in both the album streaming chart and the global sales chart.

A noticeable difference between the album sales chart and the streaming chart is the presence of albums from acts like the The xx, Bon Iver and Drake that over-indexed on Spotify compared to album sales. In addition, the presence of Mumford & Sons, Lumineers and Of Monsters & Men in the median top 10 streaming chart suggests that the new folk sound is proving exceptionally popular to stream in its traditional album format.

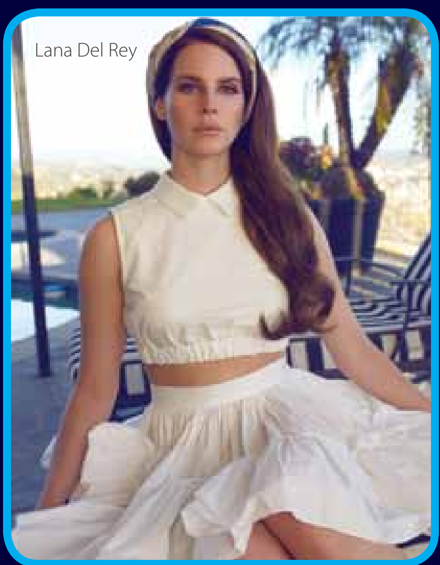
The market for single track downloads bears a close resemblance to Spotify as well. For example, Gotye's *Somebody That I Used To Know* was the second bestselling single of 2012 and was one of the most popular streamed tracks of the year as well on Spotify. However Gotye's median ranking for his album *Making Mirrors* was outside of the top 20 streamed albums, illustrating the strength of this particular single in both download and streaming markets.

By Will Page, Chris Tynan and Samantha Mandel-Dallal, Spotify

SPOTIFY'S MOST POPULAR ALBUMS OF 2012

Artist / Title	Median ranking	Album ranking
Lana Del Rey / Born To Die	1	8
Ed Sheeran / +	2	10
One Direction / Take Me Home: Yearbook Edition	3	7
The xx / xx	4	22
Drake / Take Care	5	4
Mumford & Sons / Babel	6	14
The Lumineers / The Lumineers	7	20
Justin Bieber / Believe	8	3
Of Monsters and Men / My Head Is An Animal	9	18
Bon Iver / Bon Iver	10	30

Source: Spotify. Data from all markets where Spotify is present.


Lana Del Rey


Mumford & Sons

The Pillars of the Digital Market

The digital sector continued to see growth in all major areas – downloads, subscriptions, music video streaming and digital radio. Innovations in the business models and an improved consumer experience have contributed to the growing popularity of digital music worldwide.

1. Continued growth in the download model

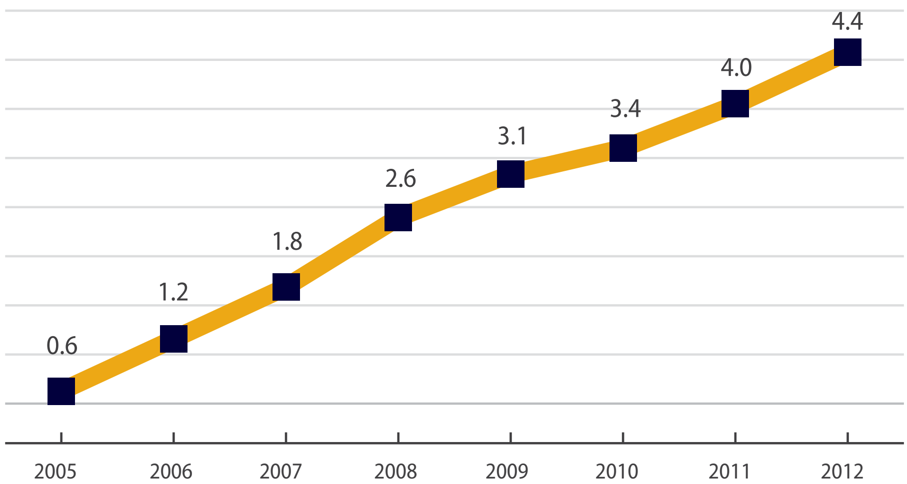
Download sales continue to account for large part of global digital revenues (71%), with iTunes remaining the market leader despite increasing competition. The combined sales of single tracks and album downloads were up by 11% in 2012 to 4.4 billion units, with digital albums growing at twice the pace of single tracks. International expansion and the roll out of cloud-based features were a boost to the sector in 2012, with Google, Amazon and Microsoft all entering the market or expanding their music offerings.

MAJOR DOWNLOAD MARKETS – SINGLES AND ALBUM DOWNLOAD SALES (MILLION UNITS)

	Single tracks			Albums		
Country	2011	2012	% change	2011	2012	% change
US	1,270.0	1,336.0	+5%	103.1	117.7	+14%
UK	176.2	187.8	+7%	26.6	30.5	+15%
Germany	79.0	97.1	+23%	14.6	17.5	+20%
Australia	78.4	138.0	+76%	6.0	8.5	+42%
Canada	94.2	114.3	+21%	8.3	10.5	+26%
Global	**2,136.4**	**2,297.2**	**+8%**	**181.5**	**210.1**	**+16%**

Sources: Nielsen SoundScan, Official Chart Company, Music Control, ARIA, Nielsen SoundScan Canada, IFPI.

GLOBAL DOWNLOADS (BILLION UNITS)



Source: IFPI. Combines single tracks and digital albums.

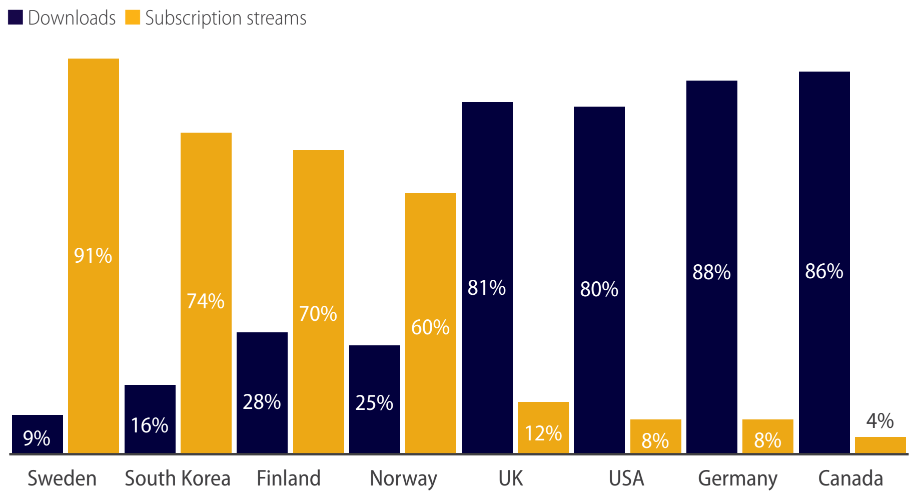
Research by Ipsos MediaCT looked at particular features of music services that attract consumers. It found that the key attributes of legal download services amongst users are as follows: 1) ease/security of payment; 2) these services are legitimate; 3) trust in the company. These attributes highlight how brand, payment security and trust are important drivers of engagement.

In 2012 **Apple** launched a new version of the iTunes software simplifying its design and introducing seamless integration with iCloud, which is now used by more than 190 million people (Apple, October 2012). iCloud Play allows consumers to stream all their iTunes purchases from any Apple device at no additional cost, while automatically adding all users' new purchases into their library. iTunes Match, released in 2011, automatically imports songs not purchased on the iTunes store to iCloud, for US$24.99 per year. The service significantly streamlines the user experience of populating the cloud with their music collection, without requiring the manual upload of each song and automatically organising the users' music library. With both features now available, iTunes users can access their entire music collection at any time on any device. Early in 2013 Apple announced its single track sales on iTunes had crossed the 25 billion mark since the opening of the store in 2003.

Following the launch in the US, **Amazon** rolled out its Cloud Player and scan & match service in the UK, France, Germany, Italy and Spain. The service enables users to securely store music in the cloud and play it on any device. Customers' music libraries can be scanned and tracks are matched to more than 20 million music tracks in Amazon's catalogue and stored in high-quality audio. All AmazonMP3 purchases can be automatically saved to Cloud Player for free, which means that customers have a secure backup copy of the MP3s they buy from Amazon. The scan & match service costs US$24.99 per year. Amazon also launched an 'AutoRip' function in early 2013 whereby customers purchasing an eligible AutoRip CD get the digital version of the album free of charge in the Cloud Player. The move provides another layer of convenience to Amazon customers, but it also aids the migration from physical consumption to digital.

Google launched its scan & match service in five European countries (UK, France, Germany, Italy and Spain) and the US as part of its Google Play platform roll out. Users purchasing music on Google Play will have their new and existing songs available for streaming to their Android devices or web browser for free. Google scan & match service is free to consumers.

DOWNLOADS AND SUBSCRIPTIONS STREAMS AS A % OF TOTAL DIGITAL REVENUES (2012)



Source: IFPI.

> **"THE ACCESS MODEL IS NOW A REALITY FOR MILLIONS OF PEOPLE ACROSS THE GLOBE. THIS IS A MODEL THAT WORKS; IT IS NO LONGER AN EXPERIMENT. WE ARE HERE TO STAY."**
> KEN PARKS, CHIEF CONTENT OFFICER, SPOTIFY

2. Subscription services come of age

After a period of experimentation, subscription services are now an integral part of the recorded music market. Consumers around the world are embracing subscription services, with the number of paid subscribers globally growing by 44% to 20 million. Globally subscription streams accounted for 13% of total digital revenues in 2012, but in Europe subscription streams already account for 23% of digital revenues. The sector grew by 62% in value globally in 2012.

The growth in the subscription sector in 2012 was driven by some key factors – international expansion of major players, development of access points for these services (through the launch of apps and integration with social networks), improvements in the consumer experience and greater variety of price points. Ipsos MediaCT research indicates that the key features that appeal are: 1) it is a legitimate environment; 2) to hear/discover new music and 3) because it's free.

Successful partnerships with mobile operators/ISPs are also helping expand the reach of subscription services. These typically involve bundling the music service with a mobile carrier/ISP package, making the subscription free to the consumer for a limited period. Both sides look to benefit. ISPs/carriers look to upsell smartphones and data plans/packages to its customers, reduce churn among younger consumers (who tend to be less loyal and more price sensitive) and improve their brand image by linking up with music services. For the industry and consumers, these partnerships can remove payment barriers and introduce more varied price points.

The overriding aim of such partnerships is to attract non-paying music users into paying subscriptions. Customers typically start with a free offer. The combination of a high quality service and good execution by the carrier/ISP can lead to high conversion rates. This strategy can also introduce the premium tier to consumers who may never have thought of subscribing to a music service, but once they use it they endorse it, broadening the market for subscription services.

Spotify remained the second largest source of digital music revenue in Europe, behind iTunes, and is already the largest source of revenues in countries such as Sweden, Norway and Finland. The service now has six million paying subscribers across its 20 markets, up from three million in 2011.

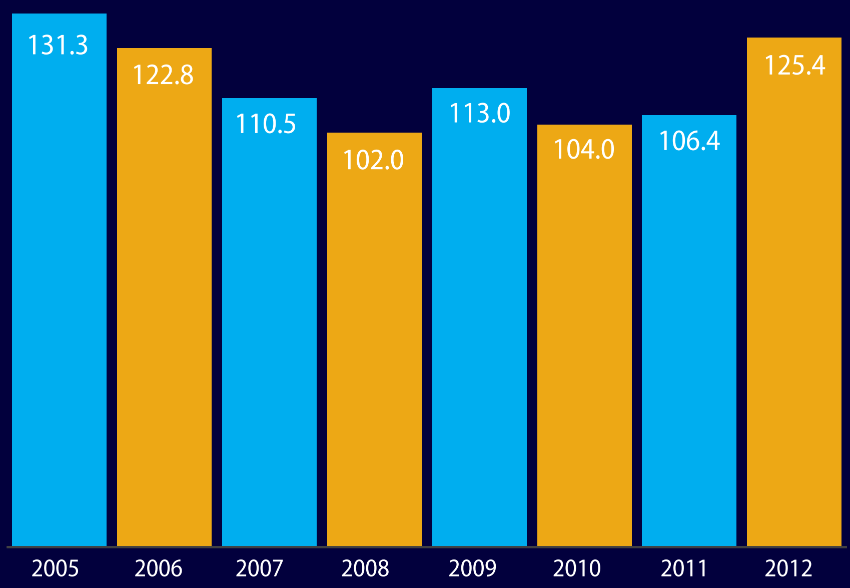
Over 20% of active Spotify users have been converted to the paid premium service. In Sweden this ratio increases substantially where over a third of the population uses the service. Around 30% of Spotify paying subscribers are aged 18-24. Spotify will be supported in all LG smart media products released in 2013.

The economics of streaming

Streaming services are still fairly early in their evolution curve with audiences still expanding. The subscription model is significantly different to the download model in terms of payment structure. What artists and record companies get for a download is akin to an advance for all future listening – a one off payment regardless of how many times the song or album is listened to. Payments on streaming services are equivalent to a lifetime annuity – artists and record companies get paid each time the song is played.

Subscription services are helping revive some music markets. Sweden is a prime example, where Spotify is now a household name. Per capita recorded music revenues in Sweden have been rising since 2008 – the same year Spotify launched. It went from SEK 102.0 per person to SEK 125.4 in 2012. This is the highest revenue per capita recorded since 2005.

SWEDEN'S RECORDED MUSIC REVENUES PER CAPITA (SEK)



Source: IFPI.

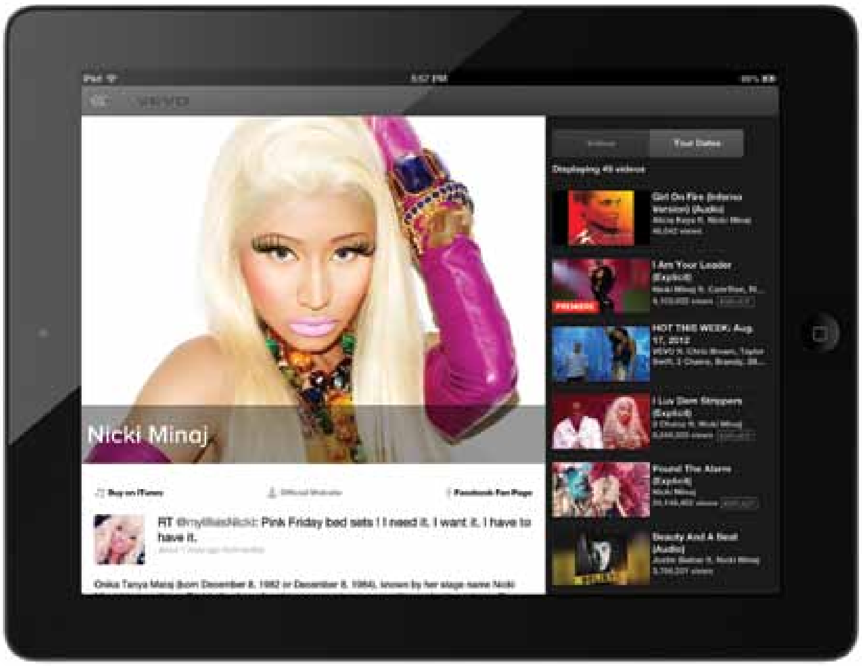
Streaming services tend to see a broader range of catalogue being enjoyed. Because users don't have to pay for each song they listen to, they are more likely to experiment with new music. This is one of the key attributes of the access model and the unlimited choice broadens consumer tastes.

France remains **Deezer's** main market, where the service is offered for free with certain Orange packages. As many as 75% of internet users in France are aware of Deezer (Ipsos MediaCT). Deezer has a global reach, being present in over 100 countries, and now has partnerships with ISPs in 20 countries. In 2012 new features were added, including enhanced music discovery tools and extended integration with Facebook. Deezer also rolled out an ad-supported tier to all its markets at the end of 2012. The service now has more than three million paying subscribers globally. In early 2013 Deezer announced partnerships with TV manufacturers to give access to its services via smart TV sets, ensuring access anytime anywhere.

In addition to the major international services, there is a wide range of local subscription offerings. IFPI tracks more than 30 different subscription services worldwide. In Europe, services include Germany's Musicload, Ireland's Eircom Music Hub, TDC from Denmark, Music Me in France and the UK's We7. In the US, MOG, Muve Music, PandoraOne, Rdio, Rhapsody and Slacker are attracting a growing user base and, in Asia, subscription is also a developing sector. Major Korean services include Bugs, MelOn, Mnet, Olleh Music and Soribada. Other regional players include KKBOX, MyMusic and PCCW Moov. In Latin America services including Rdio and Deezer expanded into the continent in 2012.

"WE ARE FOCUSING ON BUILDING CONSUMERS' ENGAGEMENT WITH MUSIC BY INVESTING IN LOCAL EDITORIAL IN LOCAL LANGUAGE. WE HAVE NEARLY 50 MUSIC EDITORS ON THE GROUND CHOOSING THE BEST NEW MUSIC ACROSS 182 MARKETS. WE CARE ABOUT THE CULTURAL RELEVANCE OF OUR SERVICE IN ANY GIVEN COUNTRY."

AXEL DAUCHEZ, CEO, DEEZER



"TECHNOLOGY HAS GIVEN CONSUMERS MORE ACCESS TO MUSIC BUT IT HAS ALSO CREATED CONFUSION. WHEN YOU HAVE ACCESS TO EVERYTHING, HOW DO YOU FIND THE MUSIC YOU WANT? CURATION, NOT JUST ACCESS, IS KEY."

JACK ISQUITH, SENIOR VICE PRESIDENT, STRATEGIC DEVELOPMENT, SLACKER

3. Monetisation of music videos improves

Music video services such as **YouTube** and **VEVO** have become phenomenally popular. YouTube has one billion regular users globally and VEVO is YouTube's most popular channel. Research in the UK found that music videos are the second most frequently watched type of content online, only behind news events (2012 Digital Entertainment Survey). Advertising revenues around premium content are higher than for UGC content, making music an important element in these services' strategies.

4. The next generation radio experience

Until the late 70s radio was largely an AM experience. FM radio offered greater choice and revolutionised radio in the 80s and 90s. Digital radio takes the user experience a step further by building on the great assets of FM radio – free, easy and supporting music discovery. Fans can also better connect with their favourite acts through personalisation tools (e.g. playlists based on artists you like) and flexible listening (e.g. pause/ rewind features).

A large segment of consumers listen to music via the radio. "Lean-back" consumers (those not actively looking for music) remain a largely untapped user base and present a massive opportunity for the industry. Existing services in this sector continued to grow in 2012 and more services are likely to join this space in the coming year, expanding the model internationally. According to research by The NPD Group in the US, more than half of 13-25 year olds listen to free online radio, with the strongest growth in usage among teens.

Digital radio service **Pandora**, launched in 2000, has become the mainstream alternative to traditional radio in the US. It reached 65.6 million active listeners in January 2013, accounting for 8% of all US radio listening activity compared to 5.6% a year earlier. The average Pandora listener listens to 21 hours of music per month. An ad-free subscription service tier, PandoraOne, is also available for US$ 3.99 per month to US users. There are now 60 car brands on sale in the US that support Pandora and 650 home electronic devices.

Slacker, launched in 2007, is another fast growing digital radio service, available in the US and Canada. A total of 4.5 million people listen to music on the service every month, and around 12% of those are paying subscribers. There are three tiers available. The 'Basic Radio' package is the closest to the traditional radio experience – it is free, ad-supported and consumers can access 250 radio stations or choose an artist/song and start their personalised radio experience. 'Radio Plus' is available at US$3.99 and has no ads, users can listen to their preferred radio stations offline, rewind and skip songs they don't like. 'Premium Radio' at US$9.99 is an full on-demand radio experience, if users like a song they can choose to listen to albums/other songs by that artist, linking discovery and unlimited consumption.

Around 60% of new Slacker users are paying subscribers. 'Radio Plus' is the most popular package. Its core demographic, 25-34 year olds, predominantly male, is slightly older than the free online radio listener. Research by the service indicates that its audience is mostly composed of avid music fans, early adopters.
As a result they may subscribe to more than one service or purchase downloads on top of their radio subscription.
As the audience broadens, this overlap of legal consumption is likely to fall, but it demonstrates that a core group of music fans are willing to experiment and consume music in varied ways.

The Potential Ahead for Performance Rights Revenues

Performance rights was the fastest growing sector in the music industry in 2012, growing by 9.4% and accounting for 6% of recorded music revenues. Through licensing third party businesses for the use of recordings and music videos, the music industry has grown its poll of revenues globally, but also developed a revenue stream in markets where recorded music wasn't adequately monetised.

The performance rights sector illustrates how music plays a vital part in driving a much broader range of economic activity. Radio advertising, worth US$33 billion globally, is underpinned by recorded music, for example. Other businesses such as nightclubs, gyms, hotels and restaurants also rely on music to generate business or deliver added value to their customers.

Performance rights revenues are less concentrated in the top music markets. The top 10 markets account for 74% of total performance rights revenues. This compares to 85% for physical, 87% for digital and 97% for synch revenues.

Despite the strong growth, there is still plenty of untapped potential. The three largest economies in the world – US, China and Japan – still lack a public performance right. Rates paid by third party business are still too low in many countries, not compensating artists and producers fairly for their music. By further developing efficiencies and best practices of music licensing companies around the world there is also room for improvements in collections.

Regional Overview

US

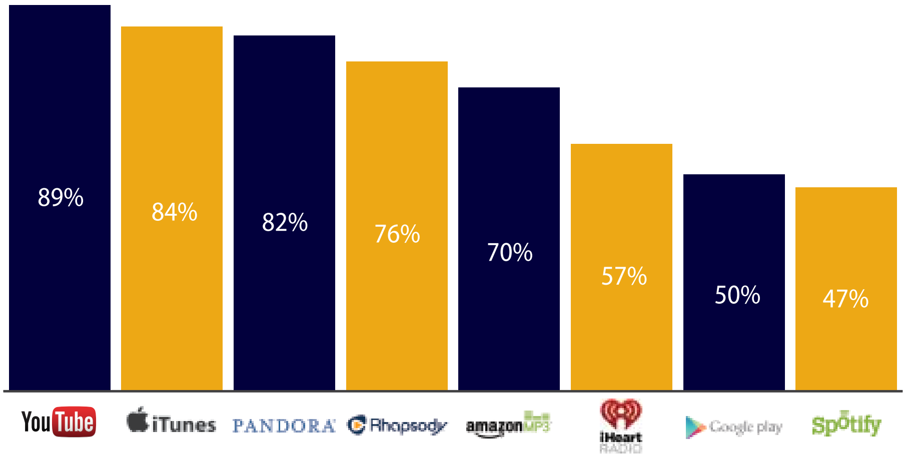
After years of decline the **US** market has stabilised. Revenues in 2012 fell slightly (-0.5%) driven by an acceleration of the physical decline (-17%). Physical sales in 2012 suffered due to the strong sales of Adele in 2011, continued migration to digital channels and further reduction in retail space. Strong digital and performance rights growth helped offset most of the decline in physical. Digital now accounts for 58% of total revenues.

Downloads remain the biggest digital revenue source, accounting for 80% of digital revenues, and iTunes continues to lead the market. There were 37 million iTunes music buyers in the US in 2012 out of a total of 44 million digital buyers aged 13+ (The NPD Group). Other players have joined the download sector, increasing competition. Google Play and Xbox Music launched new services, while Amazon rolled out new features to its service.

Services like Rhapsody, Spotify and Muve Music continue to drive growth in the subscription sector, while YouTube, VEVO, Pandora and iHeartRadio expand their user-base in the music video and internet radio sectors. Subscriptions and ad-supported revenues combined accounted for 15% of US digital revenues in 2012, representing an increase of 60% on 2011.

Performance rights income rose by 23% in 2012 but the sector remains under-monetised. Performance rights account for only 4% of total recorded music revenues in the US, compared to a global average of 6% and an European average of 10%. The lack of an analogue broadcast right continues to restrict growth in the sector.

% INTERNET USERS AWARE (US)



Source: Ipsos MediaCT.

Also contributing to overall stabilisation in the US was a decline in online piracy. According to research by The NPD Group, the number of consumers using P2P file-sharing services declined by 17% in 2012. In 2005 one in five internet users aged 13+ (33 million people) used these services, compared to 11% in 2012 (21 million people). The volume of files illegally downloaded on P2P also declined. Adding to the decline in piracy was a reduction in use of unlicensed cyberlocker services. Nearly half of those who reduced activity on unlicensed services cited increased use of free, legal music streaming services as a key reason for their change in behaviour. NPD also credited the shutdown of Limewire and other services and the poorer experience offered by illegal services for the change in behaviour.

Taylor Swift

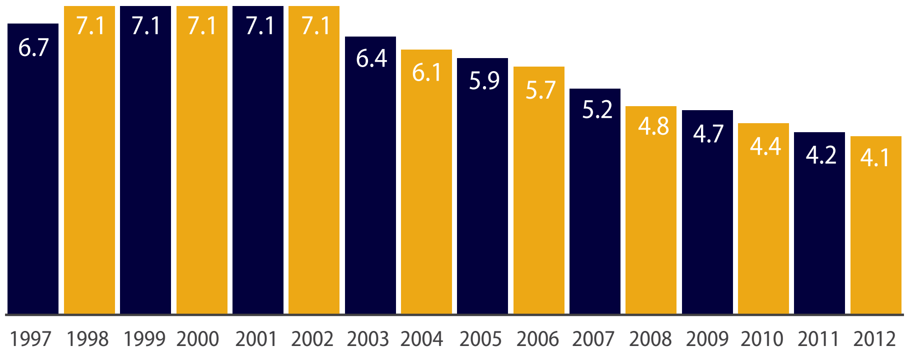
fun.

Europe

Music sales in Europe fell by 4.1% to US$5.2 billion (€4.1 billion) in 2012. Digital revenues grew by 22% – nearly three times the global average – and accounted for 29% of total revenues. Performance rights grew by 2.9%, less than the global average due to difficult economic conditions in some territories. Physical formats continued to drag down the region's performance, falling by 14% while still accounting for 60% of all revenues.

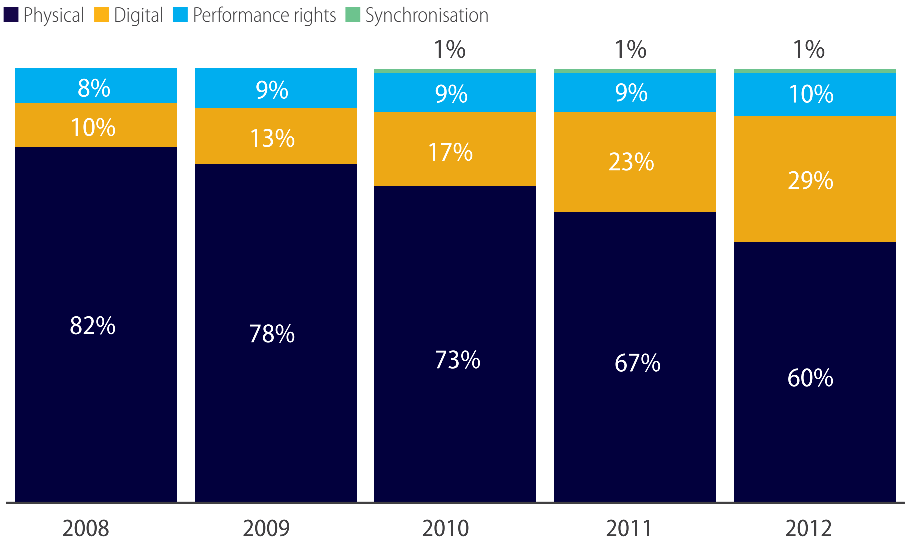
Due to the weakening of the euro against the dollar in 2012, the **UK** overtook Germany as the third biggest market in the world. This is despite a 6% drop in revenues, led by a steep fall in physical sales (-21%). Digital growth remained strong (+17%) and downloads continued to account for the bulk of digital revenues (81%). Subscription was the fastest growing sector (+69%) and accounted for 12% of digital revenues in the UK. There were 3.7 billion streams in 2012, up 40% on 2011 (Official Charts Company). Physical still accounts for 49% of all revenues, even though the digital share of the market grew from 32% in 2011 to 39% in 2012. Adele's high sales in 2011; a weaker release schedule; competition for consumer spend generated by the London 2012 Olympic Games and the Queen's Diamond Jubilee were factors impacting the UK market in 2012.

EUROPEAN RECORDED MUSIC MARKET (€ BILLIONS)



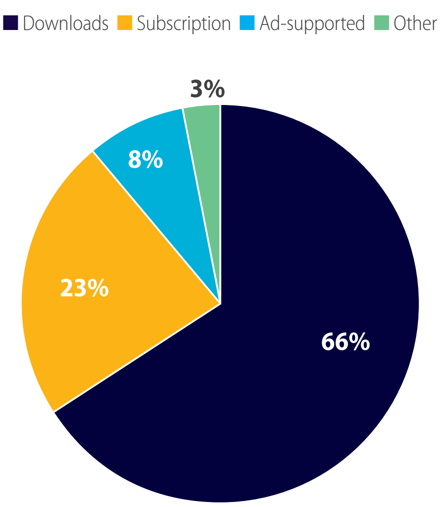
Source: IFPI.

EUROPEAN RECORDED MUSIC SALES BY SECTOR (VALUE)



Source: IFPI.

EUROPEAN DIGITAL REVENUES BY SECTOR 2012



Source: IFPI.

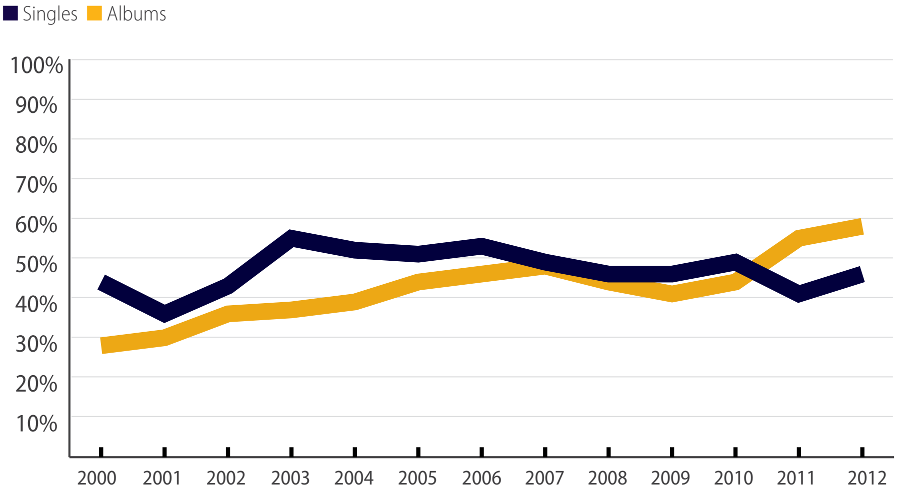
Die Toten Hosen

Emeli Sandé

Nick & Simon

Sexion D'Assaut

LOCAL REPERTOIRE TREND IN GERMANY (LOCAL REPERTOIRE AS % OF TOP 100)



Source: Media Control.

The market in **Germany** saw an acceleration in the rate of decline in 2012, falling by 4.6%. Impacting the results were an 8% decline in physical sales, driven by a weak release schedule in the fourth quarter of 2012, and a sharp decline in performance rights revenues led by an ongoing holdout on private copying levy royalties by device manufacturers.

Digital sales grew by 19% in value, now accounting for 19% of total revenues. More than half of German music buyers (57%) still buy music exclusively at physical retail stores. However, according to GfK, there is a growing number of consumers buying music exclusively online (in physical or digital formats). This group already accounts for 28% of all music buyers. A small proportion of consumers buy music both online and offline.

Prospects for consumer uptake of digital services are improving. Research by Ipsos MediaCT found that 73% of German digital music consumers believe there are good services for legally accessing digital music. Downloads continued to account for the majority of digital revenues (88%) and grew by 24% in 2012. Subscription services (such as Spotify, Simfy, WiMP, Deezer and Juke) and ad-supported services (MyVideo, Clipfish and Tape.TV) combined account for 11% of digital revenues and grew by 22%.

In terms of repertoire, local acts are doing very well in Germany. For the first time since records began the revenue generated from artists signed in Germany is higher than that of international acts.

Seven out of the top 10 albums of 2012 were by German acts and 58% of the top 100 – the highest level since 2000.

Music sales in **France** fell by 2.9% in 2012, reflecting a less negative result compared to 2011. The physical decline (-11%) continued to impact overall sales, despite strong growth in digital (+13%), performance rights (+21%) and synchronisation (+33%). Performance rights already account for 10% of revenues in France, while digital lags behind the global average with a share of 23% of total revenues.

Music sales in **Italy** fell by 1.8% in 2012 driven by a steep drop in physical sales. Digital still only accounts for 27% of revenues – a rate below the European average – but grew strongly in 2012. Download sales account for the majority of digital revenues and grew by 26% in value. Ad-supported streams saw the biggest growth in 2012 (+77%), accounting for 22% of digital revenues (up from 9% in 2008). VEVO and Deezer were active in 2012 and Spotify entered the Italian market in early 2013.

In the **Netherlands**, the two largest telcos (T-Mobile and KPN) have partnered with the top subscription services, Deezer and Spotify respectively, and rolled out aggressive marketing campaigns educating consumers about subscription services. Digital revenues in the Netherlands rose by 66% in 2012, the highest rate in Western Europe, and subscriptions now account for 28% of digital revenues.

Asia

Digital sales in Asia fell by 19% in 2012. A deflating mobile sector, which used to be a major driver of digital revenues in the region, explains this lacklustre performance. Despite the launch of iTunes, the download sector is still relatively small in the region. Lower credit card penetration compared to Europe and the US, alongside high piracy levels, are major barriers to adoption of download services. Subscription services are growing, helping offset some of the decline in mobile revenues.

Korean service MelOn, continued to be one of the most successful subscription services globally, with nearly two million paying subscribers in 2012. KKbox, available in Taiwan, Hong Kong and Malaysia, crossed the one million subscriber mark in 2012 and is now the second biggest subscription service in the region. The performance rights sector remains underdeveloped in the region, with no performance right established in law in Japan and China, and below average collections in South Korea.

A strong performance of physical products (+13%) drove a positive result in **Japan** in 2012, where physical still accounts for 80% of total revenues – one of the highest rates in the world. CD singles were up by 6% in value and accounted for 16% of physical revenues. A significant proportion of CD singles in Japan are sold bundled with promotional content. The Japanese girl group AKB48 made an important contribution to the singles market in 2012, with all its releases selling more than one million units. AKB48's releases are bundled with a wide variety of additional content, including photos and tickets for handshake events.

CD albums also grew in Japan (+11%). South Korean female groups KARA and Girls' Generation released their CDs in multiple versions, featuring different covers with each girl in the band, leading many fans to buy more than one version. This new way of marketing, where CDs are also a merchandise product, is proving popular and is fuelling the physical sector. Compilations by established local acts and live concert DVDs from acts such as Arashi and EXILE, have also made a big contribution to rising physical sales.


BigBang


AKB48

Contrasting with Japan's strong physical sales was a steep decline in digital revenues (-25%). This is largely due to the continued fall in the mobile market, combined with an increase in piracy. In efforts to halt the increase in piracy, in October 2012 the Japanese government put into effect a new law to criminalise illegal downloading and committed to raising public awareness of the law. Since the introduction of the law piracy has started to fall.

In **South Korea**, digital revenues were severely impacted by the collapse of Cyworld, a major social networking platform and one of the biggest services in the market. Digital sales in Korea are expected to bounce back in 2013. On the other hand, physical did well (+19%) driven by the success of K-Pop in the region. Girls Generation and BigBang are examples of Korean acts achieving success across borders. BigBang sold over 750,000 concert tickets over 48 shows in 13 countries in 2012 and achieved album sales of over one million units globally.

"CDS ARE BECOMING THE NEW MERCHANDISE IN ASIA."

SANDY MONTEIRO, PRESIDENT, SOUTH EAST ASIA, UNIVERSAL MUSIC GROUP

Music sales in **India** reached their highest-ever level in 2012, growing by 22% with digital accounting for 60% of revenues. The Indian music market has gone through significant transformation over the past 10 years. Revenue streams have diversified and more recently subscriptions and streaming services have taken off, accounting for a growing share of the market.

Mobile operator services dominate the digital space in India. Operators such as Airtel, Vodafone, Idea and Tata Docomo offer a range of mobile music products, ranging from ringtones, ringback tones, MP3 downloads and mobile streaming services. These products are sold on a unit basis or bundled into a subscription for a small fee. Mobile radio services are evolving to offer multi-language stations, intelligent playlists and the ability for users to skip songs they don't like. Airtel's mobile radio retails for a monthly fee of US$0.6, including 300 minutes of listening time per month.

Another important player in the Indian market is Nokia's Music Unlimited, launched in December 2011, offering "all you can eat" DRM-free music downloads to consumers purchasing a Nokia phone. Through a partnership with Reliance Communications, India's second largest ISP, the cost of the service is integrated into the mobile tariff, removing the need for a credit card. iTunes launched its store in India in December 2012, but downloads remain a small part of the Indian digital sector.

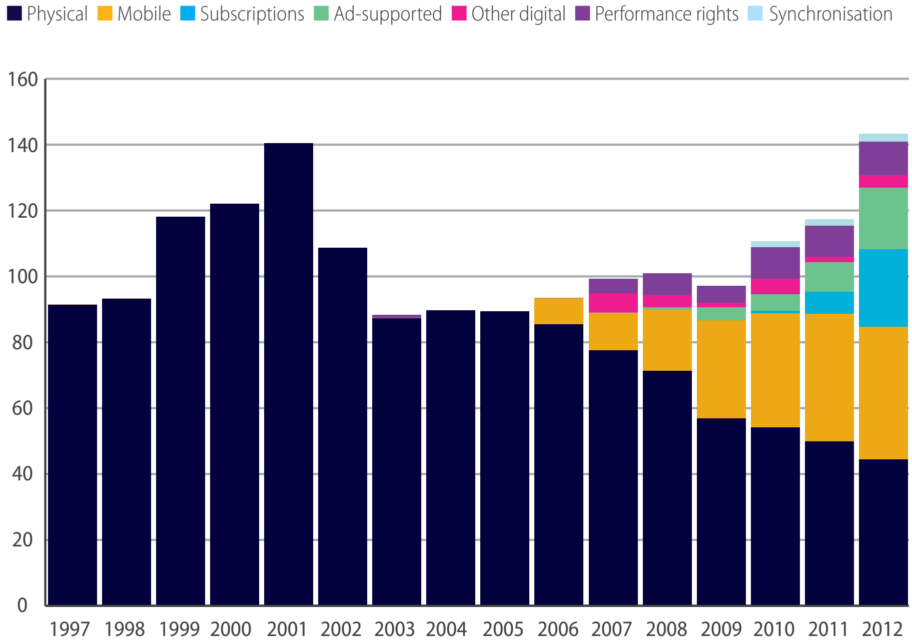
In **China** there have been encouraging signs of progress, although major challenges remain in developing a legitimate music market. The market re-entered the top 20 and grew by 9% in 2012. Digital sales accounted for 82% of total revenues, the highest digital share among the top 20 markets. A 17% increase in digital was enough to offset a 17% fall in physical sales.

In 2011 major music companies signed a groundbreaking deal with Baidu, whereby the search provider moved from being the biggest unlicensed service in China to a partner tackling piracy on its platform by demoting links to pirate material on its search results. This was an important first step in the development of a legitimate digital sector. In 2012 Baidu and the industry began preparing for the launch of a subscription service. In February 2013, Sohu and its search engine Sougou, entered a settlement agreement with the recording industry that includes anti-piracy measures. These changes are paving the way to new developments in 2013 and beyond.

China presents a significant opportunity for the music industry. Within the next three years China is projected to overtake Japan and become the world's second-largest consumer market (The Boston Consulting Group).

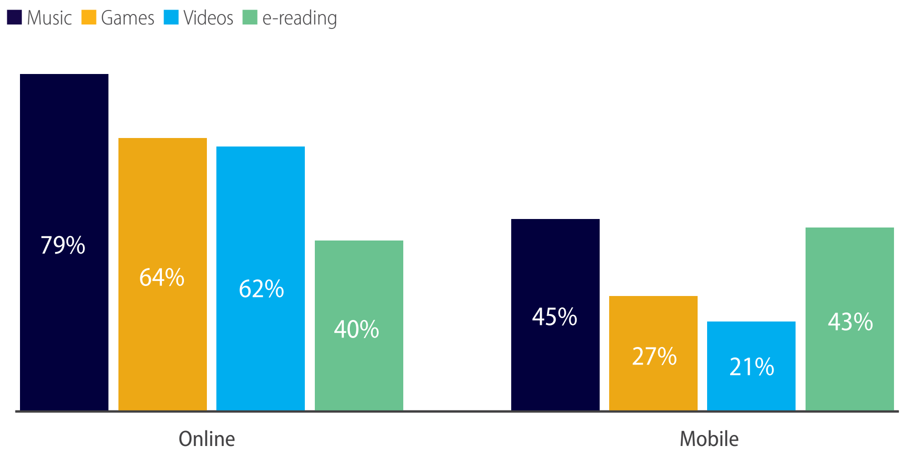
The affluent consumer class is expected to reach 280 million people, or 20% of the population, by 2020. China is already the world's largest mobile market, with 43% of the population subscribing to mobile services. Music is already at the core of entertainment activities in China, both online and via mobile. If an increasing part of activity is monetised, it will result in more investment in artist development and greater legitimate economic activity.

INDIAN RECORDED MUSIC MARKET (US$ M)



Source: IFPI.

% USERS ENGAGED IN ENTERTAINMENT ACTIVITIES IN CHINA



Source: The Boston Consulting Group, China's Digital Generations 3.0 – The Online Empire.

"NOKIA MUSIC STORE IS INDIA'S LARGEST LEGAL MUSIC SERVICE, DELIVERING OVER ONE MILLION DOWNLOADS EACH DAY. ITS BROAD CATALOGUE OF INTERNATIONAL AND LOCAL MUSIC HAS HELPED TO REVOLUTIONIZE AND DEMOCRATIZE LEGAL MUSIC CONSUMPTION IN INDIA".
JYRKI ROSENBERG, VP FOR ENTERTAINMENT, NOKIA

The development of the recorded music market in India – a case study

The physical market in India took off in the late 90s with cassettes sold at around US$1 or less. The traditional CD format took nearly three years to become popular in major urban cities given its higher price (US$2-10). Before the CD could reach its potential, a unique format of MP3 tracks on CDs stormed the market. Local estimates indicate that 200-250 million MP3 CDs and VCDs were being sold illegally annually. Legitimate MP3 CDs peaked at around 40 million units.

As physical sales began to fall, India experienced a mobile revolution that saw the acquisition of more than 600 million mobile subscribers between 2006 and 2010. The ability to make cheap calls had a deep impact on the culture in a country with historically poor communications infrastructure. With low speed mobile networks and mostly low cost feature phones, caller tunes (ringback tones) became the dominant component of mobile operators' value-added services, accounting for as much as 40% of all value-added revenues. Music also became an important branding tool. Meanwhile, most physical music retailers converted to video or mobile phone retailing, further reducing shelf space allocated to physical products.

With the mobile explosion came a sideloading problem. Mobile device retailers and repair shops/service centres started selling memory chips with 1-2 GB of music for a small fee as an add-on to newly acquired devices. Local industry estimates point to as many as 20,000 such outlets across India.


AR Rahman

The majority of mobile devices in India are still feature phones. Smartphones are currently used by around 10-15 million Indians, roughly 1% of mobile subscribers, but growth has been exponential. 3G use is also in early development stages due to low network service quality and high charges for data use.

Online music services have seen slower take up in a country where mobile is the key device. India has more than 920 million mobile subscribers (TRAI), and the majority are pre-paid customers with an average credit balance of only around US$1. By comparison, there were 150 million internet users by December 2012, with 111 million active users (IAMAI). While these figures are significant, they represent only around 10% of the country's mobile user base. Most internet usage is office-based and personal computer ownership is low. Broadband subscriptions total 15.1 million (TRAI, January 2013), compared to 70.6 million 3G/4G subscriptions (Informa, December 2012). Low online credit card penetration has also limited the development of online services. It is estimated that only 18.9 million people in India have credit cards (Reserve Bank of India, February 2013), or 1% of the population. The prevalence of online piracy has also been a major inhibitor in this area.

But that is starting to change. The rapid growth in smartphone and tablet ownership, the possibility of a leap to 4G technology and rising household broadband adoption are opening doors to new business models. India has a growing young demographic that is well educated, affluent and cosmopolitan and this group is leading the new mobile revolution. Of all mobile internet users in India, 87% use it daily, with 70% of this group falling within the ages of 24-34. E-mail and social media are the primary drivers of mobile internet in urban areas, but entertainment is driving take up in rural areas (IAMAI).

Currently 95% of the Indian physical market is made up of Bollywood soundtracks, regional language soundtracks and local music, with 5% of sales coming from international repertoire. In the digital market, local repertoire accounts for an even greater share of sales. India has around 400-500 music labels releasing music in over 20 languages, so content is vast and disparate. Attracting consumers' eyeballs is a major marketing challenge. The artist-based music business is still relatively small and the majority of activity is based on the song. Most sales are soundtrack-driven and almost all artists perform in Bollywood films and its variants.

But here too there is evidence of change. Indian consumers are increasingly open to a more modern interpretation of the Bollywood sound, incorporating pop and indie musical styles. Young filmmakers are increasingly experimenting with new sounds. There is a small but growing 'pop' business in India and many labels have started to invest in this segment, focusing on a sub-set of the population open to different types of music. As social media spreads, internet usage grows and live performance venues develop, there is an opportunity for the expansion of the Indian music market in parallel to its traditional Bollywood roots.


Yuridia


Paula Fernandes

Latin America

Latin America was the fastest growing region for the second consecutive year. All countries in the region saw growth, with the exception of Ecuador. Music sales in the region grew by 12%, with a small decline in physical (-2%) offset by a sharp increase in digital sales (+55%), strong growth in performance rights revenues (+27%) and synchronisation (82%).

The digital sector in the region benefited from the launch of new services in 2012 such as Deezer, Rdio, VEVO and Xbox Music, following iTunes' entry the previous year. A number of international players, including Spotify, are considering entering the region in 2013. The development of e-commerce is also aiding digital growth. Music/films/videos are already the third largest segment in e-commerce sales in the region, only behind clothes/accessories and electronics (ComScore). Brazil is currently leading in e-commerce across the region.

The sizeable population, growing economy, expanding purchasing power among the middle-class coupled with growing device penetration and digital engagement, are major factors in the expansion of the digital sector in **Brazil**. Digital revenues took off in 2012, growing by 81%, helping offset a 10% drop in physical sales. This decline in physical formats was led by a stronger release slate in 2011, which included big selling albums by Padre Marcelo Rossi and Paula Fernandes.

The source of digital revenues in Brazil has changed significantly over the past few years. In 2006 as much as 83% of digital revenues came from mobile products.

Today, the digital market is much more diversified, with only 23% coming from mobile services. iTunes launched in Brazil in the end of 2011 and provided a boost to digital sales. Revenues from digital albums matched those for single track downloads, highlighting the continuing importance of albums in the digital era. VEVO provided a lift to the ad-supported sector, launching a local site and achieving more than 100,000 app downloads in its first few weeks of operation. YouTube has also become an important revenue-generating source. Defying the global trend, the ringback tones sector grew significantly in Brazil, with major carriers backing the format. The format benefits from being piracy-proof and is currently being offered on a subscription basis bundled with the operator's billing system. In 2013, the subscription service Muve Music expanded its operations in Brazil in partnership with TIM, the second largest mobile operator in the country, following its success in the US market.

The Brazilian market is set to continue rising in coming years, with the World Cup in 2014 and the Olympic Games in 2016 driving opportunities as well as the growing number of digital retailers joining the market.

In **Mexico**, recorded music sales were up 8%, with digital sales accounting for 35% of revenues. Growing internet penetration and rising adoption of connected devices are driving digital consumption. A variety of licensed digital services are available, including iTunes, BBM Music, Ideas Musik, Corona Music, all of which consolidated their presence in the Mexican market in 2012. The more recent launch of Xbox Music and Deezer contributed to further growth in the digital space. Physical sales declined by only 3%, with local repertoire accounting for 43% of physical sales.

"DIFFERENTIATION OF BUSINESS MODELS IS A CHALLENGE BUT ALSO A KEY COMPONENT OF OUR DIGITAL STRATEGY IN BRAZIL. WITH NEW SERVICES ENTERING THE MARKET IT IS BECOMING NORMAL TO USE LEGAL SERVICES."

HERB PAYAN, SENIOR VICE PRESIDENT, DIGITAL CONTENT DEVELOPMENT, SONY MUSIC ENTERTAINMENT

"WE ARE SEEING A SIGNIFICANT RISE IN SALES OF SMARTPHONES AND GROWING INTERNET ACCESS IN LATIN AMERICA. ONCE CONSUMERS HAVE THE HARDWARE, THEY NEED THE MEDIA."

ALEJANDRO DUQUE, VICE PRESIDENT, BUSINESS DEVELOPMENT AND DIGITAL, LATIN AMERICA, UNIVERSAL MUSIC GROUP

"THE LAUNCH OF ITUNES SHOWED THAT BRAZILIANS ARE PREPARED TO PAY FOR MUSIC. WE THOUGHT CONSUMERS WERE SO USED TO PIRACY THAT THEY WOULD NEVER BUY MUSIC AGAIN. BUT THIS HAS BEEN PROVED WRONG. MOREOVER, A NEW GENERATION OF CONSUMERS CAN NOW HAVE THEIR FIRST MUSIC EXPERIENCES IN THE LEGAL ENVIRONMENT."

MARCELO SOARES, PRESIDENT, SOM LIVRE

Tackling Digital Piracy

The recording industry's ability to develop the digital marketplace remains impacted by the prevalence of piracy. IFPI estimates that one-third of internet users worldwide (32%) regularly access unlicensed services.

Rights holders are working to secure greater cooperation from intermediaries – advertisers, ISPs, payment providers and search engines – to tackle piracy. Government also has an essential role to play, helping ensure all participants in the digital marketplace act in a socially responsible manner.

ISPs are uniquely positioned to help rights holders as they use their direct relationships with internet users to encourage them to behave responsibly. ISPs can block access to unlicensed digital services and educate consumers about the illegality of distributing copyright infringing music online.

Courts in a dozen countries have ordered ISPs to block access to infringing services. There is evidence this can be highly effective. ISPs in five European countries have been required to block access to The Pirate Bay, resulting in traffic to the service dropping by 69% in 2012, while it increased by 45% in other markets (IFPI).

ISPs in several countries run copyright alert programmes, notifying account holders when their connection is used to distribute infringing music and warning them of sanctions if they repeatedly ignore such messages. These programmes may be instituted by legislation, as in France and New Zealand, or voluntary agreement, as in the US. Such programmes can have a sharp impact. Use of unlicensed peer-to-peer networks in France has dropped by 20% since implementation of the law. In New Zealand, P2P levels have fallen by 13% since implementation.

Search engines are used by many internet users looking for music online. In August 2012, Google announced it could alter its algorithm to downgrade unlicensed services in its search results. Rights holders welcomed this commitment, but are still yet to see its effective implementation. The industry believes search engines can also do more to ensure they do not generate advertising income for unlicensed services and can increase the amount of infringing links they remove in response to rights holders' requests.

Advertising is a major source of income for unlicensed services. While brands generally respond to requests to remove advertising from unlicensed services, the industry believes they could do more to proactively tackle the problem. Clearer industry codes of practice could ensure all those in the advertising supply chain take responsibility for preventing brands appearing on pirate sites.

Payment providers work effectively with the industry to ensure unlicensed download stores cannot use their services. Since March 2011, industry leaders such as MasterCard, Paypal and Visa have cooperated with rights holders and the City of London Police to ensure their services are not present on pirate sites. Cooperation is now being extended to tackle unlicensed cyberlockers.

The industry takes action itself to tackle digital piracy, removing millions of infringing links from the internet. Complaints to law enforcement have helped result in the closures of unlicensed sites. Megaupload, the most well-known unlicensed cyberlocker, was closed in January 2012 following intervention from the US Department of Justice. This had a ripple effect on the whole sector, with other services changing the way they operated, resulting in a 17% reduction in the global use of unlicensed cyberlockers.

The industry recognises there is still more to do and calls on governments worldwide to help it uphold copyright law in the digital space. Making sure existing copyright rules are properly enforced can help create a more positive environment for creative industries to invest in new talent and bring it to the market, resulting in more opportunities for artists and greater choice for consumers.

Country Index

North America

Europe

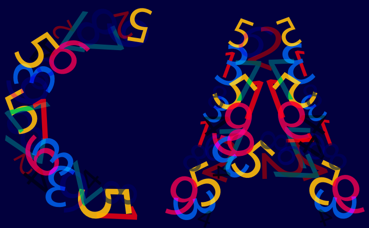
Asia

Australasia

Latin America & Caribbean

Africa

Canada



SOCIAL AND ECONOMIC INDICATORS

Population (millions): 34.3
Language: English, French
Currency: Canadian Dollar (CAD)
US$ exchange rate: 1.00
GDP per capita (US$): 41,500
GDP % change: +1.9%
Total music revenues per capita (US$): 13.2

DIGITAL INDICATORS IN MILLIONS

Internet users: 29.3
Broadband households: 10.7
Mobile subscriptions: 26.0
Active smartphones: 13.3
Active tablets: 3.0

INDUSTRY INFORMATION

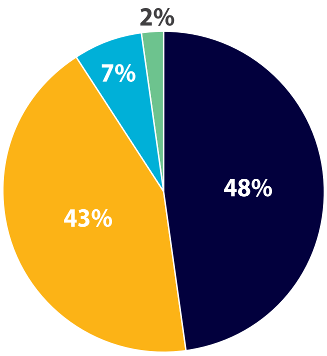
Chart compiler:
Nielsen SoundScan Canada www.soundscan.com

Performance rights music licensing company:
Re:Sound/ AVLA www.resound.ca

Local music industry association:
Music Canada www.musiccanada.com

WORLD RANKING

Physical: 7
Digital: 7
Performance rights: 9
Synchronisation: 5
Total market: 7



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) Physical Digital Performance rights Synch

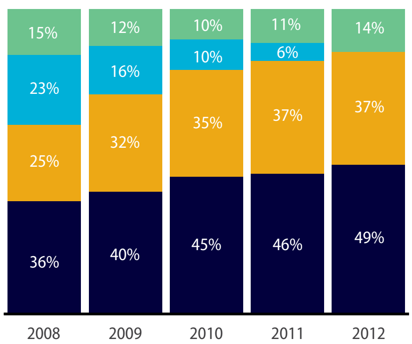
RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (CAD)	Total % change
2012	217.0	196.2	29.5	10.8	453.5	453.5	+5.8%
2011	232.5	161.3	18.8	16.0	428.6	428.6	+2.4%
2010	269.3	124.2	19.8	5.4	418.7	418.7	-10.8%
2009	345.5	102.8	21.1		469.4	469.4	-5.5%
2008	384.3	91.1	21.5		496.9	496.9	-6.5%

Note: 2011 digital sales revised.

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical		Digital	
	CD	Other physical	Single tracks	Digital albums
2012	23.2	2.2	114.3	10.5
2011	24.1	2.1	94.2	8.3
2010	25.9	2.9	67.9	6.0
2009	30.8	2.4	58.2	4.9
2008	35.0	3.2	40.7	3.4



DIGITAL SALES BY FORMAT (VALUE) Single track Full album Mobile Other

TOP SELLING SONGS 2012

	Artist	Title	Company
1	Gotye ft. Kimbra	Somebody That I Used To Know	Universal
2	Carly Rae Jepsen	Call Me Maybe	Interscope
3	fun. ft. Janelle Monáe	We Are Young	Fueled By Ramen
4	PSY	Gangnam Style	YG Entertainment
5	Maroon 5	Payphone	A&M
6	Nicki Minaj	Starships	Young Money Entertainment
7	Flo Rida	Whistle	Atlantic
8	Flo Rida	Wild Ones	Atlantic
9	Maroon 5	One More Night	A&M
10	fun.	Some Nights	Fueled By Ramen

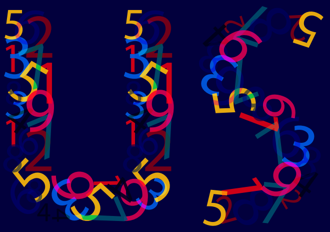
TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

- Arts & Crafts Productions Inc
- Dine Alone Music Inc.
- Disques Audiogramme inc. (Les)
- Disques Dare To Care Inc. (Les)
- Groupe Archambault inc.
- Last Gang Records Inc
- Linus Entertainment Inc.
- Maplecore Ltd.
- Nettwerk Productions
- Tandem.mu

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Adele	21	XL Recordings
2	Taylor Swift	Red	Big Machine
3	One Direction	Up All Night	Sony
4	Mumford & Sons	Babel	Glassnote Records
5	Celine Dion	Sans Attendre	Columbia
6	One Direction	Take Me Home	Sony
7	Justin Bieber	Believe	Island
8	Various Artists	Star Academie 2012	Productions J.
9	Rod Stewart	Merry Christmas, Baby	Universal
10	Leonard Cohen	Old Ideas	Columbia

USA



SOCIAL AND ECONOMIC INDICATORS

Population (millions): 313.8
Language: English
Currency: US Dollar (USD)
US$ exchange rate: 1.00
GDP per capita (US$): 49,800
GDP % change: +2.2%
Total music revenues per capita (US$): 14.3

DIGITAL INDICATORS IN MILLIONS

Internet users: 256.0
Broadband households: 85.3
Mobile subscriptions: 360.5
Active smartphones: 213.5
Active tablets: 65.3

INDUSTRY INFORMATION

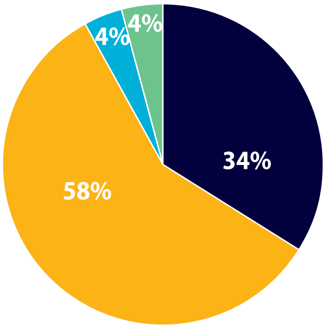
Chart compiler:
Nielsen SoundScan www.soundscan.com

Performance rights music licensing company:
Sound Exchange www.soundexchange.com

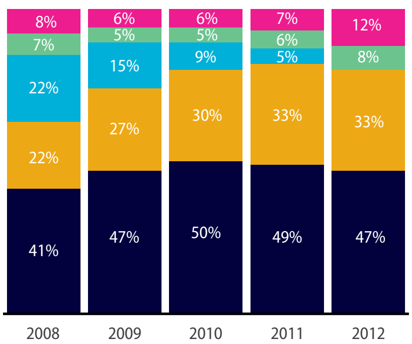
Local music industry association:
RIAA www.riaa.com

WORLD RANKING

Physical: 2
Digital: 1
Performance rights: 1
Synchronisation: 1
Total market: 1



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE)
Physical · Digital · Performance rights · Synch



DIGITAL SALES BY FORMAT (VALUE)
Single track · Full album · Mobile · Subscriptions · Other

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (USD)	Total % change
2012	1,531.5	2,598.2	161.2	191.0	4,481.8	4,481.8	-0.5%
2011	1,841.7	2,344.7	130.9	187.8	4,505.1	4,505.1	+2.9%
2010	2,076.4	2,029.3	89.7	181.4	4,376.9	4,376.9	-5.4%
2009	2,553.9	2,005.1	70.2		4,629.1	4,629.1	-10.8%
2008	3,143.1	1,991.2	54.8		5,189.2	5,189.2	-15.1%

Note: 2011 sales revised.

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical		Digital	
	CD	Other physical	Single tracks	Digital albums
2012	210.9	14.9	1,336.0	117.7
2011	240.7	15.0	1,270.0	103.1
2010	252.9	14.8	1,172.0	86.5
2009	292.8	16.4	1,160.0	76.4
2008	384.7	17.6	1,070.0	65.8

TOP SELLING SONGS 2012

	Artist	Title	Company
1	Gotye ft. Kimbra	Somebody That I Used To Know	Republic Records
2	Carly Rae Jepsen	Call Me Maybe	Interscope
3	fun. ft. Janelle Monáe	We Are Young	Fueled By Ramen
4	Maroon 5 ft. Wiz Khalifa	Payphone	A&M
5	Nicki Minaj	Starships	Young Money Entertainment
6	One Direction	What Makes You Beautiful	Syco/Columbia
7	fun.	Some Nights	Fueled By Ramen
8	Kelly Clarkson	Stronger (What Doesn't Kill You)	RCA Records
9	PSY	Gangnam Style	Republic Records
10	Maroon 5	One More Night	A&M

TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

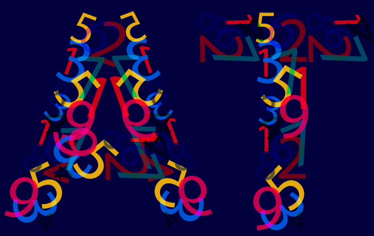
Concord Records
CURB
Epitaph Records
Koch Entertainment
Madacy
Razor & Tie
Starbucks
Sub Pop
Victory Records
Walt Disney Records/Buena Vista/Hollywood Records
Wind-Up Records

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Adele	21	Columbia
2	Taylor Swift	Red	Big Machine
3	One Direction	Up All Night	Columbia
4	Mumford & Sons	Babel	Glassnote Records
5	One Direction	Take Me Home	Columbia
6	Justin Bieber	Believe	Island
7	Carrie Underwood	Blown Away	Arista
8	Luke Bryan	Tailgates & Tanlines	Capitol
9	Lionel Richie	Tuskegee	Mercury
10	Jason Aldean	Night Train	Broken Bow

Source: Nielsen Soundscan

Austria



SOCIAL AND ECONOMIC INDICATORS

Population (millions): 8.2
Language: German
Currency: Euro (EUR)
US$ exchange rate: 0.78
GDP per capita (US$): 42,500
GDP % change: +0.6%
Total music revenues per capita (US$): 11.7

DIGITAL INDICATORS IN MILLIONS

Internet users: 6.8
Broadband households: 2.1
Mobile subscriptions: 13.4
Active smartphones: 4.5
Active tablets: 0.4

INDUSTRY INFORMATION

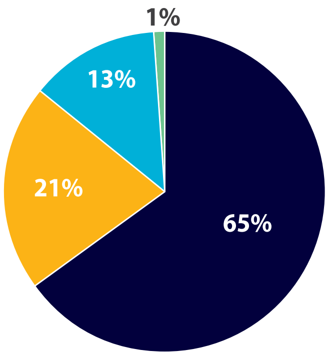
Chart compiler:
Media Control Austria www.austriatop40.at

Performance rights music licensing company:
LSG www.lsg.at

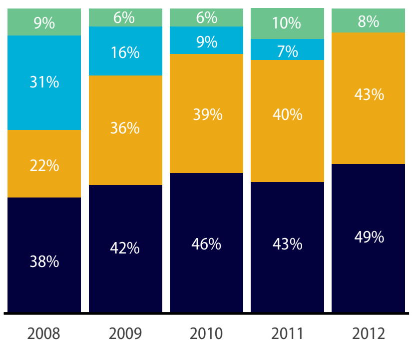
Local music industry association:
IFPI Austria www.ifpi.at

WORLD RANKING

Physical: 17
Digital: 23
Performance rights: 17
Synchronisation: 18
Total market: 19



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE)
Physical, Digital, Performance rights, Synch



DIGITAL SALES BY FORMAT (VALUE)
Single track, Full album, Mobile, Other

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (EUR)	Total % change
2012	62.7	20.0	12.5	1.0	96.2	75.1	-12.4%
2011	77.0	19.5	12.3	1.2	110.0	85.7	-7.2%
2010	89.3	16.5	12.1	0.5	118.4	92.4	-11.6%
2009	106.7	14.0	13.3		134.0	104.5	-1.4%
2008	115.2	8.9	11.8		135.9	106.0	-4.7%

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical		Digital	
	CD	Other physical	Single tracks	Digital albums
2012	5.5	0.6	10.1	1.1
2011	6.5	0.8	9.9	0.9
2010	7.5	1.0	9.0	0.8
2009	8.4	1.3	6.0	0.6
2008	9.1	2.0	3.0	0.3

TOP SELLING SONGS 2012

	Artist	Title	Company
1	Michel Teló	Ai Se Eu Te Pego!	Zebralution
2	Gotye ft. Kimbra	Somebody That I Used To Know	Universal
3	DJ Antoine ft. The Beat Shakers	Ma Chérie	KNM
4	Pitbull	Back In Time	Sony
5	Asaf Avidan & The Mojos	One Day/ Reckoning Song (Wankelmut Rmx)	Sony
6	Carly Rae Jepsen	Call Me Maybe	Universal
7	Loreen	Euphoria	Warner
8	fun. ft. Janelle Monáe	We Are Young	Warner
9	Sean Paul	She Doesn't Mind	Warner
10	Die Toten Hosen	Tage Wie Diese	Warner

TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

Good To Go
Hoanzl
Lotus Records
Major Babies
MCP
MFG
Ordis
Rebeat

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Adele	21	Indigo
2	Unheilig	Lichter Der Stadt	Universal
3	Andreas Gabalier	Herzwerk	Universal
4	Andreas Gabalier	Volks-Rock'n'Roller	Universal
5	Die Toten Hosen	Ballast Der Republik	Warner
6	Lana Del Rey	Born To Die	Universal
7	Nockalm Quintett	Wahnsinnsflug Auf Wolke 7 – 30 Jahre – 30 Hits	Universal
8	Hubert von Goisern	EntwederUndOder	Sony
9	David Guetta	Nothing But The Beat	Capitol
10	Wiener Philharmoniker / Mariss Jansons	Neujahrskonzert 2012	Sony

Belgium

SOCIAL AND ECONOMIC INDICATORS

Population (millions): 10.4
Language: Flemish, French and German
Currency: Euro (EUR)
US$ exchange rate: 0.78
GDP per capita (US$): 38,100
GDP % change: 0.0%
Total music revenues per capita (US$): 11.7

DIGITAL INDICATORS IN MILLIONS

Internet users: 8.7
Broadband households: 3.0
Mobile subscriptions: 14.0
Active smartphones: 3.4
Active tablets: 1.0

INDUSTRY INFORMATION

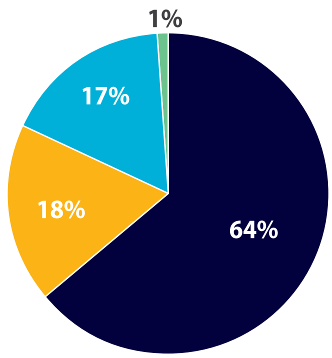
Chart compiler:
Ultratop/GfK www.ultratop.be

Performance rights music licensing company:
SIMIM www.simim.be

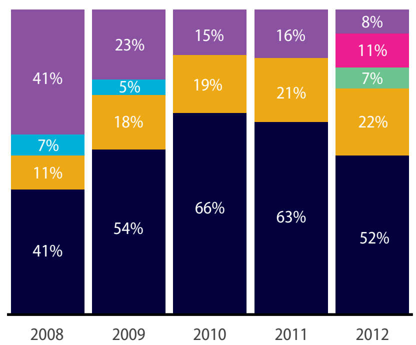
Local music industry association:
Belgian Entertainment Association
www.belgianentertainment.be

WORLD RANKING

Physical: 15
Digital: 21
Performance rights: 11
Synchronisation: 26
Total market: 17



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE)
Physical, Digital, Performance rights, Synch



DIGITAL SALES BY FORMAT (VALUE)
Single track, Full album, Mobile, Subscriptions, Ad-supported, Other

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (EUR)	Total % change
2012	78.1	22.1	20.8	0.5	121.5	94.8	-6.3%
2011	97.2	16.5	15.5	0.4	129.7	101.1	-10.2%
2010	113.4	13.3	17.2	0.5	144.4	112.6	-6.4%
2009	121.3	13.8	19.1		154.2	120.3	-7.0%
2008	127.5	15.6	22.7		165.8	129.3	-5.2%

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical		Digital	
	CD	Other physical	Single tracks	Digital albums
2012	7.2	0.5	9.2	1.2
2011	8.9	0.8	9.3	1.0
2010	10.3	1.0	8.0	0.8
2009	10.7	1.1	5.9	0.6
2008	11.6	1.7	5.3	0.4

TOP SELLING SONGS 2012

	Artist	Title	Company
1	Michel Teló	Ai Se Eu Te Pego!	CNR
2	Gusttavo Lima	Balada (Tchê Tcherere Tchê Tchê)	CNR
3	Sam Sparro	Happiness	Universal
4	Asaf Avidan & The Mojos	One Day/ Reckoning Song (Wankelmut Rmx)	Sony
5	Triggerfinger	I Follow Rivers	V2
6	PSY	Gangnam Style	Universal
7	Carly Rae Jepsen	Call Me Maybe	Universal
8	Gotye ft. Kimbra	Somebody That I Used To Know	V2
9	Adele	Skyfall	V2
10	Birdy	People Help The People	Warner

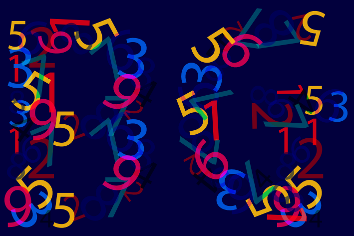
TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

ARS
CNR
NEWS
PIAS
Studio 100
V2
Rough Trade Distribution
Konkurrent
Bertus

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Adele	21	V2
2	Birdy	Birdy	Warner
3	Lana Del Rey	Born To Die	Universal
4	Original Soundtrack	The Broken Circle Breakdown	Universal
5	Muse	The 2nd Law	Warner
6	Celine Dion	Sans Attendre	Sony
7	Leonard Cohen	Old Ideas	Sony
8	Selah Sue	Selah Sue	Warner
9	Hooverphonic	With Orchestra	Sony
10	Sexion D'Assaut	L'Apogée	Sony

Bulgaria



SOCIAL AND ECONOMIC INDICATORS

Population (millions): 7.0
Language: Bulgarian
Currency: Bulgarian Lev (BGN)
US$ exchange rate: 1.52
GDP per capita (US$): 14,200
GDP % change: +1.0%
Total music revenues per capita (US$): 0.4

DIGITAL INDICATORS IN MILLIONS

Internet users: 4.7
Broadband households: 1.3
Mobile subscriptions: 10.5
Active smartphones: 1.0
Active tablets: 0.1

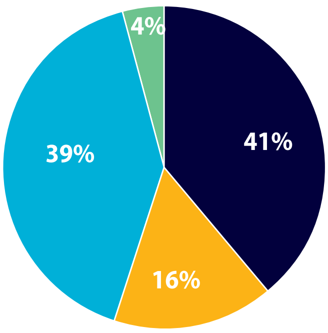
INDUSTRY INFORMATION

Performance rights music licensing company: Prophon www.prophon.org

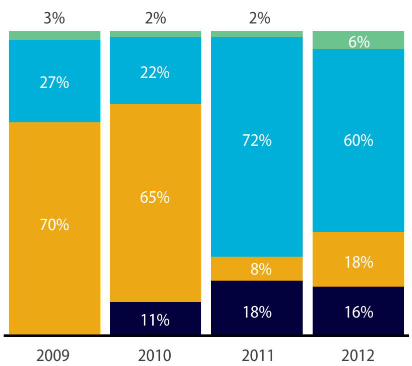
Local music industry association: BAMP www.bamp-bg.org

WORLD RANKING

Physical: 47
Digital: 47
Performance rights: 43
Synchronisation: 33
Total market: 50



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) Physical, Digital, Performance rights, Synch



DIGITAL SALES BY FORMAT (VALUE) Downloads, Mobile, Subscriptions, Other

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (BGN)	Total % change
2012	1.3	0.5	1.2	0.1	3.0	4.6	-13.2%
2011	1.3	0.2	1.8	0.1	3.5	5.3	+76.7%
2010	1.5	0.1	0.2	0.1	1.9	3.0	-67.0%
2009	3.4	0.7	1.9		6.0	9.1	+7.5%
2008	5.6				5.6	8.5	-18.7%

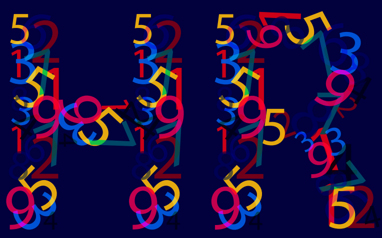
RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical	
	CD	Other physical
2012	0.2	
2011	0.2	
2010	0.3	
2009	0.6	0.1
2008	1.0	0.2

TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

Animato Music Ltd
Ara Music Ltd
Diapason Records Ltd
Monte Music Ltd
Orpheus Music Ltd
Payner Ltd
PolySound Ltd
Select Music Media Ltd
StefKos Music Ltd
StereoRoom Ltd
Virginia Records Ltd

Croatia



SOCIAL AND ECONOMIC INDICATORS

Population (millions): 4.5
Language: Croatian
Currency: Croatian Kuna (HRK)
US$ exchange rate: 5.87
GDP per capita (US$): 18,100
GDP % change: -1.1%
Total music revenues per capita (US$): 2.0

DIGITAL INDICATORS IN MILLIONS

Internet users: 3.5
Broadband households: 1.2
Mobile subscriptions: 5.2
Active smartphones: 0.8
Active tablets: 0.1

INDUSTRY INFORMATION

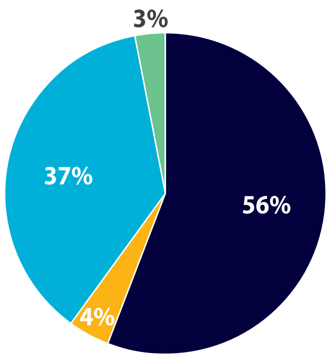
Chart compiler:
HDU - IFPI Croatia www.hdu-toplista.com

Performance rights music licensing company:
ZAPRAF www.zapraf.hr

Local music industry association:
HDU - IFPI Croatia www.hdu.hr

WORLD RANKING

Physical: 42
Digital: 49
Performance rights: 33
Synchronisation: 29
Total market: 42



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE)
Physical | Digital | Performance rights | Synch

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

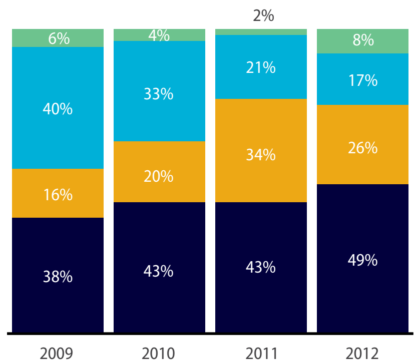
	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (HRK)	Total % change
2012	5.0	0.4	3.3	0.3	9.0	52.8	-4.5%
2011	5.8	0.2	3.2	0.3	9.4	55.2	+6.0%
2010	5.7	0.1	2.9	0.1	8.9	52.1	-15.4%
2009	7.6	0.1	2.8		10.5	61.6	-17.8%
2008	10.5		2.2		12.8	74.9	+5.4%

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical	
	CD	Other physical
2012	1.0	0.1
2011	1.3	0.1
2010	1.3	0.1
2009	2.4	0.1
2008	3.9	0.2

TOP INDEPENDENT LABELS

Croatia Records
Scardona
Dallas
Aquarius Records
Menart

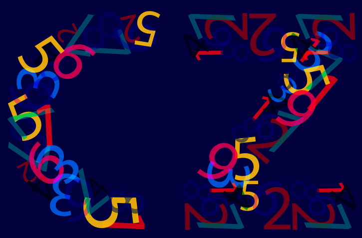


DIGITAL SALES BY FORMAT (VALUE)
Single track | Full album | Master ringtones | Other

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Mišo Kovač	100 Originalnih Hitova	Croatia Records
2	Massimo	Dodirni Me Slučajno	Aquarius Records
3	Jelena Rozga	Best Of	Croatia Records/ Tonika
4	Various Artists	Festival Zabavne Glazbe – Split 2012	Croatia Records
5	Tony Cetinski	Opet Si Pobjedila	Aquarius Records
6	Adele	21	XL Recordings
7	Tonči Huljić	Larin Izbor – Originalna Glazba	Croatia Records
8	Zaz	Zaz	Sony
9	Various Artists	Klape – 120 Originalnih Hitova	Croatia Records
10	Goran Bare I Majke	Teške Boje	Croatia Records

Czech Republic



SOCIAL AND ECONOMIC INDICATORS

Population (millions): 10.2
Language: Czech
Currency: Czech Koruna (CZK)
US$ exchange rate: 19.58
GDP per capita (US$): 27,200
GDP % change: -1.0%
Total music revenues per capita (US$): 2.2

DIGITAL INDICATORS IN MILLIONS

Internet users: 7.8
Broadband households: 2.2
Mobile subscriptions: 13.8
Active smartphones: 4.3

INDUSTRY INFORMATION

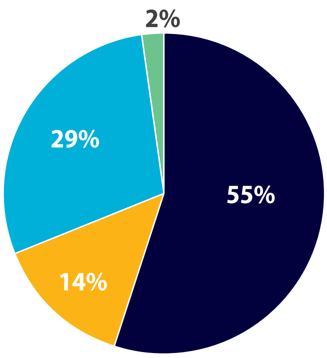
Chart compiler:
IFPI Czech Republic www.ifpicr.cz

Performance rights music licensing company:
Intergram www.intergram.cz

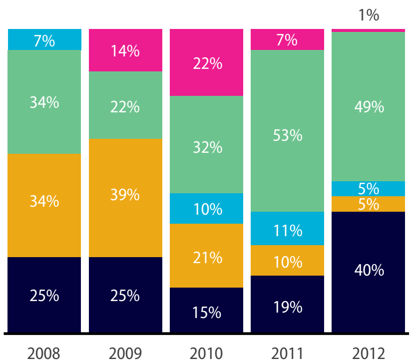
Local music industry association:
IFPI Czech Republic www.ifpicr.cz

WORLD RANKING

Physical: 37
Digital: 40
Performance rights: 25
Synchronisation: 27
Total market: 36



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE)
Physical, Digital, Performance rights, Synch



DIGITAL SALES BY FORMAT (VALUE)
Downloads, Mobile, Subscriptions, Ad-supported, Other

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (CZK)	Total % change
2012	12.6	3.2	6.7	0.4	22.8	446.3	-1.1%
2011	15.0	1.9	5.9	0.3	23.0	451.3	-14.6%
2010	18.8	1.3	6.7	0.1	27.0	528.3	-19.4%
2009	26.5	1.2	5.8		33.5	655.8	-7.8%
2008	29.7	1.7	4.9		36.3	711.3	+13.5%

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical	
	CD	Other physical
2012	2.0	0.2
2011	3.0	0.6
2010	4.9	0.1
2009	8.8	0.2
2008	11.5	0.3

TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

100 PROMOTION
BEST I.A.
BrainZone
Championship Music
Good Day Records
Indies MG
Multisonic
Pink Panther Desing
Popron
Straight Behaviour
Supraphon

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Jaromír Nohavica	Tak Mě Tu Máš	Jaromír Nohavica
2	Tomáš Klus	Racek	Sony
3	Kryštof	Inzerát	Universal
4	Václav Neckář	Dobrý Časy	Supraphon
5	Karel Gott	Dotek Lásky	Supraphon
6	Leonard Cohen	Old Ideas	Sony
7	Tomáš Klus	Cesta Do Záhu(d)by	Sony
8	Lucie Bílá	MODI	Supraphon
9	Tomáš Klus	Hlavní Uzávěr Splínu	Sony
10	Jiří Malásek	Romantický Klavír 1973 - 1983	Supraphon

Denmark

SOCIAL AND ECONOMIC INDICATORS

Population (millions): 5.5
Language: Danish
Currency: Danish Krone (DKK)
US$ exchange rate: 5.79
GDP per capita (US$): 37,700
GDP % change: -0.4%
Total music revenues per capita (US$): 16.0

DIGITAL INDICATORS IN MILLIONS

Internet users: 5.1
Broadband households: 1.9
Mobile subscriptions: 10.3
Active smartphones: 3.5
Active tablets: 0.3

INDUSTRY INFORMATION

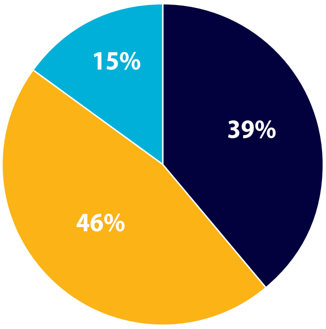
Chart compiler:
Nielsen Music www.hitlisten.nu

Performance rights music licensing company:
Gramex www.gramex.dk

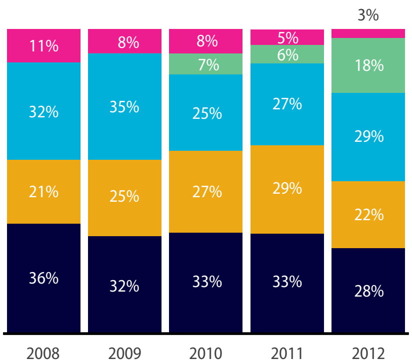
Local music industry association:
IFPI Denmark www.ifpi.dk

WORLD RANKING

Physical: 26
Digital: 19
Performance rights: 14
Synchronisation: 28
Total market: 21



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) ■ Physical ■ Digital ■ Performance rights



DIGITAL SALES BY FORMAT (VALUE) ■ Single track ■ Full album ■ Subscriptions ■ Ad-supported ■ Other

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (DKK)	Total % change
2012	34.1	40.1	13.6	0.3	88.1	510.2	-5.4%
2011	48.8	30.3	13.5	0.6	93.1	539.3	-4.1%
2010	59.2	24.8	12.6	0.6	97.1	562.5	-12.2%
2009	75.7	22.5	12.5		110.6	640.6	-3.2%
2008	82.4	18.9	13.0		114.3	661.6	-7.3%

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical		Digital	
	CD	Other physical	Single tracks	Digital albums
2012	3.6	0.1	8.7	1.3
2011	5.2		9.0	1.3
2010	6.4	0.2	7.8	1.1
2009	7.1	0.2	7.1	0.8
2008	7.6	0.2	6.1	0.4

TOP SELLING SONGS 2012

	Artist	Title	Company
1	Gotye ft. Kimbra	Somebody That I Used To Know	Universal
2	Michel Teló	Ai Se Eu Te Pego!	Sony
3	PSY	Gangnam Style	Universal
4	Svenstrup & Vendelboe ft. Nadia	Glemmer Dig Aldrig	Labelmade/ Sony/ Disco:Wax
5	Shaka Loveless	Tomgang	Universal
6	Carly Rae Jepsen	Call Me Maybe	Universal
7	Loreen	Euphoria	Warner
8	Lukas Graham	Drunk In The Morning	Copenhagen Records/ Universal
9	Rihanna	Diamonds	Universal
10	Lukas Graham	Ordinary Things	Copenhagen Records/ Universal

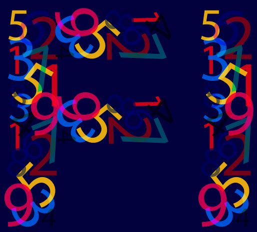
TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

ArtPeople
Disco:Wax
Labelmade
Playground
Target

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Lukas Graham	Lukas Graham	Copenhagen Records/ Universal
2	Rasmus Seebach	Mer' End Kærlighed	Artpeople
3	Various Artists	M:G:P 2012	Universal
4	Kim Larsen	Du Glade Verden	EMI
5	Adele	21	Playground
6	One Direction	Take Me Home	Sony
7	Leonard Cohen	Old Ideas	Sony
8	Nephew	Hjertestarter	Copenhagen Records/ Universal
9	Tina Dickow	Where Do You Go To Disappear?	A:Larm/ Universal
10	Justin Bieber	Believe	Universal

Finland



SOCIAL AND ECONOMIC INDICATORS

Population (millions): 5.3
Language: Finnish
Currency: Euro (EUR)
US$ exchange rate: 0.78
GDP per capita (US$): 36,500
GDP % change: +0.3%
Total music revenues per capita (US$): 13.0

DIGITAL INDICATORS IN MILLIONS

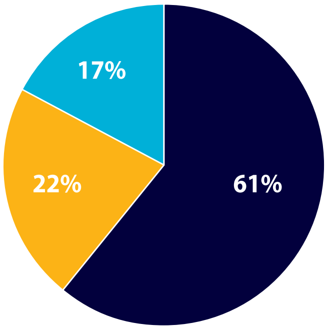
Internet users: 4.9
Broadband households: 1.5
Mobile subscriptions: 9.5
Active smartphones: 3.9
Active tablets: 0.2

INDUSTRY INFORMATION

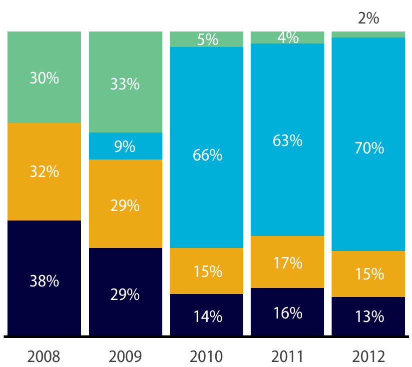
Chart compiler: IFPI Finland/Ranger Computers
Official Finnish Chart www.suomenvirallinenlista.fi
Official Finnish Download Chart www.latauslista.fi
Performance rights music licensing company: Gramex/IFPI Finland www.gramex.fi
Local music industry association: IFPI Finland www.ifpi.fi

WORLD RANKING

Physical: 23
Digital: 26
Performance rights: 18
Synchronisation: 32
Total market: 25



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) Physical Digital Performance rights



DIGITAL SALES BY FORMAT (VALUE) Single track Full album Subscriptions Other

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (EUR)	Total % change
2012	41.3	15.3	11.4	0.2	68.2	53.2	+2.6%
2011	44.7	10.8	10.4	0.5	66.5	51.8	-2.2%
2010	47.5	10.6	9.6	0.3	68.0	53.0	-2.9%
2009	56.4	5.6	8.0		70.0	54.6	-16.3%
2008	70.4	3.9	9.3		83.6	65.2	-0.2%

Note: 2011 figures revised.

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical		Digital	
	CD	Other physical	Single tracks	Digital albums
2012	4.8	0.2	2.3	0.3
2011	4.9	0.2	1.9	0.3
2010	5.2	0.4	1.2	0.2
2009	5.1	0.5	1.3	0.2
2008	6.5	0.5	1.0	0.2

TOP SELLING SONGS 2012

	Artist	Title	Company
1	Loreen	Euphoria	Warner
2	Robin	Frontside Ollie	Universal
3	Michel Teló	Ai Se Eu Te Pego!	Sony
4	Gotye ft. Kimbra	Somebody That I Used To Know	Universal
5	David Guetta	Titanium	EMI
6	Jukka Poika	Älä Tyri Nyt	KHY Suomen Musiikki / Warner
7	JVG ft. Raappana	Kran Turismo	Monsp/Sony
8	Carly Rae Jepsen	Call Me Maybe	Universal Music
9	Elokuu	Soutaa Huopaa	EMI
10	Jesse Kaikuranta	Vie Mut Kotiin	Universal

TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

AXR Music
FG-Naxos
Playground Music
VL-Musiikki

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Eri Esittäjiä	Vain Elämää	WEA/Warner
2	Robin	Koodi	Universal
3	Eri Esittäjiä	Vain Elämää Jatkuu	WEA/Warner
4	Robin	Chillaa	Universal
5	Adele	21	XL/Playground
6	Jukka Poika	Yhdestä Puusta	KHY Suomen Musiikki / Warner
7	Jesse Kaikuranta	Vie Mut Kotiin	Universal
8	Chisu	Kun Valaistun	HMC/Warner
9	Juha Tapio	Joululauluja	Kaiku Recordings
10	Erin	Hunningolla	Warner

France

SOCIAL AND ECONOMIC INDICATORS

Population (millions): 65.6
Language: French
Currency: Euro (EUR)
US$ exchange rate: 0.78
GDP per capita (US$): 35,500
GDP % change: +0.1%
Total music revenues per capita (US$): 13.8

INDUSTRY INFORMATION

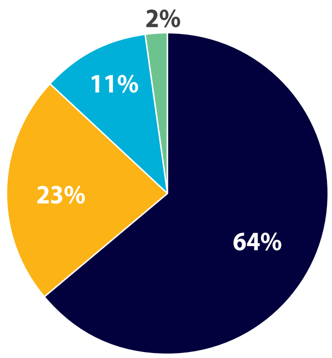
Chart compiler:
SNEP/GfK www.snepmusique.com/fr
Performance rights music licensing company:
SCCP www.scpp.fr/SCPP/
Local music industry association:
SNEP www.disqueenfrance.com

DIGITAL INDICATORS IN MILLIONS

Internet users: 51.5
Broadband households: 17.1
Mobile subscriptions: 61.4
Active smartphones: 32.9
Active tablets: 5.0

WORLD RANKING

Physical: 5
Digital: 6
Performance rights: 4
Synchronisation: 4
Total market: 5



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) Physical, Digital, Performance rights, Synch

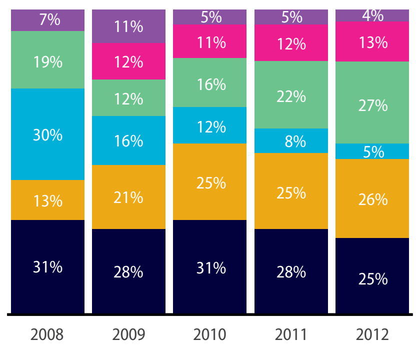
RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (EUR)	Total % change
2012	580.7	210.4	94.8	21.8	907.6	707.9	-2.9%
2011	653.1	186.7	78.5	16.4	934.6	729.0	-2.7%
2010	729.2	141.0	75.1	15.0	960.2	749.0	-3.1%
2009	791.1	123.8	76.3		991.2	773.1	-1.0%
2008	809.2	117.6	74.5		1,001.3	781.0	-14.0%

Note: 2008-2012 digital sales revised.

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical		Digital	
	CD	Other physical	Single tracks	Digital albums
2012	48.6	3.9	44.1	7.6
2011	53.9	4.5	43.0	6.5
2010	57.2	6.1	33.4	5.3
2009	59.5	7.6	27.8	3.9
2008	62.2	9.2	19.6	2.4



DIGITAL SALES BY FORMAT (VALUE) Single track, Full album, Mobile, Subscriptions, Ad-supported, Other

TOP SELLING SONGS 2012

	Artist	Title	Company
1	Michel Teló	Ai Se Eu Te Pego!	Universal
2	Gotye ft. Kimbra	Somebody That I Used To Know	Casablanca
3	Carly Rae Jepsen	Call Me Maybe	Interscope
4	PSY	Gangnam Style	Universal
5	Adele	Skyfall	Beggars
6	Lykke Li	I Follow Rivers	Warner
7	Lana Del Rey	Video Games	Polydor
8	Shakira	Je L'Aime A Mourir	Norte
9	Sexion D'Assaut	Avant Qu'Elle Parte	Jive Epic
10	Rihanna	Diamonds	Def Jam France

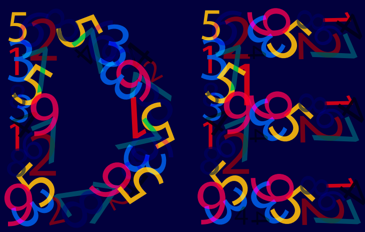
TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

Believe
Harmonia Mundi
Naïve
PIAS
Wagram

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Adele	21	XL Recordings
2	Celine	Sans Attendre	Columbia
3	Sexion D'Assaut	L'Apogée	Jive Epic
4	Various Artists	Generation Goldman	My Major Company
5	Les Enfoirés	Le Bal Des Enfoirés 2012	RTC
6	Johnny Hallyday	L'Attente	Warner
7	Lana Del Rey	Born To Die	Polydor
8	Muse	The 2nd Law	Warner
9	Mylene Farmer	Monkey Me	Polydor
10	M. Pokora	À La Poursuite Du Bonheur	EMI

Germany



SOCIAL AND ECONOMIC INDICATORS

Population (millions): 81.3
Language: German
Currency: Euro (EUR)
US$ exchange rate: 0.78
GDP per capita (US$): 39,100
GDP % change: +0.9%
Total music revenues per capita (US$): 16.0

DIGITAL INDICATORS IN MILLIONS

Internet users: 68.3
Broadband households: 25.5
Mobile subscriptions: 115.1
Active smartphones: 38.3
Active tablets: 5.8

INDUSTRY INFORMATION

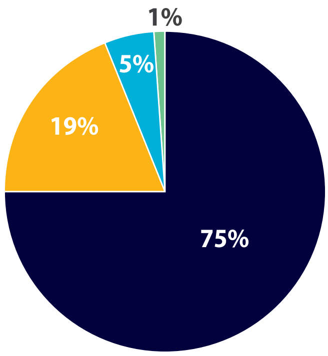
Chart compiler:
Media Control www.musicline.de

Performance rights music licensing company:
GVL www.gvl.de

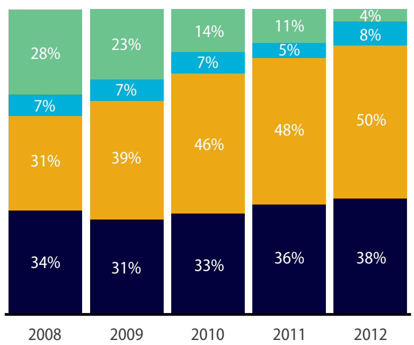
Local music industry association:
Bundesverband Musikindustrie (IFPI Germany)
www.musikindustrie.de

WORLD RANKING

Physical: 3
Digital: 4
Performance rights: 5
Synchronisation: 7
Total market: 4



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE)
Physical / Digital / Performance rights / Synch



DIGITAL SALES BY FORMAT (VALUE)
Single track / Full album / Subscriptions / Other

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (EUR)	Total % change
2012	975.5	248.2	64.9	9.2	1,297.9	1,012.3	-4.6%
2011	1,057.1	208.1	88.2	7.0	1,360.4	1,061.1	-0.2%
2010	1,099.0	171.4	87.5	4.8	1,362.7	1,062.9	-3.7%
2009	1,198.1	143.6	73.8		1,415.5	1,104.1	-2.9%
2008	1,264.7	116.8	77.0		1,458.4	1,137.6	-0.6%

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical		Digital	
	CD	Other physical	Single tracks	Digital albums
2012	92.8	10.9	97.1	17.5
2011	96.9	13.1	79.0	14.6
2010	98.7	16.3	63.3	10.7
2009	103.3	17.5	49.2	7.6
2008	105.1	19.9	41.3	4.6

TOP SELLING SONGS 2012

	Artist	Title	Company
1	Michel Teló	Ai Se Eu Te Pego!	Universal
2	Die Toten Hosen	Tage Wie Diese	Warner
3	Lykke Li	I Follow Rivers	Warner
4	Gotye ft. Kimbra	Somebody That I Used To Know	Universal
5	Asaf Avidan & The Mojos	One Day/ Reckoning Song (Wankelmut Rmx)	Sony
6	Carly Rae Jepsen	Call Me Maybe	Universal
7	Rihanna	Diamonds	Universal
8	PSY	Gangnam Style	Universal
9	Loreen	Euphoria	Warner
10	Olly Murs ft. Rizzle Kicks	Heart Skips A Beat	Sony

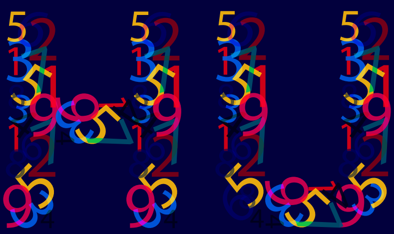
TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

ALIVE AG
Cargo Records Germany GmbH
Edel Distribution GmbH
Groove Attack GmbH
Indigo Musik GmbH
KIDDINX Entertainment GmbH
MCP Sound & Media AG
Rough Trade Distribution GmbH
Soulfood Music Distribution
Tonpool Medien GmbH

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Die Toten Hosen	Ballast Der Republik	Warner
2	Unheilig	Lichter Der Stadt	Universal
3	Adele	21	Indigo
4	Lana Del Rey	Born To Die	Universal
5	Xavier Naidoo	Danke Fürs Zuhören - Best Of	Tonpool/ Zebralution
6	Santiano	Bis Ans Ende Der Welt	Universal
7	Udo Lindenberg	MTV Unpluggedz – Live Aus Dem Hotel Atlantic	Warner
8	Die Ärzte	Auch	Universal/ Finetunes
9	Cro	RAOP	Groove Attack
10	Linkin Park	Living Things	Warner

Hungary



SOCIAL AND ECONOMIC INDICATORS

Population (millions): 10.0
Language: Hungarian
Currency: Hungarian Forint (HUF)
US$ exchange rate: 225.14
GDP per capita (US$): 19,800
GDP % change: -1.0%
Total music revenues per capita (US$): 1.5

DIGITAL INDICATORS IN MILLIONS

Internet users: 6.2
Broadband households: 2.3
Mobile subscriptions: 10.9
Active smartphones: 3.1
Active tablets: 0.2

INDUSTRY INFORMATION

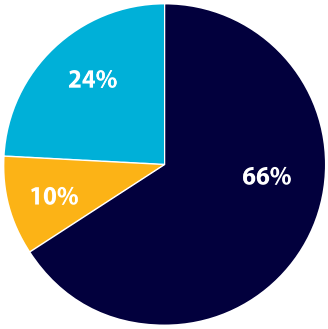
Chart compiler:
MAHASZ www.mahasz.hu

Performance rights music licensing company:
MAHASZ www.mahasz.hu

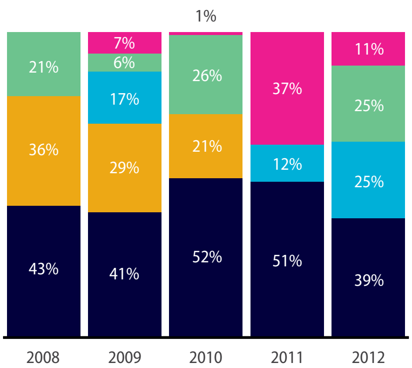
Local music industry association:
MAHASZ www.mahasz.hu

WORLD RANKING

Physical: 40
Digital: 41
Performance rights: 31
Synchronisation: 37
Total market: 41



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) ■ Physical ■ Digital ■ Performance rights



DIGITAL SALES BY FORMAT (VALUE) ■ Downloads ■ Mobile ■ Subscriptions ■ Ad-supported ■ Other

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (HUF)	Total % change
2012	9.7	1.5	3.6	0.1	14.8	3,331.0	-19.0%
2011	12.4	1.3	4.6		18.2	4,112.0	-7.4%
2010	14.4	0.5	4.8		19.7	4,441.5	-15.1%
2009	17.5	0.9	4.8		23.2	5,234.3	-8.7%
2008	19.5	0.9	5.0		25.4	5,731.4	-24.2%

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical	
	CD	Other physical
2012	1.8	0.1
2011	2.1	0.3
2010	3.6	0.2
2009	3.6	0.2
2008	2.9	0.3

TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

BMC
CLS
Fehér Sólyom
Fonó Records
Hammer Music
Hungaroton
Megadó
mTon
Retro Media/Grund Records
Tankcsapda
Tom-Tom Records

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Tankcsapda	Rockmafia Debrecen	Tankcsapda Music
2	Ákos	2084	Fehér Sólyom/Magneoton
3	Michael Bublé	Christmas	Magneoton/Warner
4	DJ Dominique	Megamix 2011	Magneoton
5	Ismerős Arcok	Kerítést Bontok	GrundRecords
6	Adele	21	XL/Neon
7	Herr Spiegel aka Spigiboy	My	Dancemix Records
8	Rúzsa Magdi	Tizenegy	Magneoton
9	Rúzsa Magdi	Magdaléna Rúzsa	Magneoton
10	One Direction	Take Me Home	Sony

Ireland

SOCIAL AND ECONOMIC INDICATORS

- Population (millions): 4.7
- Language: English
- Currency: Euro (EUR)
- US$ exchange rate: 0.78
- GDP per capita (US$): 41,700
- GDP % change: +0.7%
- Total music revenues per capita (US$): 8.9

DIGITAL INDICATORS IN MILLIONS

- Internet users: 3.7
- Broadband households: 1.6
- Mobile subscriptions: 5.5
- Active smartphones: 2.8
- Active tablets: 0.4

INDUSTRY INFORMATION

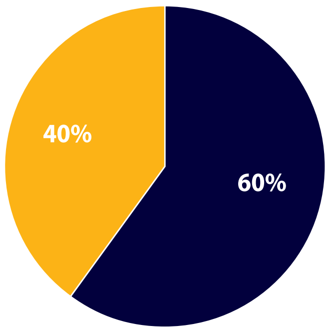
Chart compiler: IRMA/GfK Chart-Track
www.irma.ie / www.chart-track.co.uk

Performance rights music licensing company:
PPI www.ppiltd.com

Local music industry association:
IRMA www.irma.ie

WORLD RANKING

- Physical: 30
- Digital: 24
- Synchronisation: 38
- **Total market: 30**



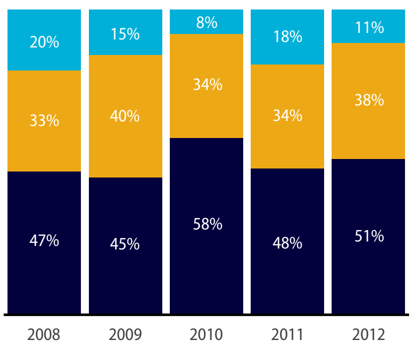
RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) ■ Physical ■ Digital

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Synchronisation revenue	Total (US$)	Total (EUR)	Total % change
2012	25.2	16.6		41.8	32.6	-13.8%
2011	32.2	16.2	0.2	48.5	37.9	-14.6%
2010	43.7	13.0	0.2	56.8	44.3	-16.6%
2009	56.2	11.9		68.1	53.2	-25.9%
2008	82.1	10.0		92.0	71.8	-17.5%

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical		Digital	
	CD	Other physical	Single tracks	Digital albums
2012	3.0	0.3	7.3	1.1
2011	4.0	0.2	6.9	0.9
2010	4.9	0.4	6.1	0.8
2009	6.3	0.5	5.6	0.7
2008	7.2	0.8	4.8	0.5



DIGITAL SALES BY FORMAT (VALUE) ■ Single track ■ Full album ■ Other

TOP SELLING SONGS 2012

	Artist	Title	Company
1	James Arthur	Impossible	Syco
2	Gotye ft. Kimbra	Somebody That I Used To Know	Island
3	fun. ft. Janelle Monáe	We Are Young	Fueled By Ramen
4	Various Artists	Tiny Dancer – A Song For Lily-Mae	Collective Mgmt
5	Carly Rae Jepsen	Call Me Maybe	Interscope
6	Nicki Minaj	Starships	Cash Money
7	David Guetta ft. Sia	Titanium	Virgin
8	Labrinth ft. Emeli Sandé	Beneath Your Beautiful	Syco
9	Flo Rida ft. Sia	Wild Ones	Atlantic
10	Emeli Sandé	Next To Me	Virgin

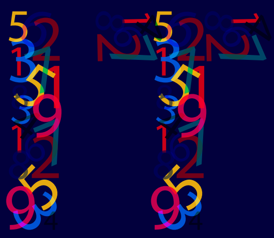
TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

- 3ú Records
- Beaumex
- Celtic Airs
- Demon
- Dolphin
- Hear Music
- IML
- Ministry Of Sound
- Sharpe Music
- XL Recordings

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Various Artists	Now That's What I Call Music! 83	EMI TV/ Universal
2	One Direction	Take Me Home	Syco
3	Ed Sheeran	+	Asylum
4	Emeli Sandé	Our Version Of Events	Virgin
5	Various Artists	Now That's What I Call Music! 82	EMI TV/ Universal
6	Lana Del Rey	Born To Die	Polydor
7	Adele	21	XL Recordings
8	One Direction	Up All Night	Syco
9	Various Artists	Now That's What I Call Music! 81	EMI TV/ Universal
10	Rihanna	Unapologetic	Def Jam

Italy



SOCIAL AND ECONOMIC INDICATORS

Population (millions): 61.3
Language: Italian
Currency: Euro (EUR)
US$ exchange rate: 0.78
GDP per capita (US$): 30,100
GDP % change: -2.3%
Total music revenues per capita (US$): 3.5

DIGITAL INDICATORS IN MILLIONS

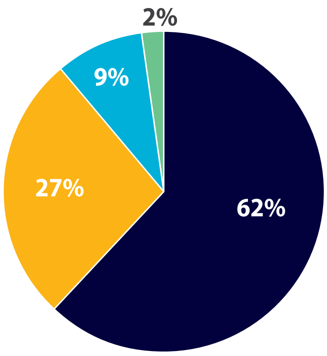
Internet users: 37.3
Broadband households: 12.7
Mobile subscriptions: 93.5
Active smartphones: 36.2
Active tablets: 2.7

INDUSTRY INFORMATION

Chart compiler:
GfK Media Control www.fimi.it
Performance rights music licensing company:
SCF www.scfitalia.it
Local music industry association:
FIMI www.fimi.it

WORLD RANKING

Physical: 9
Digital: 15
Performance rights: 12
Synchronisation: 8
Total market: 9



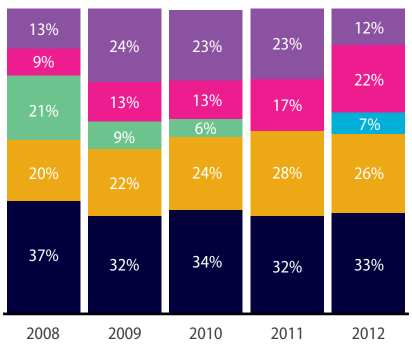
RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) Physical, Digital, Performance rights, Synch

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (EUR)	Total % change
2012	133.9	57.9	20.1	5.5	217.5	169.6	-1.8%
2011	152.0	44.1	19.3	6.1	221.4	172.7	-6.4%
2010	170.9	34.9	22.2	8.5	236.4	184.4	+1.4%
2009	176.5	31.7	25.0		233.2	181.9	-17.2%
2008	231.6	25.2	25.0		281.8	219.8	-17.7%

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical		Digital	
	CD	Other physical	Single tracks	Digital albums
2012	13.6	0.7	20.4	2.4
2011	15.0	0.6	15.0	1.9
2010	16.0	1.9	12.4	
2009	16.6	1.5	11.2	
2008	20.6	1.1	6.6	



DIGITAL SALES BY FORMAT (VALUE) Single track, Full album, Subscriptions, Mobile, Ad-supported, Other

TOP SELLING SONGS 2012

	Artist	Title	Company
1	Michel Teló	Ai Se Eu Te Pego!	X-Energy
2	Gusttavo Lima	Balada (Tchê Tcherere Tchê Tchê)	X-Energy
3	Pulcino Pio	Il Pulcino Pio	Do It Yourself
4	Gotye ft. Kimbra	Somebody That I Used To Know	Universal
5	Arisa	La Notte	Warner
6	DJ Antoine ft. The Beat Shakers	Ma Chérie	Phonag
7	Carly Rae Jepsen	Call Me Maybe	Universal
8	David Guetta ft. Sia	Titanium	EMI
9	Asaf Avidan & The Mojos	One Day/ Reckoning Song (Wankelmut Rmx)	Sony
10	Francesca Michielin	Distratto	Sony

TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

Carosello
ECM Records
Edel
Halidon
Roadrunner
Self
Solo Musica Italiana
Sugar Music
Venus Distribuzione

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Tiziano Ferro	L'Amore È Una Cosa Semplice	Capitol / EMI
2	Adele	21	XL Recordings
3	Eros Ramazzotti	Noi	Universal
4	Biagio Antonacci	Sapessi Dire No	Iris / Sony
5	Jovanotti	Backup 1987-2012 Il Best	Universal
6	Zucchero	La Sesión Cubana	Universal
7	One Direction	Take Me Home	Syco / Sony
8	Emma	Saro' Libera	Universal
9	Laura Pausini	Inedito	Atlantic / Warner
10	Vasco Rossi	L'Altra Metà Del Cielo	Capitol / EMI

Netherlands

SOCIAL AND ECONOMIC INDICATORS

Population (millions): 16.7
Language: Dutch
Currency: Euro (EUR)
US$ exchange rate: 0.78
GDP per capita (US$): 42,300
GDP % change: -0.5%
Total music revenues per capita (US$): 13.0

DIGITAL INDICATORS IN MILLIONS

Internet users: 15.4
Broadband households: 5.8
Mobile subscriptions: 20.2
Active smartphones: 8.6
Active tablets: 1.4

INDUSTRY INFORMATION

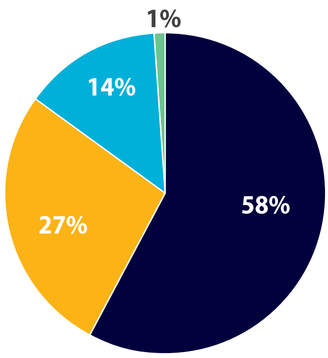
Chart compiler:
GfK Megacharts BV www.dutchcharts.nl

Performance rights music licensing company:
SENA www.sena.nl

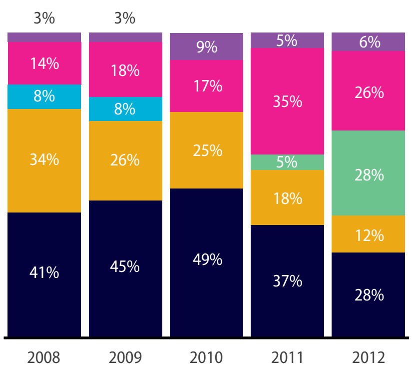
Local music industry association:
NVPI www.nvpi.nl

WORLD RANKING

Physical: 10
Digital: 14
Performance rights: 7
Synchronisation: 15
Total market: 10



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE)
Physical / Digital / Performance rights / Synch



DIGITAL SALES BY FORMAT (VALUE)
Single track / Full album / Mobile / Subscriptions / Ad-supported / Other

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (EUR)	Total % change
2012	125.2	58.9	31.0	1.3	216.3	168.7	-4.7%
2011	158.2	35.5	32.6	0.8	227.1	177.1	-10.0%
2010	176.7	20.4	54.2	0.9	252.2	196.7	-2.3%
2009	184.6	15.5	58.0		258.0	201.3	+2.7%
2008	195.5	13.2	42.6		251.4	196.1	-4.5%

Note: 2011 digital sales revised.

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical		Digital	
	CD	Other physical	Single tracks	Digital albums
2012	11.5	2.1	9.9	1.8
2011	15.9	2.5	8.4	1.6
2010	16.7	2.8	5.7	1.2
2009	17.8	3.8	5.5	0.9
2008	18.9	4.1	4.2	0.7

TOP SELLING SONGS 2012

	Artist	Title	Company
1	Michel Teló	Ai Se Eu Te Pego!	CNR
2	Triggerfinger	I Follow Rivers	V2
3	Gusttavo Lima	Balada (Tchê Tcherere Tchê Tchê)	CNR
4	Lykke Li	I Follow Rivers	Warner
5	PSY	Gangnam Style	Universal
6	Carly Rae Jepsen	Call Me Maybe	Universal
7	Sandra van Nieuwland	More	8Ball TV
8	Adele	Skyfall	XL Recordings
9	Asaf Avidan & The Mojos	One Day/ Reckoning Song (Wankelmut Rmx)	Sony
10	Loreen	Euphoria	Warner

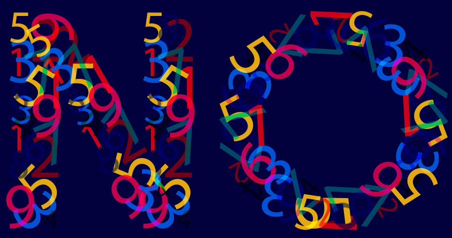
TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

8ball Music
Armada Music
Artist & Company
Challenge Records Int.
Cloud 9 Music
CNR Records
Mascot Provogue
NRGY
Play It Again Sam
Rough Trade
T2
V2 Records

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Adele	21	XL Recordings
2	Adele	Live At The Royal Albert Hall	XL Recordings
3	Birdy	Birdy	Warner
4	Nick & Simon	Sterker	Artist & Company
5	Ilse DeLange	Eye Of The Hurricane	Universal
6	Kinderen Voor Kinderen	Hallo Wereld – 33	Vara
7	Mumford & Sons	Babel	V2
8	Jan Smit	Vrienden	VoSound
9	Racoon	Liverpool Rain	PIAS
10	Bruce Springsteen	Wrecking Ball	Sony

Norway



SOCIAL AND ECONOMIC INDICATORS

Population (millions): 5.0
Language: Norwegian
Currency: Norwegian Kroner (NOK)
US$ exchange rate: 5.82
GDP per capita (US$): 55,300
GDP % change: +3.1%
Total music revenues per capita (US$): 23.7

INDUSTRY INFORMATION

Chart compiler:
VG Newspaper/IFPI Norway lista.vg.no

Performance rights music licensing company:
Gramo/ IFPI Norway www.gramo.no

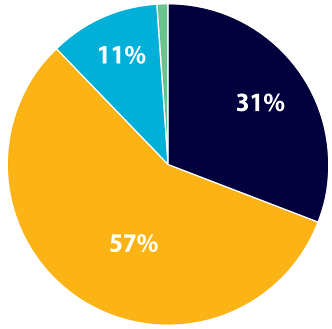
Local music industry association:
IFPI Norway www.ifpi.no

DIGITAL INDICATORS IN MILLIONS

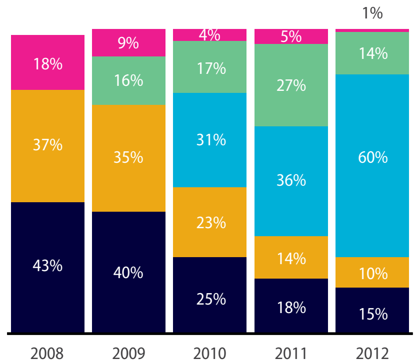
Internet users: 4.7
Broadband households: 1.8
Mobile subscriptions: 6.0
Active smartphones: 2.8
Active tablets: 0.4

WORLD RANKING

Physical: 25
Digital: 13
Performance rights: 15
Synchronisation: 19
Total market: 18



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE)
Physical, Digital, Performance rights, Synch



DIGITAL SALES BY FORMAT (VALUE)
Single track, Full album, Subscriptions, Ad-supported, Other

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (NOK)	Total % change
2012	36.7	67.7	13.1	0.9	118.3	688.6	+6.7%
2011	47.0	49.8	12.6	1.5	110.9	645.6	-0.7%
2010	71.9	27.3	11.4	1.1	111.7	650.3	-6.6%
2009	91.1	17.3	11.2		119.6	695.9	-0.7%
2008	100.1	10.4	9.9		120.4	700.7	-11.6%

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical		Digital	
	CD	Other physical	Single tracks	Digital albums
2012	2.9	0.3	7.4	
2011	5.9	0.6	7.5	1.2
2010	7.5	0.3	6.6	
2009	8.3	0.4	6.0	
2008	8.2	0.5	4.9	

TOP SELLING SONGS 2012

	Artist	Title	Company
1	Laleh	Some Die Young	Lost Army/ Warner
2	Loreen	Euphoria	Warner
3	Gotye ft. Kimbra	Somebody That I Used To Know	Universal
4	Michel Teló	Ai Se Eu Te Pego!	Catchy Tunes / Sony
5	Vinni	Sommerfuggel I Vinterland	EMI
6	fun. ft. Janelle Monáe	We Are Young	Fueled By Ramen/Warner
7	Sirkus Eliassen	Æ Vil Bare Dans	Beyond Records
8	Flo Rida	Whistle	Atlantic Records/Warner
9	Avicii	Levels	Universal
10	Flo Rida ft. Sia	Wild Ones	Atlantic Records/Warner

TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

- Bare Bra Musikk/Tylden
- Cosmos Music Group
- Mudi AS
- Musikkoperatørene AS
- Naxos Norway AS
- Playground
- VME

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Vamp	Liten Fuggel	Universal
2	Adele	21	XL Recordings/Playground
3	Various Artists	Hver Gang Vi Møtes	EMI
4	Bruce Springsteen	Wrecking Ball	Columbia/Sony
5	Lana Del Rey	Born To Die	Interscope/Universal
6	Justin Bieber	Believe	Island/Universal
7	Leonard Cohen	Old Ideas	Columbia/Sony
8	First Aid Kit	The Lion's Roar	Wichita/Indie Distribution
9	Laleh	Sjung	Lost Army/ Warner
10	One Direction	Take Me Home	Syco / Sony

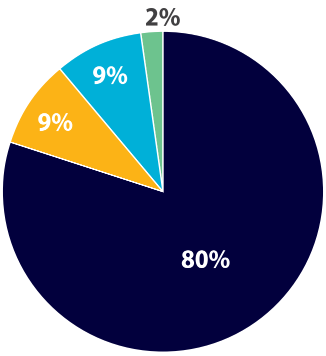
Poland

SOCIAL AND ECONOMIC INDICATORS
Population (millions): 38.4
Language: Polish
Currency: Polish Zloty (PLN)
US$ exchange rate: 3.26
GDP per capita (US$): 21,000
GDP % change: +2.4%
Total music revenues per capita (US$): 2.0

INDUSTRY INFORMATION
Chart compiler:
ZPAV/ TNS Polska www.zpav.pl
Performance rights music licensing company:
ZPAV www.zpav.pl
Local music industry association:
ZPAV www.zpav.pl

DIGITAL INDICATORS IN MILLIONS
Internet users: 26.2
Broadband households: 5.5
Mobile subscriptions: 52.5
Active smartphones: 11.5
Active tablets: 0.9

WORLD RANKING
Physical: 18
Digital: 31
Performance rights: 23
Synchronisation: 13
Total market: 23



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) — Physical, Digital, Performance rights, Synch

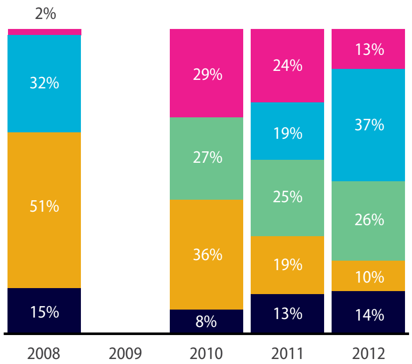
RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (PLN)	Total % change
2012	60.5	7.1	7.0	1.4	76.0	247.7	+2.3%
2011	64.0	4.0	4.8	1.5	74.3	242.0	-7.0%
2010	69.9	2.5	5.9	1.6	79.9	260.4	-0.7%
2009	76.1		4.3		80.4	262.2	-3.0%
2008	76.1	3.3	3.6		82.9	270.3	+10.3%

Note: digital sales for 2009 not available.

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical	
	CD	Other physical
2012	9.1	0.4
2011	7.8	0.5
2010	8.9	0.7
2009	10.2	1.4
2008	9.9	1.2



DIGITAL SALES BY FORMAT (VALUE) — Downloads, Mobile, Subscriptions, Ad-supported, Other

Note: digital sales for 2009 not available.

TOP SELLING SONGS 2012

	Artist	Title	Company
1	Michel Teló	Ai Se Eu Te Pego!	Magic Records
2	Gotye ft. Kimbra	Somebody That I Used To Know	Universal
3	Rihanna	We Found Love	Universal
4	PSY	Gangnam Style	Universal
5	Will.i.am ft. Eva Simons	This Is Love	Universal
6	Wham!	Last Christmas	Sony
7	Rafał Brzozowski	Tak Blisko	Universal
8	Carly Rae Jepsen	Call Me Maybe	Universal
9	Rihanna	Where Have You Been	Universal
10	Gusttavo Lima	Balada (Tchê Tcherere Tchê Tchê)	Magic Records

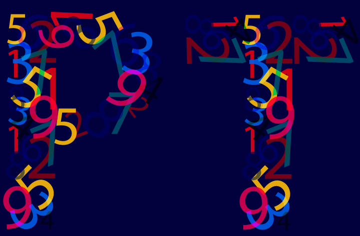
TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

Agora
Dux
Fonografika
Metal Mind Production
MJM
Mystic Production
Polskie Nagrania
Reader's Digest
Sonic

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Adele	21	XL Recordings/ Sonic
2	Led Zeppelin	Atlantic US	Atlantic/ Warner
3	Lana Del Rey	Born To Die	Polydor/ Universal
4	Various Artists	Marek Sierocki Przedstawia: I Love 80s	Sony
5	Adele	19	XL Recordings/ Sonic
6	Mark Knopfler	Privateering	Mercury/ Universal
7	T. Love	Old Is Gold	Pomaton/ EMI
8	Imany	The Shape Of A Broken Heart	Magic/ Universal
9	Gotye	Making Mirrors	Universal
10	Andrzej Piaseczny	To Co Dobre	Sony

Portugal



SOCIAL AND ECONOMIC INDICATORS

Population (millions): 10.8
Language: Portuguese
Currency: Euro (EUR)
US$ exchange rate: 0.78
GDP per capita (US$): 23,000
GDP % change: -3.0%
Total music revenues per capita (US$): 2.7

DIGITAL INDICATORS IN MILLIONS

Internet users: 6.1
Broadband households: 2.2
Mobile subscriptions: 17.4
Active smartphones: 5.0
Active tablets: 0.3

INDUSTRY INFORMATION

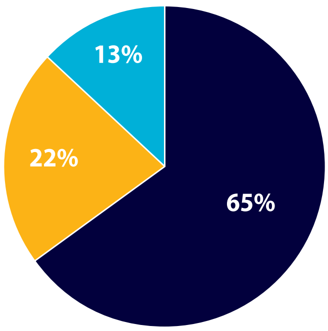
Chart compiler:
AFP / AC Nielsen www.pt.nielsen.com

Performance rights music licensing company:
Audiogest AFP www.passmusica.pt

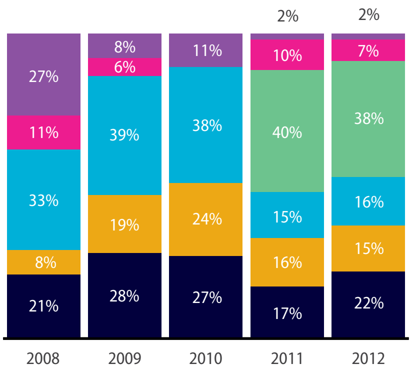
Local music industry association:
AFP www.afp.org.pt

WORLD RANKING

Physical: 32
Digital: 33
Performance rights: 30
Total market: 34



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) Physical Digital Performance rights



DIGITAL SALES BY FORMAT (VALUE) Single track Full album Mobile Subscriptions Ad-supported Other

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (EUR)	Total % change
2012	19.1	6.4	3.8		29.3	22.9	-14.6%
2011	25.0	4.7	4.3	0.3	34.3	26.8	-20.7%
2010	36.0	3.2	4.2		43.3	33.8	-19.1%
2009	46.2	3.7	3.6		53.6	41.8	-12.4%
2008	53.9	4.9	2.3		61.1	47.7	-9.6%

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical		Digital	
	CD	Other physical	Single tracks	Digital albums
2012	3.6	0.4	1.1	0.1
2011	4.7	0.5	0.8	0.1
2010	5.3	0.6	0.4	0.1
2009	6.3	1.1	0.4	0.4
2008	6.7	1.0	0.8	

TOP SELLING SONGS 2012

	Artist	Title	Company
1	Pablo Alborán	Perdoname	EMI
2	Boss AC	Sexta-Feira (Emprego Bom Já)	Universal
3	Azeitonas	Anda Comigo Ver Os Aviões	EMI
4	fun. ft. Janelle Monáe	We Are Young	Warner
5	Gotye ft. Kimbra	Somebody That I Used To Know	Universal
6	Adele	Someone Like You	PSK
7	Gift	Primavera	Sony
8	Jennifer Lopez ft. Pitbull	Dance Again	Sony
9	PSY	Gangnam Style	Universal
10	Rihanna	Diamonds	Universal

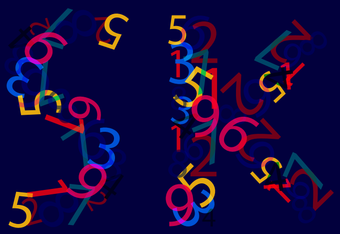
TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

Espacial
Farol Musica
iPlay
Ovação
Vidisco

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Pablo Alborán	En Acústico	EMI
2	Tony Carreira	Essencial	Farol
3	Maria De Vasconcelos	As Canções Da Maria	EVC
4	One Direction	Take Me Home	Sony
5	Carminho	Alma	EMI
6	Paula Fernandes	Ao Vivo	Universal
7	Ana Moura	Desfado	Universal
8	Pablo Alborán	Tanto	EMI
9	Coldplay	Mylo Xyloto	EMI
10	Michel Teló	Na Balada	Vidisco

Slovakia



SOCIAL AND ECONOMIC INDICATORS

Population (millions): 5.5
Language: Slovak
Currency: Euro (EUR)
US$ exchange rate: 0.78
GDP per capita (US$): 24,300
GDP % change: +2.6%
Total music revenues per capita (US$): 1.2

DIGITAL INDICATORS IN MILLIONS

Internet users: 4.2
Broadband households: 0.9
Mobile subscriptions: 6.6
Active smartphones: 1.9

INDUSTRY INFORMATION

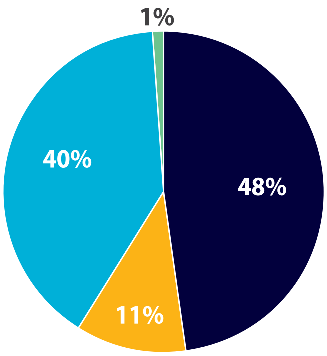
Chart compiler:
IFPI Czech Republic www.ifpicr.cz

Performance rights music licensing company:
SLOVGRAM www.slovgram.sk

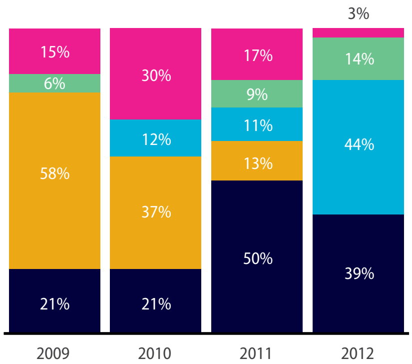
Local music industry association:
IFPI Czech Republic www.ifpicr.cz

WORLD RANKING

Physical: 44
Digital: 45
Performance rights: 36
Synchronisation: 35
Total market: 45



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) Physical Digital Performance rights Synch



DIGITAL SALES BY FORMAT (VALUE) Downloads Mobile Subscriptions Ad-supported Other

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (EUR)	Total % change
2012	3.2	0.8	2.7	0.1	6.8	5.3	-7.8%
2011	3.8	0.3	3.2	0.1	7.4	5.7	-14.3%
2010	5.7	0.3	2.5	0.1	8.6	6.7	+40.2%
2009	5.7	0.4			6.1	4.8	-26.9%
2008	5.7		2.6		8.4	6.5	-13.6%

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical	
	CD	Other physical
2012	0.4	
2011	0.6	0.1
2010	1.3	0.1
2009	1.4	0.1
2008	1.7	0.1

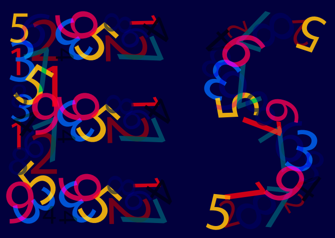
TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

East West Promotion
Forza
Home Production
Inflagranti Records
Opus
Street Production
Supraphon

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Rytmus	Jediný Čo Hreší	EMI
2	One Direction	Take Me Home	Sony
3	I.M.T. Smile	Rodina	Universal
4	Rytmus Z Oslian	Pre Radosť	Česká Muzika
5	Progres	Na Slovenskej Zábavě	Česká Muzika
6	Karel Gott	Dotek Lásky	Supraphon
7	Ego	Žijeme Len Raz Mixtape	EMI
8	Kristína	Na Slnečnej Strane Sveta	Universal
9	Gladiator	… Ako Predtým	Sony
10	Miro Šmajda	Čo Sa Týká Lásky	Sony

Spain



SOCIAL AND ECONOMIC INDICATORS

Population (millions): 47.0
Language: Spanish
Currency: Euro (EUR)
US$ exchange rate: 0.78
GDP per capita (US$): 30,400
GDP % change: -1.5%
Total music revenues per capita (US$): 3.5

DIGITAL INDICATORS IN MILLIONS

Internet users: 34.0
Broadband households: 9.0
Mobile subscriptions: 55.4
Active smartphones: 24.7
Active tablets: 1.5

INDUSTRY INFORMATION

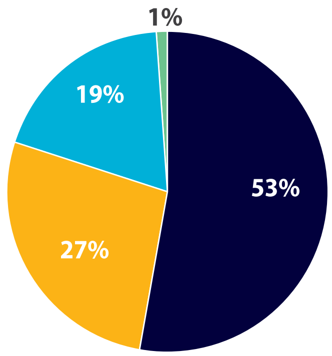
Chart compiler:
GfK Media Control/ Nielsen www.promusicae.es

Performance rights music licensing company:
AGEDI-AIE www.agedi-aie.es

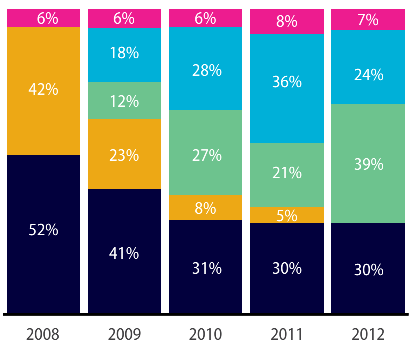
Local music industry association:
PROMUSICAE www.promusicae.es

WORLD RANKING

Physical: 13
Digital: 17
Performance rights: 6
Synchronisation: 12
Total market: 13



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) Physical Digital Performance rights Synch



DIGITAL SALES BY FORMAT (VALUE) Downloads Mobile Subscriptions Ad-supported Other

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (EUR)	Total % change
2012	89.1	44.4	31.1	2.0	166.6	129.9	-5.0%
2011	97.8	42.6	33.4	1.5	175.4	136.8	-3.3%
2010	117.4	35.2	26.7	2.1	181.4	141.5	-20.1%
2009	164.3	29.4	33.3		227.0	177.0	-13.5%
2008	206.9	24.0	31.4		262.3	204.6	-8.3%

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical		Digital
	CD	Other physical	Single tracks
2012	8.6	0.7	8.5
2011	8.8	0.8	6.3
2010	10.5	1.5	5.9
2009	15.2	4.2	6.4
2008	19.8	1.7	7.3

TOP SELLING SONGS 2012

	Artist	Title	Company
1	Michel Teló	Ai Se Eu Te Pego!	Sony
2	Cali & El Dandee	Yo Te Esperaré	Universal
3	José De Rico ft. Henry Mendez	Rayos De Sol	Roster Music
4	Pablo Alborán	Te He Echado De Menos	EMI/ Trimeca
5	Juan Magán ft. Belinda	Te Voy A Esperar	Sony
6	Gotye ft. Kimbra	Somebody That I Used To Know	Universal
7	Tacabro	Tacatá	Blanco Y Negro
8	Pablo Alborán	Perdoname	EMI/ Trimeca
9	Loreen	Euphoria	Warner
10	Cali & El Dandee ft. David Bisbal	No Hay 2 Sin (Gol)	Universal

TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

Avispa
Blanco Y Negro
Dial
Discmedi
Divucsa
Harmonia Mundi
Naïve
Open
Roster Music

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Pablo Alborán	Tanto	EMI/ Trimeca
2	Pablo Alborán	En Acústico	EMI/ Trimeca
3	Alejandro Sanz	La Música No Se Toca	Universal
4	Adele	21	XL Recordings
5	Pablo Alborán	Pablo Alborán	EMI/ Trimeca
6	Sergio Dalma	Via Dalma II	Warner/ Universal
7	Serrat Y Sabina	La Orquesta Del Titanic	Sony
8	Melendi	Lágrimas Desordenadas	Warner
9	B.S.O	Violetta	EMI
10	Bruce Springsteen	Wrecking Ball	Sony

Sweden

SOCIAL AND ECONOMIC INDICATORS

Population (millions): 9.5
Language: Swedish
Currency: Sweden Krona (SEK)
US$ exchange rate: 6.78
GDP per capita (US$): 41,700
GDP % change: +1.2%
Total music revenues per capita (US$): 18.6

DIGITAL INDICATORS IN MILLIONS

Internet users: 8.6
Broadband households: 3.0
Mobile subscriptions: 14.2
Active smartphones: 4.4
Active tablets: 0.8

INDUSTRY INFORMATION

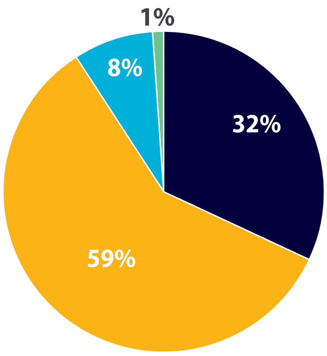
Chart compiler:
GLF/IFPI Sweden www.sverigetopplistan.se

Performance rights music licensing company:
IFPI Sweden www.ifpi.se

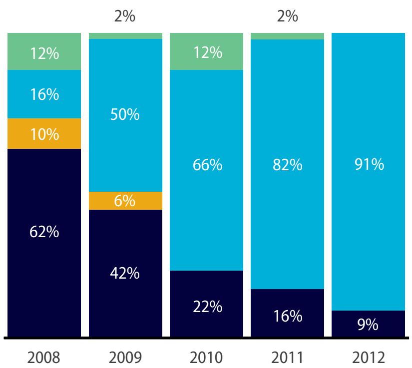
Local music industry association:
IFPI Sweden www.ifpi.se

WORLD RANKING

Physical: 19
Digital: 8
Performance rights: 13
Synchronisation: 11
Total market: 12



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE)
Physical, Digital, Performance rights, Synch



DIGITAL SALES BY FORMAT (VALUE)
Downloads, Mobile, Subscriptions, Other

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (SEK)	Total % change
2012	56.5	103.9	14.0	2.2	176.7	1,197.7	+18.7%
2011	66.4	65.9	14.8	1.8	148.9	1,009.4	+3.0%
2010	88.2	39.9	14.1	2.3	144.5	979.7	-7.2%
2009	118.2	23.0	14.6		155.8	1,056.0	+11.9%
2008	116.6	10.5	12.2		139.2	944.0	-6.9%

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical		Digital	
	CD	Other physical	Single tracks	Digital albums
2012	5.9	0.4	7.4	0.5
2011	7.8	0.4	4.3	0.5
2010	13.7	0.6	4.4	0.5
2009	13.6	1.0	5.2	0.4
2008	11.6	1.4	3.9	

TOP SELLING SONGS 2012

	Artist	Title	Company
1	Loreen	Euphoria	Warner
2	Gotye ft. Kimbra	Somebody That I Used To Know	Samples 'N' Seconds
3	Avicii	Levels	Veratone
4	Panetoz	Dansa Pausa	Warner
5	Stiftelsen	Vart Jag Än Går	Marm Musik/ Universal
6	Swedish House Mafia ft. John Martin	Don't You Worry Child	Virgin
7	Michel Teló ft. Pitbull	Ai Se Eu Te Pego (If I Get Ya)	Catchy Tunes
8	Carly Rae Jepsen	Call Me Maybe	Interscope
9	Flo Rida	Whistle	Poe Boy/ Atlantic
10	Ansiktet	Äckligt	Universal

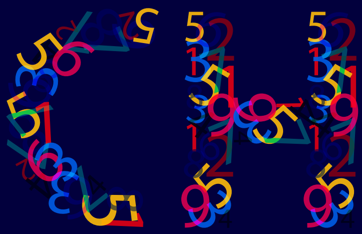
TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

Cosmos Music Group
Family Tree Music
Playground Music Scandinavia
Roxy Recordings
Sound Pollution Recordings

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Mando Diao	Infruset	Musica De La Santa
2	Laleh	Sjung	Lost Army/ Warner
3	Mauro Scocco	Årets Julklapp! Från Mauro Scocco	EMI
4	First Aid Kit	The Lion's Roar	Wichita
5	Bruce Springsteen	Wrecking Ball	Columbia
6	Kent	Jag Är Inte Rädd För Mörkret	Universal
7	Lasse Stefanz	Rocky Mountains	Mariann
8	Tomas Ledin	40 År 40 Hits: Ett Samlingsalbum 1972-2012	Universal
9	One Direction	Take Me Home	Syco
10	Peter LeMarc	Svag Doft Av Skymning	Svedala

Switzerland



SOCIAL AND ECONOMIC INDICATORS

Population (millions): 7.9
Language: German, French, Italian
Currency: Swiss Franc (CHF)
US$ exchange rate: 0.94
GDP per capita (US$): 45,300
GDP % change: +0.8%
Total music revenues per capita (US$): 16.3

DIGITAL INDICATORS IN MILLIONS

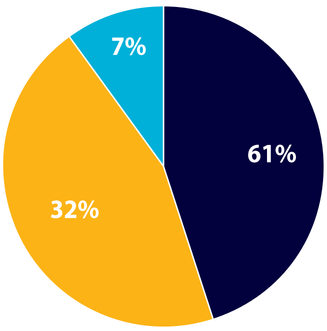
Internet users: 6.9
Broadband households: 2.8
Mobile subscriptions: 10.0
Active smartphones: 5.1
Active tablets: 0.6

INDUSTRY INFORMATION

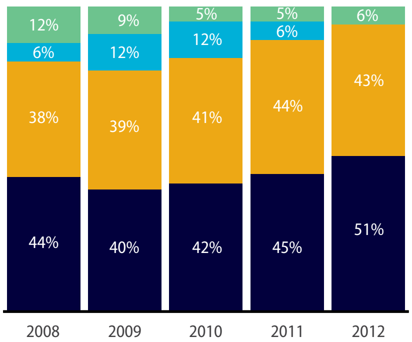
Chart compiler: Media Control GfK
www.hitparade.ch / www.media-control.de
Performance rights music licensing company:
Swissperform/ IFPI Switzerland www.swissperform.ch
Local music industry association:
IFPI Schweiz www.ifpi.ch

WORLD RANKING

Physical: 14
Digital: 18
Performance rights: 21
Synchronisation: 21
Total market: 16



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) — Physical, Digital, Performance rights



DIGITAL SALES BY FORMAT (VALUE) — Single track, Full album, Subscriptions, Other

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (CHF)	Total % change
2012	78.2	41.0	8.7	0.7	128.5	120.8	-14.2%
2011	108.3	33.4	7.9	0.2	149.9	140.9	-16.2%
2010	142.1	28.2	8.4	0.1	178.9	168.2	-13.2%
2009	172.5	25.5	8.2		206.1	193.7	-6.8%
2008	198.7	15.2	7.3		221.2	207.9	-5.4%

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical		Digital	
	CD	Other physical	Single tracks	Digital albums
2012	5.1	1.0	25.7	1.9
2011	7.3	0.5	14.0	1.5
2010	8.4	0.5	12.3	1.9
2009	9.8	0.8	10.0	1.2
2008	11.4	1.1	6.0	0.7

TOP SELLING SONGS 2012

	Artist	Title	Company
1	Michel Teló	Ai Se Eu Te Pego!	Universal
2	Gotye ft. Kimbra	Somebody That I Used To Know	Universal
3	DJ Antoine ft. The Beat Shakers	Ma Chérie	Phonag
4	Asaf Avida & The Mojos	One Day/ Reckoning Song (Wankelmut Rmx)	Sony
5	Carly Rae Jepsen	Call Me Maybe	Universal
6	Gusttavo Lima	Balada (Tchê Tcherere Tchê Tchê)	Universal
7	Flo Rida	Whistle	Warner
8	Sean Paul	She Doesn't Mind	Warner
9	Lykke Li	I Follow Rivers	Warner
10	PSY	Gangnam Style	Universal

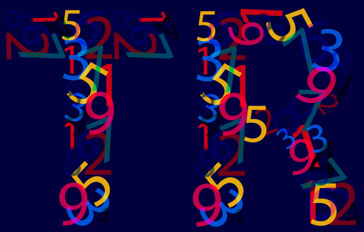
TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

K-Tel International AG
Musikvertrieb AG
Phonag Records AG
TBA AG
Tudor Recording AG

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Adele	21	XL Recordings/ Musikvertrieb
2	Lana Del Rey	Born To Die	Universal
3	Unheilig	Lichter Der Stadt	Universal
4	Die Toten Hosen	Ballast Der Republik	Warner
5	Gölä	Ängu U Dämone I	Universal
6	Muse	The 2nd Law	Warner
7	Xavier Naidoo	Danke Für's Zuhören – Liedersammlung 1998-2012	MV/ Zebralution
8	Amy McDonald	Life In A Beautiful Light	Universal
9	P!nk	The Truth About Love	Sony
10	Züri West	Göteborg	Sound Service

Turkey



SOCIAL AND ECONOMIC INDICATORS

Population (millions): 79.7
Language: Turkish
Currency: Turkish Lira (TRY)
US$ exchange rate: 1.80
GDP per capita (US$): 15,000
GDP % change: +3%
Total music revenues per capita (US$): 0.8

INDUSTRY INFORMATION

Performance rights music licensing company: Mü-Yap www.mu-yap.org

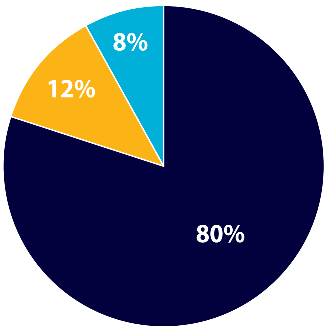
Local music industry association: Mü-Yap www.mu-yap.org

DIGITAL INDICATORS IN MILLIONS

Internet users: 33.7
Broadband households: 6.5
Mobile subscriptions: 67.4
Active smartphones: 10.8

WORLD RANKING

Physical: 21
Digital: 30
Performance rights: 28
Total market: 27



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) Physical Digital Performance rights

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (TRY)	Total % change
2012	48.0	7.3	4.8		60.1	108.2	+3.1%
2011	48.2	6.5	3.5		58.3	105.0	+12.7%
2010	43.7	4.8	3.2		51.7	93.1	-8.2%
2009	49.9		6.4		56.3	101.4	-3.4%
2008	53.6		4.7		58.3	104.9	-10.3%

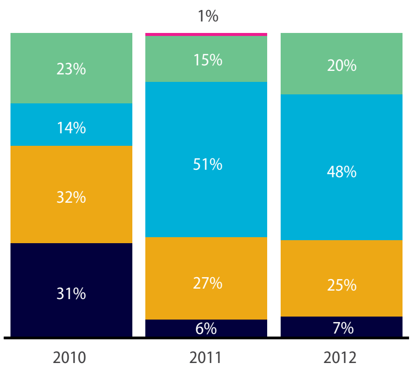
Note: 2008 and 2009 performance rights figures include digital revenues. 2011 digital figures revised.

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical	
	CD	Other physical
2012	10.3	0.9
2011	11.5	1.7
2010	10.4	0.8
2009	10.3	1.0
2008	10.7	2.1

TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

Avrupa Müzik Yapım
Doğan Müzik Yapım
Dokuz Sekiz Müzik
Emre Grafson Müzik Yapım
Esen Elektronik San.
Gnl Görsel Ve Işitsel
Kalan Ses Görüntü Film Yapım San.
Pasaj Film Reklam Prodüksiyon
Poll Menajerlik
Seyhan Müzik Yapım



DIGITAL SALES BY FORMAT (VALUE) Downloads Mobile Subscriptions Ad-supported Other

Note: digital breakdown not available for 2008 and 2009.

United Kingdom

SOCIAL AND ECONOMIC INDICATORS

Population (millions): 63.0
Language: English
Currency: British Pound (GBP)
US$ exchange rate: 0.63
GDP per capita (US$): 36,700
GDP % change: -0.1%
Total music revenues per capita (US$): 21.0

DIGITAL INDICATORS IN MILLIONS

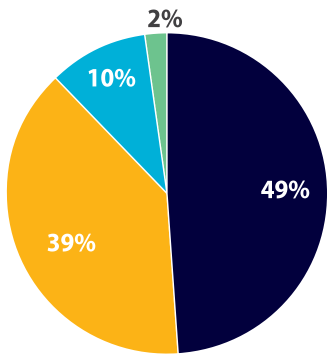
Internet users: 53.1
Broadband households: 19.9
Mobile subscriptions: 84.9
Active smartphones: 46.7
Active tablets: 7.5

INDUSTRY INFORMATION

Chart compiler: Official Charts Company / Millward Brown www.theofficialcharts.com
Performance rights music licensing company: PPL www.ppluk.com
Local music industry association: BPI www.bpi.co.uk

WORLD RANKING

Physical: 4
Digital: 3
Performance rights: 2
Synchronisation: 3
Total market: 3



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) Physical Digital Performance rights Synch

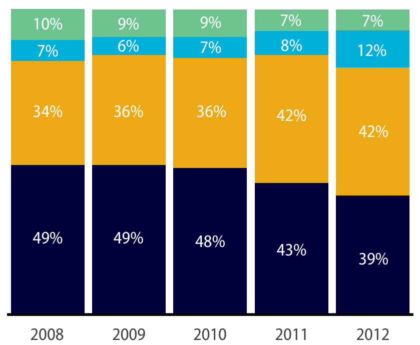
RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (GBP)	Total % change
2012	645.5	523.0	128.4	28.9	1,325.8	835.2	-6.1%
2011	815.5	447.8	114.0	34.4	1,411.8	889.4	-3.1%
2010	949.2	358.4	114.6	34.3	1,456.6	917.6	-8.9%
2009	1,174.6	299.7	124.5		1,598.8	1,007.2	+1.9%
2008	1,250.4	203.0	115.2		1,568.6	988.2	-3.5%

Note: 2011 digital figures revised.

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical		Digital	
	CD	Other physical	Single tracks	Digital albums
2012	68.8	5.3	187.8	30.5
2011	93.4	5.8	176.2	26.6
2010	99.8	6.6	159.7	21.0
2009	119.4	8.4	149.7	16.1
2008	131.2	9.6	109.8	10.3



DIGITAL SALES BY FORMAT (VALUE) Single track Full album Subscriptions Other

TOP SELLING SONGS 2012

	Artist	Title	Company
1	Gotye ft. Kimbra	Somebody That I Used To Know	Island
2	Carly Rae Jepsen	Call Me Maybe	Polydor
3	fun. ft. Janelle Monáe	We Are Young	Atlantic Records
4	David Guetta ft. Sia	Titanium	Parlophone
5	James Arthur	Impossible	RCA Label Group
6	PSY	Gangnam Style	Island
7	Nicki Minaj	Starships	Island
8	Jessie J	Domino	Island
9	Maroon 5 ft. Wiz Khalifa	Payphone	Polydor
10	Flo Rida ft. Sia	Wild Ones	Atlantic Records

Source: Official Charts Company.

TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

Cooking Vinyl
Delta
Demon Music Group
Domino Recordings
Go Entertain
HNH
Ministry of Sound Group
Not Now Music
Sour Mash
Union Square Music
XL Beggars

Source: Official Charts Company.

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Emeli Sandé	Our Version Of Events	Virgin
2	Various Artists	Now That's What I Call Music! 83	EMI TV/ UMTV
3	Various Artists	Now That's What I Call Music! 82	EMI TV/ UMTV
4	Adele	21	XL Recordings
5	Ed Sheeran	+	Atlantic Records
6	Various Artists	Now That's What I Call Music! 81	EMI TV/ UMTV
7	Lana Del Rey	Born To Die	Polydor
8	One Direction	Take Me Home	RCA Label Group
9	Mumford & Sons	Babel	Island
10	Olly Murs	Right Place Right Time	Epic Label Group

Source: Official Charts Company.

China

SOCIAL AND ECONOMIC INDICATORS

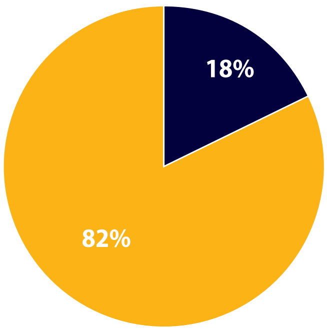
Population (millions): 1,354.0
Language: Standard Chinese, Mandarin
Currency: Chinese Yuan (CNY)
US$ exchange rate: 6.32
GDP per capita (US$): 9,100
GDP % change: +7.8%
Total music revenues per capita (US$): 0.1

DIGITAL INDICATORS IN MILLIONS

Internet users: 574.6
Broadband households: 150.8
Mobile subscriptions: 1,105.4
Active smartphones: 215.7
Active tablets: 25.3

WORLD RANKING

Physical: 34
Digital: 11
Total market: 20



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) ■ Physical ■ Digital

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

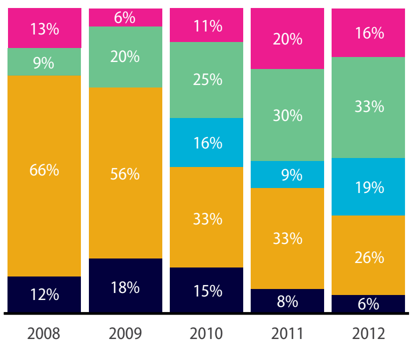
	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (CNY)	Total % change
2012	16.9	75.5			92.4	583.8	+9.0%
2011	20.4	64.3			84.7	535.5	+1.1%
2010	18.4	65.4			83.8	529.9	+3.5%
2009	20.8	60.3			81.0	512.2	-11.1%
2008	34.7	56.4			91.2	576.1	+9.1%

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical	
	CD	Other physical
2012	4.0	0.1
2011	4.3	0.2
2010	4.3	0.1
2009	4.2	0.8
2008	7.7	2.1

TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

China Record Corp.
EE-Media
H.Brother Music
Rhymoi Music
Shanghai Synergy



DIGITAL SALES BY FORMAT (VALUE) ■ Downloads ■ Mobile ■ Subscriptions ■ Ad-supported ■ Other

Hong Kong

SOCIAL AND ECONOMIC INDICATORS

Population (millions): 7.2
Language: Cantonese, English
Currency: Hong Kong Dollar (HKD)
US$ exchange rate: 7.76
GDP per capita (US$): 50,700
GDP % change: +1.8%
Total music revenues per capita (US$): 5.5

DIGITAL INDICATORS IN MILLIONS

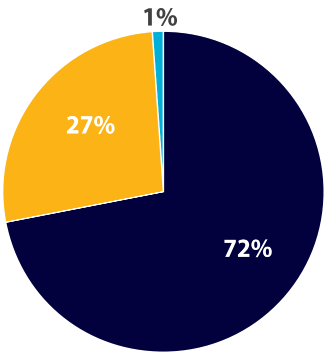
Internet users: 5.2
Broadband households: 2.1

INDUSTRY INFORMATION

Performance rights music licensing company: PP(SEA)L and HKRIA
www.ppseal.com www.hkria.com
Local music industry association: Hong Kong Recording Industry Alliance (HKRIA) and IFPI (Hong Kong Group) Ltd
www.hkria.com www.ifpihk.org

WORLD RANKING

Physical: 27
Digital: 28
Synchronisation: 25
Total market: 31



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) — Physical, Digital, Synch

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

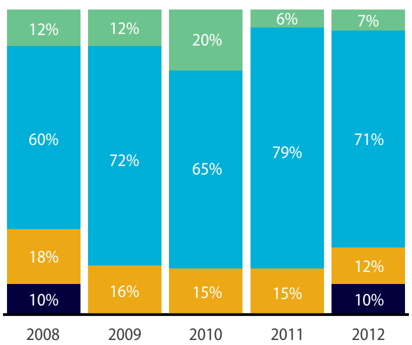
	Physical	Digital	Synchronisation revenue	Total (US$)	Total (HKD)	Total % change
2012	28.7	10.5	0.5	39.6	307.5	-0.7%
2011	31.1	8.4	0.4	39.9	309.5	-1.3%
2010	31.6	8.6	0.3	40.4	313.6	-7.6%
2009	35.5	8.2		43.7	339.4	-12.0%
2008	42.6	7.1		49.7	385.5	-12.2%

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical	
	CD	Other physical
2012	1.9	0.3
2011	2.1	0.4
2010	2.3	0.4
2009	2.7	0.5
2008	3.4	0.6

TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

Avex Asia Ltd.
Beggars Group Media Ltd
BMA Records Ltd
East Asia Music (Holdings) Ltd.
EAS Music Ltd
Emperor Entertainment (Hong Kong) Ltd.
Evolution Limited
Forward Music Co. Ltd.
Gold Typhoon Entertainment Ltd.
HNH International Ltd. (Naxos)
Love Da Group Co. Ltd.
Neway Star Ltd.
Soundgood Production Ltd
Stars Shine International Limited
Worldstar Music International Ltd.
WOW Music Ltd.



DIGITAL SALES BY FORMAT (VALUE) — Downloads, Mobile, Subscriptions, Other

India

SOCIAL AND ECONOMIC INDICATORS

Population (millions): 1,205.1
Language: Hindi
Currency: Indian Rupee (INR)
US$ exchange rate: 53.76
GDP per capita (US$): 3,900
GDP % change: +1.8%
Total music revenues per capita (US$): 0.1

INDUSTRY INFORMATION

Performance rights music licensing company: PPL www.pplindia.org

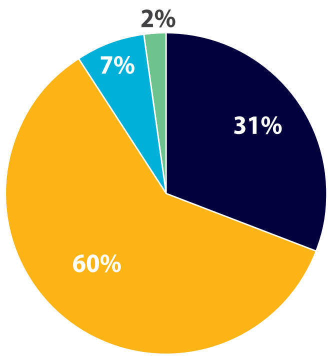
Local music industry association: IMI www.indianmi.org

DIGITAL INDICATORS IN MILLIONS

Internet users: 150.0
Broadband households: 15.1
Mobile subscriptions: 920.0
Active smartphones: 63.3
Active tablets: 3.1

WORLD RANKING

Physical: 22
Digital: 9
Performance rights: 19
Synchronisation: 10
Total market: 14

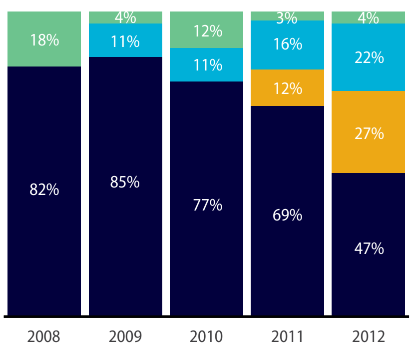


RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) Physical Digital Performance rights Synch

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (INR)	Total % change
2012	45.4	88.4	10.4	2.5	146.7	7,888.5	+22.1%
2011	51.0	57.4	9.7	2.0	120.2	6,459.6	+6.1%
2010	55.4	46.2	9.9	1.8	113.3	6,088.8	+13.9%
2009	58.3	36.0	5.2		99.4	5,345.9	-3.7%
2008	73.0	23.5	6.7		103.3	5,551.8	+1.7%

Note: performance rights figures include income from broadcasting.



DIGITAL SALES BY FORMAT (VALUE) Mobile Subscriptions Ad-supported Other

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical	
	CD	Other physical
2012	41.6	0.8
2011	34.5	1.5
2010	35.5	4.2
2009	33.4	24.7
2008	36.0	38.7

TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

Aditya Music (India) Pvt. Ltd.
Saregama India Limited
Super Cassettes Industries
Times Music
Tips Industries Ltd.
Venus Worldwide Entertainment Pvt. Ltd.
Yashraj Music
Simran Music Industry

Indonesia

SOCIAL AND ECONOMIC INDICATORS

Population (millions): 248.6
Language: Bahasa Indonesia
Currency: Indonesian Rupiah (IDR)
US$ exchange rate: 9,400.61
GDP per capita (US$): 5,000
GDP % change: +6.0%
Total music revenues per capita (US$): 0.1

DIGITAL INDICATORS IN MILLIONS

Internet users: 58.7
Broadband households: 4.7

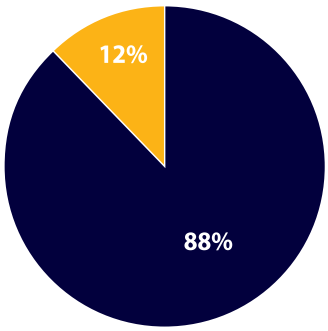
INDUSTRY INFORMATION

Performance rights music licensing company: ASIRINDO

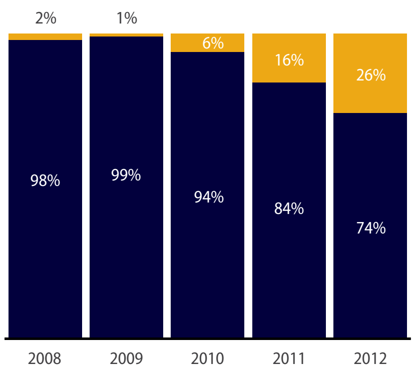
Local music industry association: ASIRI www.asiri.or.id

WORLD RANKING

Physical: 29
Digital: 39
Total market: 33



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) ■ Physical ■ Digital



DIGITAL SALES BY FORMAT (VALUE) ■ Mobile ■ Other

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (IDR)	Total % change
2012	28.5	3.7			32.3	303,337.0	-39.6%
2011	30.6	22.9			53.4	502,427.9	+5.9%
2010	21.3	29.2			50.5	474,656.7	-11.1%
2009	26.1	30.7			56.8	534,080.6	+5.6%
2008	25.1	28.8			53.8	505,900.5	-4.7%

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical	
	CD	Other physical
2012	13.0	2.9
2011	11.2	4.1
2010	6.3	5.1
2009	7.6	6.3
2008	5.8	6.9

Japan

SOCIAL AND ECONOMIC INDICATORS

Population (millions): 127.4
Language: Japanese
Currency: Japanese Yen (JPY)
US$ exchange rate: 79.82
GDP per capita (US$): 36,200
GDP % change: +2.2%
Total music revenues per capita (US$): 34.7

DIGITAL INDICATORS IN MILLIONS

Internet users: 104.6
Broadband households: 30.9
Mobile subscriptions: 137.9
Active smartphones: 50.0
Active tablets: 4.5

INDUSTRY INFORMATION

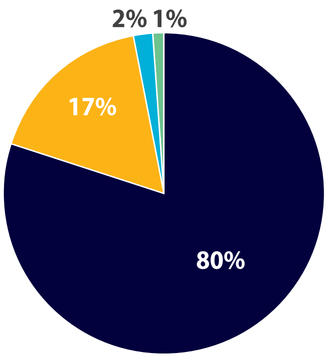
Chart compiler:
RIAJ www.riaj.or.jp

Performance rights music licensing company:
RIAJ www.riaj.or.jp

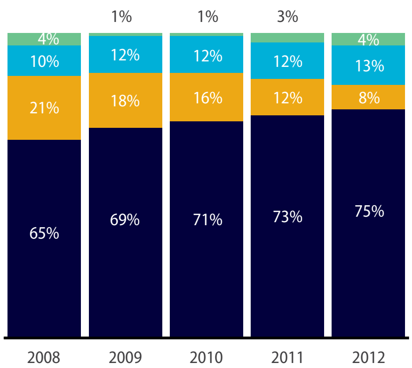
Local music industry association:
RIAJ www.riaj.or.jp

WORLD RANKING

Physical: 1
Digital: 2
Performance rights: 3
Synchronisation: 2
Total market: 2



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) — Physical, Digital, Performance rights, Synch



DIGITAL SALES BY FORMAT (VALUE) — Downloads, Master ringtones, Ringback tunes, Other

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (JPY)	Total % change
2012	3,526.4	755.8	104.7	35.1	4,422.0	352,967.8	+4.0%
2011	3,116.2	1,001.7	101.9	32.4	4,252.3	339,415.5	-5.7%
2010	3,174.7	1,197.0	103.8	33.0	4,508.5	359,867.6	-7.5%
2009	3,507.9	1,266.5	102.0		4,876.4	389,233.8	-10.4%
2008	4,168.3	1,182.2	94.2		5,444.7	434,595.7	+1.3%

Note: historic digital sales revised.

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical		Digital	
	CD	Other physical	Single tracks	Digital albums
2012	166.4	22.4	150.1	5.1
2011	154.9	21.1	182.0	3.8
2010	156.2	20.6	202.8	3.1
2009	163.4	25.8	206.0	2.8
2008	210.2	22.1	200.4	2.4

Note: physical CD include singles. Single tracks include mobile downloads.

TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

Avex Marketing Inc.
Being Inc.
Dreamusic Inc.
Forlife Music Entertainment Inc.
King Record Co. Ltd.
Nippon Columbia Co. Ltd.
Nippon Crown Co. Ltd.
Pony Canyon Inc.
Teichiku Entertainment Inc.
Tokuma Japan Communications Co. Ltd.
VAP Inc.
Victor Entertainment Inc.
Yamaha Music Communications Co.
Yoshimoto R and C Co. Ltd.

Malaysia

SOCIAL AND ECONOMIC INDICATORS

Population (millions): 29.2
Language: Bahasa Malaysia
Currency: Malaysian Ringgit (MYR)
US$ exchange rate: 3.10
GDP per capita (US$): 16,900
GDP % change: +4.4%
Total music revenues per capita (US$): 1.3

DIGITAL INDICATORS IN MILLIONS

Internet users: 18.8
Broadband households: 2.0

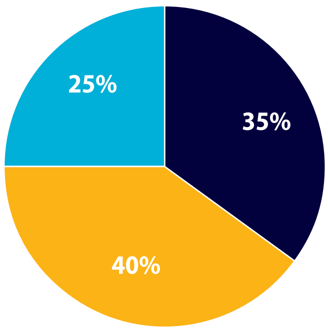
INDUSTRY INFORMATION

Performance rights music licensing company: PPM www.ppm.org.my

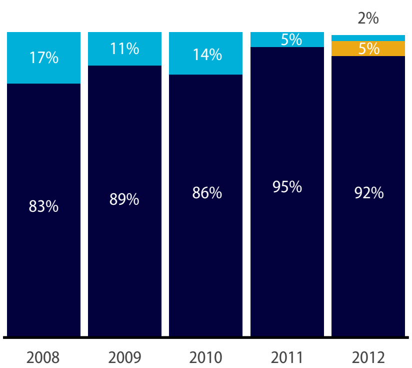
Local music industry association: RIM www.rim.org.my

WORLD RANKING

Physical: 36
Digital: 27
Performance rights: 20
Synchronisation: 36
Total market: 32



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) ■ Physical ■ Digital ■ Performance rights



DIGITAL SALES BY FORMAT (VALUE) ■ Mobile ■ Ad-supported ■ Other

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (MYR)	Total % change
2012	12.7	14.7	9.3	0.1	36.8	114.1	+0.9%
2011	14.4	13.9	8.1		36.5	113.1	-5.2%
2010	18.6	13.7	6.2		38.5	119.3	+0.7%
2009	23.1	9.7	5.4		38.2	118.5	+24.2%
2008	18.2	7.8	4.7		30.8	95.4	+5.2%

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical	
	CD	Other physical
2012	1.4	0.3
2011	1.7	0.5
2010	2.1	0.6
2009	2.5	0.7
2008	1.8	0.6

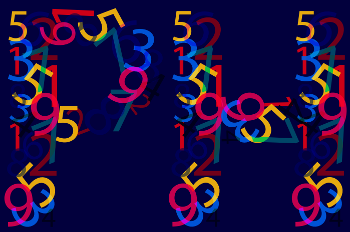
TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

Astro Entertainment Sdn Bhd
Hui Hvang Enterprise Sdn Bhd
Hup Hup Sdn Bhd (Life Records)
Insictech Musicland Sdn Bhd
Inteam Records Sdn Bhd
New Southern Records Sdn Bhd
Rock Records (M) Sdn Bhd
Suria Records Sdn Bhd
Suwah Enterprise (M) Sdn Bhd
Tropic Jaya Entertainment Sdn Bhd

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Maher Zain	Forgive Me	Warner/ Inteam Records Sdn Bhd
2	Various Artists	Malaysia #1 Hits 5	Sony
3	One Direction	Take Me Home	Sony / Syco
4	Hafiz Hamidun	Zikir Terapi Diri – Irama Terapi	Warner/ Artefects Sdn Bhd
5	Adele	21	Warner/Hostess KK
6	Whitney Houston	The Ultimate Collection	Sony/ Arista/ Legacy
7	Adele	Live At The Royal Albert Hall	Warner/Hostess KK
8	Whitney Houston	The Greatest Hits	Sony/ Arista
9	One Direction	Up All Night	Sony/ Syco
10	Maher Zain	Thank You Allah	Warner/ Inteam Records Sdn Bhd

Philippines



SOCIAL AND ECONOMIC INDICATORS

Population (millions): 103.8
Language: Filipino, English
Currency: Philippine Peso (PHP)
US$ exchange rate: 42.35
GDP per capita (US$): 4,300
GDP % change: +4.8%
Total music revenues per capita (US$): 0.1

DIGITAL INDICATORS IN MILLIONS

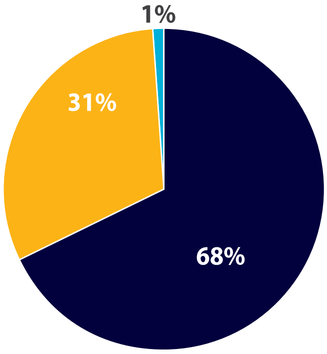
Internet users: 32.1
Broadband households: 3.4

INDUSTRY INFORMATION

Performance rights music licensing company: PMPPSI / MVP www.mvp.net.ph

WORLD RANKING

Physical: 39
Digital: 38
Performance rights: 51
Synchronisation: 34
Total market: 40



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) — Physical, Digital, Performance rights

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

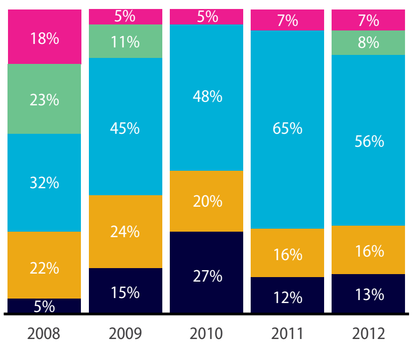
	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (PHP)	Total % change
2012	10.5	4.7	0.1	0.1	15.3	648.3	-7.0%
2011	11.4	4.9	0.1	0.1	16.5	697.4	-7.1%
2010	13.3	4.3	0.1		17.7	751.0	-10.4%
2009	16.3	3.5			19.8	838.3	+19.4%
2008	14.2	2.4			16.6	702.0	-3.1%

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical	
	CD	Other physical
2012	1.6	0.2
2011	2.0	0.3
2010	2.1	0.3
2009	2.5	0.6
2008	2.6	0.7

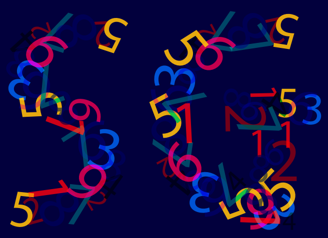
TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

Able Music International, Inc.
Alpha Music Corporation
Dyna Music Entertainment Corporation
Galaxy Records
GMA Records
Ivory Music & Video
Polyeast Records
Praise, Inc.
Star Recording, Inc.
Vicor Music Corporation
Viva Records Corporation



DIGITAL SALES BY FORMAT (VALUE) — Single track, Master ringtones, Ringback tunes, Ad-supported, Other

Singapore



SOCIAL AND ECONOMIC INDICATORS

Population (millions): 5.4
Language: Mandarin, English, Malay
Currency: Singapore Dollar (SGD)
US$ exchange rate: 1.25
GDP per capita (US$): 60,900
GDP % change: +2.1%
Total music revenues per capita (US$): 2.9

DIGITAL INDICATORS IN MILLIONS

Internet users: 4.0
Broadband households: 0.9
Mobile subscriptions: 8.1

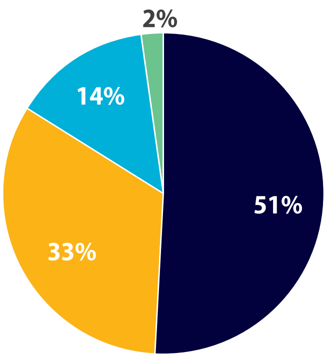
INDUSTRY INFORMATION

Performance rights music licensing company: RIPS www.rips.com.sg

Local music industry association: RIAS www.rias.org.sg

WORLD RANKING

Physical: 41
Digital: 36
Performance rights: 38
Synchronisation: 30
Total market: 39



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) — Physical, Digital, Performance rights, Synch

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

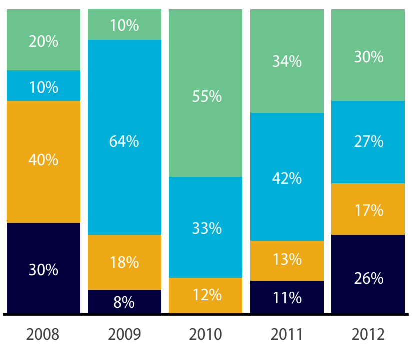
	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (SGD)	Total % change
2012	8.0	5.2	2.1	0.3	15.7	19.6	-23.7%
2011	12.9	5.3	2.0	0.3	20.6	25.7	-18.7%
2010	15.8	7.8	1.7		25.3	31.6	+5.3%
2009	18.8	3.6	1.6		24.0	30.0	-9.1%
2008	23.2	1.6	1.6		26.4	33.0	-16.0%

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical	
	CD	Other physical
2012	0.6	0.1
2011	1.1	
2010	1.3	0.1
2009	1.6	0.1
2008	1.9	0.1

TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

EQ Music Pte. Ltd.
HIM International Music Pte. Ltd.
Life Record Industries (Pte) Ltd
Ocean Butterflies Music Pte Ltd
Rock Records (S) Pte Ltd

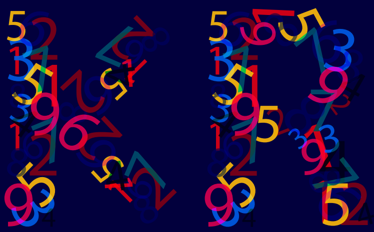


DIGITAL SALES BY FORMAT (VALUE) — Downloads, Mobile, Subscriptions, Other

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Adele	21	Warner
2	One Direction	Up All Night	Sony
3	Taylor Swift	Red	Universal
4	Bruce Springsteen	Wrecking Ball	Sony
5	Fong Fei Fei	Forever Fong Fei Fei – Greatest Hits	Warner
6	Corrinne May	Crooked Lines	Warner
7	Jason Mraz	Love Is A Four Letter Word	Warner
8	Maroon 5	Overexposed	Universal
9	Linkin Park	Living Things	Warner
10	Michael Bublé	Christmas	Warner

South Korea



SOCIAL AND ECONOMIC INDICATORS

Population (millions): 48.9
Language: Korean
Currency: South Korean Won (KRW)
US$ exchange rate: 1,130.17
GDP per capita (US$): 32,400
GDP % change: +2.7%
Total music revenues per capita (US$): 3.8

INDUSTRY INFORMATION

Chart compiler:
KMCIA

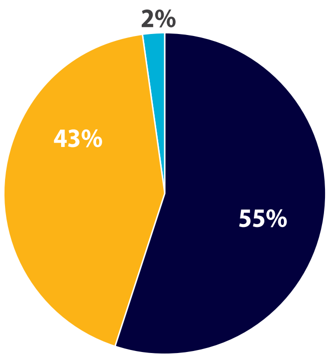
Performance rights music licensing company:
KAPP

DIGITAL INDICATORS IN MILLIONS

Internet users: 41.6
Broadband households: 16.1
Mobile subscriptions: 55.0
Active smartphones: 32.2
Active tablets: 0.7

WORLD RANKING

Physical: 11
Digital: 10
Performance rights: 29
Synchronisation: 23
Total market: 11



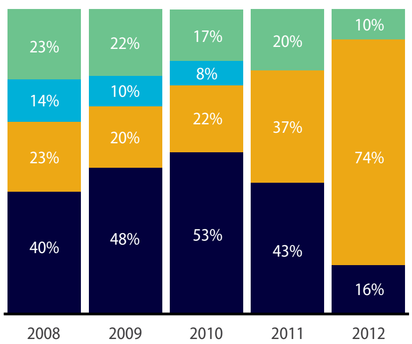
RECORDED MUSIC SALES BY SECTOR 2012 (VALUE)

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (KRW)	Total % change
2012	102.7	79.8	4.4	0.6	187.5	211,877.7	-4.3%
2011	86.5	106.4	2.2	0.8	195.8	221,316.5	+6.4%
2010	82.8	100.3		1.0	184.1	208,094.1	+12.3%
2009	72.9	90.9			163.9	185,232.2	+10.4%
2008	77.0	71.5			148.5	167,852.8	+25.6%

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical	
	CD	Other physical
2012	11.3	0.3
2011	10.1	0.2
2010	9.5	0.2
2009	8.8	0.3
2008	9.6	0.3



DIGITAL SALES BY FORMAT (VALUE)

TOP SELLING SONGS 2012

	Artist	Title	Company
1	PSY	Gangnam Style	YG Entertainment
2	T-ara	Lovey-Dovey	Core Contents
3	Busker Busker	Cherry Blossom Ending	Mnet Media
4	BigBang	Blue	YG Entertainment
5	BigBang	Fantastic Baby	YG Entertainment
6	Ailee	Heaven	YMC Entertainment
7	Sistar	Alone	Starship Entertainment
8	Lyn	Back In Time (Moon Embracing The Sun OST)	Good Entertainment
9	Sistar	Loving U	Starship Entertainment
10	10cm	Sorrow	Neganetwork

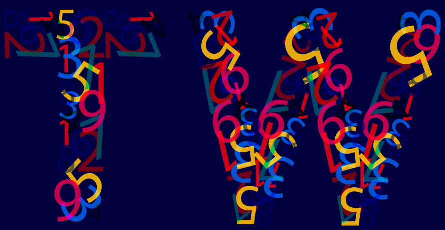
TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

BIG HIT Entertainment
Core Contents Media
Cube Entertainment
DSP Media
JYP Entertainment
Loen Entertainment
SM Entertainment
Starship Entertainment
TS Entertainment
YG Entertainment

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Super Junior	Sexy, Free & Single	SM Entertainment
2	BigBang	Alive	YG Entertainment
3	TVXQ	Catch Me	Rhythm Zone
4	G-Dragon	One Of A Kind	YG Entertainment
5	SHINee	Sherlock (4th Mini Album)	SM Entertainment
6	BigBang	Still Alive (Special Edition)	YG Entertainment
7	EXO-K	MAMA (1st Mini Album)	SM Entertainment
8	Twinkle	Twinkle (Mini Album)	SM Entertainment
9	B2ST	Midnight Sun	Cube Entertainment
10	Infinite	Infinitize	Woolim Entertainment

Taiwan



SOCIAL AND ECONOMIC INDICATORS

Population (millions): 23.2
Language: Mandarin Chinese
Currency: Taiwan Dollar (TWD)
US$ exchange rate: 29.66
GDP per capita (US$): 38,500
GDP % change: +1.3%
Total music revenues per capita (US$): 2.5

DIGITAL INDICATORS IN MILLIONS

Internet users: 16.9
Broadband households: 5.1

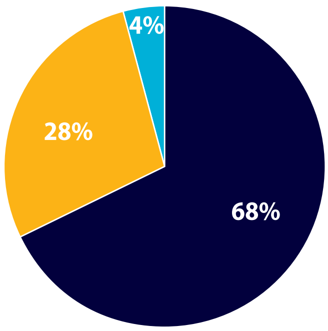
INDUSTRY INFORMATION

Performance rights music licensing company: ARCO www.arco.org.tw

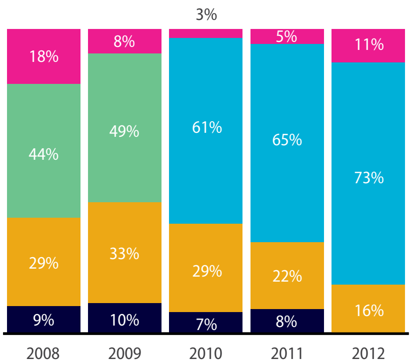
Local music industry association: RIT www.rit.org.tw

WORLD RANKING

Physical: 24
Digital: 25
Performance rights: 37
Total market: 28



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) Physical Digital Performance rights



DIGITAL SALES BY FORMAT (VALUE) Downloads Mobile Subscriptions Ad-supported Other

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (TWD)	Total % change
2012	39.8	16.0	2.5		58.3	1,730.0	-9.2%
2011	50.2	11.6	2.4		64.2	1,904.6	-1.8%
2010	54.4	8.8	2.1		65.4	1,939.1	+0.3%
2009	54.6	8.7	1.8		65.2	1,932.9	+2.6%
2008	52.8	9.3	1.4		63.5	1,884.4	-14.9%

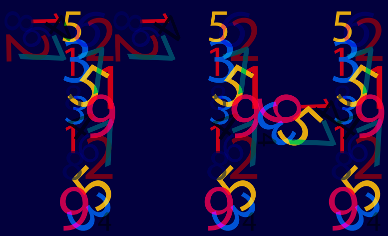
RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical	
	CD	Other physical
2012	2.8	0.6
2011	3.6	0.5
2010	4.0	0.8
2009	3.9	0.9
2008	4.1	0.7

TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

Avex Taiwan Inc.
Forward Music Co. Ltd.
Gold Typhoon Music Co. Ltd
HIM Int. Music Inc.
JVR Music Int. Ltd.
Linfair Records Limited
Rock Records Co. Ltd.
Seed Music Co. Ltd.

Thailand



SOCIAL AND ECONOMIC INDICATORS

Population (millions): 67.1
Language: Thai
Currency: Thai Baht (THB)
US$ exchange rate: 31.21
GDP per capita (US$): 10,000
GDP % change: +5.6%
Total music revenues per capita (US$): 0.9

DIGITAL INDICATORS IN MILLIONS

Internet users: 18.9
Broadband households: 4.5
Mobile subscriptions: 75.4
Active smartphones: 8.1
Active tablets: 6.0

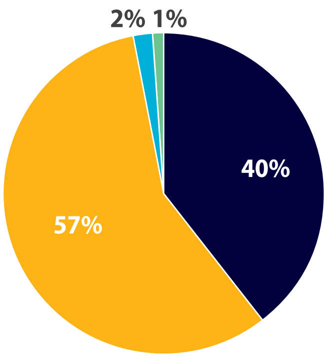
INDUSTRY INFORMATION

Performance rights music licensing company:
Phonorights/ MPC Music.Co.Ltd www.mpcmusic.co.th

Local music industry association:
TECA www.teca.co.th

WORLD RANKING

Physical: 31
Digital: 20
Performance rights: 44
Synchronisation: 22
Total market: 26



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE)
Physical | Digital | Performance rights | Synch

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

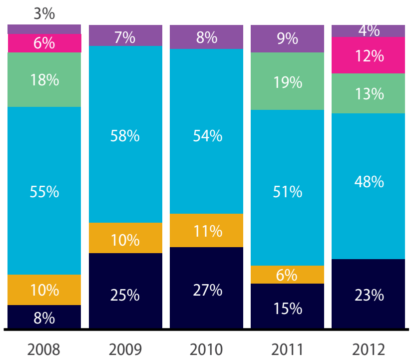
	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (THB)	Total % change
2012	24.6	35.2	1.0	0.6	61.4	1,915.6	-8.9%
2011	25.7	40.3	0.8	0.6	67.4	2,102.7	-5.2%
2010	28.6	41.6	0.4	0.5	71.0	2,217.4	-7.0%
2009	37.5	38.5	0.4		76.4	2,383.1	+5.0%
2008	45.8	26.6	0.3		72.7	2,270.1	+7.2%

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical	
	CD	Other physical
2012	2.9	4.3
2011	3.3	4.5
2010	3.6	4.9
2009	4.6	6.7
2008	6.1	7.1

TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

Bakery Music.Co.Ltd
Believe Record Co,.Ltd
Genie Record Co,.Ltd
GMM Grammy Public Co. Ltd.
Love Is Co,.Ltd
R-Siam Co.Ltd
RS. Promotion Public Co. Ltd.
Small Room Co.Ltd
Spicy Disc Co,.Ltd



DIGITAL SALES BY FORMAT (VALUE)
Downloads | Master ringtones | Ringback tunes | Subscriptions | Ad-supported | Other

Australia

SOCIAL AND ECONOMIC INDICATORS

Population (millions): 22.0
Language: English
Currency: Australian Dollar (AUD)
US$ exchange rate: 0.97
GDP per capita (US$): 42,400
GDP % change: +3.3%
Total music revenues per capita (US$): 23.1

DIGITAL INDICATORS IN MILLIONS

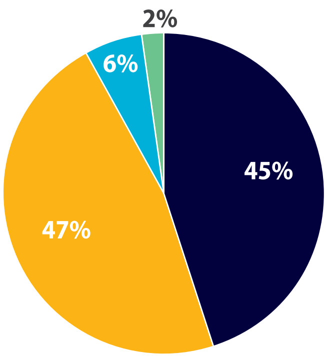
Internet users: 18.6
Broadband households: 5.3
Mobile subscriptions: 30.9
Active smartphones: 12.1

INDUSTRY INFORMATION

Chart compiler:
ARIA www.aria.com.au
Performance rights music licensing company:
PPCA www.ppca.com.au
Local music industry association:
ARIA www.aria.com.au

WORLD RANKING

Physical: 6
Digital: 5
Performance rights: 8
Synchronisation: 6
Total market: 6



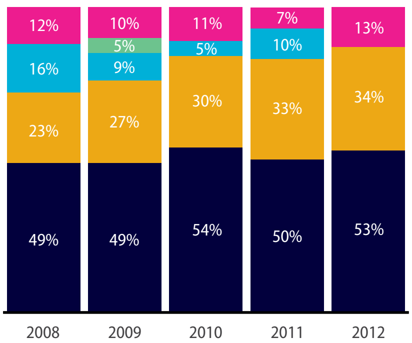
RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) Physical Digital Performance rights Synch

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (AUD)	Total % change
2012	229.6	237.5	30.7	9.5	507.4	492.2	+6.8%
2011	260.1	181.1	25.8	8.2	475.2	461.0	+5.7%
2010	300.1	119.8	21.4	8.2	449.4	435.9	-10.7%
2009	394.0	90.8	18.8		503.5	488.4	+4.3%
2008	402.4	63.3	17.2		482.9	468.4	-5.7%

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical		Digital	
	CD	Other physical	Single tracks	Digital albums
2012	19.8	2.2	138.0	8.5
2011	21.4	2.1	78.4	6.0
2010	24.5	2.7	48.9	3.7
2009	29.4	4.6	34.3	2.5
2008	30.2	5.4	22.0	3.2



DIGITAL SALES BY FORMAT (VALUE) Single track Full album Mobile Subscriptions Other

TOP SELLING SONGS 2012

	Artist	Title	Company
1	Carly Rae Jepsen	Call Me Maybe	Interscope/Universal
2	PSY	Gangnam Style	Universal
3	Guy Sebastian	Battle Scars	Sony
4	Flo Rida	Whistle	Atlantic/ Warner
5	Flo Rida ft. Sia	Wild Ones	Atlantic/ Warner
6	Nicki Minaj	Starships	Universal
7	Justice Crew	Boom Boom	Sony
8	Birdy	Skinny Love	Atlantic/ Warner
9	Macklemore & Ryan Lewis ft. Wanz	Thrift Shop	Macklemore
10	Swedish House Mafia	Don't You Worry Child	Virgin/ EMI

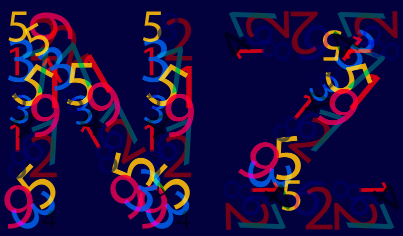
TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

- ABC Music
- Inertia
- Liberation
- Ministry of Sound
- MGM

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	P!nk	The Truth About Love	RCA/Sony
2	One Direction	Up All Night	Syco/ Sony
3	Adele	21	XL Recordings
4	Michael Bublé	Christmas	RPS/Warner
5	Ed Sheeran	+	Warner
6	Karise Eden	My Journey	Mercury
7	Taylor Swift	Red	BIG/Universal
8	One Direction	Take Me Home	Syco/ Sony
9	Guy Sebastian	Armageddon	Sony
10	Birdy	Birdy	14th Floor/Warner

New Zealand



SOCIAL AND ECONOMIC INDICATORS

Population (millions): 4.3
Language: English
Currency: New Zealand Dollar (NZD)
US$ exchange rate: 1.24
GDP per capita (US$): 28,800
GDP % change: +2.2%
Total music revenues per capita (US$): 13.1

DIGITAL INDICATORS IN MILLIONS

Internet users: 3.9
Broadband households: 1.1
Mobile subscriptions: 5.4
Active smartphones: 1.5

INDUSTRY INFORMATION

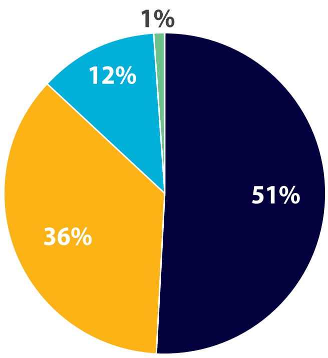
Chart compiler:
Media Sauce/RIANZ www.nztop40.com

Performance rights music licensing company:
PPNZ Music Licensing www.rianz.org.nz

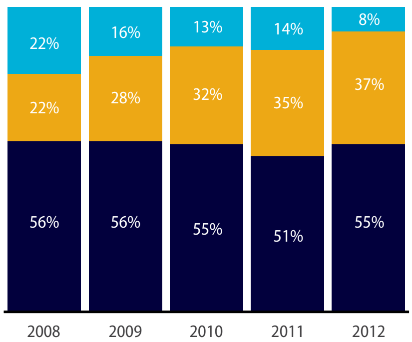
Local music industry association:
RIANZ www.rianz.org.nz

WORLD RANKING

Physical: 28
Digital: 22
Performance rights: 24
Synchronisation: 24
Total market: 29



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) — Physical, Digital, Performance rights, Synch



DIGITAL SALES BY FORMAT (VALUE) — Single track, Full album, Other

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (NZD)	Total % change
2012	28.7	20.5	6.7	0.6	56.5	70.1	-2.1%
2011	33.3	16.9	6.5	0.9	57.7	71.6	-1.8%
2010	40.9	11.6	5.2	1.1	58.8	72.9	-15.6%
2009	56.6	7.2	5.8		69.6	86.3	-1.7%
2008	59.5	6.0	5.4		70.9	87.9	-3.3%

Note: Performance rights figures revised.

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical		Digital	
	CD	Other physical	Single tracks	Digital albums
2012	2.9	0.2	10.1	1.0
2011	3.1	0.3	8.3	0.7
2010	3.6	0.3	5.5	
2009	4.6	0.5		
2008	4.8	0.9		

TOP SELLING SONGS 2012

	Artist	Title	Company
1	Carly Rae Jepsen	Call Me Maybe	Universal
2	PSY	Gangnam Style	Universal
3	fun. ft. Janelle Monáe	We Are Young	Warner
4	Nicki Minaj	Starships	Universal
5	Flo Rida	Whistle	Warner
6	Flo Rida ft. Sia	Wild Ones	Warner
7	Maroon 5 ft. Wiz Khalifa	Payphone	Octone/Universal
8	Flight Of The Conchords	Feel Inside (And Stuff Like That)	Collusion/DRM
9	fun.	Some Nights	Warner
10	Macklemore & Ryan Lewis ft. Wanz	Thrift Shop	Macklemore

TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

Border Music Ltd
Digital Rights Management
Frequency Media Group
Massive Entertainment Ltd
Ode Record Co Ltd
Rajon Music Group NZ Ltd
Rhythmethod Ltd
Regency Shock Ltd

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Adele	21	XL/Rhythm
2	Ed Sheeran	+ (Deluxe Edition)	Warner
3	One Direction	Up All Night (Souvenir Edition)	Sony
4	Mumford And Sons	Babel (Gentlemen Of The Road Edition)	DewProcess/Universal
5	The Black Keys	El Camino (Tour Edition)	NoneSuch/Warner
6	Taylor Swift	Red	Universal
7	Rod Stewart	Merry Christmas, Baby	Universal
8	Six60	Six60	Massive/Universal
9	One Direction	Take Me Home	Sony
10	P!nk	The Truth About Love (Fan Edition)	Sony

Argentina

SOCIAL AND ECONOMIC INDICATORS

Population (millions): 42.2
Language: Spanish
Currency: Argentine Peso (ARS)
US$ exchange rate: 4.56
GDP per capita (US$): 18,200
GDP % change: +2.6%
Total music revenues per capita (US$): 1.8

DIGITAL INDICATORS IN MILLIONS

Internet users: 20.1
Broadband households: 4.8
Mobile subscriptions: 58.6

INDUSTRY INFORMATION

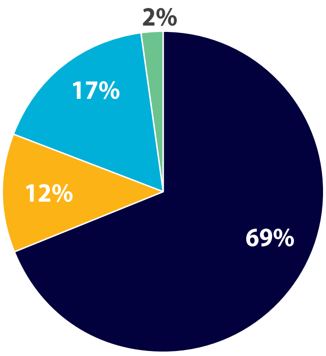
Chart compiler: Media Control GfK
CAPIF www.capif.org.ar

Performance rights music licensing company:
CAPIF www.capif.org.ar

Local music industry association:
CAPIF www.capif.org.ar

WORLD RANKING

Physical: 20
Digital: 29
Performance rights: 16
Synchronisation: 14
Total market: 24



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) Physical Digital Performance rights Synch

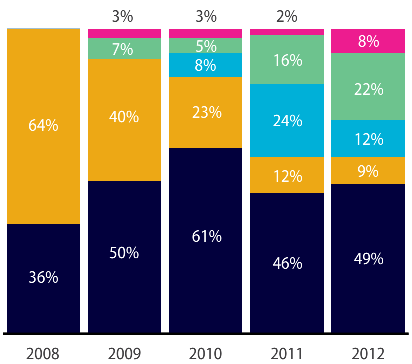
RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (ARS)	Total % change
2012	51.2	9.3	12.6	1.4	74.5	339.7	+19.7%
2011	45.9	5.9	9.3	1.1	62.2	283.7	+28.4%
2010	35.3	5.8	6.7	0.6	48.4	220.9	+12.0%
2009	34.7	3.1	5.4		43.2	197.2	-1.9%
2008	38.0	2.0	4.1		44.1	200.9	+0.5%

Note: 2011 digital figures revised.

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical		Digital
	CD	Other physical	Digital albums
2012	10.8	1.6	0.1
2011	11.3	1.6	0.1
2010	10.8	1.2	0.2
2009	10.7	1.4	
2008	12.6	1.5	0.3



DIGITAL SALES BY FORMAT (VALUE) Downloads Mobile Subscriptions Ad-supported Other

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Adele	21	Sony
2	One Direction	Take Me Home (Deluxe Edition)	Sony
3	Serrat & Sabina	La Orquesta Del Titanic	Sony
4	Abel Pintos	Sueño Dorado	Sony
5	Sergio Dalma	Via Dalma	Warner
6	Ricardo Arjona	Independiente	Warner
7	One Direction	Up All Night	Sony
8	No Te Va Gustar	El Calor Del Pleno Invierno	Sony
9	Vincentico	Vincentico 5	Sony
10	Justin Bieber	Believe	Universal

TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

Acqua
BGM - Magenta
DBN
Del Angel Feg
Epsa Music
Leader Music
Music Brokers
Pro.Com
Pop Art
Random
Walt Disney Records

Brazil

SOCIAL AND ECONOMIC INDICATORS

Population (millions): 199.3
Language: Portuguese
Currency: Brazilian Real (BRL)
US$ exchange rate: 1.96
GDP per capita (US$): 12,000
GDP % change: +1.3%
Total music revenues per capita (US$): 1.3

DIGITAL INDICATORS IN MILLIONS

Internet users: 93.9
Broadband households: 16.0
Mobile subscriptions: 277.2
Active smartphones: 32.9
Active tablets: 1.1

INDUSTRY INFORMATION

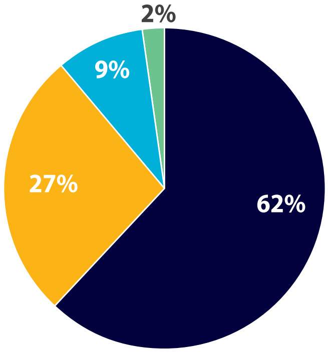
Chart compiler:
ABPD www.abpd.org.br

Performance rights music licensing company:
ABRAMUS www.abramus.org.br

Local music industry association:
ABPD www.abpd.org.br

WORLD RANKING

Physical: 8
Digital: 12
Performance rights: 10
Synchronisation: 9
Total market: 8

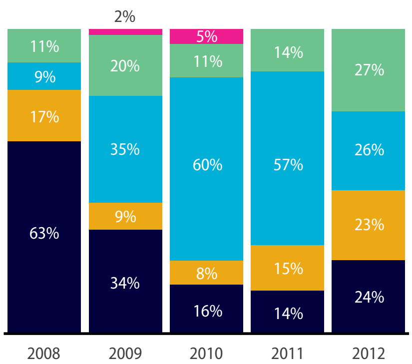


RECORDED MUSIC SALES BY SECTOR 2012 (VALUE)
Physical | Digital | Performance rights | Synch

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (BRL)	Total % change
2012	159.5	70.2	24.0	3.5	257.2	504.1	+8.9%
2011	177.3	38.7	18.5	1.6	236.2	462.9	+13.9%
2010	155.7	34.4	16.2	1.0	207.3	406.4	-0.7%
2009	168.8	27.2	12.8		208.9	409.4	+0.5%
2008	168.1	27.5	12.3		207.9	407.5	+8.2%

Note: 2011 physical figures revised.



DIGITAL SALES BY FORMAT (VALUE)
Downloads | Mobile | Subscriptions | Ad-supported | Other

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical	
	CD	Other physical
2012	21.8	8.2
2011	21.5	8.1
2010	20.7	7.3
2009	22.8	6.0
2008	25.4	5.8

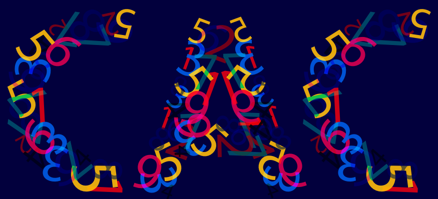
TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

Atração Fonográfica
Biscoito Fino
Building Records
Deck Disk
MK Music
Radar Records
Som Livre
ST2 Music

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Roberto Carlos	Esse Cara Sou Eu	Sony
2	Paula Fernandes	Meus Encantos	Universal
3	Padre Marcelo Rossi	Ágape Amor Divino (Ao Vivo)	Sony
4	Roberto Carlos	Roberto Carlos Em Jerusalém	Sony
5	Padre Marcelo Rossi	Ágape Musical	Sony
6	Adele	21	Sony
7	Paula Fernandes	Pássaro De Fogo	Universal
8	Luan Santana	Luan Santana – Quando Chega A Noite	Som Livre
9	Various Artists	Sambas De Enredo 2013 Escolas De Samba	Universal
10	Padre Reginaldo Manzotti	Padre Reginaldo Manzotti – Paz E Luz	Som Livre

Central America & Caribbean



Includes: Barbados, Costa Rica, Dominican Republic, El Salvador, Guatemala, Jamaica, Panama

SOCIAL AND ECONOMIC INDICATORS

Population (millions): 41.6
Language: Spanish, English
Currency: US Dollar (USD)
US$ exchange rate: 1.00
GDP per capita (US$): 8,894
GDP % change: +6.0%
Total music revenues per capita (US$): 0.2

DIGITAL INDICATORS IN MILLIONS

Internet users: 13.4
Broadband households: 2.0

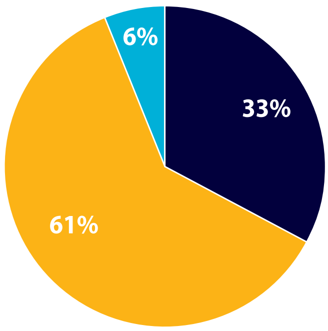
INDUSTRY INFORMATION

Performance rights music licensing company:

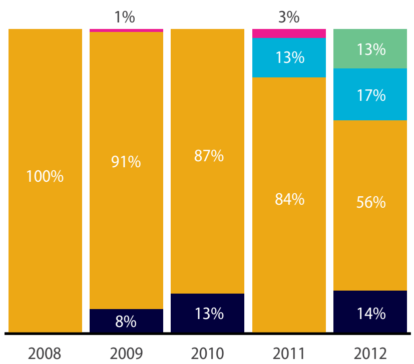
Barbados	COSCAP
Costa Rica	FONOTICA
Dominican Republic	SODINPRO
El Salvador	ASAP
Guatemala	AGINPRO
Jamaica	JAMMS
Panama	PRODUCE

WORLD RANKING

Physical: 45
Digital: 37
Performance rights: 46
Total market: 44



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) Physical Digital Performance rights



DIGITAL SALES BY FORMAT (VALUE) Downloads Mobile Subscriptions Ad-supported Other

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (US$)	Total % change
2012	2.7	4.9	0.5		8.1	8.1	+10.4%
2011	3.1	3.9	0.3		7.3	7.3	-16.6%
2010	4.2	4.2	0.4		8.8	8.8	+1.3%
2009	4.9	3.4	0.4		8.7	8.7	-12.7%
2008	8.9	0.9	0.2		10.0	10.0	-9.9%

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical	
	CD	Other physical
2012	0.4	
2011	0.4	0.1
2010	0.8	
2009	0.5	
2008	0.9	0.1

TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

DDM Distrubuidora De Musica S.A
Producciones Butaca S.A
Papaya Music S.A

Chile

SOCIAL AND ECONOMIC INDICATORS

Population (millions): 17.1
Language: Spanish
Currency: Chilean Peso (CLP)
US$ exchange rate: 487.82
GDP per capita (US$): 18,400
GDP % change: +5.0%
Total music revenues per capita (US$): 1.4

INDUSTRY INFORMATION

Performance rights music licensing company: PROFOVI www.profovi.cl

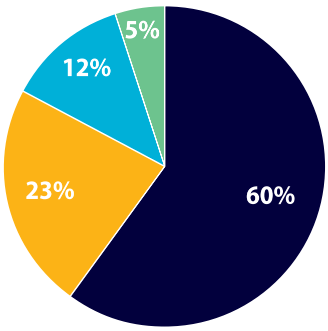
Local music industry association: IFPI Chile www.ifpichile.cl

DIGITAL INDICATORS IN MILLIONS

Internet users: 9.9
Broadband households: 1.7

WORLD RANKING

Physical: 35
Digital: 35
Performance rights: 34
Synchronisation: 17
Total market: 35



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) Physical Digital Performance rights Synch

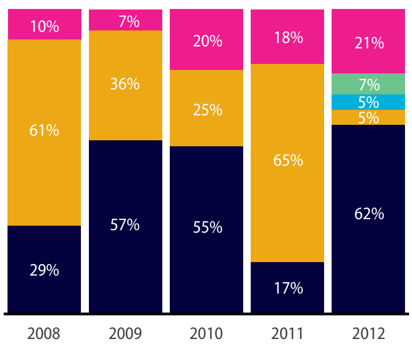
RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (CLP)	Total % change
2012	14.5	5.5	2.9	1.3	24.3	11,831.7	+36.9%
2011	10.9	3.9	2.5	0.4	17.7	8,644.2	-2.3%
2010	9.9	5.7	2.2	0.4	18.1	8,844.4	+7.6%
2009	10.0	4.8	2.1		16.9	8,221.6	-14.5%
2008	13.6	4.2	1.8		19.7	9,611.7	-25.3%

Note: 2011 figures revised.

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical	
	CD	Other physical
2012	3.2	0.7
2011	2.9	0.4
2010	2.3	0.2
2009	0.9	0.1
2008	1.3	0.1

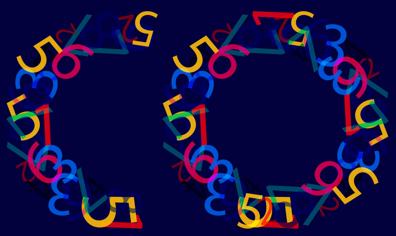


DIGITAL SALES BY FORMAT (VALUE) Downloads Mobile Subscriptions Ad-supported Other

TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

Alerce Producciones
Discos CNR
Feria Music
JCM Discográfica
Leader Music
Oveja Negra

Colombia



SOCIAL AND ECONOMIC INDICATORS

Population (millions): 45.2
Language: Spanish
Currency: Colombian Peso (COP)
US$ exchange rate: 1,809.62
GDP per capita (US$): 10,700
GDP % change: +4.3%
Total music revenues per capita (US$): 0.5

DIGITAL INDICATORS IN MILLIONS

Internet users: 20.4
Broadband households: 3.2

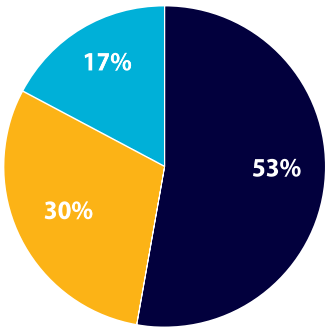
INDUSTRY INFORMATION

Performance rights music licensing company: ACINPRO www.acinpro.org.co

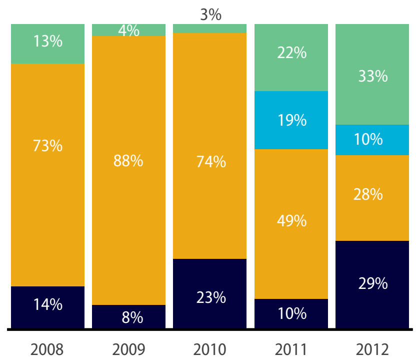
Local music industry association: APDIF www.apdifcolombia.com

WORLD RANKING

Physical: 38
Digital: 34
Performance rights: 32
Total market: 38



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) ■ Physical ■ Digital ■ Performance rights



DIGITAL SALES BY FORMAT (VALUE) ■ Downloads ■ Mobile ■ Subscriptions ■ Other

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (COP)	Total % change
2012	11.0	6.3	3.5		20.8	37,646.2	+11.2%
2011	11.2	4.2	3.3		18.7	33,866.8	-2.5%
2010	11.9	4.4	2.9		19.2	34,748.0	-24.1%
2009	16.9	5.6	2.9		25.3	45,785.8	-22.0%
2008	23.1	7.0	2.4		32.4	58,699.4	+6.3%

Note: 2011 digital sales revised.

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical	
	CD	Other physical
2012	1.6	0.9
2011	2.2	0.4
2010	1.9	0.2
2009	2.3	0.3
2008	4.0	0.4

Ecuador

SOCIAL AND ECONOMIC INDICATORS

Population (millions): 15.2
Language: Spanish
Currency: Ecuador Sucre (ECS)
US$ exchange rate: 25,587.00
GDP per capita (US$): 8,800
GDP % change: +4.3%
Total music revenues per capita (US$): 0.1

DIGITAL INDICATORS IN MILLIONS

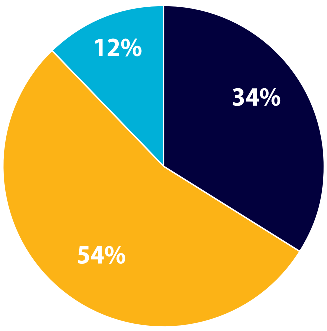
Internet users: 5.1
Broadband households: 0.8

INDUSTRY INFORMATION

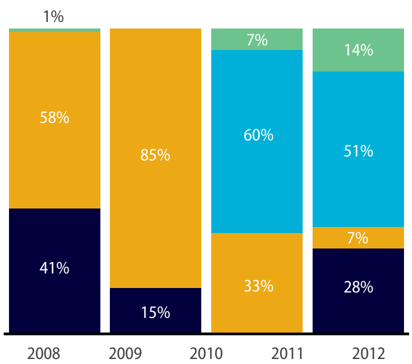
Performance rights music licensing company: SOPROFON www.soprofon.ec

WORLD RANKING

Physical: 48
Digital: 44
Performance rights: 50
Total market: 52



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) ■ Physical ■ Digital ■ Performance rights



DIGITAL SALES BY FORMAT (VALUE) ■ Downloads ■ Mobile ■ Subscriptions ■ Other

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (ECS)	Total % change
2012	0.7	1.2	0.3		2.2	55,531.5	-6.0%
2011	1.0	1.1	0.2		2.3	59,057.4	-19.5%
2010	1.0	1.8	0.1		2.9	73,501.2	+73.6%
2009	1.3	0.4	0.1		1.7	42,290.2	+5.5%
2008	1.6				1.6	40,087.2	-23.0%

Note: 2011 digital sales revised.

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical
	CD
2012	0.1
2011	0.1
2010	0.1
2009	0.2
2008	0.2

TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

Borkis Entertainment
Ecuamusic
Parramont
Productores Independientes
Promarket

Mexico

SOCIAL AND ECONOMIC INDICATORS

Population (millions): 114.9
Language: Spanish
Currency: Mexican Peso (MXN)
US$ exchange rate: 13.17
GDP per capita (US$): 15,300
GDP % change: +3.8%
Total music revenues per capita (US$): 1.3

DIGITAL INDICATORS IN MILLIONS

Internet users: 48.8
Broadband households: 10.2
Mobile subscriptions: 94.9
Active smartphones: 16.0
Active tablets: 0.6

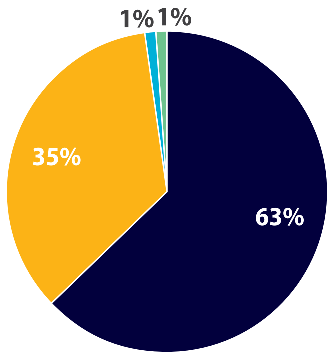
INDUSTRY INFORMATION

Performance rights music licensing company: SOMEXFON www.somexfon.com

Local music industry association: AMPROFON www.amprofon.com.mx

WORLD RANKING

Physical: 12
Digital: 16
Performance rights: 40
Synchronisation: 16
Total market: 15



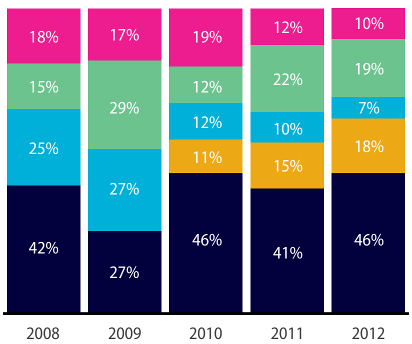
RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) Physical Digital Performance rights Synch

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (MXN)	Total % change
2012	90.4	51.0	1.8	1.3	144.5	1,903.1	+8.2%
2011	93.2	37.4	1.9	1.1	133.5	1,758.5	+5.5%
2010	95.6	28.2	1.5	1.3	126.6	1,667.2	+2.0%
2009	104.8	18.3	1.0		124.1	1,634.4	+0.2%
2008	110.0	13.5	0.4		123.9	1,631.7	-21.7%

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical	
	CD	Other physical
2012	18.0	1.1
2011	22.9	1.0
2010	19.8	1.2
2009	22.1	1.6
2008	22.4	1.4



DIGITAL SALES BY FORMAT (VALUE) Single track Full album Mobile Ad-supported Other

TOP SELLING SONGS 2012

	Artist	Title	Company
1	Michel Teló	Ai Se Eu Te Pego!	Sony
2	Reik	Creo En Ti	Sony
3	PSY	Gangnam Style	Universal
4	Adele	Rolling In The Deep	Sony
5	Gotye ft. Kimbra	Somebody That I Used To Know	Universal
6	Jennifer Lopez ft. Pitbull	Dance Again	Sony
7	fun. ft. Janelle Monáe	We Are Young	Warner
8	Maroon 5 ft. Wiz Khalifa	Payphone	Universal
9	Jesse & Joy	¡Corre!	Warner
10	Adele	Someone Like You	Sony

TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

AVA Records Mexico
Balboa Records/Discos Musart
Compañía Fonográfica Internacional
Discos Ciudad
Discos Continental
Discos Intolerancia
Discos y Cassettes Phoenix
Discos y Cintas Denver
Mexican Records
Multimusic
Orfeon Videovox
Producciones Mexicanas Discográficas
Sei-Track Music
Titanium Home Entertainment
Urtex

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	One Direction	Up All Night	Sony
2	Adele	21	Sony
3	Jenni Rivera	Joyas Prestadas Pop	Universal
4	One Direction	Take Me Home	Sony
5	Yuridia	Para Mí	Sony
6	Jesse & Joy	¿Con Quién Se Queda El Perro?	Warner
7	Adele	Live At The Royal Albert Hall	Sony
8	Miguel Bosé	Papitwo	Warner
9	Espinoza Paz	Un Hombre Normal	Universal
10	La Arrolladora Banda El Limón	Irreversible… 2012	Universal

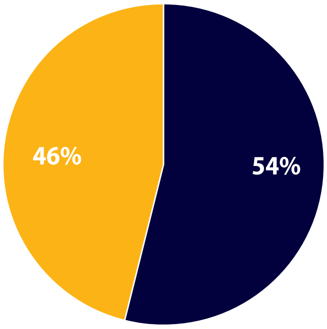
Paraguay

SOCIAL AND ECONOMIC INDICATORS

Population (millions): 6.5
Language: Spanish, Guarani
Currency: Paraguay Guarani (PYG)
US$ exchange rate: 4,529.22
GDP per capita (US$): 41.1
GDP % change: -0.5%
Total music revenues per capita (US$): 0.1

WORLD RANKING

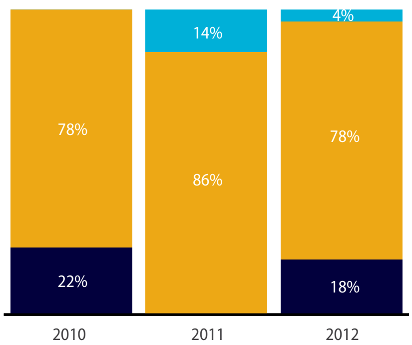
Digital: 48
Performance rights: 47
Total market: 52



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) ■ Digital ■ Performance rights

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (PYG)	Total % change
2012		0.4	0.5		0.9	3,852.2	+2.7%
2011		0.5	0.3		0.8	3,751.3	+76.9%
2010		0.2	0.2		0.5	2,120.4	+177.3%
2009			0.2		0.2	764.5	+33.9%
2008			0.1		0.1	571.2	-32.7%



DIGITAL SALES BY FORMAT (VALUE) ■ Downloads ■ Mobile ■ Other

Peru

SOCIAL AND ECONOMIC INDICATORS

Population (millions): 29.5
Language: Spanish, Quechua, Aymara
Currency: Peruvian Nuevo Sol (PEN)
US$ exchange rate: 2.67
GDP per capita (US$): 10,700
GDP % change: +6.0%
Total music revenues per capita (US$): 0.2

DIGITAL INDICATORS IN MILLIONS

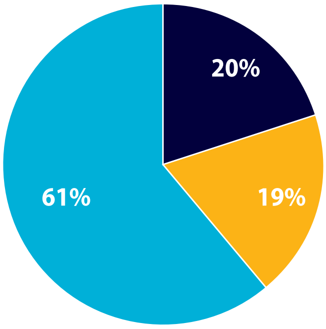
Internet users: 12.1
Broadband households: 1.4

INDUSTRY INFORMATION

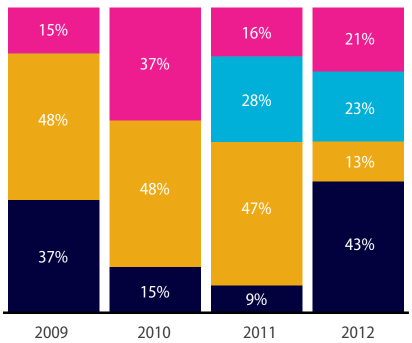
Performance rights music licensing company: UNIMPRO

WORLD RANKING

Physical: 46
Digital: 43
Performance rights: 41
Total market: 49



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) Physical Digital Performance rights



DIGITAL SALES BY FORMAT (VALUE) Downloads Mobile Subscriptions Other

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (PEN)	Total % change
2012	1.3	1.2	1.5		4.0	10.6	+24.9%
2011	1.4	0.8	0.9		3.2	8.5	+1.9%
2010	1.5	0.6	1.1		3.1	8.3	+14.4%
2009	1.5	0.5	0.7		2.7	7.3	+35.2%
2008	1.6		0.4		2.0	5.4	+2.2%

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical
	CD
2012	0.2
2011	0.2
2010	0.2
2009	0.1
2008	0.2

TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

Caracola Industrias Del Entretenimiento S.A.C.
Distribuidora Y Ventas S.A.C.
El Justiciero S.A.C.
Industria Fonografica Peruana S.A.
Kincha S.A.C.
Marisol Y Orquesta Magia Del Norte E.I.R.L
O G Representaciones Discograficas S.A.C.
Producciones IEMPSA S.A.C.
Solver Productions Group S.A.
Xendra Music S.R.L.

Uruguay

SOCIAL AND ECONOMIC INDICATORS

Population (millions): 3.3
Language: Spanish
Currency: Uruguayan Peso (UYU)
US$ exchange rate: 20.68
GDP per capita (US$): 15,800
GDP % change: +3.5%
Total music revenues per capita (US$): 1.6

DIGITAL INDICATORS IN MILLIONS

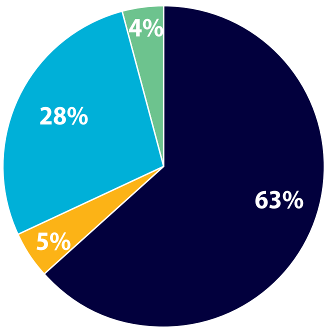
Internet users: 1.9
Broadband households: 0.6

INDUSTRY INFORMATION

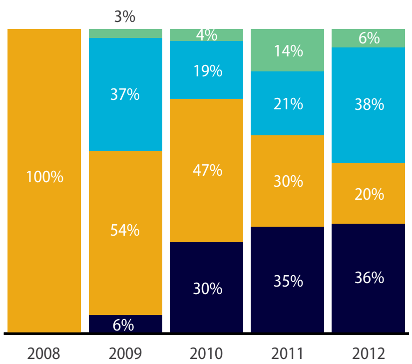
Performance rights music licensing company: CUD www.cudisco.org

WORLD RANKING

Physical: 43
Digital: 51
Performance rights: 42
Synchronisation: 31
Total market: 47



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) ■ Physical ■ Digital ■ Performance rights ■ Synch



DIGITAL SALES BY FORMAT (VALUE) ■ Single track ■ Master ringtones ■ Ringback tunes ■ Other

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (UYU)	Total % change
2012	3.3	0.2	1.4	0.2	5.2	107.2	+17.1%
2011	2.9	0.4	1.1		4.4	91.5	+14.8%
2010	2.6	0.3	0.9		3.9	79.8	-14.4%
2009	3.3	0.4	0.9		4.5	93.2	+21.0%
2008	3.1		0.6		3.7	77.0	+0.1%

Note: 2011 figures revised.

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical	
	CD	Other physical
2012	0.5	
2011	0.5	
2010	0.4	0.1
2009	0.5	0.1
2008	0.5	0.1

TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

Ayuí Tacuabé
Bizarro
Montevideo Music Group
Sondor

Venezuela

SOCIAL AND ECONOMIC INDICATORS

Population (millions): 28.0
Language: Spanish
Currency: Venezuelan Bolivar Fuerte (VEF)
US$ exchange rate: 4.30
GDP per capita (US$): 13,200
GDP % change: +5.7%
Total music revenues per capita (US$): 0.8

DIGITAL INDICATORS IN MILLIONS

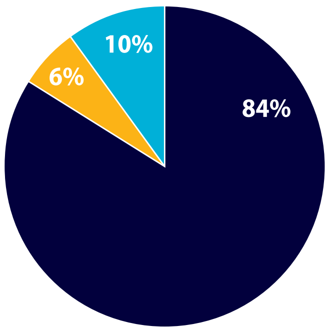
Internet users: 13.5
Broadband households: 2.0

INDUSTRY INFORMATION

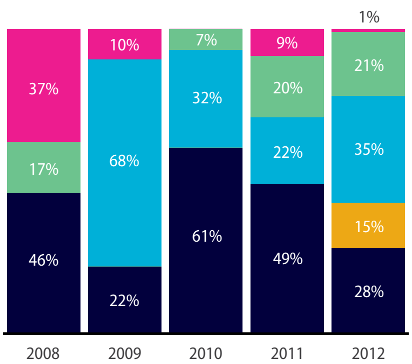
Performance rights music licensing company:
AVINPRO www.avinpro.com

WORLD RANKING

Physical: 33
Digital: 42
Performance rights: 39
Total market: 37



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) Physical Digital Performance rights



DIGITAL SALES BY FORMAT (VALUE) Single track Full album Mobile Ad-supported Other

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

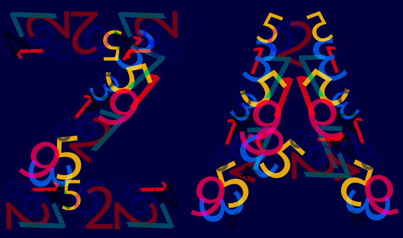
	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (VEF)	Total % change
2012	18.1	1.3	2.1		21.5	92.4	+36.6%
2011	13.3	0.5	1.9		15.7	67.6	+45.9%
2010	8.9	0.5	1.4		10.8	46.4	-9.0%
2009	10.6	0.6	0.6		11.9	51.0	+17.0%
2008	9.1	0.5	0.5		10.1	43.6	+19.3%

Note: 2011 figures revised.

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical	
	CD	Other physical
2012	1.5	0.2
2011	1.3	0.1
2010	1.0	0.1
2009	1.2	0.4
2008	1.4	0.2

South Africa



SOCIAL AND ECONOMIC INDICATORS

Population (millions): 48.8
Language: English
Currency: South African Rand (ZAR)
US$ exchange rate: 8.22
GDP per capita (US$): 11,300
GDP % change: +2.6%
Total music revenues per capita (US$): 1.7

DIGITAL INDICATORS IN MILLIONS

Internet users: 12.6
Broadband households: 2.9
Mobile subscriptions: 75.2
Active smartphones: 9.0

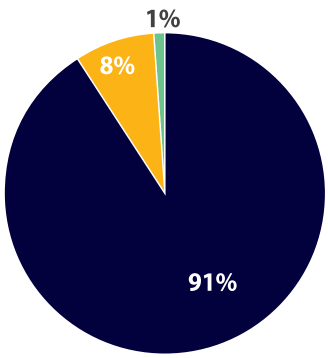
INDUSTRY INFORMATION

Performance rights music licensing company: SAMPRA/ RISA www.risa.org.za

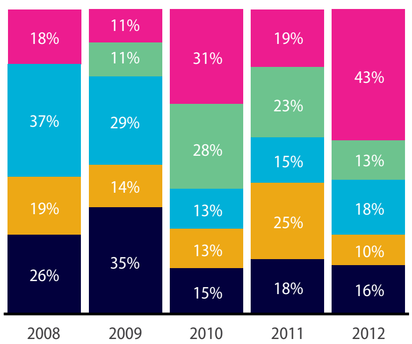
Local music industry association: RISA www.risa.org.za

WORLD RANKING

Physical: 16
Digital: 32
Synchronisation: 20
Total market: 22



RECORDED MUSIC SALES BY SECTOR 2012 (VALUE) Physical Digital Synch



DIGITAL SALES BY FORMAT (VALUE) Downloads Master ringtones Ringback tunes Subscriptions Other

RECORDED MUSIC REVENUE (US$ MILLION, TRADE VALUE)

	Physical	Digital	Performance rights	Synchronisation revenue	Total (US$)	Total (ZAR)	Total % change
2012	77.3	6.9		0.8	85.0	698.8	-5.8%
2011	83.9	5.4		0.9	90.2	741.6	-18.7%
2010	102.3	5.7	2.3	0.7	111.0	912.3	-6.7%
2009	112.2	4.2	2.5		118.9	977.3	-1.4%
2008	115.4	3.4	1.7		120.5	990.9	-7.2%

RECORDED MUSIC SALES VOLUME (MILLION UNITS)

	Physical	
	CD	Other physical
2012	15.9	1.7
2011	15.2	2.1
2010	16.0	3.1
2009	17.1	3.2
2008	18.7	4.4

TOP SELLING SONGS 2012

	Artist	Title	Company
1	fun. ft. Janelle Monáe	We Are Young	Gallo
2	Chris Brown	Don't Wake Me Up	Sony
3	Flo Rida	Whistle	Gallo
4	John Legend ft. Ludacris	Tonight (Best You Ever Had)	Sony
5	Usher	Climax	Sony
6	Chris Brown	Turn Up The Music	Sony
7	Bruno Mars	Locked Out Of Heaven	Gallo / Warner
8	Hip Hop Pantsula	Bosso	EMI
9	Jennifer Hudson & Ne-Yo ft. Rick Ross	Think Like A Man	Sony
10	fun.	Some Nights	Sony

TOP INDEPENDENT LABELS (ALPHABETICAL ORDER)

Bula Music
Cool Spot
Sarepta
Select
Sheer Sound/Music/Iris
Soul Candi

TOP SELLING ALBUMS 2012

	Artist	Title	Company
1	Various Artists	Now That's What I Call Music! 62	Sony
2	Joyous Celebration	Vol 16 – Live At Carnival City	Sony
3	Theuns Jordaan	Roeper	Iris
4	Various Artists	Now That's What I Call Music! 61	EMI
5	Various Artists	Now That's What I Call Music! 60	Universal
6	Jay & Lianie May	Bonnie & Clyde	Iris
7	Bobby Van Vaarsveld	Wat Geld Nie Kan	Iris
8	Various Artists	Afrikaans Is Groot Vol. 5	Iris
9	Riana Nel	Die Moeite Werd	Iris
10	Theuns Jordaan	Hart Vol	Iris

Notes

Appendix Index

Photo credits

Adele – Mari Sarai
AKB48 – meisa fujishiro
AR Rahman – Sony Music India
BigBang – Shin, Sunjae
Carly Rae Jepsen – Reid Rolls
Coldplay – Sarah Lee
Die Toten Hosen – Matias Corral
Ed Sheeran – WMG
Emeli Sandé – Simon Emmett
Florence + The Machine – Universal Music
Frances Moore – Lina Budroni
fun. – Lindsey Byrnes
Justin Bieber – Kenneth Cappello
Lana Del Rey – Nicole Nodland
Linkin Park – James Minchin
Maroon 5 – Universal Music
Michel Teló – Fernando Hiro
Mumford & Sons – Universal Music
Nick & Simon – Rogier Jaarsma
One Direction – John Urbano
Paula Fernandes – Guto Costa
PSY – Universal Music
Rammstein – Paul Brown
Sexion D'Assaut – Fifou
Taylor Swift – Sarah Barlow
Yuridia – Sony Music Latin

US$ Exchange Rates 2012

COUNTRY	CURRENCY	EXCHANGE RATE
North America		
Canada	Canadian Dollar	1.00
USA	US Dollar	1.00
Europe		
Austria	Euro	0.78
Belgium	Euro	0.78
Bulgaria	Bulgarian Lev	1.52
Croatia	Croatian Kuna	5.87
Czech Republic	Czech Koruna	19.58
Denmark	Danish Krone	5.79
Finland	Euro	0.78
France	Euro	0.78
Germany	Euro	0.78
Hungary	Hungarian Forint	225.41
Ireland	Euro	0.78
Italy	Euro	0.78
Netherlands	Euro	0.78
Norway	Norwegian Kroner	5.82
Poland	Polish Zloty	3.26
Portugal	Euro	0.78
Slovakia	Euro	0.78
Spain	Euro	0.78
Sweden	Swedish Krona	6.78
Switzerland	Swiss Franc	0.94
Turkey	Turkish Lira	1.80
UK	British Pound	0.63
Asia		
China	Chinese Yuan	6.32
Hong Kong	Hong Kong Dollar	7.76
India	Indian Rupee	53.76
Indonesia	Indonesian Rupiah	9,400.61
Japan	Japanese Yen	79.82
Malaysia	Malaysian Ringgit	3.10
Philippines	Philippine Peso	42.35
Singapore	Singapore Dollar	1.25
South Korea	South Korean Won	1,130.17
Taiwan	Taiwan Dollar	29.66
Thailand	Thai Baht	31.21
Latin America & Caribbean		
Argentina	Argentine Peso	4.56
Brazil	Brazilian Real	1.96
Central America & Caribbean	US Dollar	1.00
Chile	Chilean Peso	487.82
Colombia	Colombian Peso	1,809.62
Ecuador	Ecuadorian Sucre	25,587.00
Mexico	Mexican Peso	13.17
Paraguay	Paraguay Guarani	4,529.22
Peru	Peruvian Nuevo Sol	2.67
Uruguay	Uruguayan Peso	20.68
Venezuela	Venezuelan Bolivar Fuerte	4.30
Australasia		
Australia	Australian Dollar	0.97
New Zealand	NZ Dollar	1.24
Africa		
South Africa	South African Rand	8.22

Source: Oanda.

World Ranking 2012

PHYSICAL

Country	Rank	% of global revenues
Japan	1	38%
USA	2	16%
Germany	3	10%
UK	4	7%
France	5	6%
Australia	6	2%
Canada	7	2%
Brazil	8	2%
Italy	9	1%
Netherlands	10	1%
South Korea	11	1%
Mexico	12	1%
Spain	13	1%
Switzerland	14	1%
Belgium	15	1%
South Africa	16	1%
Austria	17	1%
Poland	18	1%
Sweden	19	1%
Argentina	20	1%
Turkey	21	1%
India	22	<1%
Finland	23	<1%
Taiwan	24	<1%
Norway	25	<1%
Denmark	26	<1%
Hong Kong	27	<1%
New Zealand	28	<1%
Indonesia	29	<1%
Ireland	30	<1%
Thailand	31	<1%
Portugal	32	<1%
Venezuela	33	<1%
China	34	<1%
Chile	35	<1%
Malaysia	36	<1%
Czech Republic	37	<1%
Colombia	38	<1%
Philippines	39	<1%
Hungary	40	<1%
Singapore	41	<1%
Croatia	42	<1%
Uruguay	43	<1%
Slovakia	44	<1%
Central America & Caribbean	45	<1%
Peru	46	<1%
Bulgaria	47	<1%
Ecuador	48	<1%

Source: IFPI.

DIGITAL

Country	Rank	% of global revenues
USA	1	45%
Japan	2	13%
UK	3	9%
Germany	4	4%
Australia	5	4%
France	6	4%
Canada	7	3%
Sweden	8	2%
India	9	2%
South Korea	10	1%
China	11	1%
Brazil	12	1%
Norway	13	1%
Netherlands	14	1%
Italy	15	1%
Mexico	16	1%
Spain	17	1%
Switzerland	18	1%
Denmark	19	1%
Thailand	20	1%
Belgium	21	<1%
New Zealand	22	<1%
Austria	23	<1%
Ireland	24	<1%
Taiwan	25	<1%
Finland	26	<1%
Malaysia	27	<1%
Hong Kong	28	<1%
Argentina	29	<1%
Turkey	30	<1%
Poland	31	<1%
South Africa	32	<1%
Portugal	33	<1%
Colombia	34	<1%
Chile	35	<1%
Singapore	36	<1%
Central America & Caribbean	37	<1%
Philippines	38	<1%
Indonesia	39	<1%
Czech Republic	40	<1%
Hungary	41	<1%
Venezuela	42	<1%
Peru	43	<1%
Ecuador	44	<1%
Slovakia	45	<1%
Bolivia	46	<1%
Bulgaria	47	<1%
Paraguay	48	<1%
Croatia	49	<1%
Iceland	50	<1%
Uruguay	51	<1%

Source: IFPI.

PERFORMANCE RIGHTS

Country	Rank	% of global revenues
USA	1	17%
UK	2	14%
Japan	3	11%
France	4	10%
Germany	5	7%
Spain	6	3%
Netherlands	7	3%
Australia	8	3%
Canada	9	3%
Brazil	10	3%
Belgium	11	2%
Italy	12	2%
Sweden	13	1%
Denmark	14	1%
Norway	15	1%
Argentina	16	1%
Austria	17	1%
Finland	18	1%
India	19	1%
Malaysia	20	1%
Switzerland	21	1%
Israel	22	1%
Poland	23	1%
New Zealand	24	1%
Czech Republic	25	1%
Russia	26	1%
Romania	27	1%
Turkey	28	1%
South Korea	29	<1%
Portugal	30	<1%
Hungary	31	<1%
Colombia	32	<1%
Croatia	33	<1%
Chile	34	<1%
Greece	35	<1%
Slovakia	36	<1%
Taiwan	37	<1%
Singapore	38	<1%
Venezuela	39	<1%
Mexico	40	<1%
Peru	41	<1%
Uruguay	42	<1%
Bulgaria	43	<1%
Thailand	44	<1%
Ukraine	45	<1%
Central America & Caribbean	46	<1%
Paraguay	47	<1%
Lithuania	48	<1%
Estonia	49	<1%
Ecuador	50	<1%
Bolivia	51	<1%
Philippines	52	<1%
Iceland	53	<1%
Slovenia	54	<1%

Source: IFPI.

SYNCHRONISATION		
Country	Rank	% of global revenues
USA	1	56%
Japan	2	10%
UK	3	8%
France	4	6%
Canada	5	3%
Australia	6	3%
Germany	7	3%
Italy	8	2%
Brazil	9	2%
India	10	1%
Sweden	11	1%
Spain	12	1%
Poland	13	<1%
Argentina	14	<1%
Netherlands	15	<1%
Mexico	16	<1%
Chile	17	<1%
Austria	18	<1%
Norway	19	<1%
South Africa	20	<1%
Switzerland	21	<1%
Thailand	22	<1%
South Korea	23	<1%
New Zealand	24	<1%
Hong Kong	25	<1%
Belgium	26	<1%
Czech Republic	27	<1%
Denmark	28	<1%
Croatia	29	<1%
Singapore	30	<1%
Uruguay	31	<1%
Finland	32	<1%
Bulgaria	33	<1%
Philippines	34	<1%
Slovakia	35	<1%
Malaysia	36	<1%
Hungary	37	<1%
Ireland	38	<1%

Source: IFPI.

TOTAL MARKET		
Country	Rank	% of global revenues
USA	1	27%
Japan	2	27%
UK	3	8%
Germany	4	8%
France	5	6%
Australia	6	3%
Canada	7	3%
Brazil	8	2%
Italy	9	1%
Netherlands	10	1%
South Korea	11	1%
Sweden	12	1%
Spain	13	1%
India	14	1%
Mexico	15	1%
Switzerland	16	1%
Belgium	17	1%
Norway	18	1%
Austria	19	1%
China	20	1%
Denmark	21	1%
South Africa	22	1%
Poland	23	<1%
Argentina	24	<1%
Finland	25	<1%
Thailand	26	<1%
Turkey	27	<1%
Taiwan	28	<1%
New Zealand	29	<1%
Ireland	30	<1%
Hong Kong	31	<1%
Malaysia	32	<1%
Indonesia	33	<1%
Portugal	34	<1%
Chile	35	<1%
Czech Republic	36	<1%
Venezuela	37	<1%
Colombia	38	<1%
Singapore	39	<1%
Philippines	40	<1%
Hungary	41	<1%
Croatia	42	<1%
Israel	43	<1%
Central America & Caribbean	44	<1%
Slovakia	45	<1%
Russia	46	<1%
Uruguay	47	<1%
Romania	48	<1%
Peru	49	<1%
Bulgaria	50	<1%
Greece	51	<1%
Ecuador	52	<1%
Paraguay	53	<1%
Ukraine	54	<1%
Bolivia	55	<1%
Lithuania	56	<1%
Estonia	57	<1%
Slovenia	58	<1%

Source: IFPI.

Population by Age Group

COUNTRY	AGE 0-14	AGE 15-24	AGE 25-54	AGE 55-64	AGE 65+
North America					
Canada	16%	13%	42%	13%	16%
USA	20%	14%	41%	12%	13%
Europe					
Austria	14%	12%	43%	12%	19%
Belgium	16%	12%	41%	13%	18%
Bulgaria	14%	11%	42%	14%	19%
Croatia	15%	12%	42%	14%	17%
Czech Republic	13%	11%	44%	15%	17%
Denmark	17%	13%	40%	13%	17%
Finland	16%	12%	39%	15%	18%
France	19%	12%	39%	13%	18%
Germany	13%	11%	42%	13%	21%
Hungary	15%	12%	42%	14%	17%
Ireland	21%	12%	45%	10%	12%
Italy	14%	10%	43%	12%	20%
Netherlands	17%	12%	41%	13%	17%
Norway	18%	13%	40%	13%	17%
Poland	15%	13%	44%	14%	14%
Portugal	16%	12%	43%	11%	18%
Slovakia	16%	13%	45%	13%	13%
Spain	15%	10%	47%	11%	17%
Sweden	15%	13%	39%	13%	20%
Switzerland	15%	12%	44%	12%	17%
Turkey	26%	17%	43%	8%	6%
UK	17%	13%	41%	12%	17%
Asia					
China	17%	13%	41%	12%	17%
Hong Kong	11%	11%	49%	15%	14%
India	29%	18%	40%	7%	6%
Indonesia	27%	17%	42%	7%	8%
Japan	14%	10%	38%	14%	24%
Malaysia	30%	17%	41%	7%	5%
Philippines	34%	19%	37%	6%	4%
Singapore	14%	18%	50%	10%	8%
South Korea	15%	14%	48%	11%	12%
Taiwan	15%	14%	48%	12%	11%
Thailand	20%	15%	46%	10%	9%
Latin America & Caribbean					
Argentina	25%	16%	39%	9%	11%
Brazil	25%	17%	43%	8%	7%
Central America & Caribbean	31%	20%	36%	7%	6%
Chile	21%	17%	43%	9%	10%
Colombia	26%	18%	42%	8%	6%
Ecuador	30%	19%	38%	7%	6%
Mexico	28%	18%	40%	7%	7%
Paraguay	28%	21%	38%	7%	6%
Peru	28%	20%	39%	7%	6%
Uruguay	22%	16%	38%	10%	14%
Venezuela	29%	19%	39%	7%	6%
Australasia					
Australia	18%	14%	42%	12%	14%
New Zealand	20%	14%	41%	11%	14%
Africa					
South Africa	28%	21%	38%	7%	6%

Source: CIA, The World Factbook 2012.

GDP per Capita 2012

Figures in US$. GDP measured at purchasing power parity (PPP).

COUNTRY	GDP (IN BILLIONS)	GDP GROWTH	GDP PER CAPITA
North America			
Canada	1,446	+1.9%	41,500
USA	15,660	+2.2%	49,800
Europe			
Austria	358	+0.6%	42,500
Belgium	421	0.0%	38,100
Bulgaria	104	+1.0%	14,200
Croatia	80	-1.1%	18,100
Czech Republic	287	-1.0%	27,200
Denmark	209	-0.4%	37,700
Finland	198	+0.3%	36,500
France	2,253	+0.1%	35,500
Germany	3,194	+0.9%	39,100
Hungary	197	-1.0%	19,800
Ireland	192	+0.7%	41,700
Italy	1,834	-2.3%	30,100
Netherlands	710	-0.5%	42,300
Norway	278	+3.1%	55,300
Poland	802	+2.4%	21,000
Portugal	245	-3.0%	23,000
Slovakia	132	+2.6%	24,300
Spain	1,407	-1.5%	30,400
Sweden	396	+1.2%	41,700
Switzerland	362	+0.8%	45,300
Turkey	1,125	+3.0%	15,000
UK	2,323	-0.1%	36,700
Asia			
China	12,380	+7.8%	9,100
Hong Kong	364	+1.8%	50,700
India	4,735	+5.4%	3,900
Indonesia	1,212	+6.0%	5,000
Japan	4,617	+2.2%	36,200
Malaysia	492	+4.4%	16,900
Philippines	417	+4.8%	4,300
Singapore	327	+2.1%	60,900
South Korea	1,622	+2.7%	32,400
Taiwan	902	+1.3%	38,500
Thailand	646	+5.6%	10,000
Latin America & Caribbean			
Argentina	747	+2.6%	18,200
Brazil	2,362	+1.3%	12,000
Central America & Caribbean	370	+6.0%	8,894
Chile	319	+5.0%	18,400
Colombia	500	+4.3%	10,700
Ecuador	135	+4.0%	8,800
Mexico	1,163	+3.8%	15,300
Paraguay	41	-0.5%	6,100
Peru	325	+6.0%	10,700
Uruguay	54	+3.5%	15,800
Venezuela	402	+5.7%	13,200
Australasia			
Australia	961	+3.3%	42,400
New Zealand	129	+2.2%	28,800
Africa			
South Africa	579	+2.6%	11,300

Source: CIA, The World Factbook.

Recorded Music Revenue per Capita 2012

COUNTRY	TOTAL MUSIC MARKET (US$ M)	POPULATION (M)	MUSIC REVENUES PER CAPITA (US$)
North America			
Canada	453.5	34.3	13.2
USA	4,481.8	313.8	14.3
Europe			
Austria	96.2	8.2	11.7
Belgium	121.5	10.4	11.7
Bulgaria	3.0	7.0	0.4
Croatia	9.0	4.5	2.0
Czech Republic	22.8	10.2	2.2
Denmark	88.1	5.5	16.0
Finland	68.2	13.0	5.3
France	907.6	65.6	13.8
Germany	1,297.9	81.3	16.0
Hungary	14.8	10.0	1.5
Ireland	32.6	4.7	8.9
Italy	217.5	61.3	3.5
Netherlands	216.3	16.7	13.0
Norway	118.3	5.0	23.7
Poland	76.0	38.4	2.0
Portugal	29.3	10.8	2.7
Slovakia	6.8	5.5	1.2
Spain	166.6	47.0	3.5
Sweden	176.7	9.5	18.6
Switzerland	128.5	7.9	16.3
Turkey	60.1	79.7	0.8
UK	1,325.8	63.0	21.0
Asia			
China	92.4	1,354.0	0.1
Hong Kong	39.6	7.2	5.5
India	146.7	1,205.1	0.1
Indonesia	32.3	248.6	0.1
Japan	4,422.0	127.4	34.7
Malaysia	36.8	29.2	1.3
Philippines	15.3	103.8	0.1
Singapore	15.7	5.4	2.9
South Korea	187.5	48.9	3.8
Taiwan	58.3	23.2	2.5
Thailand	61.4	67.1	0.9
Latin America & Caribbean			
Argentina	74.5	42.2	1.8
Brazil	257.2	199.3	1.3
Central America & Caribbean	8.1	41.6	0.2
Chile	24.3	17.1	1.4
Colombia	20.8	45.2	0.5
Ecuador	2.2	15.2	0.1
Mexico	144.5	114.9	1.3
Paraguay	0.9	6.5	0.1
Peru	4.0	29.5	0.1
Uruguay	5.2	3.3	1.6
Venezuela	21.5	28.0	0.8
Australasia			
Australia	507.4	22.0	23.1
New Zealand	56.5	4.3	13.1
Africa			
South Africa	85.0	48.8	1.7

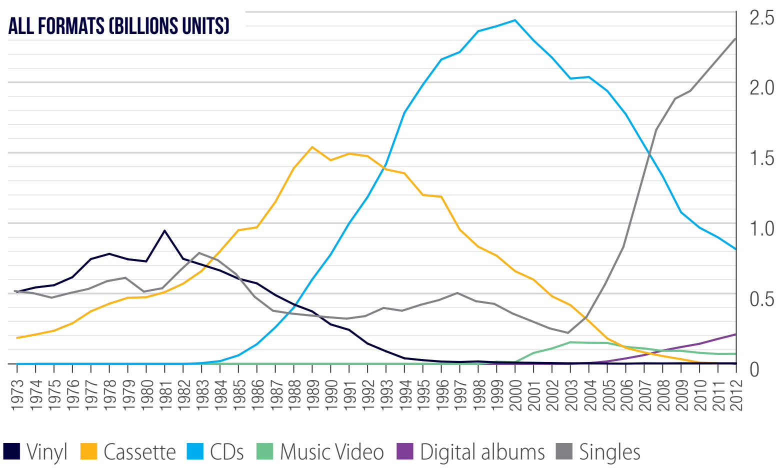
Source: The World Factbook and IFPI.

Recorded Music Volume Trend 1973-2012

Figures in millions.

	FULL-LENGTH FORMATS							SINGLES	TOTAL UNITS
	Vinyl	Cassette	CD	Music video	Other physical	Digital albums	Total albums		
2012	12	2	833	66	5	210	1,128	2,297	3,425
2011	8	5	910	71	4	182	1,180	2,136	3,316
2010	6	10	970	79	2	145	1,212	1,943	3,155
2009	6	34	1,084	94	2	120	1,340	1,872	3,212
2008	5	56	1,342	93	2	97	1,595	1,671	3,266
2007	6	82	1,561	111	4	67	1,831	1,157	2,988
2006	3	115	1,773	121	3	40	2,055	796	2,852
2005	4	181	1,939	149	10	19	2,301	456	2,757
2004	7	304	2,038	150	13	6	2,517	346	2,863
2003	6	418	2,027	154	5		2,611	233	2,843
2002	8	481	2,176	110	1		2,775	265	3,040
2001	10	599	2,298	78	1		2,986	318	3,303
2000	12	659	2,441	12	1		3,124	370	3,494
1999	14	769	2,399	16	1		3,199	439	3,638
1998	22	833	2,363				3,218	458	3,676
1997	17	954	2,215				3,186	516	3,702
1996	21	1,188	2,162				3,372	466	3,838
1995	33	1,200	1,983				3,216	432	3,648
1994	49	1,354	1,784				3,188	390	3,578
1993	109	1,382	1,419				2,909	410	3,319
1992	175	1,476	1,185				2,836	352	3,188
1991	292	1,493	998				2,782	334	3,116
1990	339	1,447	777				2,564	344	2,908
1989	450	1,540	600				2,590	357	2,947
1988	510	1,390	400				2,300	370	2,670
1987	590	1,150	260				2,000	390	2,390
1986	690	970	140				1,800	490	2,290
1985	730	950	61				1,741	650	2,391
1984	800	800	20				1,620	750	2,370
1983	850	660	6				1,516	800	2,316
1982	900	570					1,470	680	2,150
1981	1,140	510					1,650	550	2,200
1980	878	474					1,352	526	1,878
1979	896	470					1,365	624	1,990
1978	942	428					1,370	600	1,971
1977	898	374					1,272	545	1,817
1976	743	289					1,032	516	1,548
1975	674	236					910	483	1,393
1974	655	209					864	515	1,379
1973	617	185					802	530	1,331

Source: IFPI.



Notes

- Other includes SACD and DVD-A and other.
- Singles include physical singles and single track downloads.

International Certification Award Levels

For the latest information please visit **www.ifpi.org**

Albums – certification basis

Albums can be certified on basis of either:

Full units: sales of physical or digital albums count towards the award level.

Track equivalent: sales of tracks from an album count towards the album award level.

Revenue: set levels of revenue generated by an album counts towards the award level.

The list below shows which system operates in different countries:

FULL UNITS	TRACK EQUIVALENT	REVENUE
Argentina Australia Austria Belgium Brazil Canada Chile China Colombia Croatia Czech Republic Denmark Finland France Germany Ireland Italy Japan Malaysia Mexico Netherlands New Zealand Norway Paraguay Singapore South Africa Spain Switzerland Turkey UK Uruguay USA	**Hungary** 10 digital tracks from same album = 1 album. **Poland** 10 digital tracks from same album = 1 album. Digital tracks include single downloads, master ringtones and ringback tones (all counted equally). Streams are not included. **Sweden** 10 single track downloads from same album = 1 album / 1,300 streams = 1 album / 1 download bundle = 1 album. **India** 25 ringback tones from same album = 1 album / 10 single track downloads = 1 album. **Philippines** Units-based award for physical albums and a 'combined sales' award which incorporates physical and digital. 'Combined award' includes all digital formats except ringtones. Equivalents are calculated as: 10 downloads = 1 album / 20 ringback tones / truetones= 1 album / 2 ringback tones / truetones = 1 full track download / 2 special premium sales = 1 album (must have minimum of 5 audio tracks) / 5 video tracks = 1 album (live concerts are excluded) /10 music video downloads = 1 album.	**Thailand** THB $85 in digital sales from same album = 1 album. Includes revenue from ringtones and ringback tunes only (downloads and streams not included). THB $850,000 = Gold (domestic) and THB $1.7 m = Platinum (domestic). **Singapore** Physical and digital albums are certified separately. Physical albums are certified on a full units (?) basis. Digital album awards calculated as US$10 from same album = 1 album. The Gold level is US$50,000 and Platinum is US$100,000. **South Korea** KRW $70m in total revenues from an album (physical + digital) = Gold and KRW $140m in total revenues (physical + digital) = Platinum. **Taiwan** Gold and Platinum awards may be applied for on either a full units basis or a revenue basis.

Notes

Hong Kong : for details of award levels please contact asia@ifpi.org.

USA: Latin repertoire levels are 50,000 for Gold & 100,000 for Platinum.

Belgium: Domestic repertoire is divided into non-Dutch/French repertoire & French/Dutch repertoire - award levels vary; different levels for classical and jazz repertoire. Please contact the local industry association for further information.

Croatia: Also operate 'Silver' award level (3,500).

Germany: Jazz repertoire levels are 10,000 for Gold & 20,000 for Platinum.

Hungary: Classical/jazz/world music/proze levels are 1,500 for Gold (domestic), 1000 for Gold (international), 3,000 for Platinum (domestic) & 2,000 for Platinum (international).

Italy: 'Multi-platinum' level is 120,000.

Netherlands: Classical, jazz and world levels are 10,000 for Gold & 20,000 for Platinum.

Poland: Levels shown refer to pop/rock/MOR. Varying levels for other genres. Contact the local industry association for further details.

Switzerland : French and Italian repertoire levels are 7,500 for Gold & 15,000 for Platinum.

UK: Also operate a 'Silver' award (60,000).

Indonesia: Separate levels for digital albums: 100,000 for Gold & 200,000 for Platinum (international).

Argentina: Separate levels for digital albums: 10,000 for Gold and 20,000 for Platinum (both domestic & international).

ALBUM CERTIFICATION LEVELS						
	Domestic repertoire			International repertoire		
	Gold	Platinum	Diamond	Gold	Platinum	Diamond
North America						
Canada	40,000	80,000	800,000	40,000	80,000	800,000
USA	500,000	1,000,000	10,000,000	500,000	1,000,000	10,000,000
Europe						
Austria	7,500	15,000		7,500	15,000	
Belgium	10,000	20,000		15,000	30,000	
Croatia	7,000	15,000	30,000	7,000	15,000	30,000
Czech Republic	3,000	6,000		1,500	3,000	
Denmark	10,000	20,000		10,000	20,000	
Finland	10,000	20,000		10,000	20,000	
France	50,000	100,000	500,000	50,000	100,000	500,000
Germany	100,000	200,000		100,000	200,000	
Hungary	2,000	4,000		1,000	2,000	
Iceland	5,000	10,000		5,000	10,000	
Ireland	7,500	15,000		7,500	15,000	
Italy	30,000	60,000	600,000	30,000	60,000	300,000
Netherlands	25,000	50,000		25,000	50,000	
Norway	15,000	30,000		15,000	30,000	
Poland	15,000	30,000	150,000	10,000	20,000	100,000
Portugal	7,500	15,000		7,500	15,000	
Slovakia	1,500	3,000		750	1,500	
Spain	20,000	40,000		20,000	40,000	
Sweden	20,000	40,000		20,000	40,000	
Switzerland	10,000	20,000		10,000	20,000	
Turkey	50,000	100,000	150,000	3,000	5,000	10,000
UK	100,000	300,000		100,000	300,000	
Asia						
China	20,000	40,000		10,000	20,000	
India	100,000	200,000		4,000	6,000	
Indonesia	35,000	75,000		5,000	10,000	
Japan	100,000	250,000	1,000,000	100,000	250,000	1,000,000
Malaysia	5,000	10,000		5,000	10,000	
Philippines	7,500	15,000	150,000	7,500	15,000	150,000
Singapore	5,000	10,000		5,000	10,000	
South Korea	5,000	10,000		5,000	10,000	
Taiwan	15,000	30,000		5,000	10,000	
Thailand	10,000	20,000		5,000	10,000	
Australasia						
Australia	35,000	70,000		35,000	70,000	
New Zealand	7,500	15,000		7,500	15,000	
Latin America						
Argentina	20,000	40,000	250,000	20,000	40,000	250,000
Brazil	40,000	80,000	300,000	20,000	40,000	160,000
Chile	7,500	15,000		7,500	15,000	
Colombia	10,000	20,000		5,000	10,000	
Ecuador	3,000	6,000		3,000	6,000	
Mexico	30,000	60,000	300,000	30,000	60,000	300,000
Paraguay	5,000	10,000		5,000	10,000	
Peru	3,000	6,000		3,000	6,000	
Uruguay	2,000	4,000		2,000	4,000	
Venezuela	5,000	10,000		5,000	10,000	
Africa						
South Africa	20,000	40,000		20,000	40,000	

Source: IFPI.

Singles – certification basis

The following countries include single track downloads and physical singles in their singles awards:

- Austria
- Belgium
- Canada
- Chile
- Denmark
- France
- Germany
- Hungary
- Ireland
- Italy
- Netherlands
- New Zealand
- Paraguay
- South Africa
- Switzerland
- Turkey
- UK
- USA

The following countries include additional formats in the singles award category:

Argentina: Preloaded tracks

Australia: "Singles & Track Chart" eligible bundles containing the lead track are eligible to be aggregated (operates as per the Chart rules). Streams excluded.

Japan: Separate awards under the following singles categories: 1) Ringtones; 2) Single tracks (mobile); 3) Single tracks (online – includes smartphone).

Malaysia: Each ringback tone subscription is counted as a single for Gold/Platinum certifications. Each later renewal of subscriptions is also treated as a single. Streams excluded.

Mexico: All digital formats included (counted equally), except streams.

Norway: Streams included, calculated as 163 streams = 1 download.

Poland: Master ringtones and ringback tones included (= download). Streams excluded.

Singapore: Physical and digital singles certified separately. For the digital award all digital formats are included including single track downloads, ringback tones and streams (revenue basis certification).

Spain: Realtones and ringback tones included (= download).

Taiwan: Hybrid certification as per albums.

SINGLES CERTIFICATION LEVELS

	Gold	Platinum	Diamond
North America			
Canada	40,000	80,000	800,000
USA	500,000	1,000,000	
Europe			
Austria	15,000	30,000	
Belgium	10,000	20,000	
Czech Republic		1,000	2,000
Denmark	15,000	30,000	
Finland	5,000	10,000	
France	75,000	150,000	250,000
Germany	150,000	300,000	
Hungary	1,500	3,000	
Ireland	7,500	15,000	
Italy	15,000	30,000	60,000
Netherlands	10,000	20,000	
Norway	5,000	10,000	
Poland	10,000	20,000	100,000
Portugal	10,000	20,000	
Spain	20,000	40,000	
Sweden	20,000	40,000	
Switzerland	15,000	30,000	
Turkey	25,000	50,000	75,000
UK	400,000	600,000	
Asia			
Japan	100,000	250,000	1,000,000
Philippines	75,000	150,000	
Singapore	5,000	10,000	
Taiwan	5,000	10,000	
Australasia			
Australia	35,000	70,000	
New Zealand	5,000	10,000	
Latin America			
Argentina	10,000	20,000	
Brazil	50,000	100,000	500,000
Mexico	30,000	60,000	300,000
Africa			
South Africa	10,000	25,000	
Egypt	20,000	40,000	

Source: IFPI.

Notes

Canada: Levels shown refer to digital singles. For physical sales the levels are 5,000 for Gold, 10,000 for Platinum and 100,000 for Diamond.

Belgium: Levels shown refer to domestic repertoire. Levels for international repertoire are 15,000 for Gold & 30,000 for Platinum.

Denmark: Operates award level for streaming: Gold 900,000 and Platinum 1,800,000.

Hungary: Levels shown refer to domestic repertoire. For international repertoire levels are 1,000 for Gold and 2,000 for Platinum.

Japan: Highest level is called 'Million' Award.

Brazil: Levels shown refer to domestic repertoire. For international repertoire the levels are 30,000 / 60,000 / 250,000 respectively for Gold/Platinum/Diamond.

Mexico: Includes sales of versions in different languages, genres, acoustic versions, live and collaborations with other artists.

Music videos – awards basis

The following countries include only physical video products (DVD and other physical formats e.g. Blu-Ray, VHS) in this category:

- Argentina
- Austria
- Belgium
- Brazil
- Canada
- Chile
- Colombia
- Croatia
- Czech Republic
- Denmark
- Finland
- Hungary
- Ireland
- Japan
- Mexico
- Netherlands
- New Zealand
- Norway
- Poland
- South Africa
- Spain
- Sweden
- Switzerland
- UK
- Uruguay
- USA

The following markets include additional formats in the 'videos' award category:

France: EPs are included.

Germany: digital sales also included (long form only).

Australia: digital bundles of videos of the tracks also included (counted equally with DVDs).

MUSIC VIDEO CERTIFICATION LEVELS			
	Gold	Platinum	Diamond
North America			
Canada	5,000	10,000	100,000
USA	50,000	100,000	
Europe			
Austria	5,000	10,000	
Belgium	25,000	50,000	
Czech Republic	1,500	3,000	
Denmark	7,500	15,000	
Finland	5,000	10,000	
France	7,500	15,000	60,000
Germany	25,000	50,000	
Greece	3,000	6,000	
Hungary	2,000	4,000	
Iceland	5,000	10,000	
Ireland	2,000	4,000	
Netherlands	25,000	50,000	
Norway	5,000	10,000	
Poland	5,000	10,000	
Portugal	4,000	8,000	
Slovakia	750	1,500	
Spain	10,000	25,000	
Sweden	5,000	10,000	
UK	25,000	50,000	
Asia			
Japan	100,000	250,000	1,000,000
Philippines	7,500	15,000	
Australasia			
Australia	7,500	15,000	
New Zealand	2,500	5,000	
Latin America			
Argentina	7,500	15,000	75,000
Brazil	25,000	50,000	250,000
Chile	2,500	5,000	
Colombia	5,000	10,000	
Mexico	10,000	20,000	
Uruguay	1,000	2,000	

Source: IFPI.

Notes

Brazil: Figures shown are for domestic repertoire. For international repertoire Gold, Platinum & Diamond are 15,000, 30,000 and 125,000 respectively.

Czech Republic: figures shown are for domestic repertoire. For international repertoire levels are 750 for Gold & 1,500 for Platinum.

Slovakia: Figures shown are for domestic repertoire. For international repertoire levels are 375 for Gold & 750 for Platinum.

Local Music Industry Associations

For the latest information please see **www.ifpi.org**

NORTH AMERICA

Canada
Music Canada
85 Mowat Avenue
Toronto ON M6K 3E3
Tel: +1 (416) 967 7272
Fax: +1 (416) 967 9415
info@musiccanada.com
www.musiccanada.com

USA
Recording Industry Association of America Inc. (RIAA)
1025 F. Street, NW, 10th Floor
Washington, D.C. 20004
Tel: +1 202 775 0101
Fax: +1 202 775 7253
www.riaa.com

EUROPE

IFPI European Office
Square de Meeûs 40
1000 Brussels, Belgium
Tel: +32 (0)2 511 9208
Fax: +32 (0)2 502 3077
Email: euroinfo@ifpi.org

Austria
IFPI Austria – Verband der Österreichischen Musikwirtschaft
Seilerstätte 18-20 / Mezzanin
A-1010 Vienna
Tel: +43 1 535 6035
Fax: +43 1 535 5191
office@ifpi.at
www.ifpi.at

Belgium
Belgian Entertainment Association (BEA)
Place de l'Alma 3 Bte 2
1200 Brussels
Tel: +32 2 779 4174
Fax: +32 2 779 1669 bea@belgianentertainment.be
www.belgianentertainment.be

Bulgaria
Bulgarian Association of Music Producers (BAMP)
77 Tsar Asen Str.
1463 Sofia
Tel: +359 2 963 2757
Fax: +359 2 866 0104
office@bamp-bg.org
www.bamp-bg.org

Croatia
Croatian Phonographic Association – IFPI Croatia (HDU)
Ulica kneza Borne 5
10 000 Zagreb
Tel: +385 1 3668 194 /5
Fax: +385 1 3668 072
hdu@hdu.hr
www.hdu.hr

Czech Republic
IFPI Czech Republic
Slavíkova 15
Prague 2, 120 00
Tel: +420 222 769 772
ifpicr@ifpicr.cz
www.ifpicr.cz

Denmark
IFPI Denmark
Magstræde 10A, 2.sal
1204 København K
Denmark Tel: +45 32 71 20 80
ifpi@ifpi.dk
www.ifpi.dk

Finland
IFPI Finland
Yrjonkatu 3B
00120 Helsinki
Tel: +358 9 6803 4050
Fax: +358 9 6803 4055
ifpi@ifpi.fi
www.ifpi.fi

France
Syndicat National de l'Edition Phonographique (SNEP)
14 boulevard du Général Leclerc
92200 Neuilly sur Seine cedex
Tel: +33 1 47 38 04 04
Fax: +33 1 5376 0733
valerie.dete@snepmusique.com
www.snepmusique.com

Germany
Bundesverband Musikindustrie e.V.
Reinhardtstraße 29
D-10117 Berlin
Tel: +49 30 590 0380
Fax: +49 30 590 03838
info@musikindustrie.de
www.musikindustrie.de

Hungary
Magyar Hangfelvételkiadók Szövetsége (MAHASZ)
Harcos tér 5
Budapest, 1113
Tel: +36 1 391 4200
Fax: +36 1 200 2679
info@mahasz.hu
www.mahasz.hu

Ireland
Irish Recorded Music Association (IRMA)
IRMA House
1 Corrig Avenue Dun Laoghaire
Co.Dublin
Tel: +353 1 280 6571
Fax: +353 1 280 6579
irma_info@irma.ie
www.irma.ie

Italy
Federazione Industria Musicale Italiana (FIMI)
Via Leone XIII, n° 14
20145 Milan
Tel: +390 2 795 879
Fax: +390 2 799 673
info@fimi.it
www.fimi.it

Netherlands
NVPI, brancheverenigin van de entertainmentindustrie
Albertus Perkstraat 36
1217 NT Hilversum
Tel: +31 35 625 4411
Fax: +31 35 625 4410
info@nvpi.nl
www.nvpi.nl

Norway
IFPI Norway
Kr Augustsgt 10
0164 Oslo
Tel: +47 22 99 31 00
Fax: +47 22 99 31 01
ifpi@ifpi.no
www.ifpi.no

Poland
Zwiazek Producentow Audio Video (ZPAV)
12/2 Kruczkowskiego Street
00-380 Warsaw
Tel: +48 22 625 69 66
Fax: +48 22 625 16 61
biuro@zpav.pl
www.zpav.pl

Portugal
Associação Fonográfica Portuguesa (AFP) Av. Sidónio Pais
20 – R/C DT°
1050-215 Lisbon
Tel: +351 21 3 156 655
Fax: +351 21 3 156 683
geral@afp.org.pt
www.afp.org.pt

Slovakia
See details for Czech Republic

Spain
Productores de Musica de España (Promusicae)
Edificio Iberia Mart II Calle Orense, 34- 8ª
28020 Madrid
Tel: +34 91 417 04 70
Fax: +34 91 556 92 72
promusicae@promusicae.es
www.promusicae.es

Sweden
IFPI Sverige (IFPI Sweden)
Tegnérgatan 34
113 59 Stockholm
Tel: +46 8 735 9750
Fax: +46 8 273 745
info@ifpi.se
www.ifpi.se

Switzerland
IFPI Schweiz (Schweizer Landesgruppe der IFPI)
Berninastrasse 53
CH-8057 Zurich
Tel: +41 43 343 93 30
Fax: +41 43 343 93 40
info@ifpi.ch
www.ifpi.ch

Turkey
IFPI Türkiye Milli Grubu (Mü-YAP)
Turnasibasi Cad. Kuloglu Mah
No 10/5 – 34433
Beyoglu
Istanbul
Tel: +90 (212) 292 46 13
Fax: +90 (212) 292 46 17
disiliskiler@mu-yap.org
www.mu-yap.org

United Kingdom
BPI (British Recorded Music Industry) Ltd
Riverside Building, County Hall
Westminster Bridge Road
London SE1 7JA
Tel: +44 (0)20 7803 1300
Fax: +44 (0)20 7803 1310
www.bpi.co.uk

ASIA

IFPI Asia Office

22/F Shanghai Industrial
Investment Building
48-62 Hennessy Road
Wanchai
Hong Kong
Tel: +852 2 866 6862
Fax: +852 2865 6326
asia@ifpi.org

Hong Kong

Hong Kong Recording Industry
Alliance (HKRIA)
22/F Shanghai Industrial Investment
Building, 48-62 Hennessy Road
Wanchai, Hong Kong SAR
Tel: (+852) 2520 7000
Fax: (+852) 2882 6897
general@hkria.com
www.hkria.com

IFPI (Hong Kong Group) Ltd.
Unit 18A Tower A, Billion Centre No.
1 Wang Kwong Road, Kowloon Bay,
Kowloon
Tel: +852 2861 4318
Fax: +852 2866 6859
enquiry@ifpihk.org
www.ifpihk.org

India

The Indian Music Industry (IMI)
Crescent Towers, 7th Floor,
B-68, Veera Estate,
Off New Link Road, Andheri (W),
Mumbai – 400 053
Tel : 91 22 26736301/02/03
Fax : 91 22 26736304
www.indianmi.org

Indonesia

The Sound Recording Association
of Indonesia (ASIRI)
Dea Tower I
Mezzanine Floor Suite MZ-01
Mega Kuningan
Mega Kuningan Barat Kav. E.4.3
No. 1-2
South Jakarta 12950
Tel : +62 21 5762648
Fax : +62 21 5762649
info@asiri.or.id
www.asiri.or.id

Japan

Recording Industry Association
of Japan (RIAJ)
9F Kyodo Tsushin Building
2-2-5 Toranomon
Minato-ku
Tokyo 105-0001
Tel: +81 3 5575-1301
info@riaj.or.jp
www.riaj.or.jp

Malaysia

Recording Industry Association of
Malaysia (RIM)
L-8-2, 8th Floor,
Block L No.2, Jalan Solaris
Solaris Mont' Kiara
50480 Kuala Lumpur
Tel: +603 6207 2800
Fax: +603 6207 2900
info@rim.org.my
www.rim.org.my

Singapore

Recording Industry Association
Singapore (RIAS)
4 Leng Kee Road
#03-07 SiS Building
Singapore
159088
Tel: +65 6220 4166
Fax: +65 6220 9452
info@rias.org.sg
www.rias.org.sg

Taiwan

Recording Industry Foundation
in Taiwan (RIT)
4F, No.85, Sec. 4, Bade Road
Sungshan Chiu
105 Taipei
Tel: +886 2 2718 8818
Fax: +886 2 2528 1998
info@rit.org.tw
www.rit.org.tw

Thailand

Thai Entertainment Content Trade
Association (TECA)
23/17-18 Soi Soonvijai, Rama 9 Road
Bangkapi Sub-District
Huay-Kwang District
10320 Bangkok
Tel: +662 203 1002/3
Fax: +662 203 1010
ifpithai@teca.co.th
www.teca.co.th

AUSTRALASIA

Australia

Australian Recording Industry
Association (ARIA)
Level 4, 11-17 Buckingham Street
Surry Hills NSW 2010
Tel: +61 2 8569 1144
Fax: +61 2 8569 1181
aria.mail@aria.com.au
www.aria.com.au

New Zealand

Recording Industry Association of
New Zealand (RIANZ)
Private Bag 78 850
Grey Lynn, Auckland 1245
Tel: +64 09 360 5085
Fax: +64 09 360 5086
music@rianz.org.nz
www.rianz.org.nz

LATIN AMERICA & CARIBBEAN

IFPI Latin America Office

IFPI Regional Office for Latin
America
13470 NW 82nd Avenue
Suite 680
Doral, Fl. 33122
USA
Tel: +1 305 567 0861
Fax: +1 305 567 0871

Argentina

Cámara Argentina de Productores
de Fonogramas y Videogramas
(CAPIF) Avenida de Mayo 650, 4
piso. C1084AAQ
Ciudad Autónoma de Buenos Aires
Tel: +54 11 4342 7249
Fax: +54 11 4342 7249
capif@capif.org.ar
www.capif.org.ar

Brazil

Associação Brasileira dos Produtores
de Discos (ABPD)
Rua Visconde de Pirajá, 595 Sala 407
Ipanema
Rio de Janeiro RJ Cep. 22410-003
Tel: 55 21 3511 9908
Fax: 55 21 3511 9907
Email: abpd@abpd.org.br
www.abpd.org.br

Chile

IFPI Chile, AG
Av Antonio Varas No 2043
Providencia
Santiago
Tel: +56 2 379 3890
Fax: +56 2 434 0015
www.ifpichile.cl

Colombia

APDIF Colombia
Carrera 14, No. 94 A – 10 – Oficina 402
Edificio Chico 94 A Bogota D.C.
Tel: +57 1 812 8662
www.apdifcolombia.com

Mexico

Asociacion Mexicana de Productores
de Fonogramas y Videogramas
A.C.(Amprofon)
Lafontaine 42
Col. Polanco Chapultepec
C.P.11560
Mexico D.F.
Tel: +52 5 55281 6035/37
Fax: +52 5 552816352
amprofon@amprofon.com.mx
www.amprofon.com.mx

AFRICA

South Africa

The Recording Industry of
South Africa (RISA)
P O Box 367
Randburg
2194
Tel: +27 11 886 1342
Fax: +27 11 886 4169
david@risa.org.za
www.risa.org.za

Sales Tax on Sound Recordings

NORTH AMERICA	SALES TAX
Canada	5%
USA	0% – 10.25%

EUROPE	SALES TAX
Austria	20%
Belgium	21%
Bulgaria	20%
Croatia	25%
Czech Republic	21%
Denmark	25%
Finland	23%
France	20%
Germany	19%
Hungary	27%
Ireland	23%
Italy	21%
Netherlands	21%
Norway	25%
Poland	23%
Portugal	23%
Slovakia	20%
Spain	21%
Sweden	25%
Switzerland	8%
Turkey	18%
UK	20%

ASIA	SALES TAX
China	17%
Hong Kong	0%
India	4.0%-10.3%
Indonesia	10%
Japan	5%
Malaysia	10%
Philippines	12%
Singapore	7%
South Korea	10%
Taiwan	5%
Thailand	7%

LATIN AMERICA	SALES TAX
Argentina	21%
Brazil	15.0-18.0%
Chile	19%
Colombia	16%
Ecuador	12%
Mexico	16%
Paraguay	10%
Peru	18%
Uruguay	0%
Venezuela	12%

AUSTRALASIA	SALES TAX
Australia	10%
New Zealand	15%

AFRICA	SALES TAX
South Africa	14%

Notes

Canada: Federal sales tax is 5%. Provincial sales tax varies by province.

USA: sales tax varies by state.

Digital Music Services Worldwide

The featured list of licensed digital music services appears on the Pro-Music information resource (www.pro-music.org) and is the most comprehensive directory of the world's legal music services. Below is the list of services for countries with national data featured in this report. For details of services available in other countries around the world, please visit Pro-Music which lists around 500 services in over 100 territories.

The list is compiled by IFPI based on information from its national groups at time of publication. It does not purport to be exhaustive. Readers should consult the www.pro-music.org for the most up to date information.

NORTH AMERICA

Canada

7digital
Archambault
ArtistXite
AstralRadio
BBM Music
Bell Mobility
Blackberry Music Store
CBC Music
Classical Archives
Deezer
eMusic
Galaxie Mobile
iTunes
Mediazoic
Motime
Music Unlimited
Puretracks
rara.com
Rdio
Siren Music
Slacker
Songza
TELUS
The Vault
VEVO
Xbox Music
YouTube
Zik

USA

7digital
Alltel Wireless
AmazonMP3
AOL Radio Plus
Arkiv Music
ArtistXite
AT & T Wireless
BBM Music
BearShare
Beatport
CD Universe
ChristianBook.com
Classical Archives
Cricket
Daily Motion
eMusic
Free All Music
Freegal Music
Google Play
Guvera
Hastings
Hdtracks
Hulu
iMesh
Insound
iOldies
iTunes
Liquid Spins
MetroPCS
MOG
Moontaxi
Motime
MTV
MTV
Music Choice
MusicGivz
Music Unlimited
Muve Music
MySpace
Myxer
Naxos
Nokia Music
Nokia Music+
rara.com
Rdio
Rhapsody
Samsung Music Hub
ScatterTunes
Slacker
Spotify
Sprint
TheOverflow
T-Mobile
Turntable.fm
Verizon Wireless
VEVO
Virgin
Xbox Music
Yahoo! Music
YouTube

EUROPE

Austria

3Music
7digital
A1 Music
AmazonMP3
Artistxite
Deezer
DG Webshop
eMusic
Finetunes
iTunes
Jamba
JUKE
Ladezone
Last.fm
Mediamarkt
Musicload
Mycokemusic
MySpace
Nokia Music
Orange
Preiser
rara.com
Rdio
Saturn
Simfy
SMS.at
Soulseduction
Spotify
Telering
T-Mobile
VidZone
Weltbild
Xbox Music
YouTube
Zed
Zero Inch

Belgium

7digital
22tracks
Beatport
Dance-Tunes
Deezer
DjTUNES
Downloadmusic.be
eMusic
Fnac
iTunes
Jamba
Jamster
Juke
Junodownload
La Mediatheque
Legal Download
Music Unlimited
MUZU.TV
rara.com
Rdio
Simfy
Skynet
Spotify
VidZone
Xbox Music
YouTube

Bulgaria

4fun
7digital
Deezer
eMusic
Globul
Hitbox.bg
iTunes
M.Dir.bg
Mobiltel
Musicspace

Croatia

Cedeterija
Dallas Music Shop
Deezer
Fonoteka

Czech Republic

7digital
Bontonline
Clickmusic
Deezer
eMusic
iTunes
Koule
Mixér.cz
MusicJet
O2
rara.com
Supraphonline
T-Mobile
YouTube

Denmark

BibZoom.dk
Bilka Musik
CDON
Deezer
eMusic
Inpoc
iTunes
M1
Music Unlimited
rara.com
Rdio
Shop2download
Spotify
TDC Play
TouchDiva
VidZone
VoxHall
WavesOut
WiMP
Xbox Music
YouSeeMusik

Finland

7digital
CDON
City Market CM Store
Deezer
Digianttila
download.MTV3.fi
eMusic
iTunes
Music Unlimited
Nokia Music
NRJ Kauppa Mobile
rara.com
Rdio
Spotify
VidZone
Xbox Music

France

121 MusicStore
7digital
AmazonMP3
Beatport
Beezik
Carrefour
cd1d
Cultura.com
Daily Motion
Deezer
Dogmazic
eMusic
Ezic
Fnac
Google Play
iTunes
Jamendo
Jazz en ligne
Last.fm
MiooZic
Music Unlimited
musicMe
Musicovery
MyClubbingStore
MySurround
Nokia Music
Nuloop
Off TV
Orange
Qobuz
rara.com
Rdio
Samsung Music Hub
SFR Music
Spotify
Starzik
VEVO
VidZone
Virgin
Xbox Music
Yasound
YouTube
Zaoza

Germany

7digital
AmazonMP3
Artistxite
Beatport
boomkat
Classics Online
Clipfish
Deezer
digital-tunes
DJ Download
DJ Shop
djtunes
elixic.de
eMusic
e-Plus unlimited
Eventim Music
Finetunes
Google Play
Highresaudio
iTunes
Jamba
Juke
Junodownload
Last.fm
Linn Records
Maxdome
Mediamarkt
Medionmusic
MTV
Music Unlimited
Musicload
Musik-Gratis.net
MUZU.TV
MyVideo
Napster
Naxos
Naxos Music Jazz Library
Naxos Music Library
Nokia Music
O2
othermusic.com
primalrecords.com
Putpat
QTom
rara.com
Rdio

FOR A DIRECTORY OF LICENSED DIGITAL MUSIC SERVICES WORLDWIDE VISIT WWW.PRO-MUSIC.ORG

PRO MUSIC

The Pro-Music site offers:

- A one-stop guide to getting music online with a comprehensive global list of digital music services
- Links to 500 legal music services in over 100 countries – listed by country and model
- Educational resources – copyright FAQs; a guide for parents and teachers; resources for schools; information about the global music industry

Pro-Music is supported by:

:fim GERA Europe GIART ICMP ifpi IMMF IMPALA IMPA

Digital Music Services Worldwide

Germany cont.

Samsung Music Hub
Saturn
Schlager.tv
shop2download
Simfy
soulseduction
Spotify
tape.tv
T-Mobile
Tonspion.de
trackitdown
traxsource
Videoload
VidZone
Vodafone
Weltbild
whatpeopleplay.com
WiMP
Xbox Music
Zero Inch
zwo3.net

Hungary

Dalok
Deezer
Hungaroton
iTunes
rara.com
Songo
YouTube
Zene! 24/7
Zenewebshop

Ireland

7digital
ArtistXite
Bleep
Deezer
Eircom MusicHub
eMusic
Golden Discs
iTunes
Last.fm
Meteor Music Store
Music Unlimited
MUZU.TV
MySpace
Nokia Music
rara.com
Rdio
Spotify
VEVO
VidZone
We7
Xbox Music
YouTube

Italy

7digital
AmazonMP3
Azzurra Music
BBM Music
Beatport
Cubo Musica
Deezer
eMusic
Esselunga MusicStore
Feezy
Google Play
IBS
InnDigital
iTunes
Jamba
Juke
Last.fm
MP3.it
Music Unlimited
Net Music Media World
Nokia Music
Playme
rara.com
Rdio
Samsung Music Hub
Spotify
VEVO
Xbox Music
YouTube

Netherlands

7digital
Countdownload
Dance-Tunes
Deezer
Downloadmusic.nl
eMusic
GlandigoMusic
iTunes
Jamba
Juke
Last.fm
legal download
Media Gigant
Mediamarkt
Mikkimusic
MP3 Downloaden
MSN
MTV
Music Unlimited
Muziekweb
Nokia Music
Radio 538
rara.com
Rdio
Saturn
Spotify
Talpadownloads
TuneTribe
VidZone
Xbox Music
You Make Music
YouTube
zazell.nl
Ziggo Muziek

Norway

7digital
CDON
Deezer
iTunes
Jamba
Music Unlimited
Musicnodes
Musikkonline
Musikkverket &
Playcom
Nokia Music
Platekompaniet
rara.com
Rdio
Spotify
Telenor Musikk
VidZone
WiMP
Xbox Music

Poland

7digital
Deezer
Empik.com
eMusic
interia muzyka
iplay.pl
iTunes
Last.fm
Mood
Muzo
Muzodajnia
MySpace
Nokia Music
Onet Muzyka
Orange
Play The Music
rara.com
Soho.pl
Spotify
T-Mobile
Tuba.pl
WiMP
wp.pl muzyka
wp.pl muzyka
YouTube

Portugal

7digital
Beatport
Deezer
eMusic
iTunes
Jamba
Myway
Nokia Music
Optimus
Qmúsika
rara.com
Rdio
SAPO/ Musicaonline
Spotify
VidZone
Vodafone
Xbox Music

Slovakia

7digital
Deezer
eMusic
iTunes
MusicJet
Orange
Telekom
YouTube

Spain

7digital
AmazonMP3
BBM Music
Beatport
Blinko (Buongiorno)
Dada
Deezer
eMusic
Google Play
iTunes
Last.fm
Mediamarkt
Movistar
MTV
Music Unlimited
MUZU.TV
MySpace
Nokia Music
Olemovil (Jet
Multimedia)
Orange
rara.com
Rdio
Samsung Music Hub
Spotify
Tuenti
VEVO
VidZone
Xbox Music
YouTube

Sweden

7digital
CDON
Deezer
eClassical
eMusic
Gazell Digital Store
iTunes
Klicktrack
Music Unlimited
Musikbiten
MySpace
Nokia Music
rara.com
Rdio
Sound Pollution
Spotify
WiMP
Xbox Music

Switzerland

7digital
Akazoo
AmazonMP3
ArtistXite
Cede.ch
Deezer
Ex Libris
Finetunes
Hitparade.ch
iTunes
Jamster
Juke
Musicload
Nokia Music
rara.com
Simfy
Spotify
Sunrise Joylife
VidZone
Weltbild
Xbox Music

Turkey

Arkadaş Yayıncılık
Avea
Daily Motion
Fizy.com
iTunes
Music Club
Müzik İlçin Efes
TTnetmuzik
Turkcell
Yandex Music
YouTube

UK

3
7digital
Amazing Tunes
AmazonMP3
ArtistXite
BBM Music
Beatport
Bleep
Bloom.fm
Boomkat
BT Vision
Classical Archives
Classical.com
Classics Online
Daily Motion
Deezer
DJ Download
Drum & Bass Arena
eMusic
Fairsharemusic
Google Play
Highresaudio
Historic Recordings
Imodownload
iTunes
Jamster
Jango
Junodownload
Karoo
last.fm
Linn Records
Mobile Chilli
MSN
MTV
Music For Life (Talk Talk)
Music Unlimited
Musicovery
MUZU.TV
My Music Anywhere
MySpace
Napster
Naxos
Nectar Music Store
Nokia Music
Ooizit
Orange
Partymob
Play.com
Pure Music
rara.com
Rdio
Sainsburys
Samsung Music Hub
Spotify
Textatrack UK
The Classical Shop
T-Mobile
trackitdown
Traxsource
TuneTribe
VEVO
Vidzone
Virgin
We7
Xbox Music
Yahoo! Music
YouTube

ASIA

China

Baidu
China Mobile
China Unicom
Duomi
Kugou
Kuwo
Nokia Comes With
Music
Tencent
Xiami

Hong Kong

3Music
CMHK Soliton
Deezer

Digital Music Services Worldwide

Hong Kong cont.
Eolasia.com
hifitrack
iTunes
KKBox
Moov
Musicholic
MusicOne
Qlala
rara.com
SmarTone iN
Soliton
YouTube

India
7digital
Artist Aloud
Dhingana
Flyte (Flipkart)
Gaana
In
IndiaONE
iTunes
Meridhun
My Band
Nokia Music
Raaga
Saavn
Saregama
Smash Hits
TeluguOne

Indonesia
Deezer
iTunes
YouTube

Japan
Aniloco
Beatport
Best Hit J-Pop
clubDAM
Dwango
Hudson
ICJ
iTunes
Lismo
Listen Japan
mora
mu-mo
Music Airport
Music Unlimited
Music.jp
Musico
Musing
Naxos
NTT DoCoMo Music Store
Oricon ME
Reco-Choku
Yamaha Music Media Corporation
YouTube

Malaysia
7digital
Celcom Channel X
Deezer
DigiMusic
Gua Muzik
Hypptunes
iTunes
KKBox
Maxis Music Unlimited
rara.com
U Mobile Planet Music
Wowloud
YouTube

Philippines
Globe
iTunes
MyMusicStore
OPM2Go
Smart
Sun

Singapore
7digital
Deezer
iTunes
KKBox
M 1 Music Store
MeRadio
Nokia Music
rara.com
Singtel AMPed
Singtel Ideas
Starhub Music Store
YouTube

South Korea
Bugs
Cyworld BGM
Dal
Daum Music
Deezer
MelOn
Mnet
Monkey3
Naver Music
Ollehmusic
Soribada
Winky

Taiwan
Deezer
Emome
Far Eastone
Hami Music
iNDIEVOX
iTunes
KKBox
muziU
myMusic
Omusic
rara.com
Taiwan Mobile
VIBO
YouTube

Thailand
AIS
Deezer
DTAC
i-humm
iTunes
Music Combo
Music One
N-content
ThinkSmart
True Digital
W Club

AUSTRALASIA

Australia
Bandit.fm
BBM Music
BigPond Music
Cartell Download
DaDa
DanceMusicHub
Deezer
Fishpond
Getmusic.com.au
Guvera
iTunes
Jamster
JB Hi Fi NOW
Liveband.com.au
Mobile Active
MOG
Music Unlimited
Nokia Music
Optus
Pandora
rara.com
Rdio
Samsung Music Hub
Songl
Spotify
The InSong
Third Mile
Ticketek Music
VEVO
VidZone
Virgin
Xbox Music
YouTube
zdigital

New Zealand
7digital
Amplifier
Bandit.fm
Deezer
Fishpond
iTunes
Mixtape
Music Unlimited
MySpace
Pandora
rara.com
Rdio
Spotify
Telecom Music Store
The InSong
theaudience
VEVO
Xbox Music
YouTube

LATIN AMERICA

Argentina
BajáMúsica
Batanga
Deezer
Faro Latino
iTunes
Larala
Movistar
Personal
Sonora
Ubby Música
Xbox Music
YouTube

Brazil
Deezer
Ideas Musik
iMusica
iTunes
Mercado da Musica
MSN
Mundo Oi
Nokia Music
Power Music Club (GVT)
rara.com
Rdio
Sonora
TIM Music Store
UOL Megastore
VEVO
Vivo Play
Xbox Music
Yahoo! Music
YouTube

Central America & Caribbean
See www.pro-music.org for services in individual territories in this region

Chile
Batanga
Bazuca
Claro
Deezer
Entel-Napster Mobile
iTunes
Mimix
Movistar
Nokia Music
Portaldisc
Sonora
YouTube

Colombia
Batanga
Codiscos
Deezer
ETB Musica
Ideas Comcel Music Store
iTunes
Movistar
Prodiscos - Entertainment Store
Sonora
Tigo

Ecuador
Batanga
Deezer
iTunes

Mexico
BBM Music
Coca-Cola FM
Corona Music
Deezer
Entretonos Movistar
EsMas Movil
Flycell
Ideas ContesTone
Ideas Musik
Ideas Radio
Ideas Streaming
Ideas Telcel
iTodo
iTunes
Mientras Contesto de Iusacell
Mixup Digital
Movistar
Music Unlimited
Nextel Shotsonline
Nokia Music
rara.com
Rdio
Sonora
Terra Live Music
Terra TV
Xbox Music
YouTube

Paraguay
Batanga
Bluecaps
Claro
Deezer
iTunes
Personal
Tigo

Peru
Batanga
Deezer
iTunes
Sonora

Uruguay
Antel Música
Batanga
Butia
Claro
Deezer
La Rocola
Tmuy

Venezuela
Batanga
Deezer
Ichamo
iTunes
Movistar

AFRICA

South Africa
Deezer
DJs Only
iTunes
Just Music
Lookandlisten.co.za
MTN Play
Nokia Music
rara.com
Rhythm Online
Simfy
ThatGig
The Kleek
VEVO

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OCEANIA
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