

TOTAL ALBUM AND TEA SALES

2017	2016	% CHG.
224.6M	277.9M	-19.2%

TOTAL DIGITAL MUSIC CONSUMPTION (DIGITAL ALBUMS + TEA + ON-DEMAND AUDIO SEA)

2017	2016	% CHG.
533.7M	442.9M	+20.5%

TOTAL ALBUM SALES

2017	2016	% CHG.
169.1M	205.5M	-17.7%

DIGITAL ALBUM SALES

2017	2016	% CHG.
66.2M	82.3M	-19.6%

PHYSICAL ALBUM SALES

2017	2016	% CHG.
102.9M	123.2M	-16.5%

VINYL LP SALES

2017	2016	% CHG.
14.3M	13.1M	+9.0%

DIGITAL TRACK SALES

2017	2016	% CHG.
554.8M	724.0M	-23.4%

CATALOG VS. CURRENT SALES (CATALOG IS DEFINED AS OVER 18 MONTHS)

	2017 SHARE OF TOTAL	2016 SHARE OF TOTAL	YOY VOLUME % CHG.
OVERALL ALBUMS			
CURRENT	45.1%	45.0%	-17.6%
CATALOG	54.9%	55.0%	-17.8%

DIGITAL ALBUMS

CURRENT	49.1%	48.6%	-18.7%
CATALOG	50.9%	51.4%	-20.4%

PHYSICAL ALBUMS

CURRENT	42.5%	42.6%	-16.8%
CATALOG	57.5%	57.4%	-16.3%

DIGITAL TRACKS

CURRENT	40.0%	41.3%	-25.9%
CATALOG	60.0%	58.7%	-21.6%

OVERALL ON-DEMAND STREAMS

CURRENT	36.9%	35.3%	49.4%
CATALOG	63.1%	64.7%	35.5%

OVERALL ON-DEMAND AUDIO STREAMS

CURRENT	39.1%	38.1%	63.0%
CATALOG	60.9%	61.9%	56.1%

OVERALL ON-DEMAND VIDEO STREAMS

CURRENT	32.8%	31.4%	26.2%
CATALOG	67.2%	68.6%	18.5%