

the recording industry **World Sales**

April two thousand and two

2001



representing the
recording industry
worldwide

World sales of recorded music for the year 2001 fell by 5.0% in value and by 6.5% in units compared with 2000.

The global music market was worth \$US 33.7 billion in 2001, with total unit sales of 3.2 billion.

Global sales of CD albums fell for the first time, by 5.1%.

Sales of singles and cassettes continued to decline, by 16.1% and 9.9% respectively.

All regions except Australasia experienced falls in value,

but some markets performed well. The factors impacting on the global market in 2001 are addressed in this report.

North America

The North American market saw a fall in 2001 in both value and units, by 4.7% and 9.5% respectively. The US market fell by 4.5% and 9.4% in value and units. In Canada the market contracted by 9.6% in value and units. The US CD album market fell 6.4%, a drop in sales of the top 10 best selling albums accounting for one third of this. Sales of singles and cassettes continued to fall sharply. In Canada, CD albums were down by 5 million units, a fall of 7.5%.

Some of this decline can be attributed to increasing CD burning and downloading activity among consumers, as well as increased consumer spending on other entertainment sectors. In the US, recent research has shown that almost one-quarter of consumers aged 12-54 said they bought less music because they download and burned music onto CD-Rs. Even more startling results have emerged from similar studies in Canada, where even the most avid music fans are turning to unauthorised free music sites on the web and buying less music as a result.

Europe

Europe fell slightly by 0.8% in value and saw a drop in units sold of 2.2%. The European Union music markets show a mixed picture, with increases in France, the UK, Ireland, Finland and Spain. However, other territories, most notably Greece, Denmark, Germany, Italy and Austria, reported significant falls. Reasons for this mixed picture are examined in the commentary on the opposite page. In Eastern Europe, Russia and Bulgaria both continue to grow, albeit from a low sales base and high piracy levels. Notable falls were seen in Poland and the Czech Republic, markets that have been blighted by sharp increases in commercial piracy operations based increasingly on CD-R burning.

Asia

The Japanese market fell by 9.4% and 12.4% in value and units respectively. Sales of CD albums fell by 10.4% and this was especially marked in Japan due to the downloading of free music via the internet, where recording onto MiniDisc is as popular as CD burning in Europe, North America and Australasia. Among the other Asian markets, Hong Kong, Indonesia, Malaysia, Philippines and Taiwan all reported lower value and unit sales. However, the developing markets of China and India both showed positive signs. The Chinese market grew by 15% in value and units, with a corresponding rise in CD sales. India saw a 15% increase in value and a 16.6% increase in units. Cassette sales in India were up by 17.3% and CD sales also increased by 5.3%.

Latin America

The Latin American market continued its downward trend in 2001, hit by piracy and economic crisis. In value terms the region was down by 21.5%. The Brazilian music market in 2001 saw a decrease of 24.7% and as a result of this change, Mexico is now the biggest market in Latin America in \$US terms. Unit sales in the region were down by 21.4%, with Argentina reporting a decrease of 30.7%. The trend from cassette to CD continued, the region showing a faster rate of decline in the cassette market than in previous years. CD-R piracy is rife throughout Latin America, damaging sales of both international and domestic repertoire. This in turn has led to a marked contraction of the retail sector in the region.

Australasia

Australia's market value increased by 4.8% with unit sales up 12.5%, the higher lift in the latter due to changes to retail tax introduced in 2000. Album sales in Australia were up 13.2%, aided by the strength of sales by Australian acts. New Zealand showed a 2.4% rise in value with unit sales up 1.2%.

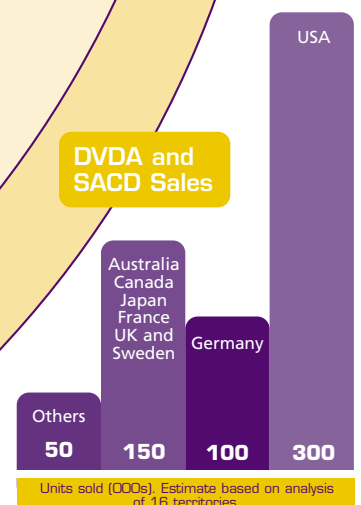
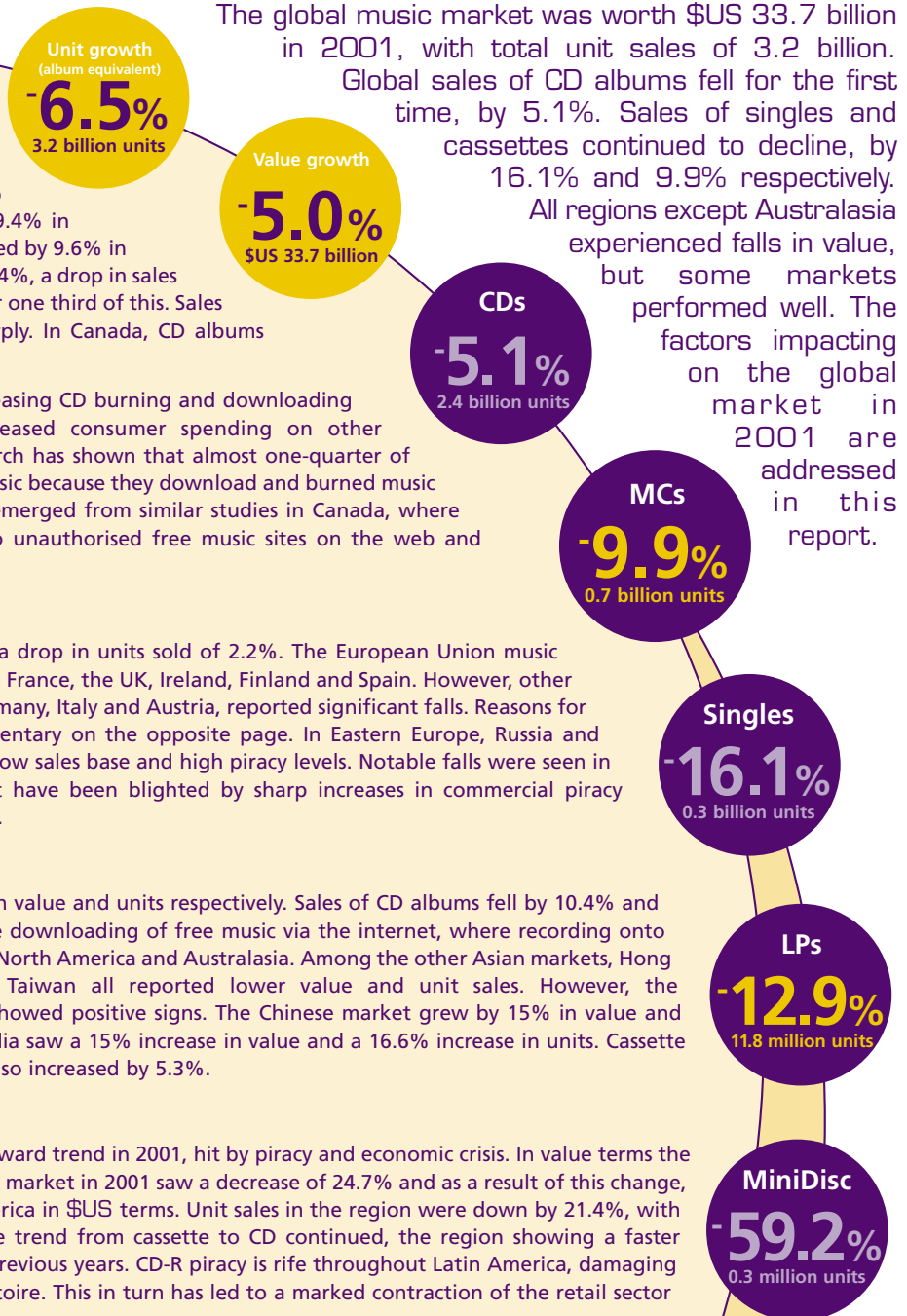
New Audio Formats

IFPI tracks sales of new audio formats and two of the most recent are DVD Audio and Super Audio CD. Sales of both formats began showing through in 2001. Although limited to relatively few markets, sales during the first year of real availability (with approximately 600 titles across both formats) are noteworthy, with an estimated 600,000 units sold, half of which were sold in the US.

Music video sales show a very different picture to audio sales. IFPI will include a special report on music video in its forthcoming Recording Industry in Numbers 2002.

2001 a Transitional Year

The global music industry is clearly in a state of transition, being driven by technological change that is arguably even more significant than the introduction of the CD. Internet, CD-burning and mobile technologies have led to a sharp increase in the unauthorised copying, file-sharing and distribution of music and this is having a strong negative impact on industry sales. These same technologies have also facilitated a sharp increase in music piracy in almost every market.



Units sold (000s). Estimate based on analysis of 16 territories.

2001 REGIONAL SUMMARY

Region	Unit Growth	Value Growth (see note)	\$US Value (billions)
World	-6.5%	-5.0%	33.7
North America	-9.5%	-4.7%	14.1
Europe	-2.2%	-0.8%	10.8
EU	-2.2%	-0.8%	9.7
Asia	-4.3%	-8.5%	6.4
Asia (excl Japan)	2.8%	-4.1%	1.1
Latin America	-21.4%	-21.5%	1.3
Australasia	10.9%	4.5%	0.6
Middle East	-26.7%	-18.0%	0.3
Africa	-5.8%	-0.5%	0.1

Note: Regional and world growths are calculated at fixed \$US, using the IMF annual average rates for 2001. Unadjusted \$US world growth was -9%. Growth calculations exclude Thailand, Turkey, Zimbabwe (not comparable) and Bolivia (not submitted in 2000).

CD Burning Proliferates

In 2001, for every CD album sold, one copy was burned. At least half of all blank CD-R sales are for the purpose of copying music – only a small fraction of which is authorised by rights holders. Around a third of burned CDs contain songs downloaded from the internet, of which around 99% are sourced from pirate internet sites and unauthorised file-sharing services.

Downloading and burning erodes music sales. The German market has fallen 10% during the past two years – a period when the German music scene has otherwise thrived. Research in Germany, conducted in March 2002, revealed that the number of burned CDs increased 37% in one year to an estimated 182 million in 2001. Spending on music by German consumers who downloaded or burned music fell by 14%.

The picture is similar in many European markets, North America and in Australia and New Zealand, where surveys have demonstrated that consumers who download and burn music regularly, buy less music as a result. In the US, 50% of those consumers who downloaded music tracks in 2001 decided to copy these tracks to CD-R or portable digital players – effectively removing the need to buy the songs. This particularly affects sales of the most popular albums. In the US, 2001 saw a 50% drop in sales of the top 10 best selling albums. It is likely that the wide availability of unauthorised copies of these titles is effectively 'creaming' off sales on a scale not seen before.

Music Markets Performing Well in 2001

Some markets, notably France, the UK and Spain, performed well during 2001, with positive factors outweighing the effects of CD burning, downloading and piracy. In France, 90% of the top 20 best selling albums of 2001 were by French artists, contributing four-fifths of total market growth. Similarly, much of the success of the UK market has been attributed to sales from UK-signed acts. In Spain, the success of local talent, much of it promoted through the television show Operación Triunfo, created a surge in album sales late in the year. The successful promotion and marketing of local music in these countries shows the scope for CD sales growth in mature markets.

Factors Influencing UK Performance

Amongst the difficult global picture in 2001, the UK stands out, with unit sales up by 3.1% in units and 4.9% in value, with CD album sales increased by 8.4%. The UK's success is attributable to a range of factors:

- A strong release schedule, much of it UK repertoire.
- The continued success of the compilations market. Compilation albums grew almost three times the rate of the overall albums market.
- A strong-performing retail sector.
- Increasing online distribution of physical CDs, from 3% to 4% of sales.
- A surge in popularity for recently established genres such as nu-metal.
- Relatively high consumer confidence and high street spending compared with other major markets.

Other Global Trends in 2001

Domestic repertoire. While there will always be a global market for international acts, locally signed repertoire has increased its share of sales in domestic markets by 1% per year over the past ten years. Markets capitalising on this trend most effectively have seen a marked impact on sales growth.

Compilations. Compilations have been a global driver of sales in recent years in many markets. Consumers appear drawn to compilations by variety and value – often linked to growth genres such as dance and movie soundtracks. The industry has effectively responded to this trend with innovative product and marketing.

Launch of online music services in the US. Both Pressplay and MusicNet, the industry's major online digital music ventures have launched in the US. In Europe, there are examples of companies with business models that respect copyrights, such as Vitaminic, Musiwave and OD2.

Online retailing. While online digital delivery got underway in 2001, sales of physical product through online retail continued to grow steadily. Discounts and a wide repertoire choice saw consumers buying increasing numbers of CDs online. In the UK, the share of album sales online increased from 3% to 4% and in Germany, from 4.5% to 6%.

2001 TOP 10 MUSIC MARKETS

Country	Retail Value (\$US millions)	% of World Sales
USA	13,411.7	39.8%
Japan	5,253.6	15.6%
UK	2,808.7	8.3%
Germany	2,128.6	6.3%
France	1,828.3	5.4%
Canada	659.9	2.0%
Spain	613.0	1.8%
Mexico	565.8	1.7%
Italy	524.7	1.6%
Australia	522.5	1.6%
TOTAL	28,316.9	84.1%

Music piracy. Illegal trade in music product was worth \$4.2bn in 2000. It is one tenth the size of the legitimate business but ultimately wipes significantly more than this proportion off the value of the legal market through sales substitution. Piracy has grown alarmingly in the top 10 markets in the past two years facilitated by new technologies – the internet and CD-R. The CD-R has enabled smaller scale pirates to infiltrate markets on an unprecedented scale. One major impact of this is the increasing incidence of piracy of domestic repertoire.

One of the music industry's most recent commercial and cultural success stories is being seriously threatened by CD-R piracy.

Economic performance. Entertainment spending, including music, is inextricably linked to the health of the economy. Many markets experienced recession in 2001. Continued economic crisis in Latin America and major Asian territories continued to depress music sales. In the US, consumer confidence fell sharply in the latter half of the year. Economic recovery is expected to be slow.

FIGURES IN MILLIONS

World Sales 2001

UNITS						RETAIL VALUE			ANNUAL GROWTH	
	Singles	LPs	MCs	CDs	MiniDisc	USD	Local Currency	Units	Local Currency	
NORTH AMERICA										
Canada	0.5	-	1.5	60.7	-	659.9	CAD	1,022.0	-9.6%	-9.6%
Jamaica	0.3	0.1	0.01	0.1	-	2.0	JMD	91.7	-3.0%	-2.0%
USA	21.4	2.3	45.0	881.9	-	13,411.7	USD	13,411.7	-9.4%	-4.5%
TOTAL	22.2	2.4	46.5	942.7	-	14,073.6				
EUROPE										
Austria	3.0	0.1	0.3	15.8	0.001	253.2	EUR	283.0	-17.9%	-9.8%
Belgium	7.1	0.1	0.1	19.4	0.001	233.4	EUR	260.8	-7.8%	-9.9%
Bulgaria	0.01	-	1.6	0.4	-	6.1	BGL	13,329.3	4.9%	33.5%
Croatia	-	-	0.2	0.6	-	9.2	HRK	76.5	-29.3%	-9.9%
Cyprus	-	-	0.05	0.8	-	14.1	CYP	9.1	-15.0%	-13.0%
Czech Republic	0.03	0.05	1.8	4.7	0.1	37.6	CSK	1,428.7	-1.5%	-8.7%
Denmark	1.2	0.01	0.1	14.6	-	193.0	DKK	1,605.9	-22.8%	-14.8%
Estonia	0.003	0.0001	0.3	0.4	-	5.3	EEK	93.3	-12.0%	-4.9%
Finland	0.7	0.02	0.3	10.7	0.001	114.1	EUR	127.5	-1.5%	1.4%
France	39.1	0.6	6.8	125.2	0.01	1,828.3	EUR	2,043.2	8.4%	9.7%
Germany	51.7	1.1	22.2	184.5	0.1	2,128.6	EUR	2,378.7	-7.9%	-9.2%
Greece	1.2	0.01	0.4	6.5	-	71.3	EUR	79.7	-13.0%	-17.7%
Hungary	0.2	0.002	2.7	3.3	0.0001	50.8	HUF	14,560.9	-20.2%	-9.5%
Iceland	-	-	-	0.6	-	11.1	ISK	1,080.9	-16.0%	-9.8%
Ireland	2.2	0.02	0.4	8.4	-	126.3	EUR	141.1	-0.2%	7.4%
Italy	4.3	0.03	6.4	38.0	-	524.7	EUR	586.3	-9.3%	-8.6%
Latvia	-	-	0.8	0.6	-	6.6	LVL	4.2	73.5%	9.6%
Lithuania	0.02	0.001	0.5	0.7	-	4.6	LTL	18.3	1.9%	25.1%
Netherlands	5.0	0.1	0.2	31.5	0.01	435.7	EUR	486.9	-8.0%	-1.4%
Norway	1.0	-	0.1	13.5	-	216.2	NOK	1,944.1	-7.3%	-4.9%
Poland	0.4	0.004	10.8	21.3	-	118.7	PLZ	486.0	-6.3%	-28.5%
Portugal	0.4	0.01	3.4	11.6	0.001	126.8	EUR	141.7	-7.1%	-7.7%
Romania	-	-	12.4	3.0	-	36.1	ROL	1,048,513.7	-2.5%	63.3%
Russia	0.2	0.1	100.2	11.4	0.02	223.0	RUB	6,504.1	1.3%	17.4%
Slovakia	0.01	0.0002	0.4	1.7	-	9.0	SKK	434.0	34.6%	-3.9%
Slovenia	0.01	0.001	0.3	1.1	-	16.1	SIT	3,898.2	-15.7%	-2.5%
Spain	2.4	0.03	7.0	71.1	-	613.0	EUR	685.1	1.5%	0.9%
Sweden	4.4	0.1	0.3	26.3	0.0004	286.5	SEK	2,959.5	-0.6%	-0.2%
Switzerland	3.1	0.1	0.6	21.2	0.004	274.1	CHF	462.5	-2.6%	3.7%
UK	59.5	2.6	4.6	218.6	0.1	2,808.7	GBP	1,956.4	3.1%	4.9%
Ukraine	-	-	5.2	1.3	-	12.5	UAH	67.0	-9.7%	-5.8%
TOTAL	187.1	5.1	190.4	868.9	0.3	10,794.5	EUR	12,063.0		
ASIA										
China	-	-	32.6	10.6	-	75.0	CNY	621.0	15.0%	15.0%
Hong Kong	0.1	-	0.03	10.0	0.03	96.6	HKD	753.2	-11.3%	-10.6%
India	-	-	190.0	10.0	-	229.3	INR	10,818.0	16.6%	15.0%
Indonesia	-	-	48.3	2.0	-	71.5	IDR	733,333.3	-8.2%	-8.2%
Japan	93.1	4.2	6.1	249.6	-	5,253.6	JPY	638,469.9	-12.4%	-9.4%

World Sales 2001

FIGURES IN MILLIONS

	UNITS					RETAIL VALUE			ANNUAL GROWTH	
	Singles	LPs	MCs	CDs	MiniDisc	USD	Local Currency	Units	Local Currency	
ASIA										
Malaysia	0.02	-	4.8	2.8	-	41.4	MYR 157.3	-19.4%	-21.3%	
Pakistan	-	-	5.9	0.3	-	3.2	PKR 199.5	-31.7%	-59.1%	
Philippines	0.01	-	5.7	1.8	-	28.8	PHP 1,469.3	-10.0%	-10.0%	
Singapore	0.1	-	0.003	4.7	0.01	44.8	SGD 80.2	-1.2%	1.0%	
South Korea	0.1	-	16.1	25.4	0.0005	265.8	KRW 343,121.6	-7.7%	1.2%	
Taiwan	1.0	-	0.5	17.5	-	169.9	TWD 5,775.8	-31.6%	-22.9%	
Thailand*	-	-	28.0	7.7	-	91.8	THB 4,080.2	-	-	
TOTAL	94.3	4.2	337.8	342.6	0.04	6,371.7				
LATIN AMERICA										
Argentina	-	-	1.7	9.4	-	108.7	ARP 108.7	-30.7%	-36.5%	
Bolivia	-	-	0.3	0.7	-	4.4	BOL 29.6	-	-	
Brazil	0.1	-	-	78.2	-	423.5	BRL 998.4	-25.0%	-24.7%	
Chile	0.03	-	1.7	4.0	-	42.1	CLP 26,731.9	-20.1%	-24.2%	
Colombia	0.003	-	0.3	10.4	-	85.2	COP 195,890.4	-22.1%	-12.9%	
Central America	0.001	-	0.5	2.9	-	28.9	USD 28.9	0.0%	-25.6%	
Ecuador	-	-	0.03	0.8	-	6.5	ECS 163,144.7	3.3%	-23.6%	
Mexico	0.2	0.1	6.5	50.0	-	565.8	MXP 5,285.8	-15.5%	-16.1%	
Paraguay	-	-	0.1	0.2	-	2.0	PYG 8,264.8	-51.9%	-0.5%	
Peru	0.0001	-	0.2	0.8	-	6.3	PEN 22.2	-40.0%	-40.4%	
Uruguay	-	-	0.02	0.4	-	8.2	UYP 108.6	-27.8%	-25.4%	
Venezuela	-	-	0.02	5.1	-	50.5	VEB 36,531.0	-2.6%	-14.4%	
TOTAL	0.3	0.1	11.3	162.7	-	1,332.1				
AUSTRALASIA										
Australia	13.0	0.03	0.9	52.1	0.002	522.5	AUD 1,010.3	12.5%	4.8%	
New Zealand	0.6	0.02	0.4	7.6	0.001	82.8	NZD 196.9	1.2%	2.4%	
TOTAL	13.6	0.1	1.3	59.7	0.003	605.3				
MIDDLE EAST/TURKEY										
Bahrain	-	-	0.7	0.1	-	4.2	BHD 1.6	-3.6%	-0.2%	
Egypt	-	-	15.0	0.2	-	27.7	EGP 110.3	-40.2%	-41.3%	
Israel	-	-	0.2	4.0	-	46.9	ILS 197.1	-16.2%	-7.0%	
Kuwait	-	-	1.8	0.1	-	7.3	KWD 2.3	0.4%	-4.4%	
Lebanon	-	-	2.4	0.3	-	10.1	LBP 15,236.5	0.0%	0.0%	
Oman	-	-	0.7	0.1	-	3.0	OMR 1.2	-1.3%	-4.5%	
Qatar	-	-	0.7	0.1	-	3.4	QAR 12.3	-0.9%	-0.2%	
Saudi Arabia	-	-	10.4	0.7	-	51.0	SAR 191.1	-7.1%	-8.7%	
Turkey*	-	-	26.2	3.9	-	153.0	TRL 169,059,323.0	-	-	
UAE	-	-	2.0	1.2	-	24.5	AED 89.8	-47.5%	-30.3%	
TOTAL	-	-	59.9	10.6	-	331.2				
AFRICA										
South Africa	0.7	-	6.0	10.7	-	120.6	ZAR 1,038.2	-5.8%	-0.5%	
Zimbabwe*	-	-	4.6	0.2	-	26.5	ZWD 1,457.1	-	-	
TOTAL	0.7	-	10.6	10.9	-	147.1				
GRAND TOTAL	318.4	11.8	657.8	2,398.2	0.3	33,655.4				

* Thailand - figures not comparable to 2000.

* Turkey - figures not comparable to 2000.

* Zimbabwe - figures not comparable due to inflationary effects on value figures.

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	UNITS					RETAIL VALUE				ANNUAL GROWTH	
	Singles	LPs	MCs	CDs	MiniDisc	USD (2000 rates)	USD (2001 rates)	Local Currency	Units	Local Currency	
NORTH AMERICA											
Canada*	0.5	-	3.2	65.6	-	761.4	730.1	CAD	1,130.7	-13.0%	-14.1%
Jamaica	0.4	0.1	0.01	0.1	-	2.2	2.0	JMD	93.6	-58.4%	-50.3%
USA	40.3	2.2	76.0	942.5	-	14,042.0	14,042.0	USD	14,042.0	-4.7%	-1.5%
TOTAL	41.2	2.3	79.3	1,008.2	-	14,805.5	14,774.0				
EUROPE											
Austria	3.7	0.04	0.6	19.1	0.005	289.1	280.8	EUR	313.8	5.0%	3.5%
Belgium	8.3	0.05	0.1	20.9	0.003	266.8	259.1	EUR	289.6	-6.4%	-9.9%
Bulgaria	-	-	1.6	0.3	-	4.7	4.6	BGL	9,984.3	16.4%	59.1%
Croatia	-	-	0.5	0.6	-	10.3	10.2	HRK	84.9	-8.3%	-7.3%
Cyprus	-	-	0.1	0.9	-	16.8	16.2	CYP	10.4	0.0%	7.4%
Czech Republic*	0.03	0.05	1.8	4.8	0.1	40.6	41.2	CSK	1,565.6	-6.2%	-11.4%
Denmark	1.5	0.002	0.2	18.7	0.004	233.3	226.6	DKK	1,885.6	6.5%	2.4%
Estonia*	0.03	-	0.4	0.4	-	5.8	5.6	EEK	98.1	6.3%	2.7%
Finland	0.6	0.01	0.5	10.7	0.004	115.8	112.5	EUR	125.7	2.8%	4.2%
France	38.0	0.5	8.8	112.4	0.003	1,716.0	1,666.7	EUR	1,862.6	-0.8%	0.0%
Germany*	53.8	0.8	20.2	205.4	0.2	2,414.8	2,345.5	EUR	2,621.1	-2.9%	-1.4%
Greece	1.2	0.01	0.4	7.5	0.001	90.3	86.6	EUR	96.8	6.9%	9.2%
Hungary	0.3	0.002	3.4	4.1	-	57.0	56.2	HUF	16,087.6	1.8%	15.5%
Iceland	-	-	-	0.8	-	15.2	12.3	ISK	1,198.5	-13.5%	-6.8%
Ireland	2.2	0.03	0.8	8.0	0.001	121.1	117.6	EUR	131.4	10.4%	13.8%
Italy	4.5	0.03	9.9	39.1	-	591.3	574.3	EUR	641.8	-8.8%	-4.1%
Latvia	-	-	0.5	0.3	-	6.2	6.0	LVL	3.8	-19.1%	0.0%
Lithuania	0.03	0.001	0.5	0.7	-	3.7	3.7	LTL	14.6	85.5%	27.0%
Netherlands	5.4	0.1	0.3	34.1	0.03	455.0	441.9	EUR	493.8	1.3%	0.8%
Norway	1.1	-	0.1	14.5	0.003	232.3	227.4	NOK	2,044.6	-3.1%	0.5%
Poland	0.2	0.001	14.2	20.2	-	156.5	166.1	PLZ	680.0	-13.3%	10.6%
Portugal	0.8	0.002	3.8	12.2	0.002	141.5	137.4	EUR	153.6	0.5%	3.8%
Romania	-	-	15.6	0.2	-	29.6	22.1	ROL	642,091.2	29.8%	61.4%
Russia	0.5	0.1	100.0	10.0	0.02	197.0	190.0	RUB	5,541.7	7.0%	47.0%
Slovakia	0.03	-	0.6	1.0	-	9.7	9.3	SKK	451.4	-14.7%	-14.4%
Slovenia	-	-	0.6	1.1	-	18.0	16.5	SIT	4,000.0	13.3%	8.6%
Spain*	2.1	0.02	9.8	67.3	-	625.5	607.5	EUR	678.9	10.5%	1.8%
Sweden	5.7	0.05	0.4	26.1	0.003	323.6	287.0	SEK	2,964.9	7.4%	-0.7%
Switzerland	3.3	0.1	0.7	21.8	0.01	264.0	264.2	CHF	445.9	-0.6%	0.7%
UK	66.1	3.2	11.4	201.6	0.3	2,828.7	2,678.6	GBP	1,865.8	6.2%	3.8%
Ukraine	-	-	6.0	1.2	-	13.1	13.2	UAH	71.2	-34.5%	13.8%
TOTAL	199.3	5.2	213.8	865.8	0.7	11,293.1	10,886.8	EUR	12,257.6		
ASIA											
China*	-	-	28.3	9.3	-	65.2	65.2	CNY	540.0	-11.6%	-2.3%
Hong Kong	0.1	0.0001	0.3	11.0	-	108.2	108.1	HKD	842.8	3.5%	4.5%
India*	-	-	162.0	9.5	-	209.3	199.4	INR	9,407.0	3.3%	0.7%
Indonesia*	-	-	52.6	2.2	-	94.8	77.8	IDR	798,666.7	-8.1%	-19.8%
Japan	123.4	5.9	6.5	278.5	0.1	6,535.7	5,795.8	JPY	704,353.1	2.9%	-3.9%

* Canada - figures adjusted to reflect a more accurate estimation of record club sales.

* Czech Republic, Estonia, Germany, Spain, China, India, Indonesia, Taiwan, Venezuela - figures adjusted to reflect improved estimate of member companies market percentage.

World Sales 2000

FIGURES IN MILLIONS

	UNITS					RETAIL VALUE				ANNUAL GROWTH	
	Singles	LPs	MCs	CDs	MiniDisc	USD (2000 rates)	USD (2001 rates)	Local Currency	Units	Local Currency	
ASIA											
Malaysia	0.05	-	5.9	3.6	-	52.6	52.6	MYR 199.8	-0.1%	-0.4%	
Pakistan	-	-	7.5	1.5	-	9.2	7.8	PKR 487.5	-14.3%	20.4%	
Philippines	0.01	-	6.3	2.0	-	37.0	32.0	PHP 1,633.1	-30.9%	-29.7%	
Singapore	0.1	-	0.02	4.8	-	46.1	44.4	SGD 79.5	1.7%	1.0%	
South Korea	0.1	-	23.4	21.5	-	299.7	262.5	KRW 338,926.2	13.0%	15.4%	
Taiwan*	0.8	-	2.3	24.2	-	240.0	220.5	TWD 7,493.7	-23.6%	-24.2%	
Thailand	-	-	37.3	4.4	-	108.2	97.7	THB 4,339.7	-12.6%	-8.6%	
TOTAL	124.6	5.9	332.5	372.6	0.1	7,806.0	6,963.7				
LATIN AMERICA											
Argentina	-	0.002	3.3	12.7	-	171.2	171.2	ARP 171.1	-40.3%	-53.3%	
Bolivia*	-	-	0.1	0.3	-	4.6	4.2	BOL 28.4	-	-	
Brazil	0.2	-	0.01	104.2	-	724.7	562.5	BRL 1,326.2	7.6%	9.3%	
Chile	0.3	-	2.5	4.5	-	65.8	55.5	CLP 35,249.1	-13.6%	-9.0%	
Colombia	0.01	0.1	1.1	12.7	-	107.8	97.8	COP 225,018.5	-0.9%	-2.1%	
Central America	-	-	0.7	2.6	-	38.9	38.9	USD 38.9	-18.0%	-12.9%	
Ecuador*	-	-	0.1	0.7	-	8.5	8.5	ECS 213,466.3	-	-	
Mexico	0.4	0.1	13.1	53.8	-	665.9	674.0	MXP 6,296.5	-8.0%	5.2%	
Paraguay	-	-	0.1	0.3	-	2.4	2.0	PYG 8,308.3	-25.1%	-42.2%	
Peru	-	-	0.5	1.1	-	10.7	10.6	PEN 37.2	7.1%	-25.8%	
Uruguay	-	-	0.04	0.6	-	12.0	10.9	UYP 145.6	-28.8%	-20.5%	
Venezuela*	-	-	0.1	5.1	-	62.8	59.0	VEB 42,677.8	17.3%	33.3%	
TOTAL	0.9	0.1	21.7	198.6	-	1,875.2	1,695.2				
AUSTRALASIA											
Australia	11.7	0.04	1.0	46.0	-	561.3	498.6	AUD 963.9	2.5%	-5.2%	
New Zealand	0.8	0.01	0.6	7.3	0.001	87.9	80.8	NZD 192.2	-1.8%	2.3%	
TOTAL	12.6	0.1	1.6	53.3	0.001	649.2	579.3				
MIDDLE EAST/TURKEY											
Bahrain	-	-	0.8	0.1	-	4.2	4.2	BHD 1.6	9.1%	21.0%	
Egypt	-	-	25.0	0.3	-	50.9	47.3	EGP 187.8	0.4%	0.3%	
Israel	-	-	0.2	4.6	-	52.0	50.4	ILS 211.8	7.9%	-6.8%	
Kuwait	-	-	1.8	0.1	-	7.7	7.7	KWD 2.4	-12.1%	-15.8%	
Lebanon	-	-	2.4	0.3	-	10.1	10.1	LBP 15,236.5	-10.1%	-21.7%	
Oman	-	-	0.7	0.1	-	3.2	3.2	OMR 1.2	27.5%	17.2%	
Qatar	-	-	0.8	0.1	-	3.4	3.4	QAR 12.3	19.0%	13.2%	
Saudi Arabia	-	-	11.1	0.8	-	55.9	55.9	SAR 209.3	-16.4%	10.8%	
Turkey	-	-	33.8	4.9	-	120.8	68.4	TRL 75,548,337.9	-21.0%	42.0%	
UAE	-	-	4.6	1.4	-	35.1	35.1	AED 128.9	-2.8%	-10.3%	
TOTAL	-	-	81.1	12.7	-	343.2	285.5				
AFRICA											
South Africa	1.0	0.02	5.8	11.9	-	150.4	121.2	ZAR 1,043.5	-7.3%	-5.8%	
Zimbabwe	-	0.01	4.5	0.2	-	14.0	14.0	ZWD 607.0	42.6%	28.1%	
TOTAL	1.0	0.03	10.3	12.1	-	164.4	135.2				
GRAND TOTAL	379.5	13.5	740.1	2,523.3	0.8	36,936.6	35,319.9				

* Ecuador - figures adjusted to reflect improved estimate of member companies market percentage.
1999/2000 figures not comparable.

* Bolivia - estimated by IFPI.