

the recording industry  
**world sales**

April 2003

**2002**



representing the  
recording industry  
worldwide

# 2002 World Sales

World sales of recorded music (audio and video) for the year 2002 fell by 7% in value and by 8% in units compared with 2001. The global music market was worth \$US 32 billion, with total unit sales of 3 billion. Music on audio formats fell 8% in value. Global sales of CD albums dropped 6% while sales of singles and cassettes fell 16% and 36% respectively. Music video saw 9% value growth overall, driven by DVD, up 40%.

## Major Global Trends in 2002

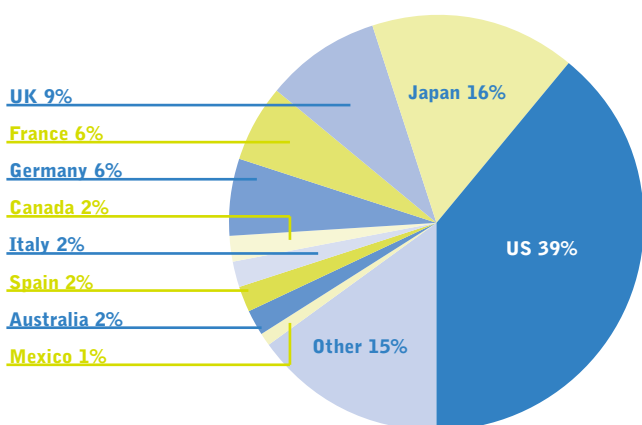
CD sales declined in the majority of territories, reflecting three main factors:

**1 Continued sales substitution from unauthorised internet distribution & CD burning.** This intensified in 2002 with the growth of broadband access in the major markets. A recent report by Enders Analysis concluded that downloading and burning was responsible for up to 40% of the global sales decline.

**2 Competition for consumer spending** from other entertainment sectors. 2002 saw massively increased sales of DVD video and significant growth in video games, driven by the launch of new gaming consoles. This placed further pressure on music spending in 2002. Nonetheless, strong releases, discounting and added-value multimedia features helped CD audio sales, which saw unit growth in 30 markets.

**3 Economic uncertainty**, particularly in Latin America and major Asian territories. In the US and key European markets such as Germany and the UK, consumer confidence remains muted.

TOP 10 MUSIC MARKETS % OF WORLD SALES (retail value)



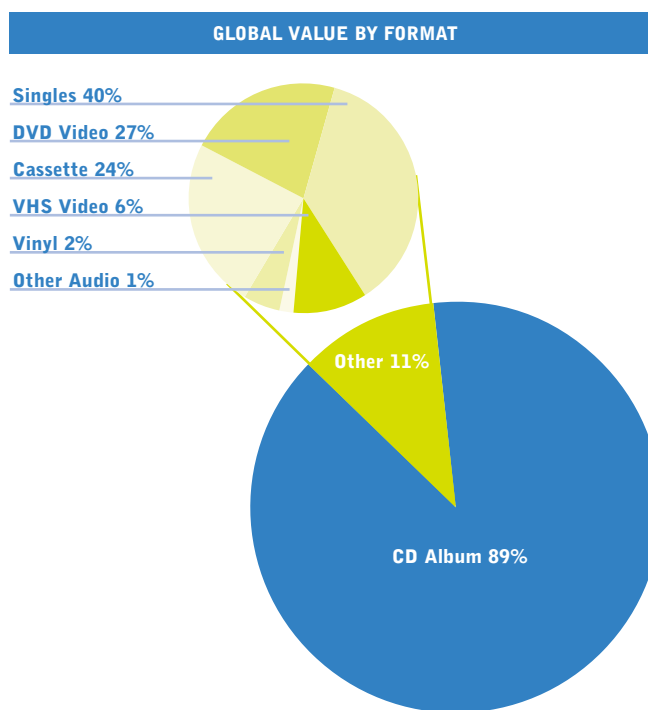
TOP 10 MUSIC MARKETS RETAIL VALUE (millions)

| Country       | 2002          | 2001          | % Change     |
|---------------|---------------|---------------|--------------|
| US            | 12,609        | 13,739        | -8.2%        |
| Japan         | 5,001         | 5,514         | -9.3%        |
| UK            | 2,936         | 3,002         | -2.2%        |
| France        | 2,070         | 1,990         | 4.1%         |
| Germany       | 2,053         | 2,260         | -9.1%        |
| Canada        | 621           | 678           | -8.4%        |
| Italy         | 565           | 559           | 1.1%         |
| Spain         | 551           | 652           | -15.6%       |
| Australia     | 532           | 565           | -5.9%        |
| Mexico        | 462           | 553           | -16.4%       |
| <i>Top 10</i> | <i>27,401</i> | <i>29,512</i> | <i>-7.2%</i> |
| World         | 32,228        | 34,649        | -7.2%        |

**Note:** Figures include music video. See notes for growth calculation details. 2001 figures stated at fixed \$US rate 2002.

| 2002 REGIONAL SUMMARY |             |              |                       |
|-----------------------|-------------|--------------|-----------------------|
| Region                | Unit Change | Value Change | \$US Value (billions) |
| World                 | -8.4%       | -7.2%        | 32.2                  |
| North America         | -10.1%      | -8.2%        | 13.2                  |
| Europe                | -4.0%       | -4.1%        | 11.1                  |
| EU                    | -2.9%       | -3.9%        | 10.0                  |
| Asia                  | -12.8%      | -10.0%       | 6.0                   |
| Asia (excl. Japan)    | -15.2%      | -13.4%       | 1.0                   |
| Latin America         | -5.4%       | -9.8%        | 1.0                   |
| Australasia           | -2.8%       | -5.4%        | 0.6                   |
| Middle East           | -20.5%      | -15.5%       | 0.2                   |
| Africa                | -3.1%       | 1.4%         | 0.1                   |

**Note:** All audio and music video formats included.



## Other Global Trends

- ▶ **Launch of online music services.** Legitimate online music services made good progress in 2002. *Pressplay*, MusicNet and Rhapsody have been joined by a number of other major online music services in the US, and legitimate online services that respect copyrights are now available outside the US. Examples include dotmusic.com, popfile.de, hmv.co.uk and imusica.com.br (Brazil). OD2 currently facilitates numerous legitimate services in Europe. Digital music via online and wireless media will become an important new channel for legitimate music. These services have already begun to attract demand and are expected to grow and largely displace unauthorised music services over the next few years. IFPI will begin tracking online sales in 2003.
- ▶ **Local repertoire.** The share of sales from local repertoire grew by 1% per year between 1992 and 2000. Most markets capitalising on this trend were able to sustain sales growth. However, growth of local repertoire began to slow down in 2001. France was exceptional - sales continued to grow in 2002 due to the strength of local repertoire, much of which appeals to a slightly older demographic.
- ▶ **Top-selling artists sales.** Although 2002 was a very strong year for releases by major international stars, sales of the top-selling repertoire reached lower sales levels than during the late nineties. This was first observed in 2001 and continued in 2002, particularly in major markets such as the US, Japan, UK, Germany, Canada and Italy. This reflects both substitution from unauthorised internet-based burning and downloading and competition for spending amongst younger consumers who are heavier buyers of chart content.
- ▶ **Online retailing.** Sales of physical product through online retail maintained steady growth. 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 4% to 6% and in Germany, from 6% to 9%. Online CD sales remained steady in the US at 3%.

# 2002 World Sales

## Music Video

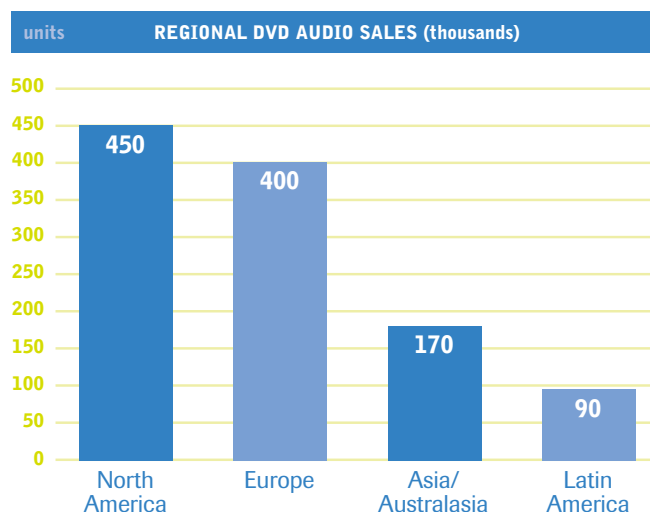
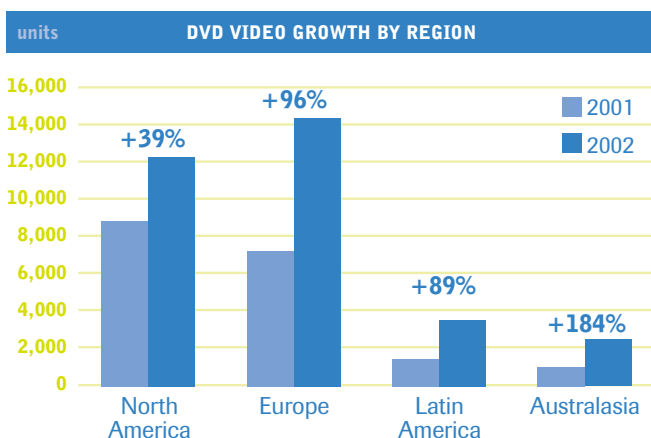
Sales of music video continued to grow substantially in 2002 driven by the increased penetration of DVD players and the impressive flow of new releases from record companies. Between them, the five major record companies released over 1,300 DVD titles in 2002. Best-selling titles included Paul McCartney 'Back in the US', Sade 'Lovers Live', U2 'The Best of 1990-2000', Robbie Williams 'Live at The Albert', Eminem 'All Access Europe', Red Hot Chili Peppers 'Off the Map' and Westlife 'Unbreakable – The Greatest Hits'.

Sales of music video rose by 12% in unit terms, with 58% DVD growth being partly offset by a 42% decline in VHS sales. Growth in DVD sales occurred in all regions. Music video accounted for 3.7% of retail music sales, up from 3.1% in 2001. As the decline in VHS sales slows down, DVD music video will become a growing part of music sales.

## SACD and DVD Audio

2002 was a year of significant developments for DVD Audio and Super Audio CD. These new high-resolution surround sound audio formats were launched during 2000 and initially targeted older 'audiophile' consumers with the re-issue of major catalogue titles. However, during 2002 many music companies began launching new CD titles simultaneously on DVD Audio or SACD. Major SACD releases in 2002 included 22 remastered Rolling Stones titles including 'Let It Bleed', while on DVD Audio came Linkin Park 'Reanimation', Alanis Morissette 'Under Rug Swept' and Elvis '30 #1 Hits'. By April 2003 some 1,000 titles were available on SACD and 500 titles on DVD Audio.

Worldwide unit sales of DVD Audio and SACD reached just over one million each in 2002. Since 2001 the combined unit sales of both formats more than trebled. Although sales still reflect niche markets, several factors will combine to gain sales momentum in 2003. These include increasing record company releases, prices aligning with new release CD audio and increased launch of compatible players by the major electronics manufacturers, including all-disc players. Longer term, in-car systems and portable disc players provide highly attractive environments for both formats.



# Notes

This report includes for the first time a comprehensive summary of music video product sales, which have been included in regional and world growth calculations. Sales by territory are reported in separate tables but will be merged from 2003 onwards (when three-year data is available).

Regional and world growths are based on fixed \$US using 2002 IMF average annual exchange rates. These calculations exclude the following countries:

*Audio market: Jamaica, Croatia, Cyprus, Greece, Iceland, Romania, Russia, Ukraine, Pakistan and Bolivia.*

*Music video market: Estonia, Greece, Latvia, Romania, Ukraine, Pakistan, South Korea, Central America, Paraguay, Peru, Israel and Zimbabwe.*

Turkey and China are excluded from both regional and world totals and growth calculations as reported figures do not comply with IFPI standards and definitions.

Total units are calculated as the total album equivalent in each market. Three singles have been counted as one album.

Other audio formats, including DVD Audio, SACD and MiniDisc are included in the value totals and growths.

'Neg' indicates sales under one thousand units.

## Audio 2002

Greece - figures are estimates and will be revised.

Russia - value growth reflects shift from MC to CD album.

Jamaica, Lithuania, Romania, Ukraine, Pakistan - figures not comparable to 2001.

Poland - figures exclude premiums.

## Audio 2001

Estonia - figures revised to reflect improved coverage estimate.

Poland - figures revised to exclude premiums.

Switzerland, Philippines, Central America - figures revised to reflect improved mark-up estimate.

China - figures revised due to release of government statistics.

Thailand - figures not comparable due to inclusion of VCDs in 2000's results.

Colombia, Denmark, Ecuador, Japan - figures revised to reflect improved market estimate.

Estonia, Turkey, Philippines, Thailand, Bolivia, Colombia, Ecuador, Paraguay, Zimbabwe - figures not comparable to 2000.

## Music Video 2002

Czech Republic, Norway, Spain - format splits are estimates.

China, Malaysia, Singapore, Taiwan - DVD figures include VCDs.

Indonesia, Thailand - figures are VCDs.

Denmark, Italy, Slovakia, Pakistan, Venezuela - format splits not available.

Latvia, Romania, Ukraine, Pakistan, South Korea, Central America, Israel, Zimbabwe - figures not comparable to 2001.

## Music Video 2001

Colombia, Czech Republic, Norway, Spain, Philippines - format splits are estimates.

China, Malaysia, Singapore, Taiwan - DVD figures include VCDs.

Indonesia, Thailand - figures are VCDs.

Argentina, Greece, Italy, Slovakia, Taiwan, Peru, Venezuela - format splits not available.

# 2002 World Sales audio

Figures in millions

| UNITS                |              |            |              |              | RETAIL VALUE    |                |                 | ANNUAL GROWTH |                |
|----------------------|--------------|------------|--------------|--------------|-----------------|----------------|-----------------|---------------|----------------|
| Country              | Singles      | LPs        | MCs          | CDs          | USD             | Local Currency |                 | Units         | Local Currency |
| <b>NORTH AMERICA</b> |              |            |              |              |                 |                |                 |               |                |
| Canada               | 0.6          | -          | 1.1          | 57.0         | 587.9           | CAD            | 922.5           | -6.3%         | -9.7%          |
| Jamaica              | 0.4          | 0.1        | 0.02         | 0.4          | 6.5             | JMD            | 316.5           | -             | -              |
| USA                  | 8.4          | 1.7        | 32.4         | 803.3        | 12,325.7        | USD            | 12,325.7        | -10.2%        | -8.1%          |
| <b>TOTAL</b>         | <b>9.5</b>   | <b>1.8</b> | <b>33.5</b>  | <b>860.7</b> | <b>12,920.1</b> |                |                 |               |                |
| <b>EUROPE</b>        |              |            |              |              |                 |                |                 |               |                |
| Austria              | 2.1          | 0.1        | 0.2          | 14.5         | 245.2           | EUR            | 260.5           | -9.8%         | -7.9%          |
| Belgium              | 6.2          | 0.04       | 0.04         | 17.8         | 225.3           | EUR            | 239.3           | -9.0%         | -8.2%          |
| Bulgaria             | -            | -          | 1.4          | 0.4          | 6.3             | BGL            | 13.1            | -10.2%        | -1.8%          |
| Croatia              | -            | -          | -            | -            | -               | HRK            | -               | -             | -              |
| Cyprus               | -            | -          | -            | -            | -               | CYP            | -               | -             | -              |
| Czech Republic       | 0.01         | -          | 1.2          | 3.6          | 34.9            | CSK            | 1,142.7         | -26.4%        | -20.0%         |
| Denmark              | 0.6          | 0.01       | 0.03         | 11.8         | 167.2           | DKK            | 1,319.7         | -18.7%        | -15.8%         |
| Estonia              | -            | -          | 0.5          | 0.9          | 7.0             | EEK            | 115.6           | 23.4%         | 11.1%          |
| Finland              | 0.6          | 0.01       | 0.1          | 9.8          | 111.0           | EUR            | 118.0           | -10.2%        | -7.5%          |
| France               | 40.5         | 0.5        | 5.0          | 130.4        | 1,989.7         | EUR            | 2,114.2         | 2.5%          | 3.5%           |
| Germany              | 39.2         | 1.0        | 21.8         | 178.2        | 1,988.0         | EUR            | 2,112.4         | -4.0%         | -10.3%         |
| Greece*              | 1.1          | 0.01       | 0.2          | 7.0          | 80.3            | EUR            | 85.3            | 4.4%          | 7.0%           |
| Hungary              | 0.3          | 0.001      | 1.8          | 3.0          | 45.7            | HUF            | 11,782.2        | -16.2%        | -19.1%         |
| Iceland              | -            | -          | -            | -            | -               | ISK            | -               | -             | -              |
| Ireland              | 2.0          | 0.01       | 0.2          | 8.0          | 122.5           | EUR            | 130.2           | -7.4%         | -7.8%          |
| Italy                | 3.6          | 0.1        | 4.0          | 44.7         | 554.7           | EUR            | 589.4           | 8.6%          | 0.5%           |
| Latvia               | -            | -          | 0.3          | 0.4          | 5.8             | LVL            | 3.6             | -48.1%        | -13.7%         |
| Lithuania            | 0.03         | -          | 0.4          | 0.8          | 5.0             | LTL            | 18.3            | -             | -              |
| Netherlands          | 3.6          | 0.2        | 0.1          | 27.9         | 397.6           | EUR            | 422.4           | -14.1%        | -13.2%         |
| Norway               | 1.2          | -          | 0.1          | 15.1         | 254.0           | NOK            | 2,027.5         | 12.4%         | 4.3%           |
| Poland*              | 0.2          | 0.003      | 4.2          | 9.5          | 84.5            | PLZ            | 344.0           | -44.5%        | -27.5%         |
| Portugal             | 0.3          | neg        | 2.2          | 12.5         | 138.3           | EUR            | 147.0           | -1.7%         | 3.7%           |
| Romania              | -            | -          | 12.4         | 3.8          | 24.3            | ROL            | 803,968.7       | -             | -              |
| Russia*              | 0.3          | 0.1        | 95.0         | 18.2         | 257.2           | RUB            | 8,063.9         | 1.5%          | 24.0%          |
| Slovakia             | 0.002        | -          | 0.3          | 1.0          | 6.8             | SKK            | 307.5           | -40.7%        | -29.2%         |
| Slovenia             | -            | -          | 0.3          | 1.1          | 12.7            | SIT            | 3,042.0         | -8.6%         | -22.0%         |
| Spain                | 2.2          | 0.01       | 2.4          | 61.7         | 542.3           | EUR            | 576.2           | -18.5%        | -15.9%         |
| Sweden               | 4.0          | 0.1        | 0.3          | 26.4         | 281.9           | SEK            | 2,745.3         | -0.4%         | -6.7%          |
| Switzerland          | 3.0          | 0.2        | 0.9          | 21.3         | 253.2           | CHF            | 394.6           | 1.7%          | -2.5%          |
| Turkey*              | -            | -          | 23.4         | 4.5          | 121.2           | TRL            | 182,689,997.3   | -7.3%         | 8.1%           |
| UK                   | 52.5         | 2.2        | 1.9          | 221.6        | 2,859.4         | GBP            | 1,907.8         | -1.0%         | -2.5%          |
| Ukraine              | 0.1          | -          | 14.0         | 3.0          | 31.0            | UAH            | 164.9           | -             | -              |
| <b>TOTAL</b>         | <b>163.6</b> | <b>4.4</b> | <b>171.4</b> | <b>854.2</b> | <b>10,731.6</b> | <b>EUR</b>     | <b>11,402.9</b> |               |                |
| <b>ASIA</b>          |              |            |              |              |                 |                |                 |               |                |
| China*               | -            | -          | 43.0         | 18.0         | 93.6            | CNY            | 775.1           | 14.7%         | 11.6%          |
| Hong Kong            | 0.2          | 0.001      | -            | 10.0         | 89.7            | HKD            | 699.7           | 0.3%          | -7.1%          |
| India                | -            | -          | 162.5        | 8.6          | 172.3           | INR            | 8,375.0         | -14.5%        | -22.6%         |
| Indonesia            | -            | -          | 32.0         | 1.8          | 64.6            | IDR            | 601,333.3       | -32.8%        | -18.0%         |

\*Notes on page 4

Figures in millions

# audio World Sales 2002

| UNITS                 |              |             |              |                | RETAIL VALUE    |                |           | ANNUAL GROWTH |                |
|-----------------------|--------------|-------------|--------------|----------------|-----------------|----------------|-----------|---------------|----------------|
| Country               | Singles      | LPs         | MCs          | CDs            | USD             | Local Currency |           | Units         | Local Currency |
| <b>ASIA continued</b> |              |             |              |                |                 |                |           |               |                |
| Japan                 | 77.1         | 2.2         | 4.6          | 228.9          | 4,593.3         | JPY            | 575,938.7 | -10.2%        | -9.9%          |
| Malaysia              | 0.01         | -           | 3.6          | 2.2            | 32.8            | MYR            | 124.6     | -24.2%        | -20.8%         |
| Pakistan              | 0.03         | -           | 7.1          | 1.1            | 4.3             | PKR            | 268.0     | -             | -              |
| Philippines           | 0.03         | -           | 2.8          | 2.8            | 27.3            | PHP            | 1,409.7   | -25.5%        | -16.1%         |
| Singapore             | 0.1          | -           | 0.001        | 5.2            | 46.7            | SGD            | 83.7      | 9.2%          | 4.3%           |
| South Korea           | 0.1          | -           | 7.1          | 21.4           | 216.1           | KRW            | 270,408.2 | -31.4%        | -21.2%         |
| Taiwan                | 0.6          | -           | 0.2          | 16.6           | 143.9           | TWD            | 4,977.7   | -7.4%         | -13.8%         |
| Thailand              | -            | -           | 19.3         | 9.7            | 83.8            | THB            | 3,598.3   | -18.7%        | -11.8%         |
| <b>TOTAL</b>          | <b>78.0</b>  | <b>2.2</b>  | <b>239.1</b> | <b>308.3</b>   | <b>5,474.8</b>  |                |           |               |                |
| <b>LATIN AMERICA</b>  |              |             |              |                |                 |                |           |               |                |
| Argentina             | 0.1          | -           | 0.6          | 5.5            | 27.2            | ARP            | 83.2      | -45.1%        | -23.4%         |
| Bolivia               | -            | -           | -            | -              | -               | BOL            | -         | -             | -              |
| Brazil                | 0.1          | -           | -            | 79.5           | 354.0           | BRL            | 1,034.1   | 1.6%          | 3.6%           |
| Central America       | -            | -           | 0.1          | 3.0            | 28.2            | USD            | 28.2      | -6.6%         | 9.1%           |
| Chile                 | 0.02         | -           | 1.1          | 5.9            | 40.3            | CLP            | 27,775.9  | 22.5%         | 3.7%           |
| Colombia              | 0.01         | 0.003       | 0.1          | 7.7            | 66.1            | COP            | 165,410.4 | -24.5%        | -27.4%         |
| Ecuador               | neg          | -           | 0.003        | 0.7            | 9.2             | ECS            | 230,201.4 | -12.5%        | -14.9%         |
| Mexico                | 0.6          | 0.02        | 2.9          | 51.1           | 445.5           | MXP            | 4,301.9   | -4.4%         | -18.6%         |
| Paraguay              | -            | -           | 0.1          | 0.2            | 0.9             | PYG            | 5,283.3   | 8.9%          | -36.0%         |
| Peru                  | 0.01         | -           | 0.04         | 0.4            | 2.2             | PEN            | 7.8       | -56.8%        | -65.0%         |
| Uruguay               | -            | -           | 0.003        | 0.1            | 1.8             | UYP            | 38.2      | -72.3%        | -64.9%         |
| Venezuela             | 0.002        | -           | 0.001        | 2.1            | 15.9            | VEB            | 18,446.7  | -59.4%        | -49.5%         |
| <b>TOTAL</b>          | <b>0.7</b>   | <b>0.02</b> | <b>4.9</b>   | <b>156.0</b>   | <b>991.3</b>    |                |           |               |                |
| <b>AUSTRALASIA</b>    |              |             |              |                |                 |                |           |               |                |
| Australia             | 11.9         | 0.03        | 0.6          | 49.2           | 499.9           | AUD            | 920.1     | -5.9%         | -8.9%          |
| New Zealand           | 0.7          | 0.003       | 0.2          | 7.6            | 87.6            | NZD            | 189.4     | -2.4%         | -3.8%          |
| <b>TOTAL</b>          | <b>12.6</b>  | <b>0.04</b> | <b>0.8</b>   | <b>56.8</b>    | <b>587.5</b>    |                |           |               |                |
| <b>MIDDLE EAST</b>    |              |             |              |                |                 |                |           |               |                |
| Bahrain               | -            | -           | 0.7          | 0.1            | 4.0             | BHD            | 1.5       | 1.2%          | -5.1%          |
| Egypt                 | -            | -           | 11.5         | 0.1            | 25.7            | EGP            | 115.4     | -23.6%        | 4.7%           |
| Israel                | -            | -           | 0.1          | 3.5            | 37.2            | ILS            | 176.2     | -12.2%        | -10.6%         |
| Kuwait                | -            | -           | 1.9          | 0.1            | 7.8             | KWD            | 2.4       | 6.4%          | 5.6%           |
| Lebanon               | -            | -           | 1.2          | 0.3            | 7.3             | LBP            | 10,957.0  | -43.6%        | -28.1%         |
| Oman                  | -            | -           | 0.7          | 0.1            | 3.2             | OMR            | 1.2       | 0.0%          | 5.7%           |
| Qatar                 | -            | -           | 0.7          | 0.1            | 3.5             | QAR            | 12.9      | 0.0%          | 4.7%           |
| Saudi Arabia          | -            | -           | 7.3          | 0.4            | 31.0            | SAR            | 116.2     | -30.2%        | -39.2%         |
| UAE                   | -            | -           | 3.7          | 1.1            | 29.5            | AED            | 108.3     | -4.0%         | -5.9%          |
| <b>TOTAL</b>          | <b>-</b>     | <b>-</b>    | <b>27.9</b>  | <b>5.7</b>     | <b>149.2</b>    |                |           |               |                |
| <b>AFRICA</b>         |              |             |              |                |                 |                |           |               |                |
| South Africa          | 0.9          | -           | 5.9          | 11.6           | 110.6           | ZAR            | 1,165.4   | 4.9%          | 12.2%          |
| Zimbabwe              | -            | -           | 3.5          | 0.2            | 15.8            | ZWD            | 901.4     | -30.2%        | -43.2%         |
| <b>TOTAL</b>          | <b>0.9</b>   | <b>-</b>    | <b>9.3</b>   | <b>11.8</b>    | <b>126.3</b>    |                |           |               |                |
| <b>GRAND TOTAL</b>    | <b>265.3</b> | <b>8.5</b>  | <b>487.0</b> | <b>2,253.4</b> | <b>30,980.9</b> |                |           |               |                |

\*Notes on page 4

# 2001 World Sales audio

Figures in millions

| UNITS                |              |            |              |              | RETAIL VALUE        |                     |                |               | ANNUAL GROWTH     |        |
|----------------------|--------------|------------|--------------|--------------|---------------------|---------------------|----------------|---------------|-------------------|--------|
| Country              | Singles      | LPs        | MCs          | CDs          | USD<br>(2002 rates) | USD<br>(2001 rates) | Local Currency | Units         | Local<br>Currency |        |
| <b>NORTH AMERICA</b> |              |            |              |              |                     |                     |                |               |                   |        |
| Canada               | 0.5          | -          | 1.5          | 60.7         | 651.3               | 659.9               | CAD            | 1,022.0       | -9.6%             | -9.6%  |
| Jamaica              | 0.3          | 0.1        | 0.01         | 0.1          | 1.9                 | 2.0                 | JMD            | 91.7          | -3.0%             | -2.0%  |
| USA                  | 21.4         | 2.3        | 45.0         | 881.9        | 13,411.7            | 13,411.7            | USD            | 13,411.7      | -9.4%             | -4.5%  |
| <b>TOTAL</b>         | <b>22.2</b>  | <b>2.4</b> | <b>46.5</b>  | <b>942.7</b> | <b>14,064.8</b>     | <b>14,073.6</b>     |                |               |                   |        |
| <b>EUROPE</b>        |              |            |              |              |                     |                     |                |               |                   |        |
| Austria              | 3.0          | 0.1        | 0.3          | 15.8         | 266.3               | 253.2               | EUR            | 283.0         | -17.9%            | -9.8%  |
| Belgium              | 7.1          | 0.1        | 0.1          | 19.4         | 245.4               | 233.4               | EUR            | 260.8         | -7.8%             | -9.9%  |
| Bulgaria             | 0.01         | -          | 1.6          | 0.4          | 6.4                 | 6.1                 | BGL            | 13.3          | 4.9%              | 33.5%  |
| Croatia              | -            | -          | 0.2          | 0.6          | 9.7                 | 9.2                 | HRK            | 76.5          | -29.3%            | -9.9%  |
| Cyprus               | -            | -          | 0.1          | 0.8          | 14.8                | 14.1                | CYP            | 9.1           | -15.0%            | -13.0% |
| Czech Republic       | 0.03         | 0.1        | 1.8          | 4.7          | 43.6                | 37.6                | CSK            | 1,428.7       | -1.5%             | -8.7%  |
| Denmark*             | 1.2          | 0.01       | 0.1          | 14.2         | 198.5               | 188.3               | DKK            | 1,566.9       | -24.1%            | -16.9% |
| Estonia*             | 0.003        | neg        | 0.4          | 0.7          | 6.3                 | 5.9                 | EEK            | 104.1         | -                 | -      |
| Finland              | 0.7          | 0.02       | 0.3          | 10.7         | 120.0               | 114.1               | EUR            | 127.5         | -1.5%             | 1.4%   |
| France               | 39.1         | 0.6        | 6.8          | 125.2        | 1,922.9             | 1,828.3             | EUR            | 2,043.2       | 8.4%              | 9.7%   |
| Germany              | 51.3         | 1.1        | 22.1         | 182.9        | 2,216.7             | 2,107.6             | EUR            | 2,355.3       | -8.7%             | -10.1% |
| Greece               | 1.2          | 0.01       | 0.4          | 6.5          | 75.0                | 71.3                | EUR            | 79.7          | -13.2%            | -17.7% |
| Hungary              | 0.2          | 0.002      | 2.7          | 3.3          | 56.5                | 50.8                | HUF            | 14,560.9      | -20.0%            | -9.5%  |
| Iceland              | -            | -          | -            | 0.6          | 11.8                | 11.1                | ISK            | 1,080.9       | -14.2%            | -9.8%  |
| Ireland              | 2.2          | 0.02       | 0.4          | 8.4          | 132.8               | 126.3               | EUR            | 141.1         | -0.2%             | 7.4%   |
| Italy                | 4.3          | 0.03       | 6.4          | 38.0         | 551.8               | 524.7               | EUR            | 586.3         | -7.8%             | -8.6%  |
| Latvia               | -            | -          | 0.8          | 0.6          | 6.7                 | 6.6                 | LVL            | 4.2           | 73.5%             | 9.6%   |
| Lithuania            | 0.02         | 0.001      | 0.5          | 0.7          | 5.0                 | 4.6                 | LTL            | 18.3          | 1.9%              | 25.1%  |
| Netherlands          | 5.0          | 0.1        | 0.2          | 31.5         | 458.2               | 435.7               | EUR            | 486.9         | -5.9%             | -1.4%  |
| Norway               | 1.0          | -          | 0.1          | 13.5         | 243.5               | 216.2               | NOK            | 1,944.1       | -7.3%             | -4.9%  |
| Poland*              | 0.4          | 0.004      | 10.3         | 14.4         | 116.5               | 115.8               | PLZ            | 474.2         | -17.9%            | -26.9% |
| Portugal             | 0.4          | 0.01       | 3.4          | 11.6         | 133.4               | 126.8               | EUR            | 141.7         | -7.1%             | -7.7%  |
| Romania              | -            | -          | 12.0         | 0.2          | 12.0                | 13.7                | ROL            | 397,734.1     | -23.0%            | -38.1% |
| Russia               | 0.2          | 0.1        | 100.2        | 11.4         | 207.5               | 223.0               | RUB            | 6,504.1       | 1.3%              | 17.4%  |
| Slovakia             | 0.01         | neg        | 0.4          | 1.7          | 9.6                 | 9.0                 | SKK            | 434.0         | 34.6%             | -3.9%  |
| Slovenia             | 0.01         | 0.001      | 0.3          | 1.1          | 16.2                | 16.1                | SIT            | 3,898.2       | -15.6%            | -2.5%  |
| Spain                | 2.4          | 0.03       | 7.0          | 71.1         | 644.8               | 613.0               | EUR            | 685.1         | 1.6%              | 0.9%   |
| Sweden               | 4.4          | 0.1        | 0.3          | 26.3         | 302.2               | 284.9               | SEK            | 2,942.9       | -0.8%             | -0.7%  |
| Switzerland*         | 3.1          | 0.1        | 0.6          | 21.2         | 259.8               | 239.9               | CHF            | 404.9         | -2.6%             | -2.4%  |
| Turkey*              | -            | -          | 26.2         | 3.9          | 112.2               | 153.0               | TRL            | 169,059,323.0 | -                 | -      |
| UK                   | 59.5         | 2.6        | 4.6          | 218.6        | 2,932.2             | 2,808.7             | GBP            | 1,956.4       | 3.1%              | 4.9%   |
| Ukraine              | -            | -          | 5.2          | 1.3          | 12.6                | 12.5                | UAH            | 67.0          | -9.7%             | -5.8%  |
| <b>TOTAL</b>         | <b>186.7</b> | <b>5.1</b> | <b>189.6</b> | <b>857.5</b> | <b>11,238.7</b>     | <b>10,708.5</b>     |                |               |                   |        |
| <b>ASIA</b>          |              |            |              |              |                     |                     |                |               |                   |        |
| China*               | -            | -          | 39.4         | 13.8         | 83.9                | 83.9                | CNY            | 694.4         | 41.5%             | 28.6%  |
| Hong Kong            | 0.1          | -          | 0.03         | 10.0         | 96.6                | 96.6                | HKD            | 753.2         | -11.4%            | -10.6% |
| India                | -            | -          | 190.0        | 10.0         | 222.5               | 229.3               | INR            | 10,818.0      | 16.6%             | 15.0%  |
| Indonesia            | -            | -          | 48.3         | 2.0          | 78.8                | 71.5                | IDR            | 733,333.3     | -8.2%             | -8.2%  |

\*Notes on page 4



Figures in millions

# audio World Sales 2001

| Country               | UNITS        |             |              |                | RETAIL VALUE        |                     |                |           | ANNUAL GROWTH  |        |
|-----------------------|--------------|-------------|--------------|----------------|---------------------|---------------------|----------------|-----------|----------------|--------|
|                       | Singles      | LPs         | MCs          | CDs            | USD<br>(2002 rates) | USD<br>(2001 rates) | Local Currency | Units     | Local Currency |        |
| <b>ASIA continued</b> |              |             |              |                |                     |                     |                |           |                |        |
| Japan*                | 93.1         | 4.2         | 6.1          | 250.0          | 5,095.8             | 5,257.7             | JPY            | 638,957.7 | -11.4%         | -8.0%  |
| Malaysia              | 0.02         | -           | 4.8          | 2.8            | 41.4                | 41.4                | MYR            | 157.3     | -19.4%         | -21.3% |
| Pakistan              | -            | -           | 5.9          | 0.3            | 3.2                 | 3.2                 | PKR            | 199.5     | -31.7%         | -59.1% |
| Philippines*          | 0.01         | -           | 5.7          | 1.8            | 32.6                | 32.9                | PHP            | 1,680.0   | -              | -      |
| Singapore             | 0.1          | -           | 0.003        | 4.7            | 44.8                | 44.8                | SGD            | 80.2      | -1.4%          | 1.0%   |
| South Korea           | 0.1          | -           | 16.1         | 25.4           | 274.3               | 265.8               | KRW            | 343,121.6 | -7.7%          | 1.2%   |
| Taiwan                | 1.0          | -           | 0.5          | 17.5           | 167.0               | 169.9               | TWD            | 5,775.8   | -31.5%         | -22.9% |
| Thailand*             | -            | -           | 28.0         | 7.7            | 95.0                | 91.8                | THB            | 4,080.2   | -              | -      |
| <b>TOTAL</b>          | <b>94.3</b>  | <b>4.2</b>  | <b>305.3</b> | <b>332.3</b>   | <b>6,151.9</b>      | <b>6,304.8</b>      |                |           |                |        |
| <b>LATIN AMERICA</b>  |              |             |              |                |                     |                     |                |           |                |        |
| Argentina             | -            | -           | 1.7          | 9.4            | 35.5                | 108.7               | ARP            | 108.7     | -30.7%         | -36.5% |
| Bolivia               | -            | -           | 0.3          | 0.7            | 4.0                 | 4.4                 | BOL            | 29.6      | -              | -      |
| Brazil                | 0.1          | -           | -            | 78.2           | 341.8               | 423.5               | BRL            | 998.4     | -25.0%         | -24.7% |
| Central America*      | -            | -           | 0.5          | 2.9            | 25.9                | 25.9                | USD            | 25.9      | 0.0%           | -33.4% |
| Chile                 | 0.03         | -           | 1.7          | 4.0            | 38.9                | 42.2                | CLP            | 26,785.0  | -20.1%         | -24.0% |
| Colombia*             | 0.003        | -           | 0.3          | 10.1           | 90.9                | 99.0                | COP            | 227,721.0 | -              | -      |
| Ecuador*              | 0.001        | -           | 0.03         | 0.8            | 10.8                | 10.8                | ECS            | 270,539.1 | -              | -      |
| Mexico                | 0.2          | 0.1         | 6.5          | 50.0           | 547.4               | 565.8               | MXP            | 5,285.8   | -15.5%         | -16.1% |
| Paraguay              | -            | -           | 0.1          | 0.2            | 1.4                 | 2.0                 | PYG            | 8,260.6   | -              | -      |
| Peru                  | neg          | -           | 0.2          | 0.8            | 6.3                 | 6.3                 | PEN            | 22.2      | -40.0%         | -40.4% |
| Uruguay               | -            | -           | 0.02         | 0.4            | 5.1                 | 8.2                 | UYP            | 108.6     | -27.8%         | -25.4% |
| Venezuela             | -            | -           | 0.02         | 5.1            | 31.5                | 50.5                | VEB            | 36,531.0  | -20.1%         | -14.4% |
| <b>TOTAL</b>          | <b>0.3</b>   | <b>0.1</b>  | <b>11.3</b>  | <b>162.4</b>   | <b>1,139.5</b>      | <b>1,347.3</b>      |                |           |                |        |
| <b>AUSTRALASIA</b>    |              |             |              |                |                     |                     |                |           |                |        |
| Australia             | 13.0         | 0.03        | 0.9          | 52.1           | 548.9               | 522.5               | AUD            | 1,010.3   | 12.5%          | 4.8%   |
| New Zealand           | 0.6          | 0.02        | 0.4          | 7.6            | 91.1                | 82.8                | NZD            | 196.9     | 1.1%           | 2.4%   |
| <b>TOTAL</b>          | <b>13.6</b>  | <b>0.1</b>  | <b>1.3</b>   | <b>59.7</b>    | <b>639.9</b>        | <b>605.3</b>        |                |           |                |        |
| <b>MIDDLE EAST</b>    |              |             |              |                |                     |                     |                |           |                |        |
| Bahrain               | -            | -           | 0.7          | 0.1            | 4.2                 | 4.2                 | BHD            | 1.6       | -3.6%          | -0.2%  |
| Egypt                 | -            | -           | 15.0         | 0.2            | 24.5                | 27.7                | EGP            | 110.3     | -40.2%         | -41.3% |
| Israel                | -            | -           | 0.2          | 4.0            | 41.6                | 46.9                | ILS            | 197.1     | -16.2%         | -7.0%  |
| Kuwait                | -            | -           | 1.8          | 0.1            | 7.4                 | 7.3                 | KWD            | 2.3       | 0.4%           | -4.4%  |
| Lebanon               | -            | -           | 2.4          | 0.3            | 10.1                | 10.1                | LBP            | 15,236.5  | 0.0%           | 0.0%   |
| Oman                  | -            | -           | 0.7          | 0.1            | 3.0                 | 3.0                 | OMR            | 1.2       | -1.3%          | -4.5%  |
| Qatar                 | -            | -           | 0.7          | 0.1            | 3.4                 | 3.4                 | QAR            | 12.3      | -0.9%          | -0.2%  |
| Saudi Arabia          | -            | -           | 10.4         | 0.7            | 51.0                | 51.0                | SAR            | 191.1     | -7.1%          | -8.7%  |
| UAE                   | -            | -           | 3.8          | 1.2            | 31.3                | 31.3                | AED            | 115.1     | -17.5%         | -10.7% |
| <b>TOTAL</b>          | <b>-</b>     | <b>-</b>    | <b>35.6</b>  | <b>6.6</b>     | <b>176.6</b>        | <b>185.0</b>        |                |           |                |        |
| <b>AFRICA</b>         |              |             |              |                |                     |                     |                |           |                |        |
| South Africa          | 0.7          | -           | 6.0          | 10.7           | 98.5                | 120.6               | ZAR            | 1,038.2   | -5.8%          | -0.5%  |
| Zimbabwe*             | -            | -           | 5.0          | 0.2            | 27.7                | 28.8                | ZWD            | 1,586.7   | -              | -      |
| <b>TOTAL</b>          | <b>0.7</b>   | <b>-</b>    | <b>11.0</b>  | <b>11.0</b>    | <b>126.2</b>        | <b>149.4</b>        |                |           |                |        |
| <b>GRAND TOTAL</b>    | <b>318.0</b> | <b>11.8</b> | <b>600.5</b> | <b>2,372.2</b> | <b>33,537.7</b>     | <b>33,373.8</b>     |                |           |                |        |

\*Notes on page 4

# 2002 World Sales music video

Figures in thousands

| UNITS                |                 |                 | RETAIL VALUE       |                |                  | ANNUAL GROWTH  |         |
|----------------------|-----------------|-----------------|--------------------|----------------|------------------|----------------|---------|
| Country              | DVD             | VHS             | USD                | Local Currency | Units            | Local Currency |         |
| <b>NORTH AMERICA</b> |                 |                 |                    |                |                  |                |         |
| Canada               | 1,619.0         | 1,199.0         | 33,340.6           | CAD            | 52,322.1         | 20.9%          | 24.8%   |
| USA                  | 10,651.0        | 3,463.8         | 283,627.6          | USD            | 283,627.6        | -19.4%         | -13.4%  |
| <b>TOTAL</b>         | <b>12,269.9</b> | <b>4,662.7</b>  | <b>316,968.2</b>   |                |                  |                |         |
| <b>EUROPE</b>        |                 |                 |                    |                |                  |                |         |
| Austria              | 195.3           | 23.5            | 6,078.6            | EUR            | 6,458.8          | 39.8%          | 45.6%   |
| Belgium              | 346.4           | 28.5            | 8,167.8            | EUR            | 8,678.7          | 44.9%          | 38.9%   |
| Bulgaria             | -               | 3.0             | 29.2               | BGL            | 60.6             | -7.4%          | -11.5%  |
| Czech Republic*      | 45.3            | 36.8            | 1,594.7            | CSK            | 52,209.7         | 39.3%          | 55.6%   |
| Denmark*             |                 | 67.4            | 1,603.8            | DKK            | 12,661.2         | 50.0%          | 120.0%  |
| Estonia              | -               | -               | -                  | EEK            | -                | -              | -       |
| Finland              | 81.5            | 53.5            | 3,534.2            | EUR            | 3,755.3          | 27.1%          | 45.5%   |
| France               | 3,071.0         | 816.0           | 80,378.6           | EUR            | 85,406.2         | 29.6%          | 20.7%   |
| Germany              | 3,333.3         | 444.4           | 65,356.4           | EUR            | 69,444.4         | 60.1%          | 50.4%   |
| Greece               | -               | -               | -                  | EUR            | -                | -              | -       |
| Hungary              | 48.8            | 27.0            | 1,374.5            | HUF            | 354,457.0        | 73.4%          | 30.2%   |
| Ireland              | 28.7            | 265.5           | 5,399.2            | EUR            | 5,737.0          | 22.5%          | 26.4%   |
| Italy*               |                 | 832.2           | 10,170.8           | EUR            | 10,806.9         | 93.0%          | 47.2%   |
| Latvia               | 6.3             | -               | 151.7              | LVL            | 93.8             | -              | -       |
| Lithuania            | 4.0             | 2.0             | 116.9              | LTL            | 430.0            | 275.0%         | 205.0%  |
| Netherlands          | 2,045.0         | 228.8           | 42,738.0           | EUR            | 45,411.3         | 248.4%         | 287.1%  |
| Norway*              | 181.6           | 9.6             | 5,562.9            | NOK            | 44,413.3         | 138.9%         | 146.3%  |
| Poland               | 173.7           | 36.8            | 3,465.9            | PLZ            | 14,112.6         | -30.8%         | 2.5%    |
| Portugal             | 376.8           | 18.3            | 9,168.3            | EUR            | 9,741.8          | 159.7%         | 159.8%  |
| Romania              | 3.0             | 8.0             | 64.8               | ROL            | 2,142,600.0      | -              | -       |
| Russia               | 25.0            | 97.0            | 835.9              | RUB            | 26,204.3         | 1.7%           | 12.0%   |
| Slovakia*            |                 | 15.8            | 244.9              | SKK            | 11,100.0         | 0.0%           | 5.0%    |
| Spain*               | 487.8           | 31.1            | 8,693.2            | EUR            | 9,237.0          | 2.0%           | 12.8%   |
| Sweden               | 237.9           | 57.6            | 5,345.3            | SEK            | 52,047.4         | 120.6%         | 113.6%  |
| UK                   | 3,563.0         | 1,486.7         | 76,639.1           | GBP            | 51,135.1         | 5.0%           | 9.8%    |
| Ukraine*             | 3.0             | 105.0           | 508.6              | UAH            | 2,709.0          | -              | -       |
| <b>TOTAL</b>         | <b>14,257.3</b> | <b>3,779.2</b>  | <b>337,223.2</b>   | <b>EUR</b>     | <b>358,316.5</b> |                |         |
| <b>ASIA</b>          |                 |                 |                    |                |                  |                |         |
| China*               | 8,175.0         | -               | 15,496.6           | CNY            | 128,265.0        | 46.5%          | -7.0%   |
| Hong Kong            | 1,213.6         | -               | 9,505.5            | HKD            | 74,133.0         | -21.5%         | -23.0%  |
| Indonesia*           | 461.0           | -               | 1,815.5            | IDR            | 16,904,500.0     | -37.8%         | -39.2%  |
| Japan                | 10,991.1        | 2,093.3         | 407,648.8          | JPY            | 51,114,280.0     | -2.1%          | -2.4%   |
| Malaysia*            | 299.8           | -               | 1,704.3            | MYR            | 6,476.5          | 6.8%           | 1.3%    |
| Pakistan*            |                 | 300.0           | 315.6              | PKR            | 19,650.0         | -              | -       |
| Philippines          | 110.8           | 0.03            | 709.0              | PHP            | 36,587.0         | 97.9%          | 66.6%   |
| Singapore*           | 254.7           | -               | 2,695.7            | SGD            | 4,826.8          | -16.0%         | -11.2%  |
| South Korea          | 356.7           | -               | 5,471.8            | KRW            | 6,845,753.1      | -              | -       |
| Taiwan*              | 1,321.0         | 994.6           | 17,747.8           | TWD            | 613,745.9        | 85.9%          | 46.8%   |
| Thailand*            | 15,239.0        | -               | 46,408.7           | THB            | 1,993,720.0      | 245.2%         | 127.1%  |
| <b>TOTAL</b>         | <b>30,247.7</b> | <b>3,087.9</b>  | <b>494,022.8</b>   |                |                  |                |         |
| <b>LATIN AMERICA</b> |                 |                 |                    |                |                  |                |         |
| Argentina            | 62.1            | 4.2             | 706.5              | ARP            | 2,164.2          | 142.3%         | 883.7%  |
| Brazil               | 2,822.2         | 400.4           | 34,916.4           | BRL            | 101,996.0        | 81.1%          | 72.4%   |
| Central America      | 5.0             | -               | 106.3              | USD            | 106.3            | -              | -       |
| Chile                | 231.4           | 37.8            | 4,441.9            | CLP            | 3,060,157.9      | > 1000%        | > 1000% |
| Colombia             | 15.8            | 21.1            | 560.5              | COP            | 1,403,541.1      | -48.5%         | 13.9%   |
| Mexico               | -               | 859.5           | 16,592.2           | MXP            | 160,213.8        | 278.0%         | 207.7%  |
| Paraguay             | -               | -               | -                  | PYG            | -                | -              | -       |
| Peru                 | -               | -               | -                  | PEN            | -                | -              | -       |
| Venezuela*           |                 | 20.9            | 288.2              | VEB            | 334,638.4        | 75.2%          | 155.6%  |
| <b>TOTAL</b>         | <b>3,136.5</b>  | <b>1,323.0</b>  | <b>57,612.0</b>    |                |                  |                |         |
| <b>AUSTRALASIA</b>   |                 |                 |                    |                |                  |                |         |
| Australia            | 2,374.7         | 207.4           | 32,266.5           | AUD            | 59,388.4         | 156.9%         | 94.5%   |
| New Zealand          | 217.9           | 6.3             | 3,663.6            | NZD            | 7,921.4          | 85.2%          | 69.4%   |
| <b>TOTAL</b>         | <b>2,592.6</b>  | <b>213.7</b>    | <b>35,930.1</b>    |                |                  |                |         |
| Israel               | 35.0            | 1.2             | 870.4              | ILS            | 4,124.0          | -              | -       |
| South Africa         | 253.8           | -               | 4,399.8            | ZAR            | 46,377.4         | 34.1%          | 66.4%   |
| Zimbabwe             | 0.3             | -               | 18.2               | ZWD            | 1,043.5          | -              | -       |
| <b>GRAND TOTAL</b>   | <b>62,793.1</b> | <b>13,067.7</b> | <b>1,247,044.8</b> |                |                  |                |         |

\*Notes on page 4

# music video World Sales 2001

Figures in thousands

| Country              | UNITS           |                 | RETAIL VALUE       |                    |                  |
|----------------------|-----------------|-----------------|--------------------|--------------------|------------------|
|                      | DVD             | VHS             | USD (2002 rates)   | USD (2001 rates)   | Local Currency   |
| <b>NORTH AMERICA</b> |                 |                 |                    |                    |                  |
| Canada               | 933.7           | 1,396.8         | 26,711.5           | 27,044.5           | CAD 41,919.0     |
| USA                  | 7,899.0         | 9,615.0         | 327,378.0          | 327,378.0          | USD 327,378.0    |
| <b>TOTAL</b>         | <b>8,832.7</b>  | <b>11,011.8</b> | <b>354,089.5</b>   | <b>354,422.5</b>   |                  |
| <b>EUROPE</b>        |                 |                 |                    |                    |                  |
| Austria              | 112.9           | 43.5            | 4,176.0            | 3,961.8            | EUR 4,437.2      |
| Belgium              | 185.1           | 73.7            | 5,880.4            | 5,578.8            | EUR 6,248.2      |
| Bulgaria             | -               | 3.2             | 32.9               | 31.4               | BGL 68.4         |
| Czech Republic*      | 23.6            | 35.4            | 1,024.9            | 882.1              | CSK 33,553.2     |
| Denmark              | 3.1             | 41.8            | 728.9              | 691.6              | DKK 5,754.1      |
| Estonia              | 3.4             | 4.5             | 143.4              | 135.7              | EEK 2,382.6      |
| Finland              | -               | 106.2           | 2,428.7            | 2,304.1            | EUR 2,580.6      |
| France               | 2,190.0         | 810.0           | 66,605.1           | 63,188.6           | EUR 70,771.2     |
| Germany              | 1,460.7         | 898.9           | 43,461.3           | 41,231.9           | EUR 46,179.8     |
| Greece*              |                 | 29.8            | 516.3              | 489.8              | EUR 548.6        |
| Hungary              | 27.7            | 16.0            | 1,056.0            | 950.6              | HUF 272,324.0    |
| Ireland              | -               | 240.2           | 4,272.1            | 4,052.9            | EUR 4,539.3      |
| Italy*               |                 | 431.1           | 6,907.9            | 6,553.6            | EUR 7,340.0      |
| Latvia               | -               | -               | -                  | -                  | LVL -            |
| Lithuania            | 1.2             | 0.4             | 38.3               | 35.3               | LTL 141.0        |
| Netherlands          | 544.3           | 108.3           | 11,040.7           | 10,474.4           | EUR 11,731.3     |
| Norway*              | 76.0            | 4.0             | 2,258.3            | 2,005.6            | NOK 18,030.0     |
| Poland               | 140.0           | 164.3           | 3,381.6            | 3,366.6            | PLZ 13,769.4     |
| Portugal             | 138.6           | 13.6            | 3,528.4            | 3,347.4            | EUR 3,749.1      |
| Romania              | -               | -               | -                  | -                  | ROL -            |
| Russia               | 20.0            | 100.0           | 746.4              | 802.2              | RUB 23,400.0     |
| Slovakia*            |                 | 15.8            | 233.2              | 218.6              | SKK 10,571.6     |
| Spain*               | 432.6           | 76.3            | 7,705.3            | 7,310.1            | EUR 8,187.3      |
| Sweden               | 84.0            | 50.0            | 2,502.8            | 2,359.1            | SEK 24,369.7     |
| UK                   | 1,825.7         | 2,985.5         | 69,829.7           | 67,524.3           | GBP 46,591.8     |
| Ukraine              | -               | -               | -                  | -                  | UAH -            |
| <b>TOTAL</b>         | <b>7,268.8</b>  | <b>5,775.8</b>  | <b>238,498.8</b>   | <b>227,496.4</b>   |                  |
| <b>ASIA</b>          |                 |                 |                    |                    |                  |
| China*               | 5,510.0         | 71.0            | 16,670.0           | 16,663.9           | CNY 137,977.0    |
| Hong Kong            | 1,543.6         | 2.7             | 12,349.7           | 12,348.0           | HKD 96,314.4     |
| Indonesia*           | 741.5           | -               | 2,986.4            | 2,710.0            | IDR 27,806,656.0 |
| Japan                | 8,627.8         | 4,733.3         | 417,700.2          | 430,960.2          | JPY 52,374,598.9 |
| Malaysia*            | 280.5           | 0.3             | 1,682.2            | 1,682.2            | MYR 6,392.2      |
| Pakistan             | -               | -               | -                  | -                  | PKR -            |
| Philippines*         | 55.4            | 0.6             | 425.6              | 430.8              | PHP 21,965.0     |
| Singapore*           | 303.3           | -               | 3,036.2            | 3,037.2            | SGD 5,436.7      |
| South Korea          | -               | -               | -                  | -                  | KRW -            |
| Taiwan*              |                 | 1,245.7         | 12,091.0           | 12,303.2           | TWD 418,126.6    |
| Thailand*            | 4,410.0         | -               | 20,436.4           | 19,760.3           | THB 877,950.0    |
| <b>TOTAL</b>         | <b>15,963.1</b> | <b>4,736.8</b>  | <b>470,707.8</b>   | <b>483,231.9</b>   |                  |
| <b>LATIN AMERICA</b> |                 |                 |                    |                    |                  |
| Argentina*           |                 | 27.4            | 71.8               | 220.0              | ARP 220.0        |
| Brazil               | 1,653.0         | 126.2           | 20,258.9           | 25,076.0           | BRL 59,179.3     |
| Central America      | -               | -               | -                  | -                  | USD -            |
| Chile                | 1.6             | 21.1            | 369.9              | 401.3              | CLP 254,828.4    |
| Colombia*            | 1.4             | 70.2            | 492.0              | 535.8              | COP 1,232,149.2  |
| Mexico               | -               | 227.4           | 5,391.5            | 5,573.9            | MXP 52,059.8     |
| Paraguay             | 3.5             | 1.9             | 83.4               | 116.1              | PYG 476,719.3    |
| Peru*                |                 | 2.6             | 57.8               | 57.9               | PEN 203.3        |
| Venezuela*           |                 | 11.9            | 112.8              | 180.9              | VEB 130,912.8    |
| <b>TOTAL</b>         | <b>1,659.6</b>  | <b>446.7</b>    | <b>26,838.1</b>    | <b>32,161.9</b>    |                  |
| <b>AUSTRALASIA</b>   |                 |                 |                    |                    |                  |
| Australia            | 802.1           | 203.2           | 16,587.6           | 15,818.9           | AUD 30,530.5     |
| New Zealand          | 110.5           | 10.5            | 2,162.5            | 1,964.6            | NZD 4,675.8      |
| <b>TOTAL</b>         | <b>912.6</b>    | <b>213.7</b>    | <b>18,750.2</b>    | <b>17,783.5</b>    |                  |
| Israel               | -               | -               | -                  | -                  | ILS -            |
| South Africa         | 112.9           | 76.3            | 2,644.5            | 3,237.5            | ZAR 27,875.3     |
| Zimbabwe             | -               | -               | -                  | -                  | ZWD -            |
| <b>GRAND TOTAL</b>   | <b>34,739.7</b> | <b>22,261.1</b> | <b>1,111,528.8</b> | <b>1,118,333.8</b> |                  |

\*Notes on page 4



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