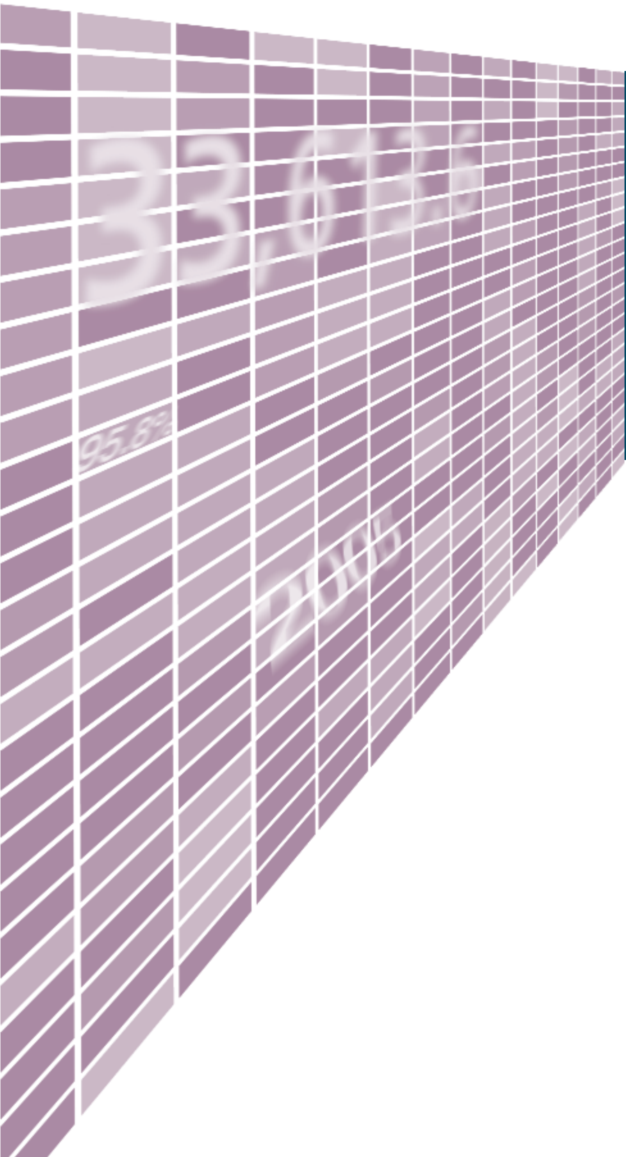
ifpi

representing the
recording industry
worldwide



THE RECORDING INDUSTRY
WORLD SALES
2005

World retail sales of recorded music (audio and video) fell by 0.4% in units and by 1.3% in value, totalling $US 33.6 billion in 2004. Music on audio formats fell by 2.6% in value, while DVD music video increased by 23.2%. Sales of CD albums dropped 0.9% in value with singles and cassettes values down 15.6% and 36% respectively.

Overview

This is the best year-on-year result achieved by the industry for five years. It reflects some positive factors including economic recovery, strong repertoire and progress in the online and mobile sectors. Including digital sales, the recorded music market would have been flat.

However, the trends vary markedly between different regions and countries. The US and UK saw growth in CD sales, while in Canada, Germany and Japan the rate of long-term decline slowed very significantly. France, Spain and Sweden saw steep market falls linked to internet piracy and slow retail sales generally. Australia, Italy and Netherlands also saw falls, with DVD music video growth slowing down in these markets.

Sales Value up 2.2% in North America

The US maintains a very large impact on world sales, with 36% of the global market in 2004. The US saw a 2.6% growth in units and value. Sales at 'normal retail' rose 4.4% in units and 3.3% in value, but were tempered by sharp falls in direct and special markets (record club sales).

In the US, growth has come from a number of corners including a strengthening economy and successful releases. Music buyers have become aware of the decrease in retail prices as well as the increasing amount of value-added on products, including extra tracks, bonus DVDs and web-based content.

There is also a positive correlation between music consumers with digital music players and DVD players and increased CD buying, suggesting that these technologies may actually be driving CD purchasing along with DVD music video and digital tracks. Sales of the top ten albums have significantly improved in the US too. Nielsen SoundScan data revealed the first climb in the combined sales of the top ten albums for three years along with a 3% increase in sales of new release albums. Catalogue albums saw an even bigger volume increase of 5%.

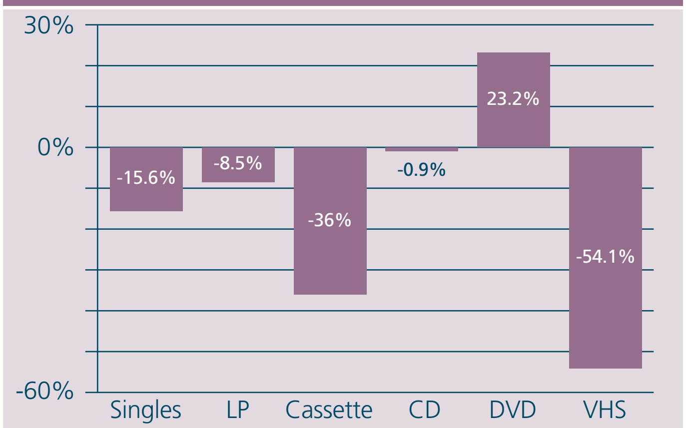
In the Canadian market there are signs of recovery, with the market growing 2.9% in units but falling 4.7% in value. Strong releases such as Shania Twain, Eminem, Green Day, U2 and Usher - as well as the success of several French Canadian acts - helped CD volume sales rise 3.2%. These were offset by falling retail prices, discounting and a steep drop in record club sales. Like the US, Canada saw better sales of top-selling repertoire – sales of the top 10 albums in 2004 were up 3% on 2003.

Slower Decline in Germany & Japan

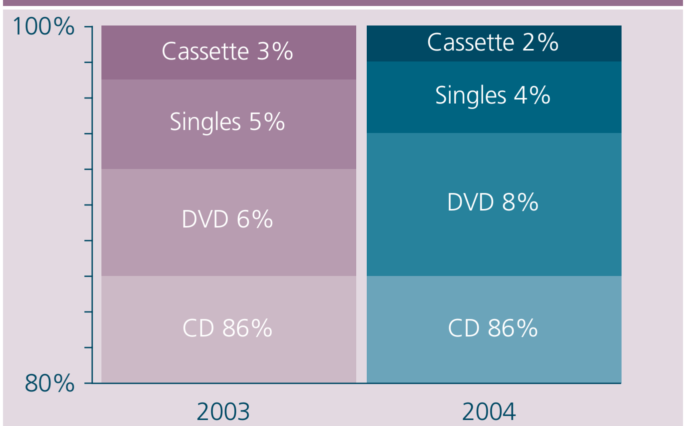
Sales in Germany fell 4.2% in value, the most modest sales decline in three years. The slowing rate of decline reflects more optimism in the German market, fuelled by the continuing success of DVD music video and a decline in illegal downloading. The CD burning phenomenon that so sharply affected the German market over the past four years also appears to have peaked. The number of CDs burned by consumers in 2004 stayed roughly equal to that in 2003 at 327 million, though this is still more than twice the number of CD albums sold.

Sales in Japan fell 1.8% in value, a marked improvement on recent years, reflecting greater optimism and a steadily increasing number of artists signed and albums released. Japan has seen long-term decline suffering from general economic downturn, a huge growth in CDR burning and digital piracy. The market has taken time to adjust. It was previously more geared to the under 20's consumer than any other market in the world, with this group making up two thirds of CDs sales back in 1998. That population has both fallen and turned sharply towards other entertainment, especially mobile phones.

Value Change by Format



Value Share by Format



Declines in Continental Europe & Asia/Pacific

In continental Europe, Czech Republic, Finland, France, Portugal, Spain and Sweden all saw double-digit market declines while Austria, Italy and Netherlands also dropped significantly.

The French market fell for the second consecutive year in 2004 by 14.8%. This two year decline follows a period of strong growth driven by local repertoire. Internet piracy has had a significant impact, correlated with rapidly rising household broadband penetration, which increased from 7% in 2002 to 20% in 2004. But it is not yet clear if the fall in the French market is temporary or the start of longer-term decline, since most of the 2004 value drop took place in the first half.

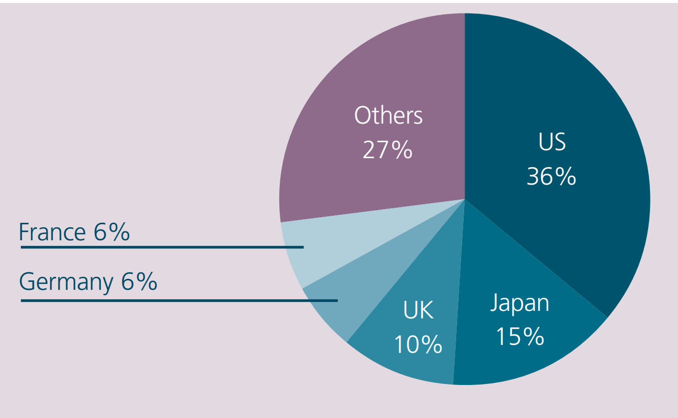
In Asia, Hong Kong, Philippines, Singapore and South Korea fell steeply. Sales have been affected by a combination of physical and internet piracy. Internet piracy is markedly having an impact on South Korea and Hong Kong. Economic difficulties and competition from other entertainment sectors have also played a part in declining sales in these markets.

China is a notable exception to the trend, showing continued growth with the market up 6.8% in units and value. Despite being the largest market in Asia after Japan, China still lags on a per-capita basis. Accession to the WTO and encouraging reforms to copyright law should stimulate further growth in the legitimate music sector.

A positive development in Asia during 2004 was the expansion of the music-to-mobile market. South Korea has established a sizeable 'ringback' tones business, while master recording ringtones have become extremely popular in Japan and increasingly in China. With the roll-out of 3G and the marketing of more advanced handsets, mobile will account for a growing share of music sales in the region.

Australia saw a 6.1% value decline in 2004 following a year of strong growth. An increasingly competitive entertainment retail environment and a significant growth in the uptake of broadband, enabling illegal downloading, were the main factors affecting sales. CD volume sales were down 5%, largely a result of a decline in the top sellers, with the top 50 album sales falling by 6%. DVD music video fell for the first time by 7%. However the format is still a source of growth and an area of focus for record companies.

Top Markets % of World Sales



Top 10 Markets Retail Value

Country	$US Million	% Change
US	12,153	2.6%
Japan	5,168	-1.8%
UK	3,509	-1.6%
Germany	2,149	-4.2%
France	1,979	-14.8%
Australia	717	-6.1%
Canada	694	-4.7%
Italy	652	-7.9%
Spain	573	-12.5%
Netherlands	508	-7.4%
Top 10 Total	28,102	-1.9%
Top 10 % of World	83.6%	

2004 Regional Summary

Region	Unit Change	Value Change	$US Billion
World	-0.4%	-1.3%	33.6
North America	2.6%	2.2%	12.8
Europe	-1.6%	-5.4%	12.3
EU	-3.1%	-6.6%	11.2
Asia	-3.7%	-1.8%	6.2
Asia (excl.Japan)	-4.9%	-2.0%	1.1
Latin America	9.2%	12.6%	1.0
Australasia	-5.8%	-6.2%	0.8
Middle East	-13.3%	-0.7%	0.1

UK Market Stays Vibrant

Music sales in the UK grew in unit terms including record level CD album volumes for the second consecutive year. CD album sales in the UK reached 174.6 million, up 4.5%.

The strength of UK market can be best explained by the vast amount of choice available to consumers - what to buy, where to buy, the price paid and places to hear new music. The UK releases 26,000 albums a year, increasing each year since 1998. Only the US releases more records (around 33,000 per year). Value-added products have also increased, stimulating the market. In 2004, 12 albums with value-added material appeared in the top 20 during the week prior Christmas. CD album prices have fallen from an average of £10.90 in Q2 2001 to £9.50 Q4 2004.

Music retailing is also thriving in the UK. While supermarkets and internet retailers have increased their respective market shares, music specialists such as HMV and Virgin have also done well. Recent entrants such as Fopp and Music Zone have been phenomenally successful offering a well-targeted selection of music at competitive price points. Both plan to expand.

The UK media (TV, radio and print) has also played an important role in driving sales. In particular, the UK live music festival scene has contributed to the overall strength of the business. For example sales of UK signed acts Scissor Sisters and Keane increased by 50% and 30% respectively the week following their performances at Glastonbury.

Top repertoire in UK is also thriving with the top 10 album titles generating an extra million units compared to 2003. In 2004, 13 of the top 20 best-selling albums were from UK acts.

Recovery in Latin America

Latin American music sales benefited from economic recovery, increased efforts against piracy and the success of DVD music video sales, all of which contributed to a strong recovery in 2004. The region grew 9.2% in units and 12.6% in value. Most markets experienced growth in value terms. Commercial piracy is however still a huge problem in the region, reaching levels above 50% in every country.

The Brazilian market grew by 16.8% in value, overtaking Mexico as the biggest market in the region. Growth in Brazil was mostly driven by the success of DVD music video, which grew by 104% in value and now accounts for 26% of the total market. DVD music videos now account for over one in ten of all music releases in Brazil. The best-selling DVD, by local act Ivete Sangalo, sold more than 300,000 copies – this compares with 540,000 units for the best-selling album. Economic growth and retail sector recovery also contributed to 2004 results.

Sales in Mexico grew 8.7% in value, attributable partly to a reduction in discounted product sales. Increased sales were driven by positive economic indicators coupled with strong releases of high-profile acts such as Luis Miguel, Alejandro Fernandez, Intocables and Paulina Rubio and strong sales of local repertoire by independent companies.

The Argentine market was badly hit by economic crisis in during 2000-2002. Recovery began in 2003 and continued in 2004 with a market growth of 33.5% in value. CDs account for 90% of sales, and although DVD sales grew, player penetration is still low at less than 5% of households.

Major Markets Single Track Downloads 2004 (million)

US	142.6
Germany	7.5
UK	5.7
France	1.5
Total	157.3

Note: figures exclude albums and bundle downloads.
Sales including these were over 200 million

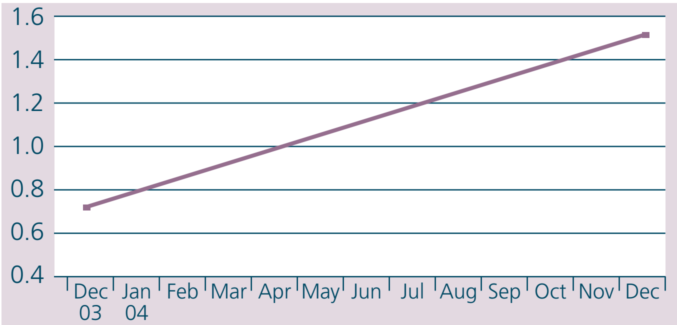
Digital Sales Growing Sharply

Digital sales grew exponentially in 2004 with a number of key service launches and increased consumer uptake of legitimate services such as iTunes, Napster and popular national music sites. The number of digital services around the world increased four-fold in 2004 to 230, with over 150 services available in Europe alone. Music catalogues available also grew steadily, doubling to over one million tracks on the main services.

The US remains the global leader in digital download sales, with over 142.6 million tracks purchased in 2004 according to SoundScan and growth continuing strong into 2005. Downloaded tracks in the US in the first two months of 2005 reached 43.9 million, more than double the 16.7 million during the same period in 2004. Sales in the top three European markets - UK, Germany and France - totalled some 15 million tracks in 2004 – up from practically zero a year earlier.

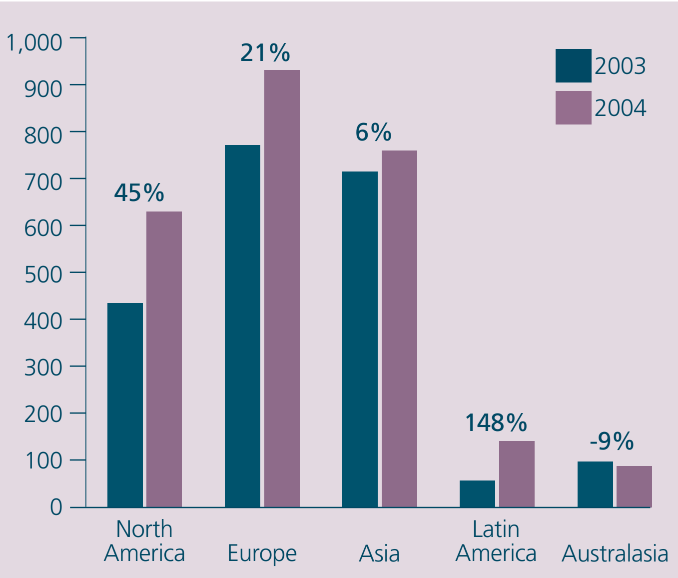
Music subscription services are also growing in popularity. Paying subscribers for the major services totalled over 1.5 million in 2004 – most of those in the US but with growing uptake in the UK as well. The launch of Virgin Digital in the US and an expanded marketing campaign by Napster in the beginning of 2005 will help to drive sales and subscriber numbers up. IFPI published its Digital Music Report in January 2005, providing comprehensive information and analysis on the digital music market in 2004 (available at www.ifpi.org).

Growth in US Subscribers to Music Services (million)



Source: Rhapsody, Napster, MusicNet, MusicMatch, eMusic (public announcements)

Regional DVD Growth ($US thousdands)



Note: DVD figures in Asia includes VCD.

DVD Music Video Still Growing Strongly

DVD music video grew by 24% in units and 23.2% in value globally, with big variations between countries and regions. The format is still going strong and has doubled its share of value in two years, from 4% of sales in 2002 to 8% in 2004, with global sales worth $US 2.6 billion.

The biggest selling DVD titles in 2004 were Live Aid, Britney Spears 'Greatest Hits' and Beyonce Knowles 'Live At Wembley', Queen 'Queen On Fire: Live At The Bowl', and U2 'Go Home: Live From Slane Castle'.

Top 10 DVD Music Video Markets

Country	$US Million	Growth 2003/04	DVD as % Market	% Global DVD Sales
Japan	589.8	6%	11%	23%
US	561.0	52%	5%	22%
Germany	196.7	14%	9%	8%
France	185.4	8%	9%	7%
UK	181.5	37%	5%	7%
Netherlands	113.0	8%	22%	4%
Brazil	96.1	104%	26%	4%
Australia	78.8	-7%	11%	3%
Canada	70.9	5%	10%	3%
Spain	50.4	72%	9%	2%

Top 10 Markets Non-CD Formats ($US million)

Cassette		LP		VHS	
Turkey	88.1	Japan	22.6	US	45.5
India	80.3	US	19.3	Germany	12.4
Russia	79.9	UK	15.0	Japan	6.0
Indonesia	57.8	Germany	10.1	Canada	2.3
Germany	43.1	Netherlands	2.6	Taiwan	1.8
China	30.1	France	1.9	Spain	1.5
Japan	29.0	Austria	1.6	Russia	1.0
US	23.7	Switzerland	1.1	South Africa	0.7
South Africa	22.8	Russia	0.7	Czech Republic	0.4
Saudi Arabia	21.1	Australia	0.5	Australia	0.4
Others	156.6	Others	1.8	Others	3.3
Total	632.6	Total	77.2	Total	75.1

Key Artists with Major Releases in 2005

50 Cent
Backstreet Boys
Beck
Black Eyed Peas
Bruce Springsteen
Christina Aguilera
Coldplay
David Gray
Faith Evans
Franz Ferdinand
Gorillaz
Jennifer Lopez
Justin Timberlake
Mariah Carey
Paul McCartney
Red Hot Chili Peppers
Robbie Williams
Scissor Sisters
Shakira
Stevie Wonder
The White Stripes
Utada Hikaru

Top 50 Albums of 2004 based on worldwide units sold

	Artist	Title	Company
1	Usher	Confessions	Sony BMG
2	Norah Jones	Feels Like Home	EMI
3	Eminem	Encore	Universal
4	U2	How To Dismantle An Atomic Bomb	Universal
5	Avril Lavigne	Under My Skin	Sony BMG
6	Robbie Williams	Greatest Hits	EMI
7	Shania Twain	Greatest Hits	Universal
8	Destiny's Child	Destiny Fulfilled	Sony BMG
9	Guns N' Roses	Greatest Hits	Universal
10	Maroon 5	Songs About Jane	Sony BMG
11	Green Day	American Idiot	Warner
12	Black Eyed Peas	Elephunk	Universal
13	Britney Spears	Greatest Hits: My Prerogative	Sony BMG
14	Gretchen Wilson	Here For The Party	Sony BMG
15	Anastacia	Anastacia	Sony BMG
16	Nelly	Suit	Universal
17	Ashlee Simpson	Autobiography	Universal
18	D-12	D-12 World	Universal
19	Utada Hikaru	Utada Hikaru Single Collection Vol. 1	EMI
20	Kenny Chesney	When The Sun Goes Down	Sony BMG
21	Kanye West	College Dropout	Universal
22	Keane	Hopes And Fears	Universal
23	Various Artists	Now 17	EMI
24	Ray Charles	Genius Loves Company	Hear/Concord/EMI
25	OutKast	Speakerboxxx/The Love Below	Sony BMG
26	Various Artists	Now 16	Universal
27	Rod Stewart	Stardust...The Great American Songbook III	Sony BMG
28	Tim McGraw	Live Like You Were Dying	Curb/Warner/Sony BMG/EMI
29	Jay-Z/ Linkin Park	MTV Ultimate Mash-Ups Presents…	Warner
30	Norah Jones	Come Away With Me	EMI
31	George Strait	50 #1's	Universal
32	Josh Groban	Closer	Warner
33	Toby Keith	Greatest Hits 2	Universal
34	Hoobastank	The Reason	Universal
35	Jessica Simpson	In This Skin	Sony BMG
36	Gwen Stefani	Love Angel Music Baby	Universal
37	Velvet Revolver	Contraband	Sony BMG
38	George Michael	Patience	Sony BMG
39	Joss Stone	The Soul Sessions	EMI
40	Scissor Sisters	Scissor Sisters	Universal
41	Various Artists	Now 15	EMI
42	Jay Chou	Common Jasmine Orange	Sony BMG
43	Evanescence	Fallen	Sony BMG
44	Big & Rich	Horse of a Different Color	Warner
45	Nelly	Sweat	Universal
46	Twista	Kamikaze	Warner
47	Diana Krall	The Girl In The Other Room	Universal
48	R. Kelly	Happy People/U Saved Me	Sony BMG
49	Alicia Keys	The Diary Of Alicia Keys	Sony BMG
50	Joss Stone	Mind, Body & Soul	EMI

Notes

All sales figures are net shipments (record company shipments to retail minus returns). All figures presented in this report refer to combined audio formats (singles, LPs, cassettes, CDs, DVD Audio, SACD, MiniDisc) and music video formats (DVD, VHS, VCD). DVD figures for Asia include VCD.

Regional and world growths are based on fixed $US using 2004 IMF average annual exchange rates. These calculations exclude the following countries:

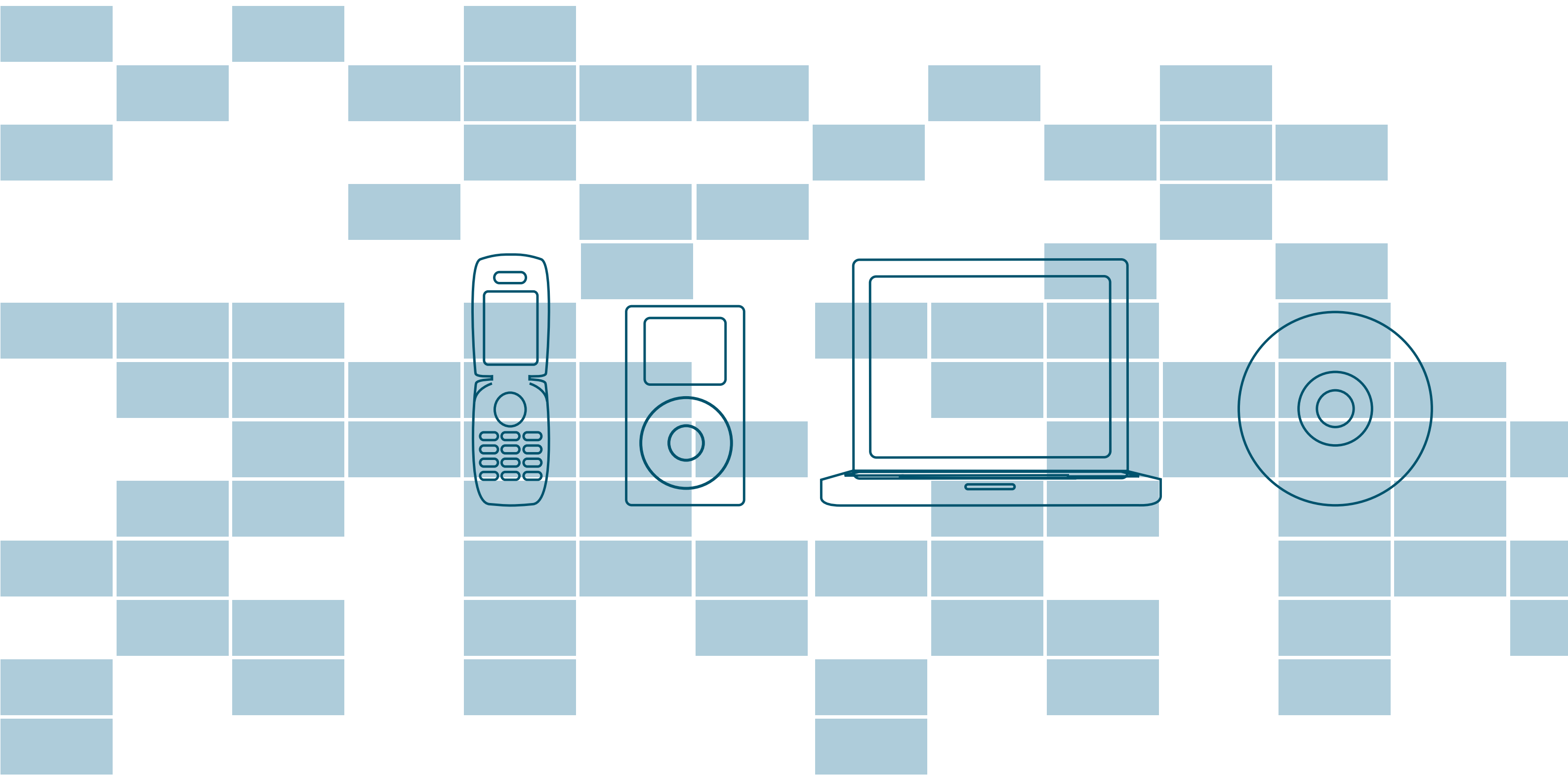
Zimbabwe – no 2003 figures submitted. Iceland, Romania, Slovakia, Slovenia – no 2004 figures submitted.

For US sales, dollar value reflects shipments at suggested retail list prices as per RIAA published statistics.

Total units are calculated as the total album equivalent in each market (3 singles = 1 album). Other audio formats, including DVD Audio, SACD and MiniDisc are included in the totals and growths for each country.

'Neg' indicate sales under one thousand units.

For additional information, visit IFPI Market Research Online www.ifpi.org/ifpi-mro



2004 WORLD SALES – RETAIL

Figures in millions

COUNTRY	UNITS				RETAIL VALUE			% CHANGE	
	Singles	CDs	DVD	Total Units	USD (2004 rates)	Local Currency		Units	Local Currency
North America									
Canada	0.5	54.8	4.8	60.2	693.8	CAD	901.9	2.9%	-4.7%
USA	6.6	767.0	29.0	809.7	12,153.4	USD	12,153.4	2.6%	2.6%
TOTAL	7.2	821.8	33.8	869.9	12,847.2				
Europe									
Austria	1.6	9.7	0.6	11.0	288.6	EUR	233.8	-8.7%	-6.9%
Belgium	3.5	15.6	1.6	18.5	275.1	EUR	222.8	18.6%	-0.2%
Bulgaria	neg	0.4	0.03	0.9	5.2	BGL	8.2	-23.3%	-20.7%
Croatia	-	2.6	0.02	2.8	17.9	HRK	108.4	47.4%	-7.7%
Czech Republic	0.03	3.3	0.2	4.0	39.6	CSK	1,018.3	-8.2%	-11.0%
Denmark	0.2	9.7	0.4	10.2	187.4	DKK	1,122.7	-0.9%	-3.7%
Estonia	0.005	0.8	-	0.9	11.5	EEK	145.0	-7.0%	64.7%
Finland	0.4	9.0	0.3	9.6	133.6	EUR	108.2	-12.9%	-13.5%
France	24.3	106.4	9.0	126.6	1,979.3	EUR	1,603.3	-9.1%	-14.8%
Germany	23.5	146.6	11.5	181.3	2,149.0	EUR	1,740.7	-1.4%	-4.2%
Greece	0.6	6.9	0.3	7.6	89.3	EUR	72.4	7.2%	-5.7%
Hungary	0.04	5.4	0.2	7.6	59.1	HUF	11,973.5	48.9%	-18.4%
Iceland	-	-	-	-	-	ISK	-	Not Comparable	
Ireland	0.8	7.8	0.5	8.6	145.8	EUR	118.1	5.2%	2.7%
Italy	1.4	33.1	2.0	37.8	652.5	EUR	528.5	-11.7%	-7.9%
Latvia	0.001	0.3	0.001	0.6	4.4	LVL	2.4	-23.8%	-41.0%
Netherlands	2.7	23.2	5.3	29.9	507.7	EUR	411.3	-4.2%	-7.4%
Norway	0.9	12.4	0.3	13.1	273.8	NOK	1,845.2	6.4%	1.9%
Poland	0.1	10.5	0.6	12.3	92.0	PLZ	335.8	-1.5%	-4.8%
Portugal	1.9	9.4	0.8	12.6	127.3	EUR	103.1	-9.5%	-22.1%
Romania	-	-	-	-	-	ROL	-	Not Comparable	
Russia	0.1	58.0	0.2	118.9	490.8	RUB	14,141.2	2.9%	41.3%
Slovakia	-	-	-	-	-	SKK	-	Not Comparable	
Slovenia	-	-	-	-	-	SIT	-	Not Comparable	
Spain	1.3	34.0	3.5	38.4	572.8	EUR	463.9	-17.1%	-12.5%
Sweden	1.4	16.6	0.8	18.1	267.9	SEK	1,969.1	-13.9%	-17.5%
Switzerland	1.8	18.2	0.7	20.4	258.8	CHF	320.9	-1.0%	-7.2%
Turkey	-	14.6	-	43.5	166.2	TRL	240,737,308.5	22.0%	10.5%
UK	31.4	174.6	7.7	194.1	3,508.7	GBP	1,929.8	3.0%	-1.6%
Ukraine	0.03	7.1	0.02	15.4	41.7	UAH	221.7	-12.3%	-1.1%
TOTAL	98.0	736.3	46.4	944.6	12,346.0				
Asia									
China	-	52.0	42.3	123.6	211.8	CNY	1,754.0	6.8%	6.8%
Hong Kong	0.01	6.1	0.6	6.8	81.1	HKD	631.6	-15.4%	-12.5%
India	-	26.2	-	130.2	152.5	INR	6,913.1	-14.9%	2.7%
Indonesia	-	4.6	1.2	39.8	85.4	IDR	763,639.1	6.6%	14.8%
Japan	81.3	201.3	20.3	255.6	5,167.8	JPY	559,108.3	-1.7%	-1.8%

Figures in millions

2004 WORLD SALES – RETAIL

COUNTRY	UNITS				RETAIL VALUE			% CHANGE	
	Singles	CDs	DVD	Total Units	USD (2004 rates)	Local Currency		Units	Local Currency
Asia (continued)									
Malaysia	0.001	2.8	0.7	6.1	32.3	MYR	122.6	13.0%	-1.0%
Pakistan	-	12.3	0.2	40.1	23.5	PKR	1,412.2	5.3%	1.4%
Philippines	0.1	3.9	0.8	6.3	24.9	PHP	1,393.4	-9.5%	-8.1%
Singapore	0.02	4.0	0.2	4.2	45.6	SGD	77.1	-12.3%	-9.6%
South Korea	0.07	11.5	0.1	14.2	132.8	KRW	152,041.3	-28.4%	-21.4%
Taiwan	0.3	14.9	0.7	15.9	142.5	TWD	4,768.1	-1.8%	-1.1%
Thailand	-	11.8	15.6	35.2	140.7	THB	5,657.4	-9.5%	4.8%
TOTAL	81.7	351.5	82.7	678.0	6,240.9				
Latin America									
Argentina	0.01	12.4	0.4	13.4	83.9	ARP	244.9	18.0%	33.5%
Brazil	0.004	51.5	7.6	66.0	374.2	BRL	1,096.3	18.4%	16.8%
Central America	-	3.0	0.2	3.4	21.2	USD	21.2	61.4%	-7.2%
Chile	0.1	4.0	0.5	4.8	37.5	CLP	22,843.0	-15.5%	-9.1%
Colombia	0.007	5.6	0.3	5.9	48.5	COP	127,459.2	-14.7%	-7.6%
Ecuador	-	0.5	0.04	0.5	4.9	ECS	122,255.0	-57.0%	-31.7%
Mexico	0.3	53.2	1.6	56.3	360.0	MXP	4,063.9	-1.0%	8.7%
Paraguay	-	0.4	0.001	0.4	1.9	PYG	11,180.8	245.8%	178.5%
Peru	-	0.4	0.02	0.9	3.6	PEN	12.4	38.9%	52.9%
Uruguay	neg	0.4	0.02	0.4	4.6	UYP	132.9	68.4%	58.0%
Venezuela	-	2.6	0.06	2.7	15.9	VEB	29,985.2	263.1%	239.1%
TOTAL	0.5	134.0	10.7	155.0	956.0				
Australasia									
Australia	9.6	39.5	4.5	47.6	716.7	AUD	974.7	-6.1%	-6.1%
New Zealand	0.7	6.7	0.5	7.5	116.8	NZD	176.3	-4.3%	-7.4%
TOTAL	10.3	46.2	5.1	55.1	833.5				
Middle East									
Bahrain	-	0.1	-	0.6	3.5	BHD	1.3	-14.1%	-7.9%
Egypt	-	0.4	-	6.1	11.1	EGP	68.7	-27.6%	-18.2%
Israel	-	5.7	0.2	5.9	44.8	ILS	200.6	-4.2%	6.3%
Kuwait	-	0.2	-	1.7	8.6	KWD	2.5	-11.3%	-1.7%
Lebanon	-	0.4	-	1.1	6.8	LBP	10,307.1	-11.3%	7.5%
Oman	-	0.07	-	0.7	3.1	OMR	1.2	-1.9%	0.0%
Qatar	-	0.1	-	0.8	3.7	QAR	13.6	-9.3%	0.6%
Saudi Arabia	-	0.4	-	6.6	27.0	SAR	101.1	-5.6%	-3.9%
UAE	-	1.4	-	3.9	28.4	AED	104.3	-14.6%	-0.7%
TOTAL	-	8.8	0.2	27.3	137.1				
Africa									
South Africa	0.06	15.5	0.9	22.1	236.5	ZAR	1,527.9	22.1%	26.0%
Zimbabwe	-	0.2	0.005	3.6	16.5	ZWD	74,345.5	Not Comparable	
TOTAL	0.06	15.7	0.9	25.7	253.0				
GRAND TOTAL	197.8	2,114.2	179.7	2,755.7	33,613.6				

2003 WORLD SALES – RETAIL

Figures in millions

COUNTRY	UNITS				RETAIL VALUE			% CHANGE	
	Singles	CDs	DVD	Total Units	USD (2004 rates)	Local Currency		Units	Local Currency
North America									
Canada	0.9	53.1	4.0	58.6	728.0	CAD	946.4	-4.2%	-2.9%
USA	12.1	746.0	17.5	789.5	11,847.9	USD	11,847.9	-7.6%	-6.0%
TOTAL	13.0	799.1	21.5	848.1	12,575.9				
Europe									
Austria	2.2	10.8	0.4	12.1	310.0	EUR	251.1	-1.1%	-5.9%
Belgium	5.0	13.0	0.8	15.6	275.5	EUR	223.2	-8.5%	-10.0%
Bulgaria	neg	0.4	0.02	1.2	6.5	BGL	10.3	-32.5%	-21.7%
Croatia	0.002	1.5	0.02	1.9	19.5	HRK	117.5	37.9%	43.4%
Czech Republic	0.01	3.4	0.1	4.3	44.5	CSK	1,144.3	-5.5%	-2.5%
Denmark	0.4	9.8	0.2	10.3	194.6	DKK	1,165.8	-14.6%	-12.5%
Estonia	0.001	0.7	0.008	0.9	7.0	EEK	88.1	-34.5%	-23.8%
Finland	0.6	10.4	0.3	11.0	154.6	EUR	125.2	7.2%	2.8%
France	30.9	117.9	6.9	139.3	2,323.5	EUR	1,882.1	-9.1%	-14.4%
Germany	26.8	146.8	9.0	183.9	2,242.0	EUR	1,816.0	-14.5%	-17.9%
Greece	0.7	6.5	0.2	7.1	94.8	EUR	76.7	-5.7%	-10.0%
Hungary	0.06	3.3	0.1	5.1	72.4	HUF	14,672.6	4.5%	6.0%
Iceland	-	0.8	-	0.8	17.1	ISK	1,196.8	8.0%	10.2%
Ireland	1.5	7.2	0.1	8.1	141.9	EUR	115.0	-10.5%	-15.4%
Italy	2.8	36.2	1.3	42.7	708.3	EUR	573.7	-6.4%	-4.4%
Latvia	-	0.4	0.01	0.7	7.4	LVL	4.0	1.9%	8.2%
Netherlands	3.2	24.6	4.8	31.2	548.1	EUR	444.0	-1.8%	-5.1%
Norway	1.1	11.6	0.3	12.3	268.6	NOK	1,810.5	-10.8%	-9.7%
Poland	0.1	10.1	0.3	12.5	96.7	PLZ	352.8	-11.2%	-1.5%
Portugal	0.2	11.0	0.8	13.9	163.4	EUR	132.4	-8.7%	-15.5%
Romania	-	3.0	0.009	16.9	27.1	ROL	897,779.2	4.0%	11.4%
Russia	0.2	30.3	0.05	115.6	347.5	RUB	10,010.0	1.8%	23.7%
Slovakia	0.001	1.4	0.04	1.6	10.2	SKK	330.1	22.3%	3.6%
Slovenia	0.006	1.1	0.002	1.3	13.5	SIT	2,599.2	1.7%	-14.6%
Spain	3.8	42.4	1.5	46.3	654.7	EUR	530.3	-11.4%	-9.4%
Sweden	2.4	19.1	0.9	21.0	324.7	SEK	2,386.9	-13.5%	-14.7%
Switzerland	2.3	18.6	0.5	20.9	279.0	CHF	346.0	-12.2%	-12.3%
Turkey	-	10.6	-	35.7	150.4	TRL	217,871,753.0	27.9%	19.3%
UK	36.4	167.2	6.4	188.5	3,566.6	GBP	1,961.6	-0.5%	0.1%
Ukraine	0.02	6.8	0.009	17.5	42.2	UAH	224.3	3.3%	33.8%
TOTAL	120.4	726.8	35.1	980.1	13,122.6				
Asia									
China	-	34.3	39.5	115.7	198.3	CNY	1,642.1	36.4%	21.7%
Hong Kong	0.03	7.2	0.7	8.0	92.6	HKD	721.7	-7.6%	-6.7%
India	-	15.3	-	153.0	148.5	INR	6,728.5	-10.6%	-19.7%
Indonesia	-	2.6	1.1	37.3	74.4	IDR	665,422.9	8.9%	7.6%
Japan	86.5	205.8	18.2	260.2	5,261.0	JPY	569,183.5	-5.3%	-9.2%

Figures in millions

2003 WORLD SALES – RETAIL

COUNTRY	UNITS				RETAIL VALUE			% CHANGE	
	Singles	CDs	DVD	Total Units	USD (2004 rates)	Local Currency		Units	Local Currency
Asia (continued)									
Malaysia	0.002	2.2	0.4	5.4	32.6	MYR	123.9	1.9%	8.0%
Pakistan	-	1.9	0.1	38.1	23.2	PKR	1,393.2	Not Comparable	
Philippines	0.03	3.2	1.3	6.9	27.0	PHP	1,515.8	21.6%	4.8%
Singapore	0.6	4.4	0.2	4.8	50.5	SGD	85.3	-3.7%	-3.7%
South Korea	0.1	15.6	0.2	19.8	168.9	KRW	193,489.3	-31.4%	-30.2%
Taiwan	0.4	15.1	0.7	16.2	144.0	TWD	4,821.0	-16.2%	-13.8%
Thailand	-	9.1	15.6	38.9	134.2	THB	5,397.3	-12.2%	-3.5%
TOTAL	87.7	316.8	78.2	704.3	6,355.3				
Latin America									
Argentina	0.01	10.4	0.1	11.4	62.8	ARP	183.5	85.0%	77.7%
Brazil	0.007	52.4	3.3	55.8	320.5	BRL	939.0	-25.0%	-17.4%
Central America	0.02	2.0	0.02	2.1	22.8	USD	22.8	-31.9%	-19.4%
Chile	0.1	4.7	0.4	5.7	41.2	CLP	25,131.9	-21.6%	-18.5%
Colombia	0.004	6.7	0.09	7.0	52.5	COP	137,901.8	8.5%	-17.3%
Ecuador	-	0.9	0.01	1.2	7.2	ECS	178,917.8	72.8%	-22.3%
Mexico	0.3	53.5	-	56.9	331.2	MXP	3,738.7	3.4%	-16.2%
Paraguay	-	0.1	-	0.1	0.7	PYG	4,014.7	-52.5%	-24.0%
Peru	0.001	0.7	-	0.7	2.4	PEN	8.1	59.8%	4.2%
Uruguay	-	0.2	-	0.3	2.9	UYP	84.2	94.8%	100.1%
Venezuela	0.002	0.7	0.01	0.7	4.7	VEB	8,842.1	-64.8%	-52.9%
TOTAL	0.5	132.2	4.0	141.9	848.8				
Australasia									
Australia	10.0	41.6	5.1	50.7	763.0	AUD	1,037.6	9.7%	5.9%
New Zealand	0.7	6.9	0.6	7.8	126.0	NZD	190.3	-5.7%	-3.6%
TOTAL	10.6	48.5	5.7	58.5	889.0				
Middle East									
Bahrain	-	0.1	-	0.8	3.8	BHD	1.5	-8.4%	-2.0%
Egypt	-	0.09	-	8.4	13.5	EGP	84.0	-27.1%	-27.3%
Israel	-	6.0	0.1	6.2	42.1	ILS	188.6	Not Comparable	
Kuwait	-	0.1	-	1.9	8.8	KWD	2.5	-4.5%	6.9%
Lebanon	-	0.3	-	1.2	6.4	LBP	9,585.6	-17.9%	-12.5%
Oman	-	0.06	-	0.7	3.1	OMR	1.2	-7.5%	-4.0%
Qatar	-	0.08	-	0.8	3.7	QAR	13.6	3.1%	5.1%
Saudi Arabia	-	0.4	-	7.0	28.0	SAR	105.1	-9.8%	-9.5%
UAE	-	1.2	-	4.5	28.6	AED	105.0	-5.1%	-3.1%
TOTAL	-	8.4	0.1	31.5	138.1				
Africa									
South Africa	0.2	11.5	0.4	18.1	187.8	ZAR	1,212.9	0.4%	0.1%
Zimbabwe	-	-	-	-	-	ZWD	-	Not Comparable	
TOTAL	0.2	11.5	0.4	18.1	187.8				
GRAND TOTAL	232.5	2,043.2	144.9	2,782.6	34,107.5				

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