



MEDIA RELEASE – 4 APRIL 2019

ARIA 2018 MUSIC INDUSTRY FIGURES SHOW 12.26% GROWTH TO OVER HALF A BILLION DOLLARS

STREAMING REVENUES ACCOUNT FOR OVER 70% OF TOTAL MARKET

ARIA today released its 2018 wholesale figures, which showed a hugely successful year for the Australian music industry generating \$526 million in revenue representing 12.26% annual growth.

Music streaming revenue continues its explosive growth pattern to now account for over two thirds (71.4%) of overall market by value and growing by 41.2% over the year. The streaming category includes revenues from subscription services (such as Apple Music, Deezer, Google Play and Spotify) and other non-subscription on-demand streaming services (such as YouTube and Vevo).

Revenues from shipments of physical products accounted for 15% of the total market, with sales from vinyl albums increasing for the eighth consecutive year, up by 15.2% in 2018. By value, vinyl made up just under 28% of revenues from physical formats.

Denis Handlin AO, ARIA Chairman and Chairman and CEO of Sony Music Entertainment Australia and New Zealand and President, Asia, was enthusiastic about the positive results released today:

“We are delighted to announce that for the fourth consecutive year, there has been growth for the Australian recorded music business.”

“This result is a testament to the great music that is being produced by our outstanding local artists, as well as the tenacious approach that our local industry takes in marketing and delivering music from all around the world to fans across the country.”

“It is now more important than ever that Australia also has the right legal framework in place to protect and promote the work of our Australian artists to ensure artists are adequately remunerated for the use of their valuable recordings.”

Dan Rosen, Chief Executive ARIA reiterated the industry's optimism for the year ahead:

"The continued growth that we have seen in 2018 is strong recognition of the enduring creativity and resilience of our local industry."

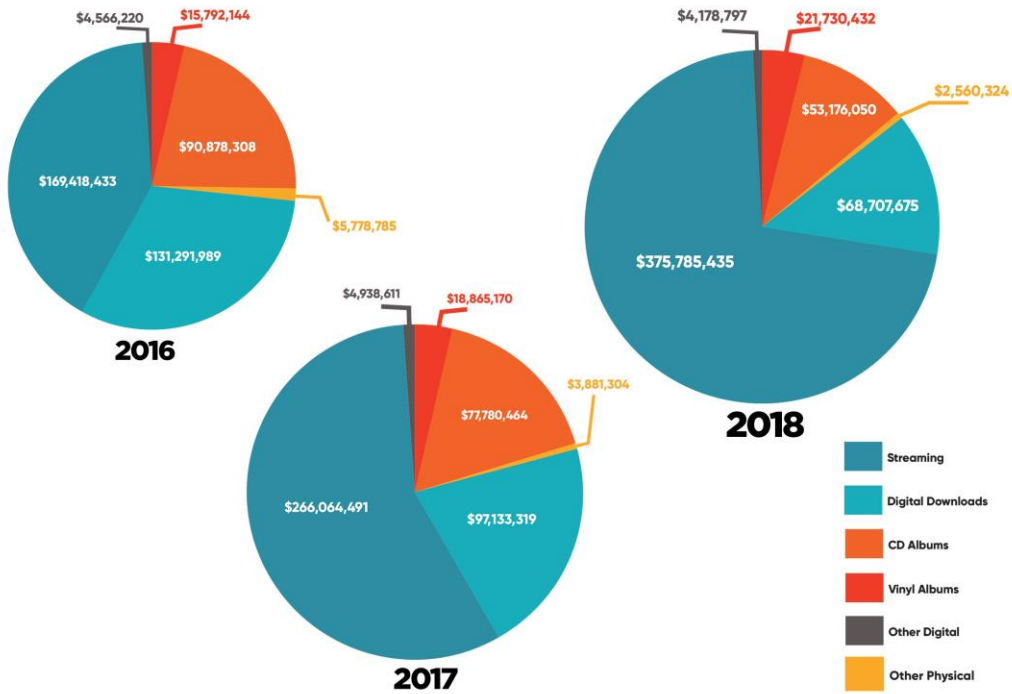
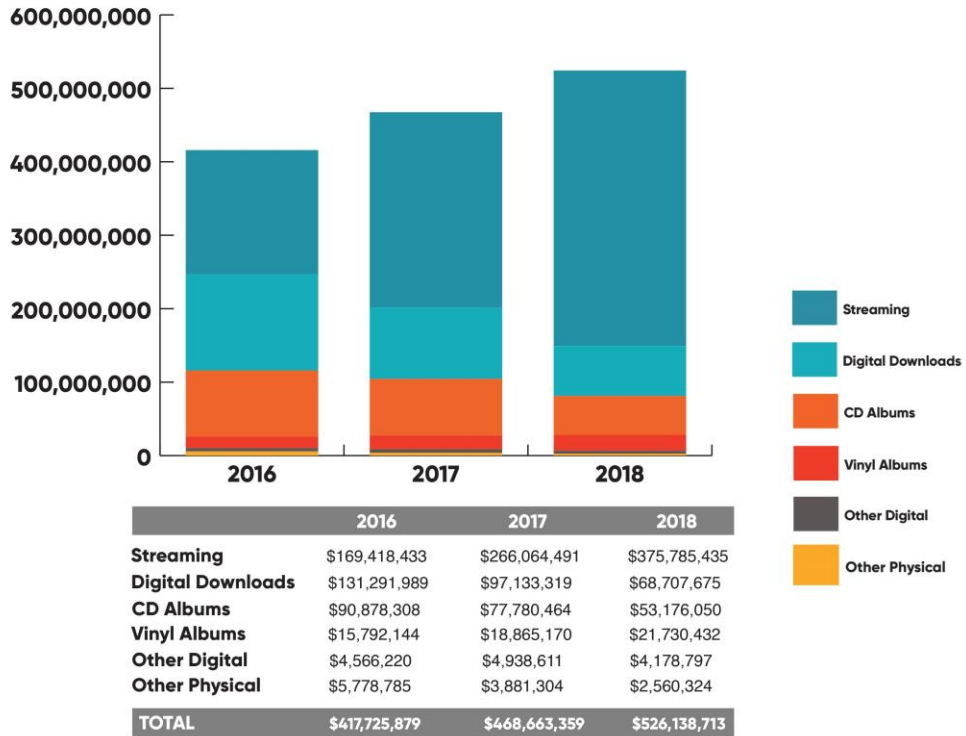
"This success comes from hard work and commitment to the ongoing investment in our local artists."

"The opportunity for Australian artists to grow their careers on the global stage is immense. ARIA will continue to work with both Federal and State governments to establish the necessary policy settings to support and sustain our vibrant local music industry so we can ensure these unique Australian voices are heard around our country and around the world."

About ARIA

Australian Recording Industry Association (ARIA) is a national industry association representing major and independent record labels, manufacturers and distributors. It acts as an advocate for the Australian music industry, hosts the prestigious ARIA Awards, produces the weekly ARIA Charts, administers the labeling code of practice, provides a 'blanket' non-exclusive licensing function for copyright users and compiles industry information and research. For more information please visit www.aria.com.au

ARIA TOTAL MARKET VALUE



2018 ARIA Yearly Statistics

Australian Recording Industry Association Ltd.

January - December 2017 vs January - December 2018
 Net Wholesale Sales of Sound Recordings & Music Videos

Configuration	January - December 2018		January - December 2017		Percentage Change	
	Quantity*	Dollar Value	Quantity*	Dollar Value	Quantity*	Dollar Value
Singles	17,514	109,584	48,555	387,865	-63.93%	-71.75%
Vinyl Albums	896,209	21,730,432	819,516	18,865,170	9.36%	15.19%
CD Albums	5,892,665	53,176,050	8,359,548	77,780,464	-29.51%	-31.63%
Music Video/DVD	245,686	2,428,945	348,781	3,478,248	-29.56%	-30.17%
Other *	1,426	21,795	1,358	15,192	4.98%	43.47%
Total Physical	7,053,500	77,466,806	9,577,758	100,526,938	-26.36%	-22.94%
Digital Track		35,810,121		48,946,658		-26.84%
Digital Album		32,897,553		48,186,661		-31.73%
Ad Supported Streaming Models		32,267,419		24,374,459		32.38%
Video Streaming		38,800,253		29,718,884		30.56%
Subscription Services Income		304,717,763		211,971,149		43.75%
Digital Other **		4,178,797		4,938,611		-15.39%
Total Digital	-	448,671,907	-	368,136,421	-	21.88%
Grand Totals		526,138,713		468,663,359		12.26%

* "Other" includes sales of DVD Albums, Mini Disks & SACD

** "Digital Other" includes sales of Digital Music Video, Mobile Master Ringtones ,Mobile Ringback Tunes, Bundles, Unearned advances and one-off payments

* "Quantity" refers to to unit of sale (eg a double CD is one sale)

NOTE – the figures reported are based on submissions by a number of key ARIA members, which have been used to estimate the total market. Historical data for 2016-2017 has been updated, in order to provide consistent comparisons.