



AUSTRALIAN RECORDING
INDUSTRY ASSOCIATION

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ARIA WHOLESALE FIGURES 2013

Digital experiences rapid growth, overtakes physical

- Digital music products make up **54.7%** of total market at **192.3 million**
- Streaming revenue doubled to **\$20.9 million** and now **5.9%** of total market
- Digital album sales rose **7.88%**
- Vinyl album sales up **77%**
- A record-breaking **14** #1 Australian Albums on the ARIA Charts
- International Chart success for Nick Cave & The Bad Seeds, Havana Brown, Guy Sebastian, Empire Of The Sun, Airbourne and Keith Urban

The Australian Recording Industry Association (ARIA) today released its annual wholesale figures for the local recorded music industry, showing the rapid growth and development of digital music services in 2013, with digital music (54.7%) overtaking physical music product (45.3%) for the very first time.

Figures show music streaming revenue almost doubled in 2013 and now makes up 5.9% of the total market value, while total digital download revenue stayed steady in 2013 with an increase of 0.5%, as digital album unit sales rose 7.88%. This increase in digital revenue across downloads and streaming did not make up for a decrease of 25.5% in physical revenue, despite resurgence in vinyl album unit sales of almost 77% in 2013.

This transition period experienced by the industry in 2013 resulted in a decrease of 11.6% in annual recorded music revenue. This result followed a 4% increase in the 2012 calendar year, which was the first growth the industry had experienced since 2009.

Local record companies also continued to expand their revenue base beyond recorded music sales in 2013, working with artists in the areas of touring, merchandise, synchronisation licensing and artist management. This diversification serves as an increasingly key part of the business, and certain ARIA Member companies showed growth overall beyond pure music sales.

ARIA CEO Dan Rosen is optimistic that the recorded music industry in Australia is well-placed to prosper in the rapidly evolving digital music landscape;

“The way that music is discovered and enjoyed by fans continues to evolve, and as the industry continues to transform itself, the sales trajectory will not always be a straight line. We have seen in other territories around the world that as streaming services gain momentum, strong market growth has followed. It is an exciting time, as Australian music fans are consuming more music than ever before



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with an ever-expanding range of options to access music - whether it is streaming music, digital downloads or visiting the local record store.”

ARIA Chairman Denis Handlin AM, highlighted the importance of 2014 for the local music industry;

“2014 is set to be an extremely important year for our industry. The value of the creative industries to the Australian economy will be in focus as the Federal Government considers the recommendations of the Australian Law Reform Commission’s inquiry into copyright and the digital economy. As our industry continues to embrace the digital landscape, it is increasingly important that we have the business and rights protection environment in place to support our local artists and record labels, which make such a valuable contribution to our country’s cultural identity and creative economy.”

There were a record-breaking 14 Australian #1 Albums on the ARIA Charts in 2013, while the likes of Nick Cave & The Bad Seeds, Havana Brown, Guy Sebastian, Empire Of the Sun, Airbourne and Keith Urban all experienced Chart success overseas.

In 2014 Australian music fans can look forward to a host of exciting local and international releases, including;

Local: 360, Andy Bull, Angus & Julie Stone, Architecture In Helsinki, Ball Park Music, Dami Im, Dan Sultan, Daniel Johns, Dustin Tebutt, DZ Deathrays, Gang Of Youths, Harrison Craig, Hilltop Hoods, The Holidays, Justice Crew, Kimbra, King Gizzard & The Lizard Wizard, Matt Corby, Mark Vincent, The McClymonts, Megan Washington, Miami Horror, Nathaniel, The Preatures, Reece Mastin, Sally Seltman, Samantha Jade, Sia, Stan Walker, Taylor Henderson, Vance Joy, Wagons.

International: Aloe Blacc, The Black Keys, Coldplay, Damon Albarn, David Guetta, Elbow, Foster The People, Florence + the Machine, Kanye West, Kendrick Lamar, Kylie Minogue, Lily Allen, Linkin Park, Magic!, Mariah Carey, Passenger, Pharrell, Sam Smith, Santana, Shakira, Rihanna, The Wombats.