



AUSTRALIAN RECORDING
INDUSTRY ASSOCIATION

PHYSICAL PRODUCT - PERCENTAGE OF NATIONAL SALES BY STATE (By Value) *

| | 2002 | 2003 | 2004 | 2005 ^ | 2006 | 2007 | 2008 | 2009 | 2010 | 2010 | 2011 |
|----------------|-------------|-------------|-------------|---------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | % | % | % | % | % | % | % | % | % | % | % |
| NSW | 34.9 | 35.0 | 34.3 | 35.4 | 34.7 | 33.5 | 33.1 | 32.9 | 33.5 | 33.5 | 37.2 |
| VIC/TAS | 30.4 | 27.9 | 27.4 | 25.6 | 25.9 | 25.9 | 25.9 | 26.9 | 25.9 | 25.9 | 23.7 |
| QLD | 18.4 | 19.7 | 20.8 | 21 | 21.2 | 21.9 | 22.1 | 21.9 | 22.1 | 22.1 | 21.1 |
| SA/NT | 7.6 | 8.2 | 8.0 | 8.1 | 8.2 | 8.1 | 7.9 | 7.6 | 7.9 | 7.9 | 7.9 |
| WA | 8.7 | 9.2 | 9.5 | 9.9 | 10.0 | 10.6 | 11.1 | 10.7 | 10.6 | 10.6 | 10.1 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

* These figures are based on submissions from reporting ARIA members, estimated to represent approximately 95% of the local wholesale market.

^ Please note that, from 2005 onwards, value figures have been calculated after the application of any volume or other rebates.