



AUSTRALIAN RECORDING
INDUSTRY ASSOCIATION

AUSTRALIAN WHOLESALE SALES FOR THE YEARS ENDED 31 DECEMBER * (PHYSICAL & DIGITAL)

VALUE \$000's	2006	2007	2008	2009	2010	2011
PHYSICAL						
CD Singles	12,002	6,712	3,570	1,314	159	151
Vinyl Albums	256	199	392	1,050	809	903
Cassette Albums	181	54	-	-	-	-
CD Albums	421,941	362,061	323,800	320,900	252,748	222,698
Music Video/DVD	49,192	53,030	43,576	43,160	25,513	17,813
Other #	343	192	110	444	228	616
TOTAL	483,915	422,248	371,448	366,868	279,457	242,181
DIGITAL						
Digital Track	11,560	18,695	27,087	38,534	56,797	79,553
Digital Album	4,149	6,778	13,150	21,846	31,668	46,030
Mobile Master Ringtones	10,280	9,976	8,249	6,306	4,764	3,737
Digital Other ##	1,868	4,515	5,704	12,558	11,330	11,221
TOTAL	27,857	39,964	54,190	79,244	104,559	140,541
TOTAL	511,772	462,212	425,638	446,112	384,016	382,722

UNITS 000's **	2006	2007	2008	2009	2010	2011
PHYSICAL						
CD Singles	4,331	2,497	1,315	513	37	46
Vinyl Albums	23	18	29	79	59	65
Cassette Albums	41	11	-	-	-	-
CD Albums	49,818	44,045	38,659	39,529	33,114	30,223
Music Video/DVD	5,159	5,276	4,421	4,353	2,915	2,042
Other #	31	20	15	32	22	48
TOTAL	59,403	51,867	44,439	44,506	36,147	32,424
DIGITAL						
Digital Track	11,023	17,647	24,996	35,966	49,181	68,473
Digital Album	418	788	1,322	2,279	3,301	4,818
Mobile Master Ringtones	5,749	5,606	4,733	3,641	2,815	2,288
TOTAL	17,190	24,041	31,051	41,886	55,297	75,579
TOTAL	76,593	75,908	75,490	86,392	91,444	108,003

* 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.

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

"Digital Other" includes sales of Digital Music Video, Mobile Ringback Tunes, Streams, Ad-Supported Income, Unearned Advances and One-Off Payments

** For physical releases, "unit" refers to the number of components in the product sold. For example, a double CD constitutes two units.

** From 2008 onwards cassettes have been incorporate into "other" due to negligible sales levels.