



2004 Yearend Statistics

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Manufacturers' Unit Shipments and Dollar Value
(In Millions, net after returns)

	1994	1995	1996	1997	1998	1999	2000	% CHANGE 1999-2000	2001	% CHANGE 2000-2001	2002	% CHANGE 2001-2002	2003	% CHANGE 2002-2003	2004	% CHANGE 2003-2004
(Units Shipped) CD	662.1	722.9	778.9	753.1	847.0	938.9	942.5	0.4%	881.9	-6.4%	803.3	-8.9%	745.9	-7.1%	766.9	2.8%
(Dollar Value)	8,464.5	9,377.4	9,934.7	9,915.1	11,416.0	12,816.3	13,214.5	3.1%	12,909.4	-2.3%	12,044.1	-6.7%	11,232.9	-6.7%	11,446.50	1.9%
CD Single	9.3	21.5	43.2	66.7	56.0	55.9	34.2	-38.8%	17.3	-49.4%	4.5	-74.1%	8.3	85.5%	3.1	-62.2%
	56.1	110.9	184.1	272.7	213.2	222.4	142.7	-35.8%	79.4	-44.4%	19.6	-75.4%	35.9	84.0%	14.9	-58.4%
Cassette	345.4	272.8	225.3	172.6	158.5	123.6	76.0	-38.5%	45.0	-40.8%	31.1	-30.9%	17.2	-44.7%	5.2	-69.6%
	2,976.4	2,303.6	1,905.3	1,522.7	1,419.9	1,061.6	626.0	-41.0%	363.4	-41.9%	209.8	-42.3%	108.1	-48.5%	23.6	-78.1%
Cassette Single*	81.1	70.7	59.9	42.2	26.4	14.2	1.3	-90.8%	-1.5	-215.4%	-0.5	-68.0%	N/A	N/A	N/A	N/A
	274.9	236.3	189.3	133.5	94.4	48.0	4.6	-90.4%	-5.3	-215.2%	-1.6	-70.3%	N/A	N/A	N/A	N/A
Digital Single**	-	-	-	-	-	-	-	-	-	-	-	-	-	-	139.40	N/A
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	N/A
Digital Albums**	-	-	-	-	-	-	-	-	-	-	-	-	-	-	4.5	N/A
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	N/A
LP/EP	1.9	2.2	2.9	2.7	3.4	2.9	2.2	-24.1%	2.3	4.5%	1.7	-23.7%	1.5	-11.5%	1.3	-11.9%
	17.8	25.1	36.8	33.3	34.0	31.8	27.7	-12.9%	27.4	-1.1%	20.5	-25.2%	21.7	6.1%	19.2	-11.3%
Vinyl Single	11.7	10.2	10.1	7.5	5.4	5.3	4.8	-9.4%	5.5	14.6%	4.4	-20.8%	3.8	-14.2%	3.5	-7.3%
	47.2	46.7	47.5	35.6	25.7	27.9	26.3	-5.7%	31.4	19.4%	24.9	-20.6%	21.5	-14.0%	19.8	-7.3%
Music Video	11.2	12.6	16.9	18.6	27.2	19.8	18.2	-8.1%	17.7	-2.7%	14.7	-17.2%	19.9	35.6%	32.7	65.0%
	231.1	220.3	236.1	323.9	508.0	376.7	281.9	-25.2%	329.2	16.8%	288.4	-12.4%	399.9	38.7%	607.2	51.8%
DVD Audio	-	-	-	-	-	-	-	N/A	0.3	N/A	0.4	63.8%	0.4	0.8%	0.35	-20.6%
	-	-	-	-	-	-	-	N/A	6.0	N/A	8.5	41.3%	8.0	-5.3%	6.4	-19.2%
SA CD	-	-	-	-	-	-	-	-	-	-	-	-	1.3	N/A	0.79	-39.6%
	-	-	-	-	-	-	-	-	-	-	-	-	26.3	N/A	16.6	-36.9%
DVD Video***	-	-	-	-	0.5	2.5	3.3	32.0%	7.9	139.4%	10.7	34.8%	17.5	64.1%	29.01	66.0%
	-	-	-	-	12.2	66.3	80.3	21.1%	190.7	137.5%	236.3	23.9%	369.6	56.4%	561.1	51.8%
Total Units	1,122.7	1,112.7	1,137.2	1,063.4	1,123.9	1,160.6	1,079.2	-7.0%	968.5	-10.3%	859.7	-11.2%	798.4	-7.2%	814.1	2.0%
Total Value	12,068.0	12,320.3	12,533.8	12,236.8	13,711.2	14,584.7	14,323.7	-1.8%	13,740.9	-4.1%	12,614.2	-8.2%	11,854.4	-6.0%	12,154.70	2.5%
Total Retail Units		817.5	850.0	869.7	788.6		788.6	-9.3%	733.1	-7.0%	675.7	-7.8%	658.2	-2.7%	686.9	4.4%
Total Retail Value		10,785.8	12,165.4	13,048.0	12,705.0		12,705.0	-2.6%	12,388.8	-2.5%	11,549.0	-6.8%	11,053.4	-4.3%	11,422.90	3.3%

Retail value is value of shipments at recommended list price

* RIAA's reports will no longer reflect shipments of cassette singles

** These figures are not reflected in the overall totals

*** While broken out for this chart, DVD Video Product is included in the Music Video totals

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