



## 2005 Year-End Statistics

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SX Exhibit 004 DP

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

#### Physical

	1995	1996	1997	1998	1999	2000	2001	% CHANGE 2000-2001	2002	% CHANGE 2001-2002	2003	% CHANGE 2002-2003	2004	% CHANGE 2003-2004	2005	% CHANGE 2004-2005
(Units Shipped)	722.9	778.9	753.1	847.0	938.9	942.5	881.9	-6.4%	803.3	-8.9%	746.0	-7.1%	767.0	2.8%	705.4	-8.0%
(Dollar Value)	9,377.4	9,934.7	9,915.1	11,416.0	12,816.3	13,214.5	12,909.4	-2.3%	12,044.1	-6.7%	11,232.9	-6.7%	11,446.5	1.9%	10,520.2	-8.1%
<b>CD<sup>1</sup></b>																
<b>CD Single</b>	21.5	43.2	66.7	56.0	55.9	34.2	17.3	-49.4%	4.5	-74.1%	8.3	84.5%	3.1	-62.2%	2.8	-12.1%
<b>Cassette</b>	272.6	225.3	172.6	158.5	123.6	76.0	45.0	-40.8%	31.1	-30.9%	17.2	-44.7%	5.2	-69.6%	2.5	-52.6%
<b>Cassette Single<sup>2</sup></b>	70.7	59.9	42.2	26.4	14.2	1.3	-1.5	-215.4%	-0.5	-68.0%	N/A	N/A	N/A	N/A	N/A	N/A
<b>LP/EP</b>	2.2	2.9	2.7	3.4	2.9	2.2	2.3	4.5%	1.7	-23.7%	1.5	-11.5%	1.36	-11.9%	1.02	-25.0%
<b>Vinyl Single</b>	10.2	10.1	7.5	5.4	5.3	4.8	5.5	14.6%	4.4	-20.8%	3.8	-14.0%	3.5	-7.3%	2.3	-35.4%
<b>Music Video</b>	12.6	16.9	18.6	27.2	19.8	18.2	17.7	-2.7%	14.7	-17.2%	19.9	35.2%	32.8	65.0%	33.8	3.2%
<b>DVD Audio</b>	-	-	-	-	-	-	0.3	N/A	0.4	63.8%	0.4	1.2%	0.3	-20.5%	0.5	31.8%
<b>SACD</b>	-	-	-	-	-	-	6.0	N/A	8.5	41.3%	8.0	-5.5%	6.5	-19.2%	11.2	72.2%
<b>DVD Video<sup>3</sup></b>	-	-	-	0.5	2.5	3.3	7.9	139.4%	10.7	34.8%	17.5	63.3%	29.0	66.0%	27.8	-4.1%
<b>Total Units</b>	1112.7	1137.2	1063.4	1123.9	1160.6	1079.2	968.5	-10.3%	859.7	-11.2%	798.4	-7.1%	814.1	2.0%	748.7	-8.0%
<b>Total Value</b>	12320.3	12533.8	12236.8	13711.2	14584.7	14323.7	13740.9	-4.1%	12614.2	-8.2%	11854.4	-6.0%	12154.7	2.5%	11195.0	-7.9%
<b>Total Retail Units</b>			817.5	850.0	869.7	788.6	733.1	-7.0%	675.7	-7.8%	658.2	-2.6%	687.0	4.4%	634.8	-7.6%
<b>Total Retail Value</b>			10,785.8	12,165.4	13,048.0	12,705.0	12,388.8	-2.5%	11,549.0	-6.8%	11,053.4	-4.3%	11,423.0	3.3%	10,477.5	-8.3%

#### Digital

<b>Download Single</b>	-	-	-	-	-	-	-	-	-	-	-	-	139.4	N/A	366.9	163.3%
<b>Download Album</b>	-	-	-	-	-	-	-	-	-	-	-	-	138.0	N/A	363.3	163.3%
<b>Kiosk<sup>4</sup></b>	-	-	-	-	-	-	-	-	-	-	-	-	4.6	N/A	13.6	198.5%
<b>Music Video</b>	-	-	-	-	-	-	-	-	-	-	-	-	45.5	N/A	135.7	198.5%
<b>Total Units</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.7	N/A
<b>Total Value</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1.0	N/A
<b>Mobile<sup>5</sup></b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1.9	N/A
<b>Subscription<sup>6</sup></b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3.7	N/A
<b>Total Digital &amp; Physical</b>																
<b>Total Units<sup>7</sup></b>	1,112.7	1,137.2	1,063.4	1,123.9	1,160.6	1,079.2	968.5	-10.3%	859.7	-11.2%	798.4	-7.1%	814.1	20.0%	1,301.8	35.9%
<b>Total Value</b>	12,320.3	12,533.8	12,236.8	13,711.2	14,584.7	14,323.7	13,740.9	-4.1%	12,614.2	-8.2%	11,854.4	-6.0%	12,338.1	4.1%	12,269.5	-0.6%

Retail value is value of shipments at recommended or estimated list price

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<sup>1</sup> Includes DualDisc

<sup>2</sup> RIAA's reports will no longer reflect shipments of cassette singles

<sup>3</sup> While broken out for this chart, DVD Video Product is included in the Music Video totals

<sup>4</sup> Includes Singles and Albums

<sup>5</sup> Includes Master Ringtones, Ringbacks, Music Videos, Full Length Downloads, and Other Mobile

<sup>6</sup> Weighted Annual Average

<sup>7</sup> Units does not include subscriptions