

Custom Reports

Period: December 2018

Creation Date: 01/04/2019

Percentage Market Share by Medium (January 2018 to December 2018)

Cassettes

| | Rands | | | Units | | |
|--------------|---------------|-------|-------|---------------|-------|-------|
| Company | International | Local | Total | International | Local | Total |
| Select Music | 0% | 0% | 0% | 0% | 0% | 0% |

Compact Discs

| | Rands | | | Units | | | |
|-------------------------------------|---------------|-------|-------|---------------|-------|-------|--|
| Company | International | Local | Total | International | Local | Total | |
| David Gresham Music | 2.9% | 0.0% | 1.7% | 1.6% | 0.0% | 0.9% | |
| Gallo Record Company | - 1.0% | 8.1% | 2.8% | - 0.6% | 15.4% | 6.7% | |
| Gallo Record Company - Distribution | 1.2% | 1.8% | 1.5% | 1.8% | 2.6% | 2.1% | |
| Sony Music | 37.6% | 40.9% | 39.0% | 42.7% | 40.3% | 41.6% | |
| Sony Music - Distribution | 24.4% | 4.6% | 16.0% | 23.4% | 3.9% | 14.5% | |
| Universal Music | 34.9% | 39.4% | 36.8% | 31.1% | 33.5% | 32.2% | |
| Universal Music - Distribution | 0% | 5.2% | 2.2% | 0% | 4.2% | 1.9% | |

Digital Income

| | Rands | | | Units | | |
|-------------------------------------|---------------|-------|-------|---------------|-------|-------|
| Company | International | Local | Total | International | Local | Total |
| David Gresham Music | 0.1% | 0.2% | 0.1% | 0% | 0% | 0% |
| Gallo Record Company | 0.0% | 13.9% | 2.3% | 0% | 0% | 0% |
| Gallo Record Company - Distribution | 0.3% | 3.4% | 0.8% | 0% | 0% | 0% |
| Sony Music | 30.0% | 34.7% | 30.8% | 0% | 0% | 0% |
| Sony Music - Distribution | 4.5% | 5.4% | 4.7% | 0% | 0% | 0% |
| Universal Music | 45.7% | 40.3% | 44.8% | 0% | 0% | 0% |
| Universal Music - Distribution | 0.8% | 0.7% | 0.8% | 0% | 0% | 0% |
| Warner Music | 18.6% | 1.3% | 15.7% | 0% | 0% | 0% |

DVD

| | Rands | | | Units | | |
|-------------------------------------|---------------|-------|--------|---------------|-------|-------|
| Company | International | Local | Total | International | Local | Total |
| David Gresham Music | 3.0% | 0% | 1.0% | 1.9% | 0% | 0.6% |
| Gallo Record Company | - 0.6% | 0.1% | - 0.2% | - 0.4% | 2.6% | 1.7% |
| Gallo Record Company - Distribution | 0.3% | 0.2% | 0.2% | 0.5% | 0.7% | 0.6% |
| Sony Music | 27.4% | 44.4% | 38.6% | 28.4% | 48.6% | 42.6% |
| Sony Music - Distribution | 6.5% | 41.2% | 29.2% | 5.3% | 33.1% | 25.0% |
| Universal Music | 63.4% | 13.3% | 30.6% | 64.3% | 14.2% | 29.0% |
| Universal Music - Distribution | 0% | 0.8% | 0.5% | 0% | 0.8% | 0.5% |

Music Video

| | Rands | | | | | |
|----------------------|---------------|--------|--------|---------------|--------|--------|
| Company | International | Local | Total | International | Local | Total |
| Coleske Artists | 0% | 0% | 0% | 0% | 0% | 0% |
| Gallo Record Company | 0% | 100.0% | 100.0% | 0% | 100.0% | 100.0% |

Vinyl

| | Rands | | | Units | | | |
|-------------------------------------|---------------|-------|-------|---------------|-------|-------|--|
| Company | International | Local | Total | International | Local | Total | |
| Gallo Record Company | 0% | 1.0% | 0.1% | 0% | 0.9% | 0.1% | |
| Gallo Record Company - Distribution | 0.0% | 21.9% | 1.3% | 0.0% | 21.0% | 1.4% | |
| Sony Music | 42.6% | 71.6% | 44.2% | 47.3% | 74.1% | 49.1% | |
| Sony Music - Distribution | 24.3% | 5.5% | 23.2% | 20.2% | 3.9% | 19.1% | |
| Universal Music | 33.0% | 0% | 31.2% | 32.5% | 0% | 30.3% | |

TOTAL: ALL FORMATS

| | Rands | | | | Units | |
|-------------------------------------|---------------|-------|-------|---------------|-------|-------|
| Company | International | Local | Total | International | Local | Total |
| Coleske Artists | 0% | 0% | 0% | 0% | 0% | 0% |
| David Gresham Music | 0.6% | 0.1% | 0.5% | 1.6% | 0.0% | 0.8% |
| Gallo Record Company | - 0.2% | 10.8% | 2.4% | - 0.6% | 14.3% | 6.4% |
| Gallo Record Company - Distribution | 0.4% | 2.6% | 0.9% | 1.7% | 2.4% | 2.0% |
| Select Music | 0% | 0% | 0% | 0% | 0% | 0% |
| Sony Music | 31.4% | 37.8% | 32.9% | 42.2% | 41.1% | 41.7% |
| Sony Music - Distribution | 8.0% | 7.2% | 7.8% | 22.7% | 6.8% | 15.2% |
| Universal Music | 44.0% | 38.3% | 42.6% | 32.4% | 31.5% | 31.9% |
| Universal Music - Distribution | 0.7% | 2.5% | 1.1% | 0% | 3.9% | 1.8% |
| Warner Music | 15.2% | 0.7% | 11.8% | 0% | 0% | 0% |