

<b>CUMULATIVE SALES</b>						
<b>January-December 2011</b>						
	<b>National</b>		<b>International</b>		<b>Total</b>	
		eur		eur	packages	eur
<b>Singles</b>					42 371	
previous year					80 442	
change %					-47,3 %	
<b>Vinyl</b>					54 970	
previous year					27 561	
change %					99,4 %	
<b>Casette</b>					716	
previous year					12	
change %					5866,7 %	
<b>CD</b>					4 628 476	
previous year					4 960 735	
change %					-6,7 %	
<b>Mini Disc</b>					0	
previous year					0	
change %					0,0 %	
<b>DVD-Audio</b>					223	
previous year					418	
change %					-46,7 %	
<b>SACD</b>					0	
previous year					5 554	
change %					-100,0 %	
<b>Other audio product</b>					6 892	
					84	
<b>TOTAL AUDIO</b>					<b>4 733 648</b>	<b>31 953 522</b>
previous year					5 074 806	32 653 700
change %					-6,7 %	-2,1 %
<b>Blu-ray</b>					6 069	
previous year					0	
change %					0,0 %	
<b>DVD-Video</b>					121 998	
previous year					290 268	
change %					-58,0 %	
<b>Other music video product</b>					11 063	
<b>TOTAL MUSIC VIDEO</b>					<b>139 130</b>	<b>1 185 091</b>
previous year					290 268	2 522 898
change %					-52,1 %	-53,0 %
<b>TOTAL PHYSICAL SALES</b>	<b>22 314 136</b>		<b>10 824 477</b>		<b>4 872 778</b>	<b>33 138 613</b>
previous year	22 112 454		13 064 144		5 365 074	35 176 598
Index	100,9 %		82,9 %		90,8 %	94,2 %
Ordinary members						<b>30 498 389</b>
Export Baltia (+Sweden)						1 346 135
<b>Classical share of audio + music video sales</b>			Total		euro	% euro
Classical sales					1 776 832	5,4 %