

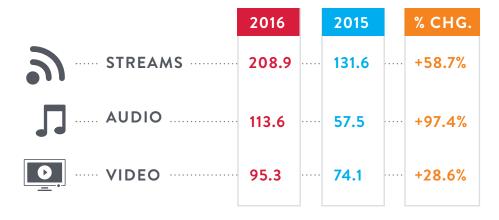
# 2016 MID-YEAR HIGHLIGHTS AND ANALYSIS

Nielsen, the music industry's leading data information provider presents the 2016 U.S. Music mid-year report for the 6-month period of January 1, 2016 through June 30, 2016.

- Audio has surpassed Video as the leading Streaming format in 2016. Audio share of streaming is 54% in 2016, growing from 44% through the first six months of 2015.
- There are 3 albums that have sold over 1 Million units so far this year (Adele/25, Drake/Views and Beyonce/Lemonade), while there was only 1 at this time last year (Taylor Swift/1989).
- Creative release strategies, driven mostly by digital formats, continue to be a major story.
  Drake's "Views", Beyonce's "Lemonade" and Kanye Wests "The Life of Pablo" have all been successful this year and are led by digital formats. Also, 2016 saw the first album to chart based solely on streaming activity, when Chance the Rapper debuted at #8 in its first week with 57M audio streams.
- Digital purchasing has seen the largest decline of all formats with Digital tracks down 24% and digital albums down 18%. Total digital purchasing (Albums + Track Equivalents) is down 21% vs. the first half of 2015. However, factoring in the gains in streaming and total digital consumption is up 15%.
- Vinyl continues to become a bigger piece of the physical music business. Vinyl LPs now comprise nearly 12% of the physical business in the first half of 2016, which far surpasses last year's record pace of 9%.

## ON-DEMAND MUSIC STREAMS

(INCLUDES ALL ON-DEMAND AUDIO + VIDEO MUSIC STREAMS IN BILLIONS)



# OVERALL ALBUM CONSUMPTION WITH TEA AND SEA

(INCLUDES ALL ALBUMS & TRACK EQUIVALENT ALBUMS & STREAMING EQUIVALENT ALBUMS – IN MILLIONS)

|                            | 2016  |         | 2015  | % CHG.    |
|----------------------------|-------|---------|-------|-----------|
| TOTAL ALBUM<br>+ TEA + SEA | 279.9 | • • • • | 257.0 | <br>+8.9% |

NOTE: TRACK EQUIVALENT ALBUMS RATIO OF 10 TRACKS TO 1 ALBUM AND STREAMING EQUIVALENT ALBUMS RATIO OF 1500 STREAMS TO 1 ALBUM

# **TOTAL ALBUM SALES**

(INCLUDES CDS, CASSETTES, VINYL LPS, DIGITAL ALBUMS - IN MILLIONS)

|             |   | 2016  | 2015     | % CHG.     |
|-------------|---|-------|----------|------------|
| TOTAL UNITS | 5 | 100.3 | 116.1    | -13.6%     |
| CD          |   | 50.0  | <br>56.6 | <br>-11.6% |
| DIGITAL     |   | 43.8  | <br>53.7 | <br>-18.4% |
| LP/VINYL    |   | 6.2   | <br>5.6  | <br>+11.5% |

# **DIGITAL TRACK SALES**

(IN MILLIONS)

|             | 2016  | 2015      | % CHG.     |
|-------------|-------|-----------|------------|
| TOTAL UNITS | 404.3 | <br>531.6 | <br>-23.9% |

# PHYSICAL ALBUM SALES BY STORE TYPE

INCLUDES CDS, CASSETTES, VINYL LPS - IN MILLIONS)

|                 | 2016 | 2015     | % CHG.     |
|-----------------|------|----------|------------|
| CHAIN           | 11.7 | <br>13.3 | <br>-11.9% |
| INDEPENDENT     | 8.3  | <br>8.8  | <br>-5.9%  |
| MASS MERCHANT   | 17.6 | <br>22.9 | <br>-23.0% |
| NON-TRADITIONAL | 18.8 | <br>17.4 | <br>+8.2%  |

(NON-TRADITIONAL INCLUDES INTERNET, VENUE, DIRECT-TO-CONSUMER AND OTHER NON-TRADITIONAL RETAIL OUTLETS)

# TOTAL DIGITAL MUSIC CONSUMPTION

(DIGITAL ALBUMS + TRACK EQUIVALENT ALBUMS + ON-DEMAND STREAMING EQUIVALENT ALBUMS – IN MILLIONS)

|             | 2016      | 2015      | % CHG.     |
|-------------|-----------|-----------|------------|
| TOTAL UNITS | <br>223.5 | <br>194.6 | <br>+14.8% |

# **CURRENT AND CATALOG SALES**

(CATALOG IS DEFINED AS OVER 18 MONTHS SINCE RELEASE IN MILLIONS)

|                    |         | 2016           |             | 2015           | % CHG.              |
|--------------------|---------|----------------|-------------|----------------|---------------------|
| OVERALL<br>ALBUMS  | CURRENT | 40.4<br>59.9   |             | 51.0<br>65.1   | <br>20.076          |
| PHYSICAL<br>ALBUMS | CATALOG | 21.2<br>35.3   |             | 26.5<br>35.9   | <br>-20.1%<br>-1.7% |
| DIGITAL<br>ALBUMS  | CATALOG | 19.2<br>24.6   | , <b></b> . | 24.5<br>29.2   | <br>21.076          |
| DIGITAL<br>TRACKS  | CATALOG | 141.5<br>262.7 |             | 207.8<br>323.8 | <br>31.770          |

Source: Nielsen Music



# BILLBOARD'S 2016 MID-YEAR CHARTS, COMPILED BY NIELSEN MUSIC

#### **2016 OVERALL TOP 10**

(INCLUDES ALL ALBUMS & TRACK EQUIVALENT ALBUMS & ON-DEMAND AUDIO STREAMING EQUIVALENT ALBUMS)

| RANK | ARTIST            | TITLE               | TOTAL<br>VOLUME | ALBUM<br>SALES | SONG<br>SALES | ON-DEMAND<br>AUDIO STREAMS |
|------|-------------------|---------------------|-----------------|----------------|---------------|----------------------------|
| 1    | DRAKE             | VIEWS               | 2,609,000       | 1,313,000      | 3,171,000     | 1,468,467,000              |
| 2    | ADELE             | 25                  | 1,747,000       | 1.403,000      | 2,337,000     | 166,382,000                |
| 3    | BEYONCE           | LEMONADE            | 1,687,000       | 1,202,000      | 2,880,000     | 295,514,000                |
| 4    | JUSTIN BIEBER     | PURPOSE             | 1,332,000       | 479,000        | 3,604,000     | 738,418,000                |
| 5    | RIHANNA           | ANTI                | 1,272,000       | 480,000        | 2,946,000     | 747,048,000                |
| 6    | CHRIS STAPLETON   | TRAVELLER           | 931,000         | 746,000        | 1,088,000     | 112,946,000                |
| 7    | PRINCE            | VERY BEST OF PRINCE | 905,000         | 575,000        | 3,237,000     | 9,415,000                  |
| 8    | TWENTY ONE PILOTS | BLURRYFACE          | 905,000         | 371,000        | 2,500,000     | 426,034,000                |
| 9    | THE WEEKEND       | BEAUTY BEHIND MAD   | 708,000         | 240,000        | 1,569,000     | 466,618,000                |
| 10   | KEVIN GATES       | ISLAH               | 690,000         | 307,000        | 1,294,000     | 380,495,000                |

#### 2016 TOP ALBUMS (BASED ON U.S. SALES)

| RANK | ARTIST              | TITLE               | SALES     |
|------|---------------------|---------------------|-----------|
| 1    | ADELE               | 25                  | 1,403,000 |
| 2    | DRAKE               | VIEWS               | 1,313,000 |
| 3    | BEYONCE             | LEMONADE            | 1,202,000 |
| 4    | CHRIS STAPLETON     | TRAVELLER           | 746,000   |
| 5    | PRINCE              | VERY BEST OF PRINCE | 575,000   |
| 6    | RIHANNA             | ANTI                | 480,000   |
| 7    | JUSTIN BIEBER       | PURPOSE             | 479,000   |
| 8    | DAVID BOWIE         | BLACKSTAR           | 428,000   |
| 9    | PRINCE              | PURPLE RAIN         | 413,000   |
| 10   | PANIC! AT THE DISCO | DEATH OF A BACHELOR | 397,000   |

### **2016 TOP DIGITAL SONGS**

| RANK | ARTIST                    | SONG                      | SALES     |
|------|---------------------------|---------------------------|-----------|
| 1    | FLO RIDA                  | "MY HOUSE"                | 1,947,000 |
| 2    | LUKAS GRAHAM              | "7 YEARS"                 | 1,831,000 |
| 3    | JUSTIN BIEBER             | "LOVE YOURSELF"           | 1,653,000 |
| 4    | RIHANNA FEAT. DRAKE       | "WORK"                    | 1,610,000 |
| 5    | TWENTY ONE PILOTS         | "STRESSED OUT"            | 1,586,000 |
| 6    | drake feat. Wizkid & kyla | "ONE DANCE"               | 1,442,000 |
| 7    | JUSTIN TIMBERLAKE         | "CAN'T STOP THE FEELING!" | 1,400,000 |
| 8    | ZAYN                      | "PILLOWTALK"              | 1,288,000 |
| 9    | MIKE POSNER               | "I TOOK A PILL IN IBIZA"  | 1,273,000 |
| 10   | DESIIGNER                 | "PANDA"                   | 1,211,000 |

## TOP DIGITAL SONG CONSUMPTION

| RANK | ARTIST                    | SONG                   | SALES     | AUDIO<br>STREAMS | TOTAL SONG<br>VOLUME |
|------|---------------------------|------------------------|-----------|------------------|----------------------|
| 1    | DRAKE FEAT. WIZKID & KYLA | ONE DANCE              | 1,442,000 | 286,396,000      | 3,351,000            |
| 2    | RIHANNA FEAT. DRAKE       | WORK                   | 1,610,000 | 249,625,000      | 3,274,000            |
| 3    | LUKAS GRAHAM              | 7 YEARS                | 1,831,000 | 149,936,000      | 2,830,000            |
| 4    | FLO RIDA                  | MY HOUSE               | 1,947,000 | 129,802,000      | 2,813,000            |
| 5    | JUSTIN BIEBER             | LOVE YOURSELF          | 1,653,000 | 155,058,000      | 2,687,000            |
| 6    | DESIIGNER                 | PANDA                  | 1,211,000 | 197,997,000      | 2,531,000            |
| 7    | TWENTY ONE PILOTS         | STRESSED OUT           | 1,586,000 | 141,619,000      | 2,530,000            |
| 8    | ZAYN                      | PILLOWTALK             | 1,288,000 | 169,634,000      | 2,418,000            |
| 9    | MIKE POSNER               | I TOOK A PILL IN IBIZA | 1,273,000 | 161,051,000      | 2,347,000            |
| 10   | G-EAZY X BEBE REXHA       | ME, MYSELF & I         | 1,085,000 | 180,962,000      | 2,291,000            |

#### **2016 TOP LP VINYL ALBUMS**

| RANK | ARTIST                   | TITLE               | SALES  |
|------|--------------------------|---------------------|--------|
| 1    | DAVID BOWIE              | BLACKSTAR           | 57,000 |
| 2    | ADELE                    | 25                  | 36,000 |
| 3    | TWENTY ONE PILOTS        | BLURRYFACE          | 31,000 |
| 4    | AMY WINEHOUSE            | BACK TO BLACK       | 27,000 |
| 5    | BOB MARLEY & THE WAILERS | LEGEND              | 23,000 |
| 6    | KENDRICK LAMAR           | TO PIMP A BUTTERFLY | 22,000 |
| 7    | BEATLES                  | Abbey Road          | 21,000 |
| 8    | TWENTY ONE PILOTS        | Vessel              | 20,000 |
| 9    | MILES DAVIS              | Kind Of Blue        | 19,000 |
| 10   | LUMINEERS                | Cleopatra           | 19,000 |

#### **2016 TOP ON-DEMAND STREAMS**

(INCLUDES ALL AUDIO AND VIDEO ON-DEMAND STREAMS)

| RANK | ARTIST                             | SONG             | STREAMS     |
|------|------------------------------------|------------------|-------------|
| 1    | RIHANNA FEAT. DRAKE                | "WORK"           | 511,454,000 |
| 2    | DESIIGNER                          | "PANDA"          | 467,379,000 |
| 3    | JUSTIN BIEBER                      | "SORRY"          | 325,235,000 |
| 4    | DRAKE FEAT. WIZKID & KYLA          | "ONE DANCE"      | 308,826,000 |
| 5    | JUSTIN BIEBER                      | "LOVE YOURSELF"  | 296,890,000 |
| 6    | ZAYN                               | "PILLOWTALK"     | 289,509,000 |
| 7    | G-EAZY X BEBE REXHA                | "ME, MYSELF & I" | 287,242,000 |
| 8    | LUKAS GRAHAM                       | "7 YEARS"        | 284,251,000 |
| 9    | TWENTY ONE PILOTS                  | "STRESSED OUT"   | 277,195,000 |
| 10   | FIFTH HARMONY FEAT. TY DOLLA \$IGN | "WORK FROM HOME" | 255,697,000 |

### 2016 TOP AUDIO ON-DEMAND STREAMS

| RANK | ARTIST                    | SONG                     | STREAMS     |  |  |
|------|---------------------------|--------------------------|-------------|--|--|
| 1    | DRAKE FEAT. WIZKID & KYLA | "ONE DANCE"              | 286,396,000 |  |  |
| 2    | RIHANNA FEAT. DRAKE       | "WORK"                   | 249,625,000 |  |  |
| 3    | DESIIGNER                 | "PANDA"                  | 197,997,000 |  |  |
| 4    | G-EAZY X BEBE REXHA       | "ME, MYSELF & I"         | 180,962,000 |  |  |
| 5    | ZAYN                      | "PILLOWTALK"             | 169,634,000 |  |  |
| 6    | MIKE POSNER               | "I TOOK A PILL IN IBIZA" | 161,051,000 |  |  |
| 7    | JUSTIN BIEBER             | "LOVE YOURSELF"          | 155,058,000 |  |  |
| 8    | LUKAS GRAHAM              | "7 YEARS"                | 149,936,000 |  |  |
| 9    | RIHANNA                   | "NEEDED ME"              | 146,364,000 |  |  |
| 10   | JUSTIN BIEBER             | "SORRY"                  | 145,482,000 |  |  |

### 2015 TOP VIDEO ON-DEMAND STREAMS

| RANK | ARTIST              | SONG                      | STREAMS     |  |  |
|------|---------------------|---------------------------|-------------|--|--|
| 1    | DESIIGNER           | "PANDA"                   | 269,382,000 |  |  |
| 2    | RIHANNA FEAT. DRAKE | "WORK"                    | 261,829,000 |  |  |
| 3    | JUSTIN BIEBER       | "SORRY"                   | 179,753,000 |  |  |
| 4    | SILENTO             | "WATCH ME (WHIP/NAE NAE)" | 152,687,000 |  |  |
| 5    | JUSTIN BIEBER       | "LOVE YOURSELF"           | 141,833,000 |  |  |
| 6    | TWENTY ONE PILOTS   | "STRESSED OUT"            | 135,576,000 |  |  |
| 7    | LUKAS GRAHAM        | "7 YEARS"                 | 134,315,000 |  |  |
| 8    | ZAYN                | "PILLOWTALK"              | 119,875,000 |  |  |
| 9    | KEVIN GATES         | "2 PHONES"                | 115,024,000 |  |  |
| 10   | ADELE               | "HELLO"                   | 113,612,000 |  |  |

#### 2015 MOST PLAYED SONGS AT RADIO

(ALL U.S. RADIO, NETWORK AND SATELLITE)

| RANK | ARTIST              | SONG                     | PLAYS   |  |  |
|------|---------------------|--------------------------|---------|--|--|
| 1    | JUSTIN BIEBER       | "LOVE YOURSELF"          | 547,000 |  |  |
| 2    | TWENTY ONE PILOTS   | "STRESSED OUT"           | 485,000 |  |  |
| 3    | JUSTIN BIEBER       | "SORRY"                  | 387,000 |  |  |
| 4    | DNCE                | "CAKE BY THE OCEAN"      | 359,000 |  |  |
| 5    | FLO RIDA            | "MY HOUSE"               | 359,000 |  |  |
| 6    | MIKE POSNER         | "I TOOK A PILL IN IBIZA" | 353,000 |  |  |
| 7    | LUKAS GRAHAM        | "7 YEARS"                | 351,000 |  |  |
| 8    | ADELE               | "HELLO"                  | 327,000 |  |  |
| 9    | G-EAZY X BEBE REXHA | "ME, MYSELF & I"         | 313,000 |  |  |
| 10   | ZAYN                | "PILLOWTALK"             | 311,000 |  |  |

#### SHARE OF TOTAL VOLUME BY GENRE

| GENRE                | TOTAL<br>ALBUM +<br>TEA + SEA | TOTAL<br>ALBUMS | PHYSICAL<br>ALBUMS | DIGITAL<br>ALBUMS | DIGITAL<br>TRACKS | TOTAL<br>ON-DEMAND<br>STREAMS | AUDIO<br>ON-DEMAND<br>STREAMS | VIDEO<br>ON-DEMAND<br>STREAMS |
|----------------------|-------------------------------|-----------------|--------------------|-------------------|-------------------|-------------------------------|-------------------------------|-------------------------------|
| ROCK                 | 26.8%                         | 41.1%           | 43.0%              | 38.5%             | 21.8%             | 17.9%                         | 21.4%                         | 13.7%                         |
| r&b/hip-<br>hop      | 22.6%                         | 19.1%           | 16.3%              | 22.9%             | 22.9%             | 24.9%                         | 27.5%                         | 21.9%                         |
| POP                  | 14.5%                         | 11.2%           | 11.2%              | 10.9%             | 21.8%             | 14.9%                         | 15.1%                         | 14.5%                         |
| COUNTRY              | 8.4%                          | 11.6%           | 13.1%              | 9.6%              | 12.2%             | 5.0%                          | 6.3%                          | 3.5%                          |
| LATIN                | 5.0%                          | 1.8%            | 2.4%               | 1.0%              | 1.8%              | 8.3%                          | 3.8%                          | 13.6%                         |
| ELECTRONIC/<br>DANCE | 3.8%                          | 1.9%            | 1.1%               | 2.9%              | 4.6%              | 5.0%                          | 5.6%                          | 4.3%                          |
| CHRISTIAN/<br>GOSPEL | 3.0%                          | 4.2%            | 4.3%               | 4.1%              | 3.1%              | 2.1%                          | 2.0%                          | 2.3%                          |
| Classical            | 1.2%                          | 2.1%            | 2.3%               | 1.8%              | 0.5%              | 0.7%                          | 0.7%                          | 0.7%                          |
| Jazz                 | 1.2%                          | 2.2%            | 2.5%               | 1.8%              | 0.6%              | 0.6%                          | 0.7%                          | 0.6%                          |
| Children             | 0.9%                          | 1.4%            | 1.6%               | 1.1%              | 0.4%              | 0.6%                          | 0.4%                          | 0.9%                          |

## **ABOUT NIFISEN**

Nielsen Holdings plc (NYSE: NLSN) is a global performance management company that provides a comprehensive understanding of what consumers watch and buy. Nielsen's Watch segment provides media and advertising clients with Total Audience measurement services for all devices on which content — video, audio and text — is consumed. The Buy segment offers consumer packaged goods manufacturers and retailers the industry's only global view of retail performance measurement. By integrating information from its Watch and Buy segments and other data sources, Nielsen also provides its clients with analytics that help improve performance. Nielsen, an S&P 500 company, has operations in over 100 countries, covering more than 90% of the world's population.

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