

DISTRIBUTION-BASED INCOME

Sales of printed music and income from the rental and public lending of CDs and videocassettes fell by 5% in 1996 to \$612.51m. The sector continues to account for around 10% of the world publishing market. Printed music sales worldwide fell 0.7% in 1996 to reach \$564.31m. The leading national markets for scores and song-

books were the USA and Germany, which collectively at \$317.79m account for over 56% of the income from this sector. However, the total given in the Master Survey table undoubtedly understates the size of the global printed music market because there is no central source of data for this sector in many countries.

The bulk of the industry's rental income occurs in Japan where, even

though they are in decline, there still is a large number of CD rental stores. In 1996, at \$38.08m, Japan accounted for 77% of revenues from this sector. However, all the indications are that revenues from rental in Japan, which fell 15% in 1996, will decline further in 1997 and beyond.

CHART 8 Comparison by Region

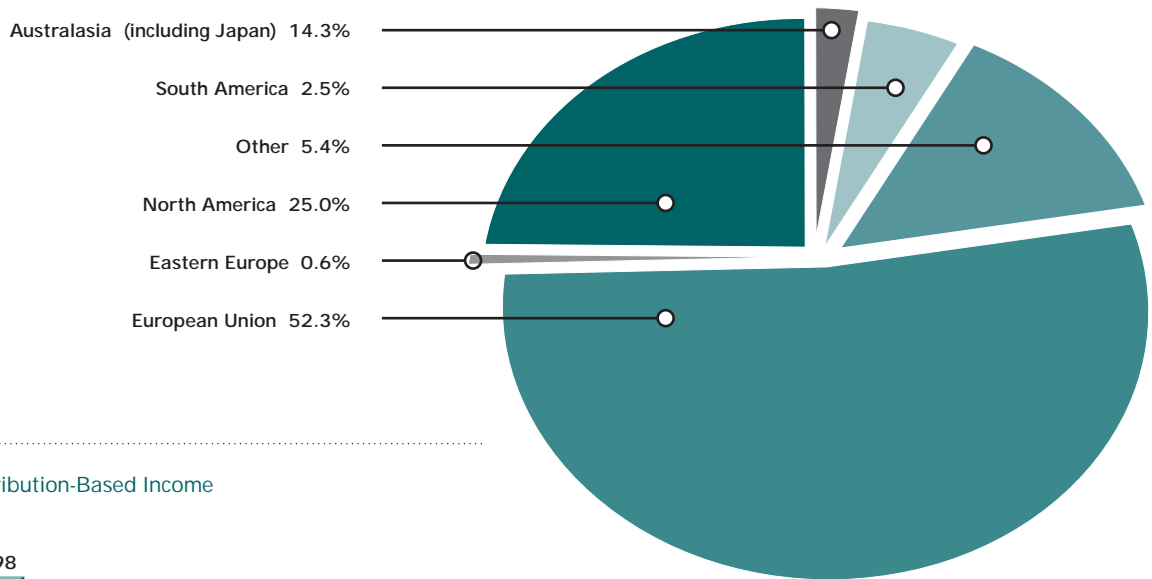


CHART 7 Distribution-Based Income

