## Exhibit C



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(Based on new albums released 1/3/11 - 1/1/12)

## The Nielsen Company & Billboard's 2011 Music Industry Report

Album Sales Up for the First Time Since 2004

Digital Track & Digital Album Sales Reach New Highs

Overall Music Sales Break 1.6 Billion Mark for First Time

NEW YORK--(BUSINESS WIRE)--Nielsen SoundScan, the entertainment industry's data information system that tracks unit point-of-purchase sales of recorded music product and Nielsen BDS, the music industry's leading music performance monitoring service- which power many of the Billboard charts- have announced the 2011 calendar year sales and airplay monitoring data for the 52-week period January 3, 2011 through January 1, 2012.

OVERALL MUSIC SA (ALBUMS, SINGLES, IN MILLIONS)		<u>OVERALL ALBUM SALES</u> (1/3/11 – 1/1/12) (INCLUDES ALL ALBUMS & <u>TRACK EQUIVALENT</u> <u>ALBUMS</u> – IN MILLIONS)					
UNITS SOLD	<b>2011</b> *1,611	<b>2010</b> 1,507	<u>% Chg.</u> 6.9%	UNITS SOLD	<b>2011</b> 457.7	<b>2010</b> 443.4	<u>% Chg.</u> 3.2%
TOTAL ALBUM SAL	<u>ES (</u> 1/3/11 –	1/1/12)	<u>INTERNET ALBUM SALES</u> (1/3/11 – 1/1/12)				
(INCLUDES CD, CS, LP, DIGITAL ALBUMS - IN MILLIONS)				(PHYSICAL ALBUM PURCHASES VIA E-COMMERCE SITES, IN MILLIONS)			
UNITS SOLD	2011	<u>2010</u>	<u>% Chg.</u>	UNITS SOLD	<u>2011</u>	<u>2010</u>	<u>% Chg.</u>
	330.6	326.2	1.3%		29.3	24.9	17.7%
DIGITAL TRACK SALES				DIGITAL ALBUM SALES			
(1/3/11 – 1/1/2012 - IN MILLIONS)				(1/3/2011 – 1/1/2012 - IN MILLIONS)			
UNITS SOLD	2011	<u>2010</u>	% CHG.	UNITS SOLD	<u>2011</u>	2010	% CHG.
	*1,271	1,172	8.5%		*103.1	86.3	19.5%
TOTAL CD ALBUM S	SALES (1/3/1	TOTAL LP ALBUM SALES (1/3/11 – 1/1/12)					
(CD ALBUMS - IN MILLIONS)				(LP/VINYL ALBUMS - IN MILLIONS)			
UNITS SOLD	<u>2011</u>	<u>2010</u>	<u>% Chg.</u>	UNITS SOLD	<u>2011</u>	<u>2010</u>	% Chg.
	223.5	236.9	- 5.7%		*3.9	2.8	36.3%
HOLIDAY SEASON ALBUM SALES (11/7/11 – 1/1/12)				HOLIDAY SEASON TRACK SALES (11/7/11 – 1/1/12)			
(Physical & Digital ALBUM SALES DURING HOLIDAY				(Digital Track SALES DURING HOLIDAY SEASON: IN			
SEASON: IN MILLIONS)				MILLIONS)			
UNITS SOLD	<u>2011</u>	<u>2010</u>	% Chg.	UNITS SOLD	<u>2011</u>	<u>2010</u>	% Chg.
	75.1	78.7	- 4.6%		216.0	214.6	0.7%
TOTAL NEW ALBUM RELEASES				ALBUM SALES PLATEAUS			

(Based on all albums sold 1/3/11 - 1/1/12)

2	Black Eyed Peas	42,405,000
3	Eminem	42,290,000
4	Lady Gaga	42,078,000
5	Taylor Swift	41,821,000
6	Katy Perry	37,620,000
7	Lil' Wayne	36,788,000
8	Beyonce	30,439,000
9	Kanye West	30,242,000
10.	Britney Spears	28,665,000

## 2011 Year-End Factoids

- For the first time, total music purchases reached the 1.6 Billion mark for the year.
- Overall Album sales (including Albums and Track Equivalent Album sales) were up 3.2% compared to 2010.
- Total Album sales were up for the first time since 2004 (1.3%) with sales totaling 330.6 million, compared to 326.2 million in 2010.
- There were 228 million physical album sales in 2011, a decline of 5% over 2010. This is significantly less than the 19.5% decline in 2010.
- During 2011 there were 76,875 new albums released that sold at least one copy, that's up slightly from 2010 when there were just over 75,000 new albums released.
  - The nearly 77,000 <u>new album releases</u> accounted for 113.2 million sales or 34% of <u>ALL</u> album sales for the entire year.
  - The top 1,500 best selling <u>new album releases</u> accounted for over 100 million (nearly 90%) of the 113 million sales generated by new releases.
- Similar to a year ago, there were 11 albums that sold 1 million or more copies and 35 albums that sold 500,000 999,999 copies.
- While there were a number of album genres that had saw growth over the previous year, 3 smaller genres experienced double digital growth in 2011: Jazz, New Age and Electronic grew by 26%, 16% and 15%, respectively.
- For the fourth consecutive year, more vinyl albums were purchased than <u>any other year</u> in the history of Nielsen SoundScan.
  - In 2011, vinyl album sales reached 3.9 million in sales, shattering the previous record of 2.8 million LP album sales in 2010.
  - $_{\circ}\,$  Note that 67% of all vinyl albums were purchased at an independent music store during 2011.
  - Vinyl album sales in 2011 were up 36% compared to 2010 and accounted for 1.2% of all album sales.
  - $\,^\circ\,$  Nearly three out of every four vinyl albums purchased in 2011 were a Rock album.

## Digital Factoids:

- For the first time, digital music sales are larger than physical sales; accounting for 50.3% of all music purchases in 2011.
- Digital track sales set a new record with 1.27 billion sales in 2011; an increase of 100 million sales (8.4%) over 2010.