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## **WINCHARTS**

### ***WIN GLOBAL CHART REPORT 2017***



## Introduction

Welcome to the WIN Global Chart Report 2016. This survey sets out information on how the music charts work in all key markets around the world.

Information was gathered from WIN associations in each country, and draws on findings from the WINTEL report, IFPI's 2015 RIN and where possible, guidance and locally published information.

A range of different methodologies are used around the world to compile charts. There are similarities in some geographic areas, and some countries reported that their chart compilation companies are in the process of changing their methodologies to reflect, to varying degrees, the system in place in the UK. This is mainly to take account of changes in consumption patterns, including the shift from ownership (retail) to access (streaming).

This report deals with the 'official' charts in each country. It should be noted that other charts exist (eg Shazam) which offer alternative charts based on alternative consumption patterns and methodologies.

WIN March 2017

## WIN global chart report – summary of results

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## 1. ARGENTINA

Population (M)	Total Recorded Music Revenue (US \$ M)	Internet Penetration (M)	Indie Label Share Total Revenue (%)	Major Label Share Total Revenue (%)
41.45	64.4	25	Not Available	Not Available

\*All data collected from WINTEL 2016 Report and IFPI RIN 2015

### 1.1 INTRODUCTION

Argentina's official charts are managed by CAPIF, a non-profit organisation which is the Chamber of Phonographic Producers (IFPI national group) and the collecting society.

Until early October 2016, Argentina only had one annual and one monthly chart based exclusively on physical sales.

### 1.2 CHARTS

**VENTAS FÍSICAS MENSUAL:** Physical monthly sales Top 10 (albums, monthly)

**VENTAS FÍSICAS ANNUAL:** Physical annual sales Top 10 (albums, annual)

**DIGITAL MENSUAL:** Digital monthly sales Top 10 (singles, monthly)

**DIGITAL ANNUAL:** Digital annual sales Top N/A (singles, annual)

**VENTAS EN DISQUERIAS MENSUAL:** Retail monthly sales Top N/A (albums, monthly)

**VENTAS EN DISQUERIAS ANUAL:** Retail annual sales Top N/A (albums, monthly)

### 1.3 ADDITIONAL INFORMATION

The physical charts in Argentina are released on a monthly and an annual basis. These charts are made from wholesale reports submitted by labels. These reports outline the albums and singles distributed to physical retailers, but not the actual sale figures by the outlets.

The digital charts in Argentina are concerned with singles, exclusively. These charts are published on a monthly and an annual basis.

Currently, the digital charts are only concerned with streaming. Reports are submitted from the streaming services that operate in Argentina. CAPIF are planning to start including downloads as well to the digital charts, but it is unknown when this will happen.

The retail charts in Argentina are released on a monthly and annual basis. These charts are compiled from reports detailing retail sales to customers submitted by record stores. The retailers submit reports detailing their sales activity over the previous month.



\*Note:

iTunes is not a very commonly used platform because of restrictions on iPhone sales. If a label/artist has 25 album sales a week, they will have a Top Ten album in the iTunes main chart.

## 2. AUSTRALIA

Population (M)	Total Recorded Music Revenue (US \$ M)	Internet Penetration (M)	Indie Label Share Total Revenue (%)	Major Label Share Total Revenue (%)
22.5	343	19.6	35%	65%

\*All data collected from WINTEL 2016 Report and IFPI RIN 2015

### 2.1 INTRODUCTION

Australia's official charts are managed by ARIA, the national IFPI member organisation.

All except two of the ARIA Charts are based on retail recorded music sales within Australia, from a broad sample of music retailers across the country. The exceptions are the ARIA Club Chart, which is based on reports by working club DJs across Australia, and the ARIA Streaming Tracks Chart, which is based on streaming frequency by as reported participating streaming service providers.

None of the ARIA Charts are based on, or contain, any radio airplay information.

ARIA's website states that ARIA applies a weighting system on the physical product sales data. This system is based on wholesale shipments by major record companies to all music retailers in Australia. Separate weighting tables are produced for albums, singles and audiovisual product. Weighting factors are adjusted week to week to reflect the final sample size of each given week.

### 2.2 CHARTS

Charts publicly available on the Aria website

- Singles Chart** TOP 50 (singles, weekly)
- Albums Chart** TOP 50 (albums, weekly)
- Digital Track Chart** TOP 40 (singles, weekly)
- Digital Albums Chart** TOP 50 (albums, weekly)
- Dance Singles Chart** TOP 20 (singles, weekly)
- Country Albums Chart** TOP 40 (albums, weekly)
- Compilation Albums Chart** TOP 20 (albums, weekly)
- Australian Artist Singles Chart** TOP 20 (singles, weekly)
- Australian Artist Albums Chart** TOP 20 (albums, weekly)
- Club Tracks Chart** TOP 50 (singles, weekly)
- Urban Singles Chart** TOP 40 (singles, weekly)
- Urban Albums Chart** TOP 40 (albums, weekly)
- Audiovisual (Music DVD) Chart** TOP 40 (DVD, weekly)
- Jazz Albums Chart** TOP 20 (albums, weekly)
- Core Classical Albums Chart** TOP 10 (albums, weekly)
- Crossover / Classical Albums Chart** TOP 20 (formerly called Classical Albums) (albums, weekly)
- Streaming Tracks Chart** TOP 40 (singles, weekly)
- Catalogue Albums Chart** TOP 50 (albums, weekly)
- Streaming Audio & Visual Tracks Chart** TOP 40 (music videos, weekly)



Types of charts contained in the weekly ARIA Report (available to subscribers) are:

- Australian Singles Chart** TOP 100 (singles, weekly)
- Australian Albums Chart** TOP 100 (albums, weekly)
- Australian Artist Singles Chart** TOP 20 (singles, weekly)
- Australian Artist Albums Chart** TOP 20 (albums, weekly)
- Digital Track Chart** TOP 50 (singles, weekly)
- Digital Albums Chart** TOP 50 (albums, weekly)
- Australian Physical Albums Chart** TOP 100 (albums, weekly)
- Catalogue Albums Chart** TOP 50 (albums, weekly)
- Dance Singles Chart** TOP 25 (singles, weekly)
- Dance Albums Chart** TOP 25 (albums, weekly)
- Urban Singles Chart** TOP 40 (singles, weekly)
- Urban Albums Chart** TOP 40 (albums, weekly)
- Club Chart** TOP 50 (singles, weekly)
- Hitseekers Chart** TOP 20 (singles and albums, weekly)
- Country Albums Chart** TOP 40 (albums, weekly)
- Core Classical Albums Chart** TOP 10 (albums, weekly)
- Crossover / Classical Albums Chart** TOP 20 [formerly called Classical Albums] (albums, weekly)
- Jazz & Blues Albums Chart** TOP 20 (albums, weekly)
- Audiovisual Chart** TOP 40 (audio-visual, weekly)
- Streaming Tracks Chart** TOP 50 (singles, weekly)

## 2.3 ADDITIONAL INFORMATION

All ARIA definitions can be found under schedule one (from page 18) of the following document: <http://www.aria.com.au/pages/documents/ARIAChartCodeOfPractice-2016April.pdf>

### Singles Charts (Top 10, 50, 100, 150)

- Must comply with ARIA's definition of a single
- Must be less than 2 years old from its first Australian release, or there must be a written request in accordance with the Data and Eligibility Rules
- Both downloads and streams are taken into account
- Eligible streams are factored into the chart at a rate periodically determined by ARIA in consultation with the ARIA Finance and Chart & Marketing Committee, based on the relative average income of streams to digital track sales.

### Streaming Tracks Chart (Top 50)

- Compiled from data reported on Qualifying Streams by streaming service providers
- All qualifying streams must be identified by a unique ISRC code in submissions.
- A maximum of ten individual track streams per day per customer will be counted toward the chart.
- The chart reflects popularity by individual recordings and it should be noted that varying performances of a work (i.e. different versions of the track, including 'mixes') will not be aggregated for this chart.

### Streaming Audio + Visual (Top 40)

- As above

### **Albums (Top 10, 50, 100, 150)**

- A recording performed by a single (or common) artist, act or orchestra (including “Best Of” compilations of material by the same artist), or an original movie soundtrack where at least 80% of the tracks were included in that film/show, or a concept album featuring at least 80% of new recordings where the songs have been specifically recorded for the project (whether or not the recording is by various artists.)
- Must be less than two years old from its first Australian release date, unless in a continuing chart run or made the subject of a written chart survey request.
- Eligibility does NOT require that the title be a new release (e.g. the title can be a rerelease of a previous Top 100 Album).
- A title will no longer be eligible, and will consequently be automatically removed from survey, if after an initial survey period (currently 15 weeks) it falls below a predetermined chart rank threshold (currently no. 450) and does not recover with a reasonable period (currently 5 weeks)

### **Compilation Albums (Top 20)**

- An album containing recordings by different artists and includes DJ mixes / sequences.
- Must be ineligible for the National Albums Chart

### **Australian Artist Singles and Albums Chart (Top 20)**

- Eligibility for these charts is as for the singles and albums charts, except the primary artists of the title must be from Australia. Where the primary artist is a group, the artist will be considered to be Australian if at least 50% of the members of the group are citizens or residents of Australia.
- An artist is considered Australian if they are born in Australia, or have permanent residency status and has lived in the country for at least 6 months a year for the two consecutive years prior to the release of the title in question, any artist that has applied for permanent residency and has lived in Australia for at least 6 months a year for two consecutive years prior to the release and signed to an Australian record label, or any New Zealand artist who has lived in Australia for 6 months per year for the two consecutive years prior to the release of the title in question and is signed to an Australian record label.  
In the case of duos, at least 50% of the members of the act must satisfy at least one of the above criteria.

### **Catalogue Albums Chart (Top 50)**

- Albums chart (singles, videos and compilations are excluded).
- Only titles whose first Australian release is more than two years prior to the date of the relevant Catalogue Chart will be eligible
- Re-issues of formerly deleted titles will be eligible if the title satisfies the other criteria.
- Eligibility for the Catalogue Chart does NOT disqualify a title from the Albums Chart. A title can chart simultaneously on both.
- The chart is not survey based – it is a weighted ranking of all the qualifying best sellers each week.
- It is not a pre-requisite that Titles have previous Albums Chart history.

**Genre Specific Charts – Country Albums (Top 40), Core Classical Albums \* (Top 10), Crossover/Classical Albums \*\* (Top 20), Jazz and Blues Albums (Top 20), Urban Singles and Albums (Top 40), Dance Albums and Singles \*\*\* (Top 20)**

- Must be a qualifying Album or Single
- Must be less than two years old from its first Australian release, unless in a continuing chart run or made the subject of a new written Chart Survey request.
- Must be the subject of a written survey request for this chart by a record supplier who supplies the title to retail stores in Australia.
- Eligibility for these charts are confirmed in the week of survey request by an honorary panel of genre specialists appointed and administered by the ARIA Chart Department at the direction of the ARIA Chart & Marketing Committee.
- A title will no longer be eligible and will consequently be automatically removed from these charts survey if, after an initial survey period (currently 15 weeks), it falls below a predetermined Chart threshold (currently No. 120) and does not recover within a reasonable period (currently 5 weeks)
- All works in the Core Classical or Crossover/Classical charts must generally be works capable of delivery in a concert setting.

\* The term classical is to be understood in the broad sense of the term, i.e. as representative of a wide genre of music (not just music originating in the academically recognised classical period from Haydn to Beethoven). If an album contains a mixture of classical and non-classical works, an 80/20 rule will be applied, where 80% must be of works regarded as classical.

\*\* The eligibility for the chart will be judged on the content of the release, not on the performers of the work. [E.g. Renée Fleming's "pop" album Dark Hope would not be eligible for the Crossover/Classical chart, as the content of the album is pop – not classical material rearranged in a popular idiom.]

\*\*\* Must be predominantly of a dance nature, or with a lead track of a dance nature, or be or have been included in the ARIA Club Chart or a comparable overseas chart.

**Digital Track Charts (Top 50)**

- Compiled for data reported on Qualifying Digital Sales \*\*\*\*
- Qualifying Digital Sales will be counted toward the chart from the day of purchase
- All downloads must be identified by a unique ISRC code in submissions.
- The chart reflects popularity of individual recordings and it should be noted that varying performances of a work (i.e. different versions of the track, including 'mixes') will not be aggregated for this chart.

\*\*\*\* Qualifying digital sale means a retail sale of a permanent copy of a digital product eligible for inclusion in the chart and sold by a DSP, where the start and finish of the transaction occurs within Australia.

**Hitseekers Albums and Singles (Top 20)**

- Must be a qualifying album or single

- Must be by an artist who has never previously been featured in the Top 50 albums in the National Albums Chart or in the Top 50 in the National Singles Chart.
- Upon reaching the Top 50 of either the ARIA Albums or Singles chart, an artist will be permanently excluded from the corresponding Hitseeker chart from that week onwards (the "Hitseekers Chart Top 50 Rule").
- Where two or more artists jointly release a recording, the Hitseekers Chart Top 50 rule does not apply, unless all of the artists are ineligible under that Rule.

### **Physical Singles and Albums Chart**

- Only physical sales are eligible to contribute to the charts.

### **ARIA Certification Awards**

Accreditations are awarded to titles released by ARIA members for achieving high wholesale sales levels within Australia of singles, albums and audiovisual (DVD/VHS music videos) products. Whilst the physical component is based on wholesale shipments to stores, that measure is applicable in the case of digital sales. Therefore, the distributing record company is required to aggregate physical product shipments with certified (or certifiable) reports of sales from DSPs (digital service providers) in their accreditation calculations.

**Singles (units):** Gold (35,000), Platinum (70,000)

**Albums (units):** Gold (35,000), Platinum (70,000)

**Audiovisual (units):** Gold (7,500), Platinum (15,000)

For the purpose of the ARIA Diamond Award, sales of albums, plus the sales of singles and tracks from that album accrued after 1. July 2014, are aggregated. While each album sold counts directly towards qualification for the award, singles and tracks are weighted at 10% of the value of the album (that is every 10 single/track sales = 1 eligible sale)

**Diamond Award (units):** 10x platinum (700,000)

The award is attached to the album, not the related singles and or tracks.

### 3. AUSTRIA

Population (M)	Total Recorded Music Revenue (US \$ M)	Internet Penetration (M)	Indie Label Share Total Revenue (%)	Major Label Share Total Revenue (%)
8.2	\$ 114.9	7	Not Available	Not Available

\*All data collected from WINTEL 2016 Report and IFPI RIN 2015

#### 3.1 INTRODUCTION

The charts in Austria are compiled and published by Hitradio Ö3, which is one of the nationwide radio stations of the country's public broadcaster, ORF.

Ö3 has the biggest audience share of any radio station in Austria, with 31%.

**Singles: 100 streams = 1 track download**

#### 3.2 CHARTS

- Ö3 Singles Charts Top 40/75 (singles, weekly)
- Ö3 Long Play Charts/Albums Top 40/75 (albums, weekly)
- Ö3 Compilation Charts Top 20 (albums, weekly)
- Ö3 DVD Charts Top 10 (DVDs, weekly)
- Ö3 Online Charts Top 40 (singles, weekly)
- Ö3 Hörercharts 40 (Airplay – radio) Top (singles, weekly)
- Ö3 Austro-Charts Top 10 (singles, weekly)
- Ö3 Euro Top 40 (singles, weekly)
- Ö3 US Charts Top 40 (singles, weekly)

#### 3.3 ADDITIONAL INFORMATION

**Singles Chart:** Is compiled based on physical sales, digital sales (downloads) and from 2014, streaming from premium subscribers, only.

The stream to download ratio is as follows:

**100 streams = 1 Track Download**

**Albums Chart:** Is compiled based on physical sales and digital sales (downloads). Physical and digital sales are equivalent to each other, in terms of value. I.e. 1 physical album = 1 downloaded album. Streaming is considered to be track based, so they are counted until further notice in single based charts only.

**Compilation Charts:** Are albums with more than one artist, such as movie soundtracks. The charts are compiled based on physical and digital sales (downloads).

**DVD Charts:** Ranks the 10 most popular music DVDs in Austria in the previous week. Includes; live concerts, music documentaries, musicals etc.

**Online Charts:** Is a chart of the 40 most streamed, liked, shared and clicked singles in the previous week.



**Hörercharts:** Is a chart compiled based on airplay from the radio station Ö3 only.

**Austro Charts:** Ranks the top 10 Austrian singles in the previous week. Physical sales, digital sales (downloads) and streams from premium accounts are taken into consideration.

Please note: In any chart where streaming is included, the stream is deemed eligible if it is streamed from a premium subscriber, if a minimum of 30 seconds of the track is streamed and if it considered an interactive stream (no curated playlists etc.)

The value of a stream is semi-annually reviewed and adjusted if appropriate.

Generally, a title exits the charts if its compliance with applicable sales rules are no longer enough to still show a chart position. An artificial chart wipe maximum weekly numbers etc. will not take place in the Austrian charts.

### **Certification Awards**

Gold: 5,000 sold DVDs, 7,500 sold albums, 15,000 sold singles

Platinum: 10,000 sold DVDs, 15,000 sold albums, 30,000 sold singles

## 4. BELGIUM

Population (M)	Total Recorded Music Revenue (US \$ M)	Internet Penetration (M)	Indie Label Share Total Revenue (%)	Major Label Share Total Revenue (%)
10.4	116	8.9	25%	75%

\*All data collected from WINTEL 2016 Report and IFPI RIN 2015

### 4.1 INTRODUCTION

The charts in Belgium are published by Ultratop, a non-profit organisation created on the initiative of BEA (Belgian Entertainment Association), the local member organisation of IFPI. They publish two sets of all the charts underneath. One set for the Dutch-speaking Flanders region and one set for the French speaking region, Wallonia.

Singles charts are based on physical sales, digital sales, streaming and airplay (radio and TV), Album charts include physical and digital sales.

#### **The stream to download ratio: 150 streams = 1 download**

Airplay count 20% towards the charts.

### 4.2 CHARTS

**Ultratop Singles Chart** Top 50 (singles, weekly)  
**Ultratop Albums Chart** Top 200 (albums, weekly)  
**Ultratip Bubbling Under** Top 50 (singles, weekly)  
**Compilations** Top 20 (albums, weekly)  
**Dance** Top 50 (singles, weekly)  
**Airplay** Top 50 (singles, weekly)  
**Vlaamse** Top 50 (singles, weekly)  
**Urban** Top 50 (singles, weekly)  
**Dance Bubbling Under** Top 20 (singles, weekly)  
**Back Catalogue Singles** Top 50 (singles, weekly)  
**Belgische Albums** Top 40 (albums, weekly)  
**Muziek-DVD** Top 10 (DVDs, weekly)  
**Mid-Price** Top 50 (albums, weekly)  
**Klassiek** Top 20 (albums, weekly)

### 4.3 ADDITIONAL INFORMATION

**Ultratop Singles Chart:** This is the only chart that includes streaming in its calculation.

**150 streams = 1 download**

**Ultratop Albums Chart** The albums chart accounts physical sales and digital sales. No date has been set yet to include streams.

**Ultratip Bubbling Under:** Chart of the top 50 most streamed, downloaded and played (airplay) singles, that have not yet made it into the official singles chart. It should be noted that a single cannot chart on Ultratip on airplay figures alone.

**Compilations:** Compilation albums with more than one featured artist.

**Dance:** Ranks dance singles based on physical/digital sales, airplay on dance stations and streaming.

**Airplay:** Most played singles on TV and radio. The two regions monitor different stations.

**Vlaamse:** Most popular Dutch language songs from the Flanders region.

**Urban:** Ranks hip-hop, R&B and soul singles.

**Dance Bubbling Under:** Same as the Ultratip Bubbling Under Chart, but it is only concerned with dance singles.

**Back Catalogue Singles:** Ranks the best-selling, most streamed and most played (airplay) singles that are more than two years old.

**Belgische Albums:** Ranks the most popular Belgian albums.

**Muziek-DVD:** All types of audio-visual music DVDs are included in this chart.

**Mid-Price:** ranks the 50 best-selling albums of a week, with a PPD of €8 or less.

**Klassiek:** Classic albums.

### **Certification Awards**

Gold: 10,000 albums singles sold

Platinum: 20,000 albums sold



## 5. BRAZIL

Population (M)	Total Recorded Music Revenue (US \$ M)	Internet Penetration (M)	Indie Label Share Total Revenue (%)	Major Label Share Total Revenue (%)
207	350	102	34%	66%

\*All data collected from WINTEL 2016 Report, IFPI RIN 2015, ECAD and ABPD

### 5.1 INTRODUCTION

There are a few different charts in Brazil that are managed by different institutions, although none are considered the official charts of Brazil.

Billboard publish two charts, one of which (singles), is available in a range of regional varieties.

Crowley/Music Media monitors airplay from 265 radio stations, covering 14 different cities. They offer weekly charts with the top 100 tracks, divided by region/state and a top 100 consolidated national chart.

ECAD (PRO), the non-profit performing rights organisation in Brazil, publish charts every three months and consolidated annual charts. Most notably, the Radio Chart and the Live Show Chart. In addition, they publish two charts for important national events; Carnival and Festa Junica.

Playax is a startup that monitors over 4,000 radio stations (internet based) and more than 40 TV channels. They are able to generate different rankings by artist, by song, or by genre.

Pro-Música Brasil, formerly known as ABPD (Associação Brasileira dos Produtores de Discos), are the local member organisation for IFPI. They are responsible for the issuance of certification awards. They also publish weekly charts through Crowley's website.

### 5.2 CHARTS

**Billboard Hot 100 Brazil** (singles, weekly)

**Billboard 200** (albums, weekly)

**ECAD Anuais Radio Top 20** (singles, annually)

**ECAD Anuais Live Shows Top 20** (singles, annually)

**ECAD Anuais Carnival Top 20** (singles, authors - annually)

**ECAD Anuais Festa Junina Top 20** (singles, authors, performers, live - annually)

**ECAD Anuais Background Music Top 20** (tracks, authors – annual)

**Crowley Airplay Top 100** (singles, weekly)

**ABPD CD Top 10** (albums, weekly)

**ABPD DVD Top 10** (DVDs, weekly)

**Playax Top Songs** (singles, weekly)

**Playax Top Artists** (artists, weekly)

**Playax Top Genres** (genres, weekly)

### 5.3 ADDITIONAL INFORMATION

**Hot 100 Brazil & Billboard 200:** Weekly singles and albums charts published by Billboard.

**ECAD Anuais Radio:** Are annual charts ranking the 20 singles with the most airplay and the 20 highest earning authors.

**ECAD Anuais Live Shows:** Are annual charts ranking the 20 most performed live singles and the 20 highest earning authors.

**ECAD Anuais Carnival:** Are charts published every year during the Brazilian carnival season. It ranks the 20 most popular singles and highest earning authors.

**ECAD Anuais Festa Junina:** Festa Junina is a popular street party that takes place every June in Brazil. This chart ranks the 20 most popular singles, highest earning authors, performers and most played live tracks.

**ECAD Anuais Background Music:** Are annual charts ranking the 20 most popular background music tracks and the 20 highest earning authors.

**Crowley Airplay:** Are arrange of charts, ranking the top 100 airplay singles, nationally and regionally. Salvador, Belo Horizonte, Campinas, Brasilia, Recife, Fortaleza, Goiania, Florianopolis, Ribeirão Preto, Vale do Paraiba, Triangulo Mineiro, Porto Alegre, Rio de Janeiro, Sao Paulo and Curitiba are the regions with their own charts.

**ABPD CD:** This is a weekly chart published by the local IFPI member organisation, ranking the top 10 CDs.

**ABPD DVD:** This is a weekly chart published by the local IFPI member organisation, ranking the top 10 DVDs.

**Playax Top Songs/Artists/Genres:** Playax is a startup music intelligence platform that monitors the usage of music in over 4,000 Brazilian radio stations (internet based, terrestrial, cable and analogue), 40+ TV stations, internet platforms (YouTube, Vimeo, and Palco mp3) and some social media platforms (unknown which ones). They publish charts behind a paywall, available to Playax users with a premium subscription.

#### **Certification Awards on new releases starting January 1<sup>st</sup> 2010.**

For information about older releases, please visit the Pro-Musica Brasil website.

**CD National Products (Units sold):** Gold (40,000), Platinum (80,000), Double Platinum (160,000), Triple Platinum (240,000), Diamond (300,000)

**CD International Products (Units sold):** Gold (20,000), Platinum (40,000), Double Platinum (80,000), Triple Platinum (120,000), Diamond (160,000)

**DVD National Product (Units sold):** Gold (25,000), Platinum (50,000), Double Platinum (100,000), Triple Platinum (150,000) Diamond (250,000)

**DVD International Product (Units sold):** Gold (15,000), Platinum (30,000), Double Platinum (60,000) Triple Platinum (90,000), Diamond (125,000)

**Digital Product (track/album) (Units sold):** Gold (50,000), Platinum (100,000), Diamond (500,000)

The complete list of radio stations monitored by Crowley/Music Media can be found on the following website: <http://www.crowley.com.br/musicmedia/monitoracao.html>

## 6. CANADA

Population (M)	Total Recorded Music Revenue (US \$ M)	Internet Penetration (M)	Indie Label Share Total Revenue (%)	Major Label Share Total Revenue (%)
34.8	336	31.1	21%	79%

\*All data collected from WINTEL 2016 Report and IFPI RIN 2015

### 6.1 INTRODUCTION (English speaking Canada)

Billboard produces three charts for Canada compiled from data gathered by Nielsen SoundScan. The Nielsen system look for an audio fingerprint; a characteristic that differentiates a song from others it tracks. The data for the sales charts are collected from music stores, music departments at electronic and department stores, direct-to-consumer transactions and internet sales (physical albums and digital downloads).

Music Canada publish a weekly single and album chart. Additionally, they issue award certifications. They are a non-profit trade organisation. Music Canada is the local IFPI member organisation.

Bell Media produces the CHUM Chart Top 40 under the iHeart Radio brand, which is a weekly single chart. They track the most popular songs in Toronto.

The Canadian Independent Music Association (CIMA) will publish the CIMA 20/CIMA 40, a weekly ranking of Canadian and global independent artists in the Canadian market. CIMA has partnered with BuzzAngle Music to produce this chart. BuzzAngle's top album rankings (album packages) are compiled from physical and digital album sales, digital song sales, and On-Demand song streams within the Canadian market. The chart is expected to go live in March 2017.

CIMA also issues Road Gold Certification to those Canadian artists who sell a minimum of 25,000 tickets on their Canadian tour over any consecutive 12-month period.

### 6.2 CHARTS (English speaking Canada)

**Billboard Canadian Hot 100** (singles, weekly)  
**Billboard Canadian Digital Song Sales Top 50** (singles, weekly)  
**Billboard Canadian Albums Top 50** (albums, weekly)  
**Music Canada Tracks Top 20** (singles, weekly)  
**Music Canada Albums Top 20** (singles, weekly)  
**CBC Airplay Top 20** (singles, weekly)  
**The CHUM Chart Top 40** (singles, weekly)  
**CIMA 20/CIMA40** (album packages, weekly)

### 6.3 ADDITIONAL INFORMATION (English speaking Canada)

#### Charts:

**Billboard Canadian Hot 100:** The 100 most popular singles in Canada, based on radio airplay, sales data (physical and digital) and streaming activity.

**Billboard Canadian Digital Song Sales Top 50:** Ranks the top-selling digital song sales, and is one of the component charts of Canadian Hot 100. It combines different versions of songs for a summarized figure.

**Billboard Canadian Albums Top 50:** The 50 most popular albums in Canada based on streaming activity, physical sales and digital sales of tracks.

**Music Canada Tracks:** Ranks the top 20 tracks, based on physical and digital sales/streams.

**Music Canada Albums:** Ranks the top 20 albums, based on physical and digital sales/streams.

**CBC Airplay Top 20:** A chart published on CBC Radio 2, compiled based on the most heard tracks on the station in the previous week. They calculate this based on listener rates of the station at a given time.

**The CHUM Chart Top 40:** Ranks the most popular songs in Toronto.

**CIMA 20/CIMA 40** The Canadian Independent Music Association has created 2 charts representing Canada's independent music sales/downloads/streams ranking of current albums (within 78 weeks from their release date and excluding soundtracks and compilation albums). **CIMA 20/CIMA 40** are two separate charts. "**CIMA 20**" are the top 20 Canadian artists sales/downloads/streams within the Canadian market. "**CIMA 40**" are the top 40 artists (Canadian and international) sales/downloads/streams within the Canadian market.

### Quota System

Canada operate with a quota system for all their broadcasting services. This is known as **CanCon** or **MAPL**. This system is a set requirement for any Canadian broadcaster to feature a minimum percentage of local repertoire. Commercial, community, campus and native radio stations must ensure that at least 35% of the popular music broadcasted each week between 6am and 6pm. CBC/Radio Canada stations must ensure that at least 50% of their popular music broadcasted are Canadian content.

To qualify as Canadian content, a musical selection must generally fulfil at least two of the following conditions:

**M** (music): Is the music composed entirely by a Canadian.

**A** (artist): The music is, or the lyrics are, performed principally by a Canadian

**P** (performance): The musical selection consists of a performance that is:

- Recorded wholly in Canada, **or**
- Performed wholly in Canada and broadcast live in Canada

**L** (lyrics): The lyrics are written entirely by a Canadian

### Certification Awards

**Albums (units) – for releases after May 1st, 2008:** Gold (40,000) Platinum (80,000), Diamond (800,000)

**Physical Singles (units) – for releases after September 2002:** Gold (5,000), Platinum (10,000), Diamond (100,000)

**Digital Downloads (singles) (units) – for releases after May 1<sup>st</sup>, 2010:** Gold (40,000), Platinum (80,000), Diamond (800,000)

**Ringtones (singles) (units):** Gold (20,000), Platinum (40,000), Diamond (400,000)  
**Music Videos (units):** Gold (5,000), Platinum (10,000)

#### **CIMA: Road Gold Certification**

- Certification is awarded by application to CIMA.
- Artists must be Canadian.
- Sales must reflect paid performances played in Canada.
- Certification is based on at least 25,000 tickets sold for public performances within a 12-month period. Artists who hit that milestone in less than 12 months are still eligible for certification. Eligible dates can go as far back as January 1st, 2014.
- Artists must perform their own show or as headliner (or co-headliner) in Canada.
- Where the act is NOT performing as the headliner/co-headliner, only 10% of total ticket sales will be eligible for that performance.
- Where the act is NOT performing as the headliner/co-headliner at a festival, then the higher figure of the following will be eligible for the performance: 2% of total festival tickets sold or total festival tickets sold divided by total number of performing acts per festival.
- Performances must include at least 50% original music to be eligible.
- Total ticket count per performance cannot exceed capacity of the venue.

#### **Ineligible Criteria:**

- Venues with less than 100 people capacity
- Showcases/free shows
- Dates that have not yet been performed

## **6.4 INTRODUCTION (French Canada)**

The charts in Quebec are published in PalmarèsPRO and the data is gathered in by Nielsen. The below charts are only concerned with data in the French speaking part of Canada.

## **6.5 CHARTS (French Canada)**

**Top Albums Francophone** Top 10 (albums, weekly)  
**Top Albums Anglophone** Top 5 (albums, weekly)  
**Top Singles Francophone** Top 10 (singles, weekly)  
**Top Singles Anglophone** Top 5 (singles, weekly)  
**Top Radio BDS Francophone** Top 100 (singles, weekly)  
**Top Radio BDS Francophone Pop Rock** Top 25 (singles, weekly)  
**Top Radio BDS Francophone Pop Adulte** Top 25 (singles, weekly)  
**Top Radio BDS Francophone Récurrent** Top 10 (singles, weekly)  
**Top Radio Francophone Correspondants** Top 100 (singles, weekly)  
**Top Radio BDS Anglophone** Top 100 (singles, weekly)  
**Top Radio BDS Anglophone Pop Rock** Top 25 (singles, weekly)  
**Top Radio BDS Anglophone Pop Adulte** Top 25 (singles, weekly)  
**Top Radio BDS Anglophone Récurrent** Top 10 (singles, weekly)  
**Top Radio Anglophone Correspondants** Top 100 (singles, weekly)

## 6.6 ADDITIONAL INFORMATION (French Canada)

**Top Albums Francophone/Anglophone:** These charts are compiled from physical and digital retailer reports, internet/mail order reports, venue sales and direct to consumer reports. Individual track sales are not counted for these charts. Only full length albums, with 5 tracks or more and with a retail price of at least \$3.49 (Canadian Dollars). Streams are not considered for these two charts. The Francophone charts are made up from French speaking content. The Anglophone charts are made up from English speaking content.

**Top Singles Francophone/Anglophone:** The singles charts are compiled based on reports from digital retailers. Streaming is not considered for these charts. The Francophone charts are made up from French speaking content. The Anglophone charts are made up from English speaking content.

**Top Radio BDS Francophone/Anglophone:** To create the airplay BDS charts, Nielsen monitors 47 terrestrial radio stations 24/7 electronically to determine play activity. The Francophone charts are made up from French speaking content. The Anglophone charts are made up from English speaking content.

The stations monitored for this station is as follows: CHVD, CHXX, CKYQ, CJEB, CJDM, CIGB, CHEY, CFJO, CFDA, CFTX, CJMF, CJEC, CITF, CHIK, CFOM, CKTF, CIMF, CKOI, CKMF, CJFM, CITE, CITE1, CHOM, CKBE, CFGL, CFEL, CHEQ, CJSO, CJLM, CHRD, CHLX, CHLC, CJAB, CFVD, CHOX, CIPC, CIKI, CIBM, CHRL, CJMM, CJMV, CIMO, CFGE, CKRB, CKVM, CFIX, CJOI

**Top Radio BDS Francophone/Anglophone Pop Rock/Pop Adulte:** Same methodology as above, however these charts are genre specific.

**Top Radio BDS Francophone/Anglophone Récurrent:**

**Top Radio Francophone/Anglophone Correspondants:** The top 100 Correspondant chart is compiled based on airplay reports submitted by 22 independent radio stations, mostly based in Quebec and New Brunswick. ADISQ receive these reports and combine the figures to create the Correspondants charts. The Francophone charts are made up from French speaking content. The Anglophone charts are made up from English speaking content.

## 7. CHILE

Population (M)	Total Recorded Music Revenue (US \$ M)	Internet Penetration (M)	Indie Label Share Total Revenue (%)	Major Label Share Total Revenue (%)
17.4	\$23.2	11.2	Not Available	Not Available

\*All data collected from WINTEL 2016 Report and IFPI RIN 2015

### 7.1 INTRODUCTION

Chile does not have an official chart. Streaming services such as Shazam and Spotify publish their own charts through their services, which is representative of usage on that service exclusively. Furthermore, Chile has a music downloading platform, Portaldisc – known for its extensive local repertoire, that publish a variety of charts based on downloads from that platform.

In Chile, they are observing a similar trend to the development happening on an international level in terms of the increase in revenues from digital services becoming comparable to that of physical revenue streams, which are declining somewhat.

### 7.2 CHARTS

**Portaldisc Monthly Top Downloads** Top 100 (singles, monthly)  
**Portaldisc Monthly Free Downloads** Top 100 (singles, monthly)  
**Portaldisc Annual Charts** Top 400 (singles, annually)

### 7.3 ADDITIONAL INFORMATION

Portaldisc is a Chilean music downloading platform, which is known for being one of the most important platforms to download Chilean music. Almost all its catalogue is local repertoire. They compile a number of charts, but as they do not take streaming or online listens it is considered to not be that representative of the market conditions. However, as it is so focused on Chilean music, it does represent indie artists.

SCD (Society of Copyrights) – uses a monitoring software to pay the funds collected by copyrights, called B-MAT. This software considers the catalogue of the majors (by Profovi), independent labels associated to SCD (there are 13 IMICHILE member labels in SCD) and independent producers. This system monitors more than 200 radio stations throughout Chile, but no other media outlets. IMICHILE says that radio is the most important media in the country, so this information is very representative of the market conditions.

#### Certification Awards

Gold: 5,000 albums sold,

Platinum: 10,000 albums sold,

Diamond: 100,000 albums sold,

## 8. CHINA

Population (M)	Total Recorded Music Revenue (US \$ M)	Internet Penetration (M)	Indie Label Share Total Revenue (%)	Major Label Share Total Revenue (%)
1,355.70	105.2	627	Not Available	Not Available

\*All data collected from WINTEL 2016 Report and IFPI RIN 2015

### 8.1 INTRODUCTION

There are a few different companies that offer chart information in China. These are all published on the respective websites. Currently, there isn't much interest in charts amongst the public. The main ones are QQ Music, Xiami and YinYueTai. Some music services provide their own charts, based on streams occurred on their platform.

Social media platforms such as WeChat and Weibo play a huge part in chart calculations/methodology. They are monitored for shares, likes and number of comments that occur on the different tracks. DSPs in China however only release their data on a quarterly basis. It is suspected that the data used to compile the weekly and monthly charts are somewhat selective in their data monitoring, in favour of the major labels.

It is important to note in China that 'downloading' almost exclusively means free downloads from streaming services that saves to a playlist. One can't download and listen to the tracks outside of the service. Many musicians in the 'superstar' category offer their albums for free through the various platforms.

**QQ Music** offer no information regarding their chart calculation methodology.

**Xiami** compile their charts from the following data: streaming and downloads (25%), share on Weibo (25%) social media likes (10%), comments 25%, community activity 15%.

**YinYueTai** compile their charts from the following data: Complete stream on computer 36% + Likes 10% + Downloads 10% + Comments 5% + Complete stream on mobile 18% + Download on mobile 12% + share on mobile 8%

### 8.2 CHARTS

#### QQ Music

- Popularity Index** Top 100 (singles, daily)
- The Peak List of Hot Songs** Top 300 (singles, weekly)
- The Peak List – Guangzhou Mitsubishi Outlander Singer** Top 30 (artist, daily)
- The Top List – HUAWEI nova – The Dream Sound** Top 100 (singles, daily)
- The Peak List of New Songs** Top 100 (singles, daily)
- The Peak List of Online Songs** Top 100 (singles, weekly)
- The Peak of The Main Land** Top 100 (singles, weekly)
- Peak List of Hong Kong and Taiwan** Top 100 (singles, weekly)
- Summit List Europe and the United States** Top 100 (singles, weekly)
- South Korea** Top 100 (singles, weekly)
- The Pinnacle of Japan** Top 20 (singles, weekly)
- The Peak List of Musicians** Top 100 (artists, weekly)



**K Song** Top 15 (singles, weekly)  
**The Peak** Top 20 (singles, hourly)

#### **Xiami**

**Hot Song list** TOP 500 (singles, weekly)  
**Shrimp Song list** TOP 200 (singles, weekly)  
**Shrimp New Song List** Top 200 (singles, weekly)  
**Shrimp Original List** Top 200 (singles, weekly)  
**Hito Chinese Charts** Top 20 (singles, weekly)  
**Hong Kong Jin Song List** Top 10 (singles, weekly)  
**Oricon Singles Chart** Top 20 (singles, weekly)  
**M-Net Comprehensive Data Week List** Top 25 (singles, weekly)  
**Alibaba Real Time Chart** Top 100 (singles, real-time)  
**Alibaba Weekly Chart** Top 100 (singles, weekly)  
**Alibaba Annual** Top 100 (singles, annual)

#### **YinYueTai (YYT)**

**Real-time** Top 50 (singles, real-time)  
**Weekly** Top 20 (singles, weekly)  
**Monthly** Top 10 (singles, weekly)

### **8.3 ADDITIONAL INFORMATION**

QQ Music (Chinese music streaming and download service, owned by Tencent and has more than 800m users, 400 Monthly Active Users) is one of the world's biggest streaming services, with roughly 60% of the streaming market.

The streaming to download ratio methodology applied by QQ Music is not disclosed. Users can share QQ playlists on their personal Wechat and Weibo accounts, but cannot embed them on a webpage/online magazine or similar.

Xiami is a Chinese electronics company and the world's 4<sup>th</sup> biggest smartphone maker. They own Baidu, one of the biggest web services country in the country, which ranked 4<sup>th</sup> on the Alexa Internet rankings. Xiami is one of the world's biggest streaming services with roughly 20% of the streaming market.

Users can share Xiami playlists on their personal Wechat and Weibo accounts, but cannot embed them on a webpage/online magazine.

**The scoring formula is as follows (does not apply to Alibaba charts): streaming and downloads (25%), share on Weibo (25%) social media likes (10%), comments 25%, community activity 15%.**

**Alibaba Real-Time:** Songs must have been released in the past 90 days. Paid tracks (digital and physical sales), free tracks and demos all qualify for this chart. Tracks receive a score out of a potential 100.

**Alibaba Weekly:** Songs must have been released in the past 1 year. Paid tracks (physical and digital sales), free downloads and demos all qualify for this chart. Tracks receive a score out of a potential 100.



**The scoring formula for all Alibaba charts are as follows:**

**Streaming and downloads (25%), microblogging share (25%), likes (10%), comments (25%) and fan community activity (15%)**

YinYueTai (YYT) entered a collaboration with Billboard in late 2015 to create China's first 'user generated chart', updated on a weekly, monthly and in real-time basis. YYT is a leading Chinese music video service with more than 50m registered users and real-time access to music video data. The chart ranks the videos with the most engagement on the platform. The chart does not receive any data from Billboard.

**The breakdown of methodology is as follows:**

**Complete stream on computer 36% + Likes 10% + Downloads 10% + Comments 5% + Complete stream on mobile 18% + Download on mobile 12% + share on mobile 8%**

**Certification Awards**

Gold: 10,000 albums sold (international), 20,000 albums sold (domestic)

Platinum: 20,000 albums sold (international), 40,000 albums sold (domestic)

## 9. DENMARK

Population (M)	Total Recorded Music Revenue (US \$ M)	Internet Penetration (M)	Indie Label Share Total Revenue (%)	Major Label Share Total Revenue (%)
5.6	101	5.6	20%	80%

\*All data collected from WINTEL 2016 Report and IFPI RIN 2015

### 9.1 INTRODUCTION

The charts in Denmark are published and managed by Hitlisten. All of the data is gathered by M&I, who partner with Radio Monitor, due to their experience in the UK market, but also because of their well-developed online service.

Denmark only publish a limited number of charts, due to the size of the population.

The Singles Chart is only concerned with streams and downloads. Physical singles are no longer in circulation, although some boutique record shops might still carry some.

The Albums Chart is made up from streaming, downloads and physical sales.

To calculate the stream to download conversion rate, Hitlisten assign a Track Factor, which is updated on a quarterly basis.

### 9.2 CHARTS

**Singles Chart** Top 40 (singles, weekly)

**Albums Chart** Top 40 (albums, weekly)

**Airplay Chart** Top 20 (singles, weekly)

**Hot Listen**

**Vinyls** Top 40 (albums, weekly)

**Compilation** Top 10 (albums, weekly)

### 9.3 ADDITIONAL INFORMATION

Currently, the track factor in Denmark is set at 100 and the album factor is 10.

#### Singles Chart

- Made up from streams and downloads
- Stream conversion is called 'Track Factor' and is an attempt to find the market value for a stream compared to a download. The Track Factor is updated quarterly to reflect latest market developments
- A track gets a 'Track Score' that reflects both downloads and streams.
- The chart represents the tracks with the highest Track Score in the past week
  - o For example
    - A track has X downloads and Y streams
      - $X + (Y/\text{Track Factor}) = \text{Track Score}$

- Example: A song has received 688 downloads and 128.200 streams. The track factor is set to 100. Collective track score is therefore =  $688 + (128.200/100) = 1.970$

## Albums Chart

- Made up from streams, downloads and physical sales.
- Track streams is collected under the UPC code, which is reported by the ISPs in their daily/weekly reporting. If a track is streamed from a compilation album, it is accounted for in the compilation streams. If the same track is streamed from the artist's album, it is accounted for in the artist's album streams.
- Track download to album sale conversion is called 'Album Factor' and represents how the amount of track downloads (or track streams via the use of the Track Factor from the singles chart) equivalent in value to an album download
  - o Here's an example:
    - The album UPC has had X streams
      - $X \text{ streams} / (\text{Track Factor} * \text{Album Factor}) = \text{UPC score}$
- A minimum of 6 of all tracks on an album must have been streamed to make the album streams eligible for the chart
- For an EP (a minimum of 4 tracks) to count towards the charts, all tracks must be streamed.
- A track's streams can't make up more than 70% of the total album streams on the album chart
- Under 100 streams of a track in a week cannot count towards the charts.

## Calculation Method

- The calculation model from the singles charts is utilised for all relevant album-tracks, grouped with UPC and ISRC codes. Following that, they look at the 70% max rule and exclude any entries that fall within this. Secondly, they add all the individual track streams to identify the total stream score, which is then divided by the album factor.
- E.g. UPC has in total received X streams on the UPC-code.
- Total UPC Score =  $X / (\text{Track Factor} * \text{Album Factor})$
- E.G. Track Factor is set at 100 and Album Factor at 10
- UPC has 12 tracks and these have collectively had 72.520 streams. None of these 12 tracks make up more than 70% of the collective album streams.
- UPC Album Score =  $72.520 / (100 * 10) = 73$  (rounded up)

## Airplay Chart

All Radio Airplay Charts are based on per-listener-score from each time the track is played.

There are several subcategories of the Airplay Charts:

### Radio Airplay Chart Top 100

**Radio Airplay Chart** – AC Top 50 (Only AC stations count)

**Radio Airplay Chart** – CHR Top 50 (Only CHR stations count)

**Radio Airplay Chart** – Commercial Top 50 (Only advertisement funded stations count)

**Radio Airplay Chart** – ex P3 Top 50 (As Radio Airplay Chart, excluding P3)

**Radio Airplay Chart** – Local Top 50 (Only Danish productions or artists)

**Radio Airplay Chart** – International Top 50 (Only international productions or artists)

**Radio Airplay Chart** – Breakers Top 30 (Only releases 30 days or younger)

## TV Airplay Chart Top 50 (TV)

Information on stations and categories is available at:

[http://www.oic.dk/mi2013/PDF/Info/MI\\_RM\\_-\\_DK\\_Airplay\\_Panel.pdf](http://www.oic.dk/mi2013/PDF/Info/MI_RM_-_DK_Airplay_Panel.pdf)

- This chart is a combination of physical sales, downloads, streams and radio airplay of a single.
- Similar to the Singles Chart, the Hot Chart uses a conversion factor between downloads and streams, as well as a conversion factor between downloads and airplay impact.
- The download to stream conversion factor is always the same as that used for the Singles Chart.
- The conversion factor for downloads and streams is as follows;
  - Airplay Factor = Value per download / Value per airplay impact point.
  - In 2016, 1 download = 5000 Airplay impact points (rounded)

## Hot Listen Chart

- This chart is a combination of physical sales, downloads, streams and radio airplay of a single.
- Similar to the Singles Chart, the Hot Chart uses a conversion factor between downloads and streams, as well as a conversion factor between downloads and airplay impact.
- The download to stream conversion factor is always the same as that used for the Singles Chart.
- The conversion factor for downloads and streams is as follows;
  - Airplay Factor = Value per download / Value per airplay impact point.
  - In 2016, 1 download = 5000 Airplay impact points (rounded)

## Vinyls Chart

This is simply a list of the best-selling vinyls in the past week from the store partners. No PPD-requirements and not specific to albums, EPs or singles.

## Compilation Chart

A chart ranking compilation albums. It follows the same rules as the Albums Chart, above.

## Certification Awards

All awards are issued based on physical sales, digital sales and streams.

### Single

1 stream = 1 unit

1 download = 100 units



Album

1,000 streams = 1 unit  
1 download = 1 unit

Gold: 10,000 units (albums), 4,500,000 units (singles)

Platinum: 20,000 units (albums), 9,000,000 units (singles)

Double Platinum: 40,000 units (albums), 18,000,000 units (singles)

Triple Platinum: 60,000 units (albums), 27,000,000 units (singles)

## 10. FINLAND

Population (M)	Total Recorded Music Revenue (US \$ M)	Internet Penetration (M)	Indie Label Share Total Revenue (%)	Major Label Share Total Revenue (%)
5.3	66	5	16%	84%

\*All data collected from WINTEL 2016 Report and IFPI RIN 2015

### 10.1 INTRODUCTION

The charts in Finland are compiled by Ranger Computers and published by Musiikkituottajat, who are the national IFPI member organisation. Every week they are aired on Radio Aalto, Radio Rock and NRJ.

### 10.2 CHARTS

**Albums Chart** Top 50 (albums, weekly)  
**Singles Chart** Top 20 (singles, weekly)  
**Downloads Chart** Top 30 (singles, weekly)  
**Streaming Chart** Top 50 (singles, weekly)  
**Radio Playlist** Top 100 (singles, weekly)  
**Mid-price Charts** Top 10 (albums, weekly)  
**Music DVDs Chart** Top 10 (DVDs, weekly)

### 10.3 ADDITIONAL INFORMATION

The stream to download conversion rate for singles is as follows:

**100 streams = 1 unit/download**

A phonogram is considered to be any content or file that contains audio, for instance; vinyl records, CDs, DVDs, HD DVDs, Blu Ray, cassettes or combination of any of the above formats. The recording can also be in exclusively digital format, for the avoidance of doubt.

A sale must occur in at least 3 different outlets (physical or digital) in a given week for the single or album to qualify for the charts.

A sale will not be accepted if it is part of a free promotional give-away, if the sale is not based on the buyer's own activity (clubs etc.),

The PPD is at least €8.

Digital sound recordings must contain a digital identification number, under which the recording is identifiable, if not, the recording cannot be considered for any charts.

Alternative versions or re-issues are eligible for the charts if it contains 100% of the previously published phonogram, if the release of the new additional material has never been available in its entirety as a separate audio recording or if the remix and live music is not combined with the original studio recording sales figures.

**Albums Chart:** ranks albums longer than 25 minutes on a weekly basis. It counts physical sales, sale off mobile and/or internet trading sites.



**Singles Chart:** ranks singles and Eps shorter than 25 minutes on a weekly basis. It counts physical sales, sale off mobile and/or internet trading sites

**Streaming Charts:** ranks the 50 most streamed singles on a weekly basis.

**Download Charts:** ranks weekly, the 30 most downloaded singles.

**Radio Playlist:** ranks the 100 most aired singles on radio in the previous week.

**Mid-Price:** ranks the albums that have a PPD of less than €8. mid-price can also be applied if there is a package of more than two albums and the PPD is higher than €8.

**Music DVDs:** includes music video collections, music documentaries, karaoke DVDs, live concerts and fictional films with a music artist as the main feature (evaluated on a case by case basis by the FEC). There is no minimum PPD for music DVDs.

### **Certification Awards**

#### Albums

Gold: 10,000,000 streams or 10,000 units sold

Platinum: 20,000,000 streams or 20,000 units sold

#### Singles

Gold: 2,000,000 streams or 20,000 units sold

Platinum: 4,000,000 streams or 40,000 units sold



## 11. FRANCE

Population (M)	Total Recorded Music Revenue (US \$ M)	Internet Penetration (M)	Indie Label Share Total Revenue (%)	Major Label Share Total Revenue (%)
66	809	55.9	31%	69%

\*All data collected from WINTEL 2016 Report and IFPI RIN 2015

### 11.1 INTRODUCTION

The charts in France are published by SNEP (Syndicat National de l'Édition Phonographique), who are the national IFPI member organisation.

Streaming has been included in all the charts in France (except the radio airplay chart) since June 2016.

All singles charts are concerned with streams and downloads, only. Physical singles are no longer in circulation, although some boutique record shops might still carry some. All album charts are made up from streaming, downloads and physical sales.

The streaming value is calculated as follows:

**150 track streams = 1 track download**

**1 album download = 1 physical purchase = All album streams (the most streamed track is divided by 2 before it is added to the total album streams number) / 1,000**

### 11.2 CHARTS

**Top Albums** Top 200 (albums, weekly)  
**Top Physical Albums** Top 200 (albums, weekly)  
**Top Download Albums** Top 200 (albums, weekly)  
**Top Download Singles** Top 200 (singles, weekly)  
**Top Singles Streaming** Top 200 (singles, weekly)  
**Top Compilations** Top 50 (albums, weekly)  
**Top Radio Rankings** Top 60 (singles, weekly)

### 11.3 ADDITIONAL INFORMATION

#### Certification Awards

All album awards are issued based on physical sales, digital sales and streams. To convert streams to album sales, the most listened to track is divided by 2. Then the remaining streaming volumes of all the titles on an album are added together. Subsequently, this number is divided by 1,000 to get the sales equivalent

Sales Equivalent (physical + streams + downloads)

All singles awards are issued based on downloads and streams. They are calculated together. (1 download = 150 streams)



Gold: 50,000 equivalent sales (albums), 10,000,000 units (singles),

Platinum: 100,000 equivalent sales (albums), 20,000,000 units (singles)

Double Platinum: 200,000 equivalent sales (albums)

Triple Platinum: 300,000 equivalent sales (albums)

Diamond: 500,000 equivalent sales (albums), 35,000,000 units (singles)

## 12. GERMANY

Population (M)	Total Recorded Music Revenue (US \$ M)	Internet Penetration (M)	Indie Label Share Total Revenue (%)	Major Label Share Total Revenue (%)
81	1,698	69	32%	68%

\*All data collected from WINTEL 2016 Report, IFPI RIN 2015 and Trendreport 2016 (IFPI Germany)

### 12.1 INTRODUCTION

The Official German charts are the only association licensed by Federal Musikindustrie to compile charts for Germany. They are published on their website, as well as by their partners at VIVA, Music Market, Music Week, Ampya etc.

The Albums and Singles Charts are both compiled from physical sales, downloads and on-demand streaming.

It is important to note that only streams from a 'premium subscriber' will be counted towards the Singles, Albums and Compilation Charts.

A track needs to be streamed for a minimum of 31 seconds before it is counted.

As of October 2016, there is not a clear stream to download ratio. In the future they are hoping to operate with the following:

**100 streams = 1 track download.**

**1,000 streams = 1 album download.**

### 12.2 CHARTS

**Albums and Singles** TOP 100 (weekly)

**Compilation** TOP 30 (albums, weekly)

**Jazz Charts** TOP 20 (albums, monthly)

**Classic Charts** TOP 20 (albums, monthly)

**Schlager Charts** TOP 20 (albums, monthly)

**Hip Hop Charts** TOP 20 (albums, weekly)

**Dance Charts** TOP 20 (singles, weekly)

**Music Video** Charts TOP 20 (albums, weekly)

**Comedy Charts** TOP 10 (albums, weekly)

**Daily Trends Charts** TOP 100 (albums and singles, daily)

**Midweek Charts** TOP 100 (albums and singles, weekly)

**Download Charts** TOP 100 (albums and singles, weekly)

**Streaming Charts** TOP 100 (weekly)

## 12.3 ADDITIONAL INFORMATION

### Qualification

All technical formats qualify (DVD, SACD, CD, MC, LP, MD, downloads, streams [only for the singles charts]). Music videos also qualify for the charts provided their music content accounts for at least 50% of the total playing time.

- **Long play Charts:** Long play albums can qualify either for the TOP-100 Long play Charts or the TOP-30 Compilation Charts. The Compilation Charts list albums with tracks from three or more artists unless the album can be characterised as a project. Projects will be classified in the Artist Charts.
- **Singles Charts:** Maxi-singles qualify which contain no more than five tracks and which do not exceed 23 minutes of playing time. Remixes are not taken into account when calculating the playing time or number of tracks. Download tracks, download single bundles as well as premium streams also qualify.
- **Repertoire Charts:** Inclusion in the Classic Charts, Jazz Charts, Schlager Charts, Hip Hop Charts and Dance Charts is completely independent of inclusion in the TOP-100 Charts. A track can therefore have a position in the Top-100 Charts as well as in the repertoire charts. The allocation of products to the various repertoire charts essentially occurs on the basis of repertoire registrations by the companies in PhonoNet. The Classic, Jazz, Schlager, Hip Hop and Dance Charts are generally calculated in the same way as the TOP-100 Charts.
- **Download Charts:** Similar to the repertoire charts, the Download Charts are also "derived charts" from the "regular" TOP-100 Charts, i.e. a product can appear in both charts. As "download" represents a format characteristic, downloads can naturally also have a position in the repertoire charts for Schlager, jazz and classical music and in principle also in the music video charts. Only commercial downloads are counted. No forms of streaming (audio and video) are counted, even if they are paid-for. "Wish lists" and similar services do not count towards the Download Charts.
- **Streaming Charts:** Premium and Free Streams (advertising funded streams on the respective platforms) are counted towards the Streaming Charts. A stream must be listened to for at least 31 seconds to be included. The Streaming Charts are calculated on a unit basis, thus every reported stream counts equally.
- **Daily Trend Charts:** The Daily Trend Charts are calculated as per the rules of the Top-100 Charts on a day-by-day basis. The Daily Trends are calculated each day for the previous day (except Sunday). As the streaming partners currently deliver their data a little too late to be processed in time, they are currently not included in the Daily Trend Charts.

### **Stream Considerations**

- Only premium subscriber streams count towards the single, album and compilation charts.
- A track must be streamed for a minimum of 31seconds for it to count
- The average value of a premium subscriber is evaluated bi-annually and adjusted if necessary.
- Only the 12 most played tracks on an album is counted.
- A minimum of 6 tracks on an album must be streamed during the period in question for it to count towards the charts.
- The top 2 streamed tracks on an album are averaged out to be valued the same as the next 10 streamed tracks.

### **Award Certifications**

Gold: 100,000 units sold (albums), 200,000 units sold (singles)

Platinum: 200,000 units sold (albums), 400,000 units sold (singles)

Diamond: 750,000 units sold (albums), 1,000,000 units sold (singles)

## 13. IRELAND

Population (M)	Total Recorded Music Revenue (US \$ M)	Internet Penetration (M)	Indie Label Share Total Revenue (%)	Major Label Share Total Revenue (%)
4.8	40.9	3.8	Not Available	Not Available

\*All data collected from WINTEL 2016 Report and IFPI RIN 2015

### 13.1 INTRODUCTION

Ireland's charts are officially managed by The Official Charts Company (OCC), who is operated jointly by BPI and ERA. Kantar Millward Brown is the market research company currently contracted by the OCC to collect sales data.

Both the Album and Singles charts count include streaming. The conversion rates are changed from time to time, but in October 2016, it is as follows;

**1000 streams = 1 album sale (download or physical).**  
**100 streams = 1 Digital Audio Download**

### 12.3 CHARTS

**Singles** Top 40 & 100 (singles, weekly)  
**Albums** Top 100 (albums, weekly)  
**Compilations** Top 100 (Albums – Soundtracks and Classical, weekly)  
**Independent Albums** Top 50 (albums, weekly)

### 13.3 ADDITIONAL INFORMATION

- DUS = "Defined Universe Sales figure"

#### Album Streams

- Effective from week 9 2015, the Official Artist Albums Chart is based on the sum of the following elements;
  - Physical Album DUS
  - Digital Album DUS
  - Streaming Album DUS
- The 2 album tracks attracting the most streams are neutralised to the level of the average of the next 10 highest streamed tracks associated with the album (or all tracks where the album has < 12 tracks).
- When establishing the revised streams for neutralised tracks for an album, the average streams applied to neutralised tracks will be based on streams of all ISRCs linked to the 10 single products used in the calculation.
- After the methodology above is applied, the streams of the top 12 tracks (or all tracks where an album is <12 tracks) making up the album are aggregated together and converted to create the "Streaming album DUS", using

**conversion rate of 1,000 streams=1 album sale**

- In all cases, qualifying tracks will be those from any registered album format track listing. In the event where a release has both standard and deluxe versions, the track listings will be aggregated and de-duplicated to create the qualifying track listing. Where a track(s) from an album have registered zero streams, those tracks will not be utilised in calculating the average stream count for the neutralised tracks.
- Where a track appears on more than one album by an artist – streams of that track will count equally towards each artist's studio album and a maximum of one greatest hits album (the hits title with the highest sales DUS for that given week, or other hits title nominated in advance by label.)
- Streaming will only be factored into an album DUS where at least seven tracks (inclusive of singles) from an album are available to stream. This threshold will apply to the longest track listing available. Where an album's fullest track listing comprises 5 or 6 tracks, 100% of tracks must receive > 0 streams.

### **Streaming only albums**

- Newly released studio artist albums available in streaming only format will be chart eligible.
- For a streaming only album to qualify as newly released, it may not feature repertoire previously available on albums by the artist (unless they are newly released alternative versions of previously available tracks)
- Greatest hits/anthologies/live albums and generally compilations of previously released material will not be chart eligible if available for streaming only.

### **Singles**

All numbers must be reported to Kantar Millward Brown.

In addition to digital formats, sales of a maximum of 3 physical formats may be combined for a chart placing and purpose of chart publication. The first 3 formats to be domestically released will feature in the Chart, unless the record company elects a different combination before release.

An unlimited number of digital variants of the featured song may be combined for a chart position.

Note: A maximum of 2 formats from the Maxi Format selection are chart eligible.

The general rule of streaming to download ratio is:

### **100 Streams = 1 Digital Audio Download**

Competition inserts may not be included in any physical or digital single release. No competition incentive may be offered on a digital and/or physical pre-order.

### **Certification Awards**

Gold: 7,500 units sold (albums), 7500 units sold (singles)

Platinum: 15,000 units sold (albums), 15,000 units sold (singles)

## 14. ITALY

Population (M)	Total Recorded Music Revenue (US \$ M)	Internet Penetration (M)	Indie Label Share Total Revenue (%)	Major Label Share Total Revenue (%)
61.7	265	37.7	26%	74%

\*All data collected from WINTEL 2016 Report and IFPI RIN 2015

### 14.1 INTRODUCTION

The charts in Italy are sponsored entirely by FIMI (an IFPI member) and the data is handled by GfK.

PMI know from a reliable source that FIMI are intending to incorporate streaming into their Album chart, but they do not know when this is going to happen or what the streaming to download ratio will be. Due to their recent decision to stop contributing to funding of the charts, PMI cannot object to the rate FIMI decides to set.

### 14.2 CHARTS

- Album Chart** TOP 100 (weekly, download and physical)
- Compilation Chart** TOP 30 (weekly, download and physical)
- Vinyl Chart** TOP 20 (weekly, physical)
- Top Digital Singles Chart** TOP 50 (weekly, downloads and streaming)

### 14.3 ADDITIONAL INFORMATION

The charts are weekly from Friday to Thursday.

#### The stream to download ratio is 100 to 1.

At time of writing, YouTube views are not included in the charts. PMI have approached FIMI several times with the suggestion to include YouTube streams into chart calculations, but they have rejected the idea due to technical difficulties. PMI speculates that the real reason is that independent repertoire is doing well on that platform and that it would have a serious impact on the chart rankings.

#### Certification Awards

For singles awards issued, physical sales, digital sales and streams are considered.  
100 streams = 1 download = 1 single sale

Gold: 25,000 units (albums and singles)

Platinum: 50,000 units (albums and singles)

Double Platinum: 100,000 units (albums and singles)

Triple Platinum: 150,000 units (albums and singles)





Quadruple Platinum: 200,000 units (albums and singles)

5 x Platinum: 250,000 units (albums, singles)

Diamond: 500,000 units (albums and singles)

## 15. JAPAN

Population (M)	Total Recorded Music Revenue (US \$ M)	Internet Penetration (M)	Indie Label Share Total Revenue (%)	Major Label Share Total Revenue (%)
127.1	2,447	101.9	64%	36%

\*All data collected from WINTEL 2016 Report and IFPI RIN 2015

### 15.1 INTRODUCTION

Subscription services launched in Japan only two years ago, initiated by Google Play Music, followed by LINE Music, AWA and Apple Music, Amazon Prime Music, KKBox, d hits and Spotify, however physical sales still dominate (74%).

There is no "official chart", but a trade magazine "Oricon" monitors and publishes store-front sales weekly (physical only) in the weekly magazine and on their website on a daily basis, although charts from several selected download services (iTunes, RecoChoku and Oricon Digital) are published.

Radio stations publish their own charts, however these are limited by prefecture (i.e. it is all regional) basically, except seven terrestrial and two FM nationwide networks (including public broadcaster, NHK).

Furthermore, Tower Records, the biggest music retailer in Japan, publish their own charts based on their own sales (physical).

Tower Records have 3 charts that concern themselves with sales from the store located in the Shibuya district, which is considered a trendy part of Tokyo, with its characteristic fashion, nightlife and live music.

Billboard publish a weekly chart called Japan Hot 100. This is a singles chart, based on data in regards to radio airplay and sales data (physical) and digital (download and streaming). The data is gathered by SoundScan Japan and GfK Japan.

J Pop Asia publishes a weekly top 30 singles chart.

### 15.2 CHARTS

#### Oricon Charts (daily sales are provided online)

- CD Single Chart** Top 10 (singles - daily, weekly, monthly, annually)
- CD Album Chart** Top 10 (singles - daily, weekly, monthly, annually)
- Western Album Chart** Top 10 (albums - weekly, monthly)
- Enka Popular Song Chart** Top 10 (singles, weekly)
- Rock Single Chart** Top 10 (singles - weekly, monthly)
- Rock Album Chart** Top 10 (albums - weekly, monthly)
- Dance and Soul Chart** Top 10 (albums – weekly, monthly)
- Indies Single Chart** Top 10 (singles - weekly, annually)
- Indies Album Chart** Top 10 (albums - weekly, annually)
- CD Anime Single Chart** Top 10 (singles - weekly, monthly)
- CD Anime Album Chart** Top 10 (albums - weekly, monthly)
- Karaoke Chart** Top 10 (singles - weekly, annually)



**Expectations Single Chart** Top 10 (singles - weekly)  
**Degree of Expectation Album Chart** Top 10 (albums - weekly)

#### **Tower Records Charts**

**Daily Singles** Top 10 (singles, daily)  
**Daily Sales** Top 10 (albums, daily)  
**All Stores Albums** Top 10 (albums, weekly)  
**All Stores Single** Top 10 (singles, weekly)  
**All Stores DVD** Top 10 (DVDs, weekly)  
**Shibuya Daily Singles** Top 5 (singles, daily)  
**Shibuya Daily Albums** Top 10 (albums, daily)  
**Shibuya J-Indies** Top 10 (singles, weekly)

#### **M-On Charts**

**J-Pop Strongest Countdown** Top 50 (singles, weekly)  
**South Korea On! Countdown** Top 20 (singles, weekly)  
**M-On! Karaoke Countdown** Top 50 (singles, weekly)  
**M-On! Karaoke Countdown** Top 20 (singles, weekly)  
**Popular Lyrics Countdown** Top 20 (singles, weekly)  
**Line Music Countdown** Top 20 (singles, weekly)  
**Download Countdown with iTunes** Top 20 (singles, weekly)  
**Tsutaya rental CD Countdown** Top 20 (albums, weekly)

Two other music channels, Spae Shower Network and MTV Japan, publish similar charts weekly.

### **15.3 ADDITIONAL INFORMATION**

RIAJ surveys digital sales just by the revenue of its member labels and publishes the total amount on a quarterly basis.

Throughout the 1970s and 1980s, radio was the most important driving culture for music, but the introduction of mobile media has drastically changed the radio culture. In 2011 both public and commercial radio stations launched their simultaneous internet radio service. One issue is that you can only listen to stations within your local FM or AM footprint/area. I.e. you can't listen to a Tokyo station in Osaka. Paid subscription is now available for commercial radio, however.

#### **Certification Awards**

RIAJ also announces  
**Platinum (250,000DL)**  
and

**Gold (100,000DL)**

for pay per download based on nomination from labels, but no streaming data is collected.

## 16. MALAYSIA

Population (M)	Total Recorded Music Revenue (US \$ M)	Internet Penetration (M)	Indie Label Share Total Revenue (%)	Major Label Share Total Revenue (%)
30	35.4	20.2	Not Available	Not Available

\*All data collected from WINTEL 2016 Report and IFPI RIN 2015

### 16.1 INTRODUCTION

In Malaysia, radio stations play an important role in chart publications. There are a range of local Malay stations that publish their own charts based on airplay, as well as international local stations (Chinese and Indian).

For Malay based Streaming and Download Charts, they sometimes consider charts from music platforms that offer customised information for different domestic territories. On this criterion, they consider Apple Music, iTunes, Spotify, Joox & Yonder (amongst others).

RIM (Recording Industry Association of Malaysia) is yet to finalise the stream to download ratio.

Currently they operate with a:

**1,500 streams = 1 album download**

**RIM is suggesting 4,500 streams = 1 album download.**

Please note that ringback tones is still a very relevant business model in Malaysia.

### 16.2 CHARTS

#### Digital Charts

#### RBT Charts

#### **Radio Charts (all singles and weekly)**

#### Malay Stations:

Era FM TOP 40  
Hot FM TOP 30  
Suria FM TOP 30  
Sinar FM  
THR Gegar TOP 18

#### Chinese Stations

988 FM Top 20  
My FM  
One FM TOP 30

## Indian Stations

**THR Raaga** TOP 20 (Indian station, but Malaysian chart)

**Minnal FM** (each week there are 10 songs that the listeners can vote between)

### 16.3 ADDITIONAL INFORMATION

Value Centric Approach Based On:

Physical 5,000 units as Gold and 10,000 units as Platinum.

Physical International PPD RM 29.59 + Domestic PPD RM 14.50 = RM 44 / 2 = RM 22  
(average physical PPD)

Streaming (incl. Audio and Video?) Premium and Freemium

**1,500 streams = 1 album download**

Per stream rate in Malaysia is RM 0.005

1500 x RM 0.005 = RM 7.50

RIM (Recording Industry Association of Malaysia) Suggested Malaysia Stream Rate

**4,500 x RM 0.005 = RM 22.50 = 1 Album**

RBT (RingBack Tones)

Average RBT PPD @ RM 0.75

30 RBTs = 1 album

## 17. NETHERLANDS

Population (M)	Total Recorded Music Revenue (US \$ M)	Internet Penetration (M)	Indie Label Share Total Revenue (%)	Major Label Share Total Revenue (%)
16.9	223	15.5	29%	71%

\*All data collected from WINTEL 2016 Report and IFPI RIN 2015

### 17.1 INTRODUCTION

The official charts in the Netherlands are available through Dutch Charts on their website [www.dutchcharts.nl](http://www.dutchcharts.nl), with data compiled by GfK data. They consider physical sales, digital sales and streams.

#### **150 streams = 1 download**

Additionally, there are airplay charts in the Netherlands published, only based on airplay.

### 17.2 CHARTS

#### **Dutch Charts**

**Singles Top 100** (singles, weekly)  
**Album Top 100** (albums, weekly)  
**Compilation Top 30** (albums, weekly)  
**Music DVD Top 30** (DVDs, weekly)  
**Combi Album Top 100** (albums, weekly)  
**Vinyl Top 33** (vinyl, weekly)  
**Dutch Single Tip Top 30** (singles, weekly)  
**Mid Price Album Top 50** (albums, weekly)  
**Dutch Dance Top 30** (singles, weekly)  
**Dutch Download Top 50** (singles, weekly)

### 17.3 ADDITIONAL INFORMATION

#### **Dutch Charts**

Dutch Charts are the official charts in the Netherlands, measuring physical and digital sales, as well as streaming activity.

#### **150 Streams = 1 Download / 1 Sale**

For a position in any of the album charts, GfK calculates album sales in the following way:

**Amount of physical sales + Amount of full album downloads + streaming equivalent album**

A Streaming Equivalent Album is measured as follows:

The Charts Institute looks at the 10 top streamed tracks off an album, regardless of the number of tracks on the album. Then the 2 best performing tracks are adjusted to reflect the average number of streams of the remaining 8.

The adjusted stream count of the two best performing tracks + the total amount of real streams of track 3-10 are added together. The result is divided by 1,000.

**Streaming Equivalent Album = Adjusted stream count of top 2 performing tracks + total streams of tracks 3-10 / 1,000**

### **Certification Awards**

Awards issued for singles, consider digital sales and streams.

150 streams = 1 download

Awards issued for albums, consider physical sales, digital sales and streams.

All track streams are counted towards a total album stream. Meaning, an album with 10 tracks, 1,500 track streams is considered 1 unit sale.

Gold: 7,500 Units (Music DVDs), 10,000 units (Jazz/World albums), 20,000 units (albums and singles)

Platinum: 15,000 units (Music DVDs), 20,000 units (Jazz/World albums), 40,000 units (albums and singles)

## 18. NEW ZEALAND

Population (M)	Total Recorded Music Revenue (US \$ M)	Internet Penetration (M)	Indie Label Share Total Revenue (%)	Major Label Share Total Revenue (%)
4.4	52.1	4.1	Not Available	Not Available

\*All data collected from WINTEL 2016 Report and IFPI RIN 2015

### 18.1 INTRODUCTION

The official charts in New Zealand are published by The New Zealand Music Chart, based on data gathered by RadioScope.

All charts are compiled based on physical and digital sales, as well as streaming.

The independent trade association for independent record companies in New Zealand, IMNZ, also publish their own charts. These are largely based on the same approach as The New Zealand Music Charts, and include streaming reporting from the IMNZ Album Chart.

### 18.2 CHARTS

**Singles Chart** Top 40 (singles, weekly)  
**Singles Heatseekers** Chart Top 10 (singles, weekly)  
**Singles New Zealand** Chart Top 20 (singles, weekly)  
**Singles New Zealand Heatseekers** Chart Top 5 (singles, weekly)  
**Albums Chart** Top 40 (albums, weekly)  
**Albums Heatseekers** Chart Top 10 (albums, weekly)  
**Albums New Zealand** Chart Top 20 (albums, weekly)  
**Albums New Zealand** Heatseekers Top 3 (albums, weekly)  
**Compilation Albums** Top 10 (albums, weekly)

**IMNZ (Independent Music New Zealand) Album Charts** Top 20 (albums, weekly)  
**IMNZ (Independent Music New Zealand) Singles Charts** Top 10 (singles, weekly)  
**IMNZ (Independent Music New Zealand) Airplay Charts** Top 10 (singles, weekly)

### 18.3 ADDITIONAL INFORMATION

#### The New Zealand Music Charts

#### Combining of Sales and On-Demand Audio-Only Streams

**Albums** – the conversion rate used for the Singles Chart (see below) will be applied to streaming data, which establishes a ratio that values a certain number of streams as equal to one song sale (physical or digital).

A 'neutralising' factor will be applied to the two most streamed tracks off an album in the charting week. Points for those two tracks will be reduced to the average of the next eight titles on the album. This is to ensure that albums with one or two hit-singles are not unfairly propelled up the Album Chart due to the consumption of just a couple of tracks.



The combined value of the top 10 tracks off an album are then aggregated and divided by a factor of 10 (this being a widely-used industry ratio intended to reflect that a standard will contain, on average, 10 tracks).

**Singles** - To determine rankings for the Top 40 Singles Chart, a conversion rate is required before combining the sales and on-demand audio-only streams. This audio conversion rate is calculated using both premium and ad-supported stream data, which produces a combined sale to stream ratio.

Depending on the number of ad-supported to premium streams, the combined ratio will vary. This is set at the discretion of the Chart Committee, taking into account international standards regarding the relative value and volume of streams versus downloads to the recording owner. These ratios are reviewed on a quarterly basis to ensure it continues to accurately reflect those standards.

### **Charts**

**Top 40 Album Chart:** ranks albums, excluding compilation, on a weekly basis. This is based on physical and digital sales, as well as streaming. The album must be less than 18 months old from its first New Zealand release, unless in a continuing chart run, it is re-released/re-packaged/re-marketed or if it enjoys a spike in sales due to a significant external event such as a tour by the artist or the death of an artist.

**Top 40 Singles Chart:** ranks singles on a weekly basis. Other criteria apply as above. Any promotional (free to consumer) physical or digital product will not be eligible for inclusion in the chart.

**Heatseeker Charts:** This chart will contain the 10/5/3 fastest-rising songs of the week (measured as the greatest gain in combined sales and streams in the seven days between the charts). That gain may be from a base of zero (i.e. brand new track) OR as an increase from the charting to the next. **Only** songs not already inside the Top 40 will be eligible for the Heatseekers Chart. A single artist may not appear more than twice each week in the Heatseekers Chart. Once a title has entered the Top 40 Chart at any point, it becomes ineligible for the Heatseekers Chart.

**Compilation Chart:** This has the same rules, objectives and purpose as set out for the Top 40 Album Chart, but in relation to multiple artist compilation, not otherwise eligible for the Top 40 Album Chart.

**New Zealand based charts:** The artist must be a New Zealand citizen or resident.

### **The IMNZ (Independent Music New Zealand) Charts**

The IMNZ Charts are largely based on the same methodology as The New Zealand Music Charts, but there are a few exceptions.

The weekly IMNZ Singles and Airplay Charts do not include streaming figures; only physical and digital figures are submitted.



### **Award Certifications**

Gold: 7,500 units (albums), 15,000 units (singles)

Platinum: 15,000 units (albums), 30,000 units (singles)

## 19. NORWAY

Population (M)	Total Recorded Music Revenue (US \$ M)	Internet Penetration (M)	Indie Label Share Total Revenue (%)	Major Label Share Total Revenue (%)
5.1	119.9	4.7	Not Available	Not Available

\*All data collected from WINTEL 2016 Report and IFPI RIN 2015

### 19.1 INTRODUCTION

The official charts in Norway are published by VG (a tabloid newspaper and the most frequently visited Norwegian website) in collaboration with the national IFPI member group and NRK (Norway's national broadcast service).

The UK company, Radio Monitor, provides data and compiles the airplay/radio chart, by monitoring roughly 90 radio and TV stations.

Over 75% of the recorded music industry income comes from streaming services, such as Spotify, Tidal and WiMP.

### 19.2 CHARTS

**VG Lista** Top 20 (singles, weekly)

**VG Lista** Top 40 (albums, weekly)

**VG Lista Bubbling Under** Top 20 (singles, weekly)

**Radio Charts** Top 10 (singles)

### 19.3 ADDITIONAL INFORMATION

The week is calculated from Friday to Thursday midnight.

**VG Lista Topp 20:** A singles chart compiled from physical/digital sales and streaming.

**VG Lista Topp 40:** The albums chart is based on physical sales, downloads and streaming. To calculate the streaming value, all track streams are added together. If there are more than one version of a track, only the one with an ISRC that correlates with the album will be counted.

1. Total number of streams on an album/ (divided by) 10 = Average number of album track listens
2. Average number of album track listens/ (divided by) Conversion Factor (X)\* = Number of album streams counted towards the charts

\*For competitive regulations, the conversion factor/value shall not be communicated to the public.

- Total number of streams / (divided by) the conversion factor (X)\* = Number of track streams counted towards the charts.

\*For competitive regulations, the conversion factor/value shall not be communicated to the public.

Minimum 6 of the songs on an album needs to be streamed, for the album to qualify for the charts.

One track cannot make up more than 70% of the total album streams. Any streaming activity over 70% will not be considered.

**Radio Charts:** All radio stations in Norway are monitored and data is submitted on a real-time basis. The UK company Radio Monitor, monitors roughly 80 channels. These are FM stations, local stations and online/DAB stations.

It is important to note there will no longer be any FM stations from Early 2017. All stations must be on DAB.

YouTube is not monitored for chart calculations in Norway, but they are currently in discussions how to incorporate it.

### **Certification Awards**

All awards issued, considers physical sales, digital sales and streams.

For singles, all streams are divided by a conversion factor to get the sales equivalent. This conversion factor is not communicated to the public.

For albums, a minimum of 6 tracks on the album must have been streamed. The total number of album streams are divided by 10 (considered the average number of tracks on an album). Lastly, that number is divided by the conversion factor.

Gold: 5,000 units (Music DVDs), 15,000 units (albums), 2,000,000 units (singles)

Platinum: 10,000 units (Music DVDs), 30,000 units (albums), 4,000,000 units (singles)

## 20. POLAND

Population (M)	Total Recorded Music Revenue (US \$ M)	Internet Penetration (M)	Indie Label Share Total Revenue (%)	Major Label Share Total Revenue (%)
38.4	79	25.6	37%	63%

\*All data collected from WINTEL 2016 Report and IFPI RIN 2015

### 20.1 INTRODUCTION

The official charts in Poland are published by ZPAV, with data gathered by BMAT for airplay and TNS for physical sales.

Per their agreement, BMAT monitor 4 TV channels and 74 radio stations, local and national. The relevance of the individual stations is reviewed on a regular basis.

### 20.2 CHARTS

**OLIS** Top 50 (albums, weekly)

**Albums Chart** Top 100 (albums, weekly – published for ZPAV members only)

**Airplay** Top 100 (singles, weekly)

**Airplay Nowości / New Entry** Top 5 (singles, weekly)

**AirPlay Największe Skoki / Airplay Biggest Jump** Top 5 (singles, weekly)

**AirPlay TV** Top 5 (singles, weekly)

**Top Dyskoteki** (Top Dance Chart) Top 5 (single, weekly)

**Digital Song of the Year Polish** Top 1 (single, annually)

**Digital Song of the Year International** Top 1 (single, annually)

**Airplay of The Year** Top 50 (singles, annually)

### 20.3 ADDITIONAL INFORMATION

**OLIS:** This is a weekly albums chart, compiled by TNS and ZPAV. It ranks the top 50 albums a week, based on over-the-counter physical sales through retailers, such as EMPIK, Media Markt and Saturn. Additionally, it comprises physical sales through online retailers and direct online sales run by indie labels themselves, including vinyl. This chart includes all albums, as there is not separate chart for compilations, for instance.

However, digital sales are considered for award certifications (e.g. gold, platinum)

Please note: Poland are having issues incorporating digital data fairly and accurately into their charts, which is caused by the fact that reports on usage come after a few months delay, as well as being unreliable and partial, as the majority of the independent labels do not report their digital sales for the charts. The reports are submitted only by the major labels and one independent label platform (Independent Digital).

#### Albums Chart:

- This chart is only available to ZPAV members, apart from the widely available OLIS Top 50.

## Certification Awards

ZPAV have recently decided to change the regulations for the certification awards, based on sales of digital music, the quantitative criterion have been exchanged by a financial criterion.

From March 1<sup>st</sup> 2017, the Gold, Platinum and Diamond titles will be awarded on the basis of documented total revenue value from a given track.

The following content forms will be taken into account:

Download single track, Ringback tones, Master ringtones, Streaming.

### Singles

Gold: from PLN 20k\*

Platinum: from PLN 40k\*

Diamond: from PLN 200k\*

### Albums

The certification awards criterion for albums will combine two methodologies of calculating total sales. There have been no changes to how physical sales are calculated. For digital sales, assuming that the value of PLN 20 is equal to 1 physical album, regardless of genre. All income from every track on an album totalled, will be added to the number of physical sales.

Gold: 5,000 units (Folk/Classical/Jazz/Blues albums), 10,000 units (international albums), 15,000 units (domestic albums)

Platinum: 10,000 units (Folk/Jazz/Classical/Blues albums), 20,000 units (international albums), 30,000 units (domestic albums)

Diamond: 50,000 units (Folk/Jazz/Classical/Blues albums), 100,000 units (international albums), 150,000 units (domestic albums)

\*Based on net sales value, excluding discounts and taxes.

## 21. PORTUGAL

Population (M)	Total Recorded Music Revenue (US \$ M)	Internet Penetration (M)	Indie Label Share Total Revenue (%)	Major Label Share Total Revenue (%)

\*All data collected from WINTEL 2016 Report and IFPI RIN 2015

### 21.1 INTRODUCTION

There are no official charts in published in Portugal, however AUDIOGEST (an association for the management and distribution of rights) send weekly charts to their members/associates. A number of these charts are released to the press, but with no sales figures.

### 21.2 CHARTS

#### Audiogest Charts:

- Albums** Top 50 (albums, weekly)
- Compilation Albums** Top10 (albums, weekly)
- Albums and Compilations** Top 50 (albums, weekly)
- Music Videos** Top 10 (music videos, weekly)
- Albums and Compilations Hipers** Top 50 (albums, weekly)
- Music Video Hipers** Top 10 (music videos, weekly)
- Digital Albums** Top 50 (albums, weekly)
- Full Track Download** Top 50 (singles, weekly)
- Streaming** Top 100 (singles, weekly)
- Digital Singles** Top 100 (singles, weekly)

### 21.3 ADDITIONAL INFORMATION

#### Streaming and Download Considerations:

#### Digital Sales: 1 Download = 1 Phonogram = 250 Streams

Singles downloads or streams can accumulate and count towards album sales in the following proportion:

#### 1 Album = 10 Single sales (inc. downloads) = 2,500 Streams

This does not apply to compilations with various artists, but does apply to artist "best of's"

#### The following charts are released to the press without any number of units:

- Albums** Top 50
- Compilation Albums** Top 10
- Music Videos** Top 10
- Streaming** Top 100
- Digital Singles** Top 100



**PPD:**

PPD Singles - €1 before tax

PPD Albums - €3 before tax

**Award Certifications**

Gold: 5,000 units (singles), 7,500 units (albums)

Platinum: 10,000 units (singles), 15,000 units (albums)



## 22. ROMANIA

Population (M)	Total Recorded Music Revenue (US \$ M)	Internet Penetration (M)	Indie Label Share Total Revenue (%)	Major Label Share Total Revenue (%)
19.76	Not Available	11**	Not Available	Not Available

\*All data collected from WINTEL 2016 Report and IFPI RIN 2015

\*\* internet users, EOY 2015

### 22.1 INTRODUCTION

There is no official chart aggregator agreed in Romania, however there is one company, Mediaforest, that publishes real-time, daily, weekly, annual radio and TV airplay charts. They are an Israeli service provider for monitoring and media research in the music and advertisement industries.

There are no charts for physical or digital sales at all. The music service providers that operate in the country produce their own charts, but only based on their own streaming/download data.

RT100.ro and Kiss FM publish a weekly Top 100 singles chart (identical charts) that considers radio and TV airplay on a selected number of stations.

### 22.2 CHARTS

**Mediaforest Radio Chart Mix Top 10** (daily, singles)  
**Mediaforest Radio Chart Romanian Top 10** (daily, singles)  
**Mediaforest Radio Chart International Top 10** (daily, singles)  
**Mediaforest TV Chart Mix Top 10** (daily, singles)  
**Mediaforest TV Chart Romanian Top 10** (daily, singles)  
**Mediaforest TV Chart International Top 10** (daily, singles)  
**Mediaforest Songs-Radio Chart Romanian Top 10** (weekly, singles)  
**Mediaforest Artists – Radio and TV Chart Romanian Top 10** (weekly, artists)  
**Mediaforest Songs – TV Chart Romanian Top 10** (weekly, singles)  
**Mediaforest Songs – Radio Chart International Top 10** (weekly, singles)  
**Mediaforest Artists – Radio and TV Chart International Top 10** (weekly, artists)  
**Mediaforest Songs – TV Chart International Top 10** (weekly, singles)  
**Mediaforest Realtime Radio and TV Chart Top 10** (real-time, singles)  
**Mediaforest Annual/Seasonal Chart Top 100** (3 times a year, singles)

**RT 100 Chart Domestic and International Radio and TV Airplay Top 100** (weekly, singles)

### 22.3 ADDITIONAL INFORMATION

**Weekly Airplay Charts (Radio and TV)** – These charts are compiled based on data gathered from Monday through Sunday. Every time a song plays on one of the selected stations/channels (List below), the respective song gets 1 additional airplay point. The final number of points is equivalent of the total number of valid broadcasts. All channels count equally. The total list of stations considered for the charts are the following:

### Radio Stations

- Europa FM
- Kiss FM
- Magic FM
- National FM
- Pro FM
- Radio 21
- Radio ZU
- Ro Actualitati

### TV Channels

- 1 Music Channel
- Kiss TV
- MTV Romania
- U TB
- ZU TV

**Daily Charts** – Ranks the 10 most played singles on radio and/or TV in the past 24 hours. Every time a song plays on one of the selected stations/channels (List above), the respective song gets 1 additional airplay point. The final number of points is equivalent of the total number of valid broadcasts. All channels count equally.

**Realtime Charts** – The real-time charts are updated every second. Every station monitored by Mediaforest are considered for the chart. Any broadcast, irrespective of its duration will be considered as 1 point. Meaning, the real-time chart takes into account every type of play, including; full and partial (promo, commercial etc.) plays.

**Annual/Seasonal Charts** – Is a radio chart of the Romanian tracks integrated with the official audience numbers published by Asociatia Romana de Audienta ARA (Romanian Association for Audience Numbers). ARA publish their official audience numbers 3 times a year. The Annual/Seasonal charts are released shortly after. It takes into account the airplays from the previous 12 months.

The criterion that determines the broadcast validity is the same as the Weekly Charts, where only fully played tracks are taken into consideration (see above for more information). The broadcast score is calculated by multiplying the number of times the song has been played on the radio by the number of listeners each radio station has. From total list of monitored radio stations only the following are taken into consideration for the annual charts:

- Europa FM
- Kiss FM
- Magic FM
- National FM
- PRO FM
- Radio 21
- Radio Ro Actualitati
- Radio ZU

**RT 100** – Is a weekly chart that ranks the top 100 singles by radio and TV airplay. It considers both domestic and international tracks. The chart is published by rt100.ro and Kiss FM. The chart is compiled based on airplay from the following stations/channels:



## Radio

- Dance FM
- Kiss FM
- Pro FM
- RADIO 21
- Radio ZU

## TV

- 1 Music Channel
- Kiss TV
- MTV Romania
- U TV
- ZU TV

## 23. SOUTH AFRICA

Population (M)	Total Recorded Music Revenue (US \$ M)	Internet Penetration (M)	Indie Label Share Total Revenue (%)	Major Label Share Total Revenue (%)
48.4	69.5	21.7	N/A	N/A

\*All data collected from WINTEL 2016 Report and IFPI RIN 2015

### 23.1 INTRODUCTION

There are no album charts in South Africa at the moment. The charts available are generally radio airplay charts, both regional and national.

### 23.2 CHARTS

- 5FM Top 100** (singles, weekly)
- 5FM SA Top 30** Charts (singles, weekly)
- 5FM Top 10@10 Dance** (singles, weekly)
- 5FM Top 10@10 Pop** (singles, weekly)
- 5FM Top 10@10 Hip Hop** (singles, weekly)
- 5FM Top 10@10 Indie** (singles, weekly)
- The Coca-Cola Top40SA with Apple Music** (singles, real-time)

### 23.3 ADDITIONAL INFORMATION

The national radio charts are published by 5FM. This chart is entirely based on in-app votes and has a regulated 90% local quota, which was implemented in 2016.

**5FM Top 100** – Is a top 100 singles chart, based entirely on in-app votes by consumers. This chart has a regulated 90% local quota, which was implemented in 2016.

**5FM SA Top 30** – A top 30 singles chart, based entirely on in-app votes. This chart only contains tracks by South African artists.

**5FM Top 10@10 Dance** - A top 10 dance singles chart, based entirely on in-app votes.

**5FM Top 10@10 Pop** - A top 10 pop singles chart, based entirely on in-app votes.

**5FM Top 10@10 Hip Hop** - A top 10 hip-hop singles chart, based entirely on in-app votes.

**5FM Top 10@10 Indie** - A top 10 indie singles chart, based entirely on in-app votes.

**The Coca-Cola Top40SA with Apple** – Is a top 40 singles chart based on real-time streaming data from Apple Music. It includes local and international tracks. The chart is broadcasted weekly on 94.7FM and KFM.

Reports from South Africa claim that this chart is heavily skewed when a big international artist drops a single.



## Certification Awards

All awards issued are based on physical and digital sales.

30 Master Tones or Ringback Tones = 1 album

10 Full Track Downloads = 1 Album

Gold: 10,000 units (singles and EPs), 20,000 units (albums), 20,000 units (digital sales)

Platinum: 20,000 units (singles and EPs) 40,000 units (albums), 40,000 units (digital sales)

## 24. SOUTH KOREA

Population (M)	Total Recorded Music Revenue (US \$ M)	Internet Penetration (M)	Indie Label Share Total Revenue (%)	Major Label Share Total Revenue (%)
49	281	41.6	88%	12%

\*All data collected from WINTEL 2016 Report and IFPI RIN 2015

### 24.1 INTRODUCTION

In South Korea, the charts are broken into 3 different types.

The Gaon Chart is compiled by the Korea Music Content Industry Association and is sponsored by the Ministry of Culture, Sports and Tourism. It was launched in 2010, as up until then, the country did not have one official chart ranking.

Music services provide charts based on the usage on their own platforms. These services include Melon, Naver, KT Music, Bugs, Mnet and Soribada.

Lastly, TV Music Ranking Programs (similar to X-factor, Pop Idol etc.) are still popular, but are on the decline. These shows feature performances from artists (mainly those associated with domestic majors), which the public vote for. The various channels provide their own charts based on this, as well as other factors outlined in '22.3 Additional Information'.

### 24.2 CHARTS

The charts in South Korea are broken into 3 different types.

- Gaon Charts
- Streaming Charts from music services
- TV Music Ranking Programs

#### Gaon Charts

**Gaon Album Chart (physical only)** TOP 100 (weekly, monthly and annual)

**Gaon Digital Chart** TOP 100 (singles - weekly, monthly, annual)

**Gaon Streaming Chart** TOP 100 (singles, weekly, monthly, annual)

**Gaon Download Chart** TOP 100 (singles – weekly, monthly, annual)

**Gaon BGM Chart** TOP 100 (background music – weekly, monthly, annual)

**Gaon Mobile Chart** TOP 100 (ringtones and ringback tones – weekly, monthly, annual)

**Gaon Karaoke Chart** TOP 100 (singles – weekly, monthly, annual)

#### **Melon**

- Top 100 Charts (real-time, daily, weekly, monthly)

#### **Naver Music**

- **Top 100** (domestic, international, musician league, synthesis)
- **New Releases** Top 100 (domestic and international)
- **Japanese Music** Top 10 (ballade, dance, hip hop, rock/folk, trot)
- **International Music** Top 10 (pop, rock/folk, R&B, electronica, j-pop, world music)

- **Other genres** Top 10 (jazz/new-age, classical, OST, CCM, etc)

#### **KT Music**

##### **Bugs**

- **Singles Chart** Top 100 (real-time, daily, weekly)
- **Albums Chart** Top 100 (daily, weekly)

##### **Mnet**

- **Singles Chart** Top 100 (real-time, daily, weekly, monthly)
- **Album Chart** Top 100 (daily, weekly)
- **Genre (Pop, J-pop, OST, Is) Charts** Top 100 (daily, weekly)
- **Artist Chart** Top 100 (weekly)
- **K-Pop Chart** Top 50 (weekly)

#### **Soribada**

#### **TV Music Ranking Programs**

KBS – Msic Bank

MBC – Show! Music Core

SBS – Inkigayo

Mnet – M! Countdown

### **24.3 ADDITIONAL INFORMATION**

#### **Streaming Charts From Music Services**

All major music services in South Korea have agreed to implement the following changes to the 'real-time' chart tracking, to reduce manipulation and increase accuracy. However, it is important to note that this is not an official law.

The new changes make it so only content released between 12pm-6pm in a day will be tracked per usual. Any music released outside of this time-frame will not be tracked until the following day at 1pm.

There is a trend that many artists prefer to release content at 12am, due to there being fewer number of users online is not very high. This makes it easy for fan-groups to coordinate activity and have their supported acts hit number 1 on the real-time chart. The new change is a measure to dilute the impact of fan groups causing activity spikes in the chart rankings.

#### **GAON Chart**

This is supported by the Government's Ministry of Culture, Sports and Tourism. It is similar in nature to that of Billboard Charts or Oricon Charts. It is increasing in popularity and use.

**Gaon Album Chart** TOP 100 (weekly, monthly and annual) – ranks physical sales of albums, Eps, tapes, LP's and singles. It is compiled from distribution reports less returned units provided by record labels and distributors, like LEON, CJ E&M, KT music, Sony Korea, Pony Canyon Korea, Universal Korea, Warner Korea.

**Gaon Digital Chart** TOP 100 (singles - weekly, monthly, annual) – ranks the bestselling non-physical, digital music sales, and is an aggregate of downloads, streaming and background

music. It excludes radio airplay and different versions of songs are listed as separate entries. It is compiled from online data, provided by web-based music providers such as; Olleh Music, Genie, Melon, Mnet, Soribada, Naver Music, Kakao Music and Bugs. There is no digital album chart, as each song is a separate digital download.

Chart position is calculated as follows;

**Downloading + Streaming + BGM count by service (weighted based on neighbouring rights fee paid) = Chart position**

**Gaon Streaming Chart** TOP 100 (singles, weekly, monthly, annual). Aggregate count of streaming.

**Gaon Download Chart** TOP 100 (singles – weekly, monthly, annual). Aggregate count of downloads.

**Gaon BGM Chart** TOP 100 (background music – weekly, monthly, annual). Aggregate count of use on blogs and websites.

**Gaon Mobile Chart** TOP 100 (ringtones and ringback tones – weekly, monthly, annual). Count of ringback and ringtone from domestic carriers.

**Gaon Karaoke Chart** TOP 100 (singles – weekly, monthly, annual). Aggregate count of karaoke usage from data providers.

**Streaming Charts**

The top Music Services in South Korea based on user market share are as follows;

1. Melon – Operated under LOEN Entertainment (a subsidiary of Kakao Corp.). Melon has about 55-60% of the market share. This service is only available to persons with a Korean Identification Number.
2. Naver Music – their market share is not close to that of Melon, but it is the largest web portal in South Korea. People “Naver” to search, rather than using Google. Their stream to download ratio is 50%/50%.
3. KT Music
4. Bugs
5. Mnet
6. Soribada

**TV Music Ranking Programs**

Mainly for idol pop groups (X has got talent, x-factor, equivalent) of domestic majors, the TV shows feature performances that are voted on by the public audience. Domestic indies are not typically represented on these programs. These charts are mainly on the decline, but still relevant for the idol pop groups.

**KBS – Msic Bank** – Digital music charts (65%), albums sales (5%), number of times broadcast on KBS TV only (20%), viewer’s choice charts (10%).

**MBC – Show! Music Core** – Album sales (physical + digital) (60%), music video views (10%), viewer’s committee pre-vote (2,000 people) (15%), live voting (15% for 1<sup>st</sup> place candidates)

**SBS – Inkigayo** – Digital single sales (50% - based on GAON chart ranking only), SNS (social media, YouTube views, Twitter mentions – 30%), mobile voting (20%)

**Mnet – M! Countdown** – Digital music sales scores (50%), album sales volume score (15%), social media score (15%), popularity score (10%), broadcast score (10%), live broadcast real time voting score (10%).





Mnet's scoring combines is 110%, but it adds all the categories, bar the real time voting score to determine who would be performing for live voting. During the show, the live votes are a 10% x-factor determining the winner. So, if an artist 1 has really strong digital music sales score, even if another artist 2 earns strong live votes, it might not be enough to actually let them win.

### **Certification Awards**

Gold: 5,000 units (albums)

Platinum: 10,000 units (albums)

## 25. SPAIN

Population (M)	Total Recorded Music Revenue (US \$ M)	Internet Penetration (M)	Indie Label Share Total Revenue (%)	Major Label Share Total Revenue (%)
47.7	179	35.7	18%	82%

\*All data collected from WINTEL 2016 Report and IFPI RIN 2015

### 25.1 INTRODUCTION

Promusicae (Productores de Música de España) is the IFPI national group responsible for all of the Spanish charts.

AGEDI (the local collecting society for phonogram producers) collect data alongside Promusicae for charts in physical formats.

GfK collect data alongside Promusicae for charts in digital formats.

BMAD collect data alongside Promusicae for airplay charts.

#### 250 streams = 1 Download

### 25.2 CHARTS

**Top 100** (singles, weekly)

**Top 100** (albums, weekly)

**Compilation Albums** Top 20 (albums, weekly)

**DVD Chart** Top 20 (DVD's, weekly)

**Radio Chart** Top 20 (singles, weekly)

### 25.3 ADDITIONAL INFORMATION

**Top 100 Singles:** Based on physical/digital sales and streaming. The following services are monitored: Amazon, Buongiorno, Gran Via Musical, Google Play, iTunes, Jetmultimedia, Media Markt Online, Movistar, Vodafone, Nokia, Zune, 7Digital, Apple Music, Deezer, Spotify, Xbox Music and Napster.

Since 2015, the Top 100 Singles chart included streaming in their chart calculations.

#### 250 Streams = 1 Download

**Top 100 Albums:** Based on physical/digital sales and streaming. The following services are monitored: Amazon, Buongiorno, Gran Via Musical, Google Play, iTunes, Jetmultimedia, Media Markt Online, Movistar, Vodafone, Nokia, Zune, 7Digital, Apple Music, Deezer, Spotify, Xbox Music and Napster.



**Airplay Charts:** Promusicae obtains its information for the airplay charts from BMAD. They have commented and said they are happy with the monitoring they do, but will not release information on which stations are observed. Promusicae says that BMAD monitors very well what is being aired in prime time.

### **Certification Awards**

Gold: 20,000 units (albums), 20,000 units (singles)

Platinum: 40,000 units (albums), 40,000 units (singles)

## 26. SWEDEN

Population (M)	Total Recorded Music Revenue (US \$ M)	Internet Penetration (M)	Indie Label Share Total Revenue (%)	Major Label Share Total Revenue (%)
9.7	182	9.1	24%	76%

\*All data collected from WINTEL 2016 Report and IFPI RIN 2015

### 26.1 INTRODUCTION

In Sweden, the charts are published by Sverigetopplistan and is based on information provided by Grammofonleverantörens Förening.

Sweden was the first country in the world to include streaming into their chart calculations, as \$128.1m of the total recorded music revenue derive from subscription streams.

Albums and singles charts use a “conversion factor” when calculating the value of streams in ratio to downloads. Please see ‘24.3 Additional Information’ for the exact formula used.

### 26.2 CHARTS

Singles Chart Top 100 (weekly)  
 Albums Chart Top 60 (weekly)  
 Swedish Singles Top 20 (weekly – Swedish artists)  
 Heatseeker Top 20 (weekly)  
 Compilation Chart Top 20 (weekly)  
 Physical Album Chart Top 20 (weekly)  
 Vinyl Chart Top 10 (weekly)  
 Hard Rock Chart Top 20 (weekly)  
 Jazz Album Top 20 (weekly)  
 Classical Album Chart Top 10 (weekly)  
 Dance Single Top 20 (weekly)  
 Dansband/Schlager Album Chart Top 20 (weekly)  
 Hip Hop Album Chart Top 20 (weekly)  
 Music DVD Chart Top 20 (weekly)  
 Annual Singles Chart Top 100 (annual)  
 Annual Album Chart Top 100 (annual)  
 Annual Album with Compilation Chart Top 100 (annual)  
 Annual Compilation Chart Top 50 (annual)  
 Annual Music DVD Chart Top 100 (annual)

### 26.3 ADDITIONAL INFORMATION

#### Calculation Model For Streaming

##### Album

1. Total number of streams on an album/(divided by) number of tracks on the album = Average number of album track listens

2. Average number of album track listens/(divided by) the conversion factor (X)\* = Number of album streams counted towards the charts.

### **Singles**

- Total number of streams/(divided by) the conversion factor (X)\* = Number of track streams counted towards the charts.

\*For competitive regulations, the conversion factor/value shall not be communicated to the public.

### **Definitions**

#### **Single**

- Single with 1 track can have a maximum duration of 40 minutes.
- Single with up to 5 tracks can have a maximum duration of 25 minutes.
- Single with following mixes are counted as one.

#### **Album**

- Contain 6 tracks or more.
- Movie soundtracks and collections with a single artist/band is considered an album.
- Re-issues of albums need to be 70% identical to the original for it to count as the same album.

#### **Price Regulations for Physical Albums**

- SEK65 (approx. Euro 6.5) is the lowest PPD acceptable to enter any of the Album or Classical charts.
- Albums that only exist as streaming or download will be considered full price (as above).
- If an album exists in physical format, that will determine the price-level.

#### **Compilations**

- Albums with one more than one artist featured is considered a compilation.

#### **Classical Artists**

- A classical album can be featured on two charts – the Album chart and the Classical Album Chart.

#### **Certification Awards**

Gold: 5,000 units (Music DVDs), 10,000 units (Jazz/Folk/Classical/Children's albums), 20,000 units (singles), 20,000 units (albums)

Platinum: 10,000 units (Music DVDs), 20,000 units (Jazz/Folk/Classical/Children's albums), 40,000 units (singles), 40,000 units (albums)

## 27. UNITED KINGDOM (UK)

Population (M)	Total Recorded Music Revenue (US \$ M)	Internet Penetration (M)	Indie Label Share Total Revenue (%)	Major Label Share Total Revenue (%)
63.7	1,354	55.9	23%	77%

\*All data collected from WINTEL 2016 Report and IFPI RIN 2015

### 27.1 INTRODUCTION

The UK's charts are officially managed by The Official Charts Company (OCC), who is operated jointly by BPI and ERA. Millward Brown is the market research company currently contracted by the OCC to collect sales data.

The UK model appears to be one on which other countries base their chart methodology.

Both the Album and Singles charts count include streaming. The conversion rates are changed from time to time, but in February 2017, it is as follows;

**1,500 streams = 1 album sale (download or physical).**

**150 streams = 1 Digital Audio Download**

### 27.2 CHARTS

**Singles Top 40 & 100** (singles, weekly)  
**Albums Top 100** (albums, weekly)  
**Compilations Top 100** (Albums – Soundtracks and Classical, weekly)  
**Dance Singles Top 40** (singles, weekly)  
**Dance Albums Top 40** (albums, weekly)  
**R&B Albums Top 40** (albums, weekly)  
**R&B Singles Top 40** (singles, weekly)  
**Urban Singles Top 20** (singles, weekly)  
**Rock & Metal Albums Top 40** (albums, weekly)  
**Rock & Metal Singles Top 40** (singles, weekly)  
**Indie Albums Top 50** (albums, weekly)  
**Indie Album Breakers Top 20** (albums, weekly)  
**Indie Singles Top 50** (singles, weekly)  
**Indie Singles Breakers Top 20** (singles, weekly)  
**Progressive Albums Top 30** (albums, weekly)  
**Americana Albums Top 40** (albums, weekly)  
**Official Music Video Chart Top 50** (music videos, weekly)  
**Streaming Singles Top 100** (singles, weekly)  
**Vinyl Albums Top 40** (albums, weekly)  
**Vinyl Singles Top 40** (singles, weekly)  
**USA Billboard 100 Top 100** (singles)  
**USA Billboard 200 Top 200** (albums)  
**End of Year Albums Top 100** (albums, annual)  
**End of Year Singles Top 100** (singles, annual)  
**End of Year Videos Top 100** (videos, annual)

**Classical Artist Albums** Top 50 (albums, weekly)  
**Classical Compilation Albums** Top 50 (albums, weekly)  
**Specialist Classical Albums** Top 20 (albums, weekly)  
**Classical Singles** Top 20 (singles, weekly)  
**Jazz & Blues Albums** Top 30 (albums, weekly)  
**Country Artists Albums** Top 20 (albums, weekly)  
**Country Compilations** Top 20 (albums, weekly)  
**Asian Music Chart** Top 40 (singles, weekly)  
**Christian and Gospel Albums** Top 20 (albums, weekly)

### 27.3 ADDITIONAL INFORMATION

- DUS = Defined Universe Sales figure

#### Album Streams

- Effective from week 9 2015, the Official Artist Albums Chart is based on the sum of the following elements;
  - Physical Album DUS
  - Digital Album DUS
  - Streaming Album DUS
- The 2 album tracks attracting the most streams are neutralised to the level of the average of the next 10 highest streamed tracks associated with the album (or all tracks where the album has <12 tracks).
- When establishing the revised streams for neutralised tracks for an album, the average streams applied to neutralised tracks will be based on streams of all ISRCs linked to the 10 single products used in the calculation.
- After the methodology above is applied, the streams of the top 12 tracks (or all tracks where an album is <12 tracks) making up the album are aggregated together and converted to create the “Streaming album DUS”, using

#### **conversion rate of 1,500 streams=1 album sale**

- In all cases, qualifying tracks will be those from any registered album format track listing. In the event where a release has both standard and deluxe versions, the track listings will be aggregated and de-duplicated to create the qualifying track listing. Where a track(s) from an album have registered zero streams, those tracks will not be utilised in calculating the average stream count for the neutralised tracks.
- Where a track appears on more than one album by an artist – streams of that track will count equally towards each artist’s studio album and a maximum of one greatest hits album (the hits title with the highest sales DUS for that given week, or other hits title nominated in advance by label.)
- Streaming will only be factored into an album DUS where at least seven tracks (inclusive of singles) from an album are available to stream. This threshold will apply to the longest track listing available. Where an album’s fullest track listing comprises 5 or 6 tracks, 100% of tracks must receive >0 streams.

### **Streaming only albums**

- Newly released studio artist albums available in streaming only format will be chart eligible.
- For a streaming only album to qualify as newly released, it may not feature repertoire previously available on albums by the artist (unless they are newly released alternative versions of previously available tracks)
- Greatest hits/anthologies/live albums and generally compilations of previously released material will not be chart eligible if available for streaming only.

### **Singles**

All numbers must be reported to Millward Brown.

In addition to digital formats, sales of a maximum of 3 physical formats may be combined for a chart placing and purpose of chart publication. The first 3 formats to be domestically released will feature in the Chart, unless the record company elects a different combination before release.

An unlimited number of digital variants of the featured song may be combined for a chart position.

Note: A maximum of 2 formats from the Maxi Format selection are chart eligible.

The general rule of streaming to download ratio is:

#### **150 Streams = 1 Digital Audio Download (or as otherwise amended by the CSC)**

Competition inserts may not be included in any physical or digital single release. No competition incentive may be offered on a digital and/or physical pre-order.

### **Certification Awards**

Silver: 60,000 units (albums), 200,000 units (singles)

Gold: 25,000 units (Music DVDs), 100,000 units (albums), 400,000 units (singles)

Platinum: 50,000 units (Music DVDs), 300,000 units (albums), 600,000 units (singles)

Multi-Platinum: Multiples of 50,000 units (Music DVDs), multiples of 300,000 units (albums), multiples of 600,000 units (singles)



## 28. UNITED STATES (US)

Population (M)	Total Recorded Music Revenue (US \$ M)	Internet Penetration (M)	Indie Label Share Total Revenue (%)	Major Label Share Total Revenue (%)
318.9	4,997	260.02	36%	64%

\*All data collected from WINTEL 2016 Report and IFPI RIN 2015

### 28.1 INTRODUCTION

The official charts in the US are managed by Billboard and the data is gathered and monitored by Nielsen. They publish an extensive range of charts, varying by genre, format, nationality/region etc.

The two main charts are The Hot 100 (singles chart) and Billboard 200 (albums chart). These are both published on a weekly basis on the website, as well as in the Billboard magazine. They count physical sales, airplay, downloading and streaming.

**The Hot 100:** 1 Download = 1,000 Audience Impressions = 75 On-Demand Streams = 150 Radio Streams

**Billboard 200:** 10 Individual Track Sales = 1,500 On-Demand Streams = 1 Complete Album Purchase

### 28.2 CHARTS

#### Overall Popularity

**The Hot 100** Top 100 (singles, weekly)  
**Billboard 200** Top 200 (albums, weekly)  
**Artist 100** Top 100 (artist, weekly)  
**Billboard Twitter Real-Time** Top 140 (singles, emerging artists, real-time)  
**Radio Songs** Top 25 (singles, weekly)  
**Digital Song Sales** Top 25 (singles, weekly)  
**Streaming Songs** Top 25 (singles, weekly)  
**Songs Of The Summer** Top 20 (singles, seasonal – summer)  
**Billboard Twitter Top Tracks** Top 50 (singles, weekly)  
**Billboard Twitter Emerging Artists** Top 50 (singles, weekly)  
**On-Demand Songs** Top 25 (singles, weekly)  
**Top Album Sales** Top 100 (albums, weekly)  
**Digital Albums** Top 15 (albums, weekly)  
**Vinyl Albums** Top 15 (physical, weekly)  
**Independent Albums** Top 25 (album, weekly)  
**Social 50** Top 50 (artists, weekly)  
**Catalogue Albums** Top 25 (albums at least 18months old, weekly)  
**Tastemaker Albums** Top 15 (albums, weekly)

#### Breaking and Entering

**Heatseekers Albums** Top 25 (albums, weekly)

## Pop

**Pop Songs** Top 20 (singles, weekly)  
**Adult Contemporary** Top 15 (singles, weekly)  
**Adult Pop Songs** Top 20 (singles, weekly)

## Country

**Hot Country Songs** Top 25 (singles, weekly)  
**Country Airplay** Top 30 (singles, weekly)  
**Country Digital Song Sales** Top 25 (singles, weekly)  
**Country Streaming Songs** Top 15 (singles, weekly)  
**Top Country Albums** Top 25 (albums, weekly)  
**Bluegrass Albums** Top 10 (albums, weekly)

## Rock

**Hot Rock Songs** Top 25 (singles, weekly)  
**Rock Airplay** Top 25 (singles, weekly)  
**Rock Digital Song Sales** Top 50 (singles, weekly)  
**Rock Streaming Songs** Top 15 (singles, weekly)  
**Top Rock Albums** Top 25 (albums, weekly)  
**Alternative Songs** Top 20 (singles, weekly)  
**Alternative Albums** Top 15 (albums, weekly)  
**Adult Alternative Songs** Top 15 (singles, weekly)  
**Mainstream Rock Songs** Top 20 (singles, weekly)  
**Hard Rock Albums** Top 15 (albums, weekly)  
**Americana/ Folk Albums** Top 15 (albums, weekly)

## R&B/Hip-Hop

**Hot R&B/Hip-Hop Songs** Top 25 (singles, weekly)  
**R&B/Hip-Hop Airplay** Top 25 (singles, weekly)  
**R&B/Hip-Hop Digital Song Sales** Top 25 (singles, weekly)  
**R&B/Hip-Hop Streaming Songs** Top 15 (singles, weekly)  
**Hot R&B Songs** Top 15 (singles, weekly)  
**R&B Streaming Songs** Top 15 (singles, weekly)  
**Hot Rap Songs** Top 15 (singles, weekly)  
**Rap Streaming Songs** Top 15 (singles, weekly)  
**Top R&B/Hip-Hop Albums** Top 25 (albums, weekly)  
**R&B Albums** Top 15 (albums, weekly)  
**Rap Albums** Top 15 (albums, weekly)  
**Adult R&B Songs** Top 20 (singles, weekly)  
**Rhythmic Songs** Top 20 (singles, weekly)

## Dance/Electronic

**Hot Dance/Electronic Songs** Top 25 (singles, weekly)  
**Dance/Electronic Digital Song Sales** Top 25 (singles, weekly)  
**Dance/Electronic Streaming Songs** Top 15 (singles, weekly)  
**Dance Club Songs** Top 25 (singles, weekly)  
**Dance/Mix Show Airplay** Top 25 (singles, weekly)  
**Top Dance/Electronic Albums** Top 15 (albums, weekly)

## Latin

**Hot Latin Songs** Top 50 (singles, weekly)  
**Latin Airplay** Top 25 (singles, weekly)  
**Latin Digital Song Sales** Top 25 (singles, weekly)  
**Latin Streaming Songs** Top 15 (singles, weekly)  
**Regional Mexican Songs** Top 20 (singles, weekly)  
**Latin Pop Songs** Top 20 (singles, weekly)  
**Tropical Songs** Top 40 (singles, weekly)  
**Top Latin Albums** Top 25 (albums, weekly)  
**Regional Mexican Albums** Top 20 (albums, weekly)  
**Latin Pop Albums** Top 10 (albums, weekly)  
**Tropical Albums** Top 10 (albums, weekly)

## Christian/Gospel

**Hot Christian Songs** Top 25 (singles, weekly)  
**Christian Airplay** Top 25 (singles, weekly)  
**Christian Digital Song Sales** Top 25 (singles, weekly)  
**Christian Streaming Songs** Top 15 (singles, weekly)  
**Top Christian Albums** Top 25 (albums, weekly)  
**Hot Gospel Songs** Top 15 (singles, weekly)  
**Gospel Airplay** Top 15 (singles, weekly)  
**Gospel Digital Song Sales** Top 15 (singles, weekly)  
**Gospel Streaming Songs** Top 15 (singles, weekly)  
**Top Gospel Albums** Top 25 (albums, weekly)

## Holiday (Christmas/Only in December)

**Holiday 100** Top 100 (singles, weekly)  
**Holiday Digital Song Sales** Top 25 (singles, weekly)  
**Holiday Albums** Top 50 (albums, weekly)  
**Holiday Streaming Songs** Top 15 (singles, weekly)  
**Holiday Airplay** Top 25 (singles, weekly)

## Additional Genres

**Blues Albums** Top 10 (albums, weekly)  
**Classical Albums** Top 25 (albums, weekly)  
**Comedy Albums** Top 10 (albums, weekly)  
**Kid Albums** Top 15 (albums, weekly)  
**Jazz Albums** Top 25 (albums, weekly)  
**Smooth Jazz Songs** Top 15 (singles, weekly)  
**New Age Albums** Top 10 (albums, weekly)  
**Reggae Albums** Top 10 (albums, weekly)  
**Soundtracks** Top 15 (albums, weekly)  
**World Albums** Top 10 (albums, weekly)

## Web

**Spotify Viral 50** Top 50 (singles, weekly)  
**Spotify Velocity** Top 30 (singles, weekly)  
**Spotify Rewind** Top 5 from each decade since the 60's (singles, weekly)  
**YouTube** Top 25 (singles, weekly)

**LyricFind Global** Top 25 (singles, weekly)  
**LyricFind US** Top 25 (singles, weekly)  
**Next Big Sound** Top 15 (artists, weekly)

### Greatest of All Time

**Greatest of All Time Billboard 200 Albums** (see 'Additional Information')  
**Greatest of All Time Billboard 200 Artists** (see 'Additional Information')  
**Greatest of All Time Hot 100 Singles** (see 'Additional Information')  
**Greatest of All Time Hot 100 Artists** (see 'Additional Information')  
**Greatest of All Time Adult Pop Songs** (see 'Additional Information')  
**Greatest of All Time Adult Pop Songs Artists** (see 'Additional Information')  
**Greatest of All Time Top Country Songs** (see 'Additional Information')  
**Greatest of All Time Top Country Artists** (see 'Additional Information')

## 28.3 ADDITIONAL INFORMATION

### The Billboard Hot 100

#### 1 Download = 1,000 Audience Impressions = 75 On-Demand Streams = 150 Radio Streams

- The week's most popular songs across all genres ranked by radio airplay audience impressions, physical and digital sales data and streaming activity.
- The weekly sales figures are from Friday to Thursday, and radio airplay can be monitored on a real-time basis and is tracked on a Monday to Sunday cycle.
- The Hot 100 formula starting 2013 generally incorporates sales (35-45%), airplay (30-40%) and streaming (20-30%), and the precise percentage can change from week to week.
- A song is permanently moved to 'recurrent status' if it has spent 20 weeks on the Hot 100 and fallen below number 50
- Descending songs are removed from the chart if ranking below number 25 after 52 weeks.
- There are several components that contribute to the overall calculation of the Hot 100. The most significant are:
  - Hot 100 Airplay: (per Billboard) approximately 1,000 stations, "composed of adult contemporary, R&B, hip hop, country, rock gospel, Latin and Christian formats, digitally monitored twenty-four hours a day, seven days a week. Charts are ranked by number of gross audience impressions, computed by cross-referencing exact times of radio airplay with Arbitron listener data."
  - Hot Singles Sales: (per Billboard) "the top selling singles compiled from a national sample of retail store, mass merchant and internet sales reports collected, compiled and provided by Nielsen SoundScan." The chart is released weekly and measures sales of physical commercial singles. With the decline in sales of physical singles in the US, many songs that become number one on this chart often do not even chart on the Hot 100.
  - Hot Digital Songs: Digital sales are tracked and are included as part of a title's sales points.

- Streaming Songs: a collaboration between Billboard, Nielsen and National Association of Recording Merchandisers, which measures the top streamed radio songs, on-demand songs and videos on leading online music services.

### Billboard 200 Charts

- Week's most popular albums across all genres, ranked by album sales, audio on-demand streaming activity and digital sales of tracks from albums.
- The **Billboard 200** is a record chart ranking the 200 most popular music albums and Eps in the United States.
- Tracking begins on Friday (to coincide with the Global Release Date of the music industry) and ends on Thursday.
- Billboard had updated its methodology for the album charts, changing from a "pure sales-based ranking" to one measuring "multi-metric consumption".
- The Billboard 200 includes on-demand streaming and digital track sales by way of a new algorithm, utilising data from all the major on-demand audio subscription services including Spotify, Beats Music, Google Play and Xbox Music.
- 10 track sales or 1,500 song streams from an album are treated as equivalent to one purchase of the album.

### Year-end charts:

- **Billboard Year-end** charts are a cumulative measure of a single or album's performance in the United States, based upon the Billboard magazine during any given year.
- The year-end charts are calculated by a very straightforward cumulative total of yearlong sales. This gives a more accurate picture of any given year's best-selling albums.
- Year-end charts are calculated by a very straightforward cumulative total of yearlong sales (or sales and airplay) points – This gives more accurate picture of any given year's most popular titles.

### Greatest of All Time Charts:

- Greatest of All Time Billboard 200 Albums
- Greatest of All Time Billboard 200 Artists
- Greatest of All Time Hot 100 Singles
- Greatest of All Time Hot 100 Artists

These all-time rankings are based on actual performance on the weekly Billboard Hot 100 (from its launch on August 4<sup>th</sup> 1958 through October 10<sup>th</sup> 2015) and Billboard 200 (from August 17<sup>th</sup> 1963 – when they combined out two leading pop album charts for stereo and mono releases into one all-encompassing weekly chart – through October 10<sup>th</sup> 2015). Titles are ranked based on an inverse point system, with weeks at No.1 earning the greatest value and weeks at lower rungs earning the least. Due to changes in chart methodology over the years, eras are weighted differently to account for chart turnover rates over various periods. Artists are ranked based on the combined point totals, as outlined above, of all their Hot 100 or Billboard 200 chart entries.

- Greatest of All Time Adult Pop Songs
- Greatest of All Time Adult Pop Songs Artists

These all-time rankings are based on actual performance on the weekly Adult Pop Songs chart, from its launch in Billboard magazine dated March 16<sup>th</sup> 1996, through March 12<sup>th</sup> 2016. Titles are ranked based on an inverse point system, with weeks at No.1 earning the greatest value and weeks at lower rungs earning the least. Due to changes in chart methodology over the years, eras are weighted differently to account for chart turnover rates over various periods. Artists are ranked based on the combined point totals, as outlined above of all their Adult Pop Songs chart entries.

- Greatest of All Time Top Country Songs
- Greatest of All Time Top Country Artists
- Greatest of All Time Top Country Albums

The Greatest of All-Time Top Country Artists, Songs and Albums rankings are based on weekly performance on Hot Country Songs (from its January 11<sup>th</sup> 1964 inception through June 4<sup>th</sup> 2016). Titles are ranked based on an inverse point system, with weeks at No.1 earning the greatest value and weeks at lower rungs earning the least. Due to changes in chart methodology over the years, eras are weighted differently to account for chart turnover rates over various periods. Artists are ranked based on the combined point totals, as outlined above of all their Hot Country Songs and Top Country Albums chart entries.

**Independent Albums** - This week's top-selling albums across all genres, sold via independent distribution, including those fulfilled via major branch distributors. Titles are ranked by sales data as compiled by Nielsen Music.

**Social 50** - A ranking of the most active artists on the world's leading social networking sites. Artists' popularity is determined by a formula blending their weekly additions of friends/fans/followers along with artist page views and weekly song plays, as measured by Next Big Sound.

**Catalogue Albums** - This week's top-selling albums across all genres that are at least 18-months old and have fallen below No. 100 on the Billboard 200 or are reissues of older albums. Titles are ranked by sales data as compiled by Nielsen Music.

**TasteMaker Albums** - This week's top-selling albums based on an influential panel of stores comprised of independent retailer coalitions and smaller regional chains, ranked by sales data as compiled by Nielsen Music.

**Heatseekers Album** - This week's top-selling albums by new or developing acts, defined as those who have never appeared on the top 100 of the Billboard 200 or the top 10 of R&B/Hip-Hop Albums, Country Albums, Latin Albums, Christian Albums or Gospel Albums. If a title reaches any of those levels, it and the act's subsequent albums are then ineligible to appear on Heatseekers Albums, ranked by sales data as compiled by Nielsen Music.

**Top New Artist** - Ranking is based on an artist's chart performance on the Billboard Hot 100 (which includes airplay, sales, and streaming data) and the Billboard 200 albums chart, as well as Boxscore touring revenue, Social 50 chart activity and ringtone sales.

**Songs of the summer** - The summer's most popular songs across all genres, ranked by radio airplay audience impressions as measured by Nielsen Music, sales data as compiled by Nielsen and streaming activity data from online music sources tracked by Nielsen Music. Songs are defined as current if they are newly-released titles, or songs receiving widespread airplay and/or sales activity for the first time.

**Billboard Twitter top tracks** - This week's most shared and/or mentioned songs on Twitter.

**Billboard Twitter Emerging artists** - The most shared songs on Twitter in the U.S. by up and coming artists (determined by Twitter follower thresholds and Hot 100 charting history), ranked by the volume of shares over a seven-day period (Monday to Sunday).

**On demand songs** - A ranking of the top on-demand play request and plays from unlimited listener-controlled radio channels on leading music subscription services.

### **Certification Awards**

For all awards issued, physical and digital sales are counted.

For singles awards, streaming is included as well, with 150 streams = 1 download

The Latin Program New Album Award recognises successful albums and singles that are more than 50% Spanish language. It counts physical sales, digital sales and streams, with 1,500 streams = 10 track sales = 1 album sale

Gold: 30,000 units (Spanish language albums and singles), 500,000 units (albums), 500,000 units (singles)

Platinum: 60,000 (Spanish language – albums and singles), 1,000,000 units (albums), 1,000,000 units (singles)

Multi-Platinum: 120,000 units (Spanish language – albums and singles. In increments of 60,000 thereafter), 2,000,000 units (albums – in increments of 1,000,000 thereafter), 2,000,000 units (singles – in increments of 1,000,000 thereafter)

Diamond: 600,000 (Spanish language – albums and singles), 10,000,000 units (albums)