

Quarterly Report for the NZ Music Commission

Quarter 4: October, November, December 2017



This report has been created by Recorded Music NZ for The NZ Music Commission.

The purpose of the report is to track the consumption of NZ Music consumed within NZ across various media: Streaming, Downloads, Physical formats and Radio.

At a glance: **Quarter 4 – October, November, December 2017**

Streaming

- The number of streams by NZ artists streamed in NZ was **up 45.6%** from last quarter to **98,191,725** streams this quarter.
- Overall streaming units were **up 25.5%** during this period to **1,492,902,844** total streams.

Single Sale Units

- The number of single sale units by NZ artists purchased digitally in NZ was **up 30.3%** from last quarter to **43,067** units this quarter.
- Overall Single Sales units were **up 10.5%** during this period to **518,686** total units.

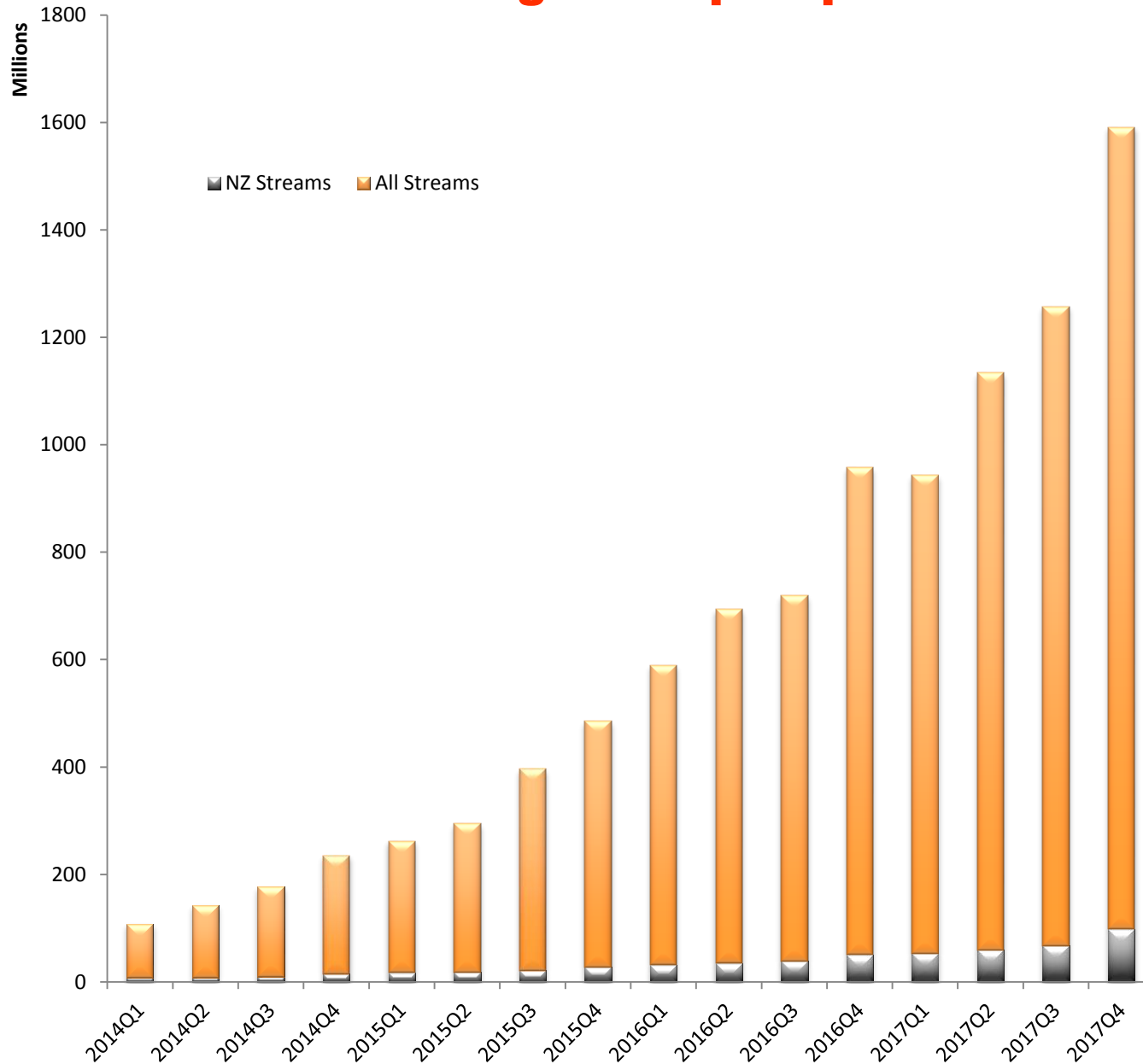
Album Sales Units

- The number of album sales units by NZ artists purchased digitally or physically in NZ was **up 104.5%** from last quarter to **61,513** units this quarter.
- Overall Album Sales units were **up 79.2 %** during this period to **401,700** total units.

Radio

- Individual spins of songs by NZ artists across all radio in NZ was **up 6.2%** from last quarter to **310,151** spins this quarter.

Streaming Units per quarter



Top 10 Q4 2017

Title	Artist	Label
1 Don't Give It Up	Six60	Massive/Universal
2 Homemade Dynamite (Remix)	Lorde feat. Khalid, Post Malone And SZA	Universal
3 Closer	Six60	Massive/Universal
4 Rivers	Six60	Massive/Universal
5 Rolling Stone	Six60	Massive/Universal
6 Woke Up Late	DRAX Project	DRAXProject/Universal
7 Green Light	Lorde	Universal
8 Vibes	Six60	Massive/Universal
9 Don't Forget Your Roots	Six60	Massive/Universal
10 Only To Be	Six60	Massive/Universal

Q4 2017 (October to December)

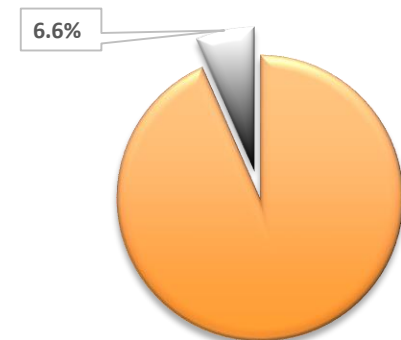
- Total # of streams = 1,492,902,844
- # of NZ Music streams = 98,191,725 (6.6%)

Q3 2017 (July to September)

- Total # of streams = 1,189,871,268
- # of NZ Music streams = 67,427,139 (5.7%)

Same quarter last year: Q4 2016 (Oct to Dec)

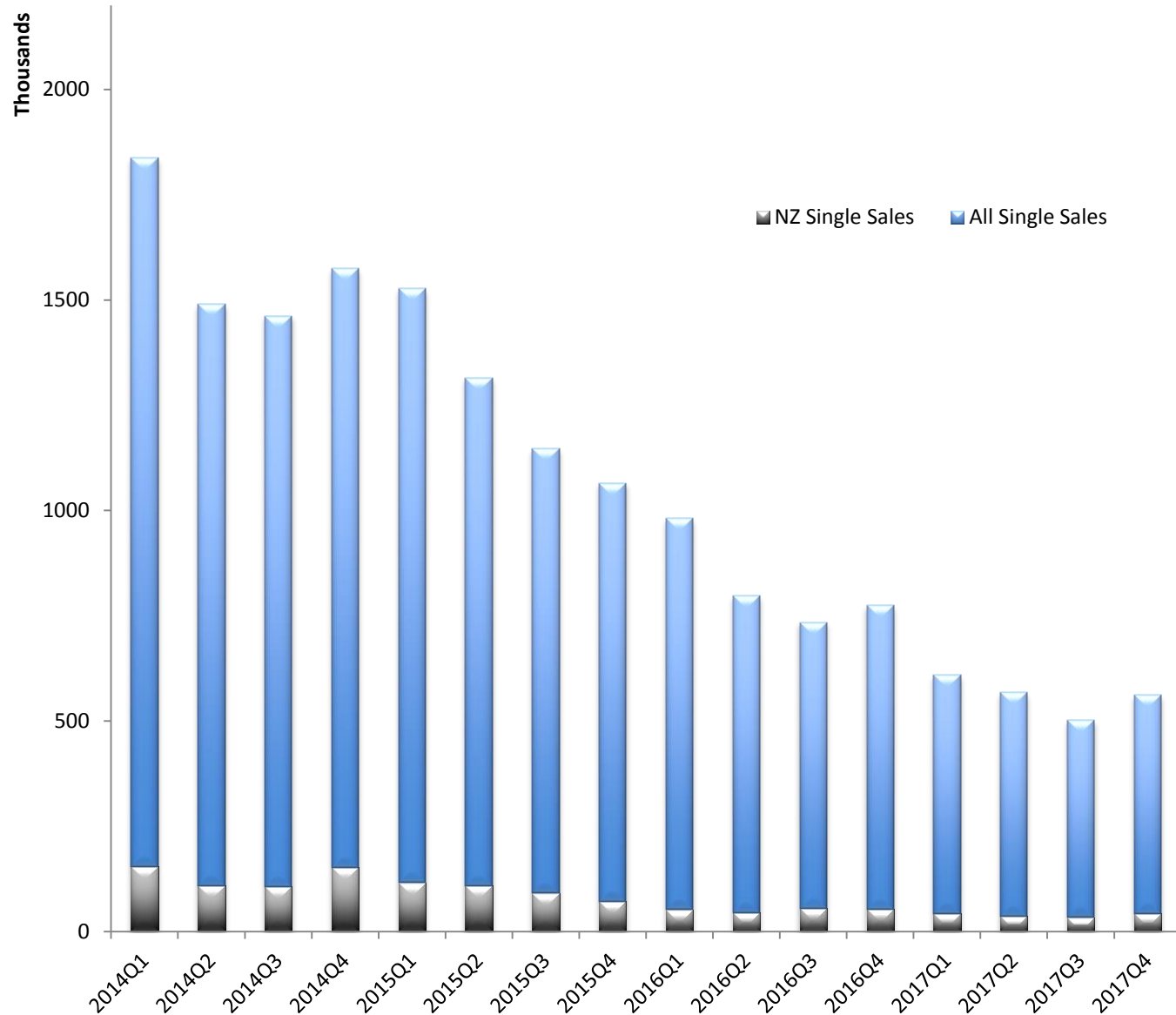
- Total # of streams = 907,602,952
- # of NZ Music streams = 50,278,357 (5.5%)



*Suppliers: as indicated in the notes

Single Sale Units per quarter

(Digital only)



Top 10 Q4 2017

Title	Artist	Label
1 Don't Give It Up	Six60	Massive/Universal
2 Woke Up Late	DRAX Project	DRAXProject/Universal
3 Closer	Six60	Massive/Universal
4 Homemade Dynamite (Remix)	Lorde feat. Khalid, Post Malone And SZA	Universal
5 Rivers	Six60	Massive/Universal
6 Rolling Stone	Six60	Massive/Universal
7 Green Light	Lorde	Universal
8 We'll Never Know	Kings	ArchAngel/DRM
9 Vibes	Six60	Massive/Universal
10 Don't Forget Your Roots	Six60	Massive/Universal

Q4 2017 (October to December)

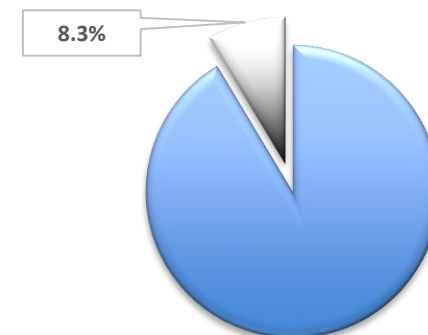
- Total # of sales = 518,686
- # of NZ Music sales = 43,067 (8.3%)

Q3 2017 (July to September)

- Total # of sales = 469,251
- # of NZ Music sales = 33,054 (7.0%)

Same quarter last year: Q4 2016 (Oct to Dec)

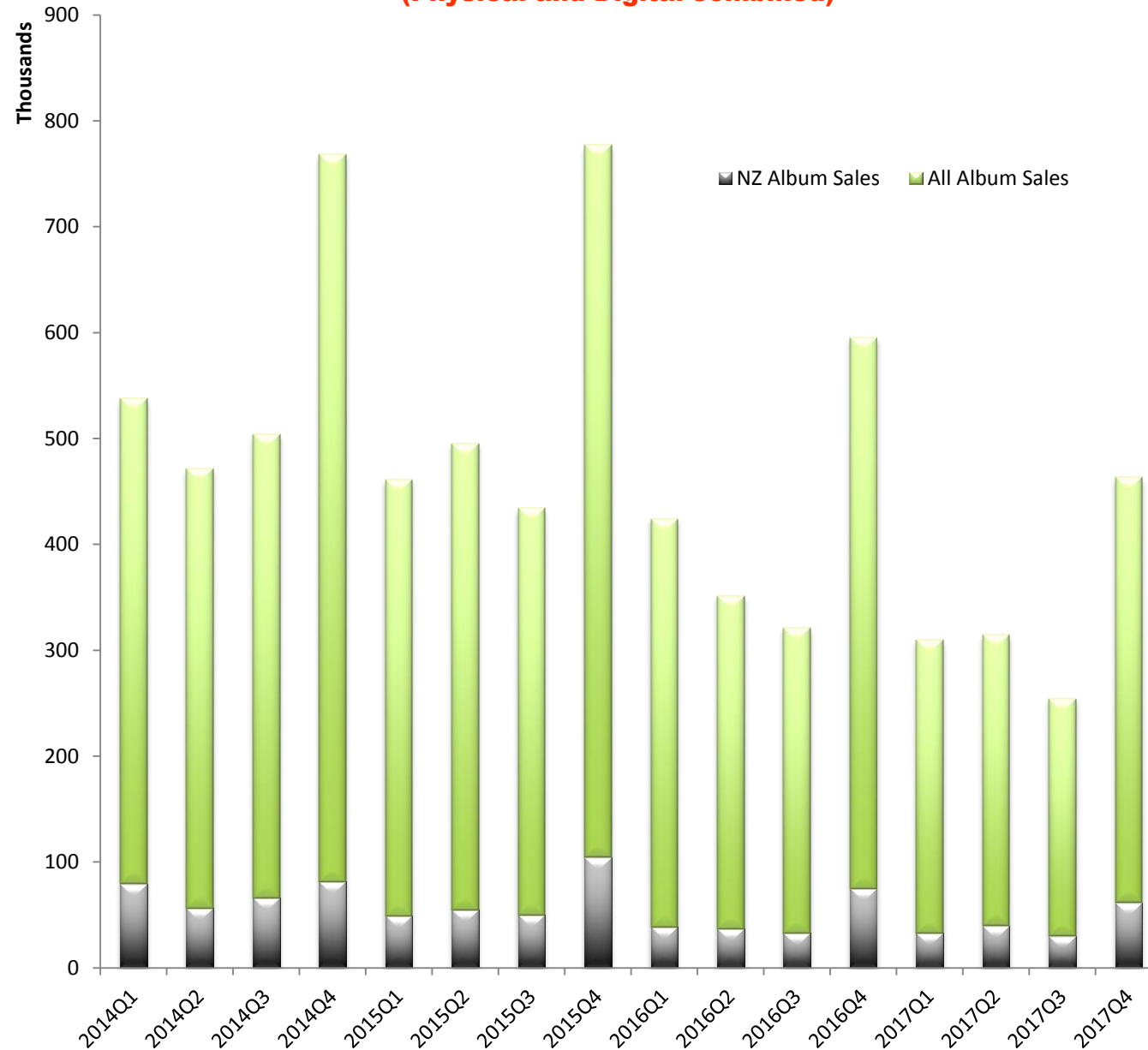
- Total # of sales = 722,061
- # of NZ Music sales = 53,396 (7.4%)



*Suppliers: as indicated in the notes

Album Sale Units per quarter

(Physical and Digital combined)



Top 10 Q4 2017

Title	Artist	Label
1 A Very M3rry Christmas	Sol3 Mio	Universal
The Comic Genius Of Billy		
2 T James	Billy T James	SonyMusic
3 Melodrama	Lorde	Universal
4 Shake It	The Koi Boys	Universal
5 Moana OST	Various	Disney/Universal
6 Six60 EP	Six60	Massive/Universal
7 Out Of Silence	Neil Finn	Lester/Universal
8 Footrot Flats OST	Dave Dobbyn	SonyMusic
9 On Another Note	Sol3 Mio	Universal
10 Fabric	The Black Seeds	BlackSeeds/Rhythmmethod

Q4 2017 (October to December)

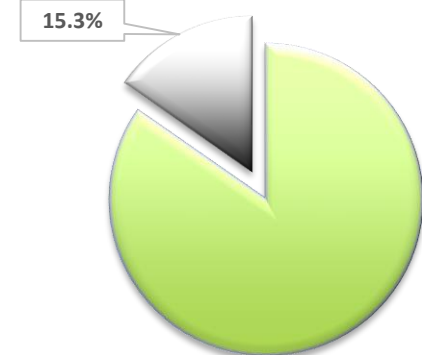
- Total # of sales = 401,700
- # of NZ Music sales = 61,513 (15.3%)

Q3 2017 (July to September)

- Total # of sales = 224,224
- # of NZ Music sales = 30,073 (13.4%)

Same quarter last year: Q4 2016 (Oct to December)

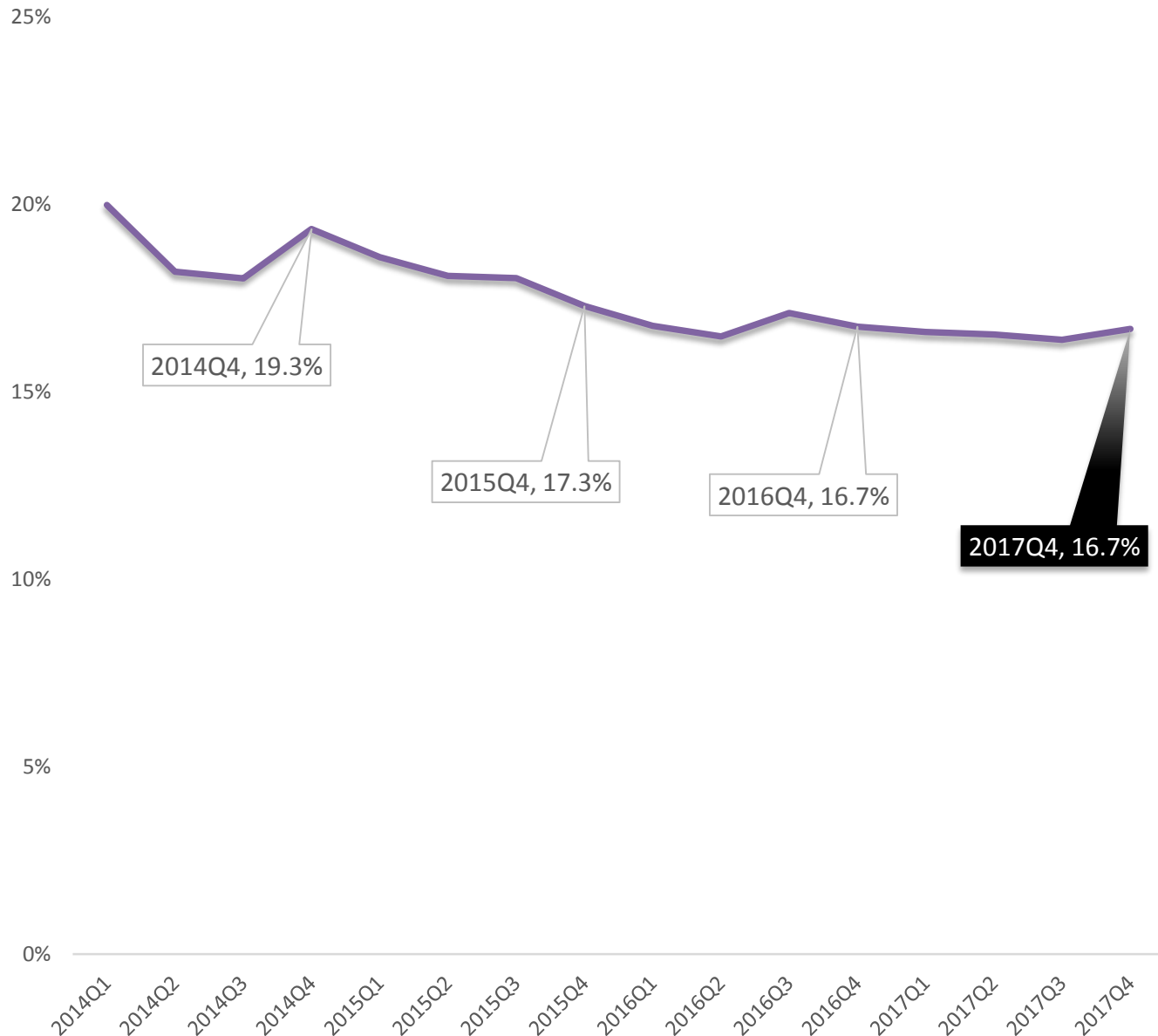
- Total # of sales = 520,160
- # of NZ Music sales = 74,845 (14.4%)



*Suppliers: as indicated in the notes

Airplay Points

(All Radio)



Top 10 Q4 2017

Title	Artist	Label
1 Don't Give It Up	Six60	Massive/Universal
2 Homemade Dynamite (Remix)	Lorde feat. Khalid, Post Malone And SZA	Universal
3 We'll Never Know	Kings	ArchAngel/DRM
4 Woke Up Late	DRAX Project	DRAXProject/Universal
5 Is That Enough	Sons Of Zion feat. Aaradhna	SonyMusic
6 Goodbye	Mitch James	SonyMusic
7 Perfect Places	Lorde	Universal
8 Addicted	Katchafire	Katchafire/Universal
9 Green Light	Lorde	Universal
10 I Feel Nothing	Openside	Openside/Warner

Q4 2017 (October to December)

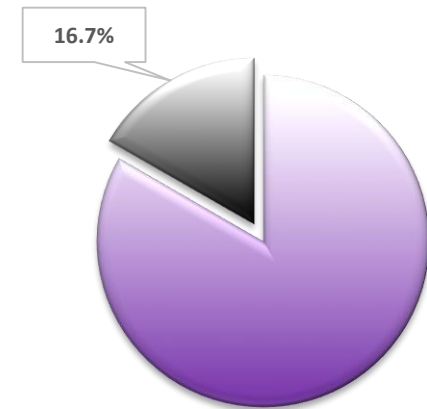
- # of NZ Song Spins: 329,496

Q3 2017 (July to September)

- # of NZ Song Spins: 310,151

Same quarter last year: Q4 2016 (Oct to Dec)

- # of NZ Song Spins: 315,320



*Stations Tracked: as indicated in the notes

Data notes:

All data is collected by Recorded Music NZ/Radioscope directly from the sources indicated below. In the majority of instances data is supplied digitally and these sources may change from time to time.

The methods of determining data inclusion within each particular categorisation is in alignment with the Official NZ Music Charts terms and conditions. These terms and conditions specify streaming, single and album parameters and are available on Recorded Music NZ's Official NZ Music Charts website here: <https://www.nztop40.co.nz/assets/Chart%20Rules%20July%202018.pdf>

If you have any questions relating to the data collection or methodology please contact Recorded Music NZ. www.recordedmusic.co.nz

Contributing Data Sources:

<p><u>Streaming:</u></p> <p>Spotify Apple Music Google All Access</p>	<p><u>Radio:</u></p> <table><tr><td>The Edge The Breeze More FM ZM The Rock Mai FM The Hits Coast Magic The Sound Radio Hauraki Flava George FM Mix FM Life FM Radio Rhema Niu FM bFM Southern Star Active 88.6FM rdu Radio 1 Bayrock 1XX Pulzar 531 PI Hokonui Central FM Coast FM (West Coast)</td><td>Base FM Radio Control QFM Peak FM The Most Tainui FM (Waikato) Radio Waatea (Auckland) Tahu FM (Christchurch) Ngati Hine FM (Whangarei) Atiawa Toa (Lower Hutt) Te Arawa FM (Rotorua) Ake (Auckland) Kia Ora FM (Palmerston North) Awa FM (Whanganui) Maniapoto FM (Te Kuiti) Nga Iwi FM (Paeroa) Ngati Porou (Ruatoria) Raukawa FM (Tokoroa) Sun FM (Whakatane) The Heat (Rotorua) Radio Kahungunu (Hawkes Bay) Moana AM (Tauranga) Te Korimako (Taranaki) Tumeke FM (Whakatane) Turanga FM (Gisborne) Tuwharetoa FM (Turangi) Te Hiku O Te Ika (Kaitaia)</td></tr></table>		The Edge The Breeze More FM ZM The Rock Mai FM The Hits Coast Magic The Sound Radio Hauraki Flava George FM Mix FM Life FM Radio Rhema Niu FM bFM Southern Star Active 88.6FM rdu Radio 1 Bayrock 1XX Pulzar 531 PI Hokonui Central FM Coast FM (West Coast)	Base FM Radio Control QFM Peak FM The Most Tainui FM (Waikato) Radio Waatea (Auckland) Tahu FM (Christchurch) Ngati Hine FM (Whangarei) Atiawa Toa (Lower Hutt) Te Arawa FM (Rotorua) Ake (Auckland) Kia Ora FM (Palmerston North) Awa FM (Whanganui) Maniapoto FM (Te Kuiti) Nga Iwi FM (Paeroa) Ngati Porou (Ruatoria) Raukawa FM (Tokoroa) Sun FM (Whakatane) The Heat (Rotorua) Radio Kahungunu (Hawkes Bay) Moana AM (Tauranga) Te Korimako (Taranaki) Tumeke FM (Whakatane) Turanga FM (Gisborne) Tuwharetoa FM (Turangi) Te Hiku O Te Ika (Kaitaia)
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<p><u>Physical Sales:</u></p> <p>The Warehouse JBHiFi Marbecks Real Groovy Mighty Ape Flying Out Southbound Slowboat Mint Music My Music Rough Peel Vinyl Countdown Bandcamp Townsend Direct To Consumer</p>				
<p><u>Digital Sales:</u></p> <p>iTunes Google Play Music Bandcamp Direct To Consumer</p>				