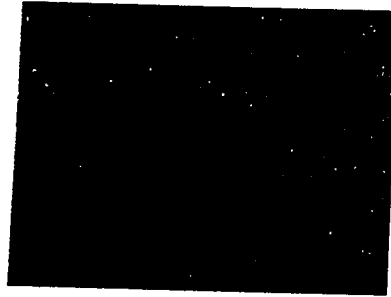


Sound Recording



Culture Statistics
Culture, Tourism and the Centre for Education Statistics

#69175
C-3

TABLE 1. Number of Reporting Companies by Size, Origin of Financial Control and Region, 1989-90 to 1993-94

	1989-90	1990-91	1991-92	1992-93	1993-94
SIZE					
Less than \$50,000	106	100	116	83	96
\$50,000 - \$99,999	16	13	15	23	22
\$100,000 - \$999,999	33	35	51	43	53
\$1,000,000 & over	32	33	33	38	39
Total	187	181	215	187	210
CONTROL					
Canadian	173	167	201	172	196
Foreign	14	14	14	15	14
Total	187	181	215	187	210
PROVINCE/REGION					
Atlantic	3	5	6	3	7
Quebec	42	47	61	52	76
Ontario	104	91	97	81	76
Prairies	16	18	29	32	29
British Columbia	22	20	22	19	22
Yukon & Northwest Territories	-	-	-	-	-
Canada	187	181	215	187	210

**TABLE 2. Number of New Releases¹ by Canadian Content and Language of Recording
1989-90 to 1993-94**

	1989-90	1990-91	1991-92	1992-93	1993-94
WITH CANADIAN CONTENT					
English Lyrics	261	340	614	323	376
French Lyrics	237	196	327	185	190
Other ²	117	82	142	161	153
Unspecified	-	-	-	-	-
Total	615	618	1,083	669	719
WITHOUT CANADIAN CONTENT					
English Lyrics	2,959	3,442	4,379	3,853	4,199
French Lyrics	98	79	173	161	150
Other ²	767	526	1,487	1,588	1,299
Unspecified	-	-	368	-	-
Total	3,824	4,047	6,407	5,602	5,648
TOTAL					
English Lyrics	3,220	3,782	4,993	4,176	4,575
French Lyrics	335	275	500	346	340
Other ²	884	608	1,629	1,749	1,452
Unspecified	-	-	368	-	-
Total	4,439	4,665	7,490	6,271	6,367

¹ Excludes singles. A recording released in more than one format (album, tape and CD etc.) is only counted once.

² Includes instrumental music.

TABLE 3. Number of New Releases by Canadian Content and Musical Category 1989-90 to 1993-94

	1989-90	1990-91	1991-92	1992-93	1993-94
WITH CANADIAN CONTENT					
Adult-oriented popular music	198	132	242	93	171
Top 40/rock disco	149	210	223	180	173
Classical and related	76	44	80	62	59
Jazz	24	33	17	33	21
Country and Folk	107	87	183	114	114
Children's	6	29	178	31	24
Other ¹	55	83	160	156	157
Total	615	618	1,083	669	719
WITHOUT CANADIAN CONTENT					
Adult-oriented popular music	725	608	623	658	627
Top 40/rock disco	1,741	2,124	2,818	1,973	2,230
Classical and related	607	355	1,360	1,343	1,150
Jazz	220	223	488	319	366
Country and Folk	150	284	233	477	377
Children's	24	41	135	120	172
Other ¹	357	412	750	712	726
Total	3,824	4,047	6,407	5,602	5,648
TOTAL					
Adult-oriented popular music	923	740	865	751	798
Top 40/rock disco	1,890	2,334	3,041	2,153	2,403
Classical and related	683	399	1,440	1,405	1,209
Jazz	244	256	505	352	387
Country and Folk	257	371	416	591	491
Children's	30	70	313	151	196
Other ¹	412	495	910	868	883
Total	4,439	4,665	7,490	6,271	6,367

¹ Includes unspecified.

TABLE 4. Number of Units Sold by Format 1989-90 to 1993-94¹

	1989-90	1990-91	1991-92	1992-93	1993-94
	'000,000				
Singles	4.7	4.6	2.3	1.8	1.4
Albums	4.5	0.9	0.7	0.3	0.2
Compact Discs	12.3	20.8	30.9	45.3	56.1
Tapes(analog)	42.3	44.0	36.6	38.5	39.0
Tapes(digital)	-	-	--	--	--
Unspecified	-	0.2	0.1	0.1	-
Total	63.8	70.5	70.6	85.9	96.7
Number of Companies Reporting	149	138	184	160	175

¹ Figures may not add to totals due to rounding.

TABLE 5. Total Revenue by Source, 1989-90 to 1993-94¹

	1989-90	1990-91	1991-92	1992-93	1993-94
	\$'000,000				
Sales of records, tapes compact discs 454.3	508.7	579.7	633.5	738.0	
Sales of Masters, Licensing Fees and Mechanical Royalties	17.4	23.2	25.8	25.4	33.9
Other Revenue from Record Industry Activities	137.4	127.4	84.0	93.3	88.8
Other Revenues	37.5	56.9	60.0	76.1	93.1
Total Revenue	646.7	716.1	749.6	828.2	953.8
Number of Companies Reporting	185	177	214	186	208

¹ Figures may not add to totals due to rounding.

TABLE 6. Revenue from the Sale of Recordings, by Origin of the Master Tape, 1989-90 to 1993-94¹

	1989-90	1990-91	1991-92	1992-93	1993-94
	\$'000,000				
Produced by Reporting Organization	31.2	41.3	46.7	45.1	57.8
Leased from Production Company in Canada	47.2	51.2	55.3	65.0	86.2
Leased from Production Company in Another Country	369.8	406.5	408.8	518.7	593.9
Unspecified	6.2	9.8	12.8	4.7	-
Total	454.3	508.7	579.7	633.5	738.0

¹ Figures may not add to totals due to rounding.

TABLE 7. Revenue from the Sale of Recordings with Canadian Content, 1989-90 to 1993-94

	1989-90	1990-91	1991-92	1992-93	1993-94
	\$'000,000				
Sales with Canadian Content	36.3	53.6	57.9	71.5	92.7
Number of Companies Reporting	148	145	177	155	167
Total Sales	454.3	508.7	579.7	633.5	738.0
Number of Companies Reporting	158	156	193	162	175

TABLE 8. Revenue from the Sale of Recordings by Format, 1989-90 to 1993-94¹

	1989-90	1990-91	1991-92	1992-93	1993-94
	\$'000,000				
Singles	9.5	13.1	5.3	5.6	4.8
Albums	28.9	8.9	5.0	2.1	1.2
Compact Discs 148.7	204.3	325.5	394.2	507.3	
Tapes(analog)	267.2	280.9	243.4	231.4	224.7
Tapes(digital)	-	-	--	x	--
Unspecified	0.1	1.7	0.5	x	-
Total	454.3	508.7	579.7	633.5	738.0

¹ Figures may not add to totals due to rounding.

TABLE 9. Revenue from the Sale of Recordings by Musical Category, 1989-90 to 1993-94¹

	1989-90	1990-91	1991-92	1992-93	1993-94
	\$'000,000				
Adult-oriented popular music	37.5	38.4	96.1	108.8	119.1
Top 40/rock disco	302.3	327.0	329.0	344.5	401.7
Classical and related	34.2	41.0	42.2	62.3	63.2
Jazz	11.7	14.9	11.9	19.7	18.0
Country and Folk	42.1	35.0	40.5	44.6	61.7
Children's	8.4	10.3	11.1	17.9	18.9
Other ²	18.1	42.0	49.0	35.6	55.5
Total	454.3	508.7	579.7	633.5	738.0

¹ Figures may not add to totals due to rounding.

² Includes unspecified.



TABLE 10. Profile of the Sound Recording Industry in Canada, 1989-1990 to 1993-94¹

	1989-90	1990-91	1991-92	1992-93	1993-94
1. NUMBER OF COMPANIES	187	181	215	187	210
2. NUMBER OF NEW RELEASES					
- With Canadian Content	615	618	1,083	669	719
- Other	3,824	4,047	6,407	5,602	5,648
- Total	4,439	4,665	7,490	6,271	6,367
- Canadian Content as % of releases	13.9	13.2	14.5	10.7	11.3
3. REVENUE \$'000,000					
- Sales of Recordings with Canadian Content	36.3	53.6	57.9	71.5	92.7
- Other Sales of Recordings	418.1	455.1	521.8	562.0	645.3
- Sales of Masters, Licensing fees, and Mechanical Royalties	17.4	23.2	25.8	25.4	33.9
- Other Revenue from Industry-related Activities	137.4	127.4	84.0	93.3	88.8
- Total Revenue from Industry-related Activities	609.2	659.3	689.6	752.2	860.7
- Total Revenue⁴	646.7	716.1	749.6	828.2	953.8
- Canadian Content as % of Sales	8.0	10.5	10.0	11.3	12.6
4. EXPENSES \$'000,000					
- Cost of Goods sold	375.9	396.8	391.2	407.5	446.9
- Interest	1.7	5.6	5.7	4.9	3.5
- Depreciation	2.4	3.3	4.1	6.2	7.3
- Other Operating Expenses	169.3	204.4	241.6	272.9	356.1
- Total Expenses	549.4	610.2	642.6	691.6	813.7
5. PROFIT/LOSS BEFORE TAXES					
- \$'000,000'S	97.3	106.0	106.6	136.6	140.1
- Profit Margin(%) ²	15.0	14.8	14.3	16.5	14.7
6. EMPLOYMENT					
- Full-time	2,102	2,211	2,209	2,453	2,487
- Part-time	285	255	214	180	191
- Freelancers -	-	-	136	81	
7. SALARIES AND BENEFITS³					
\$'000,000	69.0	79.4	86.7	87.1	97.9

¹ Figures may not add to totals due to rounding.² The profit margin is the difference between revenue and expenses, expressed as a percentage of total revenue.³ For 1992-93, includes wages and salaries of freelancers.⁴ Including Revenues from Non-record Industry-related Activities.

TABLE 11.1 Profile of Canadian-controlled Companies 1989-1990 to 1993-94¹

	1989-90	1990-91	1991-92	1992-93	1993-94
1. NUMBER OF COMPANIES	173	167	201	172	196
2. NUMBER OF NEW RELEASES					
- With Canadian Content	456	439	838	503	511
- Other	499	525	831	924	1,681
- Total	955	964	1,669	1,427	2,192
3. REVENUE \$'000,000					
- Sales of Recordings with Canadian Content	21.5	30.7	31.5	30.0	41.3
- Other Sales of Recordings	29.0	28.0	44.3	60.1	77.1
- Sales of Masters, Licensing fees, and Mechanical Royalties	10.1	10.5	14.4	14.3	21.4
- Other Revenue from Industry-related Activities	30.3	32.5	34.7	42.1	28.6
- Total Revenue from Industry-related Activities	91.0	101.7	124.9	146.6	168.4
- Total Revenue⁴	98.8	120.3	139.7	164.1	193.4
4. EXPENSES \$'000,000					
- Cost of Goods sold	62.3	71.3	82.0	93.2	104.3
- Interest	1.5	2.4	2.4	1.9	2.3
- Depreciation	1.0	1.5	1.7	1.7	2.4
- Other Operating Expenses	31.7	42.1	50.6	54.7	67.9
- Total Expenses	96.5	117.3	136.7	151.5	176.8
5. PROFIT/LOSS BEFORE TAXES					
- \$'000,000'S	2.3	3.1	2.6	12.5	16.5
- Profit Margin(%) ²	2.4	2.5	2.1	7.7	8.6
6. EMPLOYMENT					
- Full-time	371	432	551	662	628
- Part-time	123	82	131	75	89
- Freelancers	-	-	-	136	77
7. SALARIES AND BENEFITS³					
\$'000,000	12.0	14.8	18.6	15.7	20.3
8. % SHARE OF TOTAL INDUSTRY					
% share of all new releases					
- With Canadian Content	74.1	71.0	77.4	75.2	71.1
- Other	13.0	13.0	13.0	16.5	29.8
- Total	21.5	20.7	22.3	22.8	34.4
% share of revenue					
- Sales of Recordings with Canadian Content	59.3	57.3	54.5	42.0	44.6
- Total Sales	11.1	11.6	13.1	14.2	16.0
- Other Revenue	25.1	29.7	37.6	38.0	34.7
- Total Revenue	15.3	16.8	18.6	19.8	20.3

¹ Figures may not add to totals due to rounding.² The profit margin is the difference between revenue and expenses, expressed as a percentage of total revenue.³ For 1992-93, includes wages and salaries of freelancers.⁴ Including Revenues from Non-record Industry-related Activities.

TABLE 11.2 Profile of Foreign-controlled Companies 1989-1990 to 1993-94¹

	1989-90	1990-91	1991-92	1992-93	1993-94
1. NUMBER OF COMPANIES	14	14	14	15	14
2. NUMBER OF NEW RELEASES					
- With Canadian Content	159	179	245	166	208
- Other	3,325	3,522	5,576	4,678	3,967
- Total	3,484	3,701	5,821	4,844	4,175
3. REVENUE \$'000,000					
- Sales of Recordings with Canadian Content	14.8	22.9	26.4	41.5	51.4
- Other Sales of Recordings	389.1	427.1	477.5	501.9	568.2
- Sales of Masters, Licensing fees, and Mechanical Royalties	7.3	12.7	11.4	11.0	12.5
- Other Revenue from Industry-related Activities	107.2	94.9	49.3	51.1	60.2
- Total Revenue from Industry-related Activities	518.3	557.5	564.6	605.6	692.3
- Total Revenue⁴	547.9	595.8	609.9	664.1	760.4
4. EXPENSES \$'000,000					
- Cost of Goods sold	313.7	325.5	309.1	314.3	342.6
- Interest	0.2	3.2	3.3	3.0	1.2
- Depreciation	1.4	1.8	2.5	4.6	4.9
- Other Operating Expenses	137.7	162.3	191.0	218.2	288.2
- Total Expenses	452.9	492.9	505.9	540.1	636.8
5. PROFIT/LOSS BEFORE TAXES					
- \$'000,000'S	95.0	102.9	104.0	124.1	123.6
- Profit Margin(%) ²	17.3	17.3	17.0	18.7	16.3
6. EMPLOYMENT					
- Full-time	1,731	1,779	1,658	1,791	1,859
- Part-time	162	173	83	105	102
- Freelancers	-	-	-	-	4
7. SALARIES AND BENEFITS³					
\$'000,000	56.9	64.5	68.1	71.4	77.6
8. % SHARE OF TOTAL INDUSTRY					
% share of all new releases					
- With Canadian Content	25.9	29.0	22.6	24.8	28.9
- Other	87.0	87.0	87.0	83.5	70.2
- Total	78.5	79.3	77.7	77.2	65.6
% share of revenue					
- Sales of Recordings with Canadian Content	40.7	42.7	45.5	58.0	55.4
- Total Sales	88.9	88.4	86.9	85.8	84.0
- Other Revenue	74.9	70.3	62.4	62.0	65.3
- Total Revenue	84.7	83.2	81.4	80.2	79.7

¹ Figures may not add to totals due to rounding.² The profit margin is the difference between revenue and expenses, expressed as a percentage of total revenue.³ For 1992-93, includes wages and salaries of freelancers.⁴ Including Revenues from Non-record Industry-related Activities.

TABLE 12.1 Profile by Revenue Group¹, 1989-1990 to 1993-94⁵

	1989-90	1990-91	1991-92	1992-93	1993-94
SIZE - LESS THAN \$100,000					
1. NUMBER OF COMPANIES	122	113	131	106	118
2. NUMBER OF NEW RELEASES					
- With Canadian Content	106	97	210	120	119
- Other	12	12	45	13	15
- Total	118	109	255	133	134
3. REVENUE \$'000,000					
- Sales of Recordings with Canadian Content	1.0	1.1	1.3	1.3	1.6
- Other Sales of Recordings	0.2	0.3	0.3	0.2	0.1
- Sales of Masters, Licensing fees, and Mechanical Royalties	0.3	0.4	0.2	0.4	0.5
- Other Revenue from Industry-related Activities	0.5	0.2	0.6	0.7	0.6
- Total Revenue from Industry-related Activities	2.0	2.0	2.4	2.6	2.8
- Total Revenue⁴	4.5	4.1	6.2	5.3	14.3
4. EXPENSES \$'000,000					
- Cost of Goods sold	2.9	2.0	2.7	2.3	2.8
- Interest	0.1	0.1	0.3	0.1	0.1
- Depreciation	0.1	0.1	0.2	0.1	0.2
- Other Operating Expenses	2.2	2.3	4.4	3.8	8.2
- Total Expenses	5.4	4.5	7.6	6.4	11.3
5. PROFIT/LOSS BEFORE TAXES					
- \$'000,000'S	-0.8	-0.4	-1.4	-1.2	2.9
- Profit Margin(%) ²	-18.6	-9.7	-22.5	-20.6	20.9
6. EMPLOYMENT					
- Full-time	42	34	64	52	70
- Part-time	40	36	62	22	23
- Freelancers	-	-	-	15	38
7. SALARIES AND BENEFITS³ \$'000,000	0.8	0.7	1.3	1.0	1.1
8. % SHARE OF TOTAL INDUSTRY					
% share of all new releases					
- With Canadian Content	17.2	15.7	19.4	17.9	16.6
- Other	0.3	0.3	0.7	0.2	0.3
- Total	2.7	2.3	3.4	2.1	2.1
% share of revenue					
- Sales of Recordings with Canadian Content	2.8	2.1	2.2	1.9	1.8
- Total Sales	0.3	0.3	0.3	0.2	0.2
- Other Revenues	1.7	1.3	2.7	1.9	5.8
- Total Revenue	0.7	0.6	0.8	0.6	1.5

¹ Revenue groups are based on revenue from Industry-related activities

² The profit margin is the difference between revenue and expenses, expressed as a percentage of total revenue.

³ For 1992-93, includes wages and salaries of freelancers.

⁴ Including Revenues from Non-record Industry-related Activities.

⁵ Figures may not add to totals due to rounding.

TABLE 12.2 Profile by Revenue Group¹, 1989-1990 to 1993-94⁵

	1989-90	1990-91	1991-92	1992-93	1993-94
SIZE - \$100,000 - \$999,999					
1. NUMBER OF COMPANIES	33	35	51	43	53
2. NUMBER OF NEW RELEASES					
- With Canadian Content	211	198	479	243	298
- Other	69	127	135	49	74
- Total	280	325	614	292	372
3. REVENUE \$'000,000					
- Sales of Recordings with Canadian Content	4.6	6.6	12.3	6.9	12.7
- Other Sales of Recordings	3.6	3.9	2.4	2.4	2.0
- Sales of Masters, Licensing fees, and Mechanical Royalties	2.0	0.9	3.3	3.1	2.4
- Other Revenue from Industry-related Activities	2.9	2.6	3.7	2.8	4.7
- Total Revenue from Industry-related Activities	13.0	14.0	21.7	15.2	21.8
- Total Revenue ⁴	13.5	14.7	23.1	19.9	26.7
4. EXPENSES \$'000,000					
- Cost of Goods sold	8.6	8.0	11.7	8.5	14.5
- Interest	0.5	0.6	0.4	0.3	0.4
- Depreciation	0.2	0.3	0.4	0.4	0.7
- Other Operating Expenses	5.2	6.3	9.2	9.0	10.8
- Total Expenses	14.6	15.2	21.7	18.2	26.4
5. PROFIT/LOSS BEFORE TAXES					
- \$'000,000'S	-1.0	-0.5	1.2	1.7	0.3
- Profit Margin(%) ²	-7.6	-3.2	6.1	8.4	1.2
6. EMPLOYMENT					
- Full-time	77	122	162	207	129
- Part-time	15	29	30	21	25
- Freelancers	-	-	-	75	36
7. SALARIES AND BENEFITS³ \$'000,000	2.0	2.7	3.8	3.9	4.3
8. % SHARE OF TOTAL INDUSTRY					
% share of all new releases					
- With Canadian Content	34.3	32.0	44.2	36.3	41.4
- Other	1.8	3.1	2.1	0.9	1.3
- Total	6.3	7.0	8.2	4.7	5.8
% share of revenue					
- Sales of Recordings with Canadian Content	12.6	12.3	21.2	9.6	13.7
- Total Sales	1.8	2.1	2.5	1.5	2.0
- Other Revenues	2.8	2.0	5.0	5.5	5.6
- Total Revenue	2.1	2.1	3.1	2.4	2.8

¹ Revenue groups are based on revenue from Industry-related activities² The profit margin is the difference between revenue and expenses, expressed as a percentage of total revenue.³ For 1992-93, includes wages and salaries of freelancers.⁴ Including Revenues from Non-record Industry-related Activities.⁵ Figures may not add to totals due to rounding.

TABLE 12.3 Profile by Revenue Group¹, 1989-1990 to 1993-94⁵

	1989-90	1990-91	1991-92	1992-93	1993-94
SIZE - \$1,000,000 & OVER					
1. NUMBER OF COMPANIES	32	33	33	38	39
2. NUMBER OF NEW RELEASES					
- With Canadian Content	298	323	394	306	302
- Other	3,743	3,908	6,227	5,540	5,559
- Total	4,041	4,231	6,621	5,846	5,861
3. REVENUE \$'000,000					
- Sales of Recordings with Canadian Content	30.7	45.9	44.3	63.3	78.4
- Other Sales of Recordings	414.3	450.9	519.1	559.5	643.2
- Sales of Masters, Licensing fees, and Mechanical Royalties	15.2	21.9	22.3	21.8	31.0
- Other Revenue from Industry-related Activities	134.1	124.6	79.8	89.8	83.5
- Total Revenue from Industry-related Activities	594.2	643.3	665.5	734.4	836.1
- Total Revenue⁴	628.7	697.3	720.3	803.0	912.8
4. EXPENSES \$'000,000					
- Cost of Goods sold	364.4	386.8	376.8	396.7	429.6
- Interest	1.1	5.0	5.0	4.5	3.0
- Depreciation	2.1	2.9	3.5	5.7	6.4
- Other Operating Expenses	161.9	195.9	228.0	260.1	337.0
- Total Expenses	529.5	590.5	613.3	666.9	776.0
5. PROFIT/LOSS BEFORE TAXES					
- \$'000,000'S	99.2	106.8	106.8	136.1	136.9
- Profit Margin(%) ²	15.8	15.3	14.8	16.9	15.0
6. EMPLOYMENT					
- Full-time	1,983	2,055	1,983	2,194	2,288
- Part-time	230	190	122	137	143
- Freelancers	-	-	-	46	7
7. SALARIES AND BENEFITS³ \$'000,000	66.1	75.9	81.5	82.1	92.5
8. % SHARE OF TOTAL INDUSTRY					
% share of all new releases					
- With Canadian Content	48.5	52.3	36.4	45.7	42.0
- Other	97.9	96.6	97.2	98.9	98.4
- Total	91.0	90.7	88.4	93.2	92.1
% share of revenue					
- Sales of Recordings with Canadian Content	84.6	85.6	76.5	88.5	84.6
- Total Sales	97.9	97.7	97.2	98.3	97.8
- Other Revenues	95.5	96.7	92.4	92.6	88.6
- Total Revenue	97.2	97.4	96.1	97.0	95.7

¹ Revenue groups are based on revenue from Industry-related activities² The profit margin is the difference between revenue and expenses, expressed as a percentage of total revenue.³ For 1992-93, includes wages and salaries of freelancers.⁴ Including Revenues from Non-record Industry-related Activities.⁵ Figures may not add to totals due to rounding

TABLE 13.1 Profile for Quebec based companies 1989-1990 to 1993-94¹

	1989-90	1990-91	1991-92	1992-93	1993-94
1. NUMBER OF COMPANIES	42	47	61	52	76
2. NUMBER OF NEW RELEASES					
- With Canadian Content	319	240	416	254	254
- Other	752	689	316	347	608
- Total	1,071	929	732	601	862
3. REVENUE \$'000,000					
- Sales of Recordings with Canadian Content	11.3	12.2	18.6	19.2	23.8
- Other Sales of Recordings	72.9	74.8	51.3	60.2	80.1
- Other revenue from Industry-related Activities ⁵	38.5	43.3	30.9	36.1	21.2
- Total Revenue from Industry-related Activities	122.7	130.2	100.9	115.5	125.1
- Total Revenue⁴	142.9	162.7	126.6	152.7	169.3
4. EXPENSES \$'000,000					
- Cost of Goods sold	71.8	80.7	62.7	68.7	67.6
- Interest	0.9	4.6	2.0	1.5	1.9
- Depreciation	0.6	0.9	1.0	1.0	1.3
- Other Operating Expenses	40.6	53.4	36.1	42.5	71.5
- Total Expenses	113.9	139.6	101.7	113.7	142.3
5. PROFIT/LOSS BEFORE TAXES					
- \$'000,000'S	29.0	23.1	24.9	39.0	27.0
- Profit Margin(%) ²	20.3	14.2	19.7	25.5	15.9
6. EMPLOYMENT					
- Full-time	817	861	694	809	710
- Part-time	155	115	124	80	84
- Freelancers	-	-	-	121	24
7. SALARIES AND BENEFITS³\$'000,000	24.7	28.8	26.3	24.6	25.7
8. % SHARE OF TOTAL INDUSTRY					
% share of all new releases					
- With Canadian Content	51.9	38.8	38.4	38.0	35.3
- Other	19.7	17.0	4.9	6.2	10.8
- Total	24.1	19.9	9.8	9.6	13.5
% share of revenue					
- Sales of Recordings with Canadian Content	31.2	22.7	32.2	26.9	25.7
- Total Sales	18.5	17.1	12.1	12.5	14.1
- Other Revenues	30.5	36.5	33.4	37.6	30.3
- Total Revenue	22.1	22.7	16.9	18.4	17.7

¹ Figures may not add to totals due to rounding.

² The profit margin is the difference between revenue and expenses, expressed as a percentage of total revenue.

³ For 1992-93, includes wages and salaries of freelancers.

⁴ Including Revenues from Non-record Industry-related Activities.

⁵ Including Sales of Masters, Licensing fees, and Mechanical Royalties.

TABLE 13.2 Profile for Ontario based companies 1989-1990 to 1993-94¹

	1989-90	1990-91	1991-92	1992-93	1993-94
1. NUMBER OF COMPANIES	104	91	97	81	76
2. NUMBER OF NEW RELEASES					
- With Canadian Content	255	309	505	293	330
- Other	2,885	3,148	5,863	5,002	4,810
- Total	3,140	3,457	6,368	5,295	5,140
3. REVENUE \$'000,000					
- Sales of Recordings with Canadian Content	22.7	38.1	34.4	48.2	65.4
- Other Sales of Recordings	340.4	374.0	465.5	497.5	563.7
- Other revenue from Industry-related Activities ⁵	115.4	104.1	73.7	79.0	93.6
- Total Revenue from Industry-related Activities	478.5	516.2	573.5	624.7	722.7
- Total Revenue⁴	494.0	539.7	606.3	661.8	768.9
4. EXPENSES \$'000,000					
- Cost of Goods sold	297.9	309.4	321.8	332.2	373.2
- Interest	0.7	1.0	3.3	3.1	1.3
- Depreciation	1.7	2.2	2.9	5.0	5.5
- Other Operating Expenses	125.2	144.4	196.3	223.5	276.7
- Total Expenses	425.6	457.0	524.3	563.7	656.6
5. PROFIT/LOSS BEFORE TAXES					
- \$'000,000'S	68.4	82.7	81.6	98.0	112.3
- Profit Margin(%) ²	13.8	15.3	13.5	14.8	14.6
6. EMPLOYMENT					
- Full-time	1,218	1,271	1,402	1,556	1,657
- Part-time	116	119	71	84	89
- Freelancers	-	-	-	13	39
7. SALARIES AND BENEFITS³ \$'000,000	42.7	47.1	55.6	59.5	69.5
8. % SHARE OF TOTAL INDUSTRY					
% share of all new releases					
- With Canadian Content	41.5	50.0	46.6	43.8	45.9
- Other	75.4	77.8	91.5	89.3	85.2
- Total	70.7	74.1	85.0	84.4	80.7
% share of revenue					
- Sales of Recordings with Canadian Content	62.5	71.1	59.4	67.4	70.5
- Total Sales	79.9	81.0	86.2	86.1	85.2
- Other Revenues	68.0	61.5	62.7	59.6	64.8
- Total Revenue	76.4	75.4	80.9	79.9	80.6

¹ Figures may not add to totals due to rounding.² The profit margin is the difference between revenue and expenses, expressed as a percentage of total revenue.³ For 1992-93, includes wages and salaries of freelancers.⁴ Including Revenues from Non-record Industry-related Activities.⁵ Including Sales of Masters, Licensing fees, and Mechanical Royalties.

TABLE 13.3 Profile for British Columbia based companies 1989-1990 to 1993-94¹

	1989-90	1990-91	1991-92	1992-93	1993-94
1. NUMBER OF COMPANIES	22	20	22	19	22
2. NUMBER OF NEW RELEASES					
- With Canadian Content	15	12	75	33	41
- Other	173	198	202	250	222
- Total	188	210	277	283	263
3. REVENUE \$'000,000					
- Sales of Recordings with Canadian Content	1.5	2.4	2.7	1.6	1.6
- Other Sales of Recordings	4.5	5.8	4.7	3.9	1.3
- Other revenue from Industry-related Activities ⁵	x	x	x	x	x
- Total Revenue from Industry-related Activities	x	x	x	x	x
- Total Revenue⁴	8.3	11.9	13.3	9.9	12.0
4. EXPENSES \$'000,000					
- Cost of Goods sold	5.2	5.7	4.9	4.6	4.5
- Interest	0.1	--	0.3	x	x
- Depreciation	0.1	0.2	0.2	x	x
- Other Operating Expenses	3.0	5.7	7.7	5.4	6.3
- Total Expenses	8.3	11.7	13.0	10.4	11.4
5. PROFIT/LOSS BEFORE TAXES					
- \$'000,000'S	--	0.2	0.3	-0.5	0.6
- Profit Margin(%) ²	0.1	1.8	2.2	-5.1	5.3
6. EMPLOYMENT					
- Full-time	58	67	81	66	81
- Part-time	10	10	10	9	10
- Freelancers	-	-	-	1	13
7. SALARIES AND BENEFITS³ \$'000,000	1.4	3.1	4.0	2.0	1.7
8. % SHARE OF TOTAL INDUSTRY					
% share of all new releases					
- With Canadian Content	2.4	1.9	6.9	4.9	5.7
- Other	4.5	4.9	3.2	4.5	3.9
- Total	4.2	4.5	3.7	4.5	4.1
% share of revenue					
- Sales of Recordings with Canadian Content	4.2	4.5	4.7	2.3	1.7
- Total Sales	1.3	1.6	1.3	0.9	0.4
- Other Revenues	1.2	1.8	3.5	2.3	4.3
- Total Revenue	1.3	1.7	1.8	1.2	1.3

¹ Figures may not add to totals due to rounding.

² The profit margin is the difference between revenue and expenses, expressed as a percentage of total revenue.

³ For 1992-93, includes wages and salaries of freelancers.

⁴ Including Revenues from Non-record Industry-related Activities.

⁵ Including Sales of Masters, Licensing fees, and Mechanical Royalties.

TABLE 13.4 Profile for firms in other Provinces, 1989-1990 to 1993-94¹

	1989-90	1990-91	1991-92	1992-93	1993-94
1. NUMBER OF COMPANIES	19	23	35	35	36
2. NUMBER OF NEW RELEASES					
- With Canadian Content	26	57	87	89	94
- Other	14	12	26	3	8
- Total	40	69	113	92	102
3. REVENUE \$'000,000					
- Sales of Recordings with Canadian Content	0.8	0.9	2.2	2.4	2.0
- Other Sales of Recordings	0.3	0.6	0.4	0.4	0.3
- Other revenue from Industry-related Activities ⁵	x	x	x	x	x
- Total Revenue from Industry-related Activities	x	x	x	x	x
- Total Revenue ⁴	1.5	1.9	3.3	3.8	3.6
4. EXPENSES \$'000,000					
- Cost of Goods sold	1.0	1.0	1.8	2.0	1.5
- Interest	--	--	0.1	x	x
- Depreciation	--	--	0.1	x	x
- Other Operating Expenses	0.5	0.9	1.6	1.6	1.6
- Total Expenses	1.6	2.0	3.6	3.7	3.4
5. PROFIT/LOSS BEFORE TAXES					
- \$'000,000'S	--	-0.1	-0.2	0.1	0.3
- Profit Margin(%) ²	-2.6	-5.0	-7.1	3.3	7.2
6. EMPLOYMENT					
- Full-time	9	12	32	22	39
- Part-time	4	11	9	7	8
- Freelancers	-	-	-	1	5
7. SALARIES AND BENEFITS³ \$'000,000	0.1	0.3	0.8	0.9	1.0
8. % SHARE OF TOTAL INDUSTRY					
% share of all new releases					
- With Canadian Content	4.2	9.2	8.0	13.3	13.1
- Other	0.4	0.3	0.4	0.1	0.1
- Total	0.9	1.5	1.5	1.5	1.6
% share of revenue					
- Sales of Recordings with Canadian Content	2.1	1.7	3.8	3.4	2.1
- Total Sales	0.2	0.3	0.4	0.4	0.3
- Other Revenues	0.2	0.2	0.5	0.5	0.6
- Total Revenue	0.2	0.3	0.4	0.5	0.4

¹ Figures may not add to totals due to rounding.

² The profit margin is the difference between revenue and expenses, expressed as a percentage of total revenue.

³ For 1992-93, includes wages and salaries of freelancers.

⁴ Including Revenues from Non-record Industry-related Activities.

⁵ Including Sales of Masters, Licensing fees, and Mechanical Royalties.



003

[illegible]