



A RESEARCH REPORT BY BOOKNET CANADA

BNC

RESEARCH 03.2017

March SalesData Market Report March 2017



**BOOKNET
CANADA**

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INTRODUCTION

The purpose of this SalesData market report is to give you easy insight into how the marketplace performed in the previous month, and how it performed in that same month for the past two years. Combining the information present here with data specific to your own organization can highlight any correlation or special relationships your data have with the marketplace.

REPORT DATA

This report compares the volume and value of all books sold in the marketplace for the month of March in the years 2016 to 2017. The marketplace data is divided into:

- **All Market:** data from all retailers who currently provide us with their sales data.
- **Ring Fence:** new retailers are added to BNC SalesData every year, resulting in increasing overall sales figures for older titles. In order to eliminate this skew, we created a “ring fence” around a core group of retailers. We will use the data gathered from within this ring fence alone to show year-over-year sales from a constant set of retailers.

Also included in this report is an overview of the All Market and the Ring Fence Market for the categories of Fiction, Non-Fiction, Young Adult, Young Adult Fiction, Young Adult Non-Fiction, Juvenile, Juvenile Fiction, and Juvenile Non-Fiction. To conclude, a Year-to-Date overview of all books sold (volume and value) in the marketplace in this year and last year is available at the end of the document. This overview includes All Market and Ring Fence for Fiction, Non-Fiction, Young Adult, Young Adult Fiction, Young Adult Non-Fiction, Juvenile, Juvenile Fiction, and Juvenile Non-Fiction data.

REPORT DATES

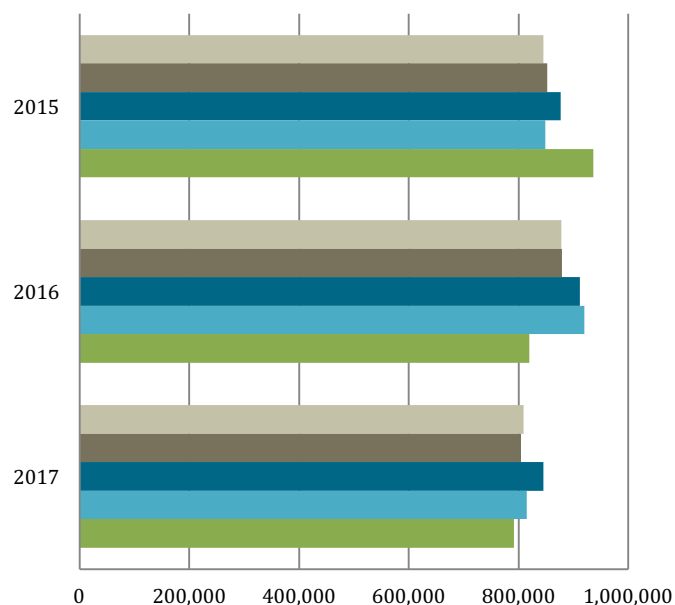
This report aims to encapsulate data from most days in March. Because BNC’s sales data is grouped according to week-ending dates, the time periods for the selected years’ month also include a few days’ worth of data from the previous month or the following month. The specific week-ending dates used in this report are as follows:

	2017	2016	2015
Week 1	05-Mar	06-Mar	08-Mar
Week 2	12-Mar	13-Mar	15-Mar
Week 3	19-Mar	20-Mar	22-Mar
Week 4	26-Mar	27-Mar	29-Mar
Week 5	02-Apr	03-Apr	05-Apr

ALL MARKET

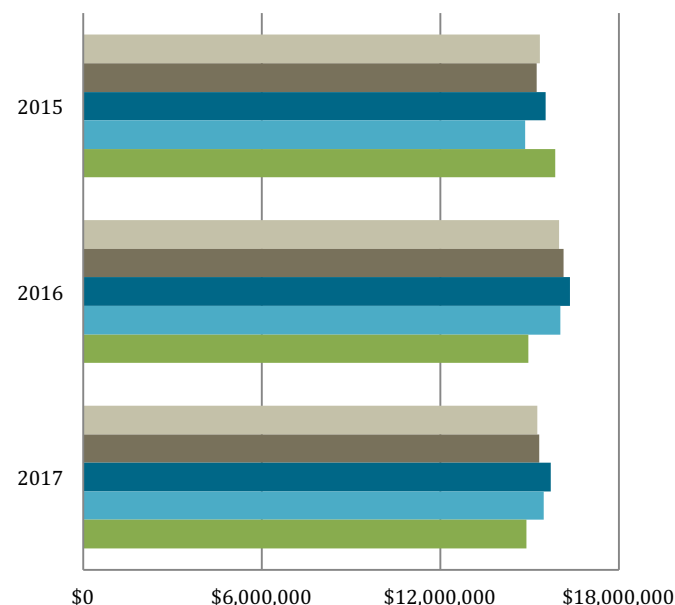
The graphs below show the volume sold and value sold of all titles in the All Market for the entire month of March in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the All Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the All Market.

Volume Sold (in units)



	2017	2016	2015
■ March Week 1	809,339	877,303	844,823
■ March Week 2	804,352	879,572	852,685
■ March Week 3	845,554	911,194	877,054
■ March Week 4	815,306	919,688	849,104
■ March Week 5	792,149	820,046	936,073

Value Sold (in millions of dollars)

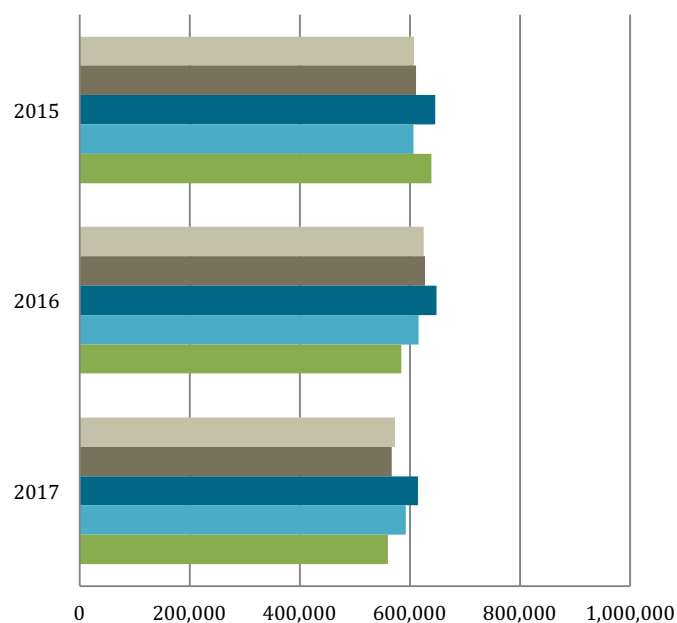


	2017	2016	2015
■ March Week 1	\$15,262,870.82	\$15,986,120.55	\$15,344,913.63
■ March Week 2	\$15,325,143.05	\$16,138,008.71	\$15,239,724.69
■ March Week 3	\$15,706,873.04	\$16,351,167.52	\$15,534,865.46
■ March Week 4	\$15,482,069.04	\$16,035,884.19	\$14,860,564.33
■ March Week 5	\$14,906,949.52	\$14,963,103.83	\$15,855,738.39

RING FENCE MARKET

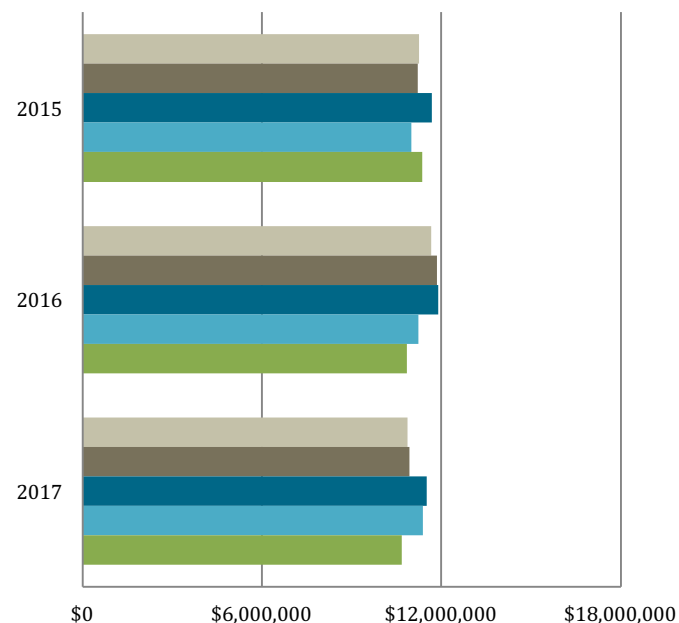
The graphs below show the volume sold and value sold of all titles in the Ring Fence Market for the entire month of March in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the Ring Fence Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the Ring Fence Market.

Volume Sold (in units)



	2017	2016	2015
March Week 1	573,199	625,214	607,500
March Week 2	566,407	627,913	610,867
March Week 3	614,322	648,391	646,107
March Week 4	592,851	615,329	606,850
March Week 5	560,143	584,659	638,802

Value Sold (in millions of dollars)

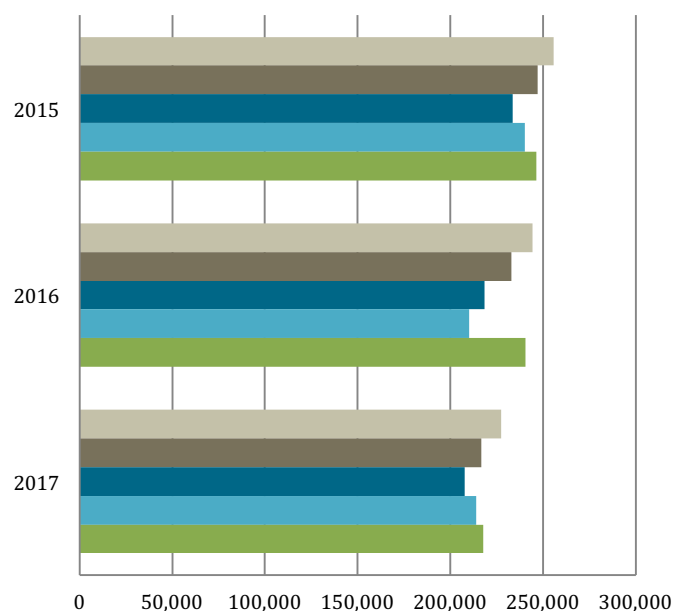


	2017	2016	2015
March Week 1	\$10,860,212.77	\$11,654,694.79	\$11,260,686.18
March Week 2	\$10,924,292.42	\$11,853,399.07	\$11,214,182.75
March Week 3	\$11,508,677.58	\$11,890,933.93	\$11,681,183.16
March Week 4	\$11,387,145.59	\$11,241,627.68	\$10,994,451.71
March Week 5	\$10,683,831.33	\$10,847,487.05	\$11,367,506.84

FICTION: ALL MARKET

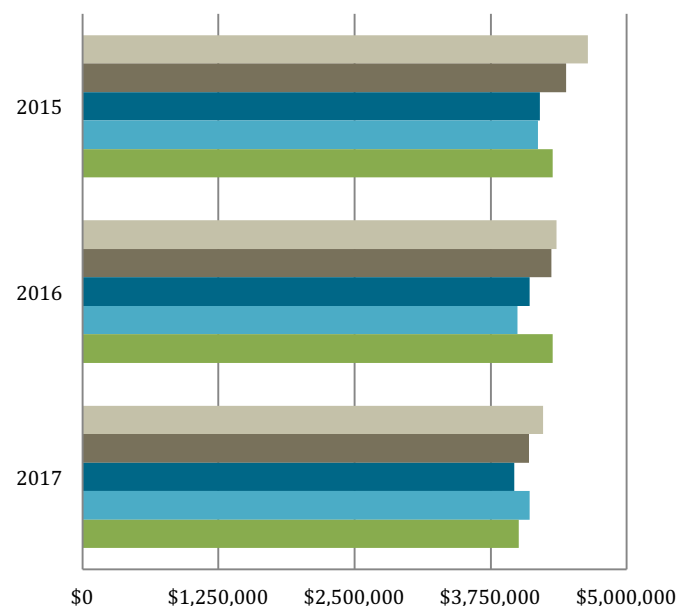
The graphs below show the volume sold and value sold of titles within the Fiction category in the All Market for the entire month of March in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the All Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the All Market.

Volume Sold (in units)



	2017	2016	2015
March Week 1	227,417	244,246	255,626
March Week 2	216,562	232,818	247,070
March Week 3	207,661	218,336	233,599
March Week 4	214,006	210,184	240,146
March Week 5	217,825	240,558	246,353

Value Sold (in millions of dollars)

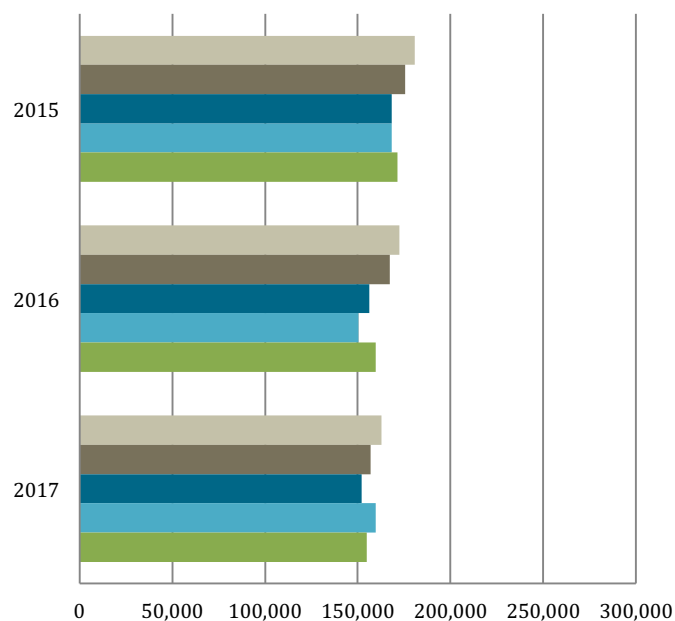


	2017	2016	2015
March Week 1	\$4,229,178.19	\$4,354,091.20	\$4,643,957.30
March Week 2	\$4,100,458.68	\$4,306,746.30	\$4,442,787.97
March Week 3	\$3,969,000.23	\$4,107,802.67	\$4,200,551.90
March Week 4	\$4,108,607.64	\$3,996,325.65	\$4,184,545.49
March Week 5	\$4,007,822.15	\$4,321,845.63	\$4,319,825.36

FICTION: RING FENCE MARKET

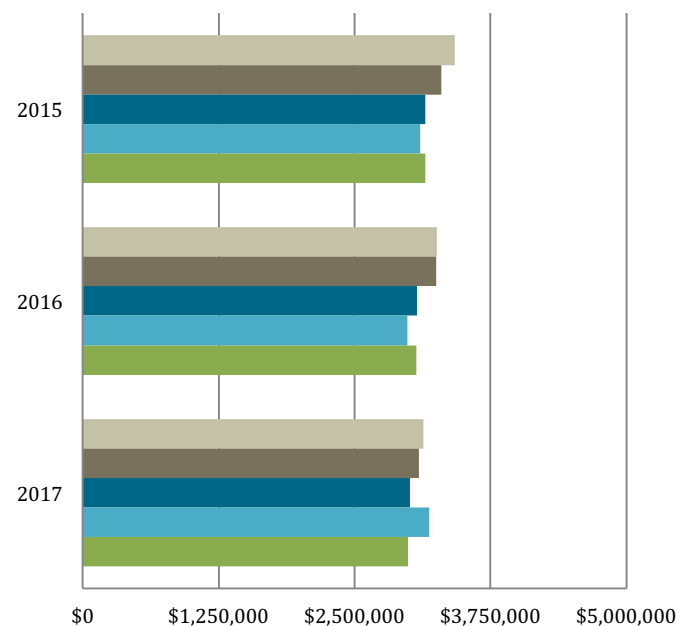
The graphs below show the volume sold and value sold of titles within the Fiction category in the Ring Fence Market for the entire month of March in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the Ring Fence Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the Ring Fence Market.

Volume Sold (in units)



	2017	2016	2015
March Week 1	162,630	172,598	180,696
March Week 2	156,907	167,128	175,682
March Week 3	152,035	156,318	168,413
March Week 4	159,618	150,536	168,274
March Week 5	155,005	159,545	171,248

Value Sold (in millions of dollars)

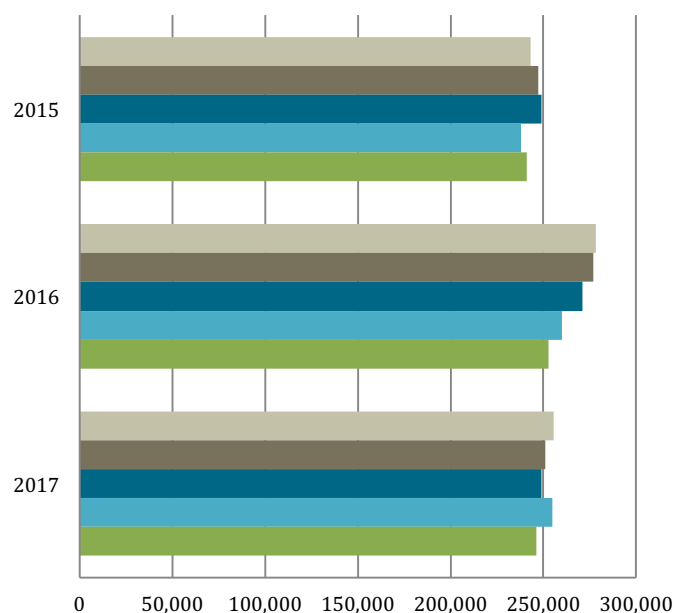


	2017	2016	2015
March Week 1	\$3,133,435.67	\$3,253,572.98	\$3,420,803.80
March Week 2	\$3,089,680.98	\$3,247,869.96	\$3,295,196.20
March Week 3	\$3,011,698.66	\$3,073,694.96	\$3,152,330.65
March Week 4	\$3,184,682.89	\$2,982,772.52	\$3,102,316.33
March Week 5	\$2,991,408.88	\$3,067,704.89	\$3,151,590.66

NON-FICTION: ALL MARKET

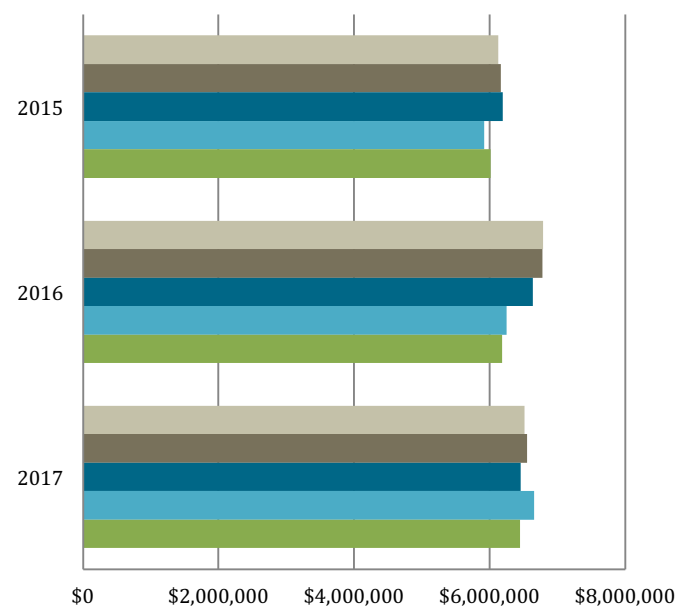
The graphs below show the volume sold and value sold of titles within the Non-Fiction category in the All Market for the entire month of March in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the All Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the All Market.

Volume Sold (in units)



	2017	2016	2015
March Week 1	255,533	278,410	243,088
March Week 2	250,958	276,959	247,380
March Week 3	248,893	270,965	248,901
March Week 4	254,938	259,875	238,063
March Week 5	246,168	252,867	240,875

Value Sold (in millions of dollars)

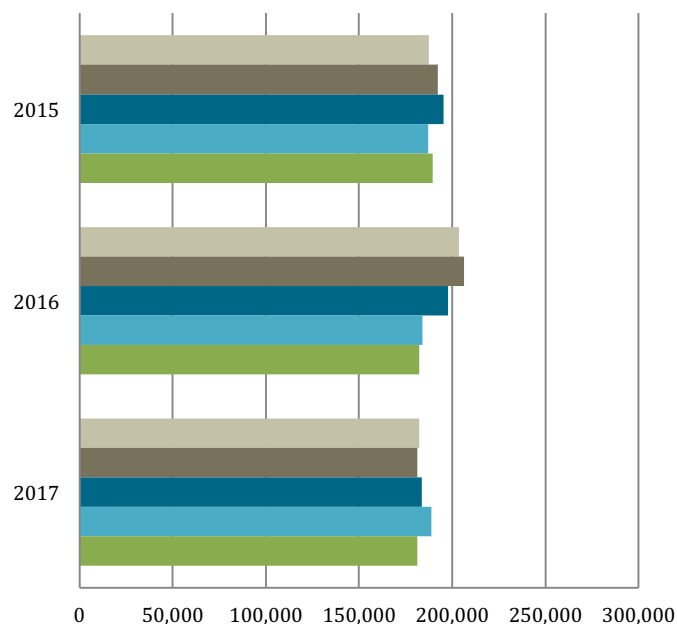


	2017	2016	2015
March Week 1	\$6,516,662.84	\$6,787,509.41	\$6,126,936.05
March Week 2	\$6,555,495.12	\$6,780,633.56	\$6,161,501.72
March Week 3	\$6,458,005.81	\$6,637,544.67	\$6,194,292.26
March Week 4	\$6,655,067.27	\$6,251,687.56	\$5,920,178.16
March Week 5	\$6,444,953.40	\$6,180,113.08	\$6,010,923.96

NON-FICTION: RING FENCE MARKET

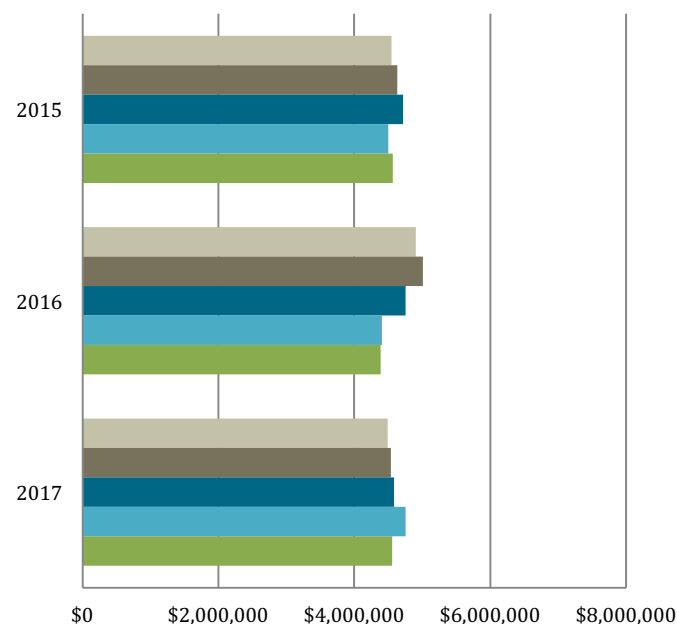
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Volume Sold (in units)



	2017	2016	2015
March Week 1	182,299	203,681	187,445
March Week 2	181,223	206,368	192,106
March Week 3	183,755	197,729	195,487
March Week 4	188,806	184,146	187,081
March Week 5	181,363	182,447	189,632

Value Sold (in millions of dollars)

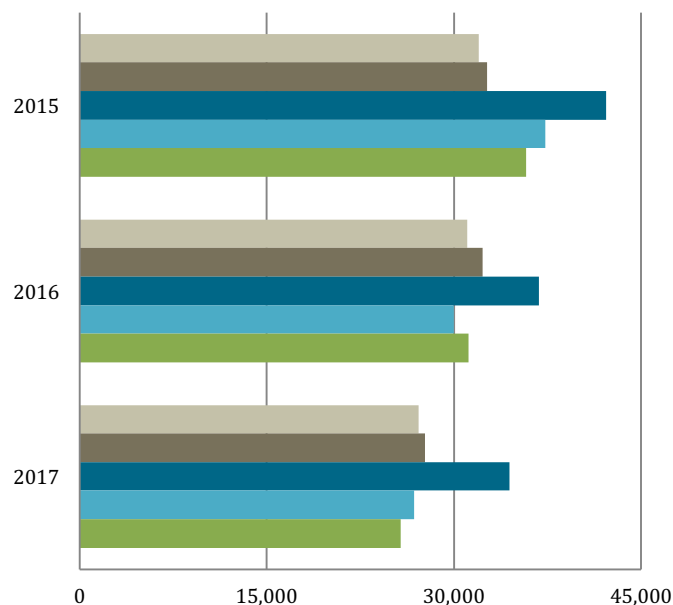


	2017	2016	2015
March Week 1	\$4,491,743.11	\$4,900,228.07	\$4,546,748.23
March Week 2	\$4,541,165.85	\$5,009,996.43	\$4,633,735.23
March Week 3	\$4,580,652.47	\$4,756,037.62	\$4,712,808.00
March Week 4	\$4,750,519.62	\$4,407,918.43	\$4,500,748.68
March Week 5	\$4,559,435.07	\$4,384,917.80	\$4,569,855.81

YOUNG ADULT: ALL MARKET

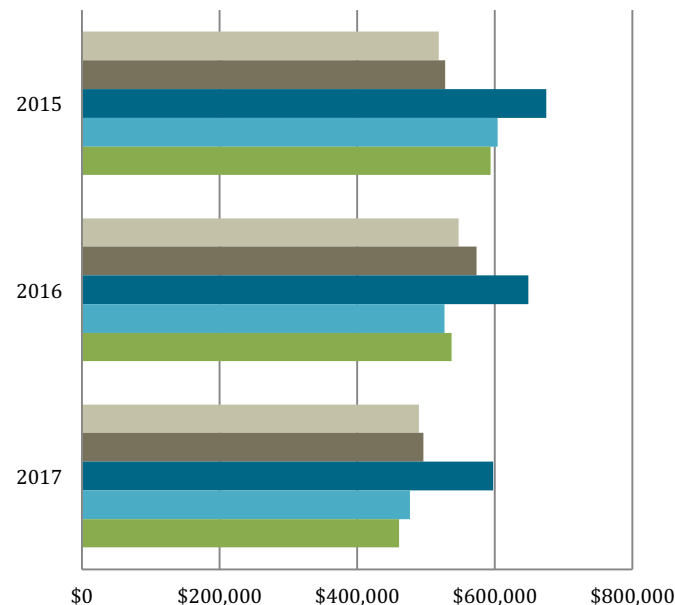
The graphs below show the volume sold and value sold of titles within the Young Adult category in the All Market for the entire month of March in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the All Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the All Market.

Volume Sold (in units)



	2017	2016	2015
March Week 1	27,166	31,045	31,998
March Week 2	27,682	32,270	32,650
March Week 3	34,441	36,820	42,203
March Week 4	26,786	29,983	37,312
March Week 5	25,728	31,156	35,783

Value Sold (in millions of dollars)

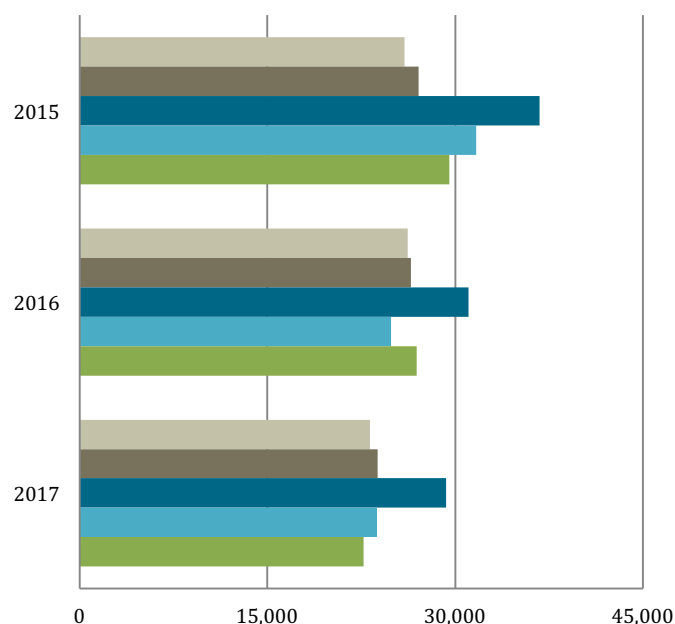


	2017	2016	2015
March Week 1	\$489,388.96	\$547,144.82	\$517,945.84
March Week 2	\$495,635.80	\$573,487.07	\$527,255.12
March Week 3	\$597,293.51	\$648,623.60	\$674,906.73
March Week 4	\$476,017.17	\$526,392.74	\$604,033.34
March Week 5	\$461,010.15	\$537,226.79	\$593,580.78

YOUNG ADULT: RING FENCE MARKET

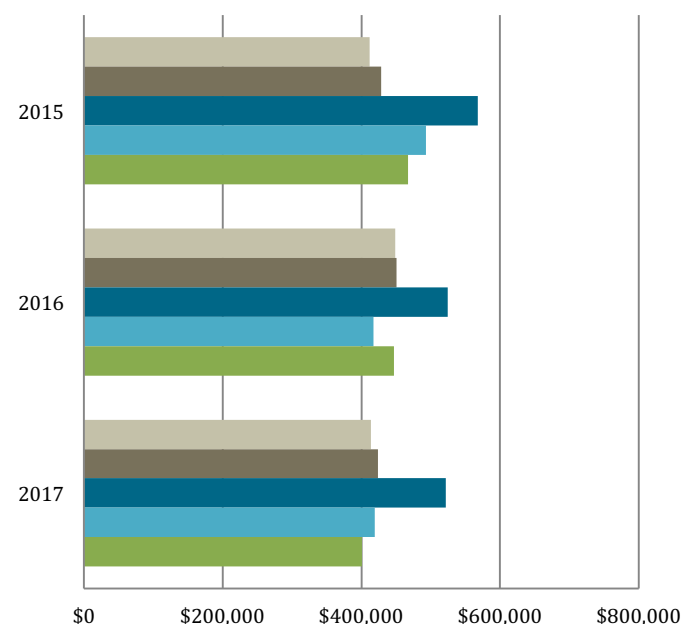
The graphs below show the volume sold and value sold of titles within the Young Adult category in the Ring Fence Market for the entire month of March in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the Ring Fence Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the Ring Fence.

Volume Sold (in units)



	2017	2016	2015
March Week 1	23,182	26,192	25,954
March Week 2	23,794	26,485	27,064
March Week 3	29,269	31,062	36,721
March Week 4	23,739	24,900	31,702
March Week 5	22,681	26,949	29,509

Value Sold (in millions of dollars)

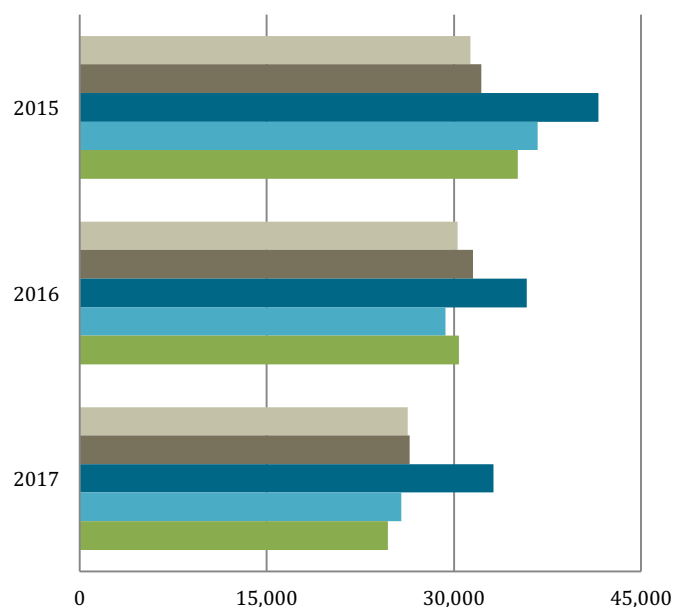


	2017	2016	2015
March Week 1	\$413,911.20	\$448,911.25	\$412,014.66
March Week 2	\$424,190.42	\$450,185.08	\$428,586.94
March Week 3	\$521,430.71	\$524,557.64	\$568,033.72
March Week 4	\$419,345.74	\$417,634.82	\$493,337.19
March Week 5	\$401,245.51	\$446,629.34	\$467,659.68

YOUNG ADULT FICTION: ALL MARKET

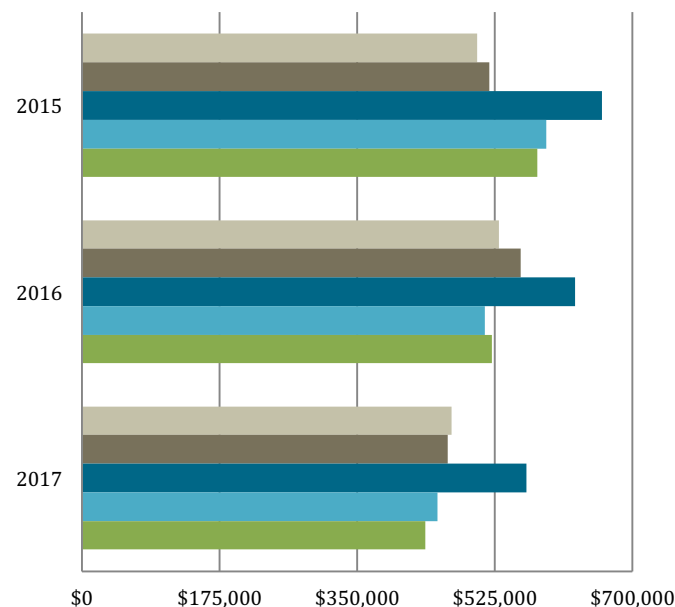
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Volume Sold (in units)



	2017	2016	2015
■ March Week 1	26,308	30,289	31,303
■ March Week 2	26,425	31,544	32,183
■ March Week 3	33,150	35,847	41,554
■ March Week 4	25,792	29,339	36,689
■ March Week 5	24,705	30,382	35,116

Value Sold (in millions of dollars)

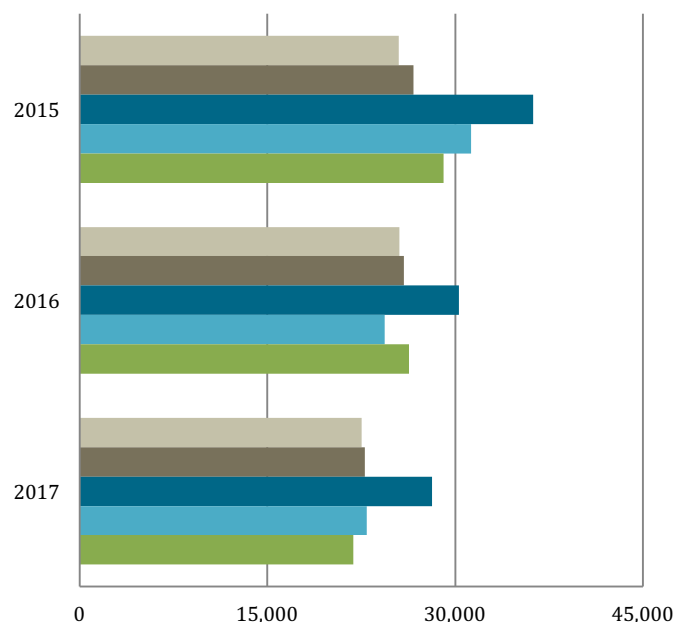


	2017	2016	2015
■ March Week 1	\$469,586.32	\$530,341.49	\$502,508.17
■ March Week 2	\$464,979.38	\$557,612.29	\$517,391.64
■ March Week 3	\$564,760.60	\$626,957.32	\$660,780.42
■ March Week 4	\$452,184.51	\$512,244.84	\$590,490.37
■ March Week 5	\$436,012.64	\$521,030.67	\$578,919.17

YOUNG ADULT FICTION: RING FENCE MARKET

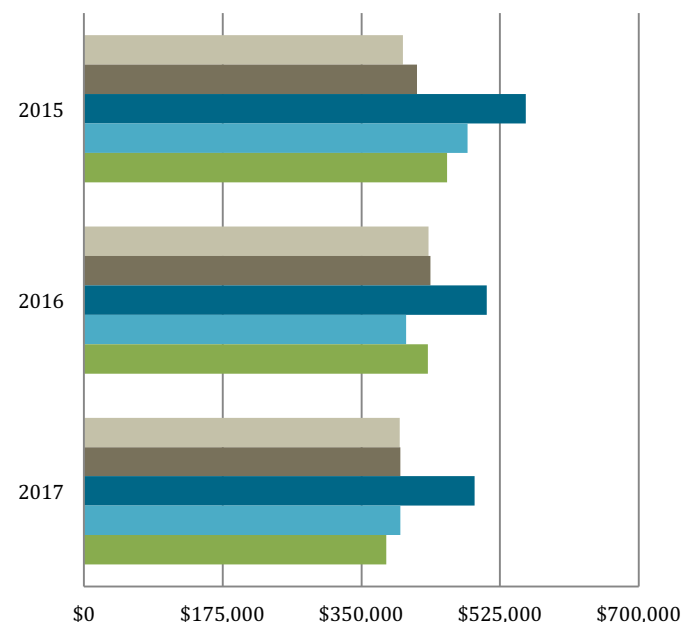
The graphs below show the volume sold and value sold of titles within the Young Adult Fiction category in the Ring Fence Market for the entire month of March in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the Ring Fence Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the Ring Fence.

Volume Sold (in units)



	2017	2016	2015
March Week 1	22,530	25,558	25,510
March Week 2	22,766	25,886	26,674
March Week 3	28,131	30,320	36,235
March Week 4	22,925	24,383	31,265
March Week 5	21,863	26,330	29,057

Value Sold (in millions of dollars)

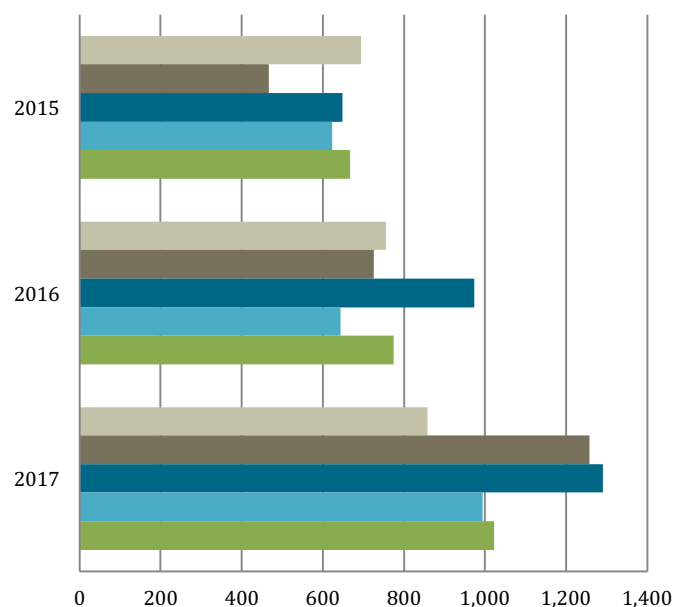


	2017	2016	2015
March Week 1	\$398,562.61	\$434,682.35	\$402,367.63
March Week 2	\$399,165.20	\$436,866.10	\$420,382.81
March Week 3	\$492,474.34	\$507,859.29	\$557,587.49
March Week 4	\$399,508.07	\$406,093.83	\$483,887.80
March Week 5	\$381,095.57	\$433,789.42	\$457,926.55

YOUNG ADULT NON-FICTION: ALL MARKET

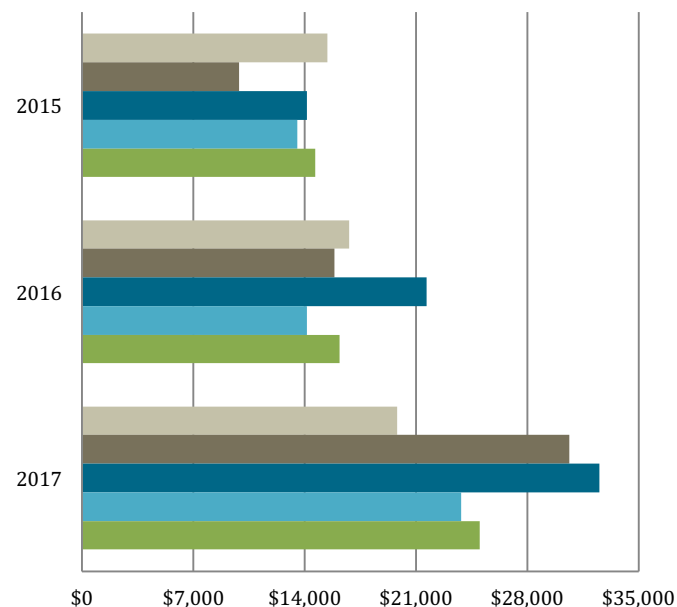
The graphs below show the volume sold and value sold of titles within the Young Adult Non-Fiction category in the All Market for the entire month of March in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the Ring Fence Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the Ring Fence.

Volume Sold (in units)



	2017	2016	2015
March Week 1	858	756	695
March Week 2	1,257	726	467
March Week 3	1,291	973	649
March Week 4	994	644	623
March Week 5	1,023	774	667

Value Sold (in millions of dollars)

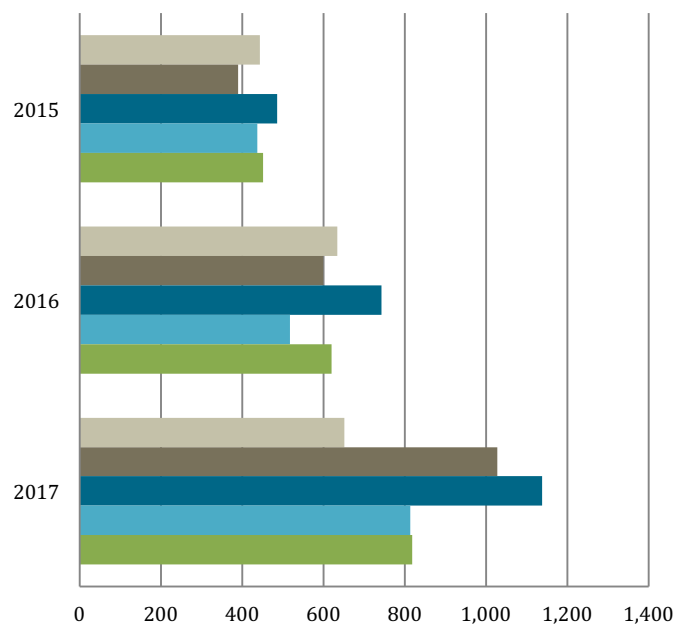


	2017	2016	2015
March Week 1	\$19,802.64	\$16,803.33	\$15,437.67
March Week 2	\$30,656.42	\$15,874.78	\$9,863.48
March Week 3	\$32,532.91	\$21,666.28	\$14,126.31
March Week 4	\$23,832.66	\$14,147.90	\$13,542.97
March Week 5	\$24,997.51	\$16,196.12	\$14,661.61

YOUNG ADULT NON-FICTION: RING FENCE MARKET

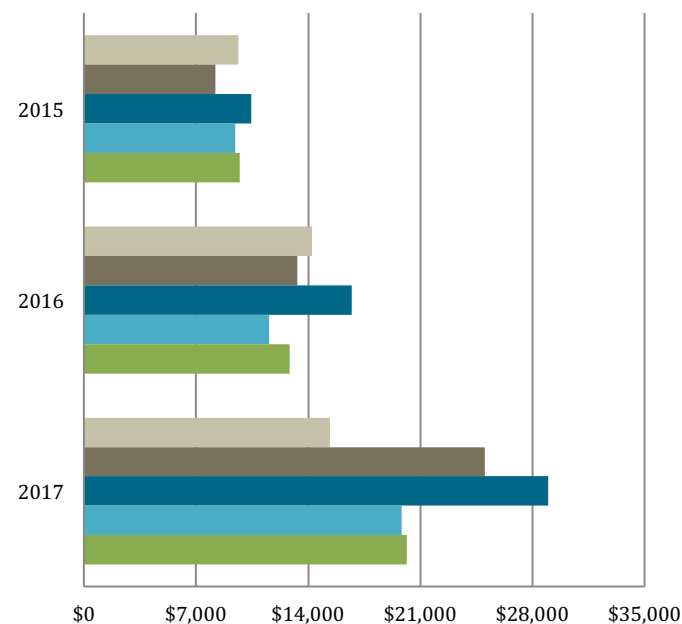
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Volume Sold (in units)



	2017	2016	2015
■ March Week 1	652	634	444
■ March Week 2	1,028	599	390
■ March Week 3	1,138	742	486
■ March Week 4	814	517	437
■ March Week 5	818	619	452

Value Sold (in millions of dollars)

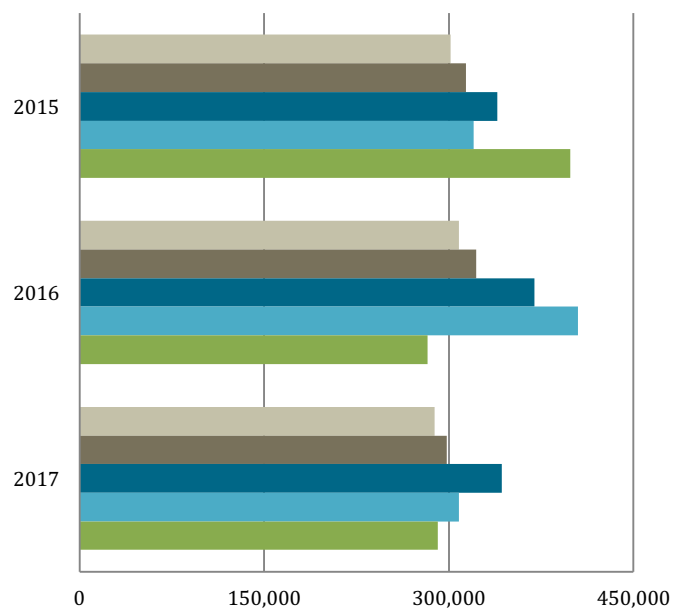


	2017	2016	2015
■ March Week 1	\$15,348.59	\$14,228.90	\$9,647.03
■ March Week 2	\$25,025.22	\$13,318.98	\$8,204.13
■ March Week 3	\$28,956.37	\$16,698.35	\$10,446.23
■ March Week 4	\$19,837.67	\$11,540.99	\$9,449.39
■ March Week 5	\$20,149.94	\$12,839.92	\$9,733.13

JUVENILE: ALL MARKET

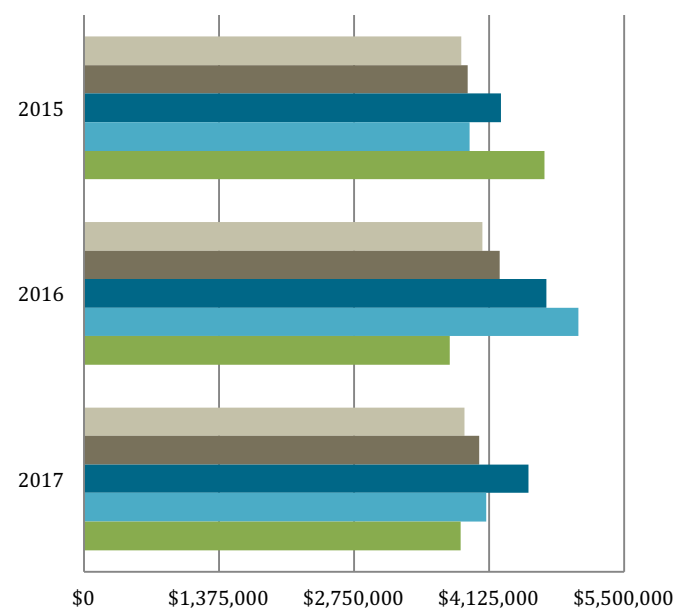
The graphs below show the volume sold and value sold of titles within the Juvenile category in the All Market for the entire month of March in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the All Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the All Market.

Volume Sold (in units)



	2017	2016	2015
March Week 1	288,273	308,283	301,329
March Week 2	298,344	322,266	313,724
March Week 3	342,847	369,782	339,554
March Week 4	308,278	405,121	320,118
March Week 5	291,165	282,942	398,679

Value Sold (in millions of dollars)

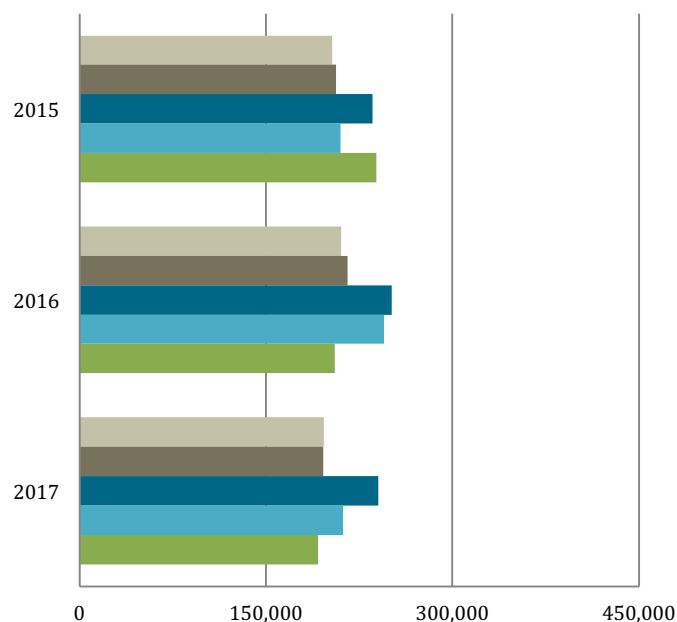


	2017	2016	2015
March Week 1	\$3,877,936.76	\$4,057,618.10	\$3,842,834.77
March Week 2	\$4,023,220.49	\$4,235,336.45	\$3,909,568.18
March Week 3	\$4,524,428.15	\$4,712,136.86	\$4,243,902.96
March Week 4	\$4,095,375.11	\$5,033,015.87	\$3,929,963.07
March Week 5	\$3,837,868.87	\$3,725,828.56	\$4,687,576.99

JUVENILE: RING FENCE MARKET

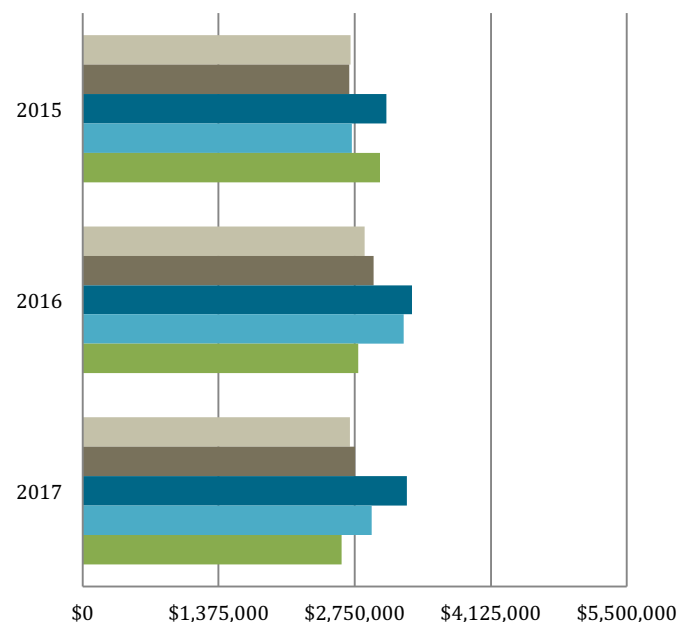
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Volume Sold (in units)



	2017	2016	2015
March Week 1	196,739	210,525	203,473
March Week 2	196,255	215,697	206,541
March Week 3	240,192	251,203	235,937
March Week 4	211,897	244,824	209,785
March Week 5	192,234	205,559	238,649

Value Sold (in millions of dollars)

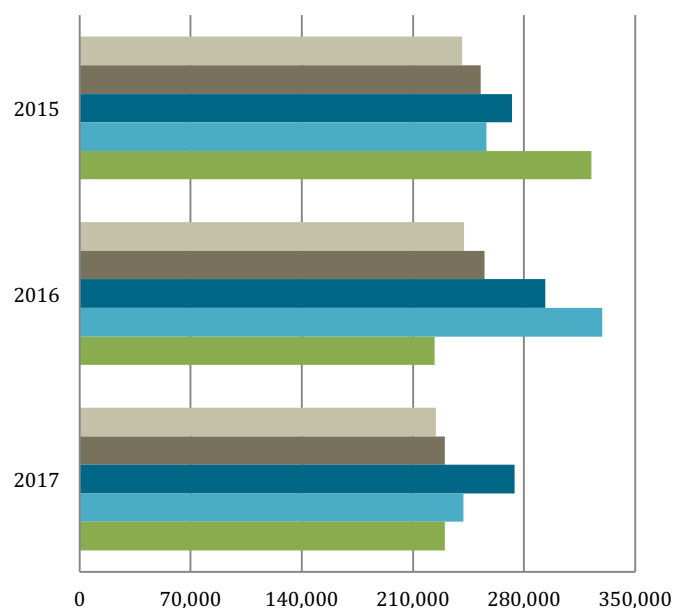


	2017	2016	2015
March Week 1	\$2,704,727.72	\$2,851,352.24	\$2,706,403.36
March Week 2	\$2,754,734.46	\$2,940,288.99	\$2,694,717.52
March Week 3	\$3,274,609.55	\$3,328,924.55	\$3,070,604.24
March Week 4	\$2,920,548.19	\$3,245,595.94	\$2,721,992.78
March Week 5	\$2,617,847.23	\$2,785,622.31	\$3,002,625.47

JUVENILE FICTION: ALL MARKET

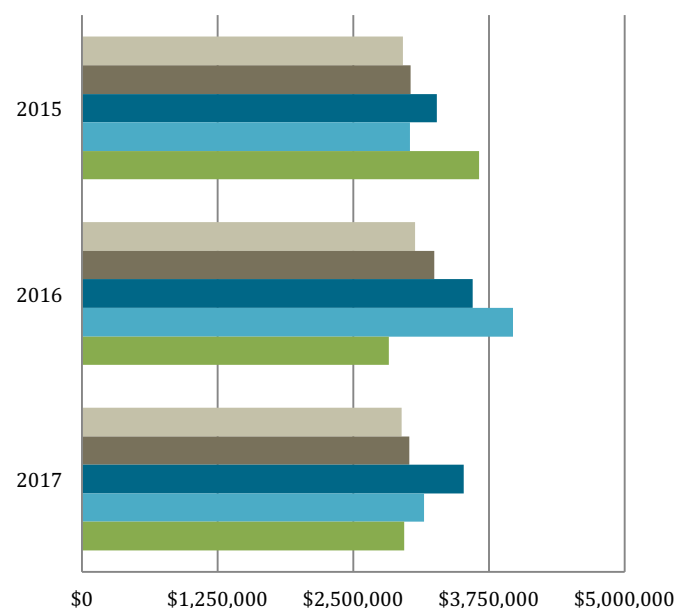
The graphs below show the volume sold and value sold of titles within the Juvenile Fiction category in the All Market for the entire month of January in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the All Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the All Market.

Volume Sold (in units)



	2017	2016	2015
■ March Week 1	224,406	242,205	240,899
■ March Week 2	230,086	255,196	252,563
■ March Week 3	274,077	293,117	272,443
■ March Week 4	241,878	329,127	256,292
■ March Week 5	230,146	223,423	322,397

Value Sold (in millions of dollars)

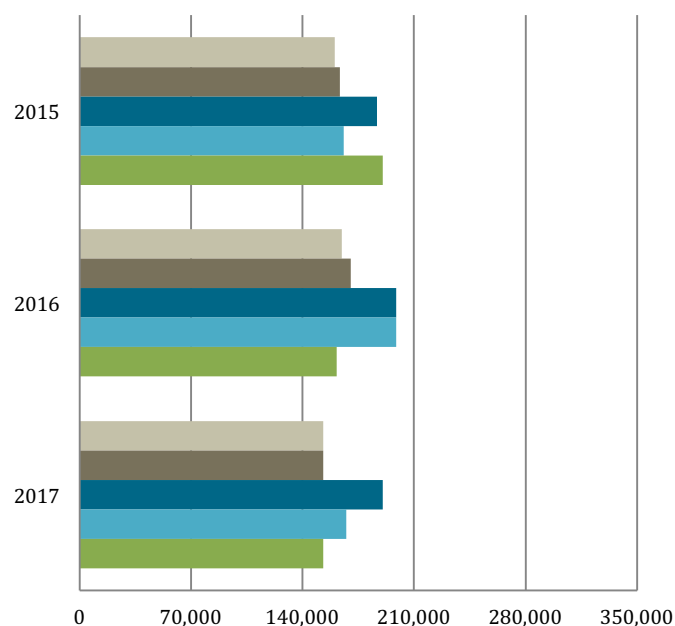


	2017	2016	2015
■ March Week 1	\$2,945,180.18	\$3,068,973.74	\$2,956,554.86
■ March Week 2	\$3,017,184.84	\$3,245,588.74	\$3,027,420.29
■ March Week 3	\$3,517,496.48	\$3,602,837.85	\$3,272,277.22
■ March Week 4	\$3,148,957.18	\$3,972,988.31	\$3,019,445.72
■ March Week 5	\$2,970,073.02	\$2,825,493.70	\$3,659,994.61

JUVENILE FICTION: RING FENCE MARKET

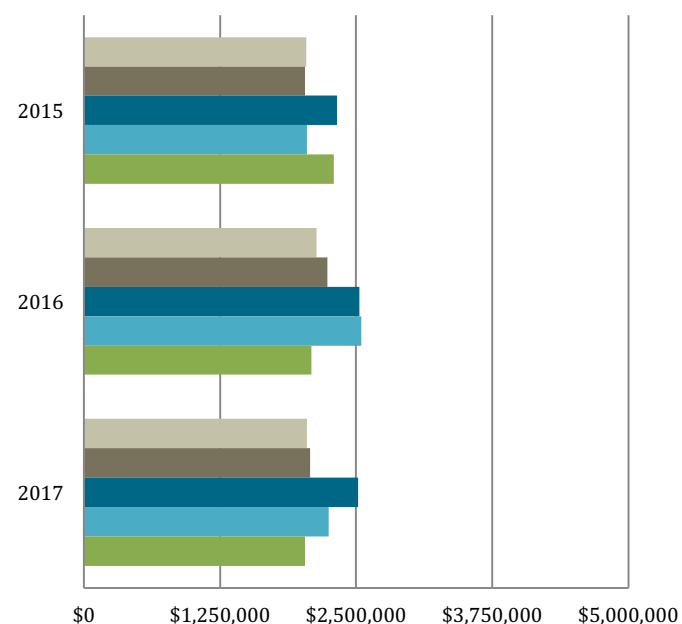
The graphs below show the volume sold and value sold of titles within the Juvenile Fiction category in the Ring Fence Market for the entire month of January in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the Ring Fence Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the Ring Fence.

Volume Sold (in units)



	2017	2016	2015
■ March Week 1	153,142	164,452	160,403
■ March Week 2	152,869	170,394	163,323
■ March Week 3	190,542	198,611	186,881
■ March Week 4	167,335	198,765	165,978
■ March Week 5	153,143	161,415	190,325

Value Sold (in millions of dollars)

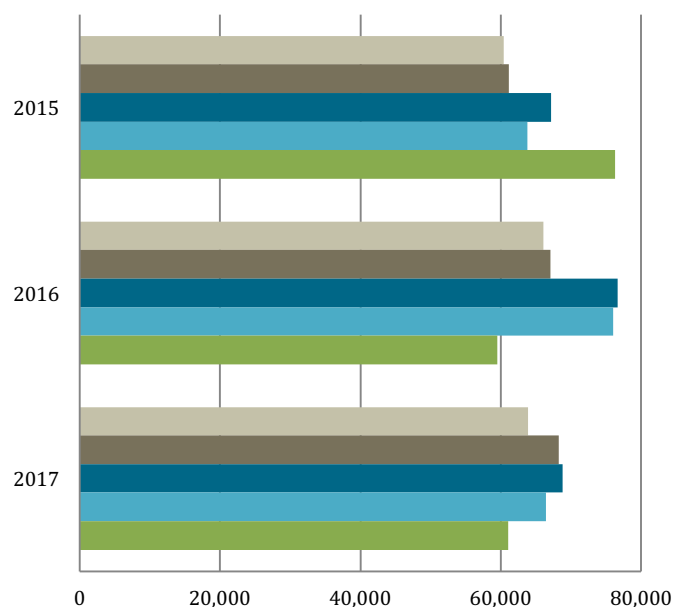


	2017	2016	2015
■ March Week 1	\$2,045,128.25	\$2,137,381.99	\$2,039,146.57
■ March Week 2	\$2,076,357.57	\$2,236,945.79	\$2,032,897.64
■ March Week 3	\$2,518,029.64	\$2,527,530.85	\$2,323,968.81
■ March Week 4	\$2,249,580.84	\$2,547,523.22	\$2,049,506.17
■ March Week 5	\$2,033,212.50	\$2,088,205.22	\$2,294,928.46

JUVENILE NON-FICTION: ALL MARKET

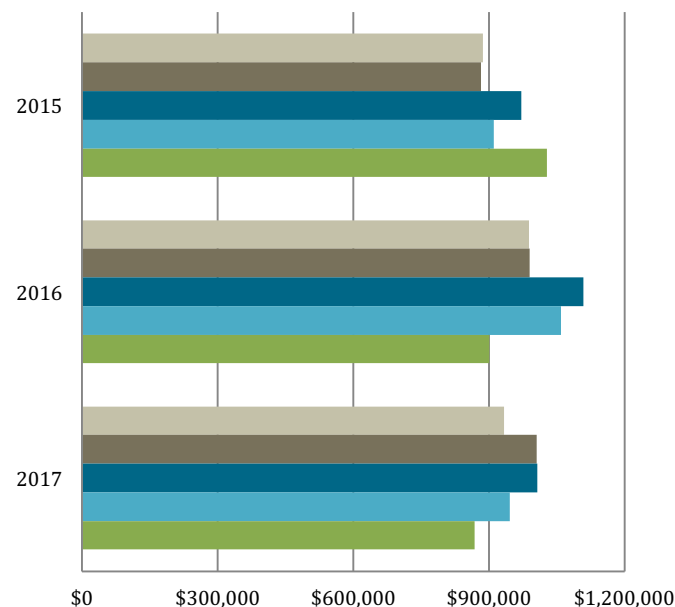
The graphs below show the volume sold and value sold of titles within the Juvenile Non-Fiction category in the All Market for the entire month of January in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the All Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the All Market.

Volume Sold (in units)



	2017	2016	2015
March Week 1	63,867	66,078	60,430
March Week 2	68,258	67,070	61,161
March Week 3	68,770	76,665	67,111
March Week 4	66,400	75,994	63,826
March Week 5	61,019	59,519	76,282

Value Sold (in millions of dollars)

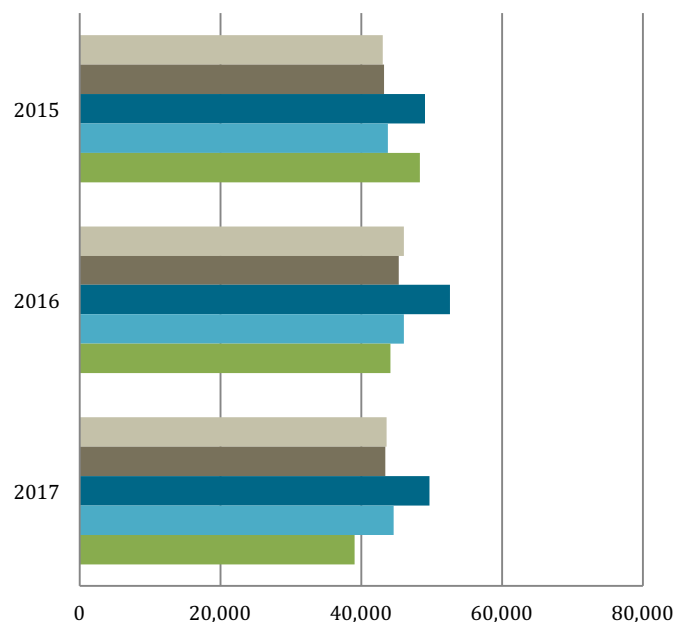


	2017	2016	2015
March Week 1	\$932,756.58	\$988,644.36	\$886,279.91
March Week 2	\$1,006,035.65	\$989,747.71	\$882,147.89
March Week 3	\$1,006,931.67	\$1,109,299.01	\$971,625.74
March Week 4	\$946,417.93	\$1,060,027.56	\$910,517.35
March Week 5	\$867,795.85	\$900,334.86	\$1,027,582.38

JUVENILE NON-FICTION: RING FENCE MARKET

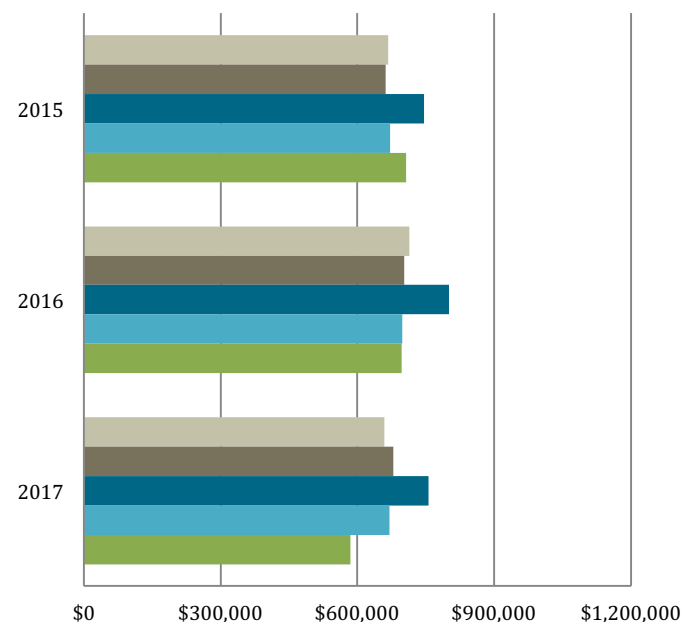
The graphs below show the volume sold and value sold of titles within the Juvenile Non-Fiction category in the Ring Fence Market for the entire month of January in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the Ring Fence Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the Ring Fence.

Volume Sold (in units)



	2017	2016	2015
March Week 1	43,597	46,073	43,070
March Week 2	43,386	45,303	43,218
March Week 3	49,650	52,592	49,056
March Week 4	44,562	46,059	43,807
March Week 5	39,091	44,144	48,324

Value Sold (in millions of dollars)

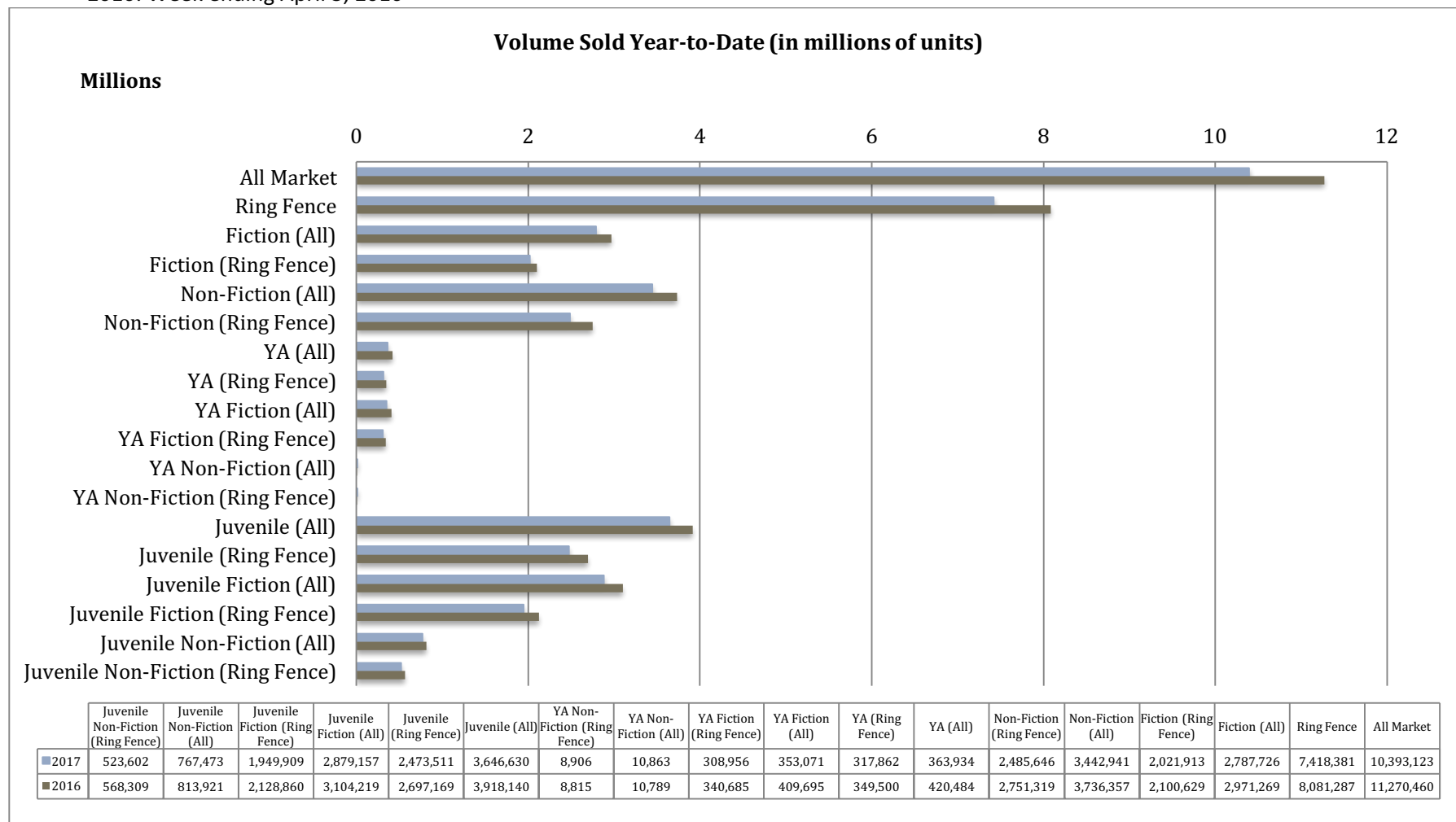


	2017	2016	2015
March Week 1	\$659,599.47	\$713,970.25	\$667,256.79
March Week 2	\$678,376.89	\$703,343.20	\$661,819.88
March Week 3	\$756,579.91	\$801,393.70	\$746,635.43
March Week 4	\$670,967.35	\$698,072.72	\$672,486.61
March Week 5	\$584,634.73	\$697,417.09	\$707,697.01

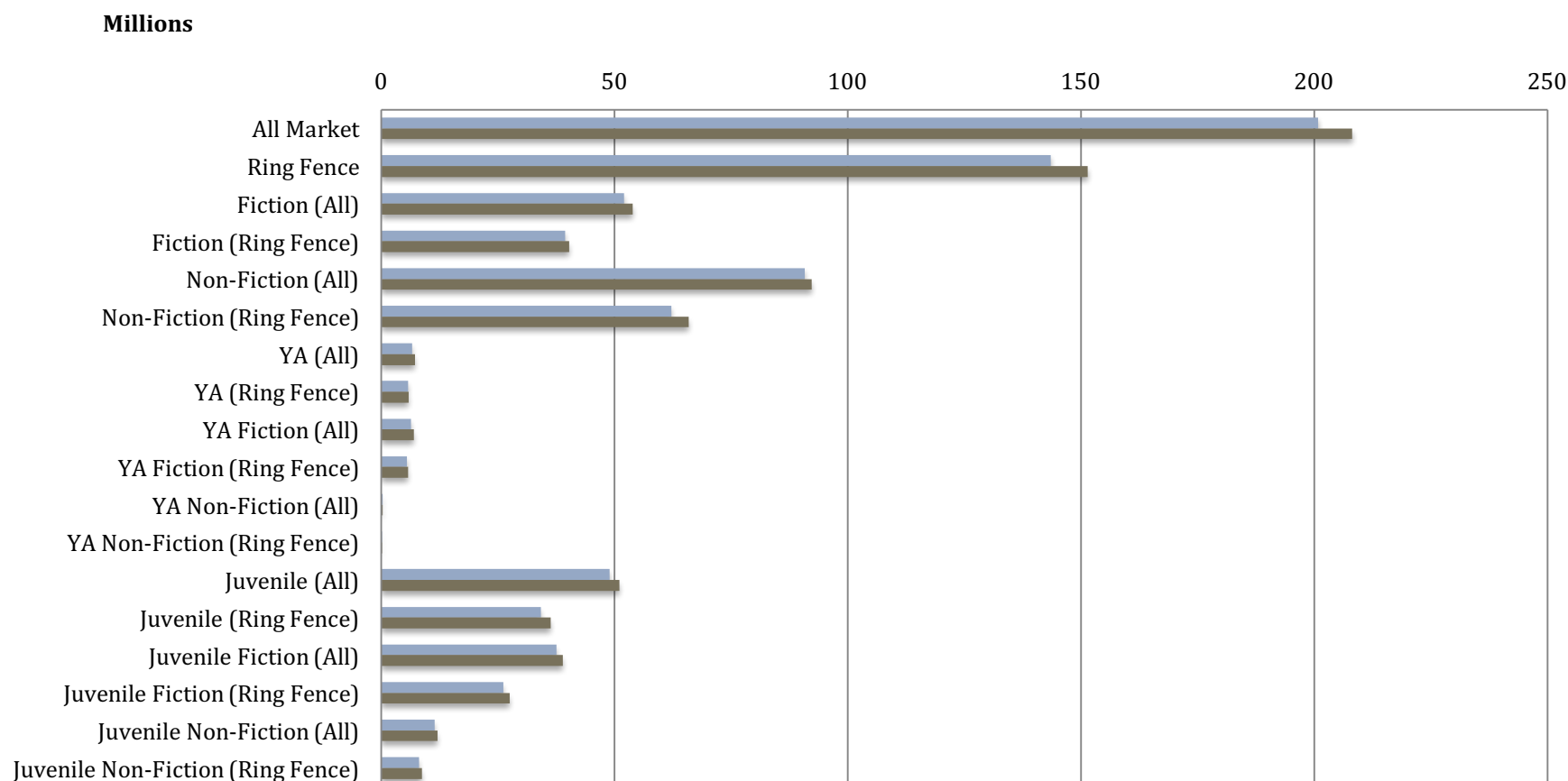
YEAR-TO-DATE COMPARISON

The following graphs outline the year-to-date volume and value sold for the year-to-date of 2016 and 2017. The graphs compare 2017's year-to-date numbers with the comparable period in 2016. While we are dealing in weekly periods, the weeks do not align exactly, but the same number of weeks is compared for each year. The time periods for this comparison are as follows:

- 2017: Week ending April 2, 2017
- 2016: Week ending April 3, 2016



Value Sold Year-to-Date (in millions of dollars)



	Juvenile Non-Fiction (Ring Fence)	Juvenile Non-Fiction (All)	Juvenile Fiction (Ring Fence)	Juvenile Fiction (All)	Juvenile (Ring Fence)	Juvenile (All)	YA Non-Fiction (Ring Fence)	YA Non-Fiction (All)	YA Fiction (Ring Fence)
■ 2017	\$8,086,714.11	\$11,389,497.54	\$26,141,110.89	\$37,589,991.34	\$34,227,825.00	\$48,979,488.88	\$217,225.64	\$260,932.39	\$5,531,985.69
■ 2016	\$8,762,432.60	\$12,086,917.38	\$27,533,704.22	\$38,970,183.72	\$36,296,136.82	\$51,057,101.10	\$197,515.80	\$240,244.07	\$5,690,043.42

	YA Fiction (All)	YA (Ring Fence)	YA (All)	Non-Fiction (Ring Fence)	Non-Fiction (All)	Fiction (Ring Fence)	Fiction (All)	Ring Fence	All Market
■ 2017	\$6,395,172.73	\$5,749,211.33	\$6,656,105.12	\$62,178,828.25	\$90,788,739.01	\$39,475,277.95	\$52,102,938.83	\$143,466,878.99	\$200,855,464.72
■ 2016	\$7,025,270.99	\$5,887,559.22	\$7,265,515.06	\$65,884,776.47	\$92,224,546.37	\$40,270,661.64	\$53,887,335.15	\$151,407,942.73	\$208,099,421.48