



## THE GLOBALIZATION OF INDIAN HINDI CINEMA INDUSTRY

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### Abstract

Indian movie industry Bollywood, has come a long way in the last two centuries. All in all, it has been a long story of nearly ten decades, with the early shaky screen images having been turned into a multi-pronged and vast economic empire. Today it is the biggest cinema industry in the world in terms of number of films. The industry has produced approximately 47,000 feature films and thousands of documented short films. Having established itself as an industry and being duly recognized as one, the Indian popular cinema has over its course made a lot of progress in almost all areas, such as retail infrastructure, financing, marketing and distribution. With a huge spread of Indian diaspora and the growth of Brand India, it has made inroads in the international marketing. In fact, in the recent past, the export sales of many Indian movies were higher than the domestic sales. The industry has made progress in all four aspects of globalization, (i. e., goods/services, capital, technology and people). In the future get a big market share and give Hollywood a run for its money, however, the industry needs to put in a lot of money and effort, particularly in the international marketing and distribution of cinema industry.

### 1.1 Introduction

Indian popular cinema, notably Bollywood – the Mumbai film industry has seen many changes since its first beginnings. Some major changes took place at the turn of the century when Indian Popular Cinema acquired the status of an industry. After that the Indian film has developed in new directions. One such change was a more intense interplay between the global and the local which took place during the 1990s and 2000. Today, every single function and activity related to the Indian film business is becoming well defined and systematized, be it the retail infrastructure, financial aspect, marketing or distribution.

In just under five years, the industry has shed five decades of baggage and has once again become an organised business. Film producers are interested in creating serious corporate structures, and Indian as well as foreign business is pouring money into the cinema. A wall of money is descending on Bollywood and there is a huge bubble building up (Desai 2007). Judging by the number of movies Bollywood is with more than one thousand movies a year the biggest movie industry in the world. The studio has gone global and the earnings of many movies in not so distant past were higher abroad than in India. Indian films have been seen in top ten lists of movies in the UK and USA.

To some extent, we know relatively little about the ongoing globalization of the film industry because our vision has been blurred by what we know about the role of minimum market sizes, demand uncertainty, and scale economies for specialization and internationalization. Because of the success of the US film industry, there has quite simply been a dearth of studies looking beyond Hollywood. At the most general level, then, we need to theorize – and quantitatively test – whether minimum profitable market sizes, demand uncertainty, and scale economies may be shifting under globalization.

Furthermore, if globalization is a process of emerging global networks, we need to know more about these networks. A first network component that we should subject to scrutiny is linkages. The linkages in the global networks are represented by the global organization forms described above – i.e., global corporations, representing highly formal network linkages, and social relations, representing informal linkages. While case studies seem appropriate for studying the histories and pathways vs. barriers to global operations of corporations, the study of social relations lends itself to several methodological approaches. The study of local linkages among film people within a cluster or country, and how the structure of networks constituted by such linkages impact product innovation and project performance, is becoming mainstream among film economists and sociologists who take advantages of data bases on film projects and participants .

We also need to more carefully study the other component of global networks, i.e. their nodes. There is little doubt that film industry is currently becoming a global network, but there is some dispute among scholars on whether the nodes in this network – i.e., film clusters – are becoming less important relative to the linkages.

### 1.2 Research Objectives

- To the Development and Globalization of the Hindi cinema Industry.
- To look the size of the Indian Cinema Industry and its growth Opportunities.
- To Trace the global footprint of the Indian Cinema Industry.



- To identify the challenges the industry is facing in the globalization.

### 1.3 Development and Globalization of the Hindi Cinema Industry

Indian Movie industry has done great progress since the Motion pictures first came to India in 1896 when the Lumiere brothers unveiled six silent short films in Bombay. India's first feature film *King Harishchandra* (a silent movie) was released in 1913. The first 'talkie' released in India was *Alam Ara* in 1931.

The international character of the industry, namely the import of technological know-how at its beginnings, screening of movies overseas, screening of Hollywood movies in India, the organization of international film festivals, liberalization of the market and the entry of foreign TV channels, and so on.

### 1.4 Size of the Indian Cinema Industry and the Growth Opportunities

The size of Indian film industry was inr56.5bn (Rs 40 = usd1), projected to have reached inr153bn by 2010 with 18 percent compound annual growth rate (CAGR) according to FICCI-Price water house- Coopers estimates in 2006. Overall, Indian film industry was estimated to be worth usd1.8bn in 2006. Based on a detailed top-down analysis that took into account the share of private consumption as a proportion of GDP, the wallet share for media and entertainment (M & E) expenditures, and film budgets within the M & E space it was estimated that the Indian film industry will be worth between usd4.4 and 5.1bn (between inr176bn and inr204bn) by 2011 (CII-A.T. Kearney 2007). The industry has been getting increasingly more corporatized. Several film production, distribution and exhibition companies have been listed on stock markets and they have issued shares to public. Many theatres across the country have been turned into multiplexes and initiatives to set up more digital cinema halls are already underway. This will not only improve the quality of prints and thereby make viewing a more pleasurable experience but also reduce the piracy of prints (FICCI-PricewaterhouseCoopers 2006). Piracy is nowadays a big issue. On the part of the government a lack of educated officers enforcing anti-piracy laws remains the key issue, which is why the piracy has been spreading uncontrollably.

This problem coupled with lengthy legal and arbitration processes is seen as a deterrent to the fight against piracy. In addition to this the current Copyrights Act is also outdated in the terms of technology improvements and above all, it does not address the needs of the electronic media where the rates of piracy are among the highest today. The Optical Disc Law draft designed to address the need for regulating piracy at the manufacturing stage is still waiting for the ministry approval (FICCI-PricewaterhouseCoopers 2006). In comparison to some developed markets where the home market represents more than 40% of overall movie revenues, the home market share in India is relatively small (8%), however, this share is expected to grow to 14% by 2010. The key drivers that will enable this are the increasing number of affordable DVD players and lower prices of original DVDs in order to combat the challenges of piracy (CII-A.T. Kearney 2007).

The Indian entertainment and media industry today has a lot of support – be it regulations that allow foreign investment, the impetus from the economy, digital lifestyle and consumers' spending habits, and also many opportunities the advancements in technology have to offer. All the industry has to do is to cash in on its growth potential and opportunities. The government needs to play a more active role in sorting out policy-related impediments for growth. The industry needs to remove all roadblocks, such as piracy in a concerted manner and at the same time produce high-quality world class end products. The entertainment and media industry has all that it takes to become the star of Indian economy (FICCI -PricewaterhouseCoopers 2006). There are two key trends that will fundamentally change the landscape of the Indian film industry over the next couple of years, namely digitization and a change in consumer preferences. Digitization will result in consolidation and emergence of large scale exhibition networks and, in addition to this, in the balance of power between producers-distributors and exhibitors. Changing customer preferences will result in growing global acceptance of Indian films and in the emergence of new media (CII-A.T. Kearney 2007).

### 1.5 Indian Cinema Industry Going Global

Globalisation has four aspects, namely, movement of goods, capital, technology and people across borders. In terms of movement of goods (i. e., movies) Indian movie industry has a long history of presence in the international market. *Awara* sent the Soviet Union and other Communist bloc countries crazy in the 1950s. Mehboob's *Aan* had a French release after its premiere in London. Long before that Himansu Rai made visually stunning films in cooperation with the Germans in the early 1930s, like *The Light of Asia* and *A Throw of Dice*, and many more which were shown in Europe as Indian films with Indian stories. By then the Bombay film industry had been around for 35 years. The industry is as old as the cinema itself and certainly older than Hollywood.



Indian movie exports have grown for around 60% recently. The USA and Canada are two major export destinations accounting for 30 percent followed by the UK with 25% and Mauritius and Dubai with 10% each. Other major markets include South Africa, Russia, Fiji, New Zealand and Australia where there is numerous Indian diaspora present. Making a film for the diaspora market is a sure moneymaking venture if compared to filming for the Indian domestic market.

With the international audience, there is notable acceptance of Indian movie themes combined with some of the cross-over movies made by international movie production houses. The earnings of these movies can be compared to some of the Hollywood box office hits. Some Bollywood movies have made more than 50% of their overall gross profit margin from international box office collection. This is a welcome trend which needs to be kept. One of the critical success factors for these movies is to identify ideas from within the Indian themes which appeal to the audience. The other critical success factor is to tie up with a leading international distributor; movies made by people of Indian origin have had up to 2–3 times higher international revenues in comparison to the national bestsellers (CII- A.T. Kearney 2007). Table 2 shows a list of cross over films and the revenue generated by these films. India has announced ambitious plans to double its share in the global film industry by the end of this year. This signals the country's determination to establish itself as a cultural as well as economic powerhouse.

### 1.6 Globalization Challenges the Indian Cinema Industry

Bollywood is facing a number of challenges in the process of globalization. Small and fragmented market is a big issue. To unlock Bollywood's potential and crack open global markets, production, distribution and retail need to function in unison with the market. If we contrast India with China, the latter does not even have a potential. Despite continuing losses, box office revenues that are one-fifth of India's and quotas on imports, Hollywood is full of enthusiasm for China. In 2005 it invested another usd150m into the film business in China. The money mostly went into film making and building film retail infrastructure in China. This is because the Chinese film market remains, in spite of all its problems, an easier, more organized market if compared to India. Only by increasing local market share Indian companies will be able to make their market attractive, report profit gain to investors and gain the heft needed to enter global markets.

Domestic and diaspora markets are too large for Indian cinema to adapt themselves to Western tastes. There are also the Third World markets, however, the real money lies in rich OECD countries. Hollywood nowadays commands between 80 and 90% of the global cinema market. Bollywood has to change its act if it is to enter (or even wishes to enter) this large market. One point Bollywood should immediately consider is the length of a film. Indeed Bollywood films are too long. Even the best films are 20 to 30 minutes too long. Making entertaining films in 110–120 minutes seems to be beyond the reach of most Bollywood producers. It is just not their style. In addition to this the scripts are too loose and have too much excess fat.

### 1.7 Conclusion

Bollywood has made a lot of progress in the recent years, particularly after having been given the Industry status. There is a huge Indian diaspora in countries like the UK, USA, Canada, the Middle East, South Africa which all represent a big market for Indian films. This is also the time when Indian economy is booming and as in consequence India is viewed in a positive way by other countries. Brand India is gradually gaining share in the global market. However, Bollywood's share in the global movie market is still relatively insignificant and the movie industry therefore needs to put in a lot of effort and money in distribution and marketing in particular if it wants to succeed in the global market.

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