

A Summary Presentation on English Speaking West Africa Film Sector

A Special Focus on Nigeria's Box Office & its Ancillary Potential

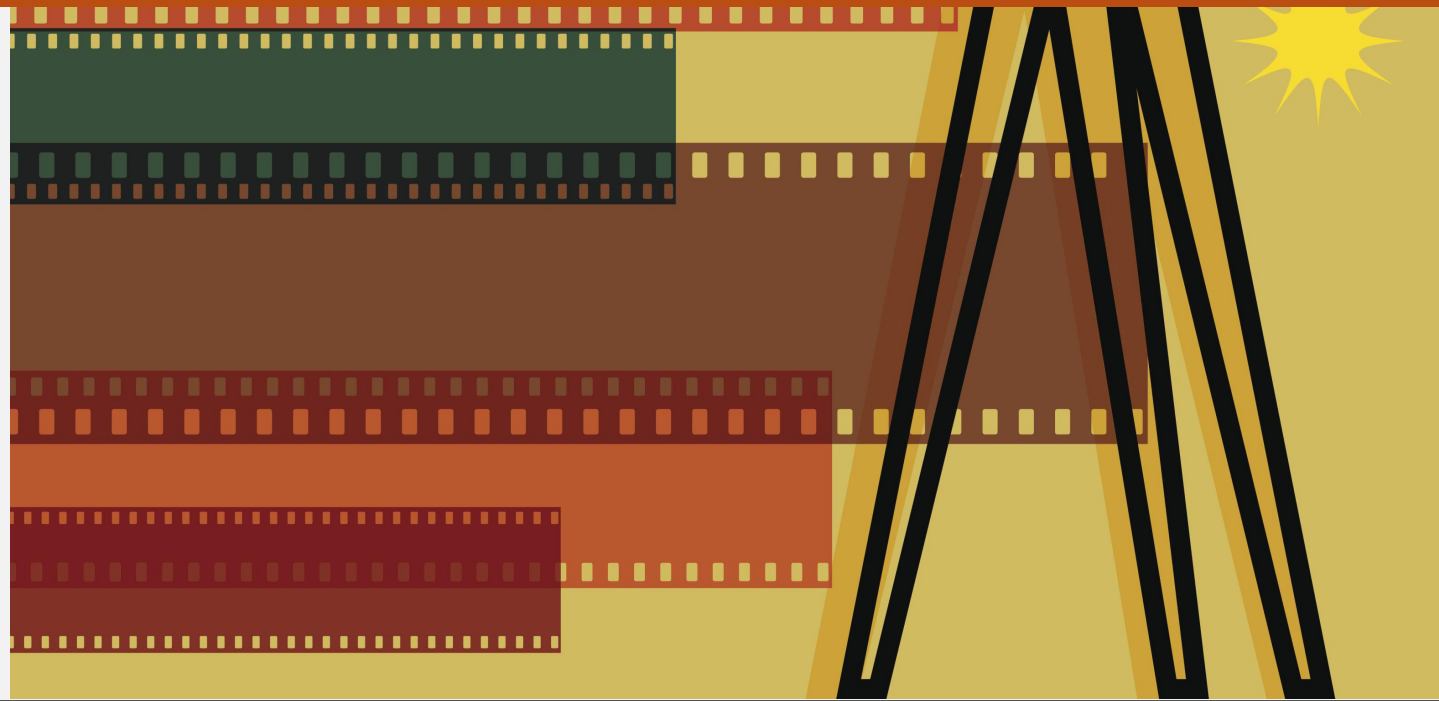


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Major Film & Media-Related Public Bodies in Nigeria

BODIES	FUNCTIONS
National Film & Video Censors Board	Central regulatory authority for the Nigerian Film Industry.
Nigerian Film Corporation	Responsible for the development of the Nigerian film industry & encouragement of local talent by way of training, financial support & other related matters.
Nigerian Copyright Commission	Takes charge of legal issues on all matters affecting Copyright in Nigeria with particular reference to the Commission's statutory mandate.
Copyright Society of Nigeria	Set up to promote and protect the copyright of practitioners in the Nigerian music industry, including use of musical works in film.
Bank of Industry	Government-owned Financial Institution set up to effectively provide long term financing to the industrial sector of the Nigerian economy.
Ministry of Information & Tourism	Federal Ministry charged with the management of the image, reputation and promotion of the culture of the people and Government of Nigeria
Lagos State Film& Video Censors Board	Handles censorship and compliance at Lagos State Government level
Kano State Censorship Board	Handles censorship and compliance at Kano State Government level
Cinema Exhibitors' Association of Nigeria (CEAN)	Professional Body set up by leading industry stakeholders to oversee & maintain industry standards, and protect the interests of participants and new entrants in the cinema space
Film Distributors' Association of Nigeria (FDAN)	Professional Body set up by leading industry stakeholders to oversee & maintain industry standards, and protect the interests of participants and new entrants in movie distribution
Comscore	Official platform wherein completed and up-to-date box office information is sourced and tracked.

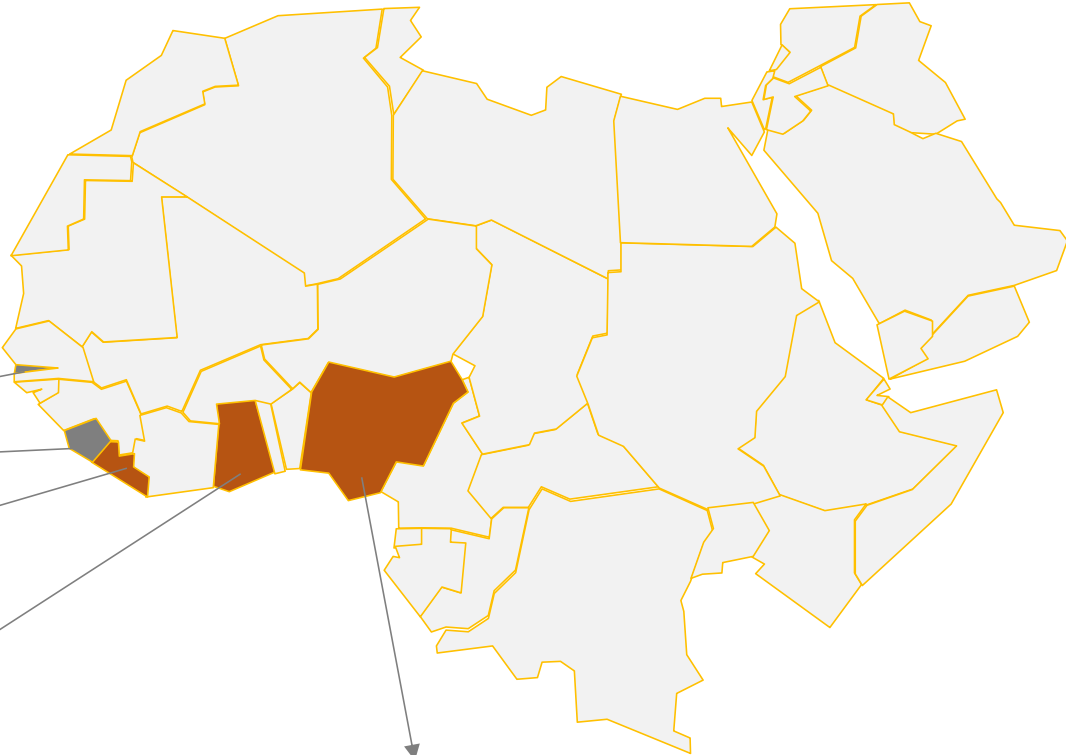
West Africa Exhibitor (Cinema) Summary & Projections



West Africa (English-Speaking) Countries – Film Space

Over the years, Nigeria has remained atop, as compared with other countries in the region; with a population; upwards of 190million, being a major contributor to the dominance. These key metrics include;

- Number of Cinema Sites (DCI Compliant)
- Box Office Revenues
- Youth (Cinema going) Population
- Frequency & quality of Local Productions



Sierra Leone (6million) & Gambia (2million) both in English speaking West Africa, do not have any DCI Compliant Cinemas, as at July 2019.



Liberia

Population	4million
# of DCI Compliant Cinemas	1
Box Office Contribution (Avg.)	0.2%



Ghana

Population	28million
# of DCI Compliant Cinemas	4
Box Office Contribution (Avg.)	10%



Nigeria

Population	190million+
# of DCI Compliant Cinemas	47
Box Office Contribution (Avg.)	89.8%

Exhibitor Breakdown of the W. Africa Territory

EXHIBITOR	LOCATIONS	SCREENS
FILMHOUSE CINEMAS	AKURE	5
	LEKKI	6
	DUGBE	4
	SAMONDA	3
	KANO	3
	SURLERE - LEISURE	3
	SURULERE –AOS	5
	BENIN	4
	ONIRU	3
	PORT HARCOURT	5
SILVERBIRD CINEMAS	SEC, ABUJA	8
	GALLERIA	4
	IKEJA	5
	UYO	3
	FESTAC	4
	JABI	4
	ACCRA, GHANA	5
	MONROVIA	2
	WEST HILLS, GHANA	3
GENESIS CINEMAS	MARYLAND	4
	OWERRI	3
	LAGOS	7
	PORT HARCOURT	4
	ABUJA	3
	WARRI	3
	Gateway	4
	ASABA	3
	AJAH	5

EXHIBITOR	LOCATIONS	SCREENS
VIVA	IBADAN	3
	ILORIN	4
	ENUGU	3
	OTA	4
KADA	BENIN	5
OZONE	YABA	6
LIGHTHOUSE CINEMAS	WARRI	5
	JIBOWU	4
PEPPERONI	PORT HARCOURT	2
MEES PALACE	JOS	2
GLOBAL	GHANA	3
CARTEGE	ASABA	4
MARTURION	IGANDO	1
OOP	ABEOKUTA	1
TIMSED	IJEBU-IJESHA	1
WATCH & DINE	KUMASI, GHANA	4
GRAND	CHEVRON DRIVE	3
NOSTALGEA	YENAGOA, BAYELSA	1
MAGNIFICENT	SOMOLU	1
CITADEL	UROMI	1
SKY	SANGOTEDO	4
EXHALE	YENEGOA, BAYELSA	1
DIAMOND	ENUGU	1
HERITAGE	ABULE EGBA	1
IMAGINE	ABEOKUTA	1

... DCI Compliant Cinemas

Across the region (i.e. Nigeria, Ghana & Liberia), there is a total number of 53 cinema sites and 181 screens.






The total number of screens have dropped quite noticeably as compared with 2018, due to the prolonged downtime at a few sites.

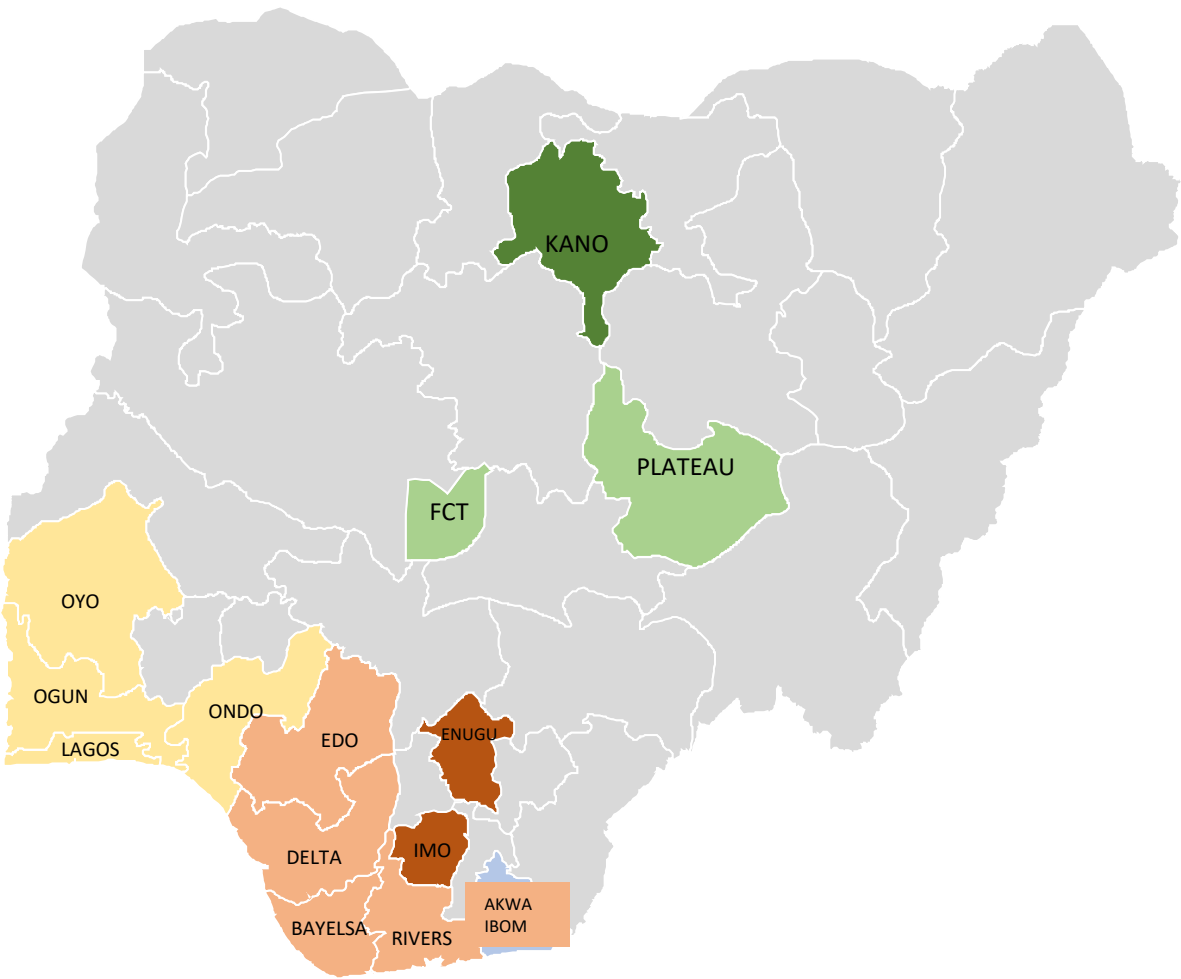
2019 Cinema Openings so far...

S/N	Sites	Month
1	Viva Ota	Ota, Ogun
2	Viva Enugu	Enugu
3	Diamond Cinema	Enugu
4	Exhale Cinema*	Yenogoa, Bayelsa
5	Sky Cinema	Sangotedo Lagos
6	Heritage Cinema	Abule Egba, Lagos

Exhale Cinema has been in operation for a few years, but only recently acquired a DCP Server.

Nigeria - Exhibitor Breakdown

Regions	Analysis
 South West (26)	<i>Housing over 53% of the Nigeria's cinema sites, the SW region accounts for well over half of the box office earnings per title.</i>
 Bendel/South South(13)	With around 30% contribution, the SS region typically contribute notably to the lifetime box office earnings per title. The notably huge youth population is a major factor.
 North West (1)	With the cinema going culture particularly new in this region, there is presently only one cinema in Kano.
 North Central (5)	Despite the vast geographical expanse in Northern Nigeria; the notably religious and somewhat uncertain terrain has stunted any major expansion.
 South East (3)	Cinema activities in the eastern region recently resurged in 2019, plausibly due to the demand. We expect some additions before the end of the year.

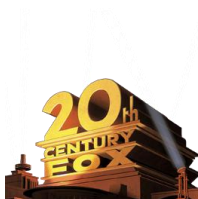


Upcoming Cinema Openings
- 2019

S/N	Sites	Location
1	Filmhouse IMAX, Circle Mall	Jakande, Lagos
2	Filmhouse Landmark	VI, Lagos
3	EbonyLife Cinema	VI, Lagos
4	Viva Cinema	Ikeja
5	Genesis Cinema	Umuahia, Abia
6	Mega 1	Ajah, Lagos
7	Kada Cinema	Port - Harcourt
8	Filmhouse	Oshogbo, Osun

Cinema Distributors - Nigeria

FilmOne
Distribution



WALT DISNEY
PICTURES



*All FDAN
registered
distributors
distribute
Nollywood, and a
series of
independent
titles.*



2019 (January – August) Box Office Summary

Box Office Performance - 2019 So Far...

2019 started out particularly strong at the box office, with two major December titles (Aquaman & Chief Daddy) continuing to lead the pack, despite newer January Introductions

Being an election year, typically characterised with some form of violence amid postponements, the box office forecasts for February & a greater part of March was particularly gloomy. In line with these expectations, particularly with overcrowded Nollywood space, box office earnings over the period suffered quite noticeably.

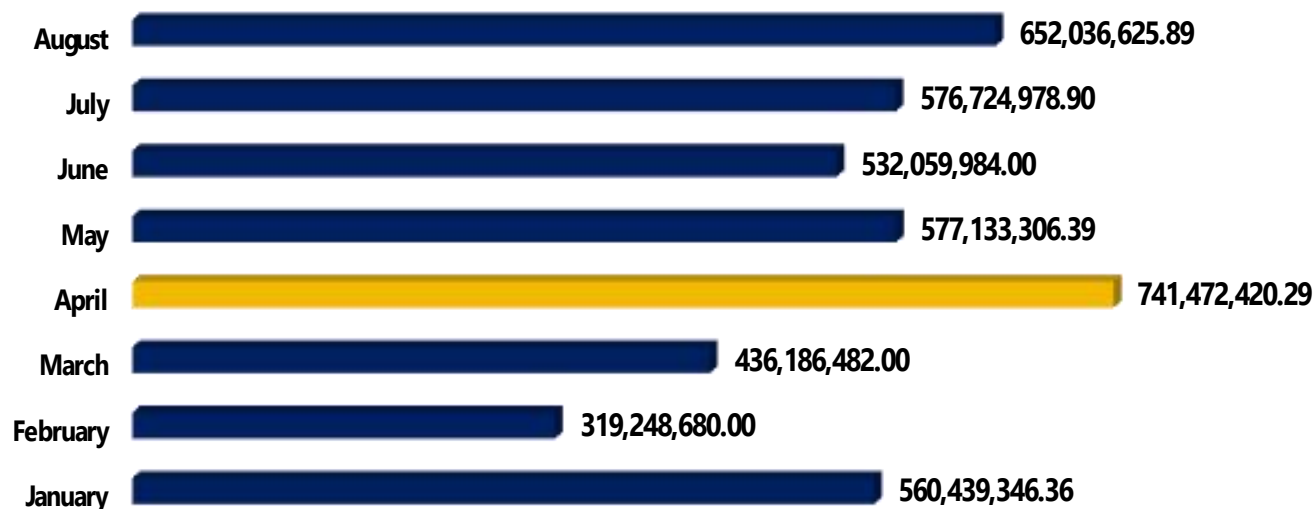
Wetting folks appetite ahead of the Endgame, Captain Marvel was well received in the month of March, providing much needed respite. It joined the likes of 'What Men Want' and 'Alita' with notable box office performances.

*April is by far the highest grossing month of the lot, with an industry GBO of **N741.47million**; thanks to the 'EndGame Takeover'.*

Interestingly, there have been a total of 79 Nollywood titles as compared with the 50 Hollywood titles, released over the eight month period.

The limited number of movie screens have been most saturated to say the least, enabling a subpar performance particularly for Nollywood titles.

January - August 2019 Industry Performance



Top 10 Hollywood Releases - 2019

1



Avengers EndGame
N592 million

2



The Lion King
N300 million

3



Hobbs and Shaw
N252 million

4



Captain Marvel
N229 million

5



Aladdin
N193 million

6



Spiderman Far from Home
N180 million

7



John Wick 3
N173 million

8



What Men Want
N128 million

9



Shazam
N115 million

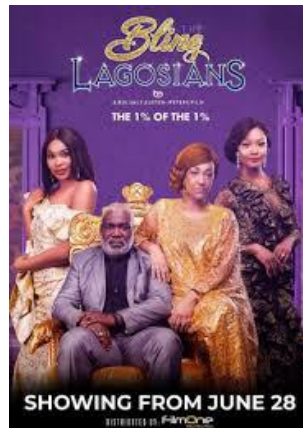
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Alita: Battle Angel
N113 million

Top 10 Nollywood Releases - 2019

1



The Bling Lagosians
N120 million

2



The Set-Up
N46 million

3



Mokalik
N46 million

4



Gold Statue
N31 million

5



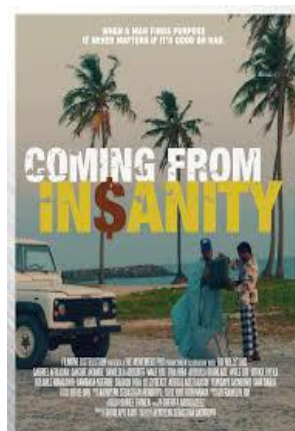
Knockout
N29 million

6



Hire a Woman
N21 million

7



Coming From Insanity
N15 million

8



She Is
N15 million

9



The Reunion
N14 million

10



Makate Must Sell
N12 million

Top 20 Releases - 2019

S/N	TITLE	GBO Figure	Distributor	Hollywood/Nollywood
1	Avengers : End Game	591,486,142	Blue Pictures	Hollywood
2	Lion King*	302,740,050	Blue Pictures	Hollywood
3	Fast & Furious: Hobbs and Shaw*	252,324,848	Silverbird	Hollywood
4	Captain Marvel	229,126,463	Blue Pictures	Hollywood
5	Aladdin*	193,653,946	Blue Pictures	Hollywood
7	Spiderman : Far From Home*	181,094,951	Silverbird	Hollywood
6	John Wick	173,344,574	Silverbird	Hollywood
7	What Men Want	127,654,312	Silverbird	Hollywood
8	The Bling Lagosians*	120,104,939	FilmOne	Nollywood
9	Shazam	115,218,556	FilmOne	Hollywood
10	Alita: Battle Angel	113,197,800	FilmOne	Hollywood
11	Angel Has Fallen*	101,934,806	FilmOne	Hollywood
12	Dark Phoenix	98,215,444	FilmOne	Hollywood
13	Little	71,521,100	Silverbird	Hollywood
14	Men In Black	66,518,719	Silverbird	Hollywood
15	Glass	55,959,282	Blue Pictures	Hollywood
16	Anna	53,243,542	FilmOne	Hollywood
17	Set Up*	48,817,215	FilmOne	Nollywood
18	Mokalik	46,481,547	FilmOne	Nollywood
19	Hell Boy	40,325,136	FilmOne	Hollywood
20	Godzilla	34,693,029	FilmOne	Hollywood

**...indicates titles still running in the cinemas.*

Films highlighted in grey are Nollywood titles

All - Time Top 30 Releases

*These figures
are as at 31st
August 2019
(Comscore)*



**... indicates
titles still
running at the
cinemas*

S/N	RELEASE DATE	TITLE	GBO FIGURE	DISTRIBUTOR	TYPE
1	February-18	Black Panther	818,117,133	Blue Pictures	Hollywood
2	April-19	Avengers Endgame	591,468,142	Blue Pictures	Hollywood
3	December-16	The Wedding Party	453,000,000	Filmone	Nollywood
4	December-18	Aquaman	451,061,633	Filmone	Hollywood
5	December-17	The Wedding Party 2	433,197,377	Filmone	Nollywood
6	April-18	Avengers Infinity War	449,788,298	Blue Pictures	Hollywood
7	December-18	Chief Daddy	388,207,534	Filmone	Nollywood
8	July-19	Lion King*	302,740,050	Blue Pictures	Hollywood
9	August-19	Fast& Furious: Hobbs and Shaw*	252,324,848	Silverbird	Hollywood
10	October-18	King Of Boys	244,775,758	Filmone	Nollywood
11	September-18	Merry Men	235,628,358	Filmone	Nollywood
12	March-19	Captain Marvel	229,126,463	Blue Pictures	Hollywood
13	May-19	Aladdin*	193,653,946	Blue Pictures	Hollywood
14	July-19	Spiderman: Far From Home*	160,398,932	Silverbird	Hollywood
15	September-16	A Trip To Jamaica	180,264,964	Filmone	Nollywood
16	June-17	10 Days In Suncity	176,705,699	Filmone	Nollywood
17	May-19	John Wick	173,344,574	Silverbird	Hollywood
18	July-18	Mission Impossible 3	169,205,917	Silverbird	Hollywood
19	April-17	Fast And Furious 8	163,490,208	Silverbird	Hollywood
20	May-18	Deadpool 2	163,455,399	Filmone	Hollywood
21	October-14	30 Days In Atlanta	163,351,300	Silverbird	Nollywood
22	December-16	Jumanji	158,972,330	Silverbird	Hollywood
23	April-15	Fast And Furious 7	154,972,330	Silverbird	Hollywood
24	November-17	Thor Ragnarok	151,145,885	Blue Pictures	Hollywood
25	October-18	Venom	143,000,000	Silverbird	Hollywood
26	March-16	Batman Vs Superman	140,000,000	Blue Pictures	Hollywood
27	November-17	Justice League	138,813,354	Blue Pictures	Hollywood
28	March-17	Logan	138,011,464	Filmone	Hollywood
29	December-16	Assasin's Creed	132,518,314	Filmone	Hollywood
30	September-17	Kingsman: The Golden Circle	131,001,006	Filmone	Hollywood








5 Year Industry Summary - West Africa

	2015	2016	2017	2018	2019 (January - August)
Cinema Sites	25	29	33	48	53
Cinema Screens	103	134	140	194	181
Avg. Run Per Release	4	4	4	5	3
Avg. Screens Per Site	5	5	5	6	5
Total Admissions	2,459,778	3,234,061	3,983,141	5,432,537	4,243,129
No of Titles Released	195	188	165	210	182
Nolly vs. Holly (Releases)	20% 80%	37% 63%	53% 47%	41% 59%	59% 41%
Total GBO	₦ 2.5billion (\$13.2million)	₦ 3.2billion (\$10.3million)	₦4.3billion (\$13.2million)	₦5.9billion (\$16.2million)	₦4.40billion (\$12.04million)
Nolly vs. Holly (Box Office)	20% 80%	30% 70%	33% 67%	28% 72%	21% 79%
Average Ticket Price	₦950 (\$5)	₦1080 (\$3)	₦1089 (\$3)	₦1225 (\$3.38)	₦1036 (\$2.84)
FX Rate	\$1 – ₦190	\$1 – ₦320	\$1 – ₦330	\$1 - ₦365	\$1 - ₦365

Figures collated (Comscore) as at August 2019.

Nollywood vs. Hollywood / Box Office Projections

Overview of Nigeria's NFVCB Certifications

	CERTIFICATION	MEANING
	GENERAL (G)	SUITABLE FOR ALL AGES
	PARENTAL GUIDANCE (PG)	ACCOMPANIMENT BY AN ADULT IS ADVISED
	12	NOT SUITABLE FOR PERSONS UNDER THE AGE OF 12 YEARS
	12A	NOT SUITABLE FOR PERSONS UNDER THE AGE OF 12 YEARS, UNLESS ACCOMPANIED BY AN ADULT
	15	NOT SUITABLE FOR PERSONS UNDER THE AGE OF 15 YEARS
	18	NOT SUITABLE FOR PERSONS UNDER THE AGE OF 18 YEARS
	RESTRICTED (RE)	NOT SUITABLE FOR PERSONS UNDER THE AGE OF 18 YEARS AND ONLY ELIGIBLE FOR SCREENING IN SPECIALIZED LICENSED PREMISES

The certification given to a title by the censors board (NFVCB) could be a make or break for the release, particularly Nollywood titles.

Ideally, certifications between the G – 12A basket are most preferable, as that reduces the restrictions as to what cross section of viewers are allowed to watch the title.

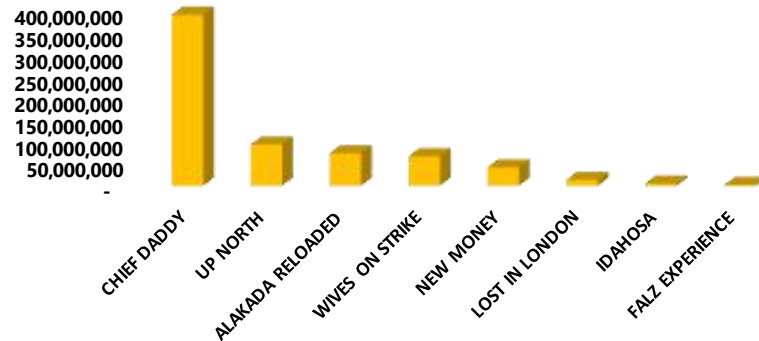
Invariably, the certification of a title is directly correlated to 'bums on seats' e.g. The Wedding Party Series, Chief Daddy

For titles in the 15 - 18 rated baskets, the marketing for said titles have to be long lead and deliberate, to cancel out the adverse effect of a higher classification. Good examples are King of Boys and Merry Men.

Importance of the NFVCB Classification

... on Nollywood Releases

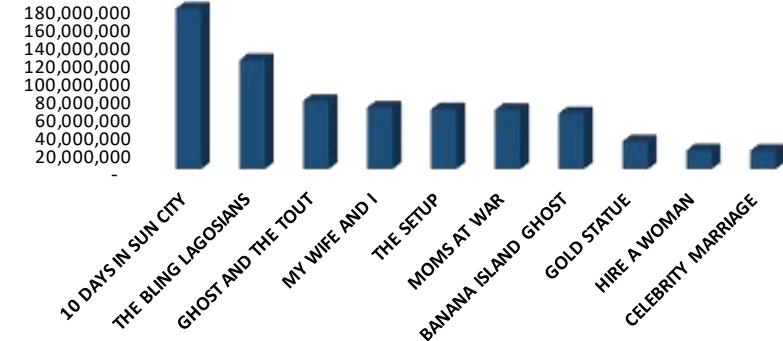
Filmone Nollywood Titles - Rated PG
2017 - 2019



The classification of titles is important as it could be the major determining factor between a standout and a lack luster opening weekend.

An in-depth analysis of the highest grossing Filmone Nollywood releases, showed that titles in the PG – 12A bucket, ultimately performed better on average at the box office. As a matter of fact, the top 3 titles all fell within this bucket.

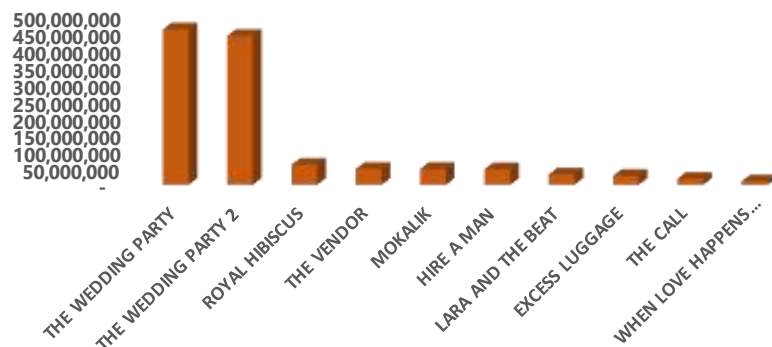
Filmone Nollywood Titles - Rated 15
2017 - 2019



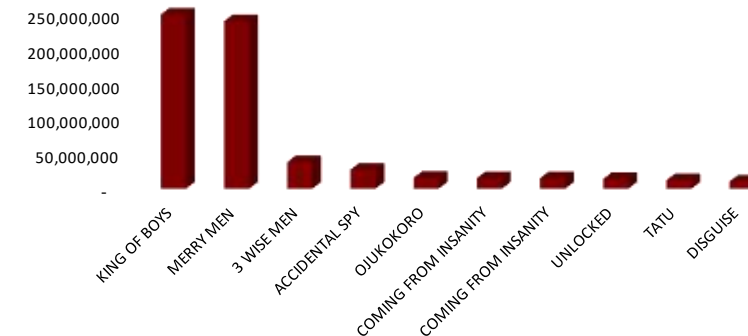
On the other end, there have only been two titles who have performed exceedingly despite being 18-rated... i.e. King of Boys & Merry Men. These titles of course, had quite generous marketing budgets. The other titles ultimately averaged below N50m in box office earnings.

Worthy of note, is the running time for each title. Whilst there has been some exceptions, the runtime per title is directly correlated with how long the title will run in cinemas.

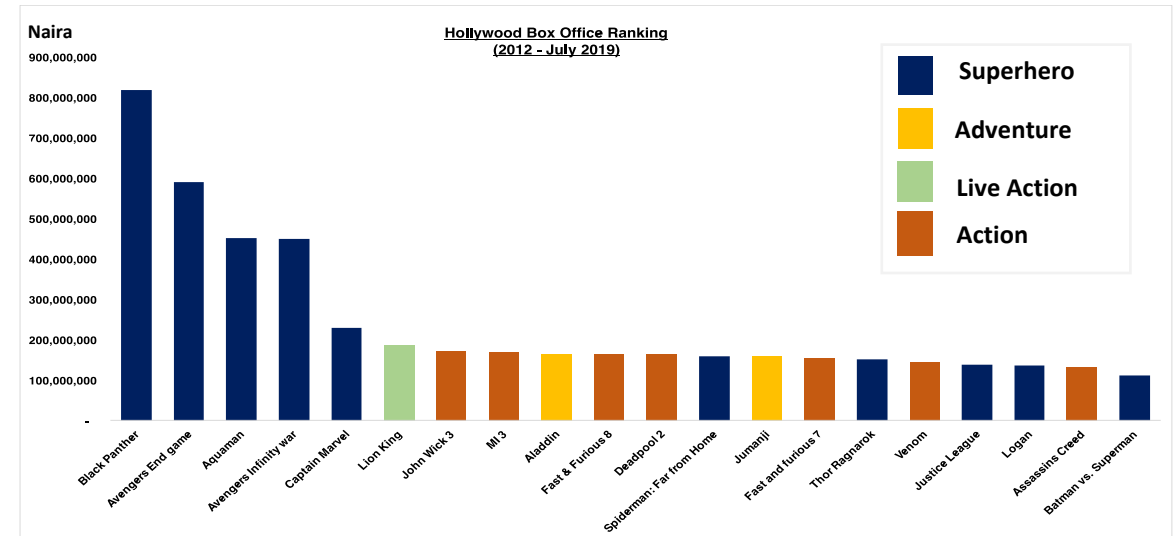
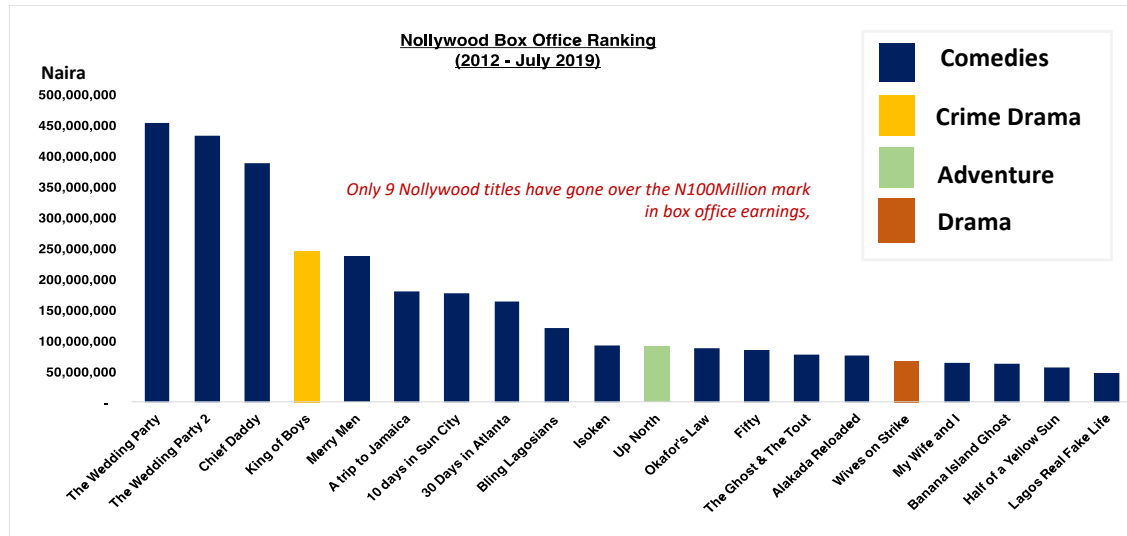
Filmone Nollywood Titles - Rated 12A
2017 - 2019



Filmone Nollywood Titles - Rated 18
2017 - 2019



Movie Genre – W. Africa Cinema Audience



Nollywood

An analysis of the highest grossing Nollywood titles shows that the **Comedy** titles are most favored at the box office as compared with other genres. Be it Action Comedy, Romantic Comedy or Slapstick Comedy, the appeal of 'escapism' is a recurring crowd pleaser.

Worthy of note, majority of the above were classified between General and 12A, therefore removing any more restrictions

A one - off entrants into the top 20 is King of Boys, which is a **Crime Drama**. As expressed earlier, the long lead marketing strategy (spanning no less than 12-18 months before release), as was the case with this title is none negotiable.

Genres such as Drama, History, Epic have shown overtime at the cinemas but have failed do decent business at the box office mainly due to poor production quality and subpar marketing

Hollywood

There's no question on the enormity of **Superhero** titles in this region, with half of the titles in the top 20 of all time, being super hero themed. **Action** titles are also a huge crowd pleaser, tying into the 'escapism'; trend noticed.

The mid-tier titles are usually Comedies, Drama, and History, which typically range within the N15m – N40m band; howbeit not without decent positioning.

On the average, the Hollywood titles typically perform better than Nollywood titles mainly due to the production quality of the title as well as long lead global marketing. These two cogent points, ultimately spur film-bookers to schedule the titles quite generously. This invariably informs the resultant stellar opening weekend.

On the other hand, Sci-Fi and Horror titles continue to struggle, as the cross section of the cinema going public are a niche size.

The Nollywood “Cinema”

There has been an evident revolution on what is believed to be Nollywood Cinematic titles . Of the 79 Nollywood titles that have been released this year, there have been;

- *Mainstream Nollywood - English speaking titles, usually widely released*
- *Kannywood - Hausa speaking titles mainly released theatrically in the Northern states*
- *Yorubawood - Yoruba speaking titles predominantly released in South West Nigeria*

Kannywood	S/N	TITLES	GROSS BOX OFFICE
	1	LAIFI INUWA NE	251,300
	2	SADAUKI	66,500
	3	NAMIJIN KISHI	718,500
	4	DAREN FARKO	666,500
	5	ANABARIN HALAK	528,000
	6	KARKI MANTA DANI	3,549,000
	7	MAYANGO BE	388,000
	8	WAKILI	2,163,000
	9	KALKI	244,199
	10	FANSA QAUNA	452,100
	11	HAFAEZ	1,944,000
	12	BARAZANA	797,000
	14	ANA DARA GA DARE	1,316,300
	15	ZAN RAYU DAKE	462,900
	16	ADNAN	68,200
	17	HAUWA KULU	3,623,500
			17,238,999

S/N	TITLES	GROSS BOX OFFICE
1	MODORISA	4,756,200
2	NIMBE	10,647,890
4	JOB	5,841,459
5	ODAJU	744,300
6	GBARADA	10,047,600*
7	MOKALIK	46,929,446*
		78,966,895

Yorubawood

*The total box office earnings for Nollywood titles in the year so far (Jan – Aug) is at **N860.2million**. This includes spillovers from the December titles.*

Its interesting to see that about N79million of this has come from ‘Yorubawood’ titles, and almost N17million from ‘Kannywood’.

**... Titles still in cinema*

10 - Year Box Office Projections

	2017	2018	(+/-)	2019 (Proj.)	(+/-)	2024 (Proj.)	(+/-)	2030 (Proj.)	(+/-)
Number of Cinemas	34	48	41%	61	27%	110	80%	200	82%
Number of Screens	153	193	26%	226	17%	379	68%	649	71%
Overall Admissions	3,983,141	5,432,537	36%	7,605,552	40%	44,152,269	481%	201,102,488	355%
Overall GBO	4,338,023,882	5,917,575,314	36%	8,284,605,440	40%	48,094,356,013	481%	219,057,704,844	355%
Average Ticket Price (2D)	1,100	1,350	23%	1,400	4%	1,450	4%	1,600	10%
Average Ticket Price (3D)	2,500	2,800	12%	2,800	0%	3,100	11%	3,500	13%

The analysis is based on the continuous growth trajectory of the West Africa movie space; especially in Nigeria.

The metrics considered are; (i)Number of Nollywood cinema releases; year-on-year

(ii)Exponential growth in Exhibitor Count

(iii)Foreign Investment/Interest in local productions

(iv)Increase in Cinema premium formats e.g. IMAX, 4DX, Screen X, MX4D

(v)Growing Youth & Middle Class Population

Developments & Opportunities in Nigeria's Cinema Space



New Developments in the Cinema Space



Genesis Cinemas – Screen X Partnership

Genesis Cinemas plans to bring a total of
six Screen X auditoriums to Nigeria



FILMHOUSE
CINEMAS
signs agreement, to open a
MX4D screen in 2019



Establishment of Cinema
Exhibitors Association of Nigeria
&
Film Distributors Association of
Nigeria



Viva Cinemas recently acquired
4K projection at two of their
newly opened sites



Silverbird - 4DX Partnership

Presently, there are three
4DX Sites Nationwide



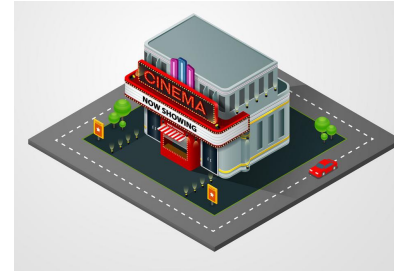
Data Reporting on Comscore

100% of the territory's cinemas
have been integrated

Opportunities in Nigeria's Cinema Space



**Integration of technology e.g. WiFi,
Cloud Services**



**Opening of more Cinemas; there
are only 4 6-screen cinemas in the
territory**



**Marketing & PR of films and
cinemas**



Pop-up and mobile cinemas



**High quality printing of Movie
marketing materials & Movie
Merchandising**



New Retail Offerings

An Attempt to estimate Film Revenues in 2018 - Where the opportunities are



An Attempt at valuing Nigeria's Film Industry Revenue

.... Based on estimated Film revenues earned in 2018

The total estimated revenue earned in the Film Industry for 2018, sits at about N9,823,575,314

Nigeria Film space is losing approximately 10x of each ancillary line in piracy and unauthorized exhibition

TVOD & SVOD REVENUE
N315Million

3%

Based on the estimation that at least 20 Nollywood titles got on TVOD platforms during the year. Some of these platforms include Amazon Prime, Roku, Hoopla. Based on the estimation that at least 43 of the 86 titles released last year, as well as some 2017 releases

Sponsorships
N250Million

3%

These include Product placement in titles, Premiere sponsorship, P&A Contribution

BOX OFFICE REVENUE FROM CINEMAS NATIONWIDE
N5.9Billion

60%

Actual reports received from all registered distributors (including Filmone, Silverbird Distribution, Pinnacle, Blue Pictures & Genesis Distribution) as well as comScore.

PAY TV & DVD Sales
N3.15Billion

32%

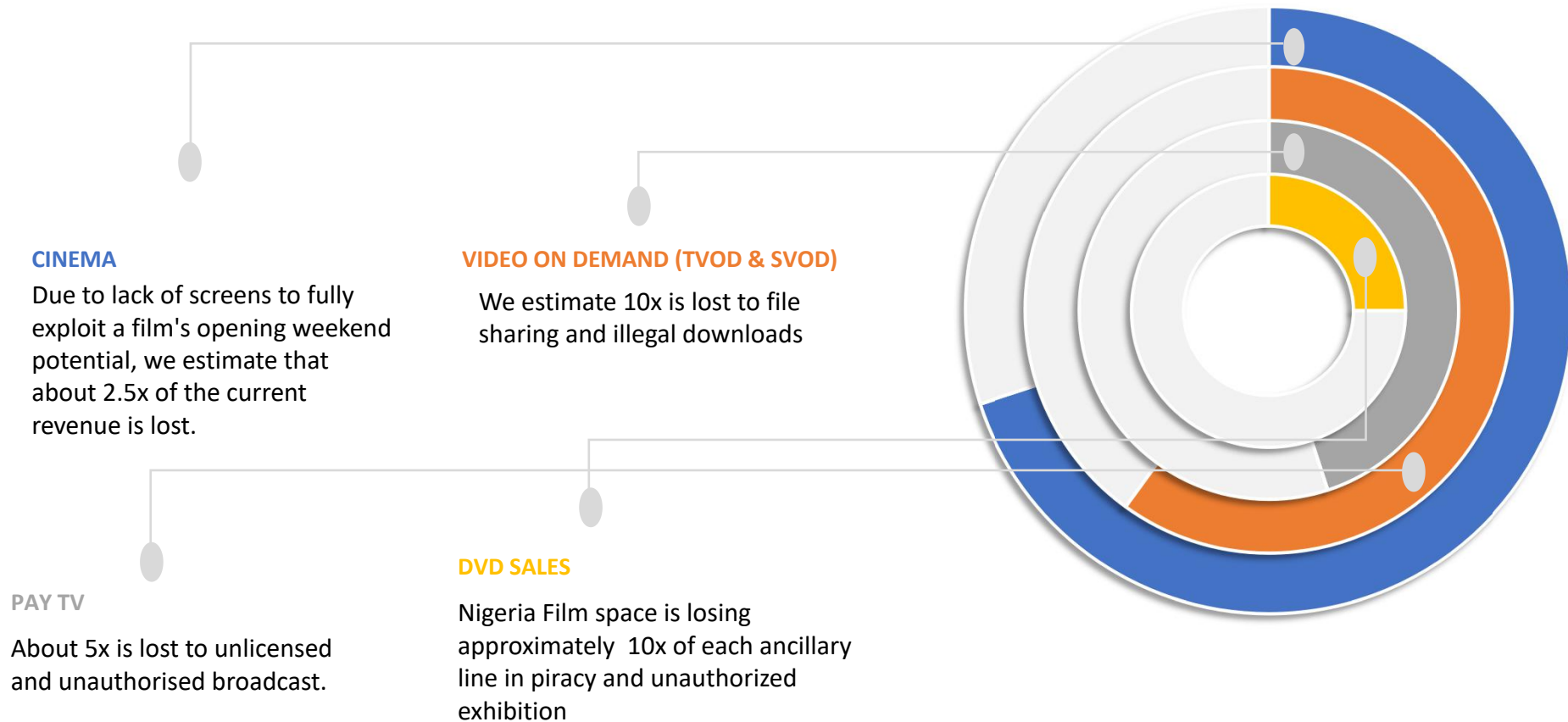
A total of about 900 films were censored in 2018. This estimate is based on at least 5000 copies sold at the average price. It is also estimated that half of these titles, end up on PAYTV platforms such as DSTV Box office

Inflight, Private & Festival Screenings
N191Million

2%

Inflight; based on an average of 15 airlines accepting each title, screenings at least 2 festivals per year and private HNI screenings

How Much is being Lost in each Revenue Stream?



Nollywood's International Potential

Ancillary Platforms

AIRLINES

QATAR
AIRWAYS القطرية

BRITISH AIRWAYS

KLM
Royal Dutch Airlines

brussels airlines
A STAR ALLIANCE MEMBER

Ceiba
INTERCONTINENTAL

Fly Emirates

virgin atlantic

SOUTH AFRICAN AIRWAYS

Ethiopian

AIRFRANCE

Kenya Airways

DELTA

PAY TV

AFRICA MAGIC

KWESÉ

ROK

EBONYLIFE TV

YAN GA!

trybe

FAME TV
sky 292
THE BEST IN BLACK ENTERTAINMENT

THE AFRICA CHANNEL

SVOD – SUBSCRIPTION VIDEO ON DEMAND

NETFLIX

IROKOTV

amazon Prime

ibaka

iflix

iflix

EL ON

congatv

clip

TVOD – TRANSACTIONAL VIDEO ON DEMAND

FANDANGO

MYFILMHOUSE

amazon Prime

iTunes

GET IT ON Google Play

Microsoft TV

FilmOne
Distribution and Production

Nollywood's International Potential

Backed on the long lead marketing strategies pegged to particular titles, there is a demand across a number of international countries for Nollywood content, which a detailed positioning strategy can harness.

Postulating from the successful international releases of titles such as The Wedding Party Series, The Vendor, Merry Men, King of Boys amongst others, there is an increased opportunity (in about 12 - 18 months) for about 5 titles to earn around \$2million in international sales from about 30 different countries.

With the attention Nollywood seems to be attracting, its clear that the international sales trend is sure to catch much steam in the near future, blazing the trail and increasing the income stream for veteran and upcoming Nollywood producers and production houses.

Cinema Releases at...

- AMC Theatres
- Cinemark Theatres
- Regal Entertainment



Cinema Releases at...

- Cineplex Odeon
- Cinemas Guzzo
- Cineplex Entertainment



Cinema Releases at...

- Ster Kinekor Theatres
- Nu Metro Cinemas



Cinema Releases at...

- Cineworld
- Odeon
- Vue



Cinema Releases – French Speaking Countries

- Canal Olympia



Key milestones in Nollywood's Digital Distribution Future 2019



**Canal+ acquires
Nollywood studio ROK
from IROKOTv to grow
African film**



**FilmOne bulk Acquisition deal with
U.S Aggregator for IPTV and Digital
Platforms including Amazon and
ROKU'**



**Netflix acquisition of over 34 Nollywood
bulk titles from Filmone**



Collaboration and Partnerships: Nollywood's New Lingo or Nollywood's Salvation



Collaboration & Partnerships: Nollywood's New Lingo or Salvation

In recent times, Nollywood seems to be on the bandwagon of collaborations between domestic production houses, and more so, international partnerships; in an attempt to boost return on investment. Quite simply, these partnerships have proved more successful than not over time, especially as there are shared risks and returns, a larger pool of expertise and ideas, and notably larger productions.

Some good examples are;

- I. The ELFIKE Collective; which include Ebonylife, Filmone, Inkblot & Koga Studios – responsible for 'The Wedding Party Series (2016 & 2017)
- II. Anakle & Inkblot mashup – Responsible for Up North (2018)
- III. CWE, Gush Media & Filmone collaboration – Responsible for Merrymen (2018)
- IV. Dioni Vision, Filmone & Inkblot Collaboration - Responsible for Moms at War (2018) & Love is War (2019)

.... and a host of others. The advantages and the economies of scale garnered as a result, cannot be over emphasized. We expect a few collaborations to spring up in the near future.

Introducing HuaHua Media

HuaHua Media is a full-service film production company, with the aim of promoting Chinese culture and film resources into the global market as well as maintaining integrity in business.

HuaHua is interested in Nollywood and being part of the framework and growth of the industry including but not limited to;

- I. Investing in Film Infrastructure & Equipment
- II. Film Investment & Productions
- III. Training all of these through a unique prospective partnership with the Filmhouse Group,
- IV. Distribution of Nollywood films to the lucrative Chinese theatrical market.

What they have done

- I. Huahua has invested in a number of Hollywood productions. The company has co-produced a numbers of movies with Paramount, such as Startrack 3, XXX3, Allied, Jack Reacher 2, Ghost in the Shell, and etc.
- II. HuaHua also helped Paramount on the import, P&A and distribution of the above movies. Huahua and Paramount are strategic partners, and it's the Chinese company invested in Paramount the most.
- III. Huahua and Huawen also raised funds to invest in the movies of the other studios. The projects finished investing are The Meg of Warner Bros, Greyhound of SONY and etc.

Thank You

Compiled By: Moses Babatope & Ladun Awobokun