



Globalization, digitalization and Media

Cinzia Dal Zotto, University of Neuchâtel March 29, 2021

Guest lecture at the University of Zurich within the course "Globalisierung und Multinationale Unternehmen"

Agenda

- A new global era
- Digitalization and the new media landscape
 - Opportunities for the media industry ... And for corporations
 - ▶ Theats for the traditional media industry and reactions
- Role and responsibility of the (new) digital multinational companies
- Takeaways and outlook



Learning objectives

- Understand how globalization is changing because of digitalization
- Understand the impact of digitalized globalization on the media industry
- Discuss the related **risks** for the media industry as well as for the development of a democratic and pluralistic society
- Evaluate the role and responsibility of multinational technology companies within this context



Guiding questions of this session

- What is the impact of globalization and digitalization on the media industry?
- What is the role and responsibility of multinational technology companies within this context?



Globalization & Digitalization

20 th Century	21st Century	
Tangible flows of PHYSICAL GOODS	Intangible flows of DATA and INFORMATION	
Flows mainly between advanced economies	Greater participation by emerging economies	
CAPITAL and LABOR intensive flows	More KNOWLEDGE intensive flows	
TRANSPORTATION infrastructure is critical	DIGITAL infrastructure equally important	
MULTINATIONAL companies drive the flow	SMALL FIRMS & INDIVIDUALS can play a role, too	
IDEAS DIFFUSE SLOWLY across borders	INSTANT GLOBAL ACCESS to INFORMATION	
Innovation from advanced to emerging economies	Innovation flows in both directions	

I. McKinsey Global Institute, Digital Globalization: The new era of global flows, 2016.



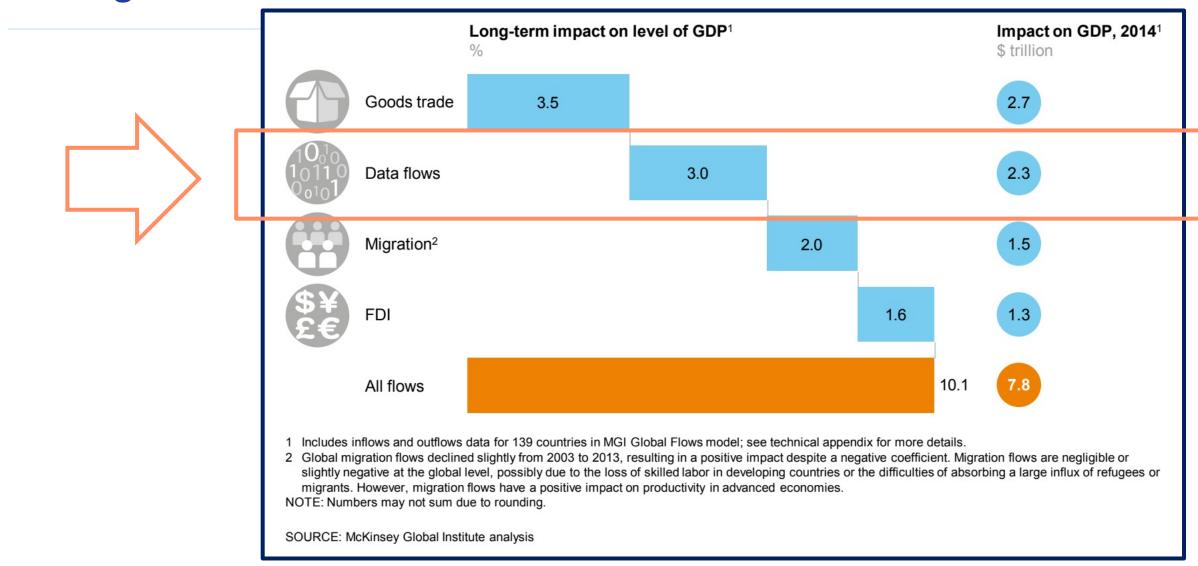
Global flows of trade and finance are flattening, data flows are soaring



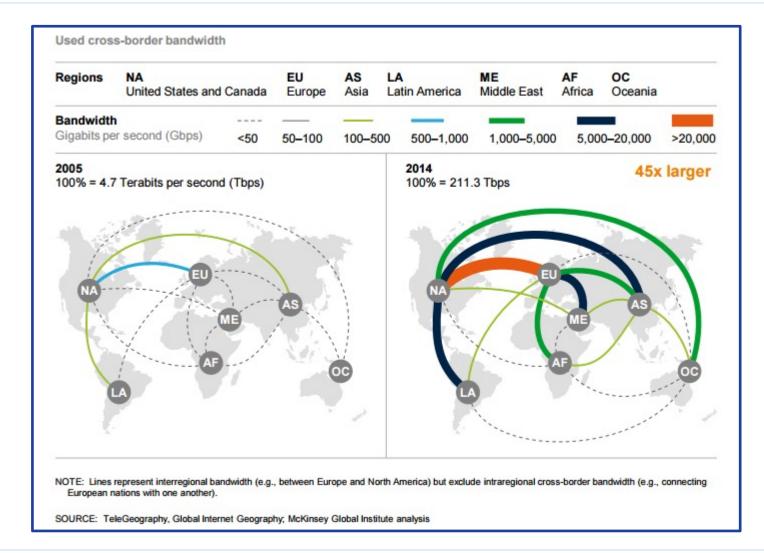
Global flows increase economic growth

10% of Global GDP	7.8 Trillions in 2014	
	8.7 Trillions in 2019	





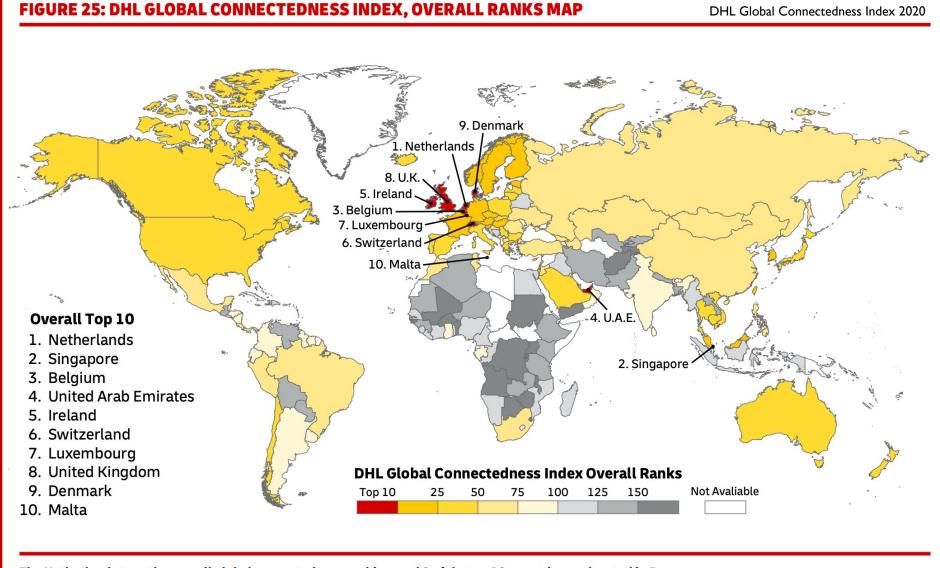
Cross-border data flows are surging and connecting more countries



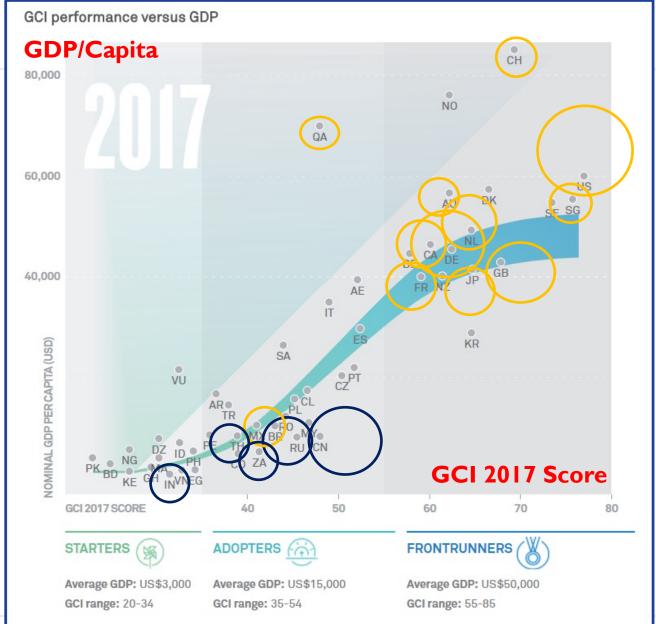


HOWEVER

A small group of leading countries are much more connected than the rest of the world

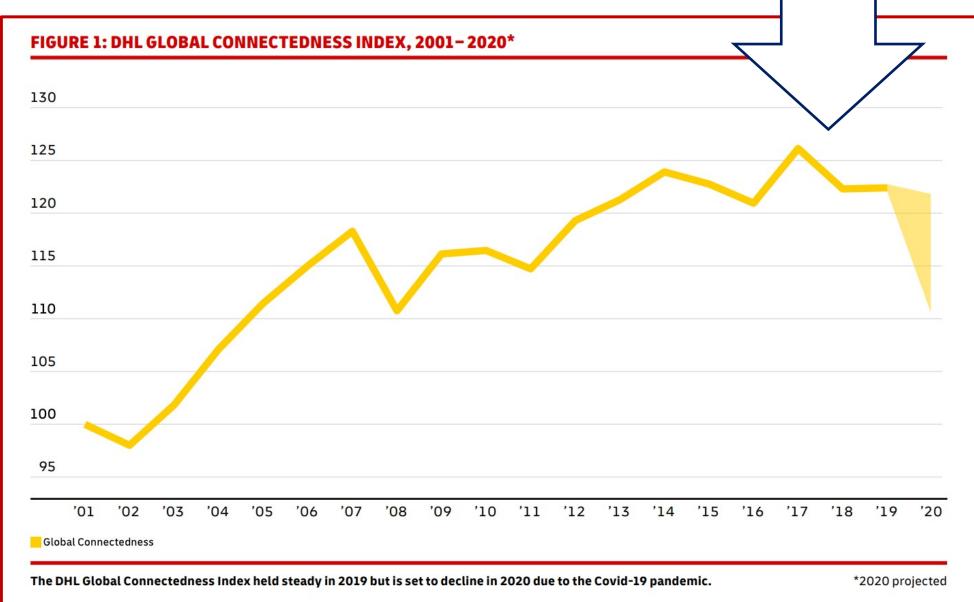


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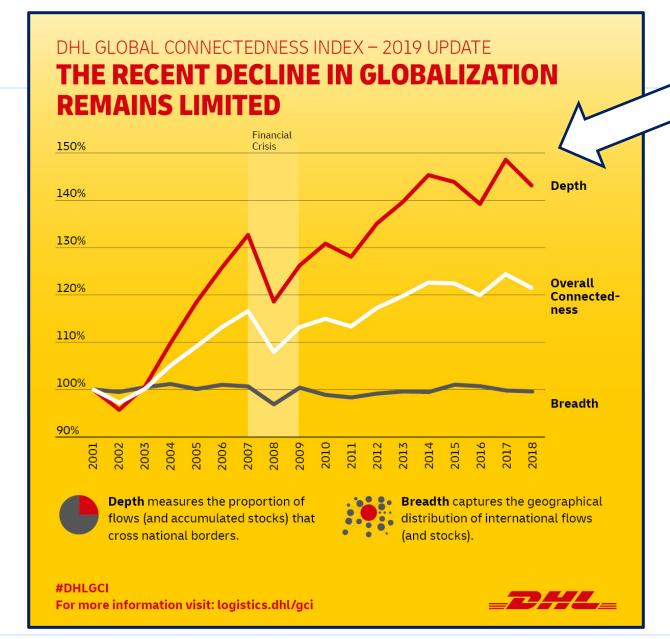




Recent, even if modest, decline

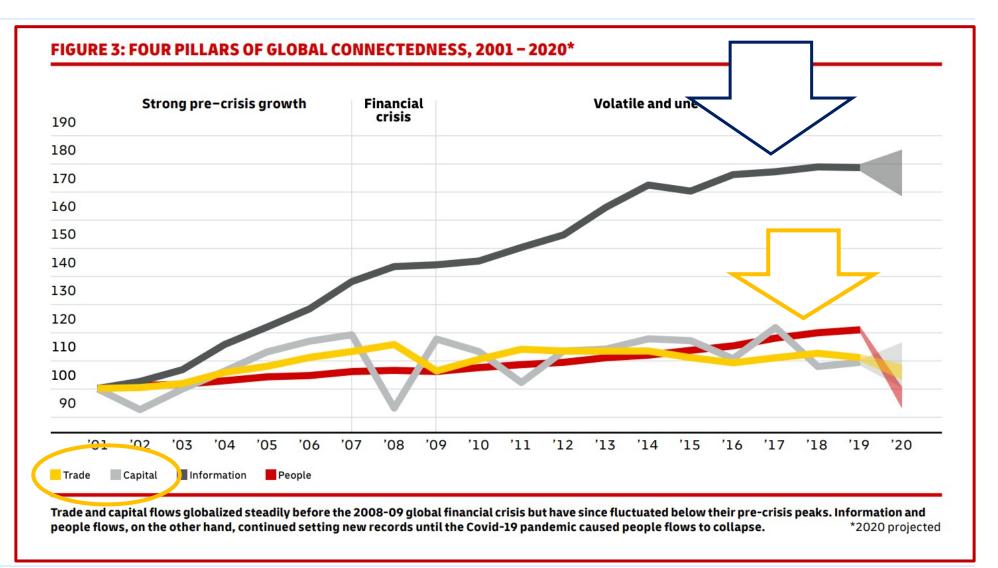


Recent, even modest, decline





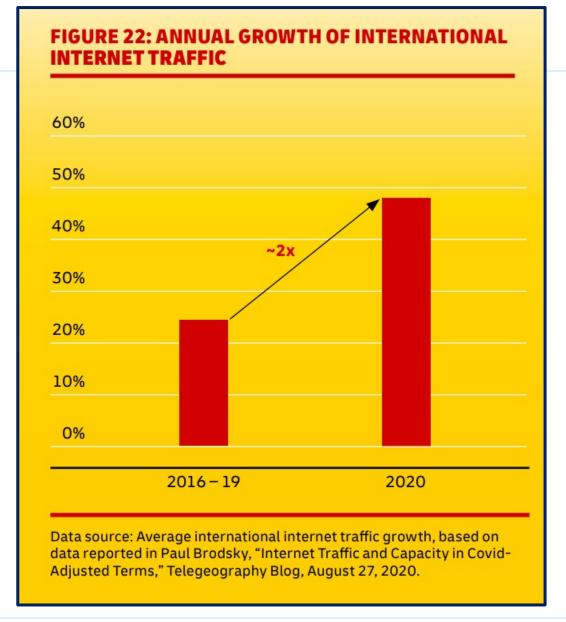
Recent, even if modest, decline





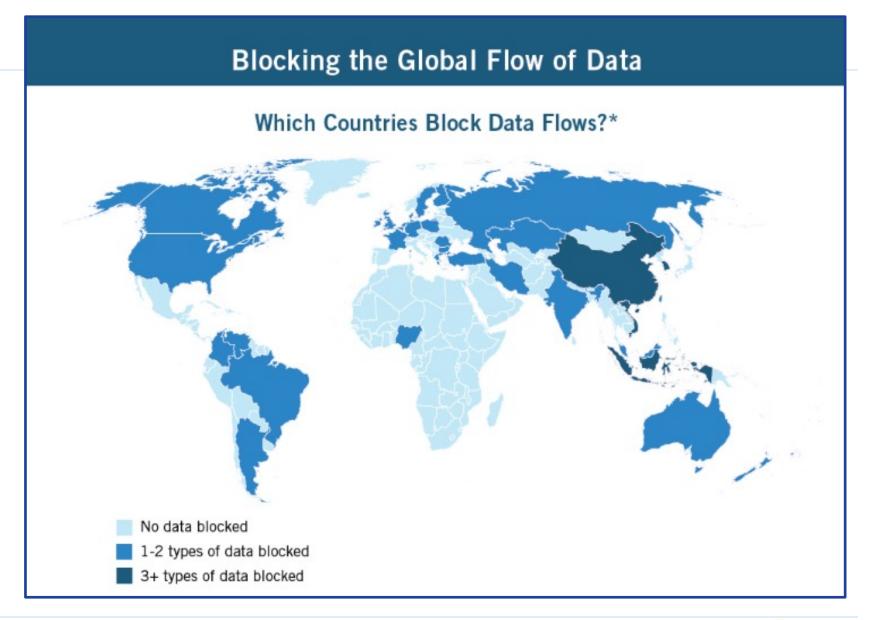
BOOM of data flows with the COVID-19 outbreak.

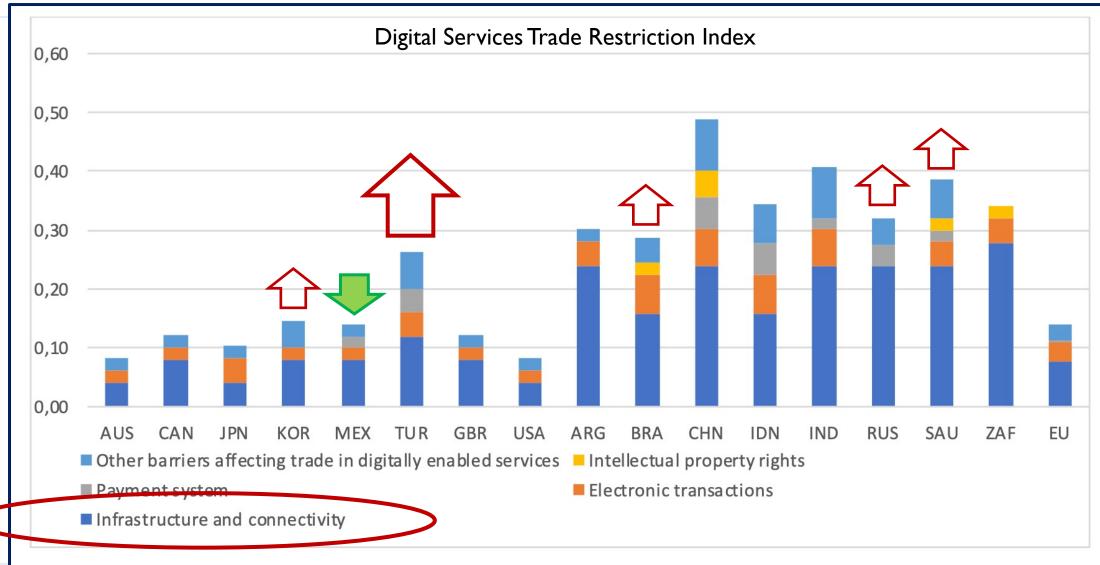
Is it going to remain the same after the pandemic?



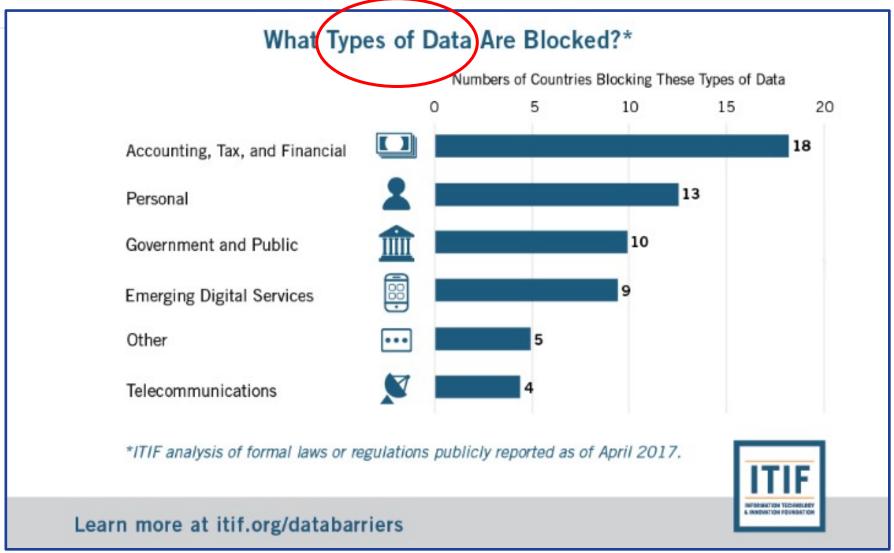


Many countries started to block data flows





Many countries started to block data flows

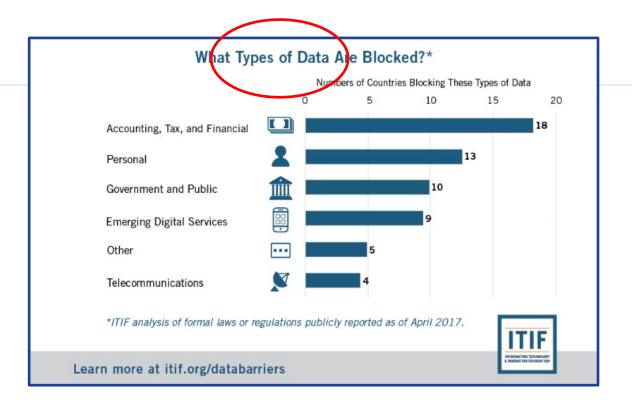


Many countries started to block data flows



They are making it more expensive and time consuming, if not illegal, to transfer data overseas.



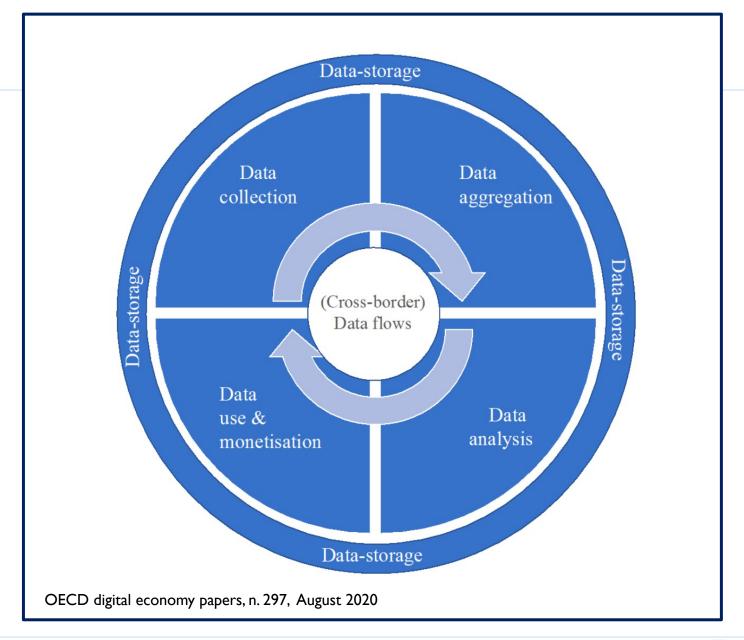


This reduces economic growth and undercuts social value

- Decrease of U.S. GDP by 0.1-0.36 %
- Increase in prices for some cloud services in Brazil and the European Union from 10.5 to 54 %
- Decrease of GDP by 0.7-1.7 % in Brazil, China, EU, India, Indonesia, Korea, Vietnam (they have proposed or enacted data localization policies)



The Global Data Value Cycle



The free flow of data can increase the benefits from digital trade, however

- TRUST is a fundamental factor (risk of consumers' data used for reasons beyond their knowledge and control) ————— Blockchain
- Implications for **MARKET CONCENTRATION**, through data-driven economies of scope and the presence of strong network effects (over-high entry barriers for small and medium enterprises)



- Online search, dominated by GOOGLE
- Social media, dominated by **FACEBOOK** and other services it owns, + Twitter & Snapchat
- Digital advertising, dominated by GOOGLE and FACEBOOK
- Mobile application downloads, dominated by APPLE and GOOGLE
- Commerce through online marketplaces, with **AMAZON** as the dominant platform

(2019 Report of the UK Digital Competition Expert Panel)



Digitalization & The new media landscape

Digitalization and impact on the media industry

Digitization

Implies the integration of ICTs to enable users to access, store and transmit information

Transformation in how print and audio-visual content is both produced and consumed

- I. New opportunities for new media actors
- 2. New threats for traditional media companies



I. New opportunities for the **MEDIA INDUSTRY**

- Non-profit organizations such as Wikileaks, International Consortium of Investigative Journalism (ICIJ) ...
- Pure players: Huffington Post, Buzzfeed, ProPublica, Mediapart ...



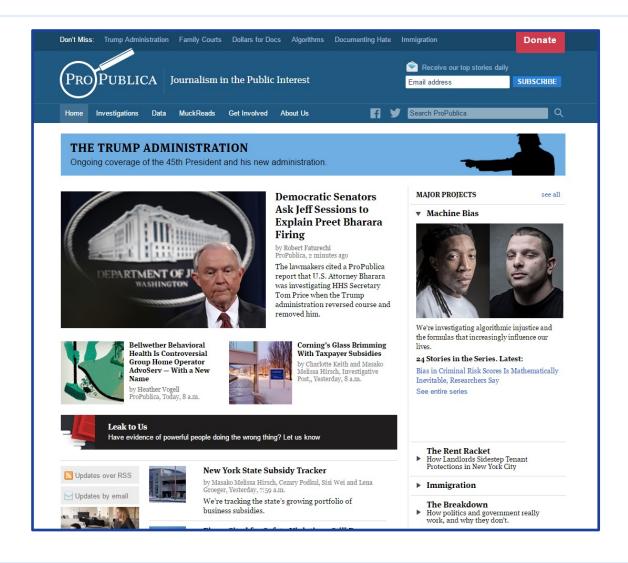
Founded in 2005, bought by AOL in 2011 for \$ 315 million



Bought by Verizon Communications in 2015 for \$4.4 billion



Pro Publica and Mediapart, investigative journalism



ProPublica

- Non-profit, independent newsroom
- Founded in 2008 by Paul Steiger, former managing editor of The Wall Street Journal
- >100 journalists + publications in collaboration with traditional media
- Various Pulitzer prices
- Funded by philanthropic donations, even though they accept advertising and consider selling of data



Pro Publica and Mediapart, investigative journalism

Mediapart

- Independent and participatory online newspaper
- Founded in 2008 by Edwy Plenel, Bonnet, Desportes, Mauduit
- About 118 permanent employees + 175 freelancers
- Profitable from 2011, now has Euro 20 ML of revenues (+22% growth year on year) and 4 ML of net profits, +/-218'000 subscriptions





VICE Media Group, from print magazine to digital immersion journalism

- A digital media broadcasting company
- Founded in 1994 by Shane Smith, Alvi and McInnes, originating from the Montreal-based VICE magazine
- 2006 Expansion into digital video
- **2013** \$ 70ML from 21st Century Fox
- 2014 Launch of VICE News
- \$ 200 ML + \$ 200 ML from A&E Networks and Disney





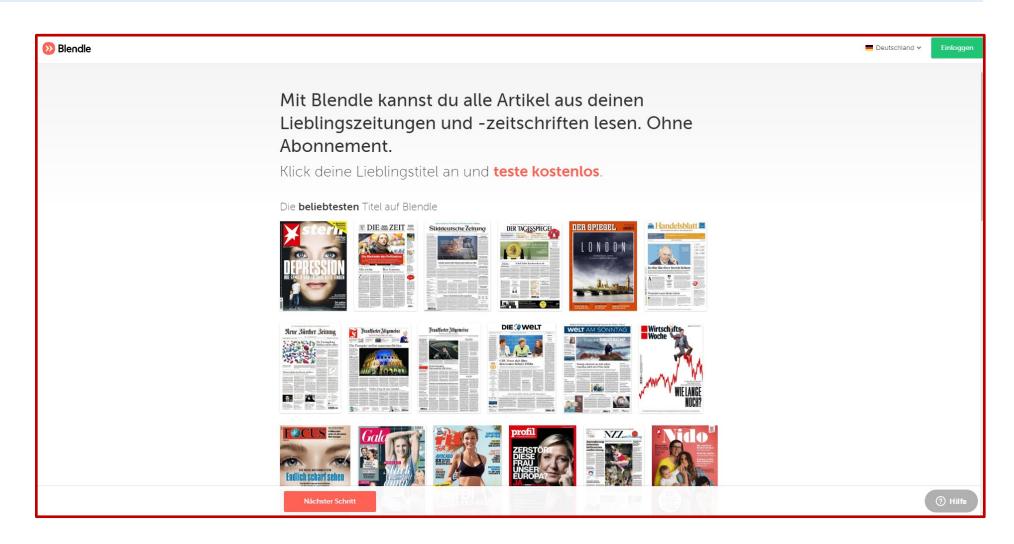
New opportunities for Content Aggregators

Blendle

The online news kiosk

Launched in **2014**

- Not profitable in 2019 yet
- Change of
 Business Model
 (from article
 micropayments
 to premium
 subscriptions



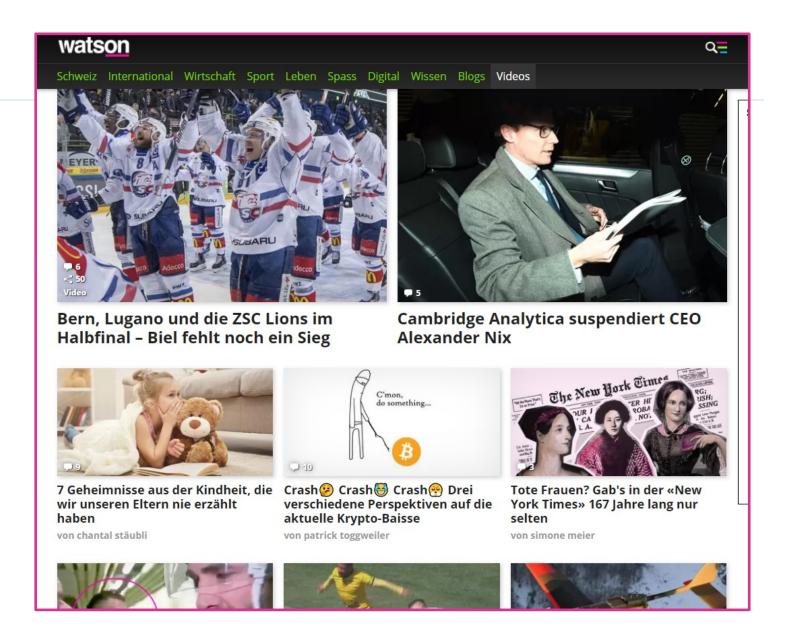


Watson.ch

- 2014 founded by Hansi Voigt, previous editor in chief at 20 minutes
- Now Peter Wanner (AZMedien AG)
- 2018 I.8 ML unique clients
- 2021 expansion in Romandie



Blick will do the same



• Jacques Pilet & al. (after closing down of L'Hebdo)

• CHF 230'000 crowdfunding

MENU

Média indocile - nouvelle formule

BONPOURLATETE

26 mars 2021

semaine n°12



Universités / Permettre tous les points de vue

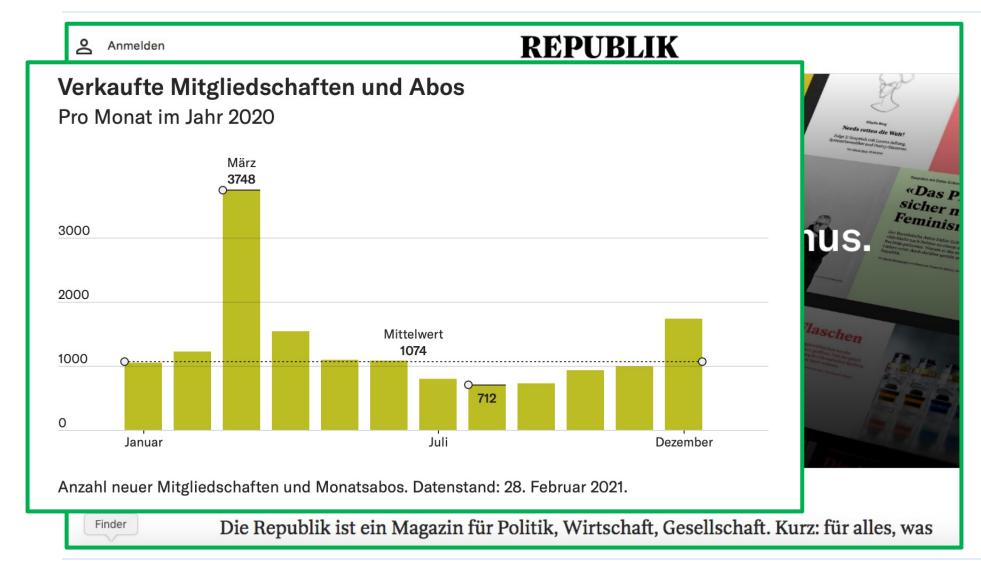
La présence appuyée d'agendas idéologiques tendance «décolonialisme», «woke» et «cancel culture» dans les domaines des sciences sociales est un fait.





France / Macron me fait penser à ma grand-mère catholique

Je ne sais pas pourquoi... Mais Emmanuel Macron me fait penser à ma grand-mère catholique. Piètre figure de style! En fait, je



2018

- Constantin
 Seibt, ex TA
- 3,5 ML from investors + crowdfunding
- Objective: reach 22.000 subscribers in 5 years



=

HEIDI. NEWS



Pour Heidi.news, l'avent commence aujourd'hui.

DEVENIR MEMBRE FONDATEUR

Nous préparons un nouv média qui sera lancé à Genève au printemps 20 NOTRE ÉQUIPE

Les fondateurs de Heidi.news ont choisi l'aventure d'un nouveau média qu'ils estiment nécessaire.



Service Microse.

Journaliste. Prix Albert Londres de reportage, a été rédacteur en chef adjoint du Temps et directeur adjoint du Monde, pour lequel il a sussi créé Le Monde Afrique.



ADMINISTRATION

TIBÉRE ADLEI

Entrepreneur, administrateur de sociétés. A été avocat, CEO du groupe Edipresse et directeur romand du think tank Avenir Suisse.



DESIGN

JÉROME BONTRON

Fondateur et directeur d'un important bureau suisse de création visuelle. Accompagne en 360° l'identité visuelle de projets d'ampleur internationale.



JEAN ABBIATECI

Journaliste couteau suisse, ancien rédacteur en chef adjoint du Temps. Spécialiste du numérique. Aime autant les belles lignes de texte que les belles lignes de code.



SCIENCES

OLIVIER DESSIBOURG

Physicien de formation, journaliste, Prix Media des Academies suisses, ancien responsable Sciences du Temps, président de l'Association suisse du journalisme scientifique.

2019

- Serge Michel, ex
 Le Monde
- Investors + crowdfunding
- Subscription based
- Not profitable yet, 4000 subscriptions
- Now being bought by the Aventinus Foundation



Other opportunities within the media industry ...

• Video on Demand: Netflix, Hulu ...



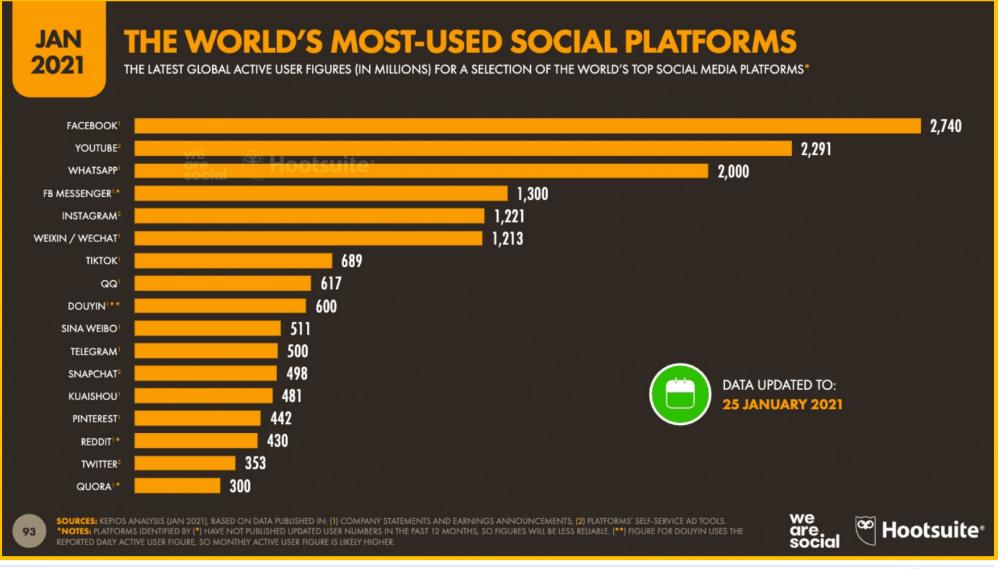
- Technology companies : Google, Yahoo, YouTube, Apple TV ...
- Social media platforms: Facebook, Twitter, Whatsapp, Instagram ...

Other opportunities within the media industry ... Whatsapp



Social Media

The biggest online platforms have user data bases that far exceed the population of the world's biggest countries



Use of social media for news

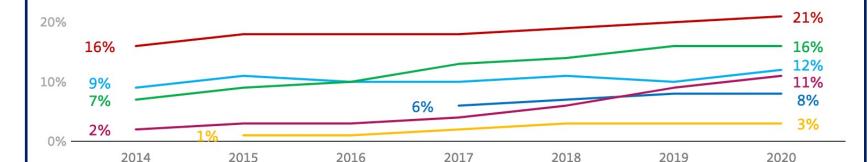
PROPORTION THAT USED EACH SOCIAL NETWORK FOR NEWS IN THE LAST WEEK (2014-20)







30%



Q12b. Which, if any, of the following have you used in the last week for news?

Base: Total 2014–19 sample across 12 countries≈ 24000 (~19000 in 2014). Note: From 2015–20 the 12 countries included are UK, USA, Germany, France, Spain, Italy, Ireland, Denmark, Finland, Japan, Australia and Brazil. In 2014, we did not poll in Australia or Ireland.





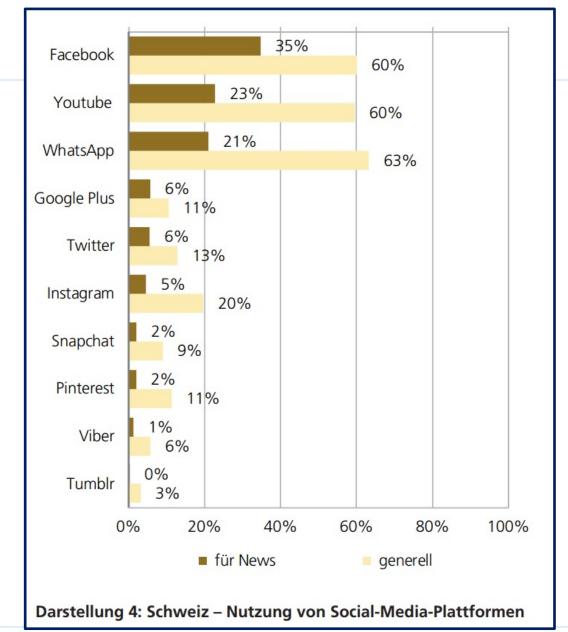
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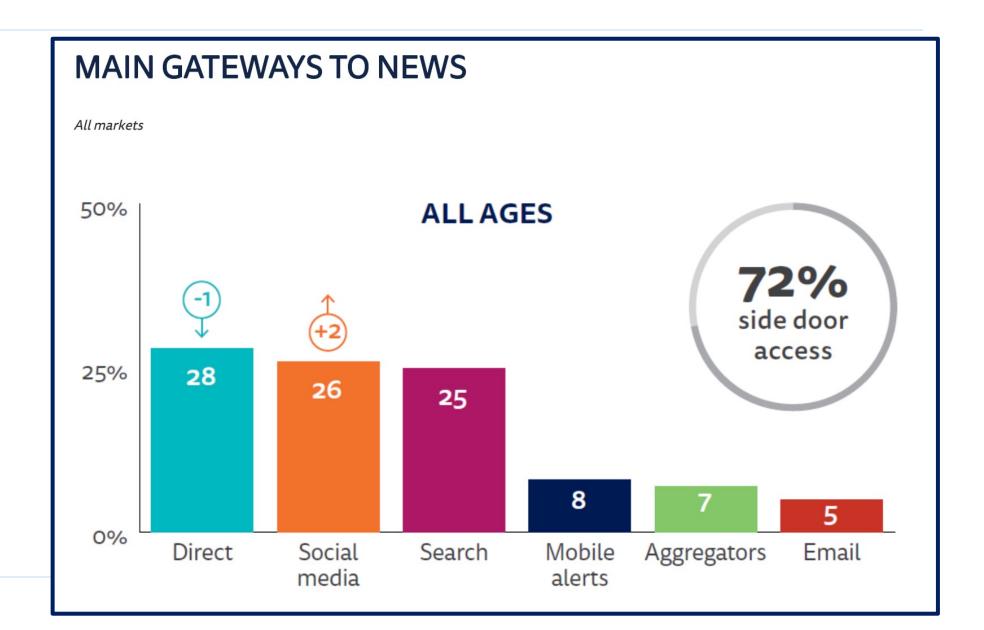




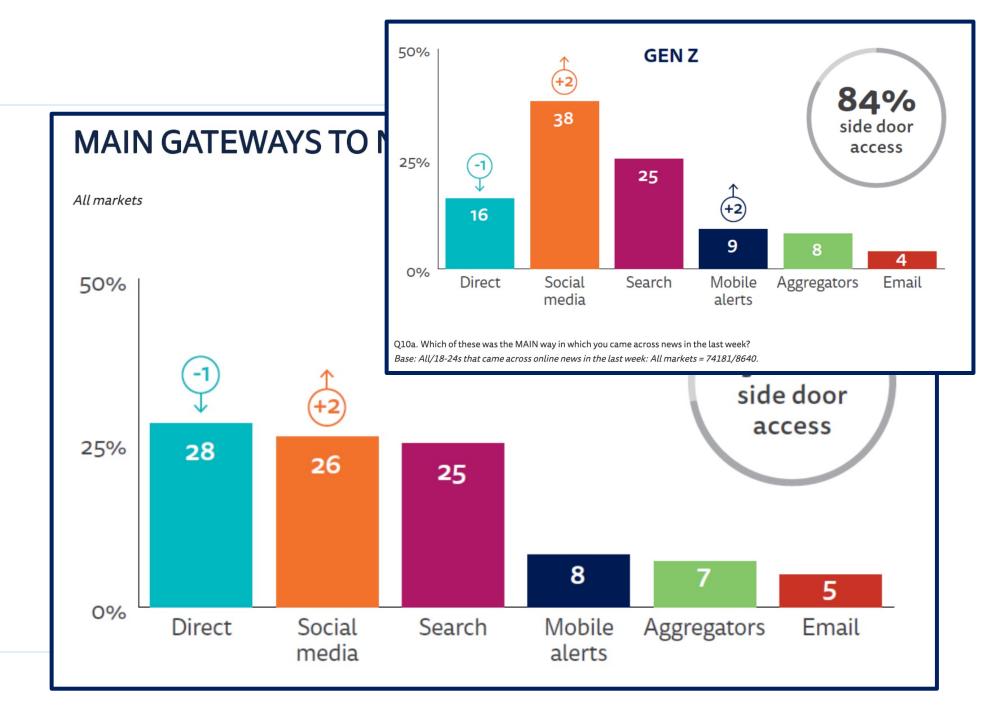
Use of social media for news in **SWITZERLAND**



Use of social media for news

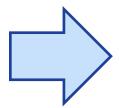


Use of social media for news



New opportunities for CORPORATIONS

- Going beyond corporate publishing, disclosing branded content on their platforms or on third party channels
- Creating and sharing their digital content on corporate WebTV, YouTube channels,
 Facebook Fan pages, Twitter or branded blogs
- They bypass traditional media, directly competing with them for audience attention



Corporate brands become media themselves

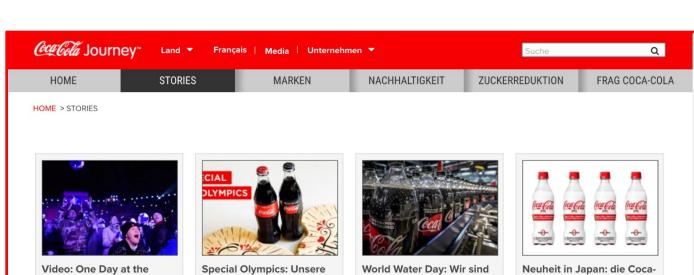


New opportunities for Corporations

Coca Cola 2011







Herzen für Team Switzerland

Special Olympics

Angelo Co...

Um die Magie der Special

Olympics zu verstehen, muss

Deshalb haben wir unseren VJ

Coke City Guide: Da trifft

man sie selbst erlebt haben.

Die Herzen aus aller Welt fliegen den mehr als 3'000 Athletinnen und Athleten aus 107 Ländern zu, die derzeit an den Spe...



auf 1.53-Kurs! Coca-Cola senkt in der Schweiz

systematisch die Wasserratio oder einfacher ausgedrückt: Wir brauchen Jahr für Jahr wen...



Special Olympics: Sie bringt uns in Stimmung

Cola mit einem Plus

Coca-Cola Japan ergänzt mit dem neuen Coca-Cola Plus sein Portfolio der funktionellen Getränke (engl. Foo...



5by20: Jeder Tag ist Weltfrauentag



New opportunities for Corporations

Red Bull Media House

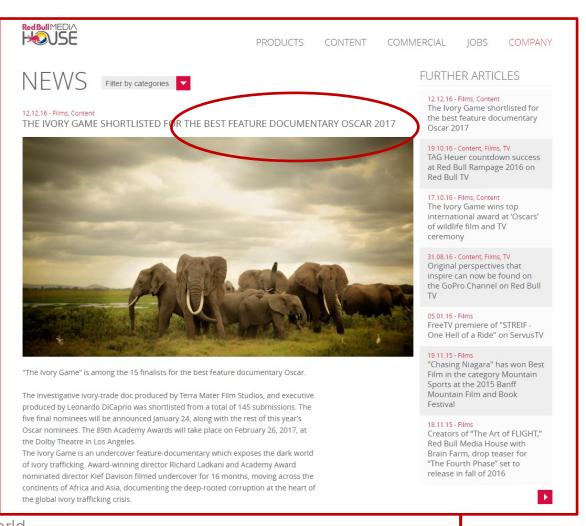


OUR PORTFOLIO

PARTNERSH

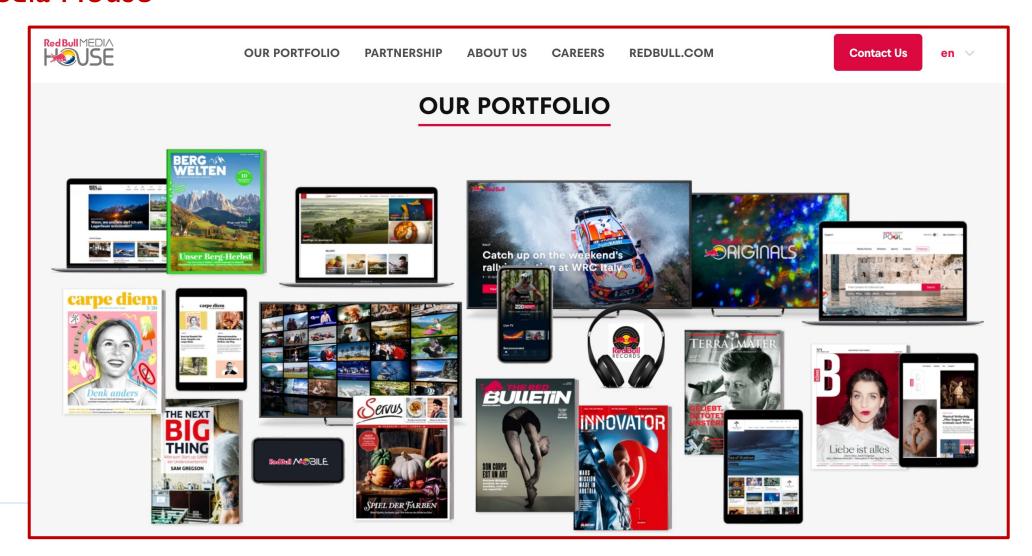
Red Bull Media House is an award-winning, globally distribution multi-platform media company on a mission to inspire with the ordinary' stories - both direct-to-consumer and through partnerships.

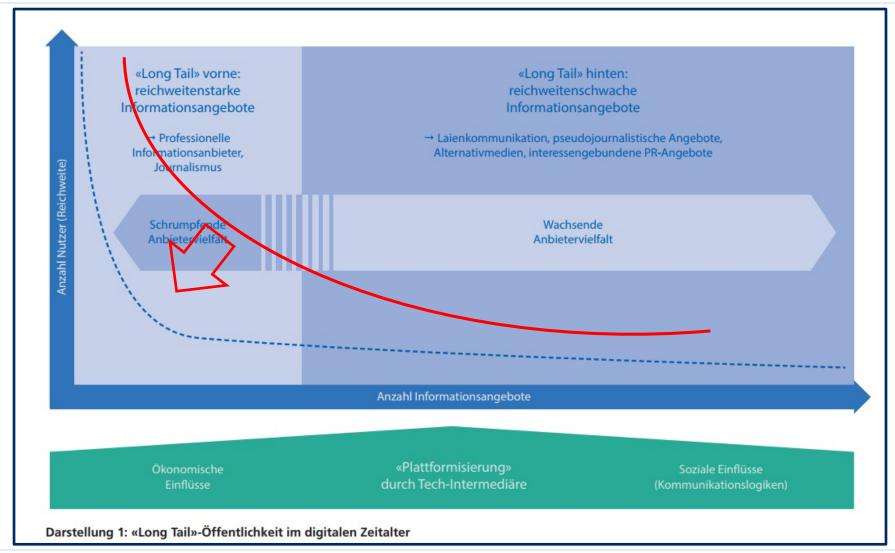
With a focus on sports, culture and lifestyle content, Red Bull Media Ho wide range of premium media products across TV, mobile, digital, audi print. Red Bull Media House produces and licenses a broad selection of broadcast events, compelling and inspirational local storytelling with o and long-form programming as well as feature films from around the world.



New opportunities for Corporations

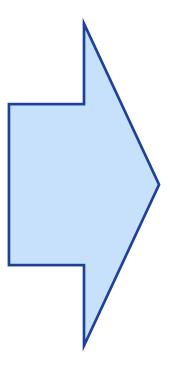
Red Bull Media House





THREATS

- Fragmentation of audiences, disruption of business models
- New competitors:
 - New pure players
 - Technology companies
 - Multinational corporations
- Fake news sites
- Ad-Blockers



EFFECTS

- Cost cutting measures
- Sponsored content, native advertising
- Collaboration with social media networks



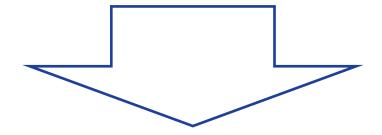
- Decrease in quality content
- Loss of credibility / trust





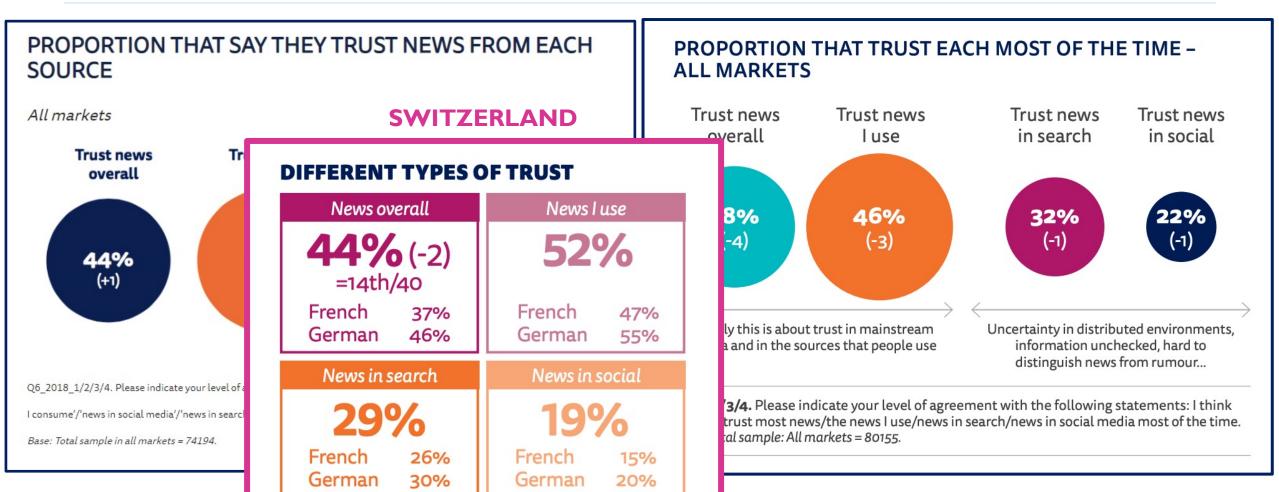
EFFECTS

- Cost cutting measures
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Willingness to pay

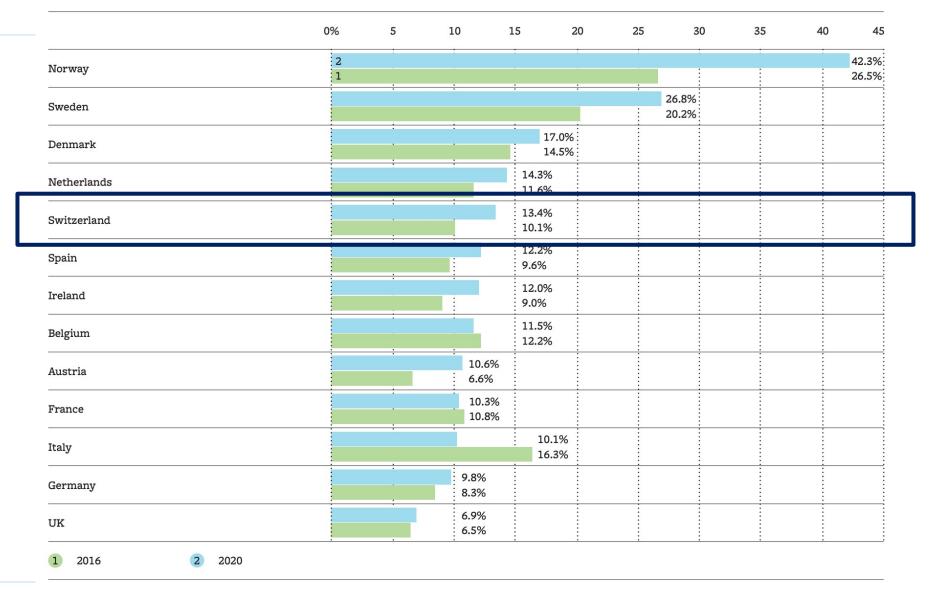


Figure 11: Development of willingness to pay for online news in the international comparison

Social media ad spend to surpass print for first time

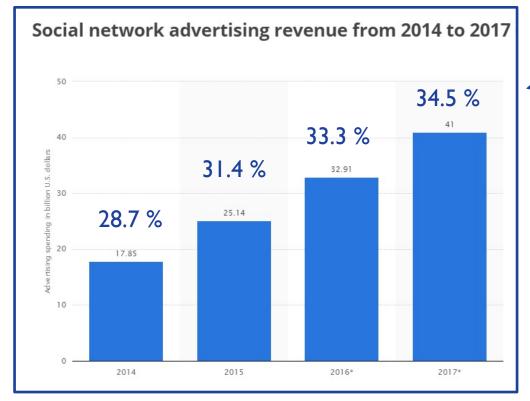
Social media will own 13% of global ad spend in 2019, according to a Zenith forecast.

Amy Gesenhues on October 14, 2019 at 2:27 pm

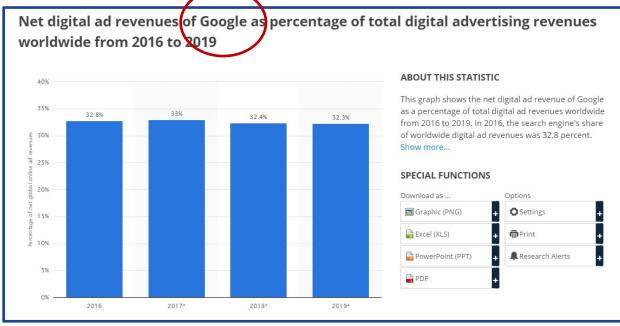
Zenith, a media agency owned by Publicis Media, <u>predicts</u> global social media ad spend will grow 20% this year, reaching \$84 billion. According to Zenith's data, social media advertising will account for 13% of total global ad spend and rank as the third-largest advertising channel, behind TV and paid search.

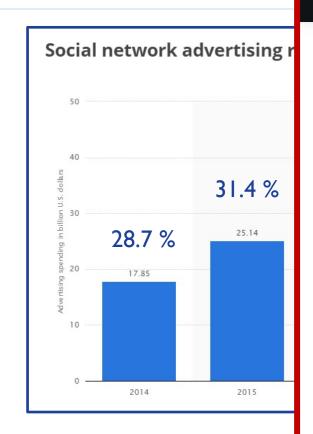
2019 will be the first year that social media ad spend outperforms print ad spend, says Zenith, with newspaper and magazine ads generating less than \$69 billion this year.





Share of social media advertising expenditure as % of digital advertising WW





MARKETING DIVE Deep Dive Library Events Topics > BRIEF

Amazon ad revenue jumps 51% to \$5.4B as marketers eye online shoppers



Courtesy of Amazon

AUTHOR Robert Williams

PUBLISHED Oct. 30, 2020

Dive Brief:

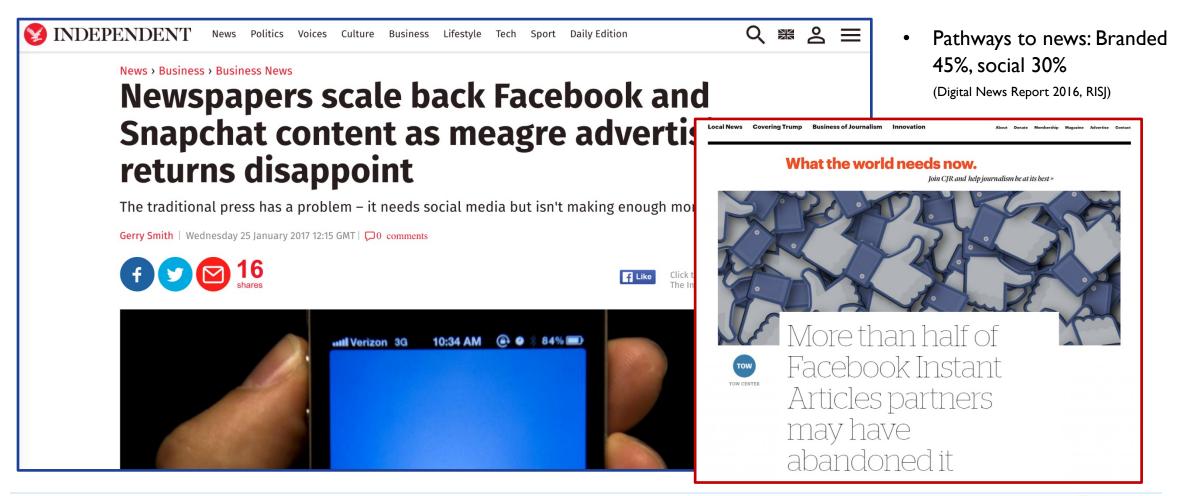
• Amazon's advertising revenue rose 51% to \$5.4 billion in Q3 from a year earlier as marketers sought to reach the e-commerce giant's customers while they shopped online. The growth in ad sales was greater than Amazon's total revenue gain of 37% to a record \$96.1 billion, a sign that the uncoming holiday shopping season could be the higgest ever for the

g expenditure as % of

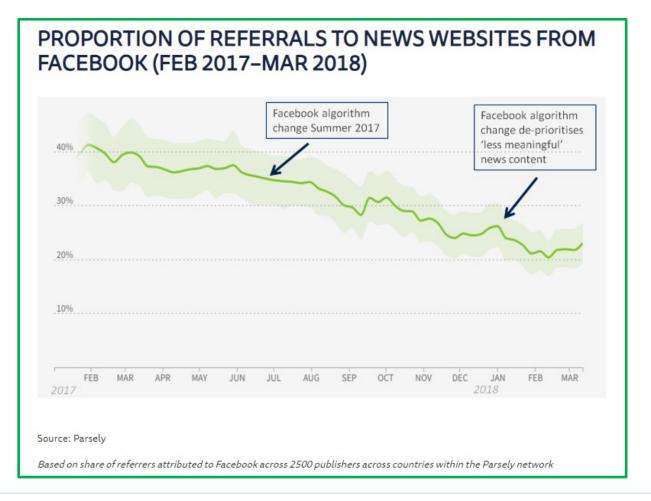




Newspapers collaborate with social media: FB Instant Articles Program



Newspapers collaborate with social media: FB Instant Articles Program



FB controls algorithm



 Newspapers collaborate with social media: Facebook goes LOCAL

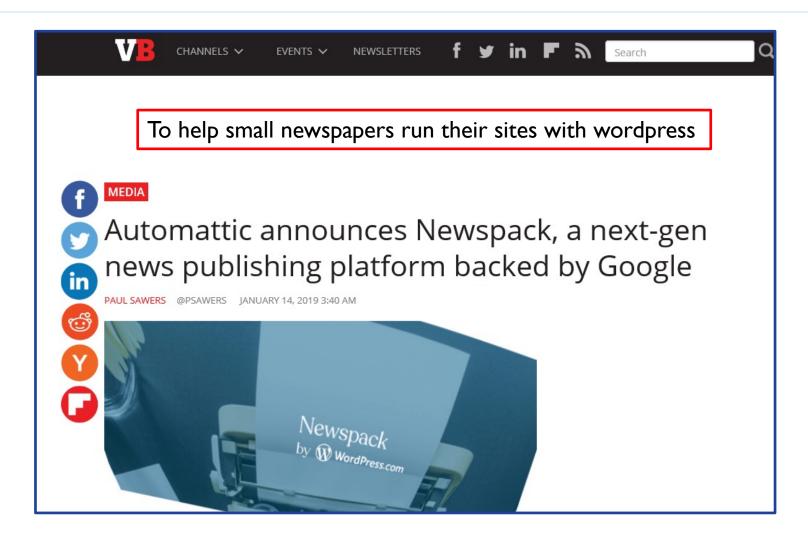
- Local news, training readers to avoid hoaxes, let news firms post their own branded content
- Still, risk of cannibalization



Newspapers collaborate with social media:

Google & Newspack

- I.2 ML from Google & 2 partners
- I ML from other institutions





- Newspapers collaborate with social media
- Google
 supports
 LOCAL
 newspapers,
 even in
 Switzerland

LE TEMPS

RUBRIQUES - EN CONTINU BLOGS VIDÉOS CHAPPATTE MULTIMÉDIA - EPAPER/PDF

Accueil > Economie > De Morges à la vallée de Joux, Google distribue ses dollars aux médias

MÉDIAS

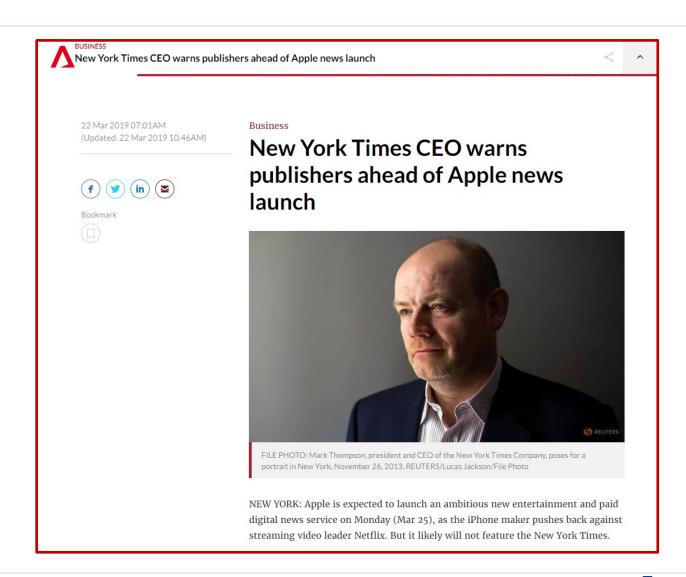
De Morges à la vallée de Joux, Google distribue ses dollars aux médias

La multinationale américaine a versé 4442 francs, soit 5000 dollars, a plusieurs journaux suisses pour les soutenir. Mais Google est aussi accusé de distribuer des cacahouètes pour éviter un débat de fond sur l'utilisation des contenus des médias



- Newspapers collaborate with social media ...
- Or maybe not?

- March 25, 2019
- Launch of Apple News, a new entertainment and paid digital news service (as response to video leader Netflix)





- Newspapers collaborate with social media ...
- Or maybe not?

- January 22, 2021
- Google threatensgovernment in Australia

Google threatens to withdraw search engine from Australia © 22 January Comments



Google has threatened to remove its search engine from Australia over the nation's attempt to make the tech giant share royalties with news publishers.

Role and responsibility of multinational technology companies

Role and responsibility of new multinational digital companies

PROFIT MARGINS OF MULTINATIONAL TECHNOLOGY COMPANIES

- Facebook Profit Margin (Quarterly): 40% for Dec. 31, 2020 (34% last year)
- Alphabet Profit Margin (Quarterly): 27% for Dec. 31, 2020 (23% last year)
- Apple Profit Margin (Quarterly): 26% for Dec. 31, 2020 (24 % last year, 1/- the average of past 5 years)





Tax avoidance

Apple ordered to pay €13bn after EU rules Ireland broke state aid laws

European commission says Apple got illegal help with tax breaks but CEO Tim Cook says ruling threatens investment in Europe





Why Apple is facing a €13bn tax bill in Ireland

Apple has warned that future investment by multinationals in Europe could be hit after it was ordered to pay a record-breaking €13bn (£11bn) in back taxes to Ireland.

The world's largest company was presented with the huge bill after the <u>European commission</u> ruled that a sweetheart tax deal between Apple and the Irish tax authorities amounted to illegal state aid.

The commission said the deal allowed <u>Apple</u> to pay a maximum tax rate of just 1%. In 2014, the tech firm paid tax at just 0.005%. The usual rate of corporation tax in Ireland is 12.5%.

A critical perspective





A critical perspective

Google / Alphabet

- EU regulation says that in order to be taxed you need to have a stable organization
- Even with 3000 employees present in the country, Google managed to prove that true value creation happens in Ireland and California, not in the UK
- Settlement with the government for a payment of Euro 170'000.- for the period 2005-2015
- Already paid 7 Billion in fines, will be fined again next week by the EU



F.T.C. Approves Facebook Fine of About \$5 Billion



The size of the penalty against Facebook underscored the rising frustration among Washington officials with how Silicon Valley giants collect, store and use people's information.

Justin Sullivan/Agence France-Presse — Getty Images

By Cecilia Kang

July 12, 2019



The Federal Trade Commission has approved a fine of roughly \$5 billion against Facebook for mishandling users' personal information, according to three people briefed on the vote, in what would be a landmark settlement that signals a newly aggressive stance by regulators toward the country's most powerful technology companies.

A critical perspective

Facebook

\$5 Billion fine approved by FTC

"The F.T.C. just gave Facebook a Christmas present five months early," Representative David Cicilline, Democrat from Rhode Island, said in a statement. "It's very disappointing that such an enormously powerful company that engaged in such serious misconduct is getting a slap on the wrist."

Senator Richard Blumenthal, Democrat of Connecticut, said in an interview that meaningful enforcement of Facebook would have included deep structural reforms. Without that, he said, "the message to the world is that, sadly, American consumer privacy protection is a hollow paper tiger, which is deeply disappointing."

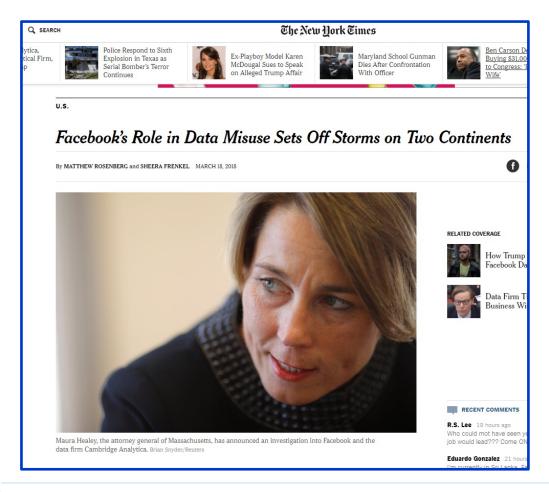
Despite all the criticism of the company, it has continued to do well financially. The social network reaped more than \$55 billion in revenue in 2018-10 times the amount of the fine approved by the commission — as the digital advertising industry has consolidated to increasingly drive dollars to a handful of tech companies.

In April, Facebook reported a <u>record first quarter of revenue of</u> nearly \$15 billion. And the company is sitting on more than \$40 billion in cash reserves.



A critical perspective

Facebook, Fake News and data privacy





ANALYSE

Coronavirus: Facebook, Amazon et Google sont des pompiers pyromanes

ANALYSE. Les géants de la technologie affirment multiplier les actions contre les «fake news» et les arnaques en tout genre concernant le coronavirus. Problème: leur modèle d'affaires est en grande partie basé sur la diffusion de telles inepties



Mark Zuckerberg. — © Amy Osborne / AFP



A critical perspective



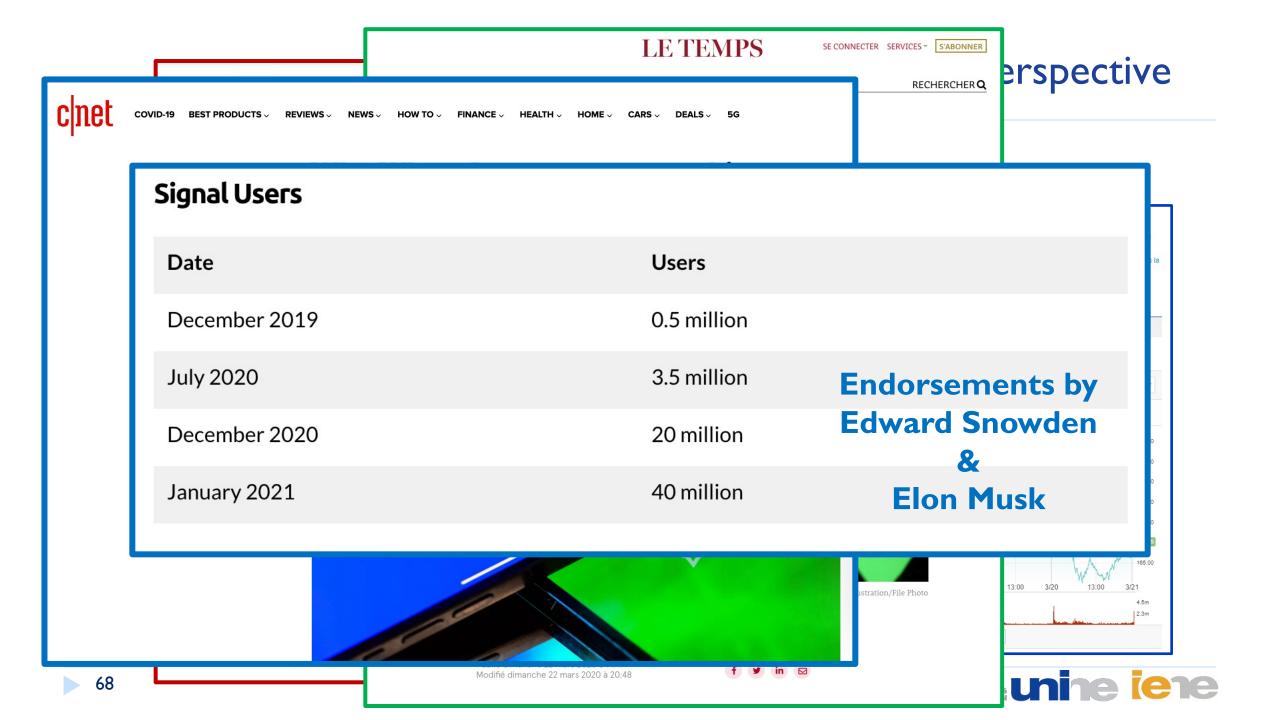
Facet



Facel

By MATTHEY

Maura Heal data firm Ca



Takeaways and outlook

- Globalization is being strongly impacted by digitalization
- Digitalization and globalization have an enormous impact on the media industry
- New competitors, digital transition difficult for traditional media
- Social media and multinational technology firms in general are dominating the scene
- Their role can **mine the pluralistic media system** as we know it, and are hardly taking responsibility.
- On the contrary **they threaten governments** that are trying to take measures that limit their power (see the Australian case)



Takeaways and outlook

Some steps

- Amazon invested and acquired the Washington Post (now profitable and hiring journalists)
- Bill and Melinda Gates Foundation is investing in Le Monde Afrique and other media projects
- Google is funding journalism and research scholarships
- Google is further financing a media innovation fund in France
- Facebook launched the Internet.org initiative + is helping news media diffuse their content



Outlook

- Media scholars point out that content taxes have also potential pitfalls
- (a) Easily passed on to consumers, and (b) if introduced only in Europe we end up subsidizing non-European users
- Regulation might be in contrast with freedom of speech and expression
- Research is needed in the field



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