



apOS ASIA PACIFIC PAY-TV OPERATORS SUMMIT

ORGANIZED BY MEDIA PARTNERS ASIA

April 22-24, 2013 | Ayana Resort, Bali

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INTRODUCTION

CONTENT KINGS & DISTRIBUTION DYNAMOS

Welcome to the fourth annual Asia Pacific Pay-TV Operators Summit (APOS), the leading regional event for a US\$50 billion ecosystem, taking in 18 markets across Asia. Our industry ended 2012 with a paying subscriber base of approximately 444 million, equivalent to 51% penetration when adjusted for multiple connections in a household.

Net new subscriber additions totaled 31 million last year. Excluding the utility-oriented and highly regulated China, new subs came in at a somewhat milder 13.4 million in 2012, taking the overall Asia ex-China subscriber base to 211 million. The growth in Southeast Asia was strong with 3.5 million new customers while India experienced something of a slowdown but still managed to add approximately 6 million new subscribers.

Three key themes stand out:

- **The emergence of local content powerhouses.** Leading pay-TV groups no longer see themselves as distribution platforms but as content powerhouses with a growth story anchored to multiple platforms including cable, satellite, IP and mobile. This is a vision that was first unveiled at the inaugural APOS in 2010 with a deeper commitment made in 2011. Today, it's a growth story destined to capture the hearts, minds and wallets of Asian consumers with Astro in Malaysia and MNC Group in Indonesia serving as the best examples of this trend.
- **Digital India.** Digitization of pay-TV distribution has started to accelerate in India, Asia's largest and most accessible pay-TV market. Foreign investment in pay-TV platforms has been allowed at 74% and affiliate fees for channel and content providers crossed US\$1 billion in 2012, even without the impact of digitalization. Digital pay-TV subs crossed 47 million in 2012 and are expected to touch 130 mil. by the end of this decade, according to MPA. Significantly, in India, pipes and content remain separate with platforms still focused solely on packaging, billing and investing in marketing, sales and digital technology, similar to cable and satellite platforms in Latin America.
- **Investor appeal.** There is significant investor demand for pay-TV and broadband assets in Asia's fast-growing consumer markets (India, Indonesia and the Philippines) and some of its most volatile (Thailand) and amongst its most mature (Taiwan and Korea). 2012 saw a significant devaluation of local currencies (against the US dollar) in India and Indonesia, which would have hurt returns for international investors. Devaluation appears to have now reached a bottom. Encouragingly, 2012 also saw three large-scale IPOs for MNC Sky Vision and Astro in Indonesia and Malaysia, both foundation anchors at APOS, along with CJ Hello Vision in Korea. More issues are expected in 2013, from Taiwan Broadband Communications through to local players in India.

As the host of this event, MPA, now in the lucky thirteenth year of incorporation, is proud to be so closely associated with the historical growth of pay television and broadband in Asia-Pacific, and is happy to be participating so fully with industry leaders and policymakers to contribute to the next phase of growth of the industry. We are deeply grateful to the 43 partners, ranging from key operators to channel brands, technology providers, industry investors and associations, which are supporting the event this year, and the 575 delegates attending this fourth edition. We at MPA are proud to serve you, the industry.

Enjoy the show!



AGENDA

DAY 0 — APRIL 22

18:30 – 20:30 Welcome Reception

Venue: Chandra Surya

Host  The Walt Disney Company

DAY 1 — APRIL 23

07:30 – 08:30 Registration & Breakfast

Venue: Ayana Ballroom Foyer

Host 

08:30 – 08:40 Welcome Address

Ir. H. Tifatul Sembiring, Minister of Communication & Information Technology, Republic of Indonesia

08:40 – 09:00 Introductory Presentation

Vivek Couto, Executive Director, Media Partners Asia

Themes

- Virtue, volume and value across Asia - key highlights
- Headline results of the APOS operator benchmarking survey

09:00 – 09:30 Keynote Session

Chase Carey, President & COO, News Corporation

Themes

- Asia in the global media portfolio
- Pay-TV ecosystems, disruptors and threats in the United States – implications for Asia
- The role of sports and local entertainment

09:30 – 10:30 Keynote Roundtable

Rohana Rozhan, CEO, Astro Malaysia Holdings

Richard Freudenstein, CEO & MD, Foxtel

Ben Pyne, President, Global Distribution, Disney Media Networks

Robert Bakish, President & CEO, Viacom International Media Networks

Themes

- Pay-TV brands in the age of online and broadband proliferation
- Width and depth – more consumers, higher yields
- Mapping out consumer needs and the role of demographics
- Product roadmaps and the five-year plan

ENTERTAINING THE WORLD.



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Sunita Rajan, Senior Vice President, BBC Advertising - Asia, sunitarajan@bbc.com





AGENDA

DAY 1 — APRIL 23

10:30 – 10:50 **Tea & Coffee**

Venue: Ayana Ballroom Foyer

Courtesy 

10:50 – 11:20 **India Abroad** Keynote session

Subhash Chandra, Chairman, Zee & Essel Group

Themes

- New momentum and strategies for India's international story
- Pivot points in Asia and Zee's local ambitions

11:20 – 11:50 **Future of the Digital Ecosystem** Keynote session

André Kudelski, Chairman & CEO, Kudelski Group

11:50 – 12:20 **Turner 3.0** Keynote session

Gerhard Zeiler, President, Turner Broadcasting System International

Themes

- The road ahead for Turner's international business – Where does Asia fit?
- Kids entertainment, local production, the TV paradigm
- Strategies for India, Indonesia, Korea and Greater China

12:20 – 13:10 **India at Home** Panel session

Sue Taylor, VP Sales, Asia Pacific, Service Provider Video Technology Group, Cisco

Rahul Johri, SVP & GM, South Asia, Discovery Networks Asia Pacific

Tony D'silva, President, Hinduja Ventures Ltd

Jagdish Kumar, MD & CEO, Hathway Cable and Datacom

Gurjeev Singh Kapoor, COO, Media Pro Enterprise India

Harit Nagpal, MD & CEO, Tata Sky Ltd

Anil Khera, CEO, Videocon d2h

Themes

- Digitalization – the next 20 million homes and beyond
- Platforms – new currency, consolidation and long-term value
- Broadcasters – recalibration, new content and channels

13:10 – 14:10 **Lunch**

Venue: Padi Restaurant

Host 



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AGENDA

DAY 1 — APRIL 23

14:10 – 14:20 **Digital Roundtable, Opening Remarks**

Dr. Giles Wilson, Head of TV Compression Business, Ericsson

14:20 – 14:50 **Digital Roundtable, Panel Discussion**

Opened by Giles Baker, SVP, Broadcast Business Group, Dolby
Bruce Tuchman, President, AMC/Sundance Channel Global
Dr. Giles Wilson, Head of TV Compression Business, Ericsson
Ward Platt, President, Asia-Pacific & The Middle East, Fox International Channels
James Meyers, Chief Development Officer, iTV Media, Founder & CEO,
T&C LLC/Alpha Media

Themes

- HD in Asia – the next five years
- The future of premium entertainment

14:50 – 15:10 **The Rise of DTH** Keynote Q&A

Romain Bausch, President & CEO, SES

Themes

- The growth potential of Asia, Latin America and the Middle East
- Growth and challenges in DTH across India and Southeast Asia
- Future of broadcasting and the role of HD, 3D and broadband satellite
- DTT as a potential disruptor

15:10 – 15:40 **DTH Roundtable – Market Leaders**

Jonathan Spink, CEO, HBO Asia
Annie Naval, COO & MD, Signal Digital TV
Muhunthan Canagey, CEO, Duo Software
Rudy Tanoesoedibjo, President Director, MNC Sky Vision

Themes

- DTH as a consumer growth proposition, key secrets of success
- The role of content, tiering and sales in customer acquisition
- New services, tools and technologies for innovation and growth

15:40 – 16:10 **DTH Panel – New Entrants, Late Movers**

Guntur S. Siboro, President Director, Aora TV
Nguyen Thanh Lam, Vice Chairman & Deputy General Director, AVG
Win Naing, Senior GM, Shwe Than Lwin Media (SkyNet)

Themes

- Defining the addressable market and demographic
- Execution and operations
- Investment horizons and the path to profitability

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AGENDA

DAY 1 — APRIL 23

16:10 – 16:30 Tea & Coffee

Venue: Ayana Ballroom Foyer

Courtesy **VIACOM** INTERNATIONAL
MEDIA NETWORKS

16:30 – 17:10 Korea at Home & Abroad Keynotes

Dr. Dongshik Byun, CEO, CJ HelloVision

Joosong Kim, CEO & Founding Member, KT Media Hub

Themes

- New levers with multi-play growth, TVing and MVNO
- The role of M&A
- New opportunities for international expansion – content & distribution

17:10 – 17:50 Japan at Home & Abroad Roundtable with presentations

Toru Kato, Director & GM, Media Business Unit, Jupiter Telecommunications

Shu Hosaka, Director, J Food & Culture TV

Themes

- New drivers of growth in Japan pay-TV
- A new era for Japanese content overseas

17:50 – 19:00 Champagne Toast

Venue: Ayana Ballroom Foyer

Host **A+E** NETWORKS

19:30 – 22:30 Evening Reception & Gala Dinner

Venue: Chandra Surya

Host **FOX** International
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22:30 – 01:00 Party at Rock Bar

Venue: Rock Bar

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AGENDA

DAY 2 — APRIL 24

08:30 – 08:50 The Future of Internet Video Presentation
Scott Cleland, President, Precursor LLC

08:50 – 09:05 The New Horizon for Media & Communication Distribution
Presentation
Michael Erickson, President & CEO, LGI China Holdings Ltd

09:05 – 09:20 Telcos, TV and Digital 3.0 Presentation
Dr. Yuan-Kuang Tu, President, Northern Taiwan Business Group, Chunghwa Telecom

09:20 – 10:10 Panel Session
Ian Chin, VP, BesTV New Media
Dr. Yuan-Kuang Tu, President, Northern Taiwan Business Group, Chunghwa Telecom
Sam Blackman, CEO, Chairman & Co-Founder, Elemental Technologies
Michael Erickson, President & CEO, LGI China Holdings Ltd
Scott Cleland, President, Precursor LLC

Q&A

Themes

- David versus Goliath
- Forget TVE, focus on the new horizon for media and communications distribution
- Telcos, TV and content

10:10 – 10:50 Growing, Retaining and Engaging Customers
Roundtable
Doug Lowther, EVP, Sales & Marketing, Irdeto
Handhi S. Kentjono, VP Director, MNC Sky Vision - Indovision
Ray Montinola, COO, SkyCable
Richard Dowling, SVP Product Services, ThinkAnalytics

Themes

- Opening new gateways to the consumer
- Managing churn, unlocking key paths to customer retention and growth
- Relevance and empowerment in the digital age

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AGENDA

DAY 2 — APRIL 24

10:50 – 11:20 **Future Perfect: The Truth About the Often Turbulent but Essential Partnership Between Content and Distribution**

Keynote session

Kevin MacLellan, President, International Television, NBCUniversal International

Themes

- Did we lose sight of the big picture?
- Have we been asking the right questions about growth in a non-linear world?
- What are the keys to influencing consumer behavior?

11:20 – 11:40 **A&E – A Bolder Destiny in Asia** Keynote Q&A

Sean Cohan, EVP, International, A+E Networks

Themes

- Control and the impact on strategy
- New brands and the future portfolio
- Production and deeper local engagement

11:40 – 12:20 **Asian Entertainment** Roundtable

Henry Tan, COO, Astro Malaysia Holdings

Todd Miller, President & COO, Celestial Tiger Entertainment

Wicky Olindo, COO, Screenplay Productions Indonesia

Ricky Ow, EVP & GM, Sony Pictures Television Networks Asia

Soo Hui, Head of Media Business Unit, StarHub

Jeremy Kung, EVP, New Media & CEO, TM Net

Rajeev Kheror, President of Strategy, International Business, Zee Entertainment

12:20 – 12:40 **India, On The Move & On Demand** Keynote session

Man Jit Singh, CEO, Multi Screen Media

12:40 – 13:10 **Roundtable**

Gaurav Gandhi, COO, IndiaCast

Vikram Chandra, Group CEO, NDTV

Nicola Bamford, Chief Content & Business Development Officer, Tata Sky

Rohit Jain, Deputy CEO, Videocon d2h

Raman Kalra, Head – Media & Entertainment, Executive Director & Partner,
Communications Sector, IBM Global Business Services, India/South Asia

13:10 – 14:00 **Lunch**

Venue: Padi Restaurant

Host





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AGENDA

DAY 2 — APRIL 24

14:00 – 14:20 **SingTel's Regional TV and Video Ambitions**

Keynote

Allen Lew, CEO, Group Digital Life & Country Chief Officer, Singapore, SingTel

Themes

- The road ahead for TV and video
- New product innovations
- New opportunity

14:20 – 14:40 **The Role of Sports in India – A New Dawn**

Keynote

Sanjay Gupta, COO, Star India

Themes

- Reinventing the role of sports from the ground up
- The role of TV and digitalization

14:40 – 15:50 **Going for Gold: The Sports Equation**

Face-off and roundtable discussion

The Operators

Janice Lee, MD, TV & New Media, PCCW

Goh Seow Eng MD, Television, SingTel

Agents

Chris Guinness, SVP, Head of IMG Media, Asia Pacific

Andrea Radrizzani, Group CEO, MP & Silva

Broadcasters & Online Platforms

Arne Rees, VP, International Digital Media, ESPN International

Peter Hutton, SVP, Sports, Fox International Channels

Rik Dovey, CEO & Representative Director, Fox Sports Japan

Arjan Hoekstra, MD, Eurosport Asia Pacific

Themes

- New ways to engage consumers and grow local sports in key markets
- Unlocking a new cycle of value across TV channels and platforms

15:50 – 16:10 **Energy Recharge**

Venue: Ayana Ballroom Foyer

Courtesy



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AGENDA

DAY 2 — APRIL 24

16:10 – 16:30 **Production and Brands in Pay-TV**

David Haslingden, CEO, NHNZ

Themes

- A new birth in Asia

16:30 – 17:30 **Media & Money, The Next Drivers of Value in Asia** Finale Session

Opening Shots

Gregory Thiery, MD, Head of Asia-Pacific Media & Communications, Morgan Stanley

Neel Laungani, Regional Head - Asia TMT Group, Standard Chartered Bank

Keynote Perspectives

Brahmal Vasudevan, Founder & CEO, Creador

Hary Tanoesoedibjo, CEO, MNC Group

Adam Chesnoff, President & COO, Saban Capital Group

Andy Kaplan, President, Worldwide Networks, Sony Pictures Television

17:30 – 18:50 **Champagne Toast**

Venue: Ayana Ballroom Foyer

Host



19:30 – 22:30 **Closing Finale**

Venue: Champa Garden

Host



22:30 – 01:00 **Celebration Party**

Venue: Rock Bar

Host





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DAY 1 — SPEAKERS



Ir. H. Tifatul Sembiring

Minister of Communication & Information Technology,
Republic of Indonesia

Minister Ir. H. Tifatul Sembiring is Indonesia's minister of communications and information technology, a post he has held since 2009. He is a graduate of the Management of Information Technology and Computers College in Jakarta, Indonesia, as well as the International Politics Centre For Strategic Asian Studies in Islamabad, Pakistan. In 1982, he worked at the State Electricity Company Center for Load Distribution in Java, Bali and Madura. Since 1989, he has been on the board of directors in Asaduddin Press, Jakarta. The highlight of his political career was when he became president of the Justice Prosperous Party from 2005 to 2010. These experiences made him the top pick to head the Ministry of Communication and Information Technology (MCIT).

Established in 2005, Indonesia's Ministry of Communication and Information Technology was set up to regulate and facilitate the development of the country's information, communications and technology sectors. Its responsibilities include enhancing the capacity of information services, improving communication coverage and IT infrastructure, encouraging cooperation and partnerships across the industry, and equipping Indonesia's workforce with communications and IT skills.



Chase Carey

President & COO, News Corporation

Chase Carey is the president and COO of News Corporation, a position he has held since July 2009. In this role, he oversees diversified global operations spanning six continents, including the production and distribution of film and television programming, television, satellite and cable broadcasting, newspaper and book publishing and digital media. He also sits on the company's board of directors. Previously, Chase was president and CEO of DirectTV, where he led the operations and strategic directions of the DirectTV companies including the ones in the US and Latin America. He was elected to the position in 2003 by the company's board of directors. He also served on the DirectTV Group board of directors. Prior to joining DirectTV, Chase was co-COO of News Corporation and chairman and CEO of the Fox Television Group. He was instrumental in managing the operations and strategy of the company's worldwide television business that encompasses the Fox network, television stations, cable programming group, and News Corporation's international satellite operations. He is a graduate of Colgate University where he is a trustee emeritus, and Harvard Business School.

News Corporation is a diversified global media company with operations in six industry segments: cable network programming, filmed entertainment, television, direct broadcast satellite television, publishing and other. The activities of News Corporation are conducted principally in the United States, Continental Europe, the United Kingdom, Australia, Asia and Latin America. As of December 31, 2012, News Corporation had total assets of approximately US\$63 billion and total annual revenues of approximately US\$34 billion.

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DAY 1 — SPEAKERS



Rohana Rozhan

CEO, Astro Malaysia Holdings

Rohana Rozhan is the CEO of Astro, a position she has held since 2006. Prior to her appointment as CEO, Rohana was the Group's CFO and was instrumental to Astro's listing in 2003. Under her leadership, Astro has delivered Malaysia's first HD and 3D pay-TV services, first freemium service through NJOI, plus IPTV, DVR and on-the-go services. Before joining Astro, Rohana was with Unilever for nine years, both in the UK and Malaysia, where she gained substantial financial and business management experience in FMCG. Rohana holds a bachelor's degree in accounting and economics from the University of Kent in Canterbury, UK. She is a member of the Chartered Institute of Cost & Management Accountants in the UK and the Malaysian Institute of Accountants. She has also been a member of the Malaysian Association of Corporate Treasurers since 1997. Rohana completed Harvard Business School's advanced management program in 2006.

Astro Malaysia Holdings Bhd is Malaysia's leading consumer media entertainment group with operations in four key businesses: pay-TV, radio, content and digital. Launched in 1996, Astro today has 50% penetration of TV homes in Malaysia or 3.2 million customers, making it a key pay-TV operator in Southeast Asia. Astro broadcasts 170 channels, of which 28 are in HD. Astro is a leading-edge innovator with its introduction of HD, 3D, PVR and NJOI, the first subscription-free satellite service in Malaysia, and also VOD, OTT and IPTV services. It is the leading aggregator, creator and distributor of original multi-language content of various genres across multiple channels. Its radio network – both terrestrial and digital – covers all key languages, cumulatively reaching 12 million listeners a week and is ranked among the top ten stations in the country. Its digital arm is involved in digital publishing, applications and platforms, as well as the publication of entertainment and lifestyle magazines locally.



Richard Freudenstein

CEO & MD, Foxtel

Richard Freudenstein was appointed CEO and MD of Foxtel in December 2011. He was formerly the CEO of News Digital Media (the digital division of News Ltd) and CEO of The Australian newspaper. In his time there, he led their transformation to become one of Australia's biggest and most innovative digital businesses. Prior to News Digital Media, Richard worked at BSkyB for seven years, including six years as COO. He led BSkyB's multibillion-dollar premiership soccer and Hollywood movie negotiations, as well as the launch of Sky+, BSkyB's HD services, and the launch of Sky's broadband and mobile products. He was also responsible for BSkyB's call center and its 7,000 staff, and was chairman of the British Royal Television Society. Before BSkyB, Richard worked in a number of senior roles at Foxtel in Australia during the launch of the Foxtel service. Richard is a director of Real Estate Group Ltd, Foxtel, Astra, MCN and The Bell Shakespeare Company.

Foxtel delivers a diverse subscription television service to 2.3 million subscribing homes in both regional and metropolitan areas of Australia over cable, satellite and broadband distribution. The company employs around 2,500 people. It delivers programming across all genres, provides the world's most popular channel brands and invests in high-quality local content. The company's recent innovations include the iQ personal digital recorder, Australia's largest HD offering, Foxtel 3D, and more recently, the Foxtel Go App for tablets and other mobile devices.

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DAY 1 — SPEAKERS



Ben Pyne

President, Global Distribution, Disney Media Networks

Ben Pyne is president for global distribution at Disney Media Networks. Promoted to this role in June 2007, he has chief responsibility for the international distribution and sales of the entertainment and news content produced by The Walt Disney Company. Prior to this post, Ben served as president for Disney & ESPN Networks Affiliate Sales and Marketing, a role he was promoted to in October 2005. He previously served as executive vice president, Disney and ESPN Affiliate Sales and Marketing, from June 2004 through September 2005 and worked closely with Sean Bratches on the successful integration of the ESPN and ABC Cable Networks Group sales teams. Under his guidance, Disney Channel transitioned from a pay cable service to an expanded basic service, growing from 6.5 million U.S. subscribers in 1992 when he joined, to the more than 94 million subscribers today. Ben has a bachelor of arts degree from Princeton University and an MBA from Harvard Business School. He currently resides in New York City with his wife and two sons.

The Walt Disney Company, together with its subsidiaries and affiliates, is a leading diversified international family entertainment and media enterprise with five business segments: media networks, parks and resorts, studio entertainment, interactive media and consumer products. Disney is a Dow 30 company with revenues of nearly US\$42.2 billion in its most recent fiscal year.



Robert Bakish

President & CEO, Viacom International Media Networks

Robert Bakish is president and CEO of Viacom International Media Networks (VIMN), a role he assumed in January 2011. Robert is responsible for all Viacom media networks and associated businesses outside the United States, including those operating under the multimedia entertainment brands of MTV, Nickelodeon, Comedy Central, BET, Paramount Channel, VIVA, TMF (The Music Factory) and Game One. He is also responsible for Viacom's US Hispanic service Tr3s: MTV, Música y Más. In addition, he has oversight of all of Viacom's international TV-related joint ventures, including Viacom18 in India and ViacomSBS in Korea, as well as channel ventures with BSkyB in the UK, Foxtel in Australia and Telecom Italia in Italy. Previously, he was president of MTV Networks International, where he led the business through strong double-digit, year-on-year growth since his appointment in January 2007. Prior to that, he held a series of corporate, sales and development roles at both Viacom Inc. and Viacom's MTV Networks division. Robert holds an MBA from Columbia University's Graduate School of Business and a bachelor's degree in operations research from Columbia's School of Engineering and Applied Science.

Viacom International Media Networks (VIMN), a unit of Viacom Inc. comprises many of the world's most popular multimedia entertainment brands that are seen globally in nearly 700 million households, in approximately 170 territories and 37 languages. In Asia, VIMN operates 12 television channels that offer music, kids, comedy and family programming through its brands like MTV, MTV Live, Nickelodeon, Nick Jr. and Comedy Central, via 24-hour feeds.

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DAY 1 — SPEAKERS



Subhash Chandra

Chairman, Zee & Essel Group

Subhash Chandra is the Chairman of Zee Entertainment Enterprises Ltd and the Essel Group of Companies. He launched India's first satellite Hindi channel Zee TV in 1992, and soon followed up with the country's first private news channel, Zee News. His broad bouquet of businesses includes television networks (Zee), a newspaper chain (DNA), cable TV (Wire and Wireless Ltd), DTH satellite (Dish TV), satellite communications (Agrani and Procall), theme parks (EsselWorld and Water Kingdom), online gaming (Playwin), education (Zee Learn), flexible packaging (Essel Propack), infrastructure development (Essel Infraprojects Ltd) and family entertainment centers (Fun Cinemas). Subhash has similarly made his mark as a philanthropist, with a focus on education and eradicating illiteracy in rural India. He is also the founder chairman of Global Foundation for Civilization Harmony (India) (GFCH), an initiative for conflict avoidance and a partner of the United Nations Alliance of Civilization (UNAOC).

Zee Entertainment Enterprises Ltd is one of India's leading television media and entertainment companies. It is among the largest producers and aggregators of Hindi programming in the world, with an extensive library housing over 100,000 hours of television content. With rights to more than 3,000 movie titles, Zee houses the world's largest Hindi film library. Through its strong presence worldwide, Zee entertains over 670 million viewers across 168 countries. Zee and its affiliate companies have leading presence across the media value chain, including television broadcasting, cable distribution, DTH satellite services, digital media, multiplexes, amusement parks and print media among others.



André Kudelski

Chairman & CEO, Kudelski Group

André Kudelski has been chairman and CEO of the Kudelski Group since 1991. He started his career in 1984 as a research and development engineer at Kudelski and then became MD of Nagravisision, the pay-TV division of Kudelski in 1989 to 1991. André is also chairman of Nagra Plus, a Kudelski and Canal+ joint venture, vice chairman of the Swiss-American Chamber of Commerce and of Aéroport International de Genève, a member of the board of directors of Nestlé, Edipresse, Dassault Systèmes and HSBC Private Banking Holdings (Suisse). He holds a master's degree in physical engineering from the Federal Institute of Technology, Lausanne.

Nagra, the digital TV division of the Kudelski Group, provides security and multiscreen user experience solutions for the monetization of digital media. The company offers content providers and DTV operators worldwide secure, open, integrated platforms and applications over broadcast, broadband and mobile platforms, enabling compelling and personalized viewing experiences.



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DAY 1 — SPEAKERS



Gerhard Zeiler

President, Turner Broadcasting System International

As president of Turner Broadcasting System International, Gerhard Zeiler has executive oversight for all entertainment and kids networks and media services offered by the company to markets outside of North America, the distribution and commercial operations of CNN's international services, all of Turner's international joint ventures and all licensing and merchandising activity. Before joining Turner, Gerhard was CEO of RTL Group, Europe's largest television production and broadcast company, from March 2003 to April 2012. Under his leadership, RTL expanded its international television footprint across Western Europe and into Croatia, brought the hit shows American Idol and America's Got Talent to the U.S. He also grew RTL's holdings to 41 channels and 34 radio stations in ten countries. Gerhard is the first non-American to receive the prestigious Brandon Tartikoff Legacy Award from NATPE. In 2004, he was named Media Personality of the Year at MIPCOM in Cannes.

Turner Broadcasting System International, a Time Warner company, operates versions of core Turner Broadcasting System (TBS) brands including CNN, TNT, Cartoon Network and Turner Classic Movies, as well as country- and region-specific networks and businesses. In recent years, Turner Broadcasting has doubled its scale in Latin America, forged strategic media partnerships in Japan and Korea, expanded in the Nordic region and Chile and teamed with Warner Bros. and HBO to leverage Time Warner's global reach. Currently, Turner Broadcasting operates more than 130 channels in more than 30 languages in some 200 countries around the world. In the Asia-Pacific region, Turner is a leader in the television and media business, offering a total of 26 channels in nine languages reaching hundreds of millions of viewers in 23 countries. Turner's brands in the region include CNN International, CNNj, HLN, Cartoon Network, Cartoonito, Boomerang, Pogo, Toonami, TCM, truTV, WB, QTV, MondoTV and Tabi Channel.



Sue Taylor

VP Sales, Asia Pacific, Service Provider Video Technology Group, Cisco

Sue Taylor is Asia-Pacific vice president of sales for Cisco's Service Provider Video Technology Group (SPVTG). She is responsible for the overall SPVTG sales strategy and operations in Asia-Pacific, continuing her former NDS role. The group delivers digital video systems, cable access, connected home solutions and IP video solutions to service providers globally. Sue brings more than 25 years of software sales and management experience to Cisco. During her 17 years with NDS in Asia-Pacific, she grew the business from one office to over eight offices across the region, setting up and managing over 460 staff in the research and development, delivery, support and sales functions. During this period, Asia-Pacific became the fastest-growing region for NDS, accounting for over a third of the company's revenues. Before joining NDS, Sue held senior positions at Apple and Next Computing.

Cisco designs and sells innovative networking solutions related to the information and communications technology (ICT) industry and provides services associated with these products and their use. Cisco works with a network of suppliers and partners to manufacture its equipment. Founded in 1984, Cisco has pioneered the development of Internet Protocol (IP)-based networking technologies. Its products include routing, switching, and other network-based technologies, such as application networking services, collaboration, home networking, security, storage area networking, TelePresence systems, unified communications, unified computing, video systems and wireless. Cisco India commenced operations in 1995, and has seven sales offices in the region: New Dehli, Mumbai, Bangalore, Chennai, Pune, Kolkata, and Hyderabad. The Cisco Global Development Center is in Bangalore and is the largest outside the US.

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DAY 1 — SPEAKERS



Rahul Johri

SVP & GM, South Asia, Discovery Networks Asia Pacific

As SVP & GM, Rahul Johri leads Discovery's South Asia operations and manages overall growth strategy of Discovery Networks Asia Pacific's (DNAP's) portfolio, which includes eight brands in the region. He is also responsible for revenue generation, portfolio expansion, affiliate partnerships, viewership, content creation and talent management. Rahul joined Discovery in 2001 as VP for Ad Sales and helped create a diverse and strong portfolio of channels in India. In 2008, he became SVP & GM for South Asia. Under his leadership, DNAP's portfolio has grown from three to eight networks in South Asia. Aiming to broaden the networks' penetration, he pioneered a localization strategy and launched multiple language feeds across brands. His recent initiative is the India launch of Discovery Kids, which targets over 370 million children in the country. In 2012, Rahul was conferred the Media Professional of the Year award by the World Brand Congress, and in January 2013, he was named CEO of the Year at the Broadcasting Industry Awards.

Discovery Networks Asia-Pacific (DNAP) is a leading provider of non-fiction entertainment with eight content channels in South Asia, including Discovery Channel, Animal Planet, TLC, Discovery Science, Discovery Turbo, Discovery HD World, Discovery Channel Tamil and Discovery Kids. Telecast in five different languages, Discovery networks are available in over 180 million cumulative households. Headquartered in New Delhi, the company has offices in four cities in India: Bangalore, Chennai, Mumbai and New Delhi. Discovery launched its India operations in 1995.



Tony D'silva

President, Hinduja Ventures Ltd

Tony D'silva was appointed president of Hinduja Ventures Ltd with the mandate to lead and implement the head-end in the sky (HITS) project of the company, which has applied for a license from India's Ministry of Information & Broadcasting (MIB). Prior to taking up this position, he was the group CEO of Sun Network and led the company's businesses such as the Sun TV channels, Sun Direct DTH, Sun Business Solution and Sun Distribution. Before that, he was the CEO of Sun Direct DTH, which he set up from scratch. He has also served as the executive vice president of Star TV, president of Zee Internal Business and CEO of Modi Entertainment.

The Hinduja Group is a multi-billion dollar global investment and banking group with a diversified global portfolio of holdings across the manufacturing services and banking sectors. The Group, founded by Shri P.D. Hinduja in 1914, has activities across three core areas: investment banking, international trading and global investments. Under global investments, the company has media ventures such as cable TV and broadband operator IndusInd Media & Communications Ltd (Incable). The Hinduja Group employs over 50,000 personnel and also supports charitable and philanthropic activities across the world through the Hinduja Foundation.



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DAY 1 — SPEAKERS



Jagdish Kumar

MD & CEO, Hathway Cable and Datacom

As the MD and CEO of Hathway Cable and Datacom, Jagdish Kumar will play a key role in guiding Hathway through the critical digitization phases of India's cable TV industry. Jagdish brings to his current role 25 years of experience in every aspect of the broadcast and distribution space, serving in numerous leadership positions with companies such as Reliance Industries Ltd, Star TV and ITC Ltd. At Reliance, where he worked before Hathway, he was president of media and entertainment, part of a project team set up to launch high-speed broadband services (including 4G) across India. He was responsible for devising content plans and forging relationships with content providers for film, TV, music, gaming and new media. At Star TV, Jagdish was involved in several aspects of the business, including content, distribution, marketing, broadcast infrastructure, digital platforms, business development and finance. He also represented Star TV's interests in Hathway as a director on the board.

Hathway Cable and Datacom Ltd is one of the largest cable TV services companies in India and is also the largest cable broadband and digital cable service provider in the country. Hathway is a public limited company with shareholders that include the R. Raheja Group and Providence PE. Hathway and its associate companies provide cable TV across 140 cities and broadband services in 20 cities. Hathway is equipped with a cable compression plant, high-end data centers and a fiber coaxial network of several thousand kilometers. The company passes about 9 million analog cable homes, 3.5 million digital cable homes and about 1.6 million broadband homes. It has an A- credit rating by Fitch, the leading rating agency in India. Hathway has recently launched HD services in principal cities bundled with its broadband products. Hathway has been recognized as the best MSO in India by the Indian Telly Awards, eight times from 2002 to 2011.



Gurjeev Singh Kapoor

COO, Media Pro Enterprise India

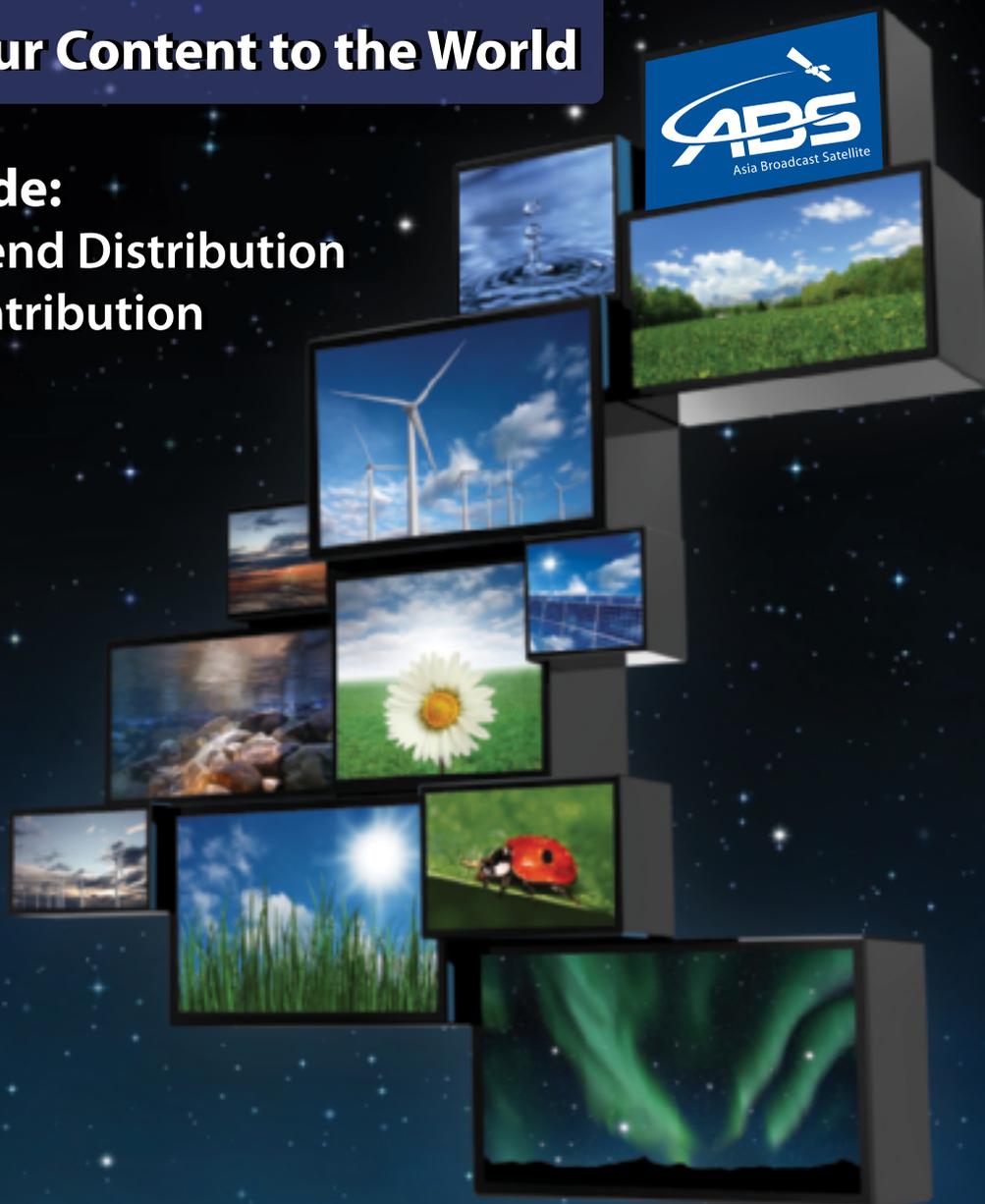
Gurjeev Singh Kapoor is the COO of Media Pro Enterprise India Private Ltd and is based in Mumbai. A cable and broadcasting industry veteran with more than 18 years in the trade, Gurjeev's career includes a stint with ESPN Star Sports at various capacities, handling the sales, marketing and distribution of the channel in South Asian countries. He joined Star Den Media Services as CEO in 2008, and joined Media Pro in 2011. Gurjeev holds a bachelor's degree in mechanical engineering from the Delhi College of Engineering, and a master's degree in business management from Delhi University.

Media Pro Enterprise India Private Ltd, a joint venture between Star DEN Media Services and Zee Turner, jointly aggregates and distributes channels licensed to both companies. Star DEN is a 50:50 joint venture between Star India and DEN Networks, while Zee Turner is a 74:26 joint venture between Zee Entertainment and Turner International Pvt. Ltd. Media Pro aims to improve transparency by speeding up digitalization, resulting in more value for all stakeholders.

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DAY 1 — SPEAKERS



Harit Nagpal

MD & CEO, Tata Sky Ltd

Harit Nagpal is the managing director & CEO of Tata Sky Ltd, a joint venture of the Tata Group, News Corporation and Temasek. He is also the president of the DTH Operators Association of India. Before joining Tata Sky in August 2010, he was the group marketing director of Vodafone, based at the company's global headquarters in London. In addition to his nine years with Vodafone in India and the U.K., the 26 years of his professional career also include leadership roles in sales, exports, operations and marketing for companies like Shoppers Stop, Pepsi, Marico and Lakme. Harit followed his chemical engineering degree with an MBA from FMS in Delhi, which he completed in 1985.

Tata Sky is a DTH joint venture between the Tata Group and Star. It offers its customers a comprehensive multi-genre and multi-language content lineup, alongside multilingual 24x7 customer service call centers across the country. Tata Sky was the first Indian DTH company to launch PVRs and interactive services. Its recently launched VOD service provides access to catch-up TV and movies and concerts for download via broadband to customers' 500 GB HD PVRs. Tata Sky was rated the No. 1 DTH brand by the Indian Economic Times 2012 Brand Equity survey, and Tata Sky + HD was rated Product of the Year 2013 in the DTH category. The company covers 16,000 towns with a subscriber base of over 10.5 million connections.

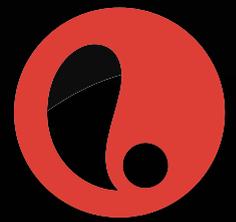


Anil Khera

CEO, Videocon d2h

Anil Khera began his career with the Videocon Group in 1985, taking up managerial and leadership roles in the group's sales and marketing teams over a span of 30 years. As the CEO of Videocon d2h, Anil heads the first service company of the Videocon Group, which prior to d2h was primarily a consumer electronics player. As the last entrant to India's DTH market, Videocon d2h leverages regional content and HD functionality to drive growth. Today, Videocon d2h boasts 6.62 million subscribers with a 13% market share of gross DTH subs as of September 2012.

Videocon d2h is the fastest-growing DTH service provider in India supporting MPEG-4 and DVB-S2 technology. The company distributes multiple television channels and allied video and audio services to subscribers as part of its DTH services. As of September 30, 2012, the company carried over 400 national and international channels and services, including 22 HD channels and 41 audio and video active music channel services. Videocon d2h commenced DTH operations in July 2009.



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Reality

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Reality

Dance Moms



Drama

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Drama

DAY 1 — SPEAKERS



Dr. Giles Wilson

Head of TV Compression Business, Ericsson

As head of Ericsson's TV compression business, Dr. Giles Wilson oversees the strategy, vision and development of the company's industry-leading compression technology portfolio to ensure that it is able to meet the content acquisition, exchange and delivery requirements of broadcasters and operators around the world. Dr. Wilson has played a pioneering role in the company's 20-year heritage of creating next-generation compression solutions. He has been instrumental in developing the technology architectures and solutions for many of today's leading TV experiences, including the world's first MPEG-4 AVC HD encoder, which was recognized with an Emmy award for its technical innovation. Dr. Wilson previously was head of TV technology at Ericsson, prior to which he was senior vice president of technology at Tandberg Television. Before that, Dr. Wilson was chief architect with the company, leading the development of solutions based on advanced video compression technologies. Dr. Wilson graduated from the Queen's University of Belfast in 1994 with a PhD in robotics.

Ericsson is one of the world's leading providers of communications technology and services, enabling the networked society with efficient real-time solutions. The company's offering comprises services, software and infrastructure within information, entertainment and communications technology for all content owners, broadcasters and service providers. More than 40% of the world's mobile traffic goes through Ericsson networks. The company supports customers' networks, servicing more than 2.5 billion subscribers. Ericsson's television solutions have pioneered developments within the media industry for over 20 years.



Giles Baker

SVP, Broadcast Business Group, Dolby

As senior vice president of Dolby's broadcast business group, Giles Baker leads a global team working to build complete industry solutions—from content production to distribution and playback—that bring immersive entertainment experiences to connected devices, TVs, and set-top boxes worldwide. Under Giles' leadership, Dolby solutions have been integrated into national standards and adopted by operators and manufacturers addressing the transition to digital broadcast, from Northern Europe to the Middle East and Asia. Prior to joining Dolby in 2010, Giles spent nearly ten years in business leadership roles at Adobe Systems Inc., where he was responsible for professional video software. Giles holds a BA degree from the University of Surrey in the United Kingdom and an MBA degree from the Wharton School at the University of Pennsylvania.

Dolby Laboratories is a global leader in technologies that are essential elements in the best entertainment experiences. Founded in 1965, Dolby is best known for enabling high-quality audio and creating innovations that enrich entertainment at the movies, at home or on the go.

Membangun Cyber City Masa Depan

Dengan semakin meningkatnya kebutuhan masyarakat akan Internet, Komunikasi Data dan TV Kabel saat ini, kebutuhan akan jaringan dan layanan yang berkualitas serta handal menjadi semakin penting, terutama apabila didukung oleh harga yang terjangkau dan layanan pelanggan yang prima. Untuk memenuhi kebutuhan ini, Biznet Networks kini hadir dengan layanan yang semakin lengkap bagi pengguna di perumahan maupun bisnis, untuk menunjang seluruh kegiatan digital Anda. Dengan pembangunan jaringan Fiber Optic yang terus dikembangkan serta didukung oleh tenaga profesional muda yang ahli di bidangnya, kami percaya bahwa kota-kota di Indonesia akan masuk ke dalam daftar Cyber City terbaik di dunia. Pastikan rumah, kantor dan properti Anda terkoneksi dengan Biznet Networks, salah satu penyedia layanan telekomunikasi dan multimedia terbaik di Indonesia.



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 Dedicated Line - Layanan Internet Kecepatan Tinggi Premium
 MetroWAN - Layanan Komunikasi Data dalam kota
 InterCityWAN - Layanan Komunikasi Data antar kota
 GlobalWAN - Layanan Komunikasi Data antar negara



Layanan Internet untuk Bisnis UKM

Layanan	Biaya Bulanan
MetroNET 1 Mbps	600.000
MetroNET 2 Mbps	1.000.000
MetroNET 4 Mbps	1.750.000
MetroNET 8 Mbps	3.000.000
MetroNET 20 Mbps	7.500.000
MetroNET 50 Mbps	15.000.000

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- Cloud Server
- Cloud Storage
- Data Center
- Dedicated Server
- Managed Service

RetailNET
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Layanan Internet + TV Kabel untuk Rumah/Apartemen

Layanan	Internet	TV Channel	Biaya Bulanan
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max3 family	5 Mbps	65+ (HD)	500.000
max3 theater	10Mbps	80+ (HD)	1.000.000
max3 premiere	25 Mbps	80+ (HD)	2.000.000

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DAY 1 — SPEAKERS



Bruce Tuchman

President, AMC/Sundance Channel Global

Bruce Tuchman is the president of AMC/Sundance Channel Global, AMC Networks' international division. As a member of the company's senior team, Bruce leads the strategic expansion of the company's global business, including the distribution, programming and marketing of Sundance Channel, currently distributed in Europe, Canada and Asia; and We tv, currently distributed in Asia. He was appointed to his current position in 2011. Prior to joining AMC Networks, Bruce served as president of MGM Worldwide Networks, a division of Metro-Goldwyn-Mayer Studios (MGM) where he developed and managed MGM's global interests in cable, satellite and other television networks. Tuchman joined MGM from MTV Networks, where he was GM of Nickelodeon Global Network Ventures and SVP, Nickelodeon New Media Ventures. Bruce was an M&A attorney with Skadden, Arps, Slate, Meagher & Flom in New York and London. He graduated magna cum laude from Boston University with a degree in international relations. He holds a law degree from the University of Michigan and a master's degree in international relations from the London School of Economics.

AMC/Sundance Channel Global delivers compelling and globally renowned entertainment to audiences worldwide in multiple languages through locally tailored programming services, cutting-edge media and subscription television platforms. Its flagship channels include Sundance Channel and We tv and are broadcast in both high and standard definition. Sundance Channel was founded by Robert Redford and showcases acclaimed independent films, from the newest festival award winners to the genre's most beloved movies. Central to Sundance Channel's appeal is its broadcast of original series from leading talent both in the US and abroad. Recently launched in Asia, We tv is a leading entertainment brand in the US that caters to audiences who can't get enough of celebrity-driven reality and other widely appealing lifestyle programming.



Ward Platt

President, Asia-Pacific & The Middle East, Fox International Channels

As president for Asia-Pacific and The Middle East at Fox International Channels (FIC), Ward Platt is responsible for FIC's business operations throughout these regions. Since joining the company in 1999, Ward's leadership has taken FIC's businesses from strength to strength, and it is now the leading pay-TV network in Asia. In addition to managing strategic business initiatives, Ward oversees 18 offices across 14 markets with programming, on-air promotions, marketing, advertising sales, affiliates sales and distribution, legal, finance and administration functions. Previously, Ward was the SVP of distribution and business development for Star Group, where he pursued channel and distribution development opportunities for the company throughout Asia. Before that, he worked for five years with Continental Cablevision and its affiliates in Singapore and Boston.

Fox International Channels (FIC) is News Corporation's international multimedia business. FIC develops, produces and distributes 350 wholly and majority-owned entertainment, factual, sports and movie channels across Latin America, Europe, Asia and Africa, in 37 languages. These networks and their related mobile, non-linear and high-definition extensions reach over 1.1 billion households worldwide. The company also operates four TV production houses and global online advertising unit .FOX ("Dot-Fox"), which specializes in online video and display. In Asia, FIC operates or distributes 37 channel brands, including the Fox, Star and National Geographic brands, with over 100 feeds across 14 markets. As the leading pay-TV network in the region, FIC reaches more than 550 million cumulative subscribers across Asia-Pacific and the Middle East with offices in Hong Kong, China, Taiwan, Japan, Korea, Singapore, Malaysia, Indonesia, Philippines, Thailand, Vietnam, India, Australia, New Zealand and the UAE.



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DAY 1 — SPEAKERS



James Meyers

Chief Development Officer, iTV Media, Founder & CEO, T&C LLC/Alpha Media

James Meyers is founder and CEO of T&C LLC where he leads financial and operational development and due diligence for media markets and media platforms. James is also the chief development officer of iTV Media, an extension of T&C LLC, where he oversees development, programming and operations of IPTV multiscreen services in Thailand, China and North America, as well as market development in Japan, Australia, Cambodia, Vietnam, Sri Lanka and a number of other markets. He is also founder and CEO of Alpha Media, a multi-faceted media company. James is a 25-plus-year veteran of the international entertainment, media and telecommunication industries, having launched and operated such businesses globally. Before Alpha Media, James was CEO of Cinema Entertainment/Scene TV, the interactive television channel producer. Previously, James was president and United States resident officer at DirecTV International where he was responsible for overseeing all aspects of investment and development for satellite-based, digital pay-television in Japan and 25 Latin American countries.

Founded in 2007, iTV Media is dedicated to pioneering the transition of traditional telecom networks to advanced triple-play entertainment services providers, by delivering all-digital, high-definition, intelligent, and interactive television services. iTV concentrates the utilization of its pay-TV know-how and proprietary IPTV technology to create revenue-generating entertainment services with and for its partners. These services are delivered through customized multiscreen distribution systems that permit seamless subscriber access to a wide array of televised entertainment services through all types of connected devices. iTV Media has developed, integrated and is currently operating a multiscreen, 150-plus channel, nationwide IPTV system in Thailand, in a joint venture with Telecom Of Thailand (TOT), Thailand's established national telecom network, as well as other numerous IPTV-related projects on a worldwide basis.



Romain Bausch

President & CEO, SES

Romain Bausch is the president and CEO of SES. He was appointed director general and the chairman of the management committee of SES in 1995, following an 18-year career at Luxembourg's ministry of finance. Apart from holding key positions in the banking, media and telecommunications sectors, he has also chaired the Economic and Social Council of Luxembourg. Romain is currently VP of the board at O3b Networks and is a member of the boards at the European Satellite Operators' Association (ESOA), Solaris Mobile, Aperam, BIP Investment Partners and Compagnie Financière La Luxembourgeoise. He graduated with a degree in economics, specializing in business administration from the University of Nancy. He holds an honorary doctorate from Sacred Heart University in Luxembourg.

SES is a world-leading satellite operator with a fleet of 52 geostationary satellites. The company provides satellite communications services to broadcasters, content and Internet service providers, mobile and fixed network operators and business and governmental organizations worldwide. SES (Euronext Paris and Luxembourg Stock Exchange: SESG) holds participations in Ciel in Canada and QuetzSat in Mexico, as well as a strategic participation in satellite infrastructure startup O3b Networks.



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DAY 1 — SPEAKERS



Jonathan Spink

CEO, HBO Asia

With over 20 years of experience in the pay-TV industry, Jonathan Spink is responsible for the overall management of HBO Asia and HBO South Asia, and has spearheaded the launch of new channels including HBO's multiplex of channels, HD and on-demand services, as well as Red, HBO Asia's first Asian movie channel. Under Jonathan's leadership, HBO Asia also became the exclusive distributing agent for WarnerTV and BabyFirst in the Asia-Pacific region. Jonathan joined HBO Asia in 2003.

Singapore-based HBO Asia is able to bring the best of Hollywood to Asia because of its exclusive licensing deals with major Hollywood studios – Paramount Pictures, Sony Pictures, Universal Studios and Warner Bros. In addition to the proprietary and award-winning HBO Original programs that are produced exclusively for HBO viewers, HBO Asia works with a large number of major independent production companies to secure exclusive rights to a host of quality movies. HBO Asia offers five subscription movie channels with uninterrupted programming – HBO, HBO Signature, HBO Family, HBO Hits and Max (a refresh of Cinemax) – as well as subscription VOD service HBO On Demand. Its HD channels HBO HD and HBO Hits HD, broadcasting in true high-definition, are available in selected territories. HBO Asia is a joint venture between HBO (a Time Warner company) and Paramount.



Annie Naval

COO & MD, Cignal Digital TV

Annie Naval is the COO and MD of Mediascape (Cignal Digital TV), the fastest-growing pay-TV provider in the Philippines. Under Annie's leadership, Cignal has been doubling its subscriber base year-on-year since 2010. Today, Cignal Digital TV stands at over 441,000 household subscribers since its launch in 2009. Annie has more than ten years of work experience in FMCG and 12 in telecommunications. She had a stint in Indonesia as CMO and head of customer care with the Bakrie Group. She will always be proud of her brand management and trainee days with Unilever and Nestle, which she firmly believes have molded her into who she is today. Annie is a double-degree holder in economics and accountancy.

Cignal Digital TV is the Philippines' premier DTH satellite provider. Launched in 2009, Cignal broadcasts to households and commercial venues nationwide using DBS (direct broadcast satellite) technology. Cignal TV transmits 80 channels to date, which includes free-to-air, premium and HD channels. It also offers an on-demand service through its PPV channel, and a varied mix of audio channels. Cignal Digital TV is owned and operated by MediaScape Inc., a subsidiary of MediaQuest Holdings, the media partner of the PLDT Group of Companies. Cignal added 183,000 net new subs in 2012, a growth of 72% Y/Y, to end the year with 441,000 subs. The company achieved EBITDA breakeven in Q1 2013 and is expected to generate positive core net income for PLDT in 2H 2013. PLDT has plans to roll out an IPTV service over FTTH within 2013 using Cignal's content.



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Attend the Panel Discussion: 24 April at 09:20

Don't miss this opportunity to hear Elemental CEO Sam Blackman speak on a panel with executives from major pay TV companies about the new horizon for media and communication distribution.



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DAY 1 — SPEAKERS



Muhunthan Canagey

CEO, Duo Software

Muhunthan Canagey is the founder of Duo Software, one of the leading providers of software for customer life-cycle management and billing for the pay-TV industry. He was also the founder and CEO of CBNS (now known as Dialog TV), the first and only DTH platform in Sri Lanka, and worked closely with content partners such as CNN, BBC, Discovery and Fox in securing content rights for the platform. He later sold CBNS to Dialog Telekom (a Telekom Malaysia company) in late 2006. Muhunthan has also built specific business and process models for leading pay-TV operators to increase revenue per subscriber, customer retention and customer satisfaction. He is deeply committed to the development of IT and infrastructure development in Sri Lanka and has been heavily involved in building entrepreneurship in the country. He has been the president of the Sri Lanka Computer Vendors Association, president of the Federation Information Technology in Sri Lanka (FITIS), a director of the INOFTEL board and the chairman of many committees including the exhibition committee of the Asian-Oceanian Computing Industry Organization (ASOCIO).

Duo Software is a provider of customer lifecycle management, including subscriber management, customer care, billing and contact center management solutions, to pay-TV operators. Duo Software has received many awards for its solutions, such as the National Best Quality Software Awards (NBQSA) presented by the British Computer Society, for 2011 and 2012, as well as the Asia Pacific ICT Alliance Awards in 2012.



Rudy Tanoesoedibjo

President Director, MNC Sky Vision

Rudy Tanoesoedibjo is president director of PT MNC Sky Vision Tbk and its three brands (Indovision, Top TV, and Oke Vision). He has been a commissioner of MNC since March 2004 and vice chairman of PT Global Mediacom Tbk since 2002. He is also commissioner of RCTI. Outside of the MNC Group, Rudy is commissioner of PT Bhakti Investama Tbk and chairman of PT Dos Ni Roha. He graduated from Carleton University, Canada and obtained an MBA from San Francisco University, USA.

MNC Sky Vision is a pioneer in Indonesia's pay-TV industry, operating its DTH service since 1994. The leading pay-TV operator in the market with more than 1.7 million subscribers and a 70 percent market share, MNC Sky Vision offers its services to consumers through three brands – Indovision, Top TV and Oke Vision – across a national S-band satellite network. The company invests in both local and regional content, owns a large satellite network, and has extensive sales and marketing resources. In the future, MNC plans to launch more local channels across a variety of genres, offer more regional and international content, expand HDTV services and launch a DVR service.

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DAY 1 — SPEAKERS



Guntur S. Siboro

President Director, Aora TV

Guntur Siboro is the president director of Karyamegah Adijaya (Aora TV), an Indonesian pay-TV operator, while concurrently also serving as president commissioner of Centrin Online since July 2010, and commissioner of Global Teleshop since February 2011. Earlier in his career, Guntur joined Indosat in 1989 and assumed various roles at the Indonesian telecom operator. He retired from the company in 2010 after serving as its marketing director/chief marketing officer since 2007. His other roles have included being president commissioner of StarOne Mitra Telekomunikasi, Indosat Mega Media, chairman of the board at Camintel in Cambodia and a member of the board at Acasia Sdn in Malaysia. Guntur holds a BSEE from the University of Southern California, a master of engineering (Electrical) degree from Cornell University also in the States, and an MBA from Monash University in Australia.

Aora TV is the registered DTH brand of PT Karyamegah Adijaya's satellite TV broadcasting service based in Jakarta, Indonesia. The company started broadcasting in August 2008. Aora TV was the first pay-TV platform in Indonesia deploying MPEG-4 technology. It has two Ku-band transponders on the Measat-3a satellite, and protects its set-top boxes with NDS' Video Guard conditional access solution. Aora TV aims to make pay-TV services affordable, provide good quality, value-for-money entertainment and create an overall excellent customer experience.



Nguyen Thanh Lam

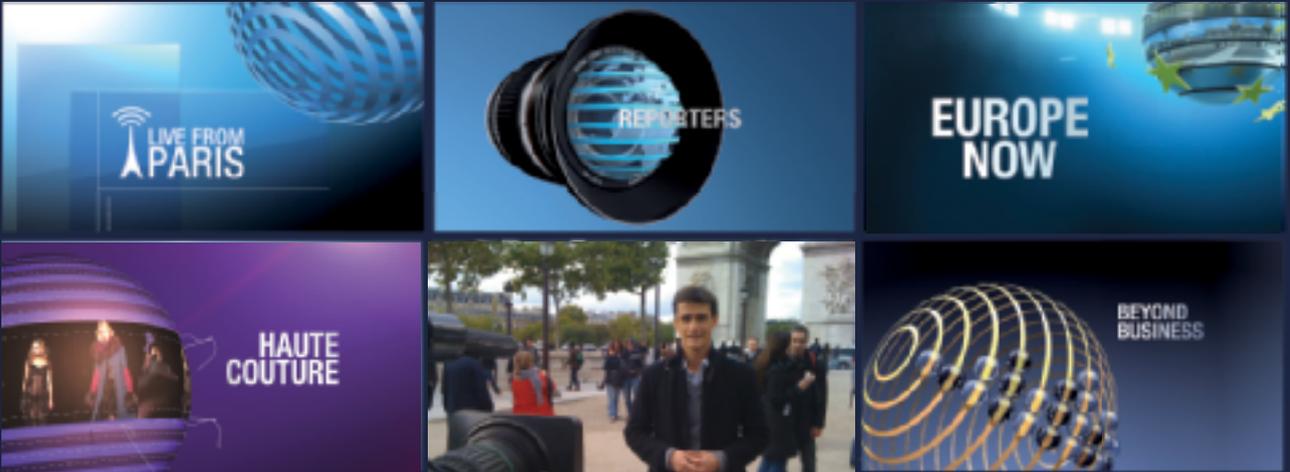
Vice Chairman & Deputy General Director, AVG

A journalist by profession, Nguyen Thanh Lam joined Audio Visual Global (AVG) in 2011 as vice chairman and deputy general manager. He drives company strategy in all regulatory aspects, content and channel development, advertising and international relationships. Before joining AVG, he was for 18 years working for Vietnam National Television (VTV). As editor-in-chief of Vietnam Cable Television (VCTV), he contributed to the development of several successful thematic channels under the VCTV umbrella.

Founded in 2008, AVG is Vietnam's sole private pay-TV operator with nationwide DTT licenses. AVG started to commercialize three pay-TV bouquets from June 2012 under the AnvienTV trademark on both DTH and DTT broadcasting platforms. With nationwide distribution and client service, AVG has attracted over 200,000 active subscribers with its digital good-content-at-affordable-price positioning, including an exclusive, self-produced Buddhism and oriental culture channel.



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DAY 1 — SPEAKERS



Win Naing

Senior GM, Shwe Than Lwin Media (SkyNet)

Win Naing serves as the senior GM of Shwe Than Lwin Media in Myanmar, operator of the SkyNet DTH pay-TV platform that the company launched in November 2010. Since early 2010, he has made it his priority to build SkyNet into a highly competitive and internationally recognized broadcast service. Under his leadership, SkyNet has doubled its number of channels, now offering 79 including four HD channels, one 3D channel and 18 in-house SkyNet channels. He also manages content acquisition, production and management for the platform. Win Naing had previously served as a senior scientist at Pfizer Inc. in St. Louis, Missouri. He is a graduate of the University of Louisville, where he has a master's degree in chemistry.

Shwe Than Lwin Media Co. Limited is a leading media company based in Yangon, Myanmar with interests in free-to-air (FTA) as well as the pay-TV service SkyNet. The company has two FTA channels, namely the Myanmar International and Myanmar National channels. SkyNet's pay-TV platform is the only television service in Myanmar with 100 percent signal coverage of Myanmar, offering 79 channels to date.



Dr. Dongshik Byun

CEO, CJ HelloVision

Dr. Dongshik Byun has 20 years of experience across the broadcasting and telecommunication industries and has served as CEO of CJ HelloVision since 2005. He has been instrumental to introducing innovative services to the Korean telecommunications industry and was head of business development at LG Dacom. He was also a director at SK TCC where he was in charge of business development in telecom-media conversions, including experimental projects in the home entertainment business such as interactive TV and intelligent home. His other roles have put him at the helm of business development for WiBro (mobile WiMax) and IPTV ventures. Concurrent with his responsibilities at the companies, Dr. Byun was also advisor to the Korea Communications Commission (previously Ministry of Information and Communication). As a representative of the cable industry, he advised related bodies such as the Korean National Assembly and government, academic and media sectors in evaluating policies affecting the industry.

CJ HelloVision is Korea's largest cable multiple system operator (MSO) with close to 5 million revenue generating units (RGUs), including approximately 3.4 million cable TV subscribers at the end of 2012 (1.5 million digitalized), 0.7 million broadband customers and more than 0.6 million VoIP-based telephony users. The company provides digital cable television, high-speed broadband Internet, voice over Internet protocol (VoIP), advertising, N-Screen and mobile virtual network operator (MVNO) communication services. It also sells MVNO wireless telephone handsets. Its advertising services include local advertising, local events and performances, as well as home shopping channel broadcasting services.

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DAY 1 — SPEAKERS



Joosung Kim

CEO & Founding Member, KT Media Hub

Joosung Kim is the CEO and a founding member of KT Media Hub. He previously served as the head of the media and content department in Korea Telecom (KT), responsible for managing all facets of KT's media business, including the Olleh TV IPTV platform and the Olleh TV Now mobile TV and Olleh e-Book services. For 13 years, he also worked at CJ, Korea's biggest media conglomerate, and its affiliates. He was CEO of CJ Entertainment, the largest film studios in Korea, and CJ Media, one of Korea's leading TV networks. Prior to joining the entertainment industry, he worked in advertising for six years, serving for Daehong Advertising Agency and Cheil Worldwide where his key accounts included Pepsi and Samsung Electronics. He holds a bachelor's degree in historical studies from Korea University, and a master's degree in communications from Michigan State University.

KT Media Hub, a wholly owned subsidiary of KT, was established in December 2012. It is in full charge of KT Group's media and content business, which aims to strengthen the subscriber base of the Olleh TV IPTV service. Olleh TV services over 4 million homes in Korea and leads business expansion into other N-Screen media services, such as the Olleh TV Now mobile TV business, as well as the e-book, game, music and advertisement businesses.

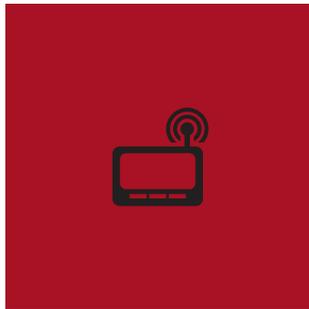


Toru Kato

Director & GM, Media Business Unit, Jupiter Telecommunications

As director and GM of the media business unit at Jupiter Telecommunications (J:COM), Toru Kato is responsible for the broadcast of all of the group's channels and VOD activities. He proactively led the drive to expand J:COM's services and successfully completed the digitalization of the network's TV service. J:COM's launch of its VOD service in 2005, DVR in 2006 and its high-speed Internet service are all results of his continuous efforts. He started his career at Sumitomo Corp. in 1988. After 12 years in the media business, he spent three years at Softbank Broad Media, and then joined J:Com in 2003. He received a master's degree in Physico-Informatic Engineering from the Tokyo Institute of Technology in 1988. He lives in Tokyo with his wife, two daughters and his favorite dog Rolf.

Established in 1995, Jupiter Telecommunications Co. Ltd (J:COM) is Japan's largest multisystem and multichannel operator. J:COM provides cable television, high-speed Internet access and telephony services to customers through 11 consolidated subsidiaries at the local level serving approximately 3.75 million subscribing households in the Sapporo, Sendai, Kanto, Kansai and Kyushu regions. The number of serviceable households or homes passed in J:COM's franchise areas is approximately 13.91 million. In channel operation, J:COM invests in and operates 17 thematic channels which are provided to CATV, satellite and telecom operators. J:COM is a public company, trading on the Osaka Securities Exchange's JASDAQ market under code No. 4817.



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DAY 1 — SPEAKERS



Shu Hosaka

Director, J Food & Culture TV

Shu Hosaka is director of J Food & Culture TV (JFCTV), a joint venture between Dentsu and major Japanese TV stations. He has over 20 years' experience in brand building, marketing, public relations, partnership building and global licensing. Prior to his current role, he was for 24 years global licensing director for Japanese advertising agency Asatsu-DK (ADK), specializing in Japanese animation. Highlights of his extensive career at ADK include merchandising and syndication of the highly successful Yu-Gi-Oh franchise, Pioneer's technical sponsorship of Ferrari's Formula One team from 1991 to 1997, a global corporate ad campaign with Beatles producer Sir George Martin's AIR Studio and a global campaign for Nikon from 2002 to 2006.

J Food & Culture TV (JFCTV) is a producer and distributor of Japanese TV programs and channels based in Singapore. JFCTV's investors include Dentsu, Nippon Television Network, TV Asahi, Tokyo Broadcasting System, TV Tokyo Holdings, Singapore Media Alliance, Imagic Robot Holdings, Hokkaido Television Broadcasting and Shogakukan-Shueisha Productions. JFCTV launched Hello! Japan, a new international entertainment TV channel with popular Japanese content, in February this year. After the channel's debut in Singapore, JFCTV also aims to roll out Hello! Japan to ten other countries and territories in Asia Pacific: Indonesia, the Philippines, Hong Kong, Malaysia, Thailand, Australia, Vietnam, India, Korea and Taiwan.



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DAY 2 — SPEAKERS

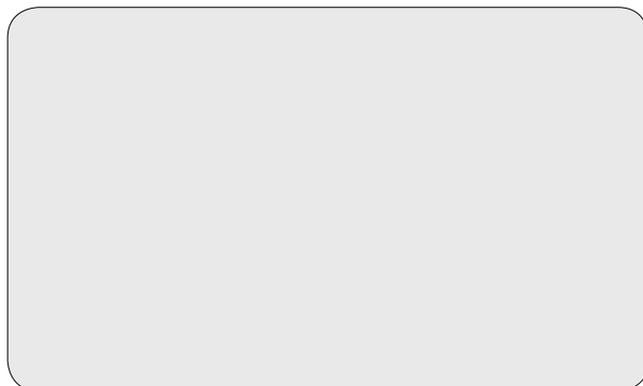


Scott Cleland

President, Precursor LLC

Scott Cleland is president of Precursor LLC, a Fortune 500 research consultancy specializing in Internet competition, property rights, privacy, and Google. He is author of the widely read PrecursorBlog and chairman of NetCompetition.org, a pro-competition e-forum supported by broadband interests. Cleland is author of *Search & Destroy: Why You Can't Trust Google Inc.* and publisher of GoogleMonitor.com and Googleopoly.net. Scott served as deputy US coordinator for communication and information policy during the George H.W. Bush administration. His expert testimony has been sought out by eight congressional subcommittees, and Institutional Investor twice ranked him the number one independent telecom analyst. Scott has been profiled in *Fortune*, *National Journal*, *Barrons*, and *WSJ's Smart Money*.

Precursor LLC is a research consultancy for Fortune 500 companies. Its mission is to help companies anticipate change to better exploit emerging opportunities and guard against emerging risks. Precursor's research focus is on the future of Internet competition, property rights, privacy, security, innovation and algorithmic markets. Precursor's specialty is anticipating, bringing clarity of thought and applying framework analysis to complex emerging Internet problems.



Michael Erickson

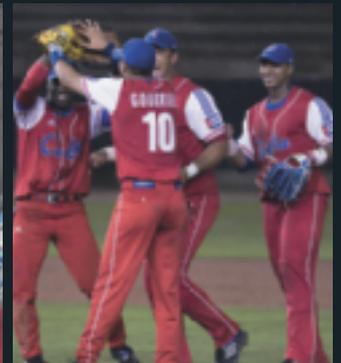
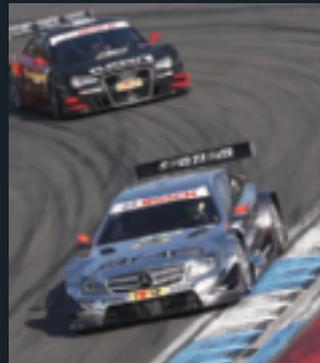
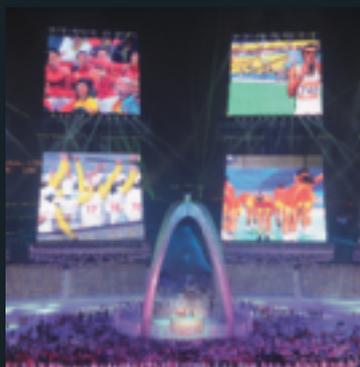
President & CEO, LGI China Holdings Ltd

Michael Erickson is the president and CEO of LGI China Holdings Ltd, a wholly owned subsidiary of Liberty Global Inc. (LGI), responsible for expanding LGI's presence in China and other parts of Asia, including developing and operating businesses in these markets. He is also the president and CEO of Mediatti Broadband Communication, a cable company serving the U.S. military bases in Okinawa, Japan. Prior to these roles, Michael was LGI's VP for programming based at the Denver, Colorado headquarters. In this position, he was responsible for developing and standardizing LGI's programming procurement process and reporting metrics associated with programming contracts and costs. He was also involved in programming contract negotiations, including TV Everywhere rights across Europe and Chile. Before joining Liberty in 1996, Michael served as the director of accounting and finance for CareerTrack, a privately held subsidiary of Tele-Communications Inc., and worked over seven years at public accounting firm KPMG where he became senior manager.

Liberty Global Inc. (LGI) is the leading international cable company with operations in 13 countries. LGI's market-leading television, broadband Internet, and telephony services are provided through next-generation networks and innovative technology platforms that connect 20 million customers who subscribe to 34 million services.

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DAY 2 — SPEAKERS



Ian Chin

VP, BesTV New Media

Ian Chin is the VP of BesTV New Media. Prior to his current role, Ian also served as COO of BesTV Technology, CEO of Wealink and GM of Myrice. Ian joined BesTV in 2011, bringing with him innovative ideas and solutions to IPTV, connected TV, mobile TV and mobile Internet products. Over the past two years, he has been focused on exploring the overseas market, and has formalized a few cooperations in Southeast Asia.

BesTV New Media, a subsidiary of Shanghai Media Group (SMG), is the largest new media company in China, providing IPTV, mobile TV, connected TV, mobile Internet TV, multimedia stage design as well as radio and television technology research and development services. BesTV New Media is one of the first companies in China to offer a combination of IPTV, mobile TV and broadband TV services, and boasts more than 16 million IPTV subscribers since launching in 2005.



Dr. Yuan-Kuang Tu

President, Northern Taiwan Business Group, Chunghwa Telecom

Dr. Yuan-Kuang Tu is the president of the northern Taiwan business group at Chunghwa Telecom Co. Ltd (CHT). Prior to his current position, he served as president of Chunghwa Telecom Labs from May 2009 to March 2012. He was senior MD of CHT's corporate planning department from May 2007 to May 2009, and was VP of Chunghwa Telecom Labs from March 2006 to April 2007. His professional fields include photonics, optical communications, access networks, broadband networks and network evolution architectures. Dr. Tu received his bachelor's and master's degrees and Ph.D in electrical engineering from National Taiwan University in 1977, 1979, and 1988, respectively. He holds 20 patents in Taiwan, and has published more than 60 technical papers in journals about electronic devices and photonics. In 1989, he was a visiting scientist at Bell Labs for six months.

Chunghwa Telecom Co. Ltd (CHT) is the largest integrated telecommunication services provider in Taiwan, providing domestic fixed communications services, including local and domestic long-distance telephone services, leased lines, ADSL, fiber optics, intelligent networks, IPTV/multimedia-on-demand (MOD) services, business customer services, Internet access and data communications. Branches of the group also serve as distribution channels for all services, including mobile and Internet services.



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DAY 2 — SPEAKERS



Doug Lowther

EVP, Sales & Marketing, Irdeto

Doug Lowther joined Irdeto in 2004. Prior to that, Doug was an independent consultant and strategy advisor. Doug's previous roles include several executive positions with Nortel Networks, where he held roles as VP and GM for wireless applications, and VP for strategic marketing. Doug has led product development teams in wireless data, GSM access, switching and intelligent networks. He started his career building network planning and operations systems for telecom operators. Having lived and worked in Canada, France, Singapore, Switzerland and the Netherlands, he has a global perspective. He holds an executive MBA from IMD International in Lausanne, Switzerland, and holds a computer science degree from the University of Manitoba.

Irdeto is a world leader in content security, management and delivery for pay media companies. Through its innovative conditional access, dynamic monetization and content security technologies, the company allows new forms of distribution for broadcast, broadband and mobile entertainment. Regionally headquartered in Amsterdam, Beijing and San Francisco, the company employs approximately 1,000 people in 24 locations around the world. Irdeto is a subsidiary of multinational media group Naspers.



Sam Blackman

CEO, Chairman & Co-Founder, Elemental Technologies

As the CEO, chairman and co-founder of Elemental Technologies, Sam has grown Elemental into a leading provider of GPU-accelerated video processing solutions building innovative products used by leading video content providers – all in a few short years. Prior to co-founding Elemental in 2006, Sam specified and architected next-generation products as an IC design manager for Pixelworks. He spent time in China organizing the company's Shanghai design center and was responsible for a wide variety of functional blocks on six ImageProcessor ICs. Prior to joining Pixelworks in 2000, Sam held engineering positions at Silicon Graphics and Intel Corporation. Due to a growing reputation for deep industry knowledge, Sam has been tapped for presentations and contributions to leading trade and news organizations. Sam holds an MBA from University of Oregon, an MSEE from the University of California at Berkeley and a BSEE from Brown University.

Elemental Technologies is a leading provider of massively parallel video processing solutions for enterprise video customers. Elemental's products use off-the-shelf, programmable graphics processing units (GPUs) for compute-intensive video processing and conversion tasks. The product line is ideal for digital media workflows that require video encoding for Internet and mobile delivery, faster-than-real-time transcoding, or support for adaptive bit rate distribution. Elemental's innovative solutions deliver unprecedented price/performance advantages to a variety of customers including broadcasters, online video platforms, and content delivery networks. Founded in 2006, Elemental is headquartered in Portland, Oregon.

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DAY 2 — SPEAKERS



Ray Montinola

COO, SkyCable

Rodrigo “Ray” Montinola is the COO of SkyCable. He has been with the company for six years, initially as its marketing head. Ray has been instrumental to the growth and expansion of SkyCable over the years, maintaining the company’s strong leadership in the Philippine cable industry via digitalization and establishing Sky Broadband as the country’s fastest Internet service. A strong advocate of customer focus, Ray has led SkyCable in introducing a number of market firsts in the Philippines, such as HD, a-la-carte and DVR services, and in November 2012, the country’s first 200 Mbps broadband plan. Prior to Sky, Ray was in senior marketing and sales positions in the telecommunications and pharmaceutical industries. He is a graduate of the University of the Philippines, holding a bachelor’s degree in business economics. Ray is also a member of the board of directors of the Philippine Cable TV Association.

Incumbent pay-TV provider SkyCable Corp. was in 2008 consolidated into the group structure of Lopez-owned sister company and terrestrial major ABS-CBN. Over the years, the company has systematically scaled up its network across the country’s major cities. The company’s network passes 1.9 mil. homes, predominantly in Metro Manila. SkyCable was the first cable operator to offer digital TV in the country, rolling out digital set-top boxes in Metro Manila in 2009. By 2011, the company extended digital services to its other markets such as Cebu and Davao, and in 2012 completed digital rollout to the remainder of its network. Since going digital, SkyCable has consistently become a top revenue driver for ABS-CBN. ABS-CBN has allotted a P2 bil. budget for SkyCable in 2013. SkyCable acquired the country’s second-largest cable operator Destiny Cable in May 2012. In aggregate, SkyCable plus Destiny Cable ended 2012 with 717,000 cable TV subscribers, of which 390,000 had digital set-top boxes, plus 60,000 broadband subs.



Handhi S. Kentjono

VP Director, MNC Sky Vision - Indovision

Handhi Kentjono is the vice president director of Indovision, the largest and the fastest-growing pay-TV platform in Indonesia. He is also the former chairman of APMI, an association that brings together Indonesia’s creative community, broadcasters, game animators, multimedia providers and pay-TV operators. In 2009, Handhi was appointed to the board of directors of Global Mediacom, Indonesia’s largest and most vertically integrated media, broadcast and entertainment holding company. Handhi received his MBA in international business, MA/MSc degrees in applied mathematics and economics and PhD in applied mathematics from the University of Montana. He was a research fellow at the Maureen Mansfield Center for Pacific Affairs.

MNC Sky Vision is a pioneer in Indonesia’s pay-TV industry, operating its DTH service since 1994. The leading pay-TV operator in the market with more than 1.7 million subscribers and a 70 percent market share, MNC Sky Vision offers its services to consumers through three brands – Indovision, Top TV and Oke Vision – across a national S-band satellite network. The company invests in both local and regional content, owns a large satellite network, and has extensive sales and marketing resources. In the future, MNC plans to launch more local channels across a variety of genres, offer more regional and international content, expand HDTV services and launch a DVR service.

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DAY 2 — SPEAKERS



Richard Dowling

SVP Product Services, ThinkAnalytics

A 12-year veteran at ThinkAnalytics, Richard Dowling works with industry majors, advising on personalizing customers' viewing experience with the use of recommendations that are delivered across multiple screens, including STB, Web, tablet, mobile device and contact center. Richard heads a team of software consultants that specialize in developing and deploying analytical solutions based on data mining, with a strong focus on media content recommendations. Richard's role encompasses business development and technical pre-sales, customer deployments, implementation and training. He regularly speaks at industry events including IBC and TV Connect. Richard's roles prior to ThinkAnalytics include a stint involving telecommunications network analysis with ADC Metica.

ThinkAnalytics is the leading provider of the most widely deployed real-time personalized content and recommendations engine in the market today, bringing together intelligent search with comprehensive media content recommendations. The ThinkAnalytics Recommendations Engine broadens customers' tastes with a unique personalized experience for live linear TV, VOD and over-the-top, delivered through multiple platforms including the set-top box, Internet, IPTV, tablet, mobile, and more. Its technology services more than 100 million subscribers worldwide. ThinkAnalytics is a private, employee-owned company and is jointly headquartered in the U.S. and United Kingdom, with offices in London, Glasgow, Paris and Los Angeles, and has partnerships with leading media corporations worldwide.



Kevin MacLellan

President, International Television, NBCUniversal International

Kevin MacLellan is president, international television at NBCUniversal International, overseeing all of NBCUniversal's TV and New Media businesses outside the U.S. MacLellan has more than 20 years of experience in international and domestic television production, programming and management. He was appointed to his current role following Comcast's acquisition of NBCUniversal in 2011. Kevin led the complex reorganization of NBCUniversal's international television operations in 2011 – creating a single integrated television and new media division. NBCUniversal's international television business comprises an industry-leading distribution operation, a strong portfolio of channel brands, a growing stable of production labels and multiple new media platforms – all reporting to Kevin. Before assuming his current role at NBCUniversal, MacLellan served as president of Comcast International Media Group (CIMG) and Comcast Entertainment Studios (CES). Under Kevin's leadership, Comcast increased its international channel subscribers from 17 million to over 100 million, and syndication revenue by over 500%.

NBCUniversal is one of the world's leading media and entertainment companies in the development, production, and marketing of entertainment, news, and information to a global audience. NBCUniversal owns and operates a valuable portfolio of news and entertainment television networks, a premier motion picture company, significant television production operations, a leading television stations group and world-renowned theme parks. NBCUniversal is owned by Comcast Corporation.

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 Diane Powers dpowers@thinkanalytics.com

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DAY 2 — SPEAKERS



Sean Cohan

EVP, International, A+E Networks

Sean Cohan is executive vice president, international at A+E Networks. He oversees the international division of A+E Networks, managing the company's brands, content and services outside the US, and staff based in New York, London and Singapore. The division's activities include branded channels, content sales and digital media distribution. Today, A+E Networks operates 50 branded international pay-TV channels and distributes a 10,000-hour library across more than 150 markets, 37 languages and a range of platforms. Since 2006, the division has launched 33 channels, sold content to over 350+ broadcasters and forged over 75 digital partnerships. Sean was formerly VP for business development and digital media, and director for international business development for AETN International. Sean previously held positions at Primedia, Morgan Stanley, NBC and A.T. Kearney. A graduate of Harvard University, Sean holds an MBA from Stanford University.

A+E Networks is an award-winning, global media content company offering consumers a diverse communications environment ranging from television networks to websites, to home videos/DVDs to gaming and educational software. A+E Networks comprises the following networks and divisions: A&E, Lifetime, History, LMN (formerly Lifetime Movie Network), Bio., H2, History en Espanol, Crime & Investigation Network, Military History, LRW (formerly Lifetime Real Women), A&E IndieFilms, A+E Networks International, A+E Networks Digital and A+E Networks Consumer Products. A+E Networks channels and branded programming reach more than 300 million households in over 150 countries. A+E Networks is a joint venture of Disney-ABC Television Group and Hearst Corporation.



Henry Tan

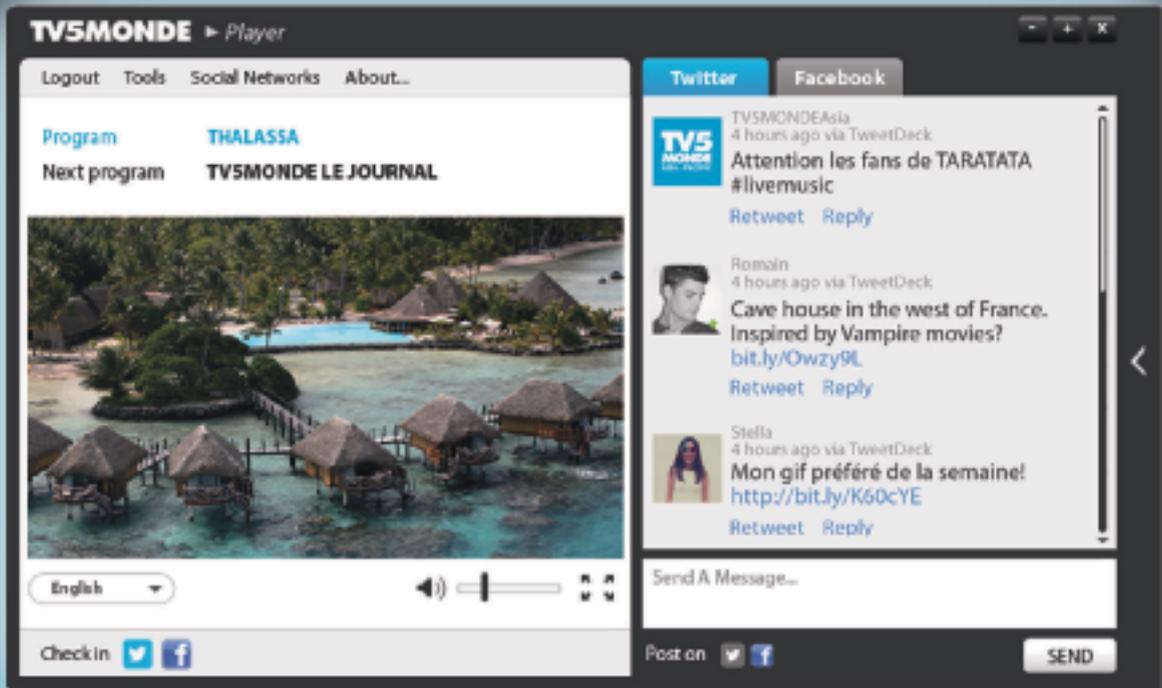
COO, Astro Malaysia Holdings

As COO of Astro Malaysia Holdings, Henry Tan oversees content innovation and management, branding, marketing and airtime sales for the group. Henry was instrumental in establishing Astro's position as best-in-class entertainment in Malaysia with numerous innovations, such as Astro First, a theater-window PPV movie service, as well as the innovation of education services on the Astro platform such as exam channel Tutor TV and the Oh My English! series. Prior to Astro, Henry served as CEO of GroupM Malaysia. Under his leadership, GroupM's flagship agency MindShare Malaysia won the Global Agency Office of the Year Award in 2005. Henry holds a double degree in marketing and communications from Monash University, Australia.

Astro Malaysia Holdings Bhd is Malaysia's leading consumer media entertainment group with operations in four key businesses: pay-TV, radio, content and digital. Launched in 1996, Astro today has 50% penetration of TV homes in Malaysia or 3.2 million customers, making it a key pay-TV operator in Southeast Asia. Astro broadcasts 170 channels, of which 28 are in HD. Astro is a leading-edge innovator with its introduction of HD, 3D, PVR and NJOI, the first subscription-free satellite service in Malaysia, and also VOD, OTT and IPTV services. It is the leading aggregator, creator and distributor of original multi-language content of various genres across multiple channels. Its radio network – both terrestrial and digital – covers all key languages, cumulatively reaching 12 million listeners a week and is ranked among the top ten stations in the country. Its digital arm is involved in digital publishing, applications and platforms, as well as the publication of entertainment and lifestyle magazines locally.

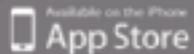
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DAY 2 — SPEAKERS



Todd Miller

President & CEO, Celestial Tiger Entertainment

Todd Miller is president and CEO at Celestial Tiger Entertainment (CTE), responsible for driving the company's core businesses of branded pay-TV channels, content creation and content distribution across Asia and beyond. Under Todd's leadership, CTE has had 24 new linear channel launches, ten new digital deployments and nearly doubled the number of network affiliates since the company's formation in January 2012. The launches include Kix HD and Celestial Movies HD (CMHD) on Astro. Since their respective launches, Kix HD has become the number one English HD channel and CMHD the number one Chinese HD channel among Astro subscribers. Prior to joining CTE, Todd spent 17 years at Sony Pictures Television, where he last served as EVP of networks for Asia-Pacific, overseeing and managing over 25 television networks and channel investments in the region. Todd holds an MBA with beta gamma sigma honors from Columbia Business School and a bachelor's degree in economics from Vanderbilt University.

Celestial Tiger Entertainment (CTE) is a diversified media company dedicated to entertaining audiences in Asia and beyond. The company focuses on the operation of branded pay television channels, content creation and content distribution targeted at Asian consumers. CTE's bouquet of distinct pay television channels include Celestial Movies, Celestial Classic Movies, Celestial Movies On Demand, Kix, Thrill and Kix HD. As one of Asia's largest vertically integrated independent entertainment companies, CTE produces original content which complements its channels business. CTE is also the exclusive sales agent for Hollywood studio Lionsgate in Greater China and Southeast Asia, and represents Lionsgate's television content and vast feature film library in Japan and Korea as well. Headquartered in Hong Kong, CTE is a joint venture among Saban Capital Group, Celestial Pictures and Lionsgate.



Wicky Olindo

COO, Screenplay Productions Indonesia

Wicky Olindo is the COO of Screenplay Productions Indonesia. His career began straight out of college when he became a production manager at Multivision Plus Jakarta at the age of 21, and soon after became the executive producer to thousands of TV series episodes, 36 Indonesian feature films and one Bollywood feature film. In 2010, together with longtime friend and colleague Sukhdev Singh, he founded Screenplay Productions Indonesia in a venture with Emtek Group.

Screenplay Productions is the production house of Indonesia's Emtek Group. Established in August 2010, the company has introduced higher-end productions to a bread-and-butter mass market slate, while continuing to explore new content frontiers to serve Indonesia's rapidly growing middle class. The company's popular titles include *Pesantren Dan Rock and Roll*, *Putih Abu Abu* and *Love in Paris*. At the same time, Screenplay Productions develops shows that are based on audience trend analysis. Screenplay Productions is grooming its stable of in-house talents and also aims to enter the regional market. Towards this end, the company plans to begin feature film production in the second quarter of 2013.



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DAY 2 — SPEAKERS



Ricky Ow

EVP & GM, Sony Pictures Television Networks Asia

As EVP and GM of Sony Pictures Television (SPT) Networks Asia, Ricky Ow oversees the company's five channel brands in the region. Since 2004, Ricky has grown SPT's channel business into one of Asia's leading entertainment providers, with its networks seen in 21 markets and a total reach of 150 million viewers. Ricky joined SPT Networks Asia in 1999 as the sales and marketing head for AXN, its only channel at the time. Under Ricky's leadership, the company added English content channels beTV and Sony Entertainment Television, as well as Asian content channels Animax and One. Ricky also led the company to pioneer award-winning original productions including *The Amazing Race Asia*, *Cyril: Simply Magic*, *The Man's World Show*, *Mondo Magic Singapore* and *LaMB*. In the early days of his career, Ricky honed his skills in virtually every aspect of the TV commercial business with tenures at SBC Enterprises (now Mediacorp TV), Asia Business News (ABN) and CNBC.

Sony Pictures Television (SPT) is one of the television industry's leading content providers, producing and distributing programming worldwide in every genre and for every platform. A leader in local language productions around the world, SPT sells formats in approximately 88 countries. SPT's television networks portfolio includes 124 channel feeds, which are available in 159 countries reaching more than 800 million households worldwide.



Soo Hui

Head of Media Business Unit, StarHub

Soo Hui heads StarHub's media business unit, which comprises content, media sales, media services and production. The media business unit is responsible for StarHub's content management, namely content acquisition and production. Soo Hui and her team also manage advertising across multiple platforms, including sponsorship to increase the viability of StarHub's productions. Soo Hui has over 20 years of experience in programming, content acquisition, content development, marketing, market research, market analysis and distribution. She started her career with a local free-to-air broadcaster in 1992 before moving on to a consultancy role at various media companies. She holds a bachelor's degree in business administration, majoring in marketing from the National University of Singapore.

Launched in 2000, StarHub has become one of Singapore's most innovative info-communications providers, the pioneer in "hubbing" or the ability to deliver integrated and converged services to all its customers. It offers a full range of information, communications and entertainment services for both consumer and corporate markets. StarHub operates Singapore's fastest two-way HSPA+ mobile network that delivers up to 42Mbps for downlink to complement its nationwide GSM network, and an LTE network that provides connection speeds of up to 75Mbps in key business areas. It also manages an island-wide OHFC network that delivers multichannel cable TV services, including HD and VOD, as well as ultra-high speed residential broadband services. Over Singapore's fiber-based Next Generation Nationwide Broadband Network, StarHub offers a broad range of home and business broadband plans along with a host of advanced media-rich value-added services.



ASIA PACIFIC PAY-TV & BROADBAND MARKETS

2013 Edition

Asia Pacific Pay-TV & Broadband Markets 2013 (AP 2013), published by Media Partners Asia's (MPA), is the 11th annual analysis of the multi-channel video, digital TV and broadband data / voice industries. It features exclusive MPA analysis across 18 territories, incorporating historical indicators and projections from 2003 to 2020, together with profiles and data for more than 80 distribution platforms. The AP series is established as the only authoritative reference of its kind, based on MPA's independent analysis of information provided by operators, broadcasters, investor groups, technology suppliers, regulatory agencies and media buyers.

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DAY 2 — SPEAKERS



Jeremy Kung

EVP, New Media & CEO, TM Net

Jeremy Kung, 47, graduated with honors in computer science from the University of Ottawa, Canada. He has 20 years of senior work experience under IT systems development for media, telecommunications and B2C businesses. He worked three years at ad agency JWT and over seven years at Star TV before serving more than ten years at Hong Kong's PCCW Ltd. At PCCW, his roles included SVP of PCCW's then newly established IP backbone business, SVP of customer advocacy and CIO of PCCW Global, which provides global telecom services. Jeremy joined TM Group as CEO of TM Net Sdn Bhd in May 2008 and later also became TM's consumer EVP in February 2009. He assumed his current role as EVP of new media in July 2010. Jeremy also sits on the board of several TM subsidiaries.

Telekom Malaysia (TM), Malaysia's leading integrated information and communications group, offers a comprehensive range of communication services and solutions in broadband, data and fixed line. As a market leader in the broadband and fixed-line businesses, TM is driven to deliver value to its stakeholders in a highly competitive environment. The group places emphasis on continuing customer service quality enhancements and innovations. With its extensive global connectivity, TM aims to position Malaysia as a regional Internet hub and digital gateway for Southeast Asia. In line with this, TM is evolving into a next-generation network service provider. In terms of corporate responsibility, the group has always been a major contributor in the fields of education, community/nation-building and environment. TM has spent some RM800 million to develop Multimedia University into one of the top universities in Malaysia with more than 24,000 students. TM has also provided scholarships to over 12,000 graduates pursuing academic programs locally and overseas. TM was awarded the Star-Biz ICRM Corporate Responsibility Award for its community efforts.



Rajeev Kheror

President of Strategy, International Business, Zee Entertainment

Rajeev Kheror is currently the president of strategy, international business at Zee Entertainment, responsible for strategic planning and execution for Zee international markets and territories. A specialist in managing strategy for television broadcasting networks, his award-winning career spans two decades and encompasses management of multiple media business verticals. Rajeev's widespread expertise includes network and channel strategy, new TV channel startups, feature film production, creative ideation, research, penetration planning and market positioning. Rajeev has worked with leading media corporations such as NBC, Yashraj Films and Mukta Arts Ltd. He once headed a brand management and media consulting company where he conceived and implemented communications strategies for companies such as Ford, Toyota, Union Carbide and Aveda.

Zee Entertainment Enterprises Ltd is one of India's leading television media and entertainment companies. It is among the largest producers and aggregators of Hindi programming in the world, with an extensive library housing over 100,000 hours of television content. With rights to more than 3,000 movie titles, Zee houses the world's largest Hindi film library. Through its strong presence worldwide, Zee entertains over 670 million viewers across 168 countries. Zee and its affiliate companies have leading presence across the media value chain, including television broadcasting, cable distribution, DTH satellite services, digital media, multiplexes, amusement parks and print media among others.

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Masliana Masron (Asia) on mas@contentasia.tv or +65 6846-5988

DAY 2 — SPEAKERS



Man Jit Singh

CEO, Multi Screen Media

Man Jit Singh is currently the CEO for Multi Screen Media Private Ltd, overseeing Sony Pictures Television's (SPT's) networks business in India, which includes Sony Entertainment Television (SET), Max, Sab, Mix, Six and Pix. He previously served as Multi Screen's interim CEO and prior to that was chairman of the board of directors of the company. With versatile experience across a range of industries such as pharmaceuticals, consumer products, distribution and staffing, Man Jit has also successfully grown a number of startups, including Futurestep.com and Compete Inc. Much of his early career was spent in general management consultation, working with private equity firms and developing quantitative methodologies to assist clients in the strategic deployment of resources. He holds a post graduate diploma in management from the Indian Institute of Management, Ahmedabad and an MBA from the Anderson School, UCLA.

Sony Pictures Television (SPT) backs Multi Screen Media Pvt Ltd, which is India's leading television network. It comprises Sony Entertainment Television (SET), one of India's leading Hindi general entertainment television channels, Max, India's premium Hindi movies and special events channel, Sab, a family comedy entertainment channel, Pix, an English movie channel, Mix, a Hindi music channel and Six, India's premier sports entertainment Channel. Multi Screen Media's channels are available across the Globe and influence over 400 million viewers in the Indian sub-continent and the South Asian diaspora worldwide.



Gaurav Gandhi

COO, IndiaCast

As COO of IndiaCast, Gaurav Gandhi is responsible for growing the subscription revenues for the TV18, Viacom18, A+E Networks-TV18 and Eenadu Group channels, and oversees the network development/channel placement for IndiaCast. Gaurav joined Viacom18 in 2010 as CCO and the group's head of international business, in charge of expanding growth and establishing Viacom18's footprint outside India. An alumnus of NMIMS, Gaurav started his career in advertising with Madison Media, handling the Coca-Cola India business. In his next role at Turner International, he handled research and planning. He then moved to Star India as head of commercial, business planning and syndication, then worked at NDTV Imagine as the EVP for business operations and content sales. In his free time, Gaurav likes to play squash, watch US television shows and spend quality time with family and friends.

IndiaCast is a multiplatform content asset monetization entity. IndiaCast drives domestic and international channel distribution, placement services and content syndication for TV18, Viacom18, A+E Networks, TV18 and the ETV channels. Distributing 26 channels from these media houses across platforms including cable, DTH, IPTV, HITS and MMDS, it offers a range of channels from entertainment, kids, news, infotainment and music, to regional genres. IndiaCast also distributes Sun Network channels and Disney channels in Hindi-speaking markets (HSMs).

Microphones are passé.

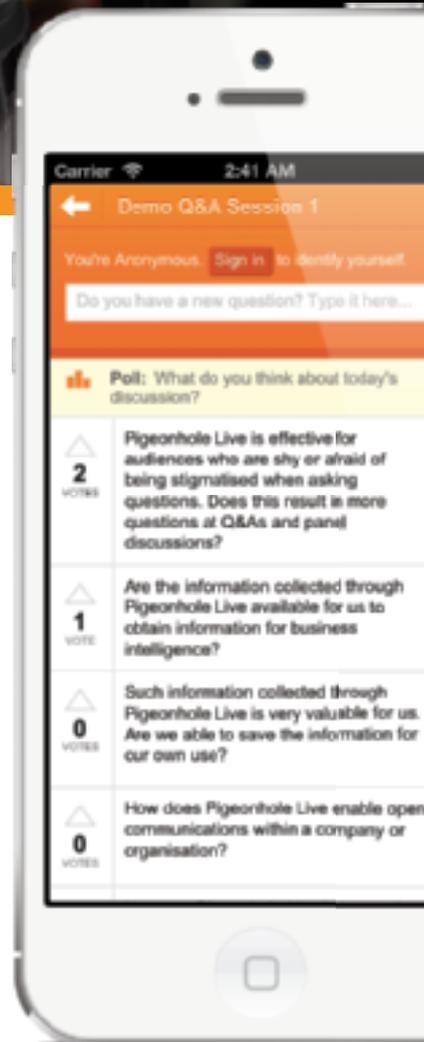
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DAY 2 — SPEAKERS



Vikram Chandra

Group CEO, NDTV

As CEO of the NDTV group, Vikram Chandra oversees all aspects of the company: corporate, operational and channel performance. He joined NDTV in 1994 and became one of India's leading news personalities and anchors, on top of taking on corporate responsibilities. He headed NDTV Profit from its inception and led it to become India's leading business channel. Vikram was subsequently named CEO of NDTV Networks and joined the NDTV Board in November 2011. Vikram presents The Big Fight, which has long been one of India's top-rated news and current affairs programs. Vikram has been named a Global Leader for Tomorrow and a Young Global Leader by the World Economic Forum in Davos. In 2008, he won an Indian Television Academy Award for Best Anchor for a Talk Show.

New Delhi Television (NDTV) has for a quarter century been a pioneer in Indian news television and is today one of the most-watched and the most-respected news networks in India. From producing groundbreaking programs to the launch of the country's first 24-hour news channel, NDTV has been in the forefront of the news industry. Its three news channels are NDTV 24x7 (English), NDTV India (Hindi) and NDTV Profit (Business). NDTV has 23 offices and studios across the country that house some of India's most modern and sophisticated production, news gathering and archiving facilities, with award-winning production and creative teams.



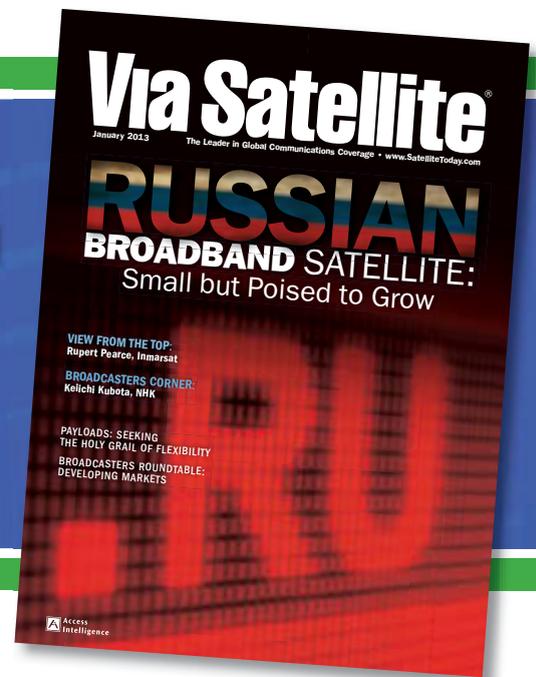
Nicola Bamford

Chief Content & Business Development Officer, Tata Sky

Nicola Bamford is chief content and business development officer at Tata Sky, the fastest-growing premium TV platform in India. She is responsible for all third-party content acquisitions, including linear channels, catch-up content, VOD, and PPV. Prior to moving to India, Nicola held similar roles at Sky Germany and BSkyB.

Tata Sky is a DTH joint venture between the Tata Group and Star. It offers its customers a comprehensive multi-genre and multi-language content offering, alongside multilingual 24x7 customer service call centers across the country. Tata Sky was the first Indian DTH company to launch PVRs and interactive services. Its recently launched VOD service provides access to catch-up TV and movies and concerts for download via broadband to customers' 500 GB HD PVRs. Tata Sky was rated the No. 1 DTH brand by the Indian Economic Times 2012 Brand Equity survey, and Tata Sky + HD was rated Product of the Year 2013 in the DTH category. The company covers 16,000 towns with a subscriber base of over 10.5 million connections.

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DAY 2 — SPEAKERS



Rohit Jain

Deputy CEO, Videocon d2h

Rohit Jain is the Deputy CEO of Bharat Business Channel (Videocon d2h), responsible for driving business strategies, alliances and partnerships, content strategies, strategic finance and other building blocks of the organization. He is a part of the company's core think tank responsible for shaping its future. Prior to Videocon d2h, Rohit worked with Aon Hewitt (earlier Hewitt Associates) as business head for eight years, helping global clients manage business performance improvement challenges. He played a leading role in strategy formulation, business development and P&L management at the company during his tenure, in which revenues increased by more than ten times. Before Aon Hewitt, Rohit worked at Pricewaterhouse Coopers for two years and Deloitte for four years. With more than 18 years of professional experience, Rohit is a regular speaker at industry bodies and forums. He is a commerce graduate and Chartered Accountant.

Videocon d2h is the fastest growing DTH service provider in India supporting MPEG-4 and DVB-S2 technology. The company distributes multiple television channels and allied video and audio services to subscribers as part of its DTH services. As of September 30, 2012, the company carried over 400 national and international channels and services, including 22 HD channels and 41 audio and video active music channel services. Videocon d2h commenced DTH operations in July 2009 and as of September 30, 2012 had 6.62 million gross subscribers with a 13% market share of the gross DTH subscriber base across India.



Raman Kalra

Head – Media & Entertainment, Executive Director & Partner, Communications Sector, IBM Global Business Services, India/South Asia

Raman Kalra is India/South Asia head of media and entertainment for IBM's Global Business Services and is also the company's executive director and partner for the communications sector. Raman is responsible for IBM's media and entertainment P&L, development and execution of industry thought leadership and strategies to deliver consulting services in the region. A finance professional by qualification, Raman has over 20 years of experience in industry and consulting, with a strong track record in growing and managing businesses. Working closely with some of India's leading media and entertainment companies across broadband, DTH, cable and print, Raman has overseen the development of industry business strategies and solutions focused on transforming the back office and new digital supply chains, and serving the digital consumer. He is also technical advisor to the IRS Technical Committee at Media Research Users Council (MRUC). Raman has been an active voice for digitalization, working closely with regulatory bodies, key industry leaders and other partners to help the industry transition from B2B to B2C.

IBM is a leading IT company that offers end-to-end services and solutions – hardware, software, services and consulting – enabling clients to derive unmatched value by solving complex business and technical challenges. In India, IBM has offices in 22 cities, with headquarters in Bangalore and regional offices in New Delhi, Mumbai, Kolkata and Chennai. India is also home to IBM's largest global delivery teams across infrastructure, applications, consulting and business process outsourcing. IBM India's solutions and services span all major industries, including media and entertainment.



Allen Lew

CEO, Group Digital Life & Country Chief Officer, Singapore, SingTel

Allen Lew was appointed CEO of SingTel's digital life group and country chief officer of Singapore in April 2012. As CEO of digital life, Allen is responsible for transforming the group into a leading player in the digital ecosystem, shaping how people connect and discover innovative and cutting-edge digital services. As country chief officer, he is the principal liaison with local and regulatory bodies. Previously, Allen held the position of CEO for Singapore from February 2006 to March 2012. He began his career with the SingTel Group in November 1980 and has served in various senior management positions, including COO of advanced info service (AIS) – the Group's associate in Thailand, COO of Singapore Telecom International Pte Ltd and managing director of Optus Consumer. Allen is the Chairman of the AIS executive committee and a board member of the Sentosa Development Corporation. He holds a bachelor's degree in electrical engineering and a master of sciences degree in management.

The SingTel Group provides a wide spectrum of multimedia and infocomms technology (ICT) solutions, including voice, data and video services over fixed and wireless platforms. With significant operations in Singapore and Australia (through wholly owned subsidiary SingTel Optus), the group provides a comprehensive portfolio of services that includes voice and data solutions over fixed, wireless and Internet platforms, as well as infocomm technology and pay TV. The group has presence in Asia and Africa with over 450 million mobile customers in 25 countries, including Bangladesh, India, Indonesia, the Philippines and Thailand. To serve the needs of multinational corporations, SingTel also has a vast network of offices throughout Asia-Pacific, Europe and the United States. SingTel employs more than 20,000 people worldwide and had a turnover of S\$18.83 billion (US\$14.97 billion) and net profit after tax of S\$3.99 billion (US\$3.17 billion) for the year ended 31 March 2012.



Sanjay Gupta

COO, Star India

Sanjay Gupta has been the COO of the Star network since 2009 and oversees the operations of its portfolio of 25 channels. He has been instrumental in many groundbreaking initiatives, successfully turning around the flagship brand Star Plus, launching India's first HD Hindi channels and, most recently, creating a second portfolio of channels under the OK brand with LifeOK and MoviesOK, to name a few. A graduate of IIM Calcutta, he brings in more than 19 years of experience across various aspects of marketing and sales in major consumer industries. Prior to Star, Sanjay was the chief marketing officer of Bharti Airtel where he was instrumental in driving marketing, sales and distribution for the \$6 billion mobile business. Before Bharti, he was with Hindustan Unilever where he led marketing for two of its largest segments – oral care and home care – working with powerful consumer brands like Close-Up, Pepsodent, Wheel, Vim and Domex.

Star India is one of India's largest media and entertainment companies operating nearly 40 channels in eight languages, including its flagship Star Plus. The Star network enjoys market leadership in key geographies, demographics, and time slots, and today reaches more than 400 million viewers in India and across the globe every week. Its channel portfolio includes Star Plus, Star Gold, Channel V, Star Jalsha, Star Pravah, Star World, Star Movies, Star Utsav, Life OK and Movies OK. Star also has a presence in regional broadcasting through a bouquet of joint venture channels like Asianet and Star Vijay. In sports, Star is in the process of completing the acquisition of ESPN Star Sports in India. Once complete, Star will have the largest bouquet of sports channels in the country through Star Sports, with rights for leading sports events in India and around the world. Star India is a fully owned subsidiary of News Corporation.

DAY 2 — SPEAKERS



Janice Lee

MD, TV & New Media, PCCW

Janice Lee is MD of TV and new media at PCCW, in charge of the company's media businesses including its Now TV pay-TV service and MOOV digital music service. Janice joined PCCW in January 2003 and in April 2006 was appointed EVP of TV and new media, responsible for marketing and content development. She has over 20 years of experience in media and consumer businesses, with prior roles including stints at Star TV, Warner Bros' consumer products division and Hong Kong Telecom's interactive multimedia business unit. She has also held senior positions in banking, such as head of international personal banking and strategic planning, and head of communications and PR at Citibank Consumer Bank in Hong Kong. Janice is among the board of directors and members of the council of governors of CASBAA. She graduated from The University of Sydney, Australia with a bachelor's degree in economics.

PCCW Limited (PCCW) is a Hong Kong-based company that holds interests in telecommunications, media, IT solutions, property development and investment, and other businesses. PCCW holds a majority interest in HKT, Hong Kong's premier telecommunications service provider. PCCW also owns a fully integrated multimedia and entertainment group in Hong Kong, which includes highly successful pay-TV service Now TV. Now TV is Hong Kong's largest quadruple-play pay-TV provider and one of the world's largest commercial deployments of IPTV. It carries more than 180 HD and SD channels of local, Asian and international programming, with half of them brought to Hong Kong viewers exclusively. In addition, Now TV is both a leading producer of local language news, sports and infotainment programming and a provider of a wide range of innovative interactive services using remote set-top-box access. Also fully owned by the group, PCCW Solutions is a leading information technology outsourcing and business process outsourcing provider in Hong Kong and mainland China.



Goh Seow Eng

MD, Television, SingTel

Goh Seow Eng is MD of television at SingTel, running SingTel's TV and video businesses in the region and leads the team responsible for SingTel's next-generation TV and video ambitions. He was recently chief of SingTel's digital home division, where he led the company's IPTV and FTTH businesses in Singapore. Before joining SingTel in November 2010, he was CEO of the entertainment division at Tanjong PLC in Malaysia, where he ran the gaming and cinema businesses. Prior to this, Eng was COO for consumer business at Astro, Tanjong's sister company, where he was instrumental to formulating and executing strategy, brand positioning and pricing and packaging of content services. Eng is a graduate of the University of Pennsylvania's management and technology dual-degree program. He graduated cum laude with a degree in economics from the Wharton School and holds a computer science degree from the Moore School of Electrical Engineering. He obtained his MBA from the University of California, Berkeley, and attended Harvard Business School's advanced management program.

The SingTel Group provides a wide spectrum of multimedia and infocomms technology (ICT) solutions, including voice, data and video services over fixed and wireless platforms. With significant operations in Singapore and Australia (through wholly owned subsidiary SingTel Optus), the group provides a comprehensive portfolio of services that includes voice and data solutions over fixed, wireless and Internet platforms, as well as infocomm technology and pay TV. The group has presence in Asia and Africa with over 450 million mobile customers in 25 countries, including Bangladesh, India, Indonesia, the Philippines and Thailand. To serve the needs of multinational corporations, SingTel also has a vast network of offices throughout Asia-Pacific, Europe and the United States. SingTel employs more than 20,000 people worldwide and had a turnover of S\$18.83 billion (US\$14.97 billion) and net profit after tax of S\$3.99 billion (US\$3.17 billion) for the year ended 31 March 2012.



Chris Guinness

SVP, Head of IMG Media, Asia Pacific

Chris Guinness, as IMG's head of Asia Pacific, is responsible for the overall business operation and strategic planning for IMG Media (formerly known as TWI) for the region. He also oversees all content sales and acquisitions to TV and new media platforms. In addition, he is also a board director at SNTV, IMG's long-term sports news joint venture with Associated Press, and at Asian Tour Media, IMG's strategic joint venture. Chris has been actively involved in the sports media industry for over 20 years, having first joined IMG in 1989. He moved to Hong Kong in 1996 to head up IMG's Asian media operations. In 2001, Chris left IMG and then in 2004 moved back to London to become CEO of Octagon's media business, CSI Sports. In 2006 Chris led a management buyout of CSI Sports from Octagon's parent company and sold the business to IMG. This marked Chris' return to the company after a five-year absence to head up global business development in London. Chris moved back to Asia to take up his current role in September 2011.

IMG Media is the media arm of IMG and specializes in broadcast rights representation, production, distribution, consultancy and new media development. Its standing in the broadcast and media industries is illustrated by the fact that it is the world's largest independent producer and distributor of sports programming, distributing 27,000 hours of content to major global broadcasters annually from over 400 events. IMG is a diversified global business with two major business segments: IMG Sports & Entertainment and IMG Media.



Andrea Radrizzani

Group CEO, MP & Silva

As the group CEO of MP & Silva, Andrea Radrizzani has led the international sports marketing agency's rapid growth over the last three years. Under his stewardship, MP & Silva has expanded its global market presence from 14 offices across the globe, built a healthy portfolio of premium international media rights and cemented its place as one of the world's leading agencies. Andrea has accumulated a wealth of experience and expertise on the Asian market, with acute knowledge of the region's football development in the last ten years. Apart from being responsible for driving MP & Silva's growth globally, he serves as a close advisor to various federations, rights holders and football leagues on maximizing revenue, business trends and other strategy-related matters. Andrea holds a degree in public relations from IULM University and spends most of his time in Singapore and London, managing the global expansion of the agency.

MP & Silva is a leading international media company that owns, manages and distributes television and media rights to some of the most prestigious sports events around the world. With an annual turnover in excess of US\$350 million, the company's television rights portfolio – providing annually over 10,000 hours of programming to over 200 broadcasters in 215 countries and territories – includes the Asian Games, FIFA World Cup, Italian Serie A, English Premier League, Spanish La Liga, The FA Cup, German Bundesliga, French Ligue 1, Major League Soccer (MLS), Brazilian national league (Brasileirão), Arsenal Football Club, the AC Milan Channel, several Asian National Federations, French Open at Roland Garros, nine ATP World Tour tennis tournaments, World Baseball Classic 2013, EHF Handball Champions League, DTM, Baseball World Cup, National Basketball Association (NBA), Spanish Basketball League (Liga Endesa) and more. Headquartered in London and Singapore, MP & Silva operates worldwide through regional offices in Beijing, Budapest, Dubai, Dublin, Hanoi, Miami, Milan, Monaco, Munich, New York, Paris, Tokyo and Warsaw.

DAY 2 — SPEAKERS



Arne Rees

VP, International Digital Media, ESPN International

Arne Rees serves as vice president of international media for ESPN International and is based in ESPN's New York office. Arne works directly with Russell Wolff, executive vice president and MD of ESPN International, and is responsible for expanding the digital growth of ESPN around the world, working in close conjunction with the company's regional offices. Most recently, he served as vice president and assistant to the president. Before officially joining ESPN, Arne spent five years as head of strategy and business development for UEFA in Nyon, Switzerland. He joined ESPN in 2006 as VP of international development and was instrumental in driving the strategic planning and development of the international broadband and wireless business platforms across five continents. Arne holds a law degree from the University of Passau, a master of art in law and diplomacy from the Fletcher School at Tufts University and a master of business administration from École Nationale des Ponts et Chaussées in Paris.

ESPN International is a division of ESPN Inc., which has grown to include ownership — in whole or in part — of 35 television networks outside of the United States, as well as a variety of additional businesses that allow ESPN to reach sports fans in 184 countries and territories across all seven continents. ESPN International business entities include television, radio, print, Internet, broadband, wireless, consumer products, and event management. The company and its holdings maintain offices or production facilities in key locations around the world including Bangalore, Buenos Aires, Hong Kong, London, Mexico City, Miami, Melbourne, Mumbai, New York City, Rio de Janeiro, São Paulo, Singapore, Sydney and Toronto. Since 1983, ESPN (originally founded in Bristol, Connecticut in 1979) has been growing around the world, establishing itself as the leading global sports media brand. ESPN is 80 percent owned by ABC, Inc., which is an indirect subsidiary of The Walt Disney Company. The Hearst Corporation holds a 20 percent interest in ESPN.



Peter Hutton

SVP, Sports, Fox International Channels

Peter Hutton is the SVP of sports for Fox International Channels (FIC) and is based in Singapore. Peter has been in the sports broadcasting industry for 30 years and held key appointment positions across various functions and businesses over the last two decades. Peter has led the launch of Fox Sports across multiple platforms in various key markets in Asia, including the flagship sports channel Fox Sports, Fox Sports Plus (HD), Fox Sports News, broadband platform Fox Sports Play and on-the-go app Fox Sports Mobile. He joined FIC in August 2011 to oversee the international syndication business, assisting FIC and News Corporation on a variety of sports-related projects worldwide, and represented FIC on the board of the pan-African sports channel Setanta. Following News Corporation's acquisition of ESPN's partnership interest in ESPN Star Sports (ESS), Peter was appointed ESS MD in June 2012. Prior to that, he was MD of Broadreach Media, COO of Ten Sports parent Taj TV Sports and joint MD of IMG/TWI Asia.

Fox International Channels (FIC) is News Corporation's international multimedia business. FIC develops, produces and distributes 350 wholly and majority-owned entertainment, factual, sports and movie channels across Latin America, Europe, Asia and Africa, in 37 languages. These networks and their related mobile, non-linear and high-definition extensions reach over 1.1 billion households worldwide. The company also operates four TV production houses and global online advertising unit .FOX ("Dot-Fox"), which specializes in online video and display. In Asia, FIC operates or distributes 37 channel brands, including the Fox, Star and National Geographic brands, with over 100 feeds across 14 markets. As the leading pay-TV network in the region, FIC reaches more than 550 million cumulative subscribers across Asia-Pacific and the Middle East with offices in Hong Kong, China, Taiwan, Japan, Korea, Singapore, Malaysia, Indonesia, Philippines, Thailand, Vietnam, India, Australia, New Zealand and the UAE.



Rik Dovey

CEO & Representative Director, Fox Sports Japan

As the CEO and representative director of Fox Sports Japan, Rik Dovey has a wealth of sports broadcasting experience in Australia, Europe and Asia. Rik started out in the field of production and later moved into channel management. Before taking on his current role in 2010, he was deputy managing director for Sky Sports in the UK, and prior to that MD of ESPN Star Sports (ESS) in Singapore, where he was SVP for production, operations engineering and promotions. Rik's career began in Australia's Seven News Network where he was executive producer for news in 1981. He founded Rik Dovey productions and was its CEO from 1983 to 1990, and later took on other senior production posts at Sky Sports, Eurosport, Prime Sports and Star Sports.

Fox Sports Japan is the joint venture company founded in 2012 by Fox International Channels (FIC) and TV Bank (a group company of SoftBank), which aims to specialize on Japanese professional baseball. Fully supported by Fox Sports in the US and Sky Sports in Europe, Fox Sports Japan aims to bring a fresh approach to live sports broadcasting in Japan. With TV Bank, Fox Sports Japan plans to offer a complete multimedia broadcasting service, integrating TV, telecommunications, Internet and mobile.



Arjan Hoekstra

MD, Eurosport Asia Pacific

Arjan Hoekstra started his career in 1994 at the Eurosport Headquarters in Paris, France, as in-house legal counsel. He then pursued his career at Eurosport as area manager for the Benelux market, responsible for the company's affiliate sales. He subsequently added the UK and Ireland to his remit. In 1999 he was appointed deputy MD of British Eurosport based in London, UK. In 2001 he also became MD of Eurosport Nordic, running all of Eurosport's activities in Scandinavia. In 2003 he moved back to Eurosport's headquarters in Paris, when he was appointed director of business development and became part of Eurosport's management team. Since 2005, he has been chairman and MD of Eurosport Asia Pacific Ltd based in Hong Kong, where he is in charge of all of Eurosport's activities in the Asia Pacific region.

Eurosport Asia Pacific Ltd, a wholly owned subsidiary of Eurosport S.A., oversees all activities of the Eurosport Group in the Asia Pacific region and has its headquarters in Hong Kong. It produces and distributes the TV channels Eurosport and Eurosportnews into 19 countries and territories around the Asia-Pacific region including Australia, Malaysia, China, Japan, Hong Kong, Singapore, Indonesia, Thailand, Taiwan and Korea. It also distributes a wide range of multilingual mobile and web products, providing live and in depth information, statistics and scores about sports events from around the globe. The Eurosport and Eurosport HD channels offer more than 3,700 hours of first broadcast hours per year, of which 80% is on a live basis.

DAY 2 — SPEAKERS



David Haslingden

CEO, NHNZ

David Haslingden is CEO, owner and operator of a global network of television production companies comprising NHNZ, Beach House Productions and Northern Pictures. His group has operations in the United States, Asia-Pacific and Europe, producing a broad range of television shows, principally in the non-fiction genre. Previously, David was president and COO of Fox Networks Group (FNG) where he was responsible for all Fox-owned channels in the US and around the World. In aggregate, FNG's 250+ channels generated over 60% of News Corporation's profits in 2012. Prior to his appointment as president and COO of FNG at the end of 2010, David was CEO of Fox International Channels. During the decade he ran this business, it grew at an average annual CAGR of over 35% to become a significant profit driver for News Corporation. He also served as CEO of the National Geographic Channels business, a worldwide joint venture between News Corporation and the National Geographic Society.

NHNZ is a major global producer of factual television creating original content for the National Geographic Channels, Discovery Channels, Smithsonian Channel, A&E Television Networks, 3net and NHK. Known for its 30-year plus natural history heritage, more recently NHNZ has branched out to other factual genres with hit original shows like *I Survive...* (on A&E's Bio Channel) and *L.A. Frock Stars* (Smithsonian Channel and BBCW). Northern Pictures is a TV production company that delivers large-scale factual television to the Australian and international market. Beach House Pictures (BHP) has built a reputation for creating top quality and exciting new factual content for major international broadcasters. It has an expanding slate of original wildlife programs.



Gregory Thiery

MD, Head of Asia-Pacific Media & Communications, Morgan Stanley

Gregory Thiery is an MD and head of Asia-Pacific media and communications at Morgan Stanley, based in Singapore. During his career at Morgan Stanley, Gregory has worked on numerous capital markets and M&A transactions across the globe. Some of these recently completed transactions include HKT's bond offering, a block trade at SingTel, Bakrie Telecom bond offerings, a Global Mediacom block trade, IPOs for Astro Malaysia and MNC Sky Vision and the sale of a minority stake in MNC to Saban Capital.

Morgan Stanley is a leading global financial services firm providing a wide range of investment banking, securities, investment management and wealth management services. The firm's employees serve clients worldwide, including corporations, governments, institutions and individuals from more than 1,200 offices in 43 countries.



Neel Laungani

Regional Head - Asia TMT Group, Standard Chartered Bank

Neel Laungani is Standard Chartered Bank's regional head for the telecoms, media and technology group in Asia. He has 18 years of investment banking experience, has been based in New York and Hong Kong throughout his career, and has been involved in communications, media, technology and power sector transactions in the Asian region for more than 15 years. Neel joined Standard Chartered in June 2011 from Credit Suisse where he was head of telecoms and media for Asia-Pacific. Prior to Credit Suisse, Neel was at Lehman Brothers where he was head of the communications and media group, Asia ex-Japan. His transactional experience includes the SCV merger with StarHub, HKT's US\$1.6 billion IPO, CVC Asia Pacific's US\$635 million acquisition of HKBN from City Telecom and MNC's US\$425 million IPO.

Standard Chartered PLC is a leading international banking group. It has operated for over 150 years in some of the world's most dynamic markets and earns more than 90 percent of its income and profits in Asia, Africa and the Middle East. Standard Chartered PLC is listed on the London and Hong Kong stock exchanges as well as the Bombay and National Stock Exchanges in India. The group has 1,700 offices in 68 markets, and over 89,000 staff. It is committed to building a sustainable business over the long term and upholding high standards of corporate governance, social responsibility, environmental protection and employee diversity.



Brahmal Vasudevan

Founder & CEO, Creador

Brahmal Vasudevan is the CEO and founder of Creador, which he established in 2011. He previously spent 11 years as a general partner and MD of ChrysCapital, a leading private equity firm focused on growth capital investments in India. He was part of the senior leadership team that grew assets under management from US\$64 million to US\$2 billion. Prior to joining ChrysCapital, Brahma was at Malaysian pay-TV operator Astro, where he was involved in strategy, marketing and expansion into neighboring countries. Brahma started his career at BAT and also worked at the Boston Consulting Group. He is a board member of Usaha Tegas (Malaysia), Hathway Cable and JMT Auto. He also established the Pacific Straits Foundation, a charitable foundation focused on the education of less-privileged children in South and Southeast Asia. Brahma holds an MBA from Harvard Business School and graduated with first-class honors in aeronautical engineering from Imperial College, London.

Creador is a private equity firm focused on long-term investments in growth-oriented businesses in Indonesia, India and Malaysia. The company is committed towards leveraging its experience in partnering with entrepreneurs to grow world-class businesses.

DAY 2 — SPEAKERS



Hary Tanoesoedibjo

CEO, MNC Group

Hary Tanoesoedibjo has been the president and CEO of Global Mediacom (MCOM) since 2002. Hary set up Media Nusantara Citra (MNC) and serves as its CEO, and founded Bhakti Investama in 1989. Additionally, Hary holds positions in several companies within MCOM. He is the CEO of Rajawali Citra Televisi Indonesia (RCTI) and he is also the president commissioner of PT MNC Sky Vision. He has had a distinguished career as an investment banker and personally develops and oversees corporate strategy for all of the business units under his command. Hary obtained his bachelor of commerce degree with honors from Carleton University, Ottawa, Canada in 1988 and his MBA from Ottawa University in 1989. He has regularly spoken at various national and international media events, and has lectured for several university post graduate programs in corporate finance, investment and strategic management.

Within a relatively short period of time, Media Nusantara Citra (MNC) has become the largest and most integrated media group in Indonesia. MNC's operations encompass content production, content distribution, free-to-air television networks, 24-hour TV channels, newspapers, tabloids, magazines, radio networks, online media, value-added services, advertising and talent management. MNC has the largest content library in Indonesia, comprising more than 100,000 hours of entertainment and news content, which is increasing by more than 10,000 hours per year.



Adam Chesnoff

President & COO, Saban Capital Group

Adam Chesnoff is the president and COO of Saban Capital Group. In this position, Adam is responsible for overseeing the company's investment and business activities, including private equity and public market investments. Adam sits on the boards of its equity investments, such as Univision, Celestial Tiger Entertainment and MNC. In addition, he co-formed and directed the investment group that acquired a controlling stake in ProSiebenSat.1 Media AG, Germany's largest television group, and he served as vice chairman of the board of directors of ProSiebenSat.1 from August 2003 until March 2007. Prior to becoming president and COO of Saban Capital Group, Adam spent five years at Fox Family Worldwide (FFWW) where he oversaw business development across all global divisions, including television channels, programming, production, international distribution and merchandising. Adam obtained his MBA from UCLA's Anderson School of Business in 1994 and an economics and management degree from Tel Aviv University's Recanati School of Business Administration in 1991.

Saban Capital Group (SCG) is a leading private investment firm based in Los Angeles specializing in the media, entertainment and communication industries. SCG was established in 2001 by Haim Saban, co-founder of Fox Family Worldwide, a global television broadcasting, production, distribution and merchandising company owned in partnership with Rupert Murdoch and News Corporation until its sale to The Walt Disney Company in October 2001. The firm makes both controlling and minority investments in public and private companies and takes an active role in its portfolio companies. SCG's current private equity investments include Univision, Celestial Tiger Entertainment, Taomee, MNC and MNC Sky Vision. Saban Brands LLC, an affiliate of SCG, was formed in 2010 to acquire, manage and license entertainment properties, and currently holds the rights to Power Rangers and Paul Frank Industries in its portfolio. With offices in Los Angeles and Hong Kong, SCG actively manages a globally diversified portfolio of investments across public equities, credit, alternative investments and real property assets.



Andy Kaplan

President, Worldwide Networks, Sony Pictures Television

Andy Kaplan is president of worldwide networks for Sony Pictures Television (SPT). Based at SPT's headquarters in Culver City, California, Andy heads all of the company's global cable and satellite television networks and investments, plus broadband, video-on-demand and subscription video-on-demand services, as well as the mobile versions of SPT's branded networks. Andy's mandate is to lead the growth of SPT's networks portfolio by expanding the channels' footprint and building new network brands worldwide. He has also made it a priority to increase the amount of original programming produced by the international networks group. From 2000 to 2002, Andy was chairman and CEO of digital media company Hollywood Stock Exchange. Prior to that, he was Sony Pictures Entertainment's Executive VP of the worldwide television group. Andy joined the company in 1987 as VP, having previously served in various executive positions at Hal Roach Studios and Embassy Pictures. He has also served as an entertainment and media consultant whose clients included Sony Corp. of America, Lions Gate Entertainment, Liberty Media, Fremantle Television and Galan Entertainment.

Sony Pictures Television (SPT) is one of the television industry's leading content providers, producing and distributing programming worldwide in every genre and for every platform. A leader in local language productions around the world, SPT sells formats in approximately 88 countries. SPT's television networks portfolio includes 124 channel feeds, which are available in 159 countries reaching more than 800 million households worldwide.

NOTES

ABOUT MEDIA PARTNERS ASIA

With offices in Hong Kong, Singapore and India, Media Partners Asia, Ltd (MPA) is the leading independent provider of information services, focusing on media and communications. We serve various audiences and clients with multiple platforms, including research, consulting, publishing and events. Our reports receive widespread coverage in global media and are utilized by numerous industry-related groups, such as media and telecom owners, investors, technology companies, regulatory groups and the financial sector.

RESEARCH

MPA reports include detailed analysis of Asia's media and communications industries, with specific focus on the commercial and regulatory aspects. Our analysts maintain and update various proprietary research databases, tracking and covering over 20 media markets, 10 sectors and 200 industry-related properties. MPA reports contain multiple market and sector profiles, which incorporate analysis with exclusive, proprietary data and forecasts on sector growth and consumption as well as asset appraisal. Key reports include the market-leading ASIA PACIFIC PAY-TV & BROADBAND MARKETS SERIES and ASIA PACIFIC ADVERTISING TRENDS, in addition to country and sector reports.

CONSULTING SERVICES

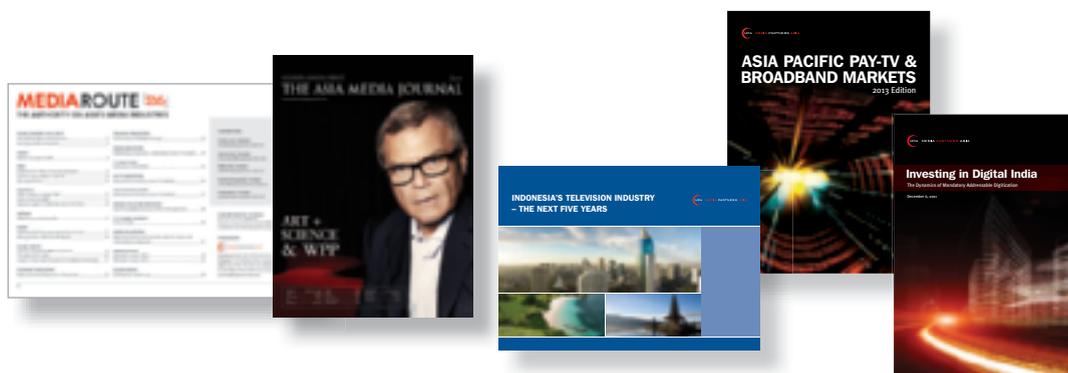
The Media Partners Asia consulting services division was established in 2001, leveraging the research and analytical expertise offered by MPA in reports and publications, and extending this expertise towards numerous engagements undertaken on behalf of clients throughout Asia as well as in North America, Europe and Latin America. MPA consulting services include: M&A-related due diligence research; custom-made market research; corporate strategy and business advisory; consumer research; strategic market entry studies; advocacy; fair market appraisals and independent valuations; and expert witness testimony.

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MPA publishes a leading research and analysis report and a leading quarterly magazine. The research digest, MEDIA ROUTE 26, focuses on the independent analysis of business trends across all major media and telecommunications sectors. The quarterly magazine, THE ASIA MEDIA JOURNAL, focuses on the advertising, media and marketing industries in Asia Pacific. Our digital properties include asiamediajournal.com and companion site mediaresearchasia.com.

CONFERENCES & EVENTS

MPA organizes strategic conferences and events, leveraging its client base and brands, and focusing on sectors within the media and telecoms industries. Since 2001, MPA has organized more than 30 conferences and seminars on television and radio broadcasting, pay-TV and broadband distribution, and general media and communications across Asia-Pacific.



To learn more about MPA and its capabilities, please visit www.media-partners-asia.com

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Wenxia Yu, Miss World 2012

