

#GreatJobs page 7

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## FOX tops Singapore's channel rankings

New GfK rankings put FNG in 9 of 35 spots, Celestial Tiger follows with 4

FOX Networks Group (FNG) and Celestial Tiger Entertainment (CTE) came out tops in Singapore's newly launched SG-TAM audience measurement results for November. Pay-TV channel rankings for all audiences aged 4+ for the month give FNG channels nine of the top 35 places. CTE follows with four. The other 22 are a mix of local, regional and international services.

The full story is on page 2





## Vietnam breaks new ground with Sony's Shark Tank

## New local biz show boosts Vietnam's regional formats lead

Sony Pictures Television format *Dragon's Den* has sealed its first commission in Southeast Asia.

The business show, which airs in the U.S. as Shark Tank, will be made in Vietnam as Shark Tank Vietnam.

State-owned national free-TV network, Vietnam Television (VTV), has ordered a first season of 16 episodes, set for a 2017 launch.

The Vietnam pick-up brings the number of formats on air in Vietnam in 2016 (or commissioned in 2016 for 2017) to 67 – 20% of the total 335 in Asia, according to *ContentAsia*'s latest Formats Outlook, published at the end of November 2016.

This makes Vietnam Asia's top formats country by volume.

Shark Tank Vietnam is the only business format on a list dominated by talent/reality contests and game shows, including Vietnam's Next Top Model season seven, Deal or No Deal Vietnam season 10, Family Feud Vietnam season 14 and Vietnam Idol season seven.

At least 20 of the 67 formats in Vietnam have returned for multiple seasons. Five of these have hit the 10 season mark, including Who Wants to be a Millionnaire, in its 12th season.

Vietnam leads China by 12 titles. Third on the list is Thailand, which has 47.

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## FOX, Celestial celebrate S'pore ratings

9 FNG, 4 Celestial Tiger channels on new GfK top 35 list



Lucha Underground, Celestial Tiger Entertainment

FOX Networks Group (FNG) and Celestial Tiger Entertainment (CTE) came out tops in November in Singapore's newly launched SG-TAM audience measurement system.

Pay-TV channel rankings for all audiences 4+ for the month give FNG channels nine of the top 35 places.

Four of Celestial Tiger Entertainment (CTE) channels made it onto the top 35 list of all linear pay-TV channels on air, according to the new national television audience measurement system.

The nine FNG channels are FOX Movies Premium (HD), which took fourth spot on the 4+ ranking after two Chinese and one Tamil channel; STAR Chinese Channel (HD); SCM (STAR Chinese Movies); FOX Action Movies HD; Star World HD; Indian channel Star Plus; BabyTV HD; National Geographic Channel; and FOX Sports.

The four CTE channels on the most-watched list for audiences 4+ are Celestial Movies (CM), Celestial Classic Movies (CCM), Chinese entertainment channel cHK, and action entertainment channel

KIX.

The other 22 channels on the 4+ list are a mix of international brands and regional channels, along with four channels packaged in-house by Singapore's two pay-TV providers, StarHub and Singtel.

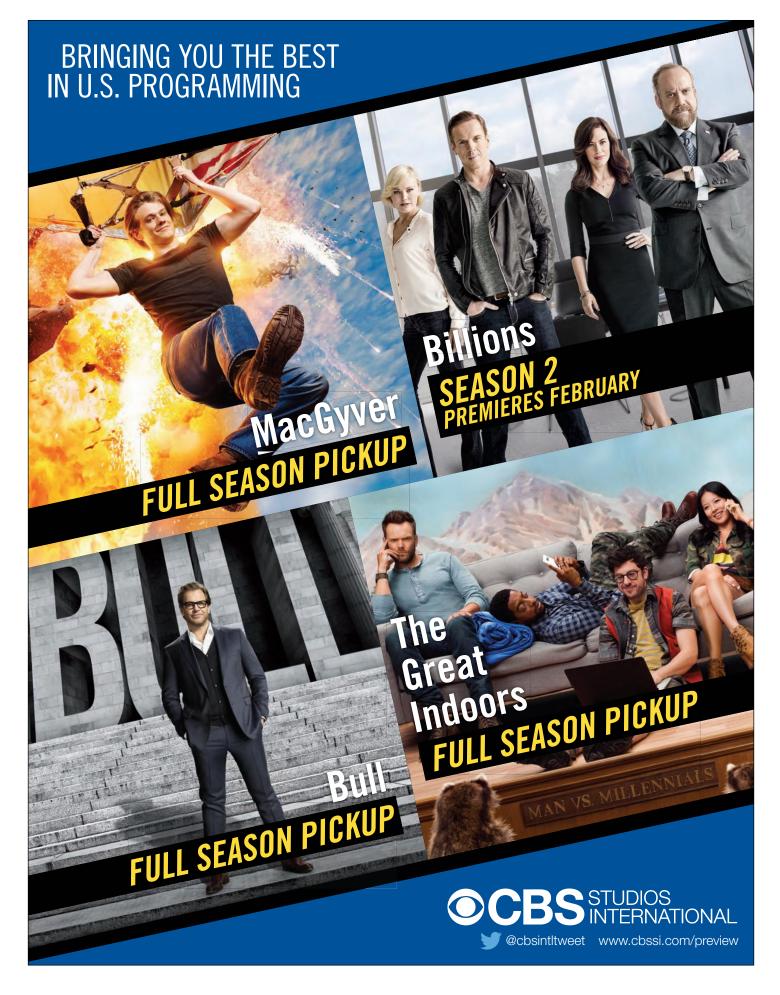
The list for the 15-49 age group puts FOX Movies Premium in second spot overall, behind only Tamil channel Sun TV, which comes second in the 4+ list.

The measurement platform is Singapore's first single-source multi-platform TV audience measurement system.

The system, which has replaced Kantar's as Singapore's official measurement platform, was commissioned from GfK by regulatory body, the Infocomms Media Development Authority (IMDA), in 2015.

The first results of the survey, which involves 1,200 households/2,000 individuals, were delivered at the beginning of October this year.

While some programmers say the new measurement system still needs time to find its feet, others are satisfied with the results so far.





## Netflix kills Marco Polo

## Decision already factored into Pinewood biz plan

Netflix is killing original series Marco Polo after two seasons. Both seasons of the epic drama, which traces the early days of legendary explorer Marco Polo in the court of the great Mongol emperor Kublai Khan, were produced by The Weinstein Company and filmed at Pinewood Iskandar Malaysia Studios (PIMS).

PIMS chief executive, Rezal Rahman, says the possibility that the U.S. streamer would not go ahead with a third season had already been factored into the studio's business plan for 2017.

Rahman told *ContentAsia* that, given the amount of time that had passed since season two, "we already had considered the chance that it would not be renewed... and had factored it into our business planning for 2017".

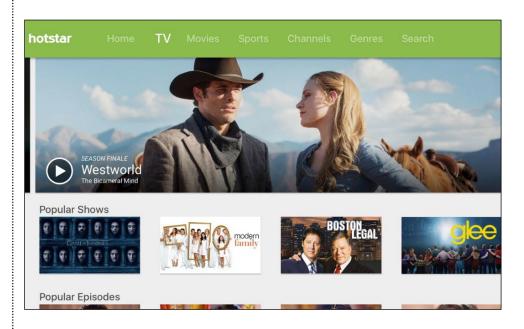
Rahman also said a new signature production for the studio at Iskandar was being negotiated.

Marco Polo, which premiered in 2014, was said at the time to have been the most expensive TV series ever produced. Season one is said to have cost about US\$90 million and season two approx US\$60 million. Budgets have not been officially confirmed.

Malaysia's media/investment authorities, keen to build out the country's production presence, were heavily supportive, but the rumoured financial investment has not been confirmed.

## **Hotstar wins Apple TV's App of the Year**

Star India streamer re-shapes India's TV experience



Star India's Hotstar streaming platform has won iTunes/Apple TV's App of the Year for India in 2016.

The app, launched in August this year, followed Star India's aggressive play for India's connected/online audiences.

The platform said this week that app downloads stood at 130 million.

Hotstar carries about 85,000 hours of drama and movies in eight languages along with sporting events such as Vivo IPL 2016, Rio 2016 Olympics, Premier League football and Kabaddi World Cup.

Hotstar's premium tier launched in April

this year, offering simultaneous releases of U.S. shows and, in an exclusive deal with HBO Asia, titles such as Game of Thrones and Westworld. Premium plan costs Rs199/US\$3 a month.

Launched in February 2015, Hotstar claims "hundreds of millions" minutes of viewing a day. The aim is for a billion minutes a day.

Hotstar is also planning global expansion in the "near future", platform bosses said earlier this year.

Hotstar is owned and operated by Novi Digital Entertainment, a subsidiary of Star India/21st Century Fox.

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Smashed the slot average in France with shares over 9%







Already a ratings hit in France, Take Your Chance is the game show for the whole family, with more answers than questions, it will have everyone shouting answers at the screen!





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# WebTVAsia acquires stake in Vietnam's METUB, all set to launch LUVE in 2017

Malaysia-based digital media entertainment company, WebTVAsia, has acquired a major stake in Vietnam's video/talent platform, METUB Network, and says it is on track to launch Asian millennial-focused online video platform LUVE in Thailand in early 2017.

METUB has 300 channels and claims 350 million views and two billion minutes of watch time monthly.

LUVE will deliver content from WebTVAsia and its partners from 10 countries in the Asia-Pacific region.

"We are embarking on an ambitious plan to become Asia's biggest short-andmicro form video platform by 2018," said WebTVAsia group CEO, Fred Chong.

Through associate company, Prodigee Media, Chong is also investing in action adventure feature film, *Raiders of Nanyang*.

## Sohu original medical drama hits 1.2b views

The first season of Chinese streaming platform Sohu's original medical drama, *Medical Examiner Dr. Qin*, has been viewed more than 1.2 billion times, according to data released by Sohu TV.

The drama, commissioned by Sohu, streamed on Sohu TV from mid-October to 1 December, as well as on Bilibili.

Sohu has greenlit another two seasons of the show about medical examiner Qin Ming and his assistant Li Dabao.

Sohu's original production ambitions continue in 2017 with, among others, a series based on Hong Kong writer Louis Cha's martial arts story, The Demi-Gods and Semi-Devils, as well as new seasons of local versions of U.S. series such as 2 Broke Girls. Sohu also airs a local version of Saturday Night Live and Lip Sync Battle China.

## Asia-Pac to top global SVOD by 2019

No impact of Netflix lock out in China, slow India/Indonesia

Asia Pacific is forecast to become the top SVOD region in the world by 2019, despite Netflix's lock-out in China and the U.S. streaming giant's "limited impact" in major population centres such as India and Indonesia, according to Digital TV Research's Global SVOD Forecasts report.

The total number of SVOD homes globally will reach 428 million by 2021, the report says. This is an increase from 177 million in 2015. By the end of this year, the world is forecast to have 248 million SVOD homes – and increase of 70 million from 2015.

Most of these are currently in the U.S.

The report forecasts that Netflix will have almost 118 million paying subs by 2021 – 27.5% of the global total. Although the number of international subscribers will overtake U.S. subs in 2018, the U.S. will still contribute 44% of Netflix's subscribers by 2021.

Global SVOD revenues will reach US\$32.2 billion in 2021, 18 times the US\$1.74 billion recorded in 2010 and up by US\$20 billion on the US\$12.29 billion recorded in 2015. Revenues will grow by US\$5 billion in 2016 alone to take the total to US\$17.46 billion.

## **China's Wang warns Trump**

20,000 U.S. jobs at stake, Wanda chief says

As China observers gear up for a U.S.-Sino relationship rollercoaster, Dalian Wanda chairman Wang Jianlin warned at the weekend that any attempts to halt Chinese investment in the U.S. could jeopardise 20,000 American jobs.

The comments are the latest in an increasingly public face-off as China grows its U.S. presence and influence, and at the same time safeguards stringent controls over foreign involvement in its domestic market.

Wang went on record in Beijing at the weekend saying he had invested more than US\$10 billion in the U.S. – including billions in entertainment – and employed more than 20,000 people.

Wang's aggressive move on U.S. media assets has escalated since his acquisition of theatre chain AMC in 2012.

The latest deal pending is the US\$1-billion acquisition of Dick Clark Productions.

State-owned media say Wang is among the group of "vibrant Chinese businessmen who are trying to make China a dominant global power in entertainment. [Wang's] buying spree in Hollywood... is paving the way for China to become a power worthy

of cultural influence," said an editorial in China's state-run Global Times.

Wang said in Beijing that anti-China initiatives under a Trump presidency could negatively impact the U.S. entertainment industry's activities in China. He is quoted as saying that English-language films are relying on China for growth.

Wang's comments in Beijing come a month after Global Times published an editorial about China's new film industry law that will, among other things, "rule out undignified participants".

The Film Industry Promotion Law comes into effect in March 2017. Along with provisions to crack down on box-office fraud and piracy, the law will require distributors to police the Chinese film quota.

Highlighting public "sensitivities and feelings", Global Times said "people have become concerned about not only the performance skills of actors and actresses, but also their morality and political stance". The comment followed an outcry over actress Bai Ling's involvement in a TV documentary commemorating the Long March. Chinese-born Bai Ling now lives in the U.S.



## ABS-CBN's The World Tonight turns 50



ABS-CBN chairman Gabby Lopez

Philippines' free-TV network ABS-CBN celebrates 50 years of flagship newscast *The World Tonight (TWT)* this month. The longest-running TV news programme in the country, *TWT* stars in a new documentary on ABS-CBN's 24/7 cable news channel "soon", the network says. ABS-CBN's integrated news & current affairs head, Ging Reyes, who served as *TWT* executive producer after martial law, led the tribute, saying the show was part of an ongoing push for public enlightenment, "the very foundation of any democracy".

# Australia's The Pulse premieres Remember in Macau

Australian creative studio The Pulse premiered the first episode of the country's first long-form virtual reality action/sci-fi series, *Remember*, at the 2016 International Film Festival & Awards in Macau this month.

The other 12 20-minute episodes in the VR series are in development with an anticipated 2017 release.

Remember explores "humankind's relationship and reliance on technology and the influence it has on our identity".

Episode one, Sarah, follows a grieving mother who is new to Remember, a virtual reality memory re-creation system. Learning to use the software, she begins to create and re-live long lost memories.



#### the place to look for the jobs that matter



## Director of TV Sales and Licensing, South East Asia including India (Singapore-based role)

#### **Job Purpose**

Reporting into the New York based VP of International Programme Licensing, accountable for the successful delivery of revenue and profit targets in assigned territories. The scope of the role is to maximize the value of SNI catalogue of programming within the region whilst partnering with the channel heads of programming and MDs to ensure most effective windowing of content across different platforms.

#### **Accountabilities and Responsibilities**

- Define and execute on programs sales and growth strategy in territories of assigned responsibility and deliver or exceed sales target.
- Negotiate deal terms and conditions which maximize return and profitability to SNI
- Maintain existing, and develop new, relationships with key clients throughout the territory using a variety of communication strategies including sales trips and attendance at international television markets.
- Identify and acquire new business opportunities and additional revenue streams including branded blocks on targeted terrestrial channels throughout the territory
- In conjunction with VP of International Programme Licensing ensure that key accounts are handled in an appropriate and effective way
- Devise a licensing strategy for any other commercial opportunity to successfully expand 'brands' and increase brand awareness
- Prepare for and participate in regular sales tracking meetings with Head of Ad Sales and Distributions, , Head of Programming , VP, Sales Affiliate and VP, International Programme Licensing
- Regularly provide market context and territory updates in accessible formats

#### **Person Specification**

- An experienced Sales Executive with at least 8 years' experience of working in an international TV sales team and preferably in a broadcaster environment
- Proven track record of successfully hitting targets.
- Must be independent self-starter as the role is based in Singapore and the rest of the team is dispersed globally
- Self-motivated and able to work in a complex corporate matrix
- Direct knowledge of most territories in the cluster
- Able to prioritize work-load in order to maximize income
- Understanding of the importance of admin skills and ability to carry them out
- A sophisticated negotiator able to negotiate diverse rights packages
- Able to take the lead in complex negotiations and close innovative sales
- Able to regularly communicate sales activities to VP and the wider SNI's senior management team
- Fluency in Mandarin language would be an advantage
- Manage own travel arrangements, expense report and other administrative needs

Please send your CV to hrsg@scrippsnetworks.com.



## Who was at....

#### HBO Asia/ContentAsia Women's Celebrating Women in Media in Asia Champagne Breakfast



Standing: Marianne Lee, Turner; Roxanne Barcelona, GMA Network; Angie Poh, IMDA; Loke Kheng Tham, PCCW Media; Virginia Lim, Sony Pictures Television Networks Asia. Seated: Lovina Chiu, MediaLink; Indra Suharjono, Next Animation Studio; Christine Fellowes, NBCUniversal; Anne Jakrajutatip, Jinny Tiratheerawong, JKN Global Media



Cora Yim, FOX Networks Group; Bei Bei Fan, HBO Asia



Erica North, HBO Asia; Ofanny Choi, Celestial Tiger Entertainment



Standing: Nicole Sinclair, CBS Studios International; Jennifer Batty, RTL CBS Asia; Mee Fung Lee, DW Asia; Sue Adams, Bamboo Development; Marini Ramlan, Media Prima Malaysia. Seated: Meena Adnani, First Media Indonesia; Shilpa Jhunjhunwala, A+E Networks Asia; Petrina Kow, Art of Voice









Magdalene Ew, HBO Asia



Leng Raymundo, ABS-CBN; Gepke Nederlof, Talpa



Lise-Anne Stott, A+E Networks



Trina Anne Tan, Primeworks



Sonia Fleck, Bomanbridge Media



Cindy Chino, Nippon TV; Sophie Le, Thaole Entertainment



Sandie Lee, Rewind Networks



Rachel Glaister, all3media



Andrea Edwards, The Digital Conversationalist



Annie Lim, Celestial Tiger Entertainment



Charmaine Kwan, Discovery Networks Asia



Alysha Chopra, Sony Pictures Television









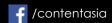
## ContentAsia's Formats Outlook

## Be included!

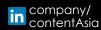
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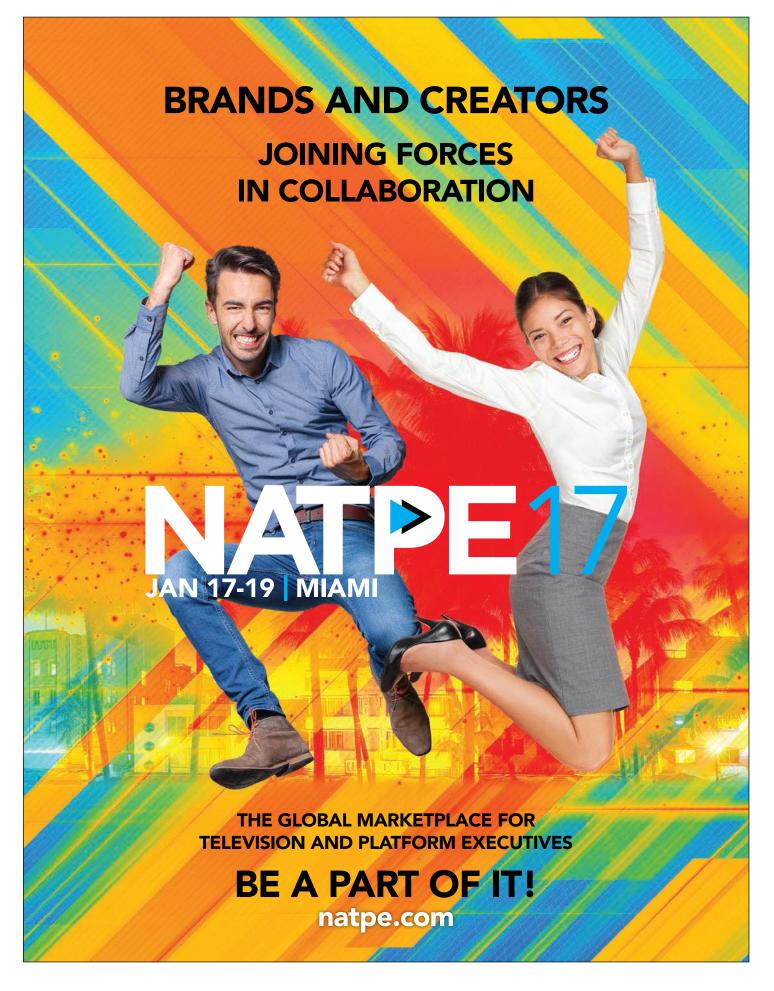




## #iwant

What buyers in Asia are looking for at the moment

Who	Buying for 2016-2017	Rights
Edward Barnieh Associate Director, Programming & Acquisitions – Kids Content Turner Asia Pacific	Animation Kids buys local and international content. Looking specifically for "comedy, character-driven animation"	• All rights
Ezra Farabi Him Pon Assistant Lead, Audience & Content Mediacorp TV (Singapore)	Animation Arts Documentary Drama* Education Entertainment/Music/ Food Kids Lifestyle* Movie Reality Sci-Fi Talkshow Travel Variety show* Youth buys for Malay-language Suria, acquires locally/regionally including Malaysia and Indonesia, and not buying international content for now	• Free TV • Catch-up • Live streaming
Jaranya Kengtawikarn Head of International Programme Acquisition Thai PBS (Thailand)	Animation Arts  Documentary* Drama Education Entertainment Food/Travel Kids* Movie Reality Youth buys only international content	• Free TV
Vitto Lazatin Vice President – Content Acquisition, Management & Strategy Cignal TV (Philippines)	Animation Drama/Korean Drama Entertainment* Food Kids* Lifestyle* Movie* News Sports Travel Youth buys from local, regional and international markets. 2017 buys are mostly for Asian entertainment, kids, lifestyle (female-oriented) and movies	• IPTV • Online • OTT • Pay TV • SVOD





## #flashback: 10 Years Ago This Week

ContentAsia celebrated its 10th anniversary in March 2016. Among other things, we're marking the occasion by looking back (and maybe marvelling a bit at everything that's happened since) at what happened this week in 2006....



Mobile: HK game for U.S. models •

Content Malaysia's new policies •

Schedule Watch Derana •

Social Who's partying where •

Issue 20: December 13-January 21, 2006

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## NEWS

- Korea's new comms legislation unveiled amid high-opposition
- ESPN Star Sports wins 8-year cricket deal for a rumoured US\$1 billion
- Odendaal replaces Marshall at Malaysia's Astro
- China reverses production investment policies
- Taiwan's Chunghwa eyes China and Vietnam
- No CAS delay, TRAI promises
- Celestial channel revenue up, Shaw titles licensing drops
- Astro plans US\$56 million programming spend as net profit rises 20%

PLUS MORE IN ...

### contentasa insider

The headlines above along with the full news stories and more were delivered in December to subscribers to ContentAsia's Insider - a PDA-friendly service that gets you your Asian media news first, fastest and more frequently. Fully searchable archive access to all ContentAsia magazine and ContentAsia Insider articles is included in your paid subscription. For more information, please email <u>i\_want@contentasia.tv</u>

### New bird flies for Measat

#### Delay-drama forgotten as 1000 guests gather in KL

Dawn is not exactly the time Paul Brown-Kenyon would have chosen for the Satellite Party of the Year.

But, given the delays and frustrations of the part 18 months, satellite company Measat's chief operating officer was not letting the early Paul Brown-Kenyon another dawn – that of a morning call mar grand-scale

celebrations. At 6.15am on Tuesday, December 12, Brown-Kenyon and 1,000 of his closest business associates gathered in Kuala Lumpur to witness the launch of the new Measat-3 satellite live via satellite. The event was also streamed live to Measat's website.



new era for multichannel television in Asia.

Originally supposed to go up in June 2005, Measat-3 will be co-located with Measat-1 at 91.5 degrees East, and will provide 24 C-band and 24 Ku-band high-powered transponders. The Ku-band payload has been Continued on page 7

A much smaller group

#### Season's Greetings

ContentAsia wishes you all a very festive holiday season and a prosperous 2007.

This is the final issue for 2006. The first issue of next year will be published on January 22.

#### BVITV-AP's first U.S. content in Asia report

Buena Vista International Television's first in-depth study on American programming in Asia is scheduled for a 2007 release. with a White Paper planned for early in the year. Advance headlines indicate that audiences across the region see a lot of U.S. programming as aspirational.

See page 3

### Idol 2007 for Vietnam & Pakistan

Fremantle Productions Asia launches debut versions of the Idol format in Vietnam and Pakistan next year.

First up is Vietnam Idol, which is currently in pre-production after negotiations that took about two years.

The first show goes on air in Ho Chi Minh City's free-TV station, HTV7, in late March or early April in a prime time deal driven by Unilever, which licensed the series. The contract also involves a local production house owned by

Auditions will be held in three to five cities; the final number should be decided by mid- Indriena Basarah December.



The show will air weekly, with the right to extra strand programmes daily.

Financial terms of the deal have not been disclosed, but Fremantle Production's general manager for Asia, Indriena Basarah, says it's in

Continued on page 11

#### Quiet close for ATF 2006

The annual three-day Asian Television Forum (ATF) in Singapore tapered off quietly on December 1 after a frantic opening day jampacked with announcements, many involving Singapore's Media Development Authority.

Attendance figures for the ATF, held as part of the three-week Asia Media Festival, are not available. The MDA says a total of 4,700 trade delegates came through festival doors.

Estimates from buyers and sellers on the ATF floor were of around 1,000 people - including buyers and sellers. About 220 companies were registered as Continued on page 5



## Older titles beat newcomers in Korea

### Marvel's Luke Cage tops digital originals

Marvel's Luke Cage is Korea's most popular digital original, with 37% more demand than any title even though it has been two months since its release. Another older title, Stranger Things, is second. Veteran titles, such as Orange is the New Black and Community, rank highly as well. In contrast, recently released titles rank lower. Amazon's The Grand Tour, currently releasing episodes, has 13% less demand than House of Cards. Gilmore Girls, the top digital original in the U.S. after its release, has 19% less demand than Orange is the New Black. Digital content trends in South Korea seem to be slightly behind that in other markets, so

shows released now may become popular in this market in a few months.

Overall, this preference for older titles is upheld. While Westworld, which recently concluded its first season, is the most popular title in South Korea, an older HBO drama, Boardwalk Empire, ranks second. Running Man, a local variety show, has about 18% less demand than international hits The Walking Dead and Game of Thrones, but ranks above older titles such as Breaking Bad. Several children's shows appear in the top 10, including the American Adventure Time and Japanese One Piece.

#### Top 10 Overall TV Shows

Rank	Title	Average Demand
		Expressions™
1	Westworld	6,994,041
2	Boardwalk Empire	5,296,359
3	The Walking Dead	4,373,628
4	Game Of Thrones	3,522,651
5	Running Man	3,232,512
6	The Legend Of Korra	3,193,001
7	Breaking Bad	2,770,294
8	Lucha Underground	2,476,096
9	Adventure Time	2,399,123
10	One Piece	2,065,543

#### **Top 10 Digital Originals**

IOP	To Digital Oliginals		
Rank	Title	Platform	Average Demand
			<b>Expressions</b> ™
1	Marvel's Luke Cage	Netflix	1,232,078
2	Stranger Things	Netflix	898,585
3	Black Mirror	Netflix	825,115
4	House Of Cards	Netflix	747,908
5	The Grand Tour	Amazon Video	652,826
6	Orange Is The New Black	Netflix	607,747
7	The Crown	Netflix	514,113
8	Gilmore Girls	Netflix	490,540
9	Narcos	Netflix	318,938
10	Community	Yahoo!	284,078

Source: Parrot Analytics

Date Range: 1-7 December 2016

Market: South Korea

Demand Expressions<sup>TM</sup>: Total audience demand being expressed for a title, within a country. [Audience demand reflects the desire, engagement and consumption of content, weighted by importance; so a stream/download is a higher expression of demand than a 'like'/comment.]





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