

Leadership shuffles as video industry braces for 2020

Viu ups content firepower,
CTE glides into post-Miller
era & eyes glued to Turner/
HBO Asia unification

Exec movements picked up pace this month as much of Asia's video industry closes a brutal year, braces for 2020, and boosts firepower for the great big streaming showdown on its way. In the last few days, PCCW Media's streaming platform, Viu, added its first chief content officer, **Virginia Lim**, to its team, beefing up content might as part of a broader reshuffle that also makes former Vuclip boss **Arun Prakash** the global chief strategy officer, and ups digital media SVP **Helen Sou** to chief business officer for Asia. In Hong Kong, long-time Celestial Tiger Entertainment (CTE) chief executive, **Todd Miller**, exited on Friday (15 Nov) in favour of a life split between Thailand and the U.S. investing, writing and sitting on boards. He makes way for president **Ofanny Choi**, who has been with the regional Asian entertainment channels network for 17 years. BBC Studios continues the regional rework that kicked off with the exit of Asia EVP, David Weiland, in July and the consolidation of the Asia biz under Jon Penn in Australia in Sept after the exit of Myleeta Aga for a role at Netflix. In the latest move, announced on Monday (18 Nov), BBC Studios upped veteran programmer, **Ryan Shiotani**, to GM of South/Southeast Asia, and **Fiona Lang** to GM for Australia/NZ (see page 10). Earlier in Nov, Disney Asia chief **Uday Shankar** bade farewell to **Sanjay Gupta**, who exited the Mumbai nerve centre for a top job at Google India. Meanwhile, a close eye is being kept on the shape of the combined Turner-HBO Asia team under WarnerMedia Entertainment. No final word yet.



Bear Grylls' new home in Asia

Outdoor Channel picks up adventure slate, including first run rights



Bear Grylls

Outdoor Channel has picked up rights to a new slate of Bear Grylls' titles for 2020, breaking Discovery's lock in Asia on the high-profile adventure property.

Rights include the pan-Asia premiere (excluding Hong Kong) of *Bear's Mission With*, as well as four seasons of *Running Wild*, *Get Out Alive with Bear Grylls*, and the first two seasons of *Bear Grylls Mission To Survive*. *Bear's Mission With* focuses on five British celebrities – including English football manager Gareth Southgate – taking an overnight adventure with Bear Grylls.

The high-profile adventure franchise sits alongside a slate of first and exclusive titles – such as culinary series *Dead Meat* with wild game chef Scott Leysath, and reality show *For Love or Likes*, which tests Instagram-famous female hunters in the real outdoors – on Outdoor's 2020 schedule.

Ivan Carter returns to the Outdoor schedule in *Ivan Carter Wild Life Hero*, about Carter's journey to the front lines of animal conservation, along with *Nick's Wild Ride*, which follows country music star Nick Hoffman around the world.

StarHub claims SG speed lead 60% faster than rivals, IMDA report says

StarHub raced past rivals in the first half of this year, clocking Singapore's fastest mobile data speeds, according to the new Infocomm Media Development Authority (IMDA) IMconnected report. StarHub, which is gearing up for a 5G future and preparing to "push the boundaries of network innovation", says the network speed is part of its #hellochange initiatives. Data points from the IMDA report show that StarHub achieved peak speeds of 681.7Mbps (4G) and 32.6Mbps (3G) respectively – about 60% and 35% faster than its closest competitor.



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Chinese IP court agrees to hear *Nezha* infringement complaint

China's 2020 Oscars entry accused of plagiarising *Memory* stage musical

The Beijing Intellectual Property Court has agreed to hear a copyright complaint by the creators of stage musical *Memory* against the producers of animated movie *Nezha*, which is China's 2020 Oscars entry for best international feature film.

Nezha, directed by Yang Yu (aka Jiaozi) and distributed by Beijing Enlight Media, broke China's box office records this summer for an animated film. The film has so far grossed more than US\$700 million in China since its release in July, according to Box Office Mojo. *Nezha* was produced by Chengdu-based Coco Cartoon.

The complaint by China Film Huateng involves compensation of RMB50 million/US\$7.13 million plus legal costs and an apology.

The animated fantasy thriller is about a boy born with unique powers who is recruited to fight demons and save the community that fears him.

Hong Kong broadcasters battle fake news

TVB slams "ulterior motives" behind "online malicious rumours" as protest violence escalates

Hong Kong news broadcasters Television Broadcasts Ltd (TVB) and PCCW Media-owned Now TV have dismissed fictitious reports claiming they are pulling the plug on live news coverage in the wake of escalating protest-related violence, and are on high alert for fictitious events and reports being attributed to legitimate news organisations.

In a statement on Friday, TVB condemned reports alleging it was pulling its live coverage as "online malicious rumours". The 52-year-old broadcaster cited "ulterior motives", and highlighted its ongoing commitment to impartial news coverage.

Online reports that went viral as tensions between protestors and police intensified said TVB was axing its own coverage in favour of acquiring news from cable outlets. In an earlier spate of fake news, Now TV was also said to be shutting one of its live news channels.

Now TV dismissed this at the same time as exposing a false report that claimed it had reported a weekend curfew in Hong Kong.

"With respect to rumours circulating online that Now News had reported that the government were soon to impose a curfew, Now News would like to clarify categorically that we had made no such report. This rumour is completely false," the company said.

The latest fake reports follow a 14 November incident in which a memory card was taken from a TVB news photographer/reporter, disrupting the interview at The Chinese University of Hong Kong.

Word spread that because TVB journalists had been attacked so many times, TVB was discontinuing its live coverage.

"This is all fictitious," TVB said in a statement. "The platform will continue to be the first time to report the live situation to the audience with professionalism and impartiality," the broadcaster added.

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Telkomsel boosts premium video in first HBO Go deal

Maxstream data plans sweeten streaming offer

Indonesian mobile operator Telkomsel is adding streaming service HBO Go to its Maxstream video service, sweetening the deal with a range of data-video bundles for both pre- and post-paid customers.

Bundled packs have three price points: Rp60,000/US\$4.30 (HBO Go plus 5GB valid for 30 days), Rp69,000/US\$4.90 (HBO Go, Viu, Vidio Gold plus 7GB) and Rp110,000/US\$7.80 (HBO Go, Viu, Vidio Premier Gold plus internet access, SMS and phone calls).

Telkomsel is Indonesia's first mobile operator to pick up HBO Go. The telco said video contributed 60% of network traffic.

Mediacorp resurrects *Mr Kiasu*

Radio drama kicks off multi-platform return



Chua Chim Kang (left), Mediacorp chief editor, Chinese news/current affairs, and Johnny Lau, creator of *Mr Kiasu*

Singapore broadcaster Mediacorp is resurrecting local character *Mr Kiasu* in an ongoing effort at trawling through the archives for well-loved characters to re-imagine.

A new agreement announced this month gives *Mr Kiasu* creator, Johnny Lau, a three-year window to create a series of projects featuring the popular character.

The alliance kicks off on Monday, 18 Nov, with a 15-episode radio drama, *Kiasu Playbook*, on Mediacorp's Capital 958.

Mr Kiasu was created in 1989, with core characters and story lines based on the familiar local concept of "kiasu" (fear of missing out). The tongue-in-cheek portrayal of Singaporeans debuted in a series of comic books by Lau and his co-authors. The property then migrated to TV and stage, and, in addition to radio, makes its comeback in a web series and across multiple initiatives on Mediacorp's Chinese news and current affairs platforms.

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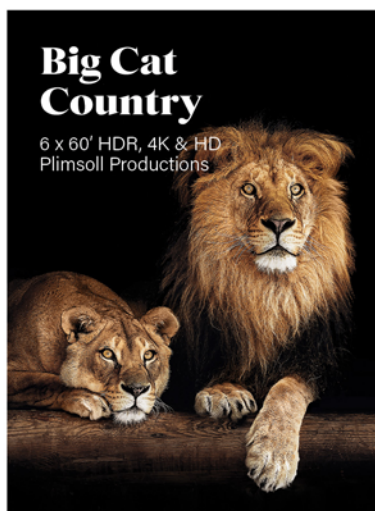
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Viu beats back Asian video rivals Streaming app second only to Netflix, data shows

PCCW Media's Viu video streaming app was second only to Netflix in the entertainment space across four categories – in-app purchases, monthly active users, average time per user and total time – in September in six markets in Asia, the Hong Kong-based company said this month, citing App Annie Intelligence data. The six markets are Hong Kong, Indonesia, Malaysia, Philippines, Singapore and Thailand.

In an investor presentation, the company said video views were up almost 142% to 2.9 billion in the first half of this year over the same period last year. 84% of the views are in Southeast Asia and Hong Kong, 11% are in India and 5% in the Middle East.

Monthly active users (MAU) were up 78.8% to 36.3 million in the first half of this year. Just over 72% of MAU's are in Southeast Asia and Hong Kong.

In Hong Kong, meanwhile, PCCW's pay-TV broadcast platform Now TV upped households to 1.34 million in the first half of this year to reach 50% penetration.

The group's total video streaming revenue increased to US\$57 million in the first half of this year, up from US\$51 million last year, according to company presentation this month.

Video's contribution to total revenues rose 24% in the first half of this year compared to first half in 2018.

Australia's 10 Play picks up *The Bay*

U.S.-based GRB Studios has sold all five seasons of premium drama *The Bay* to Australia's 10 Play for its Q4 2019 schedule. *The Bay* follows the filthy rich and highly dysfunctional lives of Bay City residents who live in a town cursed by the spirit of a cruel politician.

ABS-CBN's *Your Moment* debuts at #1 Format co-dev marks new era for Philippines network



Your Moment, ABS-CBN Philippines

ABS-CBN's first format co-development, *Your Moment*, premiered on the Philippines' free-TV network earlier this month at a national TV rating of 28.9%, giving it top spot among rural and urban audiences for the day, according to Kantar data provided by the Manila-based network.

The Saturday (9 Nov) premiere followed the dual singing-dancing show's international launch during the Mipcom programming market in Cannes in October.

Episode two on Sunday (10 Nov) dropped slightly to 26.3%, but was still way ahead of its competition – GMA's *The Clash* (17.4%) – in the slot on national ratings charts, the network said. But the 26.3% gave it only third spot for the day,

behind rival GMA's *Kapuso Mo, Jessica Soho* (27.6%) and *Parasite Island* on ABS-CBN (26.6%).

The first two episodes of *Your Moment* welcomed viewers into the state-of-the-art revolving set, which offers the studio audience views of both the dancing and singing stages, as well as the emotion meter used by the judges to input scores.

Your Moment was created with Holland's Fritz Productions. The 30-episode singing-dancing contest searches for the best duos or groups.

ABS-CBN has traditionally been a formats buyer, producing local versions of shows such as reality/social experiment *Big Brother* and *Philippines Got Talent*.

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Mediacorp expands digital network, adds Mothership, Popcorn and the Asianparent

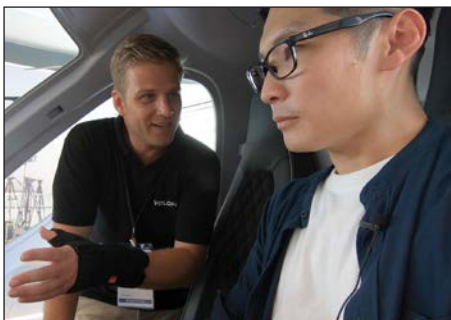
Singapore media network, Mediacorp, has added three more Singapore-based digital platforms to its portfolio, expanding its initiative to aggregate audiences for advertisers.

The new platforms – repped exclusively for direct and programmatic media sales in Singapore – are Mothership (from 1 Feb 2020), movie app Popcorn (effective immediately) and parenting platform theAsianparent (from 1 Jan 2020).

The Mediacorp Digital Network now involves 10 of Mediacorp's own brands and eight partner brands, including ESPN and YouTube.

Data provided by Mediacorp puts the digital network's reach at 3.5 million unique visitors via web and mobile devices.

Debbie Lee's TechStorm licenses Storm Bytes to Hooq



Storm Bytes, TechStorm

Tech programmer TechStorm has licensed its made-for-mobile original videos to Singtel-controlled streaming platform Hooq in Indonesia, Philippines, Singapore and Thailand. The videos, covering everything from eSports to gadget reviews, go out under the Storm Bytes banner on Hooq's free tier from 25 Nov. The weekly show is hosted by tech influencer Willy Foo. TechStorm also programmes a linear HD channel featuring a range of tech-related shows.

Shiotani upped to BBC Studios GM Veteran programmer to lead South and Southeast Asia



Fiona Lang, Ryan Shiotani

BBC Studios has appointed veteran programmer Ryan Shiotani as SVP/general manager of South and Southeast Asia.

Shiotani, who joined BBC in Asia in 2007 as programming director, is currently acting SVP for branded services in Asia. His new role covers branded services, marketing, creative, content and affiliate sales. He will continue to be based in Singapore.

The appointment is one of two as BBC Studios reshapes its Asia Pacific business under newly promoted BBC Studios APAC EVP, Jon Penn.

Penn, previously BBC Studios' managing director for Aus/NZ, took over the re-

gional business after the exit of Myleeta Aga in October and David Weiland in July.

The second appointment is Fiona Lang, who will lead Australia and New Zealand, also as general manager. Lang, who joined BBC Studios in 2012, is currently chief operating officer for Australia/New Zealand.

Her new role, based in Sydney, covers branded services, commercial and content sales.

Both roles report directly to Penn as part of the newly formed Asia-Pacific regional business announced in September.

Eros Now rolls out in China with Wasu Streamer says paying subs has hit 23.5 million

Eros International's Eros Now streaming service launches on mainland China's Wasu services on Monday (18 Nov), boosting the Indian programmer's China dreams as well as its global expansion ambitions with, among others, Apple TV+.

In its latest quarterly filing, Eros said China had been a major focus, and cited box office success of Indian films.

Two of China's top five Indian films – *Andhadhun* and *Bajrangi Bhaijaan* – were released by Eros. The two movies grossed

a combined US\$92 million in China.

The Wasu Media agreement follows Eros' year-old licensing agreement with iQiyi.

The company said Eros Now's paying subs base had risen 81% year on year to 23.5 million – a net addition of 4.7 million paid subs during the first half of fiscal 2020.

Revenue for the quarter was 49% down year on year to US\$32.3 million, and operating loss was up to US\$13.6 million from a profit of US\$8.4 million in the same quarter last year.

“Stop killing journalists”, forum tells Indonesia

Melanesian body warns of shrinking rights, threats & misunderstanding

Backers of the Melanesia Media Freedom Forum have called on the Indonesian government to “stop killing and criminalising journalists” and to open West Papua to foreign reporters, parliamentarians and independent observers.

The forum represents media from Fiji, Vanuatu, Solomon Islands, Papua New Guinea and the contested region of West Papua, which is currently controlled by Indonesia.

In its outcome statement after the conference (11-12 Nov), the forum also called on the Indonesian government to “end state-sponsored misinformation and disinformation” about West Papua.

Other demands include an investigation into attacks on journalists, the prosecution of those responsible, and an end to “the racist stigmatisation of indigenous West Papuan journalists”.

Forum members said they were concerned about growing threats to media freedom across their markets.

“The global decline of democracy is making it easier for our governments to silence the media,” the forum said.

Line, Yahoo Japan merger speculation

A merger is being flagged in Japan between popular chat app Line, owned by South Korea’s Naver, and Yahoo Japan. If it happens, the new company will be the country’s largest internet platform. Line has about 80 million uses and Yahoo has about 50 million. Local news platform Yonhap says Naver and Japan’s Softbank, which holds 45% of Yahoo parent Z Holdings, were talking about a merger, but gave no details.

Inaugural GOL Summit kicks off in Taiwan

24 Nov kick off for Asia’s largest LGBTQ+ filmmaking fest



Jay Lin, CEO, Portico Media

The inaugural GOL Summit kicks off in Taipei on Sunday (24 Nov), bringing together filmmakers from across Asia for the biggest conference of its kind and cementing the country’s position as the epicentre of LGBTQ+ filmmaking in Asia.

The one-day conference, organised by Taipei-based Portico Media, will host panels on film funding, production, distribution and marketing.

In a keynote session, Tsao Wen-chieh, president of Taiwan’s Public Television Service (PTS), will talk about how PTS is rejuvenating local content in strategic partnerships with global players.

The conference agenda opens with an overview of LGBTQ+ cinema in Asia by Portico CEO, Jay Lin. “LGBTQ+ cinema is

going from niche to mainstream” Lin says.

“Taiwan is already making a name for itself as a hub for regional LGBTQ+ cinema with world-famous movies being shot, produced, and distributed from our country,” he adds.

Regional filmmakers participating in the event include Zero Chou, Chen Minglang and Anusorn Soisa-ngim. Taipei Film Commission director, Jennifer Jao, and producer Jin Ong, who will share LGBTQ+ stories from the year and talk about their pipelines for 2020.

The conference takes place less than a month after Taiwan’s capital, Taipei, hosted Asia’s largest-ever LGBT pride parade, attracting 200,000 marchers from around the region.

Int’l sales revenue up 127%, JKN says

Thai media co reports 11.5% rise in net profit

Thai media company, JKN Global, has reported an 11.5% increase in net profit for the nine months to end September to THB202.58 million/US\$6.7 million on revenues of THB1,286.92 million/US\$45.5 million.

Revenue for the nine months was up 21.54% over the previous year. Revenue from sales of programme rights increased

30.53%, led by a 127% increase in international sales. JKN reported export sales revenue of THB402.09 million/US\$13.3 million. Domestic sales were up 9% to THB862.88 million/US\$28.5 million.

Programme sales gains were offset by steep drops in advertising/media/product sales business.

Video tech, gaming take centre stage at APOStech

"Battleground around digital bundles & services," say organisers MPA

Super apps and digital ecosystems along with gaming and the new role of telcos take centre stage at this year's APOStech conference, which opens in Bali on Wednesday (20 Nov).

Outlining key themes for the two-day event, organisers, Media Partners Asia (MPA), describes the current environment as an emerging "battleground around digital bundles and services", and highlights the emerging "new distribution models, partnerships and competitive dynamics for entertainment services".

MPA says a tech "arms race" around digital products and services is laying the foundation for new entertainment ecosystems. The agenda promises to "take stock of the latest initiatives and innovation from broadcasters, platforms and startups... focusing on scalable execution".

Telcos – the prime movers in Asia's digital transformation, are taking on new roles – are looking to move up the value chain as costs and competition intensify in the run up to 5G, MPA says, emphasizing the high-stakes bets "that could trigger the next wave of consolidation".

Another theme is the "new frontiers of advertising", which explores products and strategies against a backdrop of "online media's sustained march forward".

Tata Sky MD and CEO, Harit Nagpal, opens the event with insights into the evolving world of platform aggregators, the opportunities for video platforms, and execution in India, one of the world's most diverse and competitive pay-TV markets.

Speakers over the two days include Ken Mandel, Grab's regional head of advertising and brand insights; Akash Saxena, Hotstar's head of technology; Liu Wenfeng, iQiyi's chief tech officer; and Nana Murugesan, Snap Inc's MD for international markets.

Indonesia's GTV shakes up prime time

Movies replaced by game shows and formats



Studio Impian, GTV/Workpoint Group

Indonesian free-TV station GTV (Global TV) is cutting back on weekday prime-time movies in favour of game shows and formats.

The broadcaster, owned by PT Media Nusantara Citra (MNC), kicks off the new strategy on Monday (18 Nov), with the premiere of *Studio Impian*, an adaptation of Thai game show format, *Big Box*, from the Workpoint Group.

Studio Impian features three family members answering questions to win prizes. The show airs Mondays to Wednesdays at 6pm.

An active buyer of formats, GTV has also confirmed a fourth season of kids' singing competition format, *The Voice Kids Indonesia*, from Talpa/ITV Studios for next year.

GTV is currently airing *The Voice Indonesia*, *Superdeal Indonesia (Let's Make a Deal)*, and *Take Me Out Indonesia*.

GTV also airs its own format, home renovation reality show, *Bedah Rumah*, daily at 6pm.

Formats make up 10% of GTV's daily schedule. The rest are local TV series, animation, movies and news.

Singtel OTT Cast, Go pick up 32K subs

Pay-TV subs rise for the 2nd consecutive quarter

Singapore telco Singtel added 32,000 subscribers to its OTT services Cast and Go over the three months to end September, ending the quarter at 162,000 subscribers.

Reporting its latest financials, the telco said pay-TV subscribers rose for the second consecutive quarter, ending Sept with 383,000 subs. This brings the subs base level with Sept 2018.

The telco attributed the increases to popular TVB channels, which were made

available to Singtel customers for the first time.

Residential pay-TV revenues for the quarter dropped to S\$49 million/US\$36 million from S\$66 million/US\$48.5 million in 2018.

Singtel blamed the 25% drop on the FIFA World Cup boost the previous year. Excluding the World Cup, revenues would have been down 2%, the telco said.

Fibre broadband customers increased by 5,000, ending September at 639,000.

Presented by Gaga00Lala, Asia's 1st LGBTQ+ streaming service

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Chen Ming-Lang
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Founder of More Entertainment



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Nopphanach Chaiyahwimhon
Director, Writer and Executive Producer at GMM TV



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Miss Scarlet and the Duke

Set in the same 1880s London society that gave rise to Jack the Ripper, this British detective drama features a fearless, independent heroine played by Kate Phillips (Peaky Blinders). With her inquisitive mind, Miss Scarlet has always been more interested in running her late father's detective agency than behaving like a proper lady. But nothing has prepared her for the dangers she is about to face as a woman in the murder investigation trade. Length: 6x60 mins **A+E Networks** 80 Bende-meer Road, #07-04 Hyflux Innovation Centre, Singapore 339949 W: sales.aenetworks.com E: intl.sales@aenetworks.com

ATF Stand G.20

Don't

From Hollywood superstar and executive producer, Ryan Reynolds (Deadpool), and host Adam Scott (Parks And Rec, Big Little Lies) comes a new show where families can win money by following one simple rule: Don't. Each week, one family of four navigates a gauntlet of directives from the ingeniously small to the ridiculously giant: Don't Blink... Don't Play With Matches... Don't Get Tired... Don't Beat Yourself Up... Don't Play Ball In The House. It's the ultimate test of mind, body and family bonds. Length: 60 mins (format) **Banjay Rights** Gloucester Building, Kensington Village, Avonmore Road, London, W148RF, U.K. T: +44 (0)21 7013 0000



On Becoming A God In Central Florida

Set in a small Orlando-adjacent town in 1992, the dark comedy series follows Krystal Stubbs (Kirsten Dunst), a minimum-wage water park employee who lies, schemes and cons her way up the ranks of Founders American Merchandise (FAM) — the cultish, flag-waving, multibillion-dollar pyramid scheme that drove her to ruin in the first place. Determined to make a better life for herself, Krystal dives deep into FAM until her business begins to affect those closest to her. Length: 10x60 mins **Sony Pictures Television** 2/F Cityplaza Three, 14 Taikoo Wan Road, Taikoo Shing, Hong Kong T: +852 2913 3788 **ATF Suite 5001**



Big Cat Country

Real Drama. Real stories. *Big Cat Country* is the ultimate lion saga. In the heart of Zambia's Luangwa Valley, three lion prides collide. Each is determined to fulfill its destiny – one to maintain power, another to conquer and a third to save itself from collapse. A wildlife camera team gets caught up in the action as they follow the lions day and night through every twist and turn of fortune. Length: 6x60 mins 4K+HDR **Blue Ant International** 200-130 Merton Street, Toronto, Ontario M4S 1A4, Canada T: +1 416 646 4434 **ATF Stand K.20**



Blue's Clues & You!

A remake of the curriculum-driven interactive series *Blue's Clues*, *Blue's Clues & You!* follows Blue as she invites viewers to join her and Josh on a clue-led adventure and solve a puzzle in each episode. With each signature paw print, Blue identifies clues in her animated world that propel the story and inspire the audience to interact with the characters. Length: 20x30 mins **Viacom International Studios** 151 Lorong Chuan, #03-08 New Tech Park, Singapore 556741 T: +65 6420 7149 **ATF Suite 5201**



Rainbow Rangers

Rainbow Rangers is a rescue-based series that follows the adventures of seven girls who are Earth's first responders, protecting people, animals, resources, and the natural beauty of our world. The series boasts a highly accomplished team of creators, including Rob Minkoff (Disney's *The Lion King* director), Shane Morris (Disney's *Frozen* co-writer), Tim Mansfield, and New York Times Bestselling author and Emmy Award-nominated writer Elise Allen (*Dinosaur Train*, *Lion Guard*), who serves as head writer and co-creator. Multiple Emmy Award-winning Michael Maliani directs the series, and Genius Brands' chairman/CEO and multiple Emmy Award-winning producer, Andy Heyward, serves as executive producer. Length: 52x22 mins **Genius Brands International** 190 North Canon Drive, Floor 4, Beverly Hills, CA 90210, U.S. T: +1 310 273 4222 **ATF Stand P.14**



World on Fire

From multi-award-winning writer Peter Bowker, *World on Fire* is a heart-stopping, multi-stranded drama telling the story of World War Two through the lives of ordinary people from all sides of this global conflict. Length: 7x60 mins
ITV Studios Rooms 517-520, 5th Floor, Sun Hung Kai Centre, 30 Harbour Road, Wan Chai, Hong Kong T: +852 2511 9700
ATF Stand D.18



Hercui

Reyyan is the granddaughter of the powerful Sadoglu family. Although her father Hazar and uncle Cihan are important figures, the real family leader is her grandfather, Nasuh. Nasuh favours Reyyan's cousin Yaren. The reason is that Reyyan is – unbeknown to her – not his biological granddaughter. One day, while riding, her horse is spooked by a car and she falls. The driver is Yaren's lover Miran, who falls in love with Reyyan. The betrayal deeply angers Yaren, who swears revenge. Miran and Reyyan marry, spending one night together before he discovers a dark secret – her father killed Miran's parents – and calls off the union. Miran was raised by his grandmother to take revenge for the deaths. Can Reyyan and Miran's love survive despite these obstacles? Length: 160x45 mins **ATV** Barbaros Bulvari, Cam Han, No: 153 Besiktas/Istanbul Turkey T: +90 212 381 28 48
ATF Stand P.15

Untold Stories of the E.R.

Currently in its 13th season, these real stories demonstrate the dramatic nature of medicine practiced under pressure. Produced for TLC. Length: 150x60 mins **GRB Studios** 13400 Riverside Drive., Suite 300, Sherman Oaks, CA. 91423, U.S. T: +1 818 728 4140

Micronauts

When fate brings alien space explorers to earth in pursuit of the evil Baron Karza, they make a shocking discovery; in our world they are the size of action figures! The stakes are higher than ever for these small heroes in a big world, where dangerous obstacles lurk at every turn. Fortunately, they forge an alliance with teenager Cameron Ruck, who joins them in their pursuit of justice. Although small in stature, the Micronauts' bravery and adventurous spirits are larger than life. Length: 26x22 mins **Allspark – A Hasbro Company** Hasbro Singapore, 101 Thomson Road, #31-03/04 United Square, Singapore, 307591 T: +44 208 569 1234
ATF Stand F.28



Spides

In modern-day Berlin, Nora (Rosabell Laurenti Sellers, *Game of Thrones*) wakes from a coma after taking a mysterious drug, without memory of her previous life. Simultaneously, police detectives David Leonhart (Falk Hentschel, *Agents of S.H.I.E.L.D.*) and Nique Navar (*Florence Kasumba, Avengers: Infinity War*) are hunting down the mystery drug in relation to dozens of missing teens. When Nora sets out to discover what happened, she unravels a dangerous conspiracy – aliens are using a synthetic drug to infiltrate humans. The more she uncovers, the more of her own dark secret is revealed: she is the key to the invasion she is fighting. Presented by Palatin Media. Length: 8x60 mins **Kew Media Distribution** 151 Shaftesbury Avenue, London WC2H 8AL, U.K. T: +44 20 7851 6500



Santos Dumont

This period piece tells the story of Santos Dumont, the famous inventor and aviator who captivated Europe with his aeronautical endeavors at the turn of the 20th century. Length: 6x60 mins **HBO Latin America** 396 Alhambra Circle Suite 400 Miami, FL 33134, U.S. T: +1 786-501-8486 **ATF Stand M.16**

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Vietnam

In numbers

Population..... 96.2 million
 Households..... 26.87 million
 Average household size..... 3.5
 TV households..... 22.5 million
 Pay TV subscribers..... 14.5 million
 Mobile phone subs..... 129.35 million
 Mobile phone data users..... 61.4 million
 Fixed broadband subs..... 14.3 million

Source: Vietnam's General Statistics Office (population), Ministry of Information and Communications (households, pay TV, TV, mobile, internet)



Thu Vien Ky Uc (Library of Memories), an interactive drama series on POPS Worldwide, premiered 8 Nov 2019

Free TV

Hanoi Radio Television

Hanoi Radio Television started broadcasting in 1979, and today operates two free-TV channels – Hanoi TV1 (general entertainment) and Hanoi TV2 (news/current affairs) – and cable TV service, Hanoi Cable Television (HCaTV). Foreign content acquisitions include regional drama series and movies from Singapore, Japan, Korea, Taiwan and Philippines.

Ho Chi Minh City Television (HTV)

Ho Chi Minh City Television (HTV) operates two analogue channels – HTV7 (entertainment) and HTV9 (educational/information) – and four digital channels – HTV1 (public info), HTV2 (general entertainment), HTV3 (kids) and HTV4 (science/education). An active buyer of international formats, HTV has commissioned local versions of *Face the Clock* (premiered March 2019 on HTV7), *Master Class* (Q1 2019 on HTV3), *Lip Sync Battle* (April 2018 on HTV7), *Raid the Cage* (2018 on HTV7), *I Can Do That! Vietnam* (aired in 2017 on HTV7) and drama series *Hidden Truths Vietnam* (aired in 2017 on HTV9), among others. The station was

established in 1975 as Saigon Television and renamed Ho Chi Minh City Television in 1976.

Vietnam Television (VTV)

National broadcaster Vietnam Television (VTV) launched in 1970. VTV operates nine terrestrial TV channels: VTV1 (political, economic, cultural, social news), VTV2 (education, science, technology, news), VTV3 (sports, entertainment, economic news), VTV4 (home affairs, international news), VTV5 (local news), VTV6 (youth), VTV7 (educational), VTV8 (cultural) and VTV9 (Southern-oriented channel), as well as several terrestrial cable, satellite and regional channels, plus an international channel. VTV aims to launch a bouquet of 24-hour kids, news and 4K entertainment TV channels by 2020. VTV also has interests in pay TV platforms SCTV, VTCab and K+. The broadcaster continues to be actively involved in foreign format adaptations, including game show *Boom! Vietnam* (premiered March 2019 on VTV3), game show *Crazy Market Vietnam* (2019, VTV3), singing contest *It Takes 2 Vietnam*

(Apr 2019, VTV3), docu-reality series *Manbirth Vietnam* (Q2 2018), *Million Dollars Minute Vietnam* season three (June 2018, VTV3) and *The Voice Kids Vietnam* season five (2018, VTV3).

Subscription TV

FPT TV (FPT Thuyen Hinh)

FPT TV, a subsidiary of FPT Telecom, is an IPTV service launched in 2010. In 2013, FPT Telecom received a pay-TV licence to operate digital cable TV and analogue cable TV services nationwide. Today, FPT TV offers more than 150 linear local/international TV channels and video on-demand content, to over four million viewers across more than one million households in Vietnam (Dec 2018). Basic packs cost VND80,000/US\$3.45 a month everywhere except HCMC and Hanoi and VND100,000/US\$4.30 for subscribers in HCMC and Hanoi.

Hanoi Cable TV (Hanoicab)

Hanoi Cable Television (Hanoicab/HCaTV) is the cable TV service operated by Hanoi Radio Television. HCaTV

offers 180 SD/HD local and regional/international channels.

Ho Chi Minh City Cable TV (HTVC)

Ho Chi Minh City Television (HTV) was established in 2003 and is operated by Ho Chi Minh City Television's pay-TV branch, HTV-TMS. The platform offers a mix of local, regional and international channels (160+) covering film, music, sports, news, kids, general entertainment, science/educational and tourism/lifestyle. Monthly subscription for digital TV services starts from VND99,000/US\$4.27.

K+

K+ is the commercial brand of Vietnam Satellite Digital Television Company Limited (VSTV), a joint venture between VSTV and French broadcaster Canal Overseas. K+ is a DTH satellite platform offering about 130 TV channels in multiple genres, including sports, news, general entertainment, music, movies, documentaries and kids. All international channels are language customised with either Vietnamese subtitles, dubbing or voice overs. The platform offers a Premium+ package with 130 TV channels at VND125,000/US\$5.40 a month. K+ also operates a value-added TV everywhere extension, myK+, free for Premium+ subscribers.

MyTV

Created by Vietnam Post and Telecommunications Group (VNPT), IPTV service MyTV launched in 2009. Today, the platform offers about 200 local and international channels, including music, news/current affairs, sports and movies. The service also offers add-ons such as on-demand content, games and music/karaoke. Monthly subscriptions cost from VND42,000/US\$1.80 for 141 channels to VND72,000/US\$3.10 for 178 channels and access to streaming FIM+.

SCTV

State-owned Saigontourist Cable Television (SCTV), a joint venture between Vietnam Television (VTV) and Saigontourist Holding Company, was founded in 1992. Today, the company has about 2.5 million cable TV subscribers and aims

to hit four million in 2020. Television options include analogue, digital and IPTV. VOD was added in 2014. The platform's 175+ digital channels include 80+ in HD. Channels are a mix of in-house, local and foreign. The company also has interests in internet and telecommunications services. Subscriptions start from VND200,000/US\$8.60 a month for the analogue plan to VND240,000/US\$10.30 a month for the HD plan.

Vietnam Multimedia Corporation

VTC Multimedia Corporation (VTC) is a state-owned company operated by Vietnam's Ministry of Information and Communications. Established in 1988, VTC offers a variety of media access and content solutions for TV (production, broadcasting, online TV, VOD) and telecommunications (internet, VOIP, fixed line). VTC also began providing 4K TV on high-definition television channel VTC HD1 in June 2017.

Viettel TV

Viettel trial launched Viettel TV in 2013 as Net TV, rebranded as Next TV in 2015, and as Viettel TV in Oct 2018. Viettel TV offers more than 160 TV channels, of which 60 are HD. Monthly subscriptions start from VND215,000/US\$9.30 for the Flexi Combo pack (15Mbps internet connection + TV). Viettel also offers mobile TV services at VND3,000/US\$0.13 a day, VND7,000/US\$0.30 a week or VND29,000/US\$1.25 a month.

VivaTV

Over the span of eight years, pay-TV platform VivaTV has had two name changes. When it launched in Nov 2011, the service was branded as An Vien Television (AVG). In Apr 2016, AVG was rebranded as MobiTV after being 95% acquired by Vietnamese telco MobiFone in Jan 2016. In Sept 2019, MobiTV changed its name to VivaTV after the contract to buy shares between MobiFone and AVG was unanimously cancelled by the two companies. VivaTV continues to integrate TV and telecommunication services offering a mix of direct-to-home (DTH) satellite/digital

terrestrial (DTT), mobile TV, e-commerce and mobile connection services to about one million paying customers (Nov 2019). Monthly subscription costs VND60,000/US\$2.60 a month for 80+ DTT channels (109 DTH channels).

VTVCab

Free-TV provider Vietnam Television established Vietnam Television Cable Corporation (VTVCab) in 1995. VTVCab offers local and international channels in a variety of genres, including news, sports, movies and general entertainment. VTVCab also operates VTVnet, which provides internet access over cable.

Online/OTT

Vietnamese consumers have access to multiple direct-to-consumer streaming platforms that have included the country in their global/regional rollouts but do not customise for Vietnamese audiences.

Clip TV

Clip TV provides streaming of live TV channels and VOD of Hollywood movies and local films/TV series. The Clip TV set-top box costs VND1,390,000/US\$60 and monthly subscription is VND50,000/US\$2.15. Clip TV is operated by Vega, a 2003 Vietnamese tech digital company, which has created and developed Clip TV, waka.vn (eBook library service), nhac.vn (a music streaming service), among other products/services.

Danet

Vietnam's TV production/distribution specialist, BHD (see *Vietnam Media Corporation – BHD under Content Providers*), launched Danet in 2016. Danet offers free content (Danet Go), SVOD (Danet Buffet) and a la carte movie rental (Danet Cineplex) on multiple devices. Foreign content partners include studios from the U.S., Korea and China, among others.

Fim+

Fim+ offers more than 8,000 hours of local/international movies and series



bundled in four Standard plans and pay-per-view. Standard packages cost between VND50,000/US\$2.16 a month and VND450,000/US\$19.45 a year. Geo-blocked for Vietnam, Fim+ launched in January 2016.

FPT Play

FPT TV (see *FPT TV under Subscription TV*) launched FPT Play in 2013 offering live TV channels (news, sports, entertainment, movies) and VOD access to local and international movies and TV shows from Europe, America, South Korea and China. Content partners include Danet, HTV, VTV, VTC and Viettel.

HTVOnline/Hplus

OTT extension of pay-TV service Ho Chi Minh City Cable TV (HTVC). HTVOnline is an online portal, Hplus is an app.

iQiyi

Mainland Chinese streaming service iQiyi launched in Vietnam in July 2019. iQiyi offers only Chinese content with some in Vietnamese subtitles bundled in two plans – Gold VIP (monthly VND49,000/US\$2.11, quarterly VND130,000/US\$5.60, yearly VND499,000/US\$21.50) and Diamond VIP, which charges VND59,000/US\$2.50 a year or VND160,000/US\$6.90 quarterly or VND599,000/US\$25.80 a year.

Keeng

Viettel's streaming service Keeng offers local/foreign movies and TV series (Keengmovies) and music (Keengmusic). Viettel aims to launch a TV section KeengTV in early 2020.

myK+

myK+ is a value-add TV-everywhere extension of DTH satellite K+ service (see *K+ under Subscription TV*), offered free to Premium+ subscribers. Non-Premium+ subscribers pay VND125,000/US\$5.40 a month.

Onme

Onme is a video streaming platform, jointly developed by VTCab and Viettel. The programming focus is on live events such as sports. The platform also

offers local/international TV channels and VOD movies. Onme is offered free to VTCab/Viettel subscribers.

POPS Worldwide

Founded in 2007, POPS Worldwide is a digital entertainment network offering more than 560,000 original/local and int'l titles from 1,500+ partners. The service, which manages about 1,000 channels, had 3.8 billion global monthly views, and 80 million subscribers (Jan 2019). Based in Ho Chi Minh with offices in Hanoi/Bangkok, POPS Worldwide has opened up distribution to content providers such as Turner's Boomerang, Discovery Channel and Japan's TV Asahi.

TVB Anywhere Vietnam

Hong Kong's Television Broadcasts Ltd (TVB) launched mobile streaming platform TVB Anywhere Vietnam in 2017, offering over 5,000 hours of movies, including TVB's library titles with Vietnamese, Chinese, and English dubbing and subtitles. Subscription costs VND3,000/US\$0.13 a day or VND15,000/US\$0.65 a week.

tving

Korea's CJ E&M launched tving in Vietnam in 2017, offering live TV channels and VOD content produced for CJ E&M's 16 channels. tving also carries movies from Hollywood and Korea. tving costs VND50,000/US\$2.15 a month.

VieON

VTCab launched video streaming VieON in 2016 as VTCab ON and in Dec 2018, rebranded the service as VieON. VieON offers local/international TV channels and VOD content for free to VTCab subscribers.

VTV Go

VTV Go is a streaming mobile application operated by free-TV broadcaster Vietnam Television's (see *VTV under Free TV*) over-the-top subsidiary, VTV Digital. The platform carries live TV channels, catch-up TV up to three months after broadcast and select local drama series, kids and documentaries on demand.

WeTV

Mainland Chinese gaming/digital giant Tencent launched WeTV in Vietnam in July 2019. The platform offers Chinese content with select programmes available in Vietnamese subtitles. Subscription costs VND25,000/US\$1.10 a month (VND55,000/US\$2.40 for three months or VND259,000/US\$11 a year).

Zing TV

Online TV Zing TV offers movies, animation, TV series, among others. Zing TV is owned by tech/digital provider VNG, which also offers finance/payment and cloud services.

Content Providers

Cat Tien Sa Media Group

Founded in 1995, Cat Tien Sa Media Group (CATS) is a multimedia company specialising in TV and film production. The company is also involved in branding, investment and consulting services. Clients include broadcasters VTV, HTV and Hanoi Radio Television.

DatVietVAC Group Holdings

DatVietVAC Group, Vietnam's first privately owned media and advertising agency, was founded in 1994. The focus is bringing international formats to Vietnam. DatVietVAC is made up of a group of eight independent companies that offer a variety of services to marketers and media owners.

Dien Quan Media and Entertainment

Founded in 2008, Dien Quan Media and Entertainment produces and supplies content for both domestic and international broadcasters, as well as media agencies. Production includes documentaries, TV magazines, factual, lifestyle, travelogues, cooking series and reality shows.

International Media Corp (IMC)

Established in 2008, International Media Corp (IMC) is a multimedia communication group that develops and manages

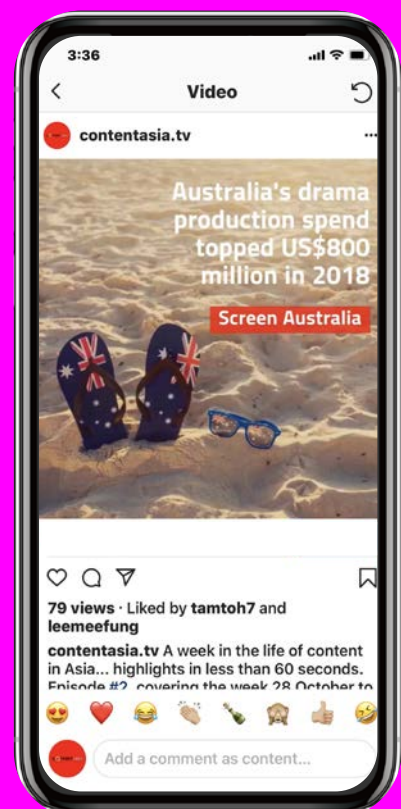
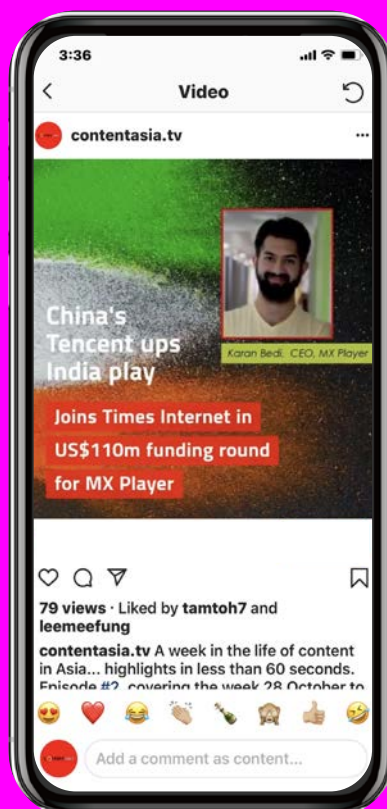
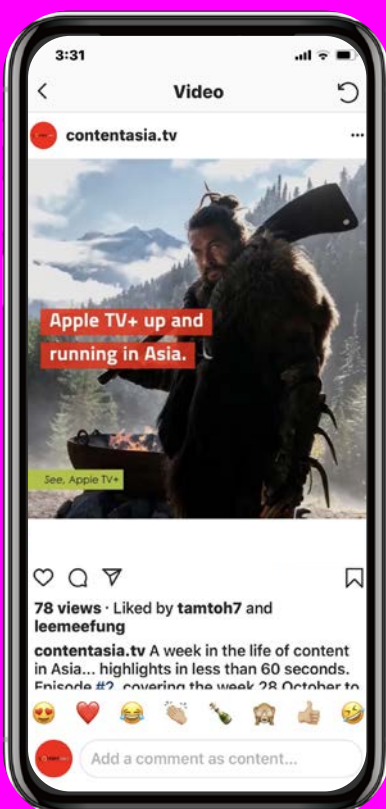
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television channels and produces entertainment and economic news shows. IMC's channels include TodayTV (general entertainment), Paramount Channel Vietnam (classic movie), YouTV (women/family entertainment) and MTV (youth entertainment, music).

Multimedia JSC

Multimedia JSC, founded in 2005, has a slate of fashion- and modeling-related projects in Vietnam. The production portfolio includes *Vietnam's Next Top Model*, multiple seasons of *Project Runway Vietnam* and the first edition of *She's Got the Look*. Other Multimedia JSC properties include the Vietnam International Fashion Week and modeling and talent agency, BeU Models & Talent Management.

Q.net Entertainment &

Founded in 2004, Q.net Entertainment & Communication distributes more than 40 TV channels to multiple TV platforms, including VTVcab, MyTV and FPT.

Thaole Entertainment

Established in 2000, Thaole Entertainment provides a range of services for companies seeking entry into the Vietnamese broadcast market.

TV Hub

TV Hub Entertainment and Media Group focuses on content production. Credits include the local adaptation of game show, *Raid the Cage*, for HTV7; Korean drama, *She was Pretty Vietnam*; and business format, *Shark Tank*, for VTV.

Viet Content JSC

Viet Content specialises in TV rights distribution, TV production and advertising.

Clients include networks such as VTV, VTC, K+ and HTV.

Vietba Media

Founded in 1999, Vietba Media is involved in content distribution and TV production (*Hole In The Wall Vietnam*, *Heaven or Hell*, *Golden Goal Vietnam*, *Don't Lose Your Money Vietnam*).

VietCom Film Production

Founded in 2006, VietCom Film Production (aka VietCom Entertainment) specialises in formats, TV game shows, drama series and movie production.

Vietnam Media Corporation (VMC) – BHD Co Ltd

Vietnam Media Corporation – BHD Co Ltd (VMC/BHD) started operating in 1996, and is involved in content acquisition, production and distribution of local, regional and international content. Feature films and big-brand formats have become a staple, including multiple seasons of *The Amazing Race Vietnam* and *MasterChef Vietnam*, along with *Price is Right Vietnam*, *Big Brother*, a kids version of *Vietnam Idol* and *Junior MasterChef*. Other productions include the Vietnamese version of Korean mega-hit *Descendants of the Sun*, *Star Academy*, *Sing If You Can* and *Killer Karaoke*. BHD's business also includes streaming platform (Danet) and multi-screen cinema chain (BHD Star Cinema).

Mobile telco providers

Gmobile

GTel offers nationwide mobile/data coverage along with a bundle of music, info and entertainment services.

MobiFone

The mobile network of Vietnam Mobile Telecom Services, founded in 1993. MobiFone is Vietnam's third largest mobile network operator with nearly 50 million subscribers.

Vietnamobile

Founded in 2009, Vietnamese mobile network operator Vietnamobile is a joint venture of Hanoi Telecom and Hutchison Asia Telecom, offering nationwide 2G and 3G services.

Viettel

Military-run Viettel offers mobile telecommunication, internet and cable TV services to about 60 million subscribers. The telco launched 4G services in March 2017, claiming 95% reach across Vietnam, and was awarded its 5G licence in Jan 2019.

VinaPhone

VinaPhone, founded in 1996, was the first mobile network operator to launch 3G services nationwide in 2009. Vinafone is a subsidiary of VNPT – Vietnam Post and Telecommunications Group, which is owned by the Vietnamese government.

Regulators

Ministry of Information and Communications (MIC)

Vietnam's policy making and regulatory body for press, publishing, foreign information, advertising, posts, telecomms, IT/electronics, radio, information and communications infrastructure and intellectual property.

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The Big List 2019**

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What's on where...

November 2019	19-21	APOStech	Bali, Indonesia
	20-22	Asian Animation Summit	Seoul, South Korea
	24	GOL Summit	Taipei, Taiwan
	28-29	PROMAX Asia	Singapore
December 2019	4-6	Asia TV Forum & Market, ATF	Singapore
	9-10	Dubai International Content Market	Dubai
January 2020	22-24	NATPE	Miami, U.S.
March 2020	18-20	FICCI Frames	India
	25-28	Hong Kong FILMART	Hong Kong
	28-29	MIP Doc	Cannes, France
	28-29	MIP Formats	Cannes, France
	30-2 Apr	MIP TV	Cannes, France
April 2020	1-3	Content Expo Tokyo	Tokyo, Japan
	21-23	APOS	Bali, Indonesia
May 2020	6-8	Busan Contents Market (BCM)	Busan, South Korea
	12-19	L.A. Screenings Independents/Studio Screenings	Los Angeles, U.S.
June 2020	3-5	MIP China	Hangzhou, China
	9-11	BroadcastAsia/CommunicAsia	Singapore
	11-13	Vietnam Telefilm	Ho Chi Minh City, Vietnam
July 2020	6-7	DW Global Media Forum	Bonn, Germany
August 2020	26-27	ContentAsia Summit	Bangkok, Thailand
October 2020	10-11	MIP Junior	Cannes, France
	12-15	MIPCOM	Cannes, France

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Rappers drive JTBC variety show demand

Knowing Bros, Hotel Del Luna top list of Korean titles

JTBC's ongoing reality/variety show, *Knowing Bros*, topped the list of demand for Korean programmes in Korea for the week of 6-12 Nov. With 3.6 million demand expressions, the four-year-old weekly series, with 200+ episodes aired so far, slid ahead of Studio Dragon's drama, *Hotel Del Luna*, by less than 5,000 demand expressions, according to data science company Parrot Analytics.

AGB Nielsen year-to-date ratings show *Knowing Bros* at between 3.726% and 9.585%. Guests on Nielsen's top-rated episode this year were actresses Kim

Seo-hyung, Oh Na-ra and Kim Hye-yoon, all of whom appeared in Korea's highest rated drama, *Sky Castle*.

The episode that led Korean shows on Parrot Analytics' list for the week featured rappers Hyuna, Dawn and Shin-dong. The episode received middling-to-low Nielsen ratings of 4.135%, indicating much stronger demand across the online/digital platforms Parrot covers.

Korean shows – *Kingdom, Designated Survivor: 60 Days, Melting Me Softly, Busted!* – were beaten by *Stranger Things, Black Mirror* and *The Boys* on the digital originals list.

Top 10 overall TV shows: South Korea

Rank	Title	Average Demand Expressions®
1	<i>Stranger Things</i>	4,208,955
2	<i>Game of Thrones</i>	3,751,786
3	<i>My Hero Academia</i>	3,647,709
4	<i>Knowing Bros</i>	3,579,341
5	<i>Hotel Del Luna</i>	3,574,388
6	<i>The Walking Dead</i>	3,440,706
7	<i>Melting Me Softly</i>	3,266,439
8	<i>New Journey To The West</i>	3,202,233
9	<i>I Live Alone</i>	3,188,193
10	<i>Running Man</i>	2,873,967

Top 10 digital originals: South Korea

Rank	Title	Platform	Average Demand Expressions®
1	<i>Stranger Things</i>	Netflix	4,208,955
2	<i>Black Mirror</i>	Netflix	2,408,595
3	<i>The Boys</i>	Prime Video	2,370,073
4	<i>Designated Survivor: 60 Days</i>	Netflix	2,140,827
5	<i>Kingdom (2019)</i>	Netflix	2,015,405
6	<i>Titans</i>	DC Universe	1,709,898
7	<i>Busted!</i>	Netflix	1,665,465
8	<i>Tom Clancy's Jack Ryan</i>	Prime Video	1,645,497
9	<i>Orange Is The New Black</i>	Netflix	1,332,291
10	<i>Grandmaster Of Demonic Cultivation</i>	Tencent QQ	1,275,862

Date range: 6-12 November 2019

Demand Expressions® (DEX): The global TV measurement standard developed by Parrot Analytics, which represents the total audience demand being expressed for a title, within a market. Audience demand reflects the desire, engagement and viewership, weighted by importance; so a stream/download is a higher expression of demand than a 'like'/comment.



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