

nextv Series

INDIA & SAARC 2017

The Future of TV & Video business in India & SAARC

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AGENDA

Tuesday May 18th

- 09:00 - 10:10 Registration and welcoming Coffee
- 10:10 - 10:20 Industry Overview by Waseem Haider - Senior Analyst India
- 10:20 - 10:40 Keynote Address by **Doordarshan**
- 10:40 - 11:00 Sponsor Presentation by Roberto Bigotti APAC & MEA Regional Sales Manager at **CONTENTWISE**
- 11:00 - 11:30 **Indian pay TV operators' strategies for 2017 and beyond**
- India's high end TV market, scope & opportunities for operators
 - What innovative pay TV services for India?
 - Partnership opportunities with OTT players
- V D Wadhwa- Executive Director & CEO at **SITI NETWORK LIMITED**
- Himanshu Patil- Chief Operating Officer at **VIDEOCON D2H LTD**
- 11:30 - 11:50 Sponsor presentation by Shubham Bhattacharya- Commercial Product Director at **CONAX**
- 11:50 - 12:20 **SAARC countries: The next TV Frontier- Special focus Bangladesh**
- State and overview of the TV market in Bangladesh
 - Digitalization & pay TV operators strategies
 - Opportunities for OTT and digital distribution
- Manzur Rahman- Country Head - Digital Services at **ROBI AXIATA LIMITED**
- Ishraq Dhaly- Head of Marketing at **DIGI JADOO BROADBAND LTD**
- 12:20 - 13:20 Lunch & Networking
- 13:20- 14:00 **Monetizing Indian movies and Fiction via OTTs**
- International success stories of Indian content
 - What VOD models for India
 - Bollywood content going OTT
 - Monetization strategies: Freemium, premium, advertising
- Rajiv Vaidya- CEO at **SPUUL INDIA**
- Shabir Momin- MD & CTO at **ZENGA TV**
- Nikhil Naik- VP Corporate Development & Strategy at **VUCLIP**
- Zulfiqar Khan- Business Head - **EROS NOW & CRO EROS GROUP**

14:00-14:20 Sponsor Presentation by Naveen Kumar- Sales Director- India & SAARC at **VERIMATRIX**

14:20- 14: 40 **SAARC countries: The next TV Frontier- Special focus Sri Lanka**

- Digitalization & pay TV operators strategies
- New content & HD distribution opportunities
- Prospect for OTT & digital distribution
- Zihar Zuhair- Chief Manager - Content Acquisition & Channel Management at **DIALOG AXIATA**

14:40- 15:00 Sponsor presentation by Sushant Sharma-
Head of Consulting Services APAC at **ACCEDO**

15:00-15:40- **OTT & TV Everywhere strategies of Indian TV broadcasters**

- Partnership models with Pay TV and Telecom operators
- Driving premium services: key to success
- Monetize content beyond subscription through partnerships with connected devices
- Gaurav Gandhi- Chief Operating Officer at **VIACOM18 DIGITAL VENTURES**
- Uday Sodhi- EVP and Digital Head at **SONY LIV AND SONY ENTERTAINMENT**
- Archana Anand- Head, Digital–India at **ZEE ENTERTAINMENT’S Z5 BUSINESS**
- Sidharth Iyer – Lead Digital Strategist at **REDCHILLIES.VFX**

15:40- 16:10 Networking coffee break

16:10-16:50 **The rise of MCN and YouTube in India**

- Digital videos consumption trend in India
- What revenue model for MCN in India?
- Challenges of securing original content
- Gurpreet Singh- Co-Founder & COO at **ONE DIGITAL ENTERTAINMENT**
- Charit Sharma- Business Head Digital & Growth Projects at **PING NETWORK**
- Varun Mathur- Co-Founder & Director at **VEQTA**

16:50-17:10 **SAARC countries: The next TV Frontier- Special Myanmar**

- Overview of the Myanmar and prospects for new entrants
- FTA and Pay TV development and opportunities
- What opportunities in mobile TV and OTT

Himkar Pandey- Head of Sales & Distribution at **OOREDOO MYANMAR**

17:10- 17:45 **4G: a revolution for the Indian mobile TV & OTT markets**

- Challenges in roll out and adoption of 4G
 - Creating new opportunities in telecom market for content delivery
 - How can operators monetize the delivery of video services over their networks?
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- Rakesh Kumar- Seniro VP& CTO at **Bharti Airtel**
 - **Vodafone India**

17:45-18:00 Raffle to win an iPad

18:00- 19:30 Networking Cocktail by **Dataxis**