





#### **PROGRAMME**

### AVIA Curated Session @ FILMART: MONDAY | 11 March

### 11:30 Thriving in an Era of Video Streaming

Join **Louis Boswell**, CEO, **AVIA** and his 4 guests in conversation on the development and growth of Asian streaming services and the ascent of Asian content internationally:

- Propelling the Rise in Chinese and Asian Content
   With Kelvin Yau, President, APAC and Overseas Marketing, International Business Department, iQIYI
- Made in Asia, For Asia and Beyond
   With Jessica-Kam Engle, Executive VP and Business Head, CreAsia Studios and
   Marianne Lee, Chief of Content Acquisition and Development, Viu
- Engaging the Thai consumer

  With Winradit Kolasastraseni, President, Digital Media, True Digital Group

Time: 11:30am-1:00pm

Venue: Moonlight Theatre, Hall 1, HKCEC

Address: Hong Kong Convention and Exhibition Centre, 1 Expo Drive, Wan Chai, Hong Kong

Asia Video Summit attendees are eligible for free tickets to attend the session, which includes one-day access to FILMART exhibition halls on 11 Mar. **Pre-registration to atthend the session is now closed.** 

To find out more about FILMART, please visit: <a href="https://bit.ly/hkfilmart">https://bit.ly/hkfilmart</a>

### Day 1: WEDNESDAY | 13 March

08:00	Delegates and Speakers Registration Grand Ballroom, Grand Hyatt Hong Kong
09:00	Welcome Remarks John Dykes, Sports Broadcaster
09:15	Opening Remarks Louis Boswell, CEO, AVIA

#### THE STATE OF VIDEO IN ASIA (I)

Following a year of reckoning with everything streaming originally stood for now being upended, we're back to the future with rising subscription prices, streaming ad tiers, single geographic household restrictions, licensing of libraries and a renewed focus on theatrical. What can we expect in 2024? Has the dust really settled, or will there be more tectonic shifts and how will the consumer video experience evolve?

### 09:30 Charting Asia's Evolving Video Landscape

With narrowing losses, subscriber growth driven by international markets and significant cost savings achieved in 2023, has the dust finally settled or is there more to come? What does 2024 hold for our industry and what will be the key trends and developments that will shape it in the year ahead?







	Vivek Couto, Executive Director, Media Partners Asia
	With Louis Boswell, CEO, AVIA
10:00	The Big Picture: In Conversation with Karen Fu  Specializing in Mandarin content, China listed company Huace Group has produced over 150,000 hours of Chinese television series and films which have been seen in 200 countries and regions across the world. As one of China's largest content producers, how is Huace preparing for and participating in the potential rise of Chinese content internationally? What are the company's key goals and priorities in the year ahead, what genres are they focused on producing and how is Huace embracing the latest technology in its TV and film productions? Where do the biggest opportunities lie and what are the challenges that need to be surmounted for Chinese content to realize its full potential?
	Karen Fu, CEO, Huace Global
	With Louis Boswell, CEO, AVIA
10:25	Building a High Value-Added Industry and Incentivising Growth  As more countries realize the tremendous potential economic benefits of a thriving entertainment industry, many governments are developing infrastructure and incentives to support both local and international productions in the hope of becoming the next Asian content wave. What are some of the key incentives and how can international content creators capitalize on the opportunities and support offered?
	Panelists: Panidapa Suankaew, Chief of Film Business Promotion, Thailand Film Office Sirisak Koshpasharin, Vice Chairman, The National Federation of Motion Pictures and Contents Associations (MPC)  With Clare Bloomfield, Chief Policy Officer, AVIA
10:50	Coffee Break
11:05	Piracy – Why It Matters to Content Providers and What Can Be Done to Stop It It's a perennial problem and when there is a sharp focus on profitability, no effort should be spared in stemming the leakage from piracy – you cannot compete with free. But how big and real is the problem? How are the pirates making money, especially for live events and sports? Do potential consumers know the real dangers and perils of piracy? What are the latest developments in this war against the pirates - where are we winning and what more is being done to plug the holes?
	Panelists:  Kaushik Moitra, Partner, Bharucha & Partners  Sean Godfrey, Senior Commercial Solicitor – APAC, Premier League
	Michael Kwan, Senior IP Enforcement Advisor, TVB  Yangbin Bernard Wang, CEO, Vobile
	With Matthew Cheetham, GM, Coalition Against Piracy (CAP), AVIA
	SHOW ME THE MONEY

#### **SHOW ME THE MONEY**

You can't save your way to prosperity but with Wall Street demanding greater profitability, the focus is sharply on revenue. From delivering more from traditional sources to those that were almost abandoned and developing new ones beyond the traditional. We take a closer look at the different ways that media organizations are monetizing their assets and which have the greatest growth potential to replace the lucrative ARPU from declining pay TV revenues. Show me the money!







11:45	The Anneal of Evergreen Content
	The Appeal of Evergreen Content  Friends, Suits, NCIS and a whole host of other shows may not be the latest, but they are certainly amongst the greatest
	for subscribers and a whole new generation of viewers who have discovered great storytelling from yesteryear that
I	still resonates today. How much gold is there really in those deep libraries? How do networks balance the need for
	revenue and keeping content for their own D2C services, how do they compete in the linear pay / TV world and what
İ	does all this mean for the consumer?
	Panelists:
	Jonathan Greenberg, EVP, Regional Sales – North Asia, International TV Licensing, Paramount Global Content
	Distribution
ı	Sandie Lee, Executive Vice President, Rewind Networks
	Jae Chang, Head, Content Licensing - SEA, India and Korea / GM – Korea, Warner Bros. Discovery
	With Janine Stein, Editorial Director, ContentAsia
12.15	The W. Warren Charling Alband with New Married Chrotonian
12:15	The K-Wave: Staying Ahead with New Market Strategies
	Apart from local programming, Korean content has long been a dominant force in entertainment across Southeast
	Asia. Can the K-wave which has now become an ocean get even bigger? How is the Korean government supporting its
	entertainment industry with a dedicated focus on this region to execute upon new market strategies and find new
	revenue streams? What new innovative business and partnership models is the Korean content powerhouse looking
	to develop?
	Panelists:
	Jaewon Choi, Director, The Korean Cultural Center in Hong Kong
	Kyejin Sophia Shim, Regional Director of Shenzhen Business Center, Korea Creative Content Agency (KOCCA)
	Jungwoo Lee, Head of Department, Mobile TV Service Team, LG Uplus Corp.
12:45	Lunch Break
14:15	Optimizing Cloud Power
	Cloud technologies have had a transformative impact across many industries but what are the latest developments for
	the video industry and how can they enhance the OTT streaming experience? How does it improve efficiency, enable
	scaling while at the same time personalizing experiences, and deal with the challenges of compliance and content
	scaling while at the same time personalizing experiences, and deal with the challenges of compliance and content security?
	security?  Sean Li, VP & MD, Greater China, Akamai Technologies
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15:00	Thriving in the FAST Lane
	With over 300+ live channels and 1,000 movies, Samsung TV Plus is one of the leading FAST platforms globally. What
	are some of the key challenges and lessons in building a successful FAST ad business and how does Samsung Ads
	maximize advertising revenue in its ecosystem?
	Sammy Elazab, Sales Director, SEA, Samsung Ads
	With Chris Mottershead, Commercial Director, JAPAC, Publica
15:30	Building New Revenue Streams – Licensing & Merchandising
	The hard drive to greater profitability has placed greater focus on developing "new" or greater revenue streams from
	IP and franchises. Licensing and merchandising (L&M) have always been a means of doing so but how big is the
	revenue opportunity and how deep are fan pockets? What are the latest trends and developments, and what
	elements give an IP strong L&M potential? What does it take to truly monetize these assets and how can it be done at a meaningful scale without significantly raising costs and headcount?
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	Panelists:
	Elena Martínez van Hofwegen, Head of Business Development, HTI Group
	Jennifer Pang, VP, Head of Licensing, Asia, Paramount Consumer Products
	With Mehernaaz Green, Senior Director and Global Marketing Head, Content Sales, Licensing and Distribution, CNN
16:00	Coffee Break

### **INNOVATIVE TECH AND TRENDS**

Technology and generative AI in particular is bringing about a sea of change to every aspect of our industry, from tech and ops to engaging consumers, from how we can create a better service for them to the very content that they watch. What can these new tech and AI solutions do, how will they provide new opportunities for us and what are the perils we have to guard against?

And are we ready for it?

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16:15	The Evolution of the TV Set  LG has announced its vision to become a media and entertainment platform company, a business transformation that will enrich customers' lives by delivering valuable services and a unique collection of curated content in products, including LG OLED and LG QNED TVs. What is the thinking behind this strategy and what are the opportunities for studios, networks, streamers and content creators?
	Jim (Hong Jin) Park, Sr. Director, Department Leader, Home Entertainment Partner Business Development, LG Electronics
	With Patrick Frater, Asia Bureau Chief, Variety
16:45	Generative AI – Opportunities and Perils in Video Generative AI promises the possibility of solving almost all the challenges of our video eco-system, from content creation to curation, navigation, personalization and even piracy. However, there are some critical ethical challenges that require ongoing attention. How can we unlock the potential of Generative AI while ensuring its ethical application?







	Hui Luen Lien, Deputy General Manager, SenseTime Hong Kong
	With Gregory Ho, Senior Advisor, AVIA
17:15	Generative AI Solutions in Video
	From being a Silicon Valley start-up to becoming one of the biggest players in digital content asset protection and monetization of content, Vobile is at the leading edge of harnessing the latest technology.
	What are the opportunities and new innovations that generative AI will bring and how can it help to make content more valuable? Much has been written about how it will displace jobs, but will it create new jobs as well? What are the perils and challenges that must be surmounted to truly harness the full potential of generative AI in video and the wider entertainment industry?
	Yangbin Bernard Wang, CEO, Vobile
	With Louis Boswell, CEO, AVIA
17:45	End of Summit Day 1 followed by AVS Lobby Cocktails







### Day 2: THURSDAY | 14 March

09:00	Welcome Remarks
	John Dykes, Sports Broadcaster

### The State of Video 2024 (II)

With analysts predicting Asia to be the fastest growing and largest region for streaming ahead of Europe and North America, what are the implications for the focus on this region, in terms of allocation of resources and investments? Meanwhile, free-to-air channels and linear pay TV continue to be a vital part of the entertainment choice in many markets. Will FAST channels be able to gain a greater foothold? And is super aggregration the answer for improving the consumer experience with this increasingly large entertainment buffet?

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09:10	Making Streaming Sense
	Streaming is the future but it's a venture that requires deep pockets and with the shift in focus to economic stability rather than pure subscriber growth, how are players approaching this new reality in 2024? How are they balancing the need to effectively compete for subscriber loyalty while looking to improve the bottom line?
	Panelists:
	Kelvin Yau, President, APAC and Overseas Marketing, International Business Department, iQIYI
	Catherine Park, SVP, Head of Streaming & Regional Lead, Asia, Paramount
	Jason Monteiro, APAC Lead, Streaming, Warner Bros. Discovery
	With Joanne Fung, Chief Commercial Officer, X Media Asia
09:50	Growing FAST
	FAST has taken the US by storm and making big inroads into Europe. But what does it take to launch FAST in Asia and
	does it make sense in a region with so many disparate countries, languages and cultures? Is the connectivity good and widespread enough, and is the ad market big enough to support it?

### Panelists:

David Couret, Director of Technical Solutions for Distribution, France 24

Avani Bhanchawat, VP and Head of Revenue - Southeast Asia, Hong Kong and Taiwan, KC Global Media Asia James Ross, CEO, Lightning International

With Clem Birdsall, Senior Publisher and Platform Director - APAC, Publica

#### 10:20 The Big Picture: In Conversation with James Gibbons

Home to some of the biggest and most popular IPs and franchises globally, and with arguably the largest portfolio of linear pay TV channels including brands like Discovery, HBO, Cartoon Network and CNN, Warner Bros. Discovery continues to be one of the most formidable players in the video eco-system. With a much-anticipated launch of the streaming service, MAX, in the foreseeable future and a business that spans theatrical, gaming, location-based entertainment and licensing & merchandising, what are the priorities and growth plans for Warner Bros. Discovery in Asia for 2024, and what further developments can be expected as the media conglomerate battles stiff competition on multiple fronts amidst challenging macro-economic conditions?

James Gibbons, President, Asia Pacific, Warner Bros. Discovery







	With Louis Boswell, CEO, AVIA
10:45	Coffee Break
11:00	Super Bundling: Unlocking the Winning Formula Who benefits from super bundling? How is the latest technology transforming content distribution and winning over the consumers?
	Anil Malhotra, Co-founder and CMO, Bango
	With Gregory Ho, Senior Advisor, AVIA
	Session brought to you by:
	bango
11:10	Tenacity of Pay TV  While many have doubted its future, the pay TV business continues to be a significant business and still a key source of entertainment for many consumers. What does the future hold, and how are the players fighting back and keeping their consumers loyal?
	Panelists: Phil Hardman, SVP & General Manager, Asia, BBC Studios Jeffrey Remigio, VP and Head- Content Management, Acquisition and Distribution, CIGNAL TV Derek Choi, MD, Consumer Marketing & Pay TV, HKT Limited Avi Himatsinghani, Founder & CEO, Rewind Networks
	With Patrick Frater, Asia Bureau Chief, Variety
11:50	The Return of the Bundle The power of the bundle to lower churn and improve retention is gaining popularity and bringing competitors together, making it more convenient for consumers to find their favourite content. What are the challenges in creating a one-stop entertainment hub, how can they be overcome and how real are the benefits of superaggreation?
	Panelists: Agnes Rozario, Director of Content, Astro Anil Malhotra, Co-founder and CMO, Bango Thomas Jayet, CEO, VSTV (K+)
	With Jessica Fuk, Research Analyst, APAC Online Video, S&P Global Market Intelligence
	CONTENT EVERYWHERE
	e consumer today is spoilt for choice and there is now more content to watch than there are hours in the day watch them all. How do we navigate this huge ocean of content offerings? Will we see more fragmentation of rights? What is currently trending and how are content budgets being prioritized?
12:20	Navigating the Content Ocean in the Stream  TV operating systems are increasingly becoming an entertainment hub and critical gateway, aggregating content from various streaming and entertainment services. How are the latest TV operating systems (OS) enhancing the consumer experience especially in content navigation in markets like the US, where many now also offer hundreds of FAST







	channels, and what are the implications for the future of TV in Asia and for platforms? What are the latest features for consumers and partners, what's new in development and are consumers going to accept the ad experience of more ad innovation on their home screens?
	Dan aliata.
	Panelists:
	Rohan Tiwary, Head of Partnerships, APAC, Media & Entertainment, Platforms & Ecosystems, Google Hermawan Sutanto, COO, Vidio
	With Naman Ramachandran, International Correspondent, Variety
12:45	Lunch Break
14:00	Investing in Asian Content
	Focused on Asia and its emerging markets, and developing cross-cultural content solutions, what is different about 108 Media's business model and approach to entertainment production and finance, and why Asia? What's trending and what is it looking for when adding productions to its slate? What's next in its growth plans and will there be more acquisitions in 2024?
	Abhi Rastogi, Founder and CEO, 108 Media
	With Naman Ramachandran, International Correspondent, Variety
14:25	Local Audiences First
14.23	Whether you are a local FTA, regional or international channel or streamer, local content is a critical strategy to winning
	local audiences. But in the relentless drive for cost efficiencies and profitability, are there new production models that
	can better achieve these objectives and improve the chances of ratings success? Does the need for commercial and
	ratings success result in formulaic content creation or is there still room for risk-taking in new storytelling? What genres and types of content have a greater opportunity to travel and what are the strategies in creating such content?
	Panelists:
	Jessica Kam-Engle, Executive VP and Business Head, CreAsia Studio
	Nini Yusof, CEO, Media Prima TV Networks
	With Gregory Ho, Senior Advisor, AVIA
14:55	Balancing Forward
14.55	With rising content and production costs, content budgets are becoming flat or smaller while the pressure to win new
	and retain existing subscribers increases. How are streamers navigating this challenge of balancing between these two
	seemingly conflicting goals? What is being prioritized and are there other ways to monetize the content given the
	significant investments being made? What are some of the strategies and new technologies being adopted to
	differentiate a service and its content, to deliver a better experience for consumers to win their engagement and loyalty?
	Panelists
	Panelists:  Winnedit (Win) Kelepastysseni President Digital Media Tyua Digital Creup
	Winradit (Win) Kolasastraseni, President, Digital Media, True Digital Group  Marianne Lee, Chief of Content Acquisition and Development, Viu
	With Gregory Ho, Senior Advisor, AVIA
15:25	Sustainability Lessons from Telecoms and Implications for Video
	Sustainability and ESG reporting is becoming a regulatory requirement in numerous countries while rapidly becoming
	part of the consumer conscience. What does that really mean and is the video industry in Asia ready for this impending







	future? Is it given the priority it deserves, especially in these challenging times of significant economic headwinds and the demands for increased profitability? What are some of the lessons that can be learnt from the adjacent telecoms sector, and how are the sustainability initiatives they are making progress on applicable to video companies, from platforms to production studios large or small? And do sustainability efforts really also translate into benefits for the bottom-line?  Virat Patel, MD, Pioneer Consulting Asia-Pacific
15:50	Coffee Break
16:15	Sports and the Stream  Sports has always been and continues to be premium priced content that has the ability to drive and attract premium subscription dollars. Long believed to be one of the genres that can help stave off the decline of the traditional pay TV model, does this still hold true and is the transition to streaming inevitable? Will the fragmentation of rights across multiple streaming services and pay TV, as in the case of what is happening in the US, going to be the norm for the future? What are the additional challenges with regards to piracy of sports on the stream and how can they be overcome?
	Mike Kerr, MD, Asia, belN Media Group  With Louis Boswell, CEO, AVIA
16:35	The Big Picture: Closing Conversations with the AVIA Board  Agnes Rozario, Director of Content, Astro Phil Hardman, SVP & General Manager, Asia, BBC Studios and Chairman, Board of Directors, AVIA Alexandre Muller, MD, APAC, TV5MONDE  With Louis Boswell, CEO, AVIA
17:15	Closing Remarks followed by AVS Closing Cocktails Pool House, Level 11, Grand Hyatt Hong Kong  Sponsored by:  WARNER BROS. DISCOVERY

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The Government of the Hong Kong Special Administrative Region
of the People's Republic of China











### Panidapa Suankaew, Chief of Film Business Promotion, Thailand Film Office

Panidapa Suankaew, Ph.D. joined Thailand Film Office, Department of Tourism Since 2020 as Chief of Film Business Promotion, is responsible for promoting Incentive Scheme for foreign production filming in Thailand and all processes and documentation regarding the cash rebate program. She also connected with international related agencies to extend and encourage film production to shoot in Thailand for great locations with professional film crew.



### Abhi Rastogi, Founder and CEO, 108 Media

Abhi comes with extensive background in the entertainment and media industry and is the Founder and CEO of 108 Media, a global content development, production, and licensing company. He brings a macromicro expertise in various facets of the Media sector - from cross-border investments into content, capital raises, corporate acquisitions, and structuring C-suite partnerships to managing high-level specialty teams across geographies while putting together high-value creative sales and packaging for marquee clients like Netflix, Amazon, Sony, etc.



Sean Li, Regional VP & MD, Greater China, Akamai Technologies
Sean Li is responsible for Akamai's overall go to market strategy in
Greater China including mainland China, Hong Kong and Taiwan. By
leading the cross-function team to provide best B2B cloud service to
customers in various industries, Sean's team is helping customers to
expand their business globally and growing Great China region to be the
most strategic market for Akamai. Prior to this, Sean Li was Presale
Director of Akamai APJ Media Division. The industry Sean Li's team
covered include OTT/Broadcasting, Publisher, Social Media, Gaming and
Hi-tech.

### Agnes Rozario, Director of Content, Astro

Agnes Rozario oversees content aggregation, production and talent for Astro Group across TV, digital and film.

A firm advocate of local and original content, she leads the team behind Astro's original IPs and that has consistently achieved many firsts including the #1 film at the box office in 2023, Polis Evo 3 and Malaysia's #1 TV show, Gegarvaganza, with an audience reach of over 8.7 million on TV.

Under her leadership Astro has continued to increase its audience engagement leveraging on the strength of local original content.









### Anil Malhotra, Co-founder and CMO, Bango

Anil co-founded Bango in 1999 and, as Chief Marketing Officer, is responsible for Bango's marketing activities and app store partnerships. Anil has extensive experience of creating successful partnerships between technology innovators and major market players in online technologies and OEMs. He is highly skilled at, and plays a central role in, both product and market strategy and success.

Before Bango, Anil developed the major partnerships for Cyberlife Technology to establish X.desktop, which became the global standard for the user interface software on networked computers.



## Mrinalini Jain, Group Chief Development Officer, Banijay Asia and Endemol Shine India

Mrinalini Jain, in her role as Group Chief Development Officer at Banijay Asia and EndemolShine India, drives strategic content expansion in India, and Asia. Mrinalini's forte lies in her holistic approach to content development—from ideation and packaging to global marketing and execution. Her leadership has been pivotal in opening new business avenues, establishing fresh concepts, and penetrating untapped markets. Her talent for building strategic partnerships, both on and off screen, and her knack for developing universally appealing ideas, underline her significant impact on the global stage of entertainment.



## Phil Hardman, SVP & General Manager, Asia, BBC Studios and Chairman, Board of Directors, AVIA

Phil is the SVP & General Manager for BBC Studios Asia based in Singapore. He is responsible for delivering the Asia growth strategy across BBC Studios' Channels & Streaming, Content Sales and Consumer Products & Licensing businesses in SEA, Hong Kong, Taiwan, Japan, South Korea, India and South Asia. In January 2024 Phil was also appointed Chairman of the AVIA Board of Directors.



#### Jocelyn Little, MD, Beach House Pictures

As one of Asia's top international producers, Jocelyn has worked with her Co-Founding Partner Donovan to grow Beach House Pictures into Singapore's largest Content production company. As Managing Director, Jocelyn oversees company operations, production and business strategy across all the business entities.

Jocelyn has forged partnerships with global brands like Netflix, Amazon, National Geographic, IMAX, CCTV9 etc. She also driven BHP's significant diversification across factual, unscripted formats, kids, branded and now scripted content. And overseen it's expansion with the establishment of BHP Beijing in 2016 and partnership with MOMO Film Co in 2021.









### Mike Kerr, MD, Asia, belN Media Group

As Managing Director, Mike collaborates closely with the beln Media Group's global leadership to fulfill its mission of redefining the sports and entertainment experience for fans in Asia and ANZ. With extensive expertise in media, sales, and sports marketing, Mike shapes beln's business model and regional operations, focusing on enhancing customer experiences and identifying new revenue opportunities.

### Kaushik Moitra, Partner, Bharucha & Partners

With his rich experience in technology, media and telecommunications, intellectual property, and private equity, Kaushik brings to the table domain knowledge and acute legal acumen. Kaushik advises international and domestic clients on mandates ranging across policy advisory, compliance and regulations, and media and technology-related documentation including licensing, distribution, and revenue sharing agreements. He is closely engaged with the Entrepreneurship and Startup Practice of the Firm.



## Jeffrey Remigio, VP and Head- Content Management, Acquisition and Distribution, CIGNAL TV

Jeff has over 25 years of experience in broadcast and online streaming operations and programming, management, events marketing, production, content creation and acquisition.

Currently, he heads the Content Management, Acquisition and Distribution team of Cignal TV, Inc., which is the biggest pay TV operator in the Philippines. He is in charge of managing and acquiring relevant and quality content from both local and international creators and aggregators for Cignal TV and TV5, both under the Mediaquest Group. He also grows Mediaquest's content distribution business in the Philippines and abroad.



### Mehernaaz Green, Senior Director and Global Marketing Head, Content Sales, Licensing and Distribution, CNN

Mehernaaz Green is Senior Director and Global Marketing Head, Content Sales, Licensing and Distribution at CNN International. Green's primary role is to identify and develop a range of marketing solutions for CNN International's distribution businesses and overall responsibility of the marketing strategy for the Content Sales & Licensing team to amplify CNN products and differentiate them from those of competitors.

Green has run CSR initiatives and is a founding member of CNN International's Diversity, Equity and Inclusion council.









#### Janine Stein, Editorial Director, ContentAsia

Janine Stein is Editorial Director for ContentAsia's information platforms, including print, multimedia and online. She has covered the Asian television, media and satellite business across Asia since 1989, and has worked for, among others, The Hollywood Reporter (U.S.), the South China Morning Post/Television & Entertainment Times (Hong Kong), Cable & Satellite Asia, Television Business International (TBI, U.K.) and Electronic Media (U.S.). Prior to 1989, she covered the African television and media industries for five years.





### David Couret, Director of Technical Solutions for Distribution, France 24

David COURET is the Director of Technical Solutions for Distribution at France 24. He joined the channel before the launch and set-up the EMEA satellite distribution network to extend to worldwide coverage by 2011. David developed the mobile distribution project in 2009 and started OTT App on Connected TV in 2012. In the past year, he worked on the FRANCE 24's FAST project and launched FRANCE 24 FAST in English on Samsung TV+ in Europe in 2023.

# Rohan Tiwary, Head of Partnerships, APAC, Media & Entertainment, Platforms & Ecosystems, Google

Rohan Tiwary leads Media & Entertainment partnerships for the APAC region for Google's Platforms & Ecosystems (eg, Android, Google TV, Google Play). In this role, he is focused on content partnerships and monetization for key media verticals including Entertainment and Sports to power up and elevate the experience across Mobile, TV/ Living Room and emerging platforms. Rohan is also an active member of Google DEI council for Platforms & Ecosystems and actively leads and participates in DEI APAC initiatives within the company.









### Derek Choi, MD, Consumer Marketing & Pay TV, HKT Limited

Mr Derek Choi oversees the strategic marketing of all brands under the Consumer Business Group, including csl, 1010, Netvigator and Now TV, with full business responsibility for Pay TV, Smart Charge and HKT Smart Living, elevating the customer experience across the businesses. He also leads the Digital Transformation Team to deliver next-generation processes, systems and tools with HKT's IT department to facilitate the Group's smart evolution.

He has been with HKT for over 20 years, during which he held various key positions in marketing, operation and sales.



## Elena Martínez van Hofwegen, Head of Business Development, HTI Group

With more than 15 years of experience in Consumer Goods and Entertainment, Elena is the Head of Business Development for HTI Group, where she oversees North Asia, Pacific and North America across product categories and leads the Licensing strategy for Asia Pacific. Prior to HTI, Elena was Head of Marketing for Fisher Price Asia Pacific with Mattel and served as Head of Licensing for Entertainment One.

Elena is currently the Vice-President of the Spanish Chamber of Commerce in Hong Kong and is also a passionate member for The Hong Kong Women's Foundation.



### Karen Fu, CEO, Huace Global

Over the past 16 years, Ms. Fu has served in roles such as producer and supervisor, planning and producing a series of outstanding films and TV contents. The works won national awards such as the Flying Goddess Award, Golden Eagle Award, and prestigious international awards including the most popular TV series at MIPTV and the Golden Palm Award at the Cannes Film Festival. Under her leadership, Huace Group expanded into multiple sectors including TV series, films, animation, music, and artist management. Huace's overseas distribution now spans over 220 countries and regions globally.



## Kelvin Yau, President, APAC and Overseas Marketing, International Business Department, iQIYI

Kelvin oversees international business for the Asia Pacific region at iQIYI. He is responsible for the strategic growth, business operation and overall commercial and brand development. He joined iQIYI International in February 2020 as Vice President of International Business Department and General Manager of iQIYI Thailand.

Prior to iQIYI, Kelvin served as Senior Vice President and General Manager, Greater China of BBC Studios since 2015, where he led a multi-territories team in-charge of content and channel distributions, format co-development, brand marketing, IP licensing and government relations.









Avani Bhanchawat, VP and Head, Revenue - Southeast Asia, Hong Kong and Taiwan, KC Global Media Asia

Avani is the Vice President and Head of Revenue based in the company's Asia Pacific headquarters in Singapore, leading both advertising and affiliate sales for AXN, Animax, GEM and ONE across Southeast Asia, Taiwan and Hong Kong.

Avani has over 16 years of media sales experience. She has successfully managed ad sales and sponsorship teams, ad sales operations, revenue management and business development in her various roles previously and expanded to channel distribution and affiliate sales in her current role at KC Global Media since May 2020.



Kyejin Sophia Shim, Regional Director of Shenzhen Business Center, Korea Creative Content Agency (KOCCA)



Jaewon Choi, Director, Korean Culture Center in Hong Kong

- Director, Broadcast & Advertisement Policy Division, The Ministry of Culture, Sports and Tourism, 2022.8~2024.2
- Director, Public Relations Division, The Ministry of Culture,
   Sports and Tourism, 2019.12~2021.2



Jim (Hong Jin) Park, Sr. Director, Department Leader, Home Entertainment Partner Business Development, LG Electronics
Leads Platform Business Development Department, managing global content business development and partner engagement for LG webOS platform ecosystem across LG TVs, Smart Monitors, Automotive Content Platform, Hospitality products, Projectors and strategic devices for respective regions. Responsible for overseeing global and regional content portfolio and growth strategy, building partnerships and business models, and driving marketing and collaboration programs.









### Jungwoo Lee, Head of department, Mobile TV service, LG Uplus Corp.

With a track record of pioneering success in the media landscape, Jungwoo led the planning and launch of new media platforms for music and video in both broadcasting and telecommunications sectors. Beginning his journey in 2000 at SBS Content Hub, Jungwoo led the effort to launch Korea's first commercial online TV service. Transitioning to LG Uplus in 2007, he introduced Korea's premier HD-quality mobile streaming/VOD services on 4G networks. Notably, in 2018, Jungwoo achieved a global milestone with the successful launch of "Idol+," a revolutionary visual music platform leveraging 5G networks for multiview and VR experiences.



### James Ross, CEO, Lightning International

With 25+ years media experience, including the BBC, Bloomberg and ITV, James launched Lightning International in 2011 as a content solutions company focusing on creating and distributing TV channels, programmes, and formats. Lightning also offers technical and managed services including playout, and strengthened its capabilities by joining the AsiaSat family in 2023. Lightning distributes 15 FAST channels which are already carried on numerous platforms around the world, including Samsung TV+, Amazon Freevee, TCL, LG, Pluto, 7+, Fetch, and many others.



### Vivek Couto, Executive Director, Media Partners Asia (MPA)

With more than 20 years of experience in media & telecoms, Vivek Couto is the Executive Director and Co-Founder of Media Partners Asia (MPA). MPA is the leading independent provider of research, advisory and consulting services across the media, entertainment, sports, telecommunications and technology industries in Asia Pacific. Vivek leads teams to offer clients corporate strategy, market research, asset appraisal and M&A-related due diligence. Vivek is also a member of the Board on the Infocomm Media Development Authority (IMDA) in Singapore.



#### Nini Yusof, CEO, Media Prima TV Networks

Nini Yusof is Chief Executive Officer of Media Prima Television Networks and Primeworks Studios.

In content creation, Nini oversees channel business, content sales, films and Tonton - Media Prima's OTT platform.

She has led many co-productions with international broadcasters and partners such as South Korea's SBS, EBS, and NBC Universal's E! News.

Nini also launched a home-shopping and e-commerce joint venture between Media Prima and South Korean media giant CJENM known as Wow Shop (formerly CJ ENM).









## Jonathan Greenberg , EVP, Regional Sales – North Asia, International TV Licensing, Paramount Global Content Distribution

Jonathan is an industry veteran in content licensing. He leads the North Asia Global Content Distribution team and is responsible for overseeing the licensing of all Paramount content in North Asia (Greater China, Japan, South Korea and Mongolia) across linear, SVOD and AVOD platforms to drive revenue for the company. He also works directly with key partners and clients in Mainland China, and actively seeks new clients and opportunities throughout the region. Jonathan has been with the company for more than 30 years.



### Catherine Park, SVP, Head of Streaming & Regional Lead, Asia, Paramount

Park oversees the management and operations of Paramount's business in Asia (Greater China, Korea, Japan and Southeast Asia), including digital media, programme sales, consumer products, recreation and ancillary IP licensing and co- production. She also spearheads the company's streaming business in the region, focusing on accelerating the roll-out of streaming products such as Paramount+ and Pluto TV, and driving the development of original content.



### Jennifer Pang, VP, Head of Licensing, Asia, Paramount Consumer Products

Jennifer leads Paramount's consumer products licensing business across Asia (Greater China, Southeast Asia, Japan, South Korea and India). She is tasked with pursuing new partnerships and capitalising on opportunities for growth, to drive revenue through local licensing and promotional deals as well as global partnership activity for all the company's franchises. She is also responsible for managing master licensee agents, and oversees all retail sales and marketing in the region. Jennifer has over 15 years of experience in licensing, brand management and strategy.



### Virat Patel, MD, Pioneer Consulting Asia-Pacific

Virat Patel is the Managing Director of Pioneer Consulting Asia-pacific (PCA), a management consultancy specialising in telecoms, media and digital. His recent work has involved detailed analysis of pay TV, broadband and video strategies for platforms and content providers in Thailand, S Korea and Indonesia. Plus, he has led the Sustainability/ESG assessment of leading telcos across Asia, Europe and the US, helped developed a tailored ESG assessment tool for TMT sector and ensured that PCA is a member of UNGC – world's largest sustainability initiative.









### Chris Mottershead, Commercial Director, JAPAC, Publica

Chris joined Publica as Commercial Director, JAPAC at the start of 2023 and is responsible for leading growth across the region.

Chris has over 15 years of extensive experience across both the buy and sell sides of multichannel advertising.

Previously, Chris was APAC Head of Partnerships and Monetisation at Rakuten where he delivered programmatic and strategic partnership strategies across O&O properties including K-Drama AVOD platform Viki.com and messaging App Viber.



### Clem Birdsall, Senior Publisher and Platform Director – APAC, Publica

An expert in CTV monetization, Clem works as a Senior Account Executive at Publica, helping Broadcasters, OEM's and Publishers across APAC to grow their advertising revenue and enrich the Ad experience for viewers. Clem is a fierce advocate of the latest protocols pertaining to monetization and safety including oRTB2.6 and Ads.Cert 2.0

Prior to Publica, Clem's background includes roles at Dow Jones, News Corporation and REA Group driving advertiser revenue, and more recently at IAS in the UK and Australia, scaling growth across the Publisher business.



Sean Godfrey, Senior Commercial Solicitor – APAC, Premier League

Sean trained as a lawyer at DLA Piper UK LLP before moving to the Premier League's enforcement team in London. There he worked across the Premier League's anti-piracy efforts including on dynamic server level site blocking injunctions, and criminal and civil prosecutions of pirate operators. Since relocating to the Premier League's Singapore Office in May 2019, he's managed legal actions, lobbying and consumer education campaigns related to anti-piracy across APAC.



### Sandie Lee, Executive Vice President, Rewind Networks

A television veteran with more than three decades experience in the media industry, Sandie is Executive Vice President at Rewind Networks. She oversees the organisation's content, acquisitions, and communications teams.

Sandie was previously VP, Content at StarHub. During her stint with StarHub, she created and launched locally packaged channels such as VarietyVision, Football Channel, and Sensasi, among others. Sandie was also involved in the launch of many international channel brands that debuted in Singapore before rolling out to other Asian markets.









### Avi Himatsinghan, Founder & CEO, Rewind Networks

Avi is the Founder and CEO of Rewind Networks, which is his maiden entrepreneurship venture committed to delivering best-in-class entertainment through the popular HITS, HITS MOVIES and HITS NOW franchises in Asia and beyond.

Prior to Rewind, Avi held various leadership positions at Fox Networks Group, Discovery Networks, Sony Pictures Networks and Star India.

Avi holds a Bachelor's Degree in Electronics Engineering and a Master's Degree in Business Administration with a major in Marketing, both from the University of Mumbai, India.



# Jessica Fuk, Research Analyst, APAC Online Video, S&P Global Market Intelligence

Jessica Fuk is a Research Analyst focusing on the online video industry in the Asia Pacific region. She has most recently covered the multichannel and broadband sectors. Prior to joining S&P Global Market Intelligence, she held content and channel distribution positions at RTL CBS Asia and Turner International APAC.



### Sammy Elazab, Sales Director, SEA, Samsung Ads

With a passion for business and sales leadership spanning 18 years, Sammy's focus has always been on fostering DEI within teams. As a coach and leader, Sammy empower his team members by equipping them with the necessary skills and providing coaching to drive high performance and engagement. Sammy have worked within the Digital Ad industry his entire career and having recently joined Samsung Ads he is excited by the opportunity that CTV and OTT can bring to advertisers to help them engage with their audiences.



Hui Luen Lien, Deputy General Manager, SenseTime Hong Kong Hui Luen is the Deputy General Manager at SenseTime Hong Kong, a leading AI software company focused on creating a better AIempowered future through innovation. She is responsible for the Group's overall strategic development and partnerships in Hong Kong, collaborating with partners who are keen to adopt AI technologies to achieve positive business value outcomes.

Prior to joining SenseTime in 2019, Hui Luen was the Marketing Director for SEA, Hong Kong and Macau at Yitu Technology. She previously held roles at Accenture, Ogilvy Public Relations, and Hill+Knowlton Strategies.









## Sirisak Koshpasharin, Vice Chairman, The National Federation of Motion Pictures and Contents Associations (MPC)

Sirisak Koshpasharin, Vice Chairman of The National Federation of Motion Pictures and Contents Associations (MPC), boasts over 20 years in the Content and Creative Industry, serving on executive boards for multiple ministries and advising universities on film and animation. He has expertise in finance, investment, and strategic planning and's been Editor-in-Chief for ERIA and Ex-Chairman of the Thailand Animation Association. Having produced over 100 animations and films, Sirisak now leads IP creation for a global platform.



# Winradit (Win) Kolasastraseni, President, Digital Media, True Digital Group

Win is a global tech and digital media executive with extensive experience building and operating highly scaled, global online businesses.

As President of Digital Media for True Digital Group, he is responsible for the overall strategy & P&L management of the group, which operates three complementary businesses that range from TrueID; Online Station and the six active markets that True Digital Media operates across Southeast Asia with the ambition to become the leading lifestyle entertainment service across the region.



### Alexandre Muller, MD, APAC, TV5MONDE

After working in the USA, Czech Republic and Taiwan, Mr. Muller joins TV5MONDE in 1997. He successfully heads several positions within the group before taking over the Asia-Pacific Department in 2004. Since 2007, he is based in Hong Kong as TV5MONDE's Managing Director for Asia-Pacific.

Alexandre is a member of the Asia Video Industry Association (ex CASBAA) Board of Directors since 2012, and the Board Member responsible for the Asia Video Industry Association (AVIA) OTT and Connected Media Committee.



### Michael Kwan, Senior IP Enforcement Advisor, TVB

Dr Kwan has been engaging in technical crime and digital forensics since 1999. He was the head of Customs Computer Forensics Laboratory and the head for criminal investigations for intellectual property crimes. Since 2000, he is the lecturer of the Computer Science Department of HKU and HKU SPACE. Dr Kwan is currently the Senior IP Enforcement Advisor of TVB.









### Patrick Frater, Asia Bureau Chief, Variety

Patrick Frater has over 20 years of experience writing about and analysing the international entertainment industry, with publications including Variety, Screen International and Film Business Asia. He was Asia editor of Variety between 2005 and 2009 and re-joined the publication in July 2013.



Naman Ramachandran, International Correspondent, Variety
Naman Ramachandran is International Correspondent at Variety.
Naman's work as an author includes "Rajinikanth: The Definitive
Biography" (Penguin), "Lights, Camera, Masala: Making Movies In
Mumbai" (IBH) and chapters in "Rough Guide To Film" (Rough Guides),
and "Movies: From The Silent Classics Of The Silver Screen To The Digital
and 3D Era" (Universe). He has previously worked with the British Film
Institute, Cineuropa, HBO Asia and MTV India.



### Hermawan Sutanto, COO, Vidio

Hermawan Sutanto is the COO of Vidio, Indonesia's top OTT service, where viewers swarm to watch the best entertainment content, especially local original series and premium sports like Liga 1, the Premier League, the FIFA World Cup, and the NBA. Prior to joining Vidio, he had few leadership experiences across technology companies.



Marianne Lee, Chief of Content Acquisition and Development, Viu Marianne Lee has held senior leadership positions in content acquisition, curation, production, marketing, social media, research, and change management. Before her current appointment as Chief of Content Acquisition and Development at regional streamer Viu, she worked for WarnerMedia leading Marketing & Brand Services with the primary focus of driving subscriptions for HBO Go. Prior to this, she built a from-the-ground-up general entertainment department at Turner where she defined and executed content and channel strategy. She has also worked for NBCUniversal, Sony Pictures Entertainment Networks Asia, and TVB in Hong Kong.



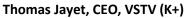






### Yangbin Bernard Wang, CEO, Vobile

Mr. Yangbin Bernard WANG ("Mr. Wang"), is an Executive Director, the chairman of Vobile's Board and Vobile's Chief Executive Officer. As the founder, Mr. Wang joined the Group as Chief Executive Officer in 2005 when the first subsidiary Vobile, Inc. was established. He has been leading the Group for 18 years, and has been responsible for corporate vision, product strategy and development, business development and operations. Mr. Wang obtained a Master of Science in Electrical Engineering from the University of Florida in 1993.



Thomas Jayet, CEO of VSTV (K+) - foreign joint-venture in Pay-Tv business in Vietnam.

Rooting himself in business and technical, after years of experiences in the Group Canal+ as Business Unit Director and Telecom Director, Mr. Thomas Jayet developed a strong leadership skill, analytical thinking, resilience toward challenges, an actions & results oriented mindset and the ability to evolve in a complex environment and take qualitative decisions. With his current role, Mr. Thomas is leading K+ toward his vision of "Extreme entertainment for all".



James Gibbons, President, APAC, Warner Bros. Discovery

James Gibbons is President of Asia Pacific at Warner Bros. Discovery, with oversight of a diversified portfolio spanning globally renowned content, brands and franchises across FTA, Pay TV, film and direct-to-consumer platforms. James leads the strategic direction of the global entertainment company as it looks to further expand across the region, and has spearheaded several transformative partnerships to drive increased revenues and scale in multiple markets. Prior to this, James was President – Western Pacific (China, Japan and ANZ) at WBD, and previously led Discovery's UK and Nordics business.



Jason Monteiro, APAC Lead, Streaming, Warner Bros. Discovery
Jason Monteiro is the Asia Pacific regional lead for Warner Bros.
Discovery's direct-to-consumer and streaming services in the region,
which currently include HBO GO in Southeast Asia, Hong Kong and
Taiwan, and discovery+ in India. Based in Singapore and part of the WBD
leadership team in APAC, Jason is tasked with the upcoming launch of
WBD's global streaming service Max in Asia Pacific. He works closely
with global content, distribution, marketing and technology teams to
achieve a world-class entertainment product.









# Jae Chang, Head, Content Licensing - SEA, India and Korea / GM – Korea, Warner Bros. Discovery

Jae Chang leads Warner Bros. Discovery's content licensing team that manages distribution for all programming titles in South Asia, Southeast Asia, Hong Kong, Taiwan and Korea. He works with local and regional platforms, from free and pay broadcasters to streaming services to syndicate TV and theatrical content. This includes both physical and digital distribution of Warner Bros. Television and Warner Bros. Home Entertainment titles, such as series and movies from the extensive Warner Bros., HBO, Discovery, Cartoon Network, Adult Swim, Wizarding World and DC libraries.



### Joanne Fung, Chief Commercial Officer, X Media Asia

Joanne is CCO at X Media Asia - specialized in cross-media partnership, content creation, production, distribution and media services in Greater China and Asia Pacific. Joanne oversees commercial strategies, IP monetization, JV partnerships and OTT services. Prior to XMA, Joanne held leadership positions at PCCW, Turner Broadcasting, Fox Networks Group, Warner Bros. and NewYorkCity Media Television Network, headed platform and content businesses for overseas markets. She coproduced award-winning shows with partners including Tencent, Youku, Disney+, VIU tv, and managed market expansion for 30 entertainment brands for two decades.



#### John Dykes, Sports Broadcaster

John Dykes is Asia's most high-profile football presenter and analyst. The host of Fox Sports' "The John Dykes Show", which airs during primetime, three nights a week, John has been a firm favourite with Asian football fans for more than 20 years. Before joining Fox, he spent seven years in the UK, anchoring the Premier League's worldwide content service. John's TV career began at TVB in Hong Kong and included a 13-year stint with ESPN STAR Sports.



### Louis Boswell, CEO, AVIA

Louis Boswell is the Chief Executive Officer of the Asia Video Industry Association. As CEO, his remit is to lead the industry through championing all broad based initiatives that result in a more vibrant and healthy video ecosystem. This includes being at the forefront of industry research, supporting evolving business models, understanding the role of technology, representing the industry in conversations with regulators and taking a leading role in eliminating piracy.









### Clare Bloomfield, Chief Policy Office, AVIA

As Chief Policy Officer, Clare Bloomfield represents the combined positions of AVIA's members and engages in constructive policy-related dialogues with governments so they may better understand the curated video industry and foster an environment of support for the growth of the industry. Clare will also look to develop and execute policy initiatives and research relevant to the video industry, in consultation with, and on behalf of, AVIA member companies. Clare joined AVIA in September 2017 having previously worked as a UK diplomat.



Matthew Cheetham, GM, Coalition Against Piracy (CAP), AVIA
The General Manager of AVIA's Coalition Against Piracy (CAP), Matthew
Cheetham is a qualified lawyer specializing in intellectual property (IP),
more specifically copyright protection. AVIA represents the major video
industry players in Asia Pacific (APAC) and as General Manager of CAP
Matthew oversees all CAP anti-piracy efforts for its members.



### Gregory Ho, Senior Advisor, AVIA

As Snr. Advisor, Greg's remit includes leading the curation of AVIA events and conferences as well as membership development and engagement. He was most recently Chief Corporate Communications and Marketing executive at Warner Bros. Discovery for the media conglomerate's entire portfolio of brands, services and businesses across Asia Pacific. Prior to that he held leadership roles including overseeing Marketing, Communications, Creative Services, Ad Sales, Distribution, Research and Network Management at Sony Pictures Entertainment Asia, CNBC Asia / Asia Business News and Mediacorp Singapore.

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