



Amdocs goes to Hollywood

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Agenda

● Market Overview

● Amdocs Media Introduction

● Vubiquity Acquisition

● Amdocs Media Value Creation

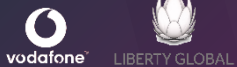
● Looking Ahead



Disruption in media & convergence with communications creates opportunity

Traditional Communications providers going into media

Telecom-Media consolidation



SPs continue to launch OTT offerings



Need to manage customers & experiences across converged offerings

Seeking Media solutions & expertise

Content owners are going Direct-2-Consumer (D2C)



Lacking D2C DNA & technology –

Amdocs' leadership in Communications, Cable & Satellite can be extended to Media

Media & entertainment growth

75% of internet traffic will be **video** by **2022**

400M 5G connections by **2022**;
US & Japan leading adoption

Netflix invested **~\$13B** on
original programming in 2018

58% of internet users have uploaded
video content in past year

Gaming to reach **\$150B**
(8% CAGR) by **2023**

e-Sports to reach **\$2.3B** by
2022 (30% CAGR), led by **US**,
China & South Korea

VR to reach **\$3B** by 2023
(45% CAGR)

What do we see?



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How we meet these needs?

Premium content, rich feature sets, high performance, rapid time to market, and low risk



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The Core of Amdocs Media: **VUBIQUITY**

Global Platforms & Content
Services

Content Licensing Expertise –
Have Content/Need Content

Large and genre-specific
content libraries

Features across devices &
business models



Offering **150K+** unique titles from
content owners worldwide



Reaching over **100M**
subscribers through service
providers worldwide



**Over 600 content
owners**



**Over 1000 content
distributors**



Managing
Millions of digital
assets globally



Operating in over **100
countries** and **80 languages**

Amdocs Media strategy

Deliver end-to-end services to enable and power any consumer facing premium video service, regardless of viewing platform, format & monetization model



Content Management & Distribution

- Content Licensing
- Digital Rights
- Metadata Management
- Multi-Format Support
- Localization
- Quality Assurance
- Regulatory Compliance

Experience Insights Analytics

- Compelling UX
- Personalization
- Recommendation
- Cross-Sell & Upsell
- Curation
- Creative Insights

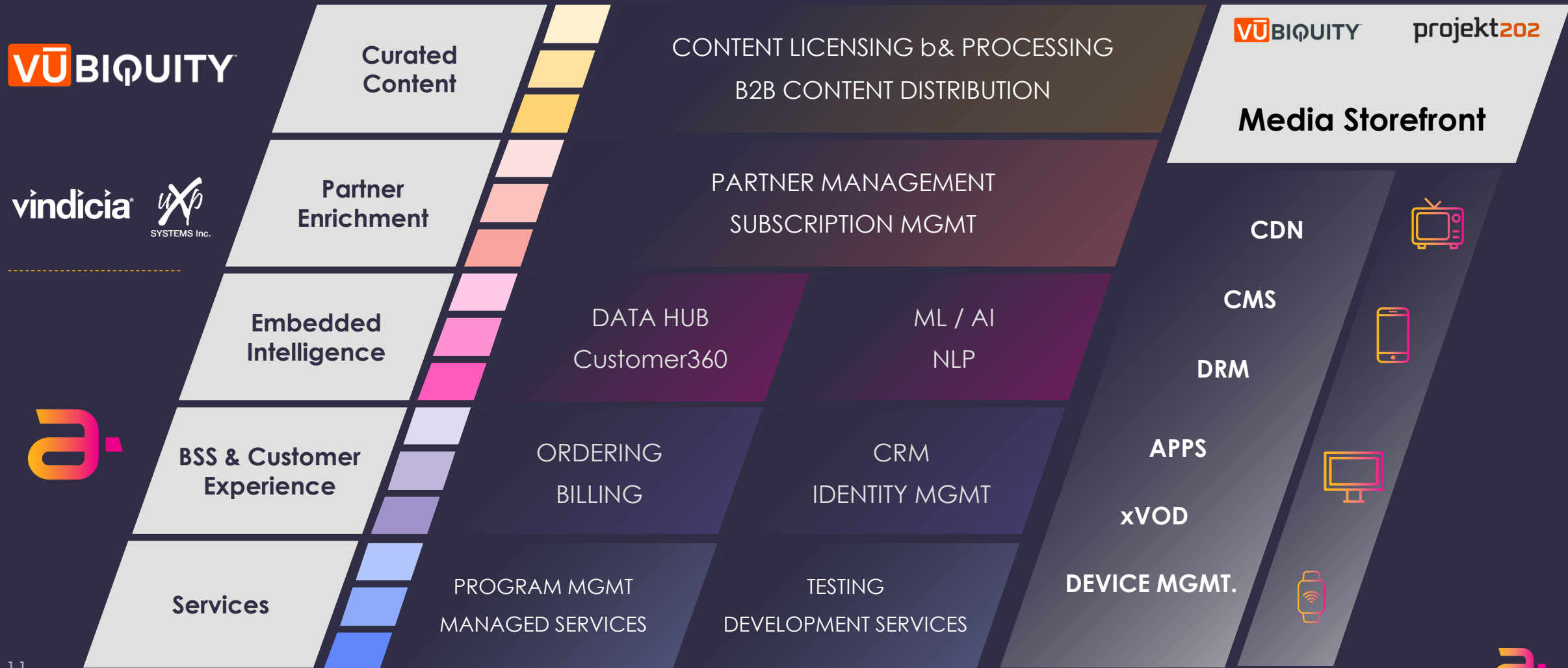
Monetization

- Subscription (SVOD)
- Transactional (TVOD)
- Ad-Based (AVOD)
- Freemium
- Sell-through
- Ownership
- Premium Video on Demand (PVOD)



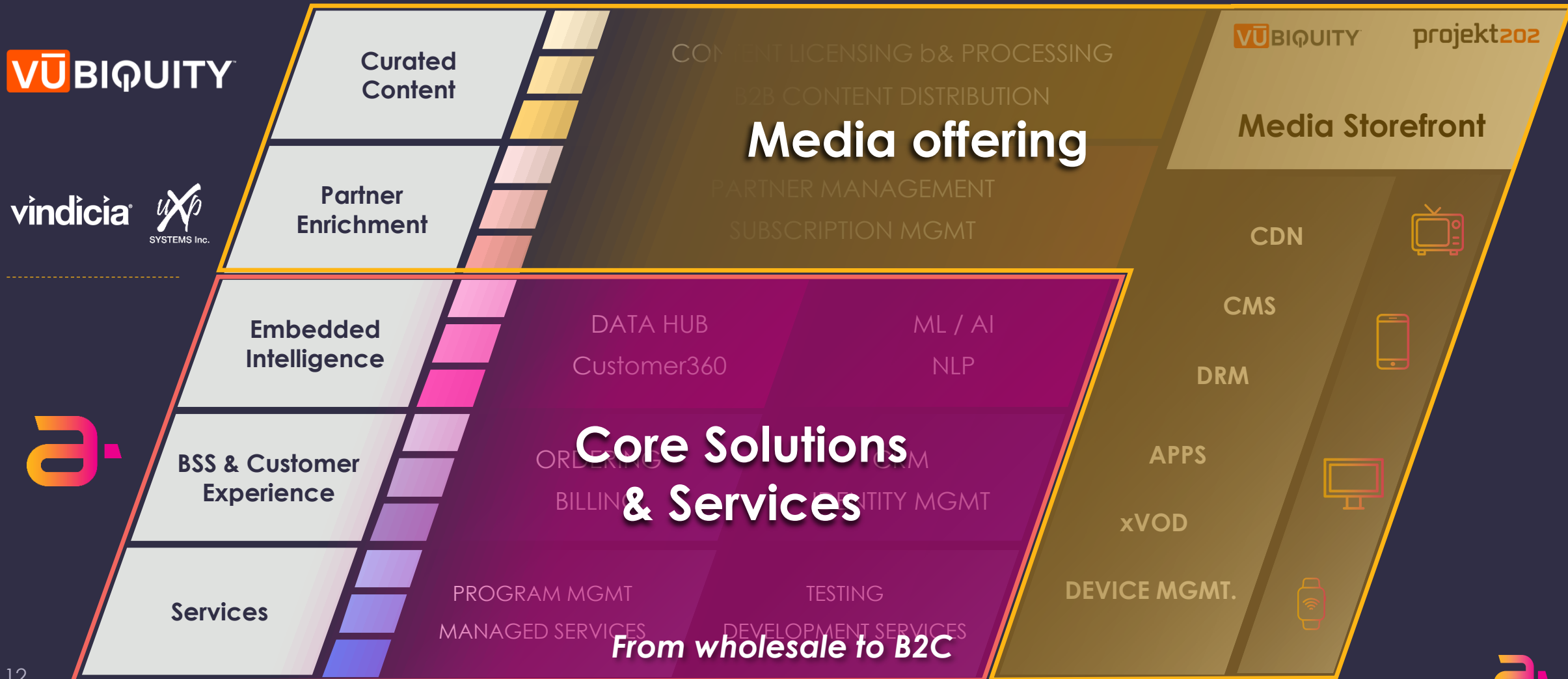
Amdocs Media offering & blueprint

Bringing together our media-related assets and core assets & capabilities



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Amdocs media customer value creation

01

Premium **Content**
On boarding and
Distribution



02

Monetization
of existing and
new Content



03

Enrich eco
systems with
Partners



04

Acquire **new**
Subscribers
via Content



05

Offer **Personalized**
content Experience



06

Bundle Content
with Core
Offerings



07

Innovative
Marketing
Campaigns



08

Increase **efficiency**
of Content
Operations & PSO



09

Leverage Media
Insights &
intelligence



10

Resell owned
content and
service externally



Case study: Turner

Preparing, delivering and monetizing content

Amdocs Media

VUBIQUITY

vindicia

all
7

Turner networks & OTT offerings serviced



NBA League Pass

100%

of US affiliates reached

TOONIX

Kids entertainment

1st

Live-to-VOD service in the industry

**B-R
LIVE**

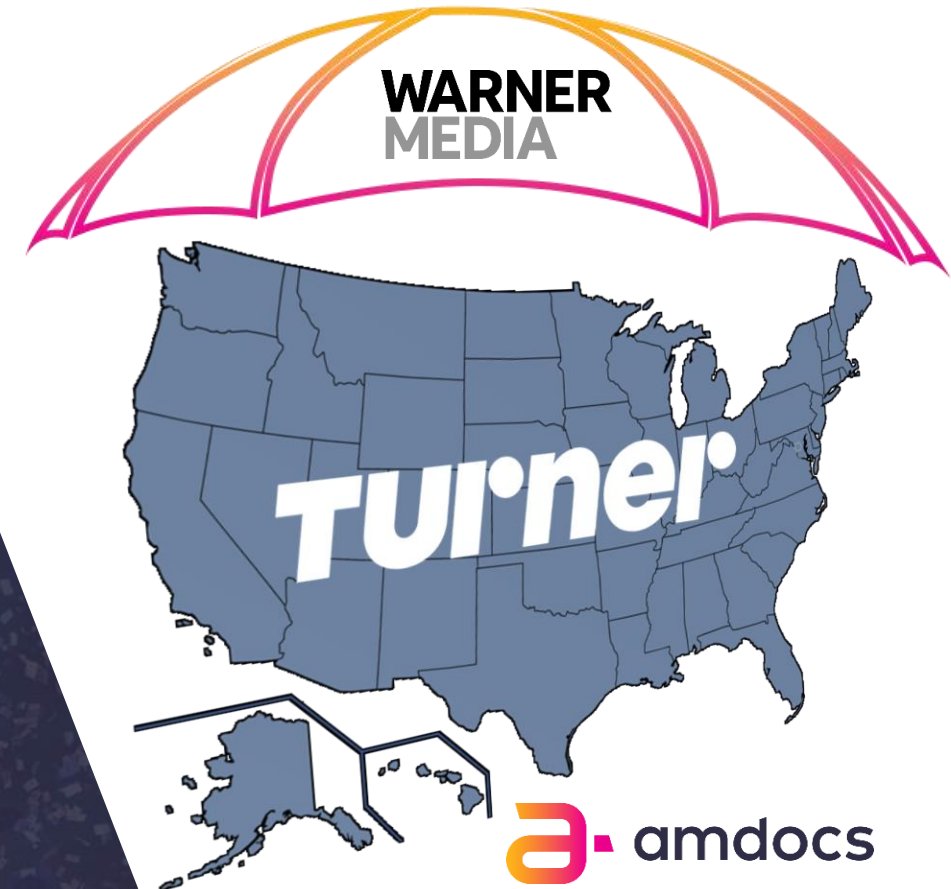
Bleacher Report Live (formerly Catch Sports)

10+
years

of working together

GLOUD

Gaming platform by Turner LATAM



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Amdocs Media strategy: Progress to date

Positive early customer response, in line with Amdocs' strategic rationale

Strategic Progress to Date

Pipeline of opportunity has grown 3X

Secured **first** engagement in **APAC** market

New logos (2018):



Expanding existing relationships

turner viacom verizon✓

Key Focus Areas Ahead

Conversion of opportunities to formal customer engagements over the long-term

Scale up regional media-resources e.g. localized content licensing

Continue to evolve our **E2E/modular media offerings**

Continued organic development e.g. blockchain & eSports/Gaming solutions



Why will Amdocs win?

1

E2E offering from content licensing & operations to commerce & user experience

Media logically integrated into AmdocsOne

2

Incumbent within many service providers globally

Market Leader in customer experience

3

Addresses content owner and service provider media-related requirements

Aligns with service providers continued focus on media offers

4

Provide expertise in areas required by Content Owners and Service Providers for premium video, retail services





Thank you