

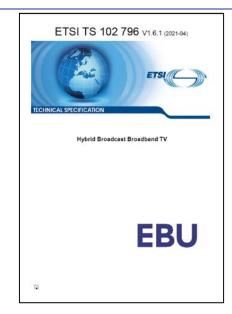


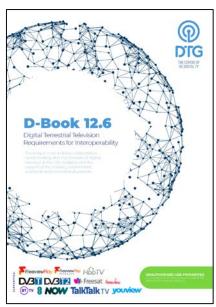
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- Samsung activity in specification groups
- History of Interactive Services in UK
  - Transition to HbbTV in the UK
  - Reasons for a Successful Transition
  - Cross Value Chain Collaboration
- Key message for other markets

- Specifications
  - HbbTV Association
    - Samsung is a founding member of the HbbTV Association
    - Active contributor to all key HbbTV groups
      - Elected Steering Board member
      - Chair Testing Group
      - Co-Chair of Requirements Group

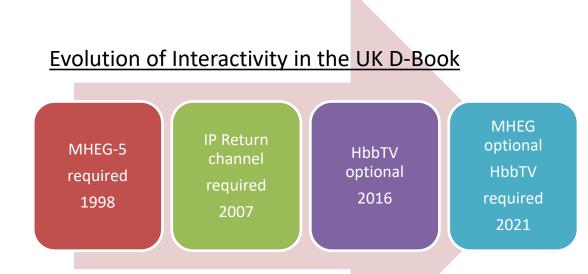
- UK DTG
  - Active contributor to UK DBook
    - Strong support for UK Interoperability based specifications







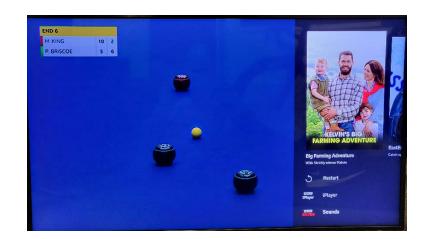
- History of Interactive Services in UK
  - UK MHEG market is mature:
    - Not a green field launch of HbbTV
    - Orderly transition is challenging
    - Millions of MHEG TV in the market
      - Support of problems is expensive



- Transition was successful
  - Why?

- Reasons for a successful transition
  - Compelling services which are valued by consumers
    - Consumer demand rather than artificial regulation drives adoption in receivers
  - Cross value-chain coordination
    - Broadcasters and manufacturers sit together in the DTG and agree specifications, timelines and how to manage the transition
  - Broadcaster Application Support
    - Main broadcasters coordinate App launch with CE Industry
      - Provide technical support for CE manufacturers
      - Provide testing
  - Leading to fewer market issues
- → Gives CE industry confidence to support their apps.

BBC HbbTV service: red button triggered Access to BBC services



- Cross Value Chain Collaboration
  - Specification (DBook)
    - Minimum interoperability specification
    - Defines what is broadcast, allowing receivers to receive those broadcasts
    - Specification is designed through industry collaboration
    - Freeview uses the DBook as one of the required specifications for Freeview Play
    - Any manufacturer can use the DBook to implement their own horizontal market receiver

(There is no UK regulation forcing compliance with the DBook)

- Key message for other markets looking to transition:
  - UK has been the market leader in horizontal market interactivity for more than 20 years including a recent transition from MHEG to HbbTV
    - A successful interactive TV market creates a win-win situation for broadcasters and manufacturers
  - This success has not been driven by regulation but rather
    - Broadcasters producing compelling applications and services
    - Cross Industry collaboration
    - Broadcaster investment and technical support of their applications
- Enabled a successful transition to a new interactive standard

# SAMSUNG

End