# 24/7 Streaming Channel

A DIGITAL TV STATION FOR 2017





#### A Brief Timeline ...

2012 Video Initiative 2013 Roku App 2014 FireTV App 2015
Apple TV App
TV Everywhere
App

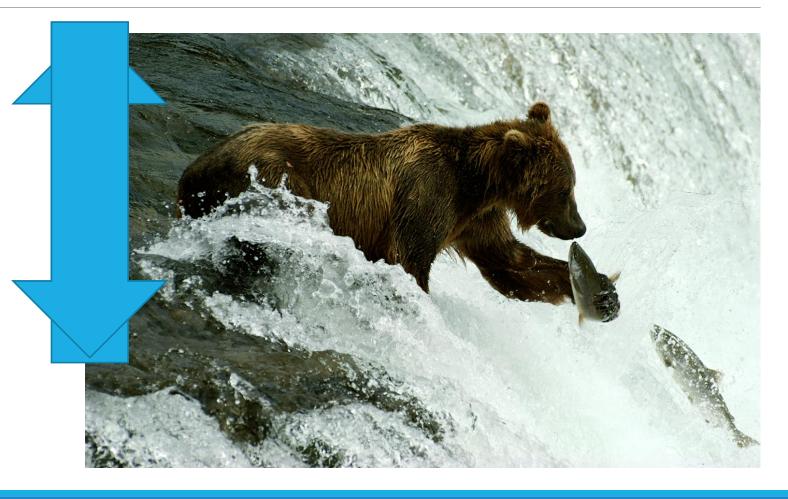
2016 24/7 Streaming Channel





# What is a 24/7 Streaming Channel?

- It's Not VOD
- VOD is ...
  - Video-On-Demand
  - User Controlled
  - Low Viewing Time
  - High Inventory
  - Low Rates







# What is a 24/7 Streaming Channel?

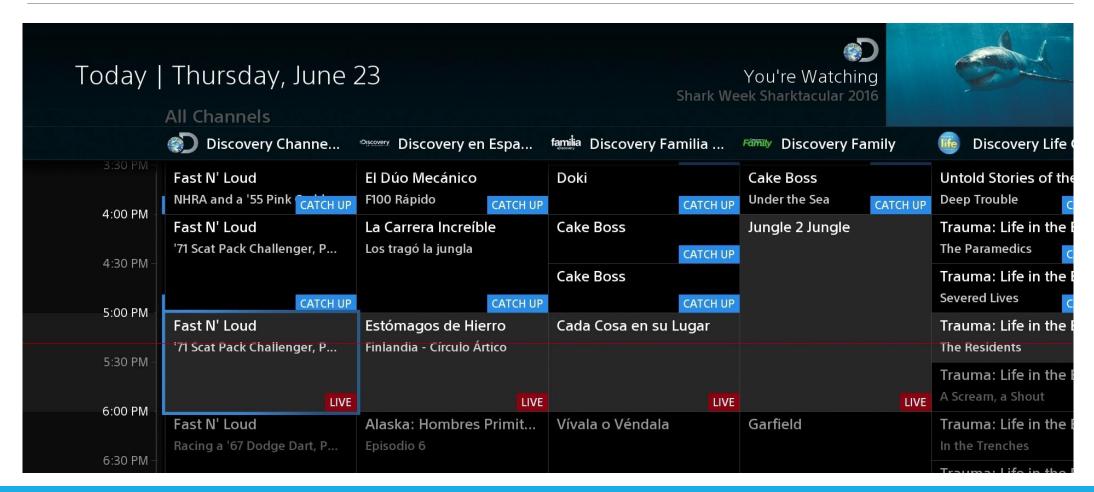
- 24/7 Streaming Channel
  - Publisher Controlled
  - High Viewing Time
  - Limited Inventory
  - High Rates







# What is a 24/7 Streaming Channel?

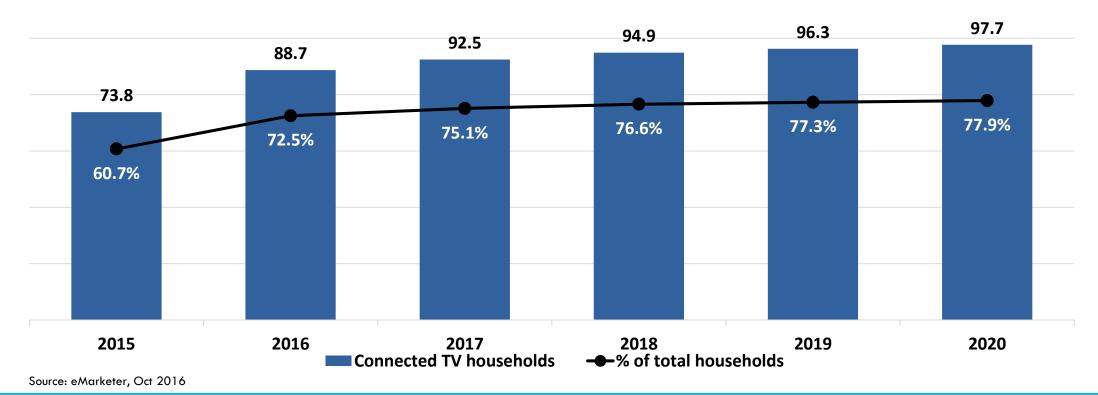






# **Market Opportunity**

The audience has shifted

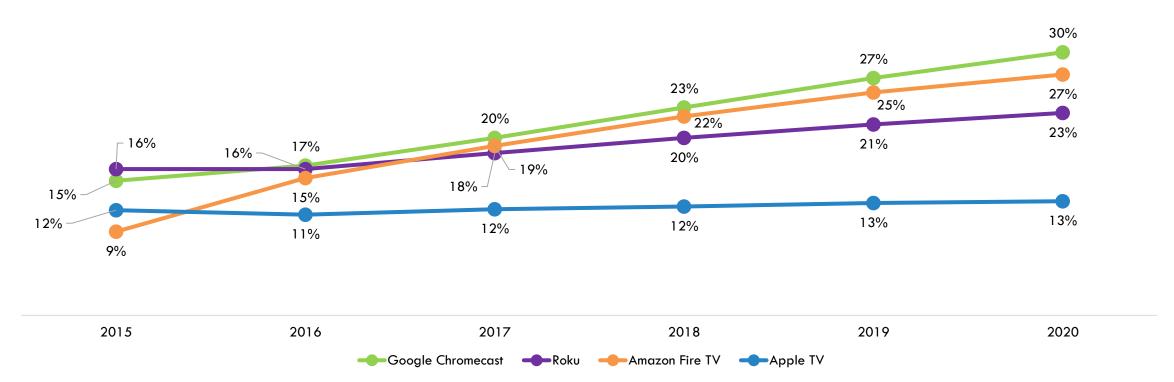






# Market Opportunity

#### Select US Connected TV Users by Device % of total connected TV users



Source: eMarketer, Oct 2016





### Revenue Opportunity

- 30 Second Spots
- 32 Spots Per Hour
- 24 Hours Per Day
- 768 Spots Per Day
- 365 Days Per Year
- 280,320 Spots Per Year







# Revenue Opportunity

- 280,320 Spots Per Year
- •\$1 Per Spot Average
- \$280,320 Revenue Opportunity







# Revenue Opportunity

- 280,320 Spots Per Year
- \$5 Per Spot Average
- \$1.4MM Revenue Opportunity





#### Goals

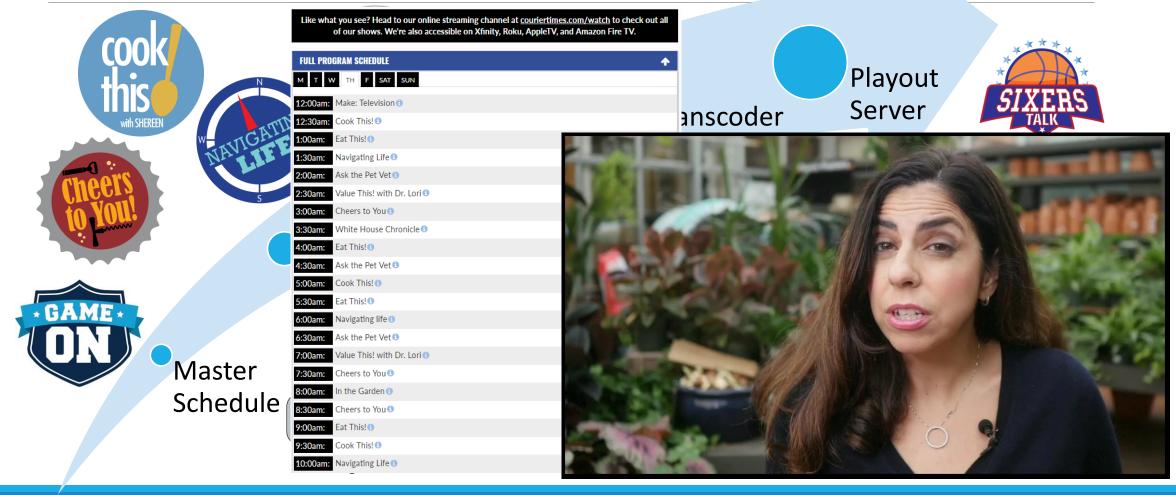
- Follow the audience
- Extend the brand
- Limit our risk (expense)







# **Bucks County Courier Times TV**







# **Looking Forward**

News Programming Additional Brand Launches

Additional OTT Platforms

Cable Carriage?





#### Thank You!

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