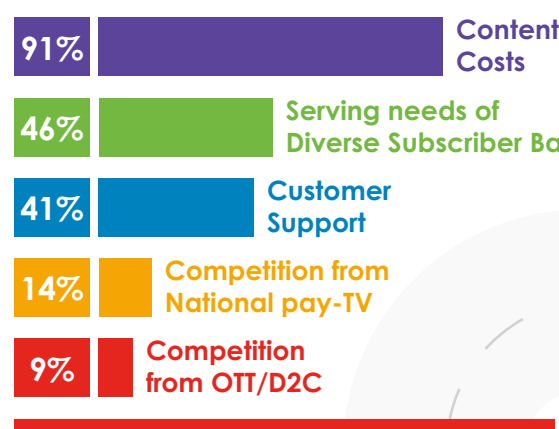


Amino has over 250 small to mid-size pay TV operator customers in North America, Europe, Latin America and the Caribbean. They are uniquely focused on delivering their customers the best possible video services. We reached out to our customers via a survey and one-to-one conversations to understand the state of their video services and how they are responding to the evolution of the pay-TV industry. They continue to be put their customers front and center even as they face some familiar... and some emerging challenges.

Operator Challenges

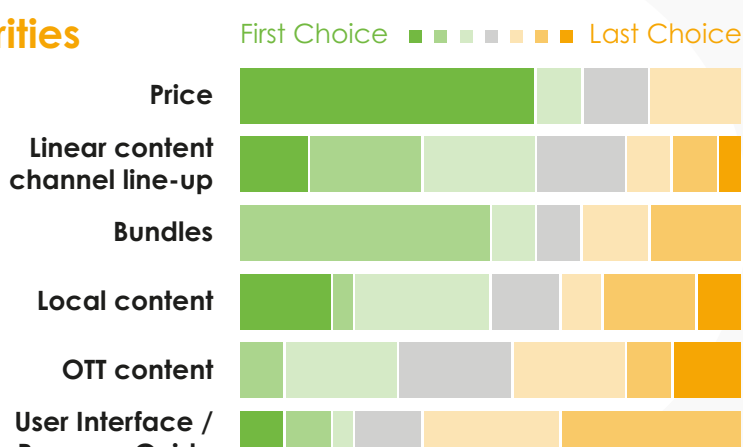
The cost of content continues to be the most significant challenge, while addressing the needs of a demographic diversifies subscriber base and their specific support challenges are a distant 2nd or 3rd place. Interestingly there is low concern about competition from national pay-TV providers or OTT/D2C providers.



Percentage of respondents who responded on a scale of 1-5, with the challenge being a 1 or 2, with 1 being the highest priority challenge

Subscriber Priorities

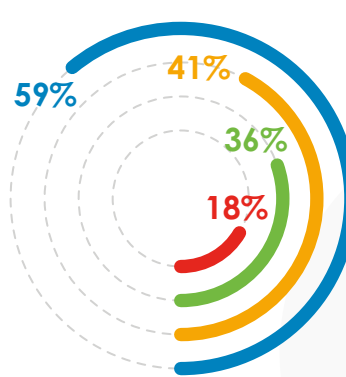
Consistent with last year's results, price continues to be the top priority, with content access and packaging following behind.



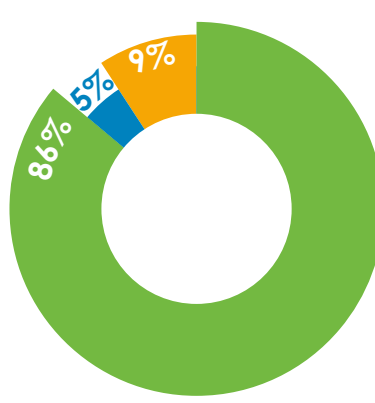
Operator Priorities

Given operator challenges combined with subscriber priorities, it is no surprise that many operators are focused on integrating OTT content into their current video services. While managing in-home WiFi is a lower priority, this is also a top feature required in.

Percentage of respondents who responded on a scale of 1-5, with the challenge being a 1 or 2, with 1 being the highest priority challenge



Percentage of respondents who responded on a scale of 1-5, with the challenge being a 1 or 2, with 1 being the highest priority challenge

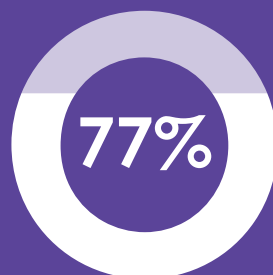


Linear TV is not DEAD!

Our operator customers are generally still committed to providing linear TV as this is what their subscribers still want. Of those that indicated an interest in turning off linear services, most do not have active plans to do so.

OTT is Friend not Foe

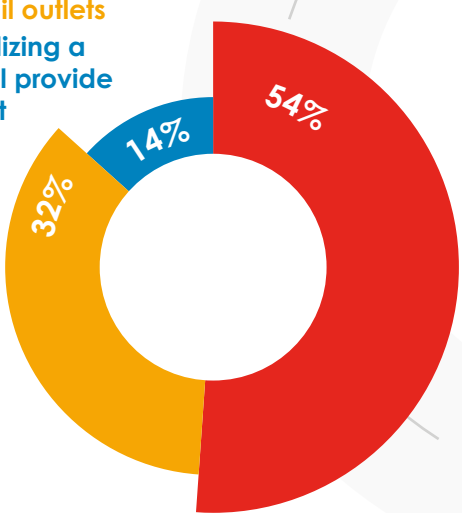
When asked about the competitive environment specific to OTT video services, operators clearly felt that OTT was complementary to existing linear video offerings.



Bring Your Own Device (BYOD)

While BYOD is the mantra of all OTT and vMPVD providers, it is still in the early adopter phase at Pay TV operators. Respondents who are not formalizing a BYOD plan also do not have plans to turn off their linear service.

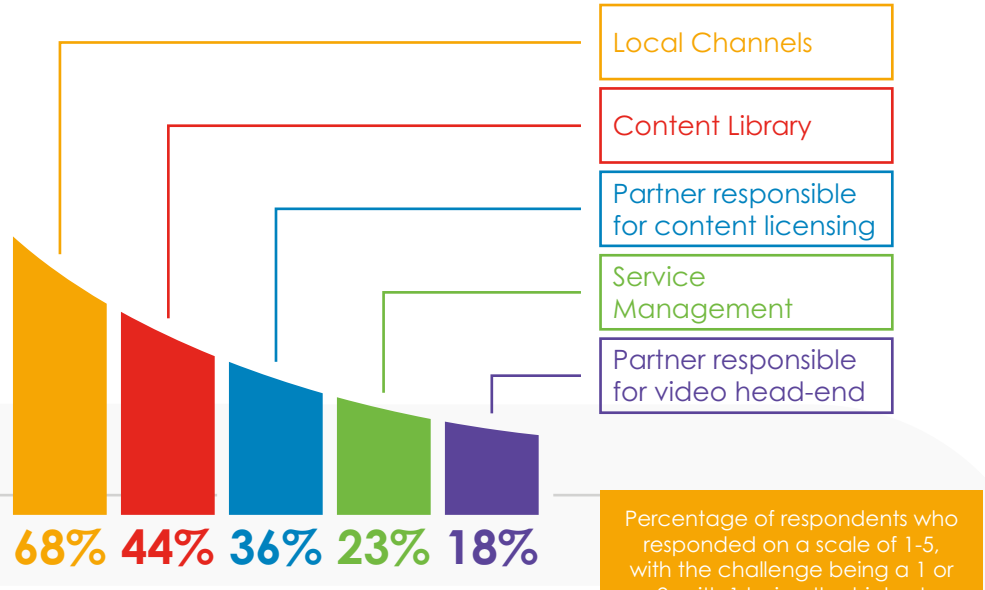
- No, we are not formalizing a BYOD plan
- Yes, we will identify approved devices for subscribers to buy online or from retail outlets
- Yes, we are formalizing a BYOD plan and will provide devices at no-cost to early adopters



Most Important OTT or vMPVD features

Content is very important to operators who are seeking partnerships with streaming providers.

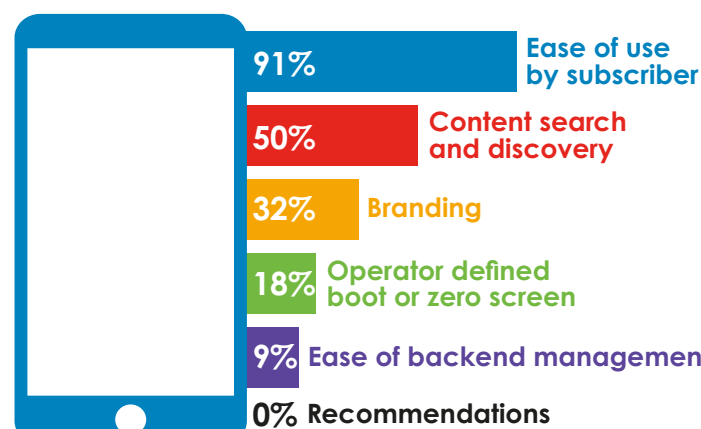
- 1
- 2
- 3
- 4



Percentage of respondents who responded on a scale of 1-5, with the challenge being a 1 or 2, with 1 being the highest priority challenge

User Interface of increasing interest

The current mantra of content is king and UI is queen prompted us to ask our customers what was important to them relevant to the UI. 100% of operators surveyed indicated that a consistent user interface across any device is very important. When asked about other features, they focused on subscriber needs.



Percentage of respondents who responded on a scale of 1-5, with the challenge being a 1 or 2, with 1 being the highest priority challenge

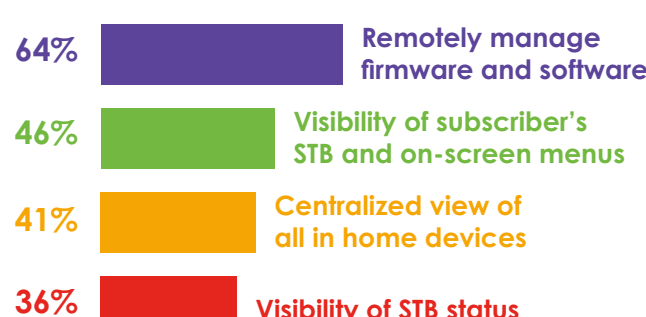
Interest in AndroidTV

Android TV enabled set-top boxes provides operators with enhanced capabilities.

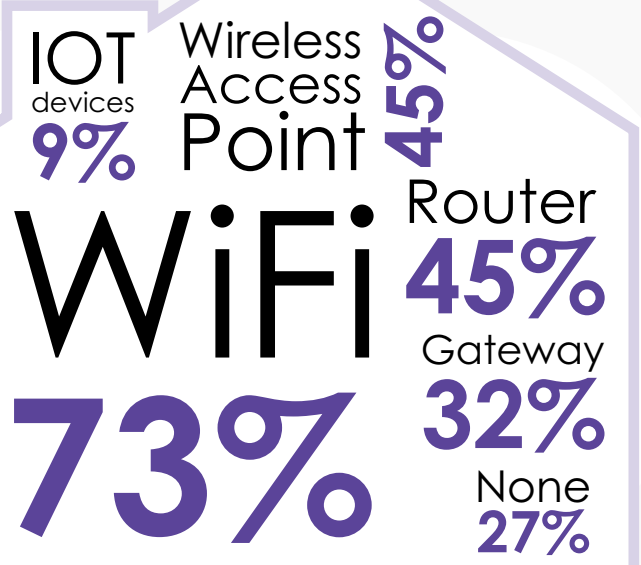
- 83% of operators are interested in Android TV. Why? Seamless access to both linear and OTT content via one device
- 63% interested in access to linear and streaming content from the same device
- 50% interested in integrating video, gaming and media apps from Google Play Store
- 50% interested in operator branding

Device management

Quality of Service is a differentiator for many of our customers. When asked which aspects of device management were most important - remote, centralized management was at the top!



When asked if they would like to manage devices besides the STB, WiFi topped the list.



Pay TV providers are laser focused on the needs of their subscribers even as they face increased competition.

They are engaged in a persistent evolution - aligned with fulfilling subscriber expectations when it comes to price, variety of content and the quality of service of their video service.

Customer Support Challenges

Our customers prioritize customer support but would also like to reduce the costs associated with customer support.

Their biggest challenges are related to:

