



FT New Media & Broadcasting Conference 2003

3 & 4 March 2003, Hotel Inter-Continental, London

Supported by





FINANCIAL
TIMES

FT New Media & Broadcasting Conference

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2002 is going down in media history as the year of failed synergies. Tumbling share prices, management upheaval and liquidity squeeze have forced media corporations to fundamentally rethink their strategies and directions. The grand visions have been put on hold as the emphasis moves to the core challenge of defending and enhancing existing businesses and revenue streams.

At the fore of the **FT New Media and Broadcasting Conference** are the business models and leadership skills required for a new climate. We have assembled key decision makers to address the challenges that face the broadcast and online media sectors. The agenda will examine how corporations can make better use of mechanisms and structures for revenue generation to stimulate growth and further innovation. Within this context speakers will spotlight the future prospects and challenges for commercial broadcasting and pay television in Europe, the true value of digital rights and content management, the strengths and limitations of the subscription model, and countermeasures against piracy. The Conference also features presentations on profitable content strategies, new technologies and devices for distribution and the future of digital terrestrial television.

For further information please take a look at the attached programme.

Telecoms, Media and Technology Series

The FT New Media and Broadcasting Conference is part of our highly successful TMT series. Other events in the series include the annual **FT World Mobile Communications Conference** and the **FT World Telecommunications Conference**. For further information on the TMT series please visit our website at www.ftconferences.com.



Register Early and Receive a Complimentary Subscription to FT.com

Subscription will be Level One. To qualify for offer, registrations must be received by Monday, 3 February 2003.

Streaming Media Provider

virtue
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Sponsorship and Exhibition Opportunities

For sponsorship and exhibition opportunities at the TMT series please contact our Sponsorship Manager:

Nina Townsend
Tel: +44 (0)20 7873 4834
E-mail: nina.townsend@FT.com

Monday 3 March 2003

CHAIRMAN

Mr Richard Hooper
Deputy Chairman
Office of Communications

A NEW SEASON

Television in Europe: new directions for growth

Mr Michael Green
Chairman
Carlton Communications Plc

Mr Hans-Holger Albrecht
President and Chief Executive Officer
The Modern Times Group

Mr Javier Díez de Polanco
CEO
Sogecable

Mr Nick Bertolotti
Managing Director, TMT
JPMorgan Chase

Unlocking value - on demand

Mr John Ford
President, New Media
Discovery Networks, US

Mr Thomas Kressner
Chairman and CEO
Yes Television

Mr Andy Birchall
Founder
ON Demand Group

LEADERS FOR THE NEXT WAVE

Panel discussion

Mr Herbert A Denton
President
Providence Capital Inc

Mr Phillipe Escande
IT and Media Editor
Les Echos

Mr Stephen Grabiner
Partner
Apax Partners

Mr Robert Boyle
European Leader, Entertainment & Media Practice
PricewaterhouseCoopers

CONTENT - THE GROWTH ENGINE

Formats

Mr Tony Cohen
CEO
FremantleMedia

Original programming on cable networks

Ms Nan Richards
President
Turner Broadcasting System, Europe

Turning viewers into customers: Interactive services and T commerce

Dr Alain Staron
Director
TPS Interactive

Special interest networks

Mr Dermot Shortt
CEO
Zone Vision

Captive audience networks

Mr Bob Clarke
Founder
Instrumental Media Group

Next generation set top boxes - advancing the business case

Mr Mitchell E Kertzman
Chairman and CEO
Liberate Technologies

The battle for the home: set tops versus PCs

Mr Chris Deering
President
Sony Computer Entertainment Europe

Tuesday 4 March 2003

CHAIRMAN

Mr Ed Straw
Partner
PricewaterhouseCoopers

THE DIGITAL MASS MARKET

DTT - the people's choice?

Mr K A (Lex) Nicolai
CEO
Digitenne BV

Mr Olli-Pekka Heinonen
Director of Television
YLE

Mr Philip Laven
Director - Technical Department
European Broadcasting Union

Cable - beyond triple play

Mr David Docherty
Former Managing Director, Broadband Content
Telewest Communications plc

REVENUE LEAKAGE AND REVENUE ASSURANCE

The digital rights - hype and reality

Mr Rupert Dillnott-Cooper
Chief Executive Officer
Carlton International

Advertising - meeting the challenge of a strategic shift

Mr Robert Riesenberg
Executive Vice President, Director
MAGNA Global Entertainment

Ms Fru Hazlitt
Sales and Marketing Director
Yahoo! Europe

Moulding the subscription model

Mr Wayne Rosso
President
Grokster Ltd

Mr Michael Zimbalist
Executive Director
Online Publishers Association

Ms Judy Gibbons
Vice President
MSN EMEA

Ms Joanna Shields
Vice President, International Media Systems
RealNetworks Ltd

The battle against piracy

Mr Richard Alden
Chief Executive Officer
ONO

Mr Jean Grenier
President
European Association for the Protection of Encrypted Works and Services (Aepoc)

Dr Abe Peled
Chairman and CEO
NDS Group

Creativity and innovation - building the foundation for tomorrow's media world

Mr Charlie Horrell
Chief Executive Officer
IDP

Registration Form

FT NEW MEDIA AND BROADCASTING CONFERENCE

3 & 4 March 2003, Hotel Inter-Continental, London

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EMAIL www.ftconferences.com/media
WEB

DELEGATE ONE

Mr/Mrs/Miss/Ms/Dr _____ First Name _____

Surname _____

email _____

Position _____

Department _____

Company/Organisation _____

Address _____

City _____

Postcode _____ Country _____

Tel _____ Tel (Direct) _____

Fax _____

Type of Business _____

DELEGATE TWO

Mr/Mrs/Miss/Ms/Dr _____ First Name _____

Surname _____

email _____

Position _____

Department _____

Tel (Direct) _____

DELEGATE THREE- Register two delegates and get a third place free

Mr/Mrs/Miss/Ms/Dr _____ First Name _____

Surname _____

email _____

Position _____

Department _____

Tel (Direct) _____

*Free Delegate place with 2 other paying delegates. For Terms and Conditions see information panel.

FEES ARE PAYABLE IN ADVANCE

Please register **One Delegate** for The FT New Media and Broadcasting Conference at the standard booking rate of £1195.00/€1971.75 plus UK VAT @ 17.5% (£1404.13/€2316.80)

Please register **Three Delegates** at the 3 for 2 booking rate of £2390.00/€3943.50 plus UK VAT @ 17.5% (£2808.26/€4633.60)

I would like to purchase the speakers' papers at £295.00. I understand that these will be available after the conference has taken place.

Registrations received before Monday, 3 February 2003 will also receive a complimentary Level One Subscription to FT.com

Signature _____ Date _____

I CONFIRM THAT I HAVE READ AND AGREE TO THE CONDITIONS OF CANCELLATION SPECIFIED BELOW

Cancellation Policy: Cancellations must be received in writing by Monday, 17 February 2003 and will be subject to a 20% cancellation fee unless a substitute delegate is offered. After this date, the full registration fee will apply; however substitutions will still be accepted.

Please note that as the conference is being held in the UK all registrants are liable to pay UK VAT at 17.5%. A VAT receipt will be sent on payment of the registration fee.

Cheque enclosed made payable to 'FT Conferences'

Please invoice the total balance to Delegate One.

Bank Transfer to:

FT Conferences, HSBC Bank plc, City of London, Corporate Office, EC2P 2BX.

International SWIFT Code: MIDLGB22

Account Number: 91220896 Sort Code: 40 02 50

Euro Account Number: 57384911 Sort Code: 40 05 15

(please quote delegate name as reference)

Please charge my AMEX/Diners/MasterCard/Visa with £

Card No

Start Date (Diners only) Expiry Date

Name of Cardholder _____

Signature of Cardholder _____ Date _____

The FT group takes your privacy seriously. We collect and use personal information to provide you with our information services, conduct market research surveys and contact you with details of products and services we offer.

Tick the relevant boxes if you prefer not to receive information about: FT Conferences other FT group products/services products or services offered jointly with, or from, other organisations. If you have ticked the third box, we will not disclose your personal information to companies outside the FT group, except to business partners and suppliers that process data on our behalf. As we are an international group, we may transfer your data on a global basis for the purposes indicated above. Further information about the FT group is available at www.FT.com

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RM/1/TVR/1 DM/1/UK1/09 DM/1/UK2/09 DM/1/UK3/09

Information

CONFERENCE VENUE

Hotel Inter-Continental
One Hamilton Place
Hyde Park Corner
London W1J 7QY
UK

Tel +44 (0)20 7409 3131
Fax +44 (0)20 7493 3476
www.interconti.com

The language of this Conference will be English.

FEES

The registration fee of £1195.00/€1971.75 plus UK VAT @ 17.5% (£1404.13/€2316.80) per delegate is payable in advance and includes refreshments, lunches, documents and copies of speakers' papers. As the conference is being held in the UK, all registrants are liable to pay UK VAT @ 17.5%. The fee does not include travel costs or accommodation.

Registrations received before Monday, 3 February 2003 will also receive a Complimentary Level One Subscription to FT.com, worth £75.00.

3 FOR THE PRICE OF 2

Send two delegates and receive a free place for a third delegate. All three delegates must be from the same company and must also register at the same time. For further information, please call Gigs Thoukidides on +44 (0)20 7873 3262. Financial Times Conferences reserve the right to withdraw this offer at any time.

All three delegates will receive separate confirmations of their bookings. If an invoice is requested, an invoice for the total amount will go to Delegate One unless otherwise stated.

ACCOMMODATION

A limited amount of accommodation is available at the Hotel Inter-Continental, London for the nights of 2, 3 & 4 March 2003 at a special rate of £175.00 + UK VAT per night. Please quote the FT New Media & Broadcasting Conference as a reference.

Delegates requiring a reservation should contact the hotel directly, using the details above. Reservations received after Sunday, 2 February 2003 are subject to availability. A credit card number and expiry date, or one night's deposit, will be required to guarantee the reservation. All accounts, less any deposits, will be payable to the hotel on departure by cash or credit card.

WEBCAST

A selection of the speakers' presentations will be webcast after the event. Visit our website to watch the speakers again, see the presentations you missed or share the experience with your colleagues.

SPEAKERS PAPERS

If you are unable to attend the conference, you can purchase the speakers' papers for £295.00. To place your order, complete and return the registration form, ticking the relevant box. For more information, contact Gigs Thoukidides
Tel: +44 (0)20 7873 3262 Email: ftconferences@FT.com.
The papers will be supplied to you through our password protected internet site after the Conference.

