

Caribbean Cable Cooperative Ltd

CO-OP Newsletter

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Chairman's Message

Next month it will be fifteen years since a group of operators met at the Doral Resort in Miami and formed the Caribbean Cable Co-op. Cable Bahamas (The Bahamas), CBC Subscription TV (Barbados), Weststar (Cayman), Marpin TV (Dominica), Grenada Cable TV (Grenada), Centennial (PR), The Cable (St. Kitts), St. Lucia Cablevision (St Lucia) and Transcable (Trinidad) were the original nine members who decided it was time to band together and convince the programmers of the United States that the territory was ripe with profit and fortune. Each operator was surviving on their own but we needed something to take the industry in our region to the next level.

The first programmer to step up and sign a deal with the new company was a fledgling news channel called Fox News Channel and over 65 channels later it turns out that the operators and the programmers were correct. At year-end April 2012 we will have paid our programming partners over \$115 million through the Co-op since inception. Not bad for a territory that was not taken seriously by many programmers, and frankly ignored and abused by others. Even programmers that are not part of the Co-op are sharing in the success of our members. That is fine by us. The bigger the region

gets the better the chances of finally getting the channels we need, to get off the sidelines, and get in the game. While we expect to continue to grow in both membership and channel offerings, we are fully aware that both will not come without challenges.

The product we sell is available in many forms and from many suppliers. Many of those suppliers will become members and many will not. We will need the support of our programming partners and our governments to ensure that all who sell the product has the right to do so and is willing to pay for it. At the end of the day we cannot expect to be an exclusive provider in a non-exclusive environment. We will all have to do the best job we can to supply our customers with the best possible product and let them decide where to get it from.

Finally, being one of the first nine at the Doral that day, I want to thank all of our members who contributed to this growth and will continue to do so in the future and to the programmers who realized our potential and came along on the journey.

We have many opportunities ahead and I look forward to the next fifteen years!

— Bill Ewing —

Audits

Audits completed this quarter include Bermuda Cablevision and World on Wireless. Columbus of Trinidad completed, a written report is being generated. Next month Gilmore, Jason and Mahler, our company auditors, will select the companies to participate in the 2012 to 2013 Audit Program. We'll focus on two to three systems for this year and get to all systems eventually. If any system wants to get on this year's list and go through the process early you can step up and volunteer by contacting Howie. The process is relatively painless.





Operator Notes

New Members

Please welcome two new member systems to the Co-op:

TSTT of Trinidad

TSTT of Trinidad has entered under the St. Lucia Cablevision member certificate .

Mayaro Cable TV

Mayaro Cable TV of Trinidad has come in under their own certificate.

Bermuda Cablevision

Bermuda Cablevision has completed the installation and implementation of a new software billing system from Amdoc's called Smart Pack. They have also moved over to a new billing provider called Cable Quest and will be sending out a great new look to their subscribes and the ease of reading their bills.



Bermuda Cablevision is also at the closing stages of testing their new Video On Demand system in co-operation with SeaChange and TVN. Based on government approval, their expected launch will be May 1st.

St. Maarten Cable TV Goes Digital

Philipsburg, St. Maarten - St. Maarten Cable TV kicked off its 25th Anniversary by launching its digital service on February 1, 2012. Subscribers are currently visiting the office at Madame Estate, and an additional location at Simpson Bay, to exchange their analog box for a digital box in order to continue viewing the exciting and expanding channel line-up.



To provide all customers the opportunity to gradually transition to the digital platform and to accommodate the change, St. Maarten Cable TV will simulcast the analog channels until May 1, 2012. Thereafter, the Company will cease transmission of the analog channels and analog boxes will no longer receive the signal.

Beyond the improved quality of service that the digital signal provides, customers with digital converters are receiving new channels in their current packages. For example, on February 1, 2012, three new channels were launched in the Solid Gold Package: The Africa Channel (282), Sony Entertainment TV (286) and Smile of a Child (313). Since then five additional channels

have been launched on the system.

Beulah Jonis, Managing Director of St. Maarten Cable TV stated, "My staff and I are thrilled that we were able switch to the digital platform, which affords us the ability to offer better quality service to our Cable TV customers. In addition, with greater bandwidth we will be able add additional products and services like Pay-Per-View and Video-On-Demand in the near future."

Customers are also being encouraged to visit St. Maarten Cable TV's new website for additional information about its new channels, digital cable TV, the interactive digital guide and the installation process at www.innovativevi.net/sxm cable.

"Everyone can look forward to a number of exciting changes and upgrades—from digital to new websites and an upgraded billing system and customer support system. Our 25th will be our best year yet," concluded Jonis.

Fox Networks: Increased Bit Rates for All HD Pay TV Networks

Fox Networks will be completing bit rate increase activities across all HD pay TV networks. Within the past two months, the Regional Sports Networks, Big Ten Network, and SPEED were all upgraded. Below is a complete list of the remaining networks to be upgraded, and their scheduled upgrade date. For this upgrade, the satellite modulation scheme will be altered, allowing the HD bit rate to increase from an average of 11.75 Mbps to an average bit rate of 15.5 Mbps. The change will provide the following benefits:



- More advanced and clearer overall picture
- Sharper motion
- Deeper color

Be included in the next Co-op Newsletter

Submit your content early!



Programming

We have entered into an agreement with Stingray Digital Media Group out of Canada for the Galaxie Music service. This service provides 50 channels of digital music as well as (coming soon) concerts and VOD content. If you haven't already, contact us for the launch information on this new exciting product!

Programming Highlights



Discover the Galaxie Music Service

Offer your digital television customers the best possible music service, already delivered to over 20 million television subscribers.

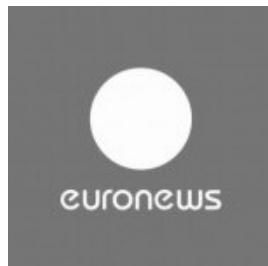
Join fellow Caribbean Cable Co-op members and help further reduce rates. In addition to the Galaxie linear digital music service, this offer includes a variety of Video on Demand Services.

- 50-channel commercial-free music service
- A Music Video on Demand service featuring all the chart topping artists
- The KARAOKE Channel - VOD service popular for all ages; widely distributed in US on all major carriers
- Concert TV - VOD service with a robust Free on Demand component and transactional VOD content

**Sign Up by July 30th and
Launch by October 31st to
Receive 3 Months Free**

Euronews

Lyon, France, 6 April 2012 - Behind markets will throw the spotlight on the major mover of the day and focus on one particular stock to help viewers understand why it's up or down, zoom in on a company that made a big gain or loss. The programme, presented by Euronews' journalist Anne Glemarec, analyses the share price of selected companies from the stockholders' point of view, examines the current stock exchange

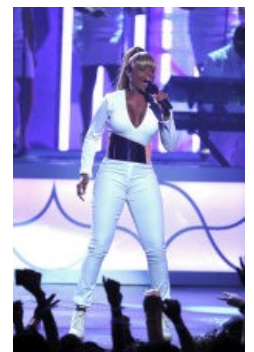


environment and considers whether trends are short or long term.

Behind Markets takes viewers to the heart of the markets, helping them to understand the mechanics of the often impenetrable world of finance. Euronews continues to be committed to business analysis with its new programme Behind markets, which joins business planet, business weekly, markets and target as key components of our business output. Anne Glemarec, Euronews journalist said: "We want to make the financial world accessible for all our viewers. We will not just give the news, shares prices will be presented with their financial background and we'll focus on companies' financial wellbeing in a language that can be understood by everyone". Starting on 10 April 2012 on air and on catch-up TV on euronews.com.

BET Awards 2012

The BET Awards 2012 will be a show that's TOO BIG TO MISS! This year's star studded LIVE telecast will celebrate another year of extraordinary achievement in music, entertainment and sports. The 2011 show included legendary tributes to Patti Labelle and Steve Harvey with performances from some of the hottest names in entertainment including Mary J. Blige, Drake, and Alicia Keys! Don't miss the #1 Awards show among African American viewers!



2012 MTV Movie Awards

The 2012 MTV Movie Awards will air LIVE from the Gibson Amphitheatre in Universal City, California, when the show goes down on June 3rd at 9PM. Forget the Oscars; this is the BIGGEST night in movies! The MTV Movie Awards is the industry's most unique cinematic awards show, giving viewers a night of surprises, celebration, and gut-busting laughs. The 2011 MTV Movie Awards was an evening of hilarious surprises helmed by comedian host Jason Sudeikis. The 'SNL' funnyman shared the stage with a house full of superstars like



Programming Highlights (continued)

Reese Witherspoon, Jim Carrey and Cameron Diaz. The 2012 MTV Movie Awards will be the can't miss awards show of the year.

Nickelodeon Winx Club



Premieres Sunday, May 6 @ 12P/11c.

Winx Club is a modern fantasy adventure series following six fashion-forward best friends

(Bloom, Stella, Flora, Musa, Tecna and Aisha) who attend the finest fairy school in all the realms, Alfea College. When trouble arises, the Winx Club transform into beautiful fairies who use their unique magical powers to fight villains and save the world from evil. Legal: ©2012 Rainbow S.r.l. and Viacom International Inc. All Rights Reserved.

BabyTV

Charlie & the Numbers: Charlie & the Numbers, one of BabyTV's most popular programs, returns in April. In this brand new season, join our young friend on his fascinating musical exploration as he meets each of the numbers from 1 – 10 and follow along for a story full of singing, dancing, and of course – counting.



Oxygen Sets 50% Original Programming Increase

Network Adds Five New Shows. Female-targeted network Oxygen will increase its original programming output by 50% over the next year including five new original shows, the network announced Wednesday prior to its upfront presentation in New York. The network will rebrand two series - Taking NY and Taking Hollywood - into a new programming franchise Girlfriend Confidential, the network said. The two new shows, Girlfriend Confidential: NY and Girlfriend Confidential: LA, will follow a group of best friends in New York and Los Angeles as they navigate their future within the beauty, fashion and entertainment industries, according to network officials. Other new shows include All the Right Moves, which chronicles the lives of four professional dancers; My Shopping Addiction, which looks at young people facing a crisis brought on by a dangerous addiction to spending; and I'm Having Their Baby, which

follows pregnant 20-somethings as they decide whether to keep their babies or place them up for adoption. (MultiChannel News)

NBC Sports Net Renews 'NFL Turning Point' for Three More Seasons

With Four New Episodes, Series to Air throughout Playoffs. NBC Sports Network has renewed its football highlight program NFL Turning Point for an additional three seasons. The series debuted with the 2011 season, airing 18 episodes. Beginning in 2012, NFL Turning Point will bump the episode count to 22, meaning it will air throughout the playoffs and Super Bowl. The series -- produced in collaboration with NFL Films -- showcases the key plays that led to the "turning point" of each game. Dan Patrick, who hosts NBC's Football Night in America, will return to host. (MultiChannel News)

Nat Geo Wild: Python Hunters

From Green iguanas and Nile monitors, to rock pythons and the biggest nasty of them all — the 12-foot Burmese python — alien invaders have infested the Florida Everglades. Patrolling one of the most beautiful and delicate environments on the planet, the Python Hunters are determined to get these invasive species under control. It's a high-stakes, adrenaline-pumping conservation mission, and if they fail, one of the most important eco-systems in America may never recover. Series premieres April 2012.



Around the Region

Remittances Pick Up As Recession Rebound Continues

In line with World Bank predictions, remittances to Latin America and the Caribbean have strengthened as economies continue to recover from the global economic milieu which peaked during the two-year period, 2008 to 2009. (Jamaican Gleaner)



REMINDER: Deals we've completed over the last few months

Contact Howie for details on these new channels or any others you wish to add.

- **Entertainment Studios***: (Six channels of SD or HD content). The channels are PET TV, CARS TV, RECIPE TV, DESTINATION TV, COMEDY TV and COMEDY TV.
- **Escapes TV***
- **Euronews/Eurochannel***
- **The Fight Channel***: 24/7 of Ultimate Fighting
- **Baby TV**, Fox Networks
- **Galaxie Music**

* Use on any level of service



Programming Special Feature



SEMA / Coverage from this premier worldwide automotive event drawing the industry's brightest minds and hottest products to one place. Featuring Cadillac, Blastolene, and Toyota cars; along with the Bondurant Racing School.

Comics Unleashed / Anything can happen when comedian/host Byron Allen hangs out with some of the hottest comics in the business; Tommy Davidson, Greg Hahn, Eddie Ifft, and Marianne Sierk.



Comedy.TV / The nation's hottest stand-up comics hit the stage. Join host Bernadette Pauley and comedians Jeff Applebaum, Rodney Laney, Kelly

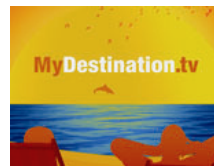
Monteith, Felipe Esparza, Sue Costello, Red Grant, and Josh Blue.

The Gossip Queens / Tune- in and laugh with comedians Loni Love, Bernadette Pauley, Alec Mapa, and Michelle Collins as they dish the latest in celebrity gossip with guests Ellen K, Debbie Matenopoulos and Sophie Turner.



Entertainment Studios.TV / Get up close and personal with Hugh Jackman, Mary Steenburgen, up and coming actress Evan Rachel Wood, multi-talented performer Jamie Foxx, comedian Tom Clark, and pop singer Demi Lovato.

Beautiful Homes and Great Estates / Tour the Palazzo del Torre, a palatial residence located in the prestigious celebrity enclave of Beverly Hills. Discover how the home was constructed with an artist's vision utilizing the finest imported and handcrafted materials.



My Destination.TV / Drift into a hushed urban sanctuary of sublime luxury and prepare to be pampered at the Se San Diego Hotel. And then, revel in a supremely indulgent and artfully subdued legacy of panache and sophistication as we reveal what lies within this star studded celebrity enclave. And later, experience the freedom of the endless horizon and breathtaking views with Panorama Hot Air Balloon tours.



Canine Countdown Show / Featuring the AKC's top 10 dog breeds in America from the beloved Shih Tzu, at #10, to the loyal Beagle, at #4.



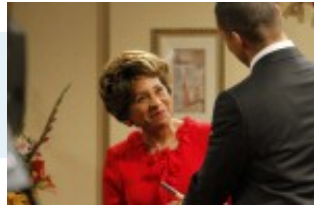
Recipe.TV / Witness the best of the culinary kinds. Chef Tara Thomas prepares a delectable Persephone salad. Chef Glen Ishii makes fantastic Cucumber and Wasabi dressing. Chef Vincent Cachot prepares delicious smoked duck. Chef Jason Marcus whips up a fantastic Rack of Lamb. And Chef David Ghizonni prepares an incredible chicken with garlic sauce.



Programming Special Feature “Entertainment Studios” (continued)



Byron Allen



Q&A with Byron Allen, Founder, Chairman and CEO of Entertainment Studios

Comedian, actor, entrepreneur, Byron Allen, never sleeps. The comedian, turned television mogul, is the only African-American entrepreneur to have 100% ownership in multiple HD cable networks – Cars.TV, Comedy.TV, ES.TV, Legacy.TV, MyDestination.TV, Pets.TV and Recipe.TV.

Q: What kind of response are the channels getting from the US Domestic cable operators?

We’re approaching our third anniversary in May, and the response to our HD cable networks has been overwhelmingly positive. The marketplace has really celebrated our vision of creating dynamic content with universal appeal that comes at a fair price. The MVPDs recognize it is in everyone’s best interest to do business with independents, to foster competition and to allow the passion of the independent to resonate with the viewers. It’s a dangerous trend to only do business with half a dozen media companies. You want to foster competition to keep the pricing down and you want to do business with passionate independents who can bring a fresh and unique perspective to the playing field that maybe you’re not providing your customers.

Q: What are the biggest challenges in finding content for 6 24/7 channels?

We aren’t concerned about finding content – content always wins. At our core, Entertainment Studios, is a content factory. I devised a business model where we have a day crew and a night crew that never stop producing content. My mission is to bring efficiencies to television production that didn’t previously exist, and the result is clear: 30 shows in domestic syndication, 7 cable networks, a new media platform SmartTV.com, and more. As long as our partners are coming to terms with us on fair licensing rates, we are able to deliver amazing content at a fraction of what the major studios currently provide.

There’s a huge shortfall of quality family sitcoms for broadcast television stations and cable television, and we are 110 percent

First Family Line-Up

Christopher B. Duncan (Jamie Foxx Show) plays the President of the United States, with Kelita Smith (Bernie Mac Show) as the First Lady. Additionally, Gladys Knight plays the President’s matriarch, plus, John Witherspoon (The Wayans Brothers), Jackee (Sister, Sister and Everyone Hates Chris), and Marla Gibbs (The Jeffersons) are in the cast too.

committed to filling that enormous void. Our number one priority is to deliver the highest quality content in the sitcom genre. I am now focused on our two first scripted syndicated sitcoms; The First Family and Mr. Box Office. The First Family tells the tale of an African-American family that lives in the White House, but is presumably not named Obama. In Mr. Box Office, the world’s biggest movie star is sentenced to community service teaching English at the toughest high school in America. We are ordering 104-episodes of each production - a big step in the right direction.

Q: What channels would you like to develop in the future?

On October 1, 2012, we are launching Justice Central – a new, around-the-clock HD cable network for court programming and justice fans, featuring the biggest names in law; Gloria Allred, Judge Ross and Judge Cristina Perez. Justice Central is the only cable network destination to feature one of the most popular genres in daytime television, and this is our latest contribution to the content revolution and eliminate content costs. For Justice Central, subscriber fees are waived when launched to the majority of your subscribers. Needless to say, the marketplace has embraced this concept with a lot of enthusiasm.

Q: Is Byron Allen, the comedian, ever going on tour again?

At 50, I am a young man with a lot of energy, so you never say never. However, I am a dedicated husband and father, and wouldn’t say it is likely you’ll see me traveling from city-to-city doing stand-up again. I still host two shows; Entertainers with Byron Allen and Comics Unleashed. We’ve built quite an empire at Entertainment Studios...and I plan to continue to focus 110% on producing original content.



Industry Notices

Comcast - HBO Go on Xbox



“Comcast Prepped To Launch HBO Go on Xbox - Comcast subscribers will soon be able to log in to HBO's TV Everywhere service from the Microsoft Xbox 360 game console, after the two sides resolved business issues unrelated to the device itself, according to an industry source.” (MultiChannel News)

Comcast - Xfinity Voice



The increased usage of smartphones and tablets has induced Comcast Corporation (NasdaqGS:CMCSA - News) to enhance its service offerings by introducing two new unlimited messaging services for its Xfinity Voice plan subscribers. The subscriber of the Xfinity Voice service will not only be able to send unlimited text messages across U.S., but can also receive transcribed voicemail messages from their home phone devices. In addition, the subscribers will also get a notification once they receive the text message. The user of iPhone/iPad and Android smartphones can easily access this service by downloading the Xfinity Mobile application on their smartphones and tablets. Moreover, the customer of the Xfinity voice plan can also gain access to this above

mentioned services from Xfinity website. (Zacks Equity Research)

Avail-TVN ‘TV Everywhere’ IDs



Avail-TVN Can Now Verify 'TV Everywhere' IDs. Avail-TVN has launched a managed service that will handle authentication of "TV Everywhere" services for pay TV operators, to let their subscribers access Internet content from programmers including Fox, Turner Broadcasting Network, MTV Networks, ESPN, NBC Universal and HBO. Not sure what this means for the Caribbean Territory yet. (MultiChannel News.)

Streaming Video’s tipping point

Streaming video is about to hit its tipping point. Competing online video services have become so successful that about one-third of Americans have streamed a movie or TV show on Netflix, Hulu, Vudu, Crackle or another Net-based video service, according to Nielsen. Americans will watch 3.4 billion movies online this year, more than doubling 2011's total and exceeding DVD and Blu-ray consumption for the first time, estimates researcher IHS Screen Digest. (USA Today)

Co-op Website Highlights

The Coop website is one of the best tools we have for keeping track of what available programming we have. And, here are some of the corresponding tools for you to take advantage of.

- **Participation Agreements**
- **Launch forms**
- **Technical specifications** and contact info
- **Ad Sales Avails** agreement summaries from each programmer for those who do Ad Sales
- **Contract Digest** is summary of our contracts with expiration dates and key wording on special paragraphs. Great for planning programming changes as we go forward.
- **Member Directory** of all coop members—review your listing to make sure it’s up-to-date.

- **Programmer Channels** is a complete list of all of the Coop services and even some services that are not Coop but available in the territory. As we go through the audit process it is important that you periodically check the list to ensure that you have properly signed up for and are reporting all of the Coop services you have on your system. This compliance is one of the Coop’s greatest strengths and is a valuable statement to make when negotiating and renegotiating agreements.
- **Website Primer.** For those new to the Coop, or for that matter, new to the website, we have prepared a comprehensive Primer for your use (access in upper right corner).

We are always looking for new content for the site that will make it an even more valuable resource. Please submit your suggestions for review and if possible we will add it to the site.

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