# Broadcasting Trends in the USA

September 2021 Update

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# **Broadcasting Trends in the USA**

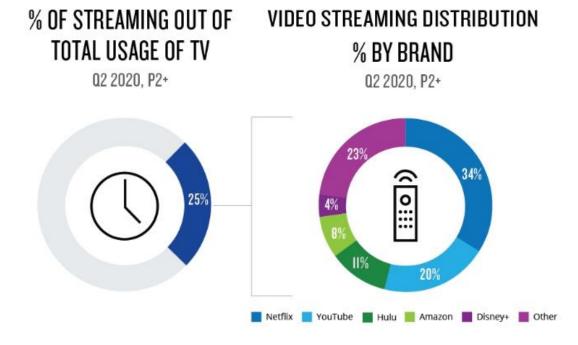
- There is general agreement that government mandated lockdowns to control the global pandemic accelerated consumers' use of streaming media on a global basis. However, with vaccination rates increasing and many countries returning to semi-normal day-to-day life, the number of consumers using streaming continues to increase, indicating a permanent shift away from traditional linear broadcast and cable. Consumers have become accustomed to viewing content:
  - When that want, (VOD)
  - On What device they want (TV, phone, tablet, PC) and,
  - Where they want. ( Home, 3G,4G, 5G mobile, WiFi)
- In order to compete in the global streaming market, content producers and distributors are looking to mergers, acquisitions and Joint Ventures to reach a scale of more than 200 million subscribers. This scale is necessary to compete with Netflix, Amazon Prime, and Disney+ on a global basis.
- □ 86% of all U.S. households now subscribe to a high-speed internet service. This will increase with the proposed Infrastructure Plans now in Congress.
- Local Over-The-Air (OTA) Group Broadcasters are also entering the direct to consumer streaming market with Services such as, Vuit, STIRR, Bally Sports, Quest, and True Crime. (discussed later in the deck)
- As a result, this "Broadcasting Trends" deck has been updated to reflect the rapid changes that have occurred in the Q1 and Q2 of 2021.

# **Broadcasting Trends in the USA**

- Streaming- trends in 2018, 2019, 2020 and a comparison to Q1, Q2, 2021.
- Next Generation TV ATSC 3.0
- 4K UHDTV
- High Dynamic Range (HDR)
- IP Production

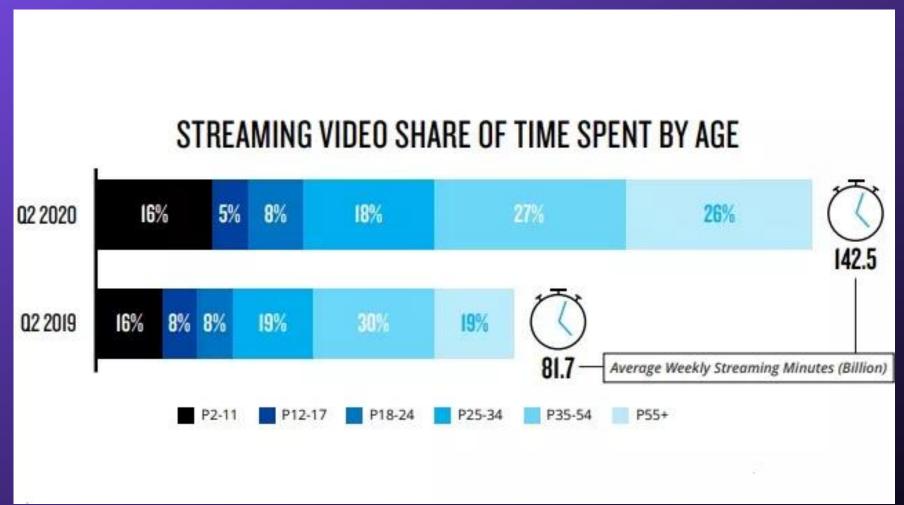
- □ Per the audience research firm, Nielsen Company, Feb 2020 Total Audience Research Report, 19 % of all TV usage is streaming services.
- □ At the end of the Q2 2020, streaming has increased to 25% of TV usage.

U.S. VIDEO STREAMING USAGE AND DISTRIBUTION AMONG OTT CAPABLE HOMES



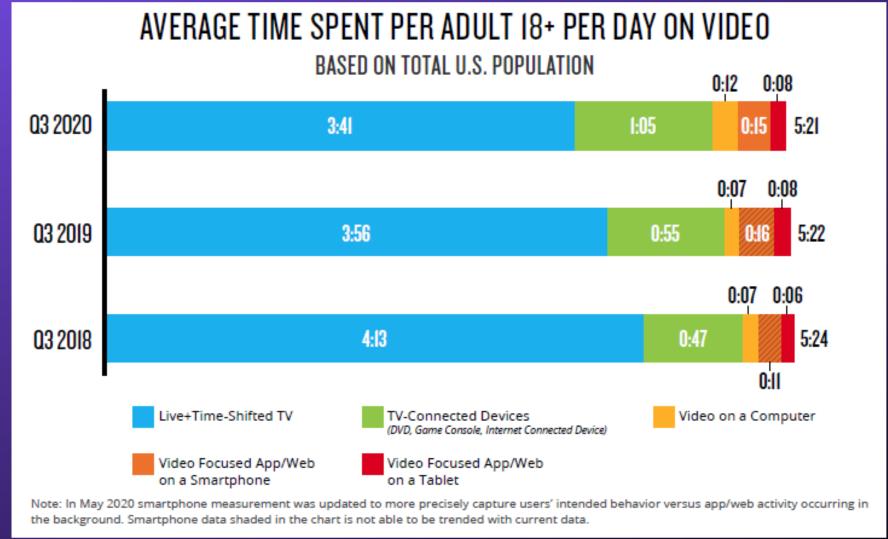


□ Older demographics (P55+) are embracing streaming services.



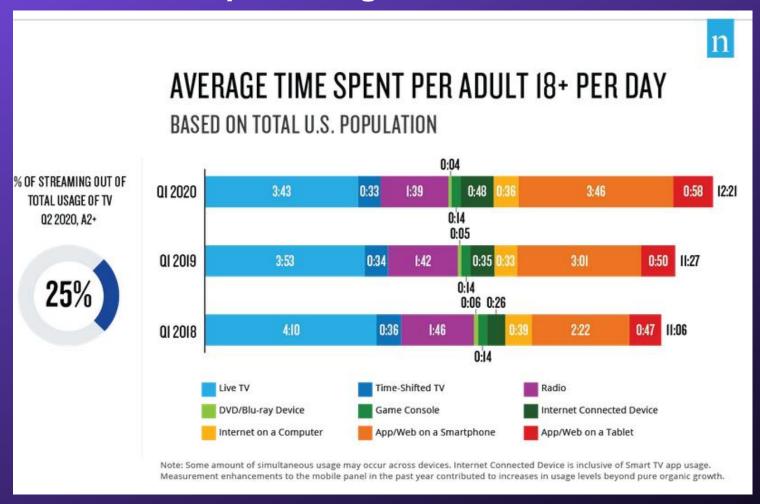


■ Live + time shifted TV viewing continues to decrease.



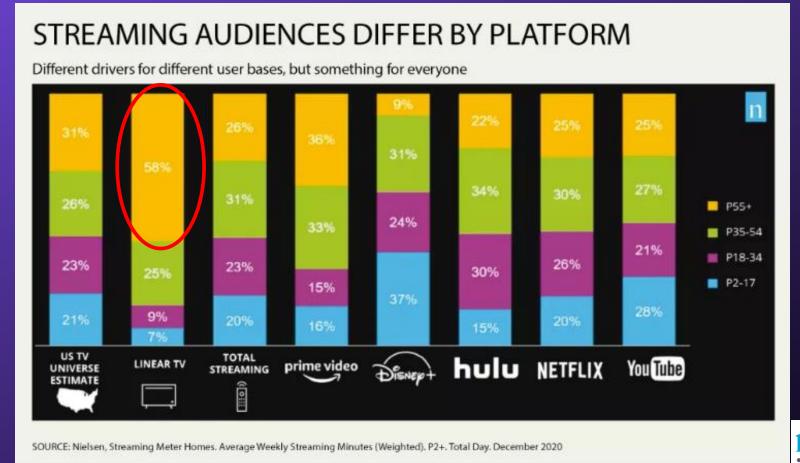


As of Q1 2021, Streaming accounted for 25% of all TV viewing. Later slides will show this percentage continues to increase

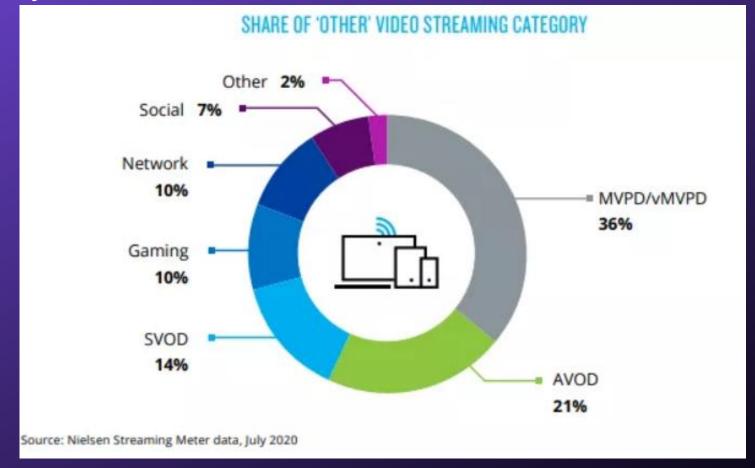




The total streaming audiences across all age categories were very similar to the segmentation of traditional (broadcast and cable) viewing. However, the assessment also showed that older viewers (age 55 and up) are now among the biggest users of linear, rather than on-demand, streaming services—reflecting their comfort level with linear, ad-supported formats.

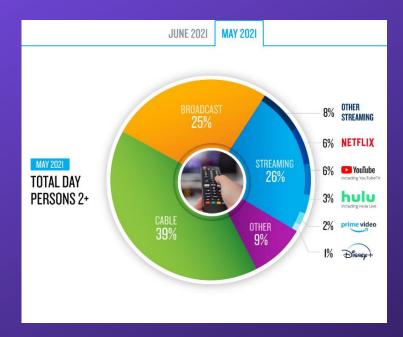


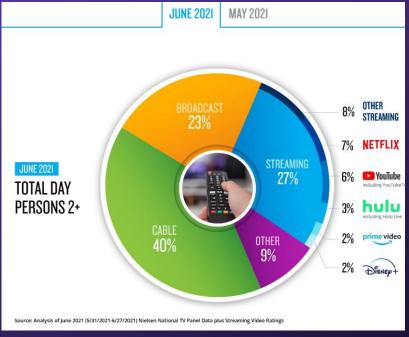
- □ Ad-supported Video on Demand (AVOD) accounts for nearly 5% of time spent streaming.
- In a new report, titled *Beyond SVOD*, Nielsen noted that when it measured streaming in July 2020, time spent viewing video sources "Other" than the big subscription VOD (SVOD) services -- Netflix, YouTube, Hulu, Amazon, Disney Plus--accounted for a 23% share and minutes spent viewing rose by 57%.





Per Nielsen's, "The Gauge", as of May 2021, more US TV viewers are now watching streaming services (26%), than Broadcast channels (25%). The trend of declining Broadcast viewership (23%) and gains in streaming viewership (27%) continued in June. Broadcasters saw a small increase to 24% attributed to the Olympics, while streaming increased to 28% in July. Streaming has seen a 1% increase each month. Overall, broadcast and cable continued to dominate total viewing in July with a 62% share, slightly down from the 64% share in May.









- □ All the major Broadcast and Cable Networks now offer a direct to consumer streaming service.
- Many networks are removing their content from Netflix and making it available on their own streaming service, including Disney/ABC, Fox, NBCU, ViacomCBS, Showtime, HBO, etc.
- In March 2020, Fox purchased Tubi for \$440 million. As of Q2 2021, the valuation was \$1.0 billon. (Tubi is a streaming service based in San Francisco, California, United States, that launched in 2014. It is a free, ad-supported service, with advertisements shown during un-skippable commercial breaks during programming.)

peacock















- □ Disney+ signed up over 10 million subscribers in the first week. The worldwide subscriber numbers, as of August 2021, have grown to over 116 million and are forecasted to reach 230-260 million subscribers by 2024, surpassing Netflix.
- □ Disney+ went live in the U.K., Ireland, Germany, Italy, Spain, Austria and Switzerland on March 26, 2020; Disney also confirmed a delayed debut in France on April 7, 2020. This is the largest multi-country launch for the service so far. Disney + was asked to limit the bandwidth by 25% during the "work at home" requirement imposed by the Covid virus.







- Viacom/CBS has rebranded CBS ALL ACCESS as Paramount+ and added content from their cable channels: BET, Comedy Central, MTV, Smithsonian, and Nickelodeon.
- □ Paramount + has nearly 42 million global subscribers.
- Subscribers have been growing at a 60% rate, year over year.
- □ Pluto TV is ViacomCBS's Free Ad-Supported Television (FAST) service that has over 250+ channels and thousands of movies. In 2021, Pluto is on track to generate \$1.0 billion in revenue with 52 million active users in 25 countries.

https://pluto.tv/live-tv/paramount-movie-channel?utm\_source=homepage



 Paramount + is offering first run exclusive programming to drive subscriber growth.













- □ Paramount + also provides the live local CBS TV stations in 200 cities.
- □ In addition to first run TV series, Paramount + offers over 20,000 TV episodes and movies, as well as Sports and local news.
- Paramount + is available on a wide variety of mobile phones, tablets, gaming platforms, TV sets and other in-home devices.



- □ The following CBS owned stations are offering a 24 hour a day, 7 day a week local news stream- CBSN. It is available for free as a stand-alone service and/or part of the Paramount+ Subscription:
  - New York, Los Angeles, Boston San Francisco, Chicago, Dallas-Fort Worth, Philadelphia, Minneapolis-St. Paul, Denver, Baltimore.
- □ CBS is also offering 24 /7 CBS Sports HQ and a Hollywood news magazine stream, "ET Live".













# **US companies Streaming in Europe**









- Comcast Corp.(NBCU Peacock) and ViacomCBS (Paramount +) announced that they have formed a partnership (Joint Venture-JV) to launch a subscription video on demand service in Europe called SkyShowtime.
- SkyShowtime is expected to launch in 2022. It will be available in 20 European territories covering 90 million homes. The service will feature programming from the NBCUniversal, Sky and ViacomCBS portfolio of brands, including titles from Showtime, Nickelodeon, Paramount Pictures, Paramount Plus Originals, Sky Studios, Universal Pictures and Peacock.
- ☐ The SkyShowtime JV will permit the two companies to compete with Disney +, NetFlix, and Amazon Prime in the global marketplace.



- Free Advertiser-supported Streaming TV (FAST) platforms such as Vuit are being used by local broadcasters to attract more viewers. Local stations provide Vuit with programs and commercials, which Vuit then streams to consumers. The revenue is split between Vuit and the local stations.
- □ https://www.vuit.com/live/
- As of 9/7/2021, there were 272 local stations producing and distributing streaming content on Vuit. Vuit is used by local stations affiliated with the 4 major commercial networks.









- □ Vuit is owned and operated by Syncbak.
- Syncbak is the service provider use by CBS to geolocate and distribute the live streams for their 210 affiliates.
- □ Sinclair Broadcast Group has a similar service called STIRR.



- □ STIRR is an ad-supported video streaming service owned by Sinclair Broadcast Group (294 TV stations). The streaming service is available on the web and via apps for iOS, Android devices and various streaming TV devices, including Amazon Fire TV, Roku, Apple TV, Chromecast and Android TV. Stirr's slogan is "The new free TV"
- □ https://stirr.com/watchnow
- ☐ The service offers over 100 channels of content.

- □ The Bally Sports Regional Networks (RSNs) are a group of regional sports networks in the United States owned by Diamond Sports Group, a joint-venture company of the Sinclair Broadcast Group (owns 294 TV stations) and Entertainment Studios. The group is branded after casino operator Bally's Corporation, which purchased its naming rights.
- □ Sinclair Broadcast Group is in the process of raising \$250 million to help fund the 2022 direct-to-consumer streaming launch of its Bally Sports Regional Sports Networks, a product that will be, according to some reports, priced at about \$23 per month.





Tegna Broadcast Media, that owns 67 TV stations, said its Quest digital multicast network is launching an ad-supported linear streaming app that will give viewers access to science, history and engineering programming on demand.

Brian Weiss, VP of entertainment programming and multicast networks at Tegna, said *Twist*, an OTA multicast channel aimed at women that Tegna launched in April "could be coming down the road" as an adsupported linear streaming service".

- NewsNation is a subscription television network owned by the Nexstar Media Group that owns 199 TV stations. NewsNation is available on YouTube, Hulu, fuboTV, Vidgo, Sling TV.
- https://www.newsnationnow.com/





■ Newsy is a news network owned by the E. W. Scripps Company that also owns 66 TV stations. Its content can be found on subscription OTT platforms including Pluto TV, YouTube, fuboTV, Philo, Sling TV.



☐ Cost per month for streaming services.

Service	Price /mth with comm	Price /mth without comm
Amazon Prime Video	\$8.99	
НВО МАХ	-	\$14.99
Hulu +Disney+ ESPN	\$13.99	\$19.99
Netflix (standard)	\$13.99	-
Disney +	\$8.00	-
Paramount + Essentials Paramount + (premium)	\$4.99	\$10.00
Apple TV	\$4.99	-
NBCU Peacock (Ad supported)	<ul> <li>(1) Free limited programming;</li> <li>(2) Ad-supported complete version, free to existing Comcast customers;</li> <li>(3) \$4.99 non-Comcast customers</li> </ul>	\$9.99
ABC	Linked to TV provider subscription	

One major challenge for all streaming services is customer retention. Subscribes cancel their subscription after watching a show of interest and then sign up with another service. This subscriber "Churn" has been changing during the pandemic.

□ Pre-pandemic churn rates were 20%, then went down during the early months of the pandemic, then shot up to 85% and

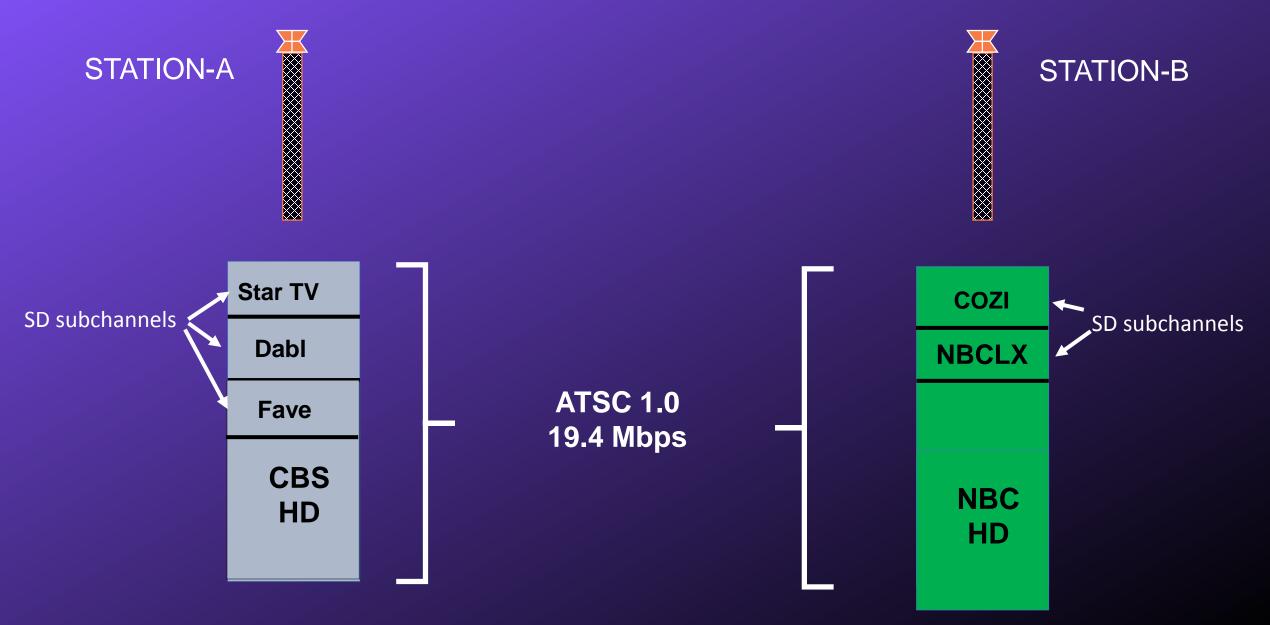
have now leveled off at 35 - 37%.



While the Federal Communications Commission (FCC) has approved the use of the ATSC 3.0 modulation standard, they have not provided any new spectrum to broadcast the argument of the signal.

- The FCC has <u>not mandated</u> a transition to ATSC 3.0, so it is a <u>voluntary</u> local TV station decision.
- The FCC has not required TV manufacturers to include this new technology in the TV sets. It is a voluntary receiver manufacturer decision. 20 different TV models from three manufacturers—LG, Samsung and Sony, will be available with built-in tuners.
- The FCC has <u>not required</u> the Cable and Direct Broadcast Satellite providers to carry the ATSC 3.0 signal or its enhanced features, such as HDR, 4K, targeted Ads, etc.
- The business plan to support this new technology needs to be clarified.
- As of August 2021, ATSC 3.0 is on the air in 36 markets. Pre- COVID, the National Association of Broadcasters (NAB) had predicted there would be 40 cities on the air by the end of 2020.

# Simplified Transition from ATSC 1.0 to ATSC 3.0 with no new spectrum (current situation)



#### Transition from ATSC 1.0 to ATSC 3.0 with no new spectrum

STATION-A "HOST" ATSC-1.0



NBC station-B would place their programming on the CBS station-A to support <u>existing ATSC 1.0 TV receivers</u>.

CBS station-A would place their programming on NBC station-B for the new ATSC 3.0 receivers

It is unclear what will happen to the subchannels.

In a given market, there may be 30 subchannels.

Start TV ??

Dabl ??

Fave ??



CBS 1080 HD ATSC 1.0 ATSC 3.0 19.4 Mbps 23 Mbps

CBS 1080 HD

STATION-B ATSC-3.0

COZI ??

**NBCLX??** 

NBC 1080 HD It is unclear what will happen to all the current (33) OTA ATSC 1.0 SD Sub-Channel Networks

















































#### Two Lighthouse ATSC 3.0 stations per Market will be Required

STATION-A ATSC-3.0

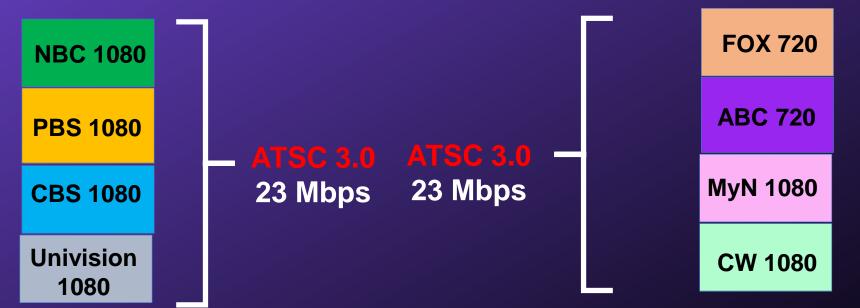
In order to broadcast all the major Networks in each city, it will be necessary to have at least two ATSC 3.0 stations per market.

Because the video compression format (HEVC) used in ATSC 3.0 is more bit efficient, it is possible to have more HD signals per transmitter.

In this example, both Station-A and Stations-B have a 4 channel HDTV multiplex.



**FOX 1080** 



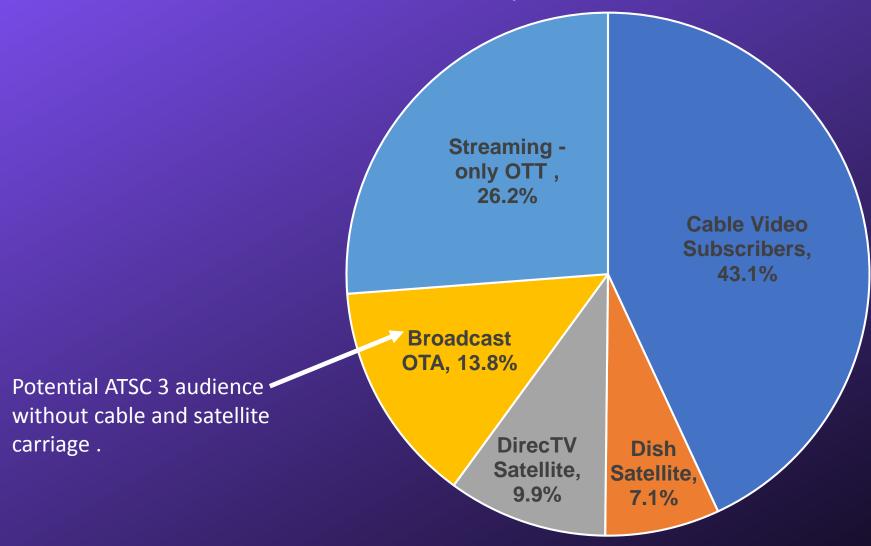
- In order to broadcast all the major Networks in each city, it will be necessary to have at least two ATSC 3.0 stations per market.
- The Phoenix, Arizona market is an example of a two station multiplex:
  - KFPH carries CBS, PBS, NBC, Univision, UniMas.
  - KSAW carries FOX, ABC, MyNetwork, CW.
- As of 9/1/2021, out of 210 TV markets (Cities), 10 have two ATSC 3.0 stations on the air:
  - Denver, CO
  - Mobile, AL
  - Nashville, TN
  - Orlando, FL
  - Phoenix, AZ
  - Portland, OR
  - Raleigh, NC
  - Sacramento, CA
  - Seattle, WA
  - Washington, DC

Only 3 markets are carrying the major Networks:

ABC, CBS, FOX, NBC, PBS

- Phoenix, AZ
- Portland, OR
- > Raleigh, NC

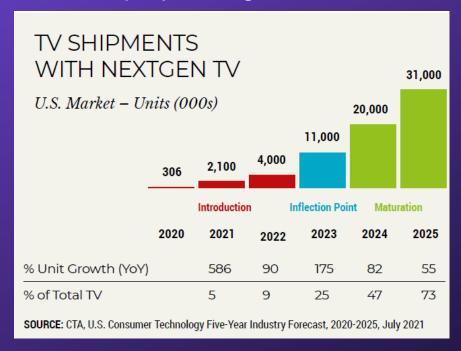
TV Service Providers by % for 120 million US TV HouseHolds



- □ Nielsen estimates there are currently 120.6 million US TV Households. That equates to 307.3 million people. (i.e. on average 2.54 people per USHH).
- □ It is also estimated that 13.8% of the USHH receive their TV signals via Over-The-Air (OTA) reception.
- Since ATSC 3.0 is not carried by cable or satellite distributors, it is only available to OTA viewers.
- As of 8/11/2021, the number of markets with at <u>least one</u> ATSC 3.0 station on the air, equates to 40.3% of USHH, but not all the major Networks are available.
  - Therefore, the potential ATSC 3.0 USHH can be computed by:  $40.3\% \times 13.8\% = 5.56\%$  of US HH.
- Markets that have <u>two</u> ATSC 3.0 stations on the air and could potentially carry all the major Networks (ABC,CBS,FOX,NBC,CW,PBS, MyNetwork, Univision) account for 12.5 % of USHH.
  - Therefore, the potential full service ATSC 3.0 USHH can be computed by: 12.5% X 13.8% = 1.73% of USHH.

- ☐ The transition plan does not provide for any 4K UHDTV.
- □ All stations would broadcast in the 1920 x 1080 / 59.94 or 1280 x 720 / 59.94 P Progressive video format.
- ☐ There may be some HDR services available.
- Cable and Satellite providers have indicated they do not plan to carry the ATSC 3.0 signals. Since the cable and satellite audience accounts for 62% of US TV Households, only a small percentage of the viewers will be able to see the ATSC 3.0 broadcasts. (≈13% of USHH)
- The question is: "Has the ATSC 3.0 Technology been overtaken by streaming services that can roll out 4K, HDR, and targeted Ads much faster and are available on the mobile 3G, 4G, 5G cellular and WiFi networks, on millions of existing streaming TVs, gaming consoles, phones, tablets and PCs?"

- ATSC 3.0 tuners are starting to appear in high-end 8K and 4K TV sets from Samsung, LG and Sony. Unfortunately, all of the ATSC 3.0 stations are broadcasting in the 720 or 1080 video formats. (what justifies the added cost?)
- On average, there are 2.5 TV sets per US TV Household and there are 120.6 million US TV Households or 301.5 millions TV sets will need to be replaced or have set-top converter boxes to move from ATSC 1.0 to 3.0. (Consumer Electronics Association (CEA), estimates there are currently 285 million televisions in use.)
- At the projected growth rate, it will take 8-10 years to complete the conversion.



### **HDR Trends in the USA**

- ☐ One of the challenges with High Dynamic Range (HDR) production and distribution is there are a multiplicity of HDR formats.
  - > Hybrid Log-Gamma (HLG) ITU BT.2100.
  - > HDR 10 (PQ) SMPTE ST 2084-ITU BT.2100.
  - > HDR 10 +
  - > HDR +
  - > S-LOG (Sony)
  - ➤ SL-HDR-1
  - > Dolby Vision IQ (Ambient light sensor + dynamic metadata).
- Multiple HDR formats are creating confusion in the marketplace and conversions between HDR formats can create issues.
- ☐ A method to automatically adjust the TV to the HDR format needs to be developed or the industry needs to standardize on a single format.
- ☐ Not all TVs support all the HDR formats.

### 4K / HDR Trends in the USA

Over The Top (OTT) streaming services are currently the primary method for 4KHDR distribution in the USA.

Streaming Service	# of 4K Titles	HDR Format	# of 4K Titles in HDR	% of 4k Titles in HDR
Amazon Prime	590	HDR10+/Dolby Vision		35%
Apple iTunes	707	HDR10+/Dolby Vision		74%
Disney+	136	HDR10/Dolby Vision	104	14%
Fandango Now	284	HDR10		0%
Fubo TV	Note:1	HDR10		
Google Play	447	HDR10+/HDR10/Dolby Vision	426	95%
HBO MAX	21	HDR10+/Dolby Vision	21	100%
Hulu		none		
Netflix	851	HDR10/Dolby Vision	360	42%
Paramount+	45	Dolby Vision	4	
Peacock	Note:1			
Vudu	713	HDR10/Dolby Vision	531	74%
YouTube	170	HLG/HDR10+/HDR10/Dolby Vision	?	
Note:1 on the road map		Lakewood Advisors LLC		

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### 4K / HDR Trends in the USA

- ☐ Since 4K UHDTV signals require more data bandwidth than HD signals, none of the ATSC 3.0 stations are carrying 4K UHDTV over the air on their multicast channels.
- ☐ Cable distribution of 4K UHDTV is very limited to a few live sporting events.
- For the summer Olympics, NBCU made a 4K HDR signal available to all of the cable networks, satellite providers and online streaming platforms that carry NBC programming. However, so far only a handful have said they will be offering it to viewers, such as Comcast, Dish Network, and DirecTV. The 4K HDR signal will not be live and offered on a delayed basis.
  - Many of the 4K HDR signals were down converted from the NHK 's Super Hi-

vision 8K (7,680 x 4,320) HDR (HLG) format.



☐ There are two primary IP production formats SMPTE 2022 and SMPTE 2110.

☐ Large mobile unit (OB) vendors such as, NEP, Game Creek are building only IP

based production OB vans.



□ NBC's coverage of the 2021 Olympics in Japan was based on a Grass Valley IP /Cisco router.

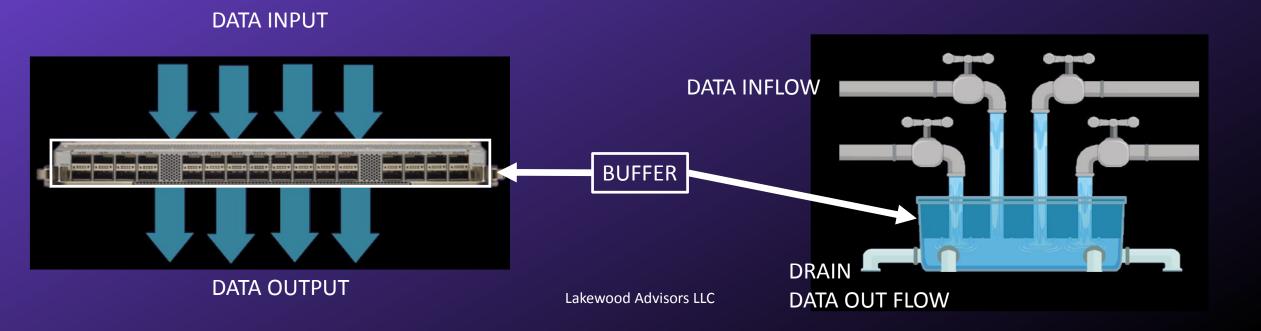
☐ The Canadian Broadcasting Corporation's (CBC) new Broadcast Center is

based on IP audio/ video distribution.



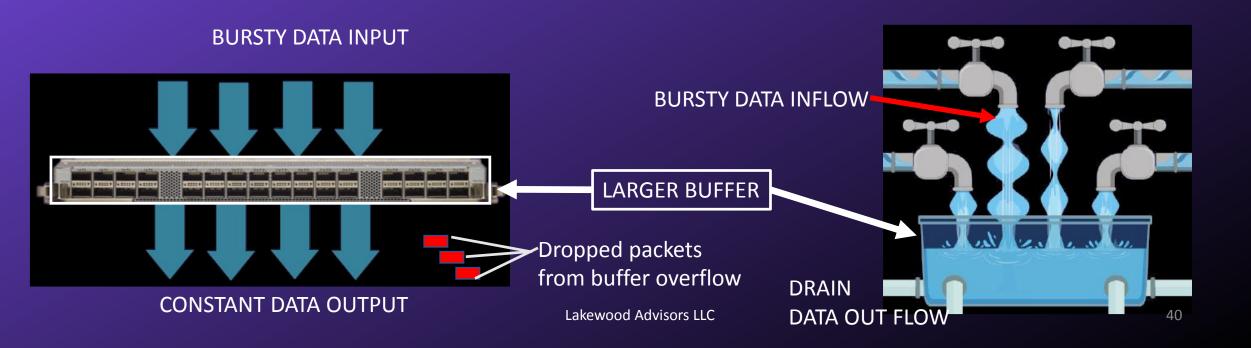
### **SDI vs IP Production**

- One of the differences between Serial Digital Interface (SDI) and Internet Protocol (IP) switching is that SDI switching is "non-blocking" with guaranteed through-put from the source to the destination.
- With IP switching, it is necessary to manage the amount of data transmitted by the sender to the receiver, as well as understanding the buffer size in the ethernet switch. In this diagram, the data inflow rates are constant.



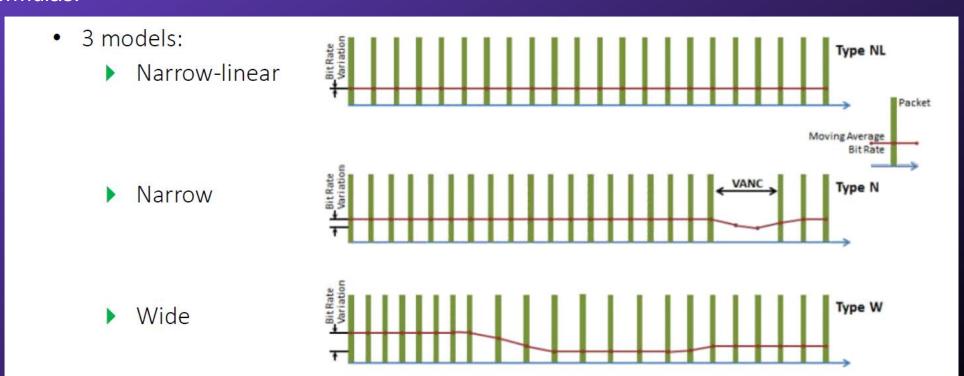
### **SDI vs IP Production**

- □ Data input flows can increase and decrease creating "bursts" of transmitted data.
- □ Random and unregulated traffic patterns may temporarily overflow buffers, even if average bandwidth is not exceeded.



# SMPTE ST 2110-21 Video – Traffic Shaping and Delivery Timing

- ☐ In order to address different types of data flows from the sender, SMPTE defined sender drain behavior (packet egress pacing and spacing) and (receiver) buffer requirements.
- •There are 3 models or Types of sender traffic shaping:
  - Narrow-linear (NL) Sender— packet are drained evenly distributed across the frame period.
  - Narrow (N) Sender- packet drain closely follows SDI signal timing (no packets during VBI and VANC).
  - Wide (W) Sender– allows increased "burstiness" (accommodates Software -based senders).
  - The moving average is shown by the redline. Please refer to the SMPTE standard for the mathematical formulas.



#### ☐ Canadian Broadcasting Corporation (CBC) Lessons learned:

- Each individual (or enterprise) has a different definition of COTS (Commercial Off-The Shelf).
- Specialized ST2110 hardware based Network Interface Cards (NIC) work very well.
- With reference to the SMPTE 2110-21 Types: N (or even W) profiles are difficult to achieve in software.
- The best software based senders meet the N –Profile(Narrow) 99.9% of the time, however, they exceed the profile 0.1 % of the time, which can cause intermittent issues. The W- Profile is easier to meet. However, in practice, the software exceeds the W-profile a small percentage of the time. (i.e. packets arrive late). As a result, the W-profile sender never achieved market acceptance and most manufacturers do not use software based sender and instead use purpose-built NICs.
- First generation gateways (those that were shipped as ST2022-6) are very limited in terms of functionality (# of audio streams, ability to support W senders, ...).
- "Precision Time Protocol (PTP) is hyper critical ... and the initial CBC design created an internal Distributed Denial of Service (DDoS)! It's a bad idea to slave a grandmaster to Black Burst sync. Some gateways requires both PTP and Black Burst sync."
- CBC's project ran over budget.



■ While pure—software based senders never achieved market acceptance, there are some NIC-assisted transmitters, such as Mellanox ConnectX that uses a special driver.

□ The third alternative for software based products is to use a purpose – built Network Interface Card (NIC), such as the AJA KONA-IP that can support one or two HD signals or at the high end, the Matrox X.MIO5 Q25

that can support one or two UHD signals.



□ CBS updated their Washington News Bureau to an IP infrastructure (SMPTE-2110). However, there are very few IP sources and destinations, so there are many SDI to IP and IP to SDI gateway converters. Even with redundant IP routers, major air losses have occurred resulting in a complete loss of the Evening News broadcast to major markets.

https://variety.com/2020/tv/news/cbs-evening-news-technical-issue-norah-odonnell-mark-zuckerberg-1234611340/

- □ Comcast / Telemundo Center in Miami is a 13,000 x 13,000 IP router and distribution system. (SMPTE 2110).
- □ Comcast Lessons learned:
  - Each SDI to IP (Encapsulation) and IP to SDI (Decapsulation) is a separate process that must be managed. (i.e. audio / video lip sync)
  - Redundant paths are essential.
  - Deployed 3 separate networks: ST2110, Revenua for Communications, Dante for audio sources.
  - Segmented IP production Network from IP Acquisition Network.
  - The project ran over the budget and was delayed.



# IP Production Benefits / Challenges

- ☐ IP Production is very flexible and easily expanded. When interconnecting two or more OB VANs, IP address space can be difficult to coordinate or require Network Address Table (NAT) mapping that can add path timing delays. Other issues that need to be managed closely to protect the IP Network from system wide failures are "Broadcast storms" and duplicate IP addresses, managed data flows, Precision Time Protocol (PTP) attacks. □ IP equipment is currently more expensive than SDI and has not yet provided the predicted cost savings by using Common Off The Shelf (COTS) hardware that should have provided cost savings from economies of scale. When installing and testing IP Systems, it takes 2 to 3 times longer. The "cost of ownership" should include testing time for continuing software upgrades. Engineering and Maintenance Staff will require additional training. IP production systems are susceptible to "hackers". Additional time and equipment must be budgeted for Cybersecurity. Ex. Protection from the Russian Fancy Bear. Must implement on-going software upgrades and testing to correct cybersecurity threats. "Patches". Triple level firewalls, Active directory, Penetration tests, failover testing, dual IP meshed routing.
  - Lakewood Advisors LLC

An off-line test facility is highly recommended.

# Thank you

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