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## OpenTV Corporation Q1 2008 Earnings Call Transcript

### Question-and-Answer Session

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#### Operator

(Operator instructions) Your first question comes from the line of Ali Mogharabi from B. Riley & Company. You may proceed.

#### Ali Mogharabi – B. Riley & Co.

All right. Thanks, guys. A very good quarter. Ben, can you first – I have got a couple questions here. Can you first give us an idea of about what role Paul Woidke would be playing out there at OpenTV? If you guys are actually focusing your advertising offerings a little bit more in the international market rather than the North American market? Thanks.

#### Ben Bennett

Yes. So, first of all, Paul as is quite a figurehead in the advanced advertising industry. So, I'm really very pleased to have Paul join the team. We've been working with Paul for a while now. His departure from Comcast is being handled very well. So there is no relationship issue and indeed Comcast as well is looking towards his next step. In terms of what Paul will be doing he will head up advanced advertising line of business. Now that is an international line of business. But two phases to that strategy – one, short-term opportunity certainly and our commitment is to the U.S. cable market and the national cable market in the U.S. Obviously Paul is pretty familiar with that market in particular. Not just around campaign management products which we are working closely with Time Warner and Comcast, but also exploring some of the interactive advertising technology that we have as well as obviously the golden noose – the golden goose, sorry, which would be addressable advertising side which is something the TV industry absolutely has to solve and we are committed to solving that problem.

On the international side, Paul is also to develop those solutions for some of our premium Pay TV operators worldwide. Now, there are some opportunities. That will be a market that will be developed over the next few years. But it's certainly the intention to develop both the U.S. and the international market. Paul has full authority. He will report to himself and he will be joining me and the rest of the team at the National Cable Show mid-May.

#### Ali Mogharabi – B. Riley & Co.

Wish you guys good luck. That does sound pretty positive. Regarding the NBC Universal, can you – Ben, can you give us a little bit more detail about the contract terms if possible by the way? How long of a contract is this and a little bit of an idea of how you guys will be getting paid on that?

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