

The logo for Seeking Alpha, with the text 'Seeking Alpha' in white and a yellow Greek letter alpha symbol to the right, all on a dark red background.

## OpenTV Corporation Q3 2008 Earnings Call Transcript

### Question-and-Answer Session

---

#### Operator

(Operator instructions) And your first question comes from the line of Ali Mogharabi from B. Riley. You may proceed.

#### Ali Mogharabi – B. Riley

Hi guys. Good quarter. Ben, I will try this again. You touched on '09 a little bit, but just wanted to know if you can provide some more color in terms of how the current environment is or maybe impacting you guys and whether we should expect any top line growth during the year?

#### Ben Bennett

Hi, Ali. Hope things are well.

#### Ali Mogharabi – B. Riley

Okay.

#### Ben Bennett

I can't give any detailed guidance, not at this particular point of time. We discuss this with the Board and I am sure you are aware. I mean this market is pretty volatile. I mean I think all I can say is I've been through a couple of recessions. I think the Company is better, much better positioned to handle this one than it was in 2006. I think we've got healthy focus, which wasn't always the case in the past on core businesses. I think we have a financial situation, which compared to a lot of these smaller startup companies is healthy in terms of cash, positive net income, which I look to sustain and of course – and a pretty healthy balance sheet with no debt. So, I am cautiously optimistic. Having said that, we are pretty vigilant in talking to our customers and our partners and making sure that we have a pretty definitive outlook. But all I can say is I think we are pretty well positioned, much better than the Company was in previous times and it's not the intention to stand still. I think what's happened to technology companies in the past during a recession is (inaudible) shut shop. We do have to control those costs, but I think we have a team here that's shown that in the past. We are going to continue to invest in the roadmap. That's key because this downslide will end and I think the U.S. will be one of the first to come out of it. I am not sure how long or deep this is going to be, but it is important that this Company continues to invest in technology and its people.

#### Ali Mogharabi – B. Riley

Well, regarding your clients and as you are in touch with those guys, of course discussing what they are planning on doing, next year and after that, I mean overall does it sound like they are planning on reducing their CapEx, does it sound like they are planning on maybe abandoning or just pushing back certain projects? Just trying to get a better idea of the overall attitude that you are seeing out there.

Copyright © 2008 CNET Networks, Inc. All Rights Reserved.