



Fuji Television Network Selects Harmonic Cloud Payout Solution for OTT Delivery

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VOS™ Media Processing Software Streamlines Payout Tasks, Increasing Monetization

SAN JOSE, Calif., April 8, 2018 /PRNewswire/ -- Harmonic (NASDAQ: HLIT), the worldwide leader in video delivery technology and services, today announced that Fuji Television Network (Fuji TV), a leading television station in Japan, has deployed a cloud payout solution from Harmonic for its SMART OTT service. Using Harmonic's cloud-native VOS™ media processing software, Fuji TV is performing channel payout directly from a public cloud platform to simplify workflow and increase monetization opportunities. System integrator EVC Inc. provided expertise in large-scale video distribution services and an advanced traffic system, helping to ensure a successful deployment.



"We need streamlined payout for our SMART distribution system used for OTT program delivery by third-party content providers to audiences outside of Japan. Harmonic's VOS solution is the most comprehensive and adaptive media processing solution that addresses all of our payout needs in terms of workflow efficiency, flexibility and rock-solid reliability," said Katsuya Seki, senior manager at Fuji TV. "Entrusting Harmonic and EVC with the management of our cloud payout, we are free to focus on other tasks related to content and revenue growth."

Asia-Pacific OTT revenues from TV episodes and movies will reach \$24.41 billion in 2022, tripling the \$8.27 billion recorded in 2016, according to [Research and Markets](#). With payout functionality in the cloud, Fuji TV can explore additional types of monetization for its OTT channels. Being a cloud-based solution, VOS media processing is highly adaptive and responsive to Fuji TV's needs. With a focus on overall service uptime, Harmonic manages software services for Fuji TV including modern and proactive technical and operational assistance such as monitoring, to ensure smooth and reliable service delivery.

"Thanks to our new payout-as-a-service innovation, Fuji TV has dramatically streamlined its payout operations for OTT content delivery," said Tony Berthaud, vice president of sales, APAC, at Harmonic. "This new and simple payout approach is based on an open and cloud-native architecture strategy that allows seamless integration with ecosystem partners to ensure the delivery of true end-to-end OTT video services. Fuji TV is the perfect, tangible example of this workflow in action, leveraging benefits of the public cloud in terms of scale, speed and simplicity."

Harmonic will demonstrate its award-winning VOS family of solutions at the 2018 NAB Show, April 9-12, in Las Vegas at booth SU810. Further information about Harmonic and the company's solutions is available at www.harmonicinc.com.

About Harmonic

Harmonic (NASDAQ: HLIT), the worldwide leader in video delivery technology and services, enables media companies and service providers to deliver ultra-high-quality broadcast and OTT video services to consumers globally. The company has also revolutionized cable access networking via the industry's first virtualized CCAP solution, enabling cable operators to more flexibly deploy gigabit internet service to consumers' homes and mobile devices. Whether simplifying OTT video delivery via innovative cloud and software-as-a-service (SaaS) technologies, or powering the delivery of gigabit internet cable services, Harmonic is changing the way media companies and service providers monetize live and VOD content on every screen. More information is available at www.harmonicinc.com.

This press release contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Statements concerning Harmonic's business and the anticipated capabilities, advantages, reliability, efficiency, market acceptance, market growth, specifications and benefits of Harmonic products, services and technology are forward-looking statements. These statements are based on our current expectations and beliefs and are subject to risks and uncertainties, including the risks and uncertainties more fully described in Harmonic's filings with the Securities and Exchange Commission, including its Annual Report on Form 10-K for the year ended Dec. 31, 2017, its Quarterly Reports on Form 10-Q and its Current Reports on Form 8-K. The forward-looking statements in this press release are based on information available to Harmonic as of the date hereof, and Harmonic disclaims any obligation to update any forward-looking statements.

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