## **BUYERS | CONCEPTS & TRENDS**

Rachel NG, content commissioning, Mediacorp, (Singapore)

'We develop an audience-centric approach.
We realize young people are not on traditional platforms, but they're not spending more time on Netflix or other global SVODs, eitehr. They're actually on social media, not even YouTube, but even TikTok, Instagram and X (Twitter)'.



Something Special

中華電信

mediacorp

Jinwoo Hwang Something Special (South Korea)

'Production funding is the key factor today. In contents, to generate strong emotions. We mix talent with factual to get them'.



Pia Lin, content acquisition manager, Chunghwa Telecom (Taiwan)

'We are looking for Japanese and Korean drama series. We also want to find investors for a drama series we are producing in Taiwan. We can include investors from different nations, as Singapore or Hong Kong'.

iQIYI爱奇艺

Leon Wang, exec Editor in chief, iQiyi, (China)

'It is a proof that Chinese digital platforms can generate world class content. So, we buying, at the same time. We'd like to find European content with good balance of artistic and commercial issues'.



NHK

Matsumoto Shunichi, NHK (Japan)



'We've created a content value development center, both for our internal programmers and our international customers. A good content can generate value or not, depending the audience, the context and the tools we use for the promotion'.

Patompong Sirachairat, CEO, MonoNext, (Thailand)

'We are a media conglomate evolving from linear to digital business. The new step is original content, with local touch but worldclass production standards. International co-productions come next'.



