



Amman
Tel. 962 6 568 1608
Fax. 962 6 568 1530
PO Box 2374, Amman 11821
Jordan

Satellite Pay TV Operators in the Arab World 2017

Analyst: Dina Khreisha

Arab Advisors Group
Media Strategic Research Service
November 2017

Copyright notice: Copyright 2017 by Arab Advisors Group. All rights reserved. Arab Advisors Group owns all copyrights and proprietary rights of this report. Any and all material contained in this report are not to be reproduced or distributed in whole or in part without the prior expressed and written permission of Arab Advisors Group. Any unauthorized use, disclosure, copying, selling, distribution or in any way transfer of any direct or indirect information from this report and commentary will be prosecuted. Removing, erasing or hiding from view any copyright, trademark, confidentiality notice, mark or legend appearing on Arab Advisors Group products or any form of output is strictly prohibited, and will be under legal responsibility. The information contained in this report has been obtained from sources we believe to be reliable, but neither its completeness nor accuracy can be guaranteed. Opinions expressed are based on our interpretation of the available information, and are subject to change.

Feedback: Our clients' satisfaction is of our utmost concern. We welcome all feedback regarding our research and products. Please send us your notes on this report, what you found useful in it and future research directions that would help you in your business. Send feedback emails to: arabadvisors@arabadvisors.com

Table of Contents

Section I: Introduction	6
Section II: Pay TV Trends in the Arab World	10
Section III: The Arab Pay TV Landscape – A Comparison	13
Channels	13
Packages & Prices	21
Dealers.....	25
Interactive Services	29
Multi-screen platforms.....	30
Section IV: International Pay TV providers’ presence in the region	31
Section V: OSN – Orbit Showtime Network	33
OSN packages and prices.....	33
Section VI: Al Majd	37
Al Majd packages and prices.....	37
Section VII: beIN	38
beIN packages and price.....	38
Section VIII: MyHD	40
MyHD packages and price	40
Section IX: GOBX	42
Section X: Seevii	43
Section XI: Pay TV Piracy in the Arab World	44
Sky	44
Polsat.....	45
NC+	45
Section XII: Appendices	46
Appendix A – Pay TV Providers packages’ lists of channels	46
<i>Pay TV providers’ packages’ channels – OSN</i>	46
Exhibit A1: OSN’s Pay TV channels	46
Exhibit A2: OSN packages (By October 2017)	49
<i>Pay TV providers’ packages’ channels – Al Majd</i>	68
Exhibit A3: Al Majd’s Pay TV channels	68
<i>Pay TV providers’ packages’ channels – beIN</i>	75
Exhibit A4: beIN Pay TV channels	75
Exhibit A5: beIN Pay TV channels	77
<i>Pay TV providers’ packages’ channels - MyHD</i>	86
Exhibit A6: MyHD’s Pay TV channels	86
Exhibit A7: MyHD packages (By October 2017)	87
<i>Pay TV providers’ packages’ channels – GOBX</i>	96
Exhibit A8: GOBX’s pay TV channels (By October 2017)	96

Pay TV providers' packages' channels – Seevii 102

Exhibit A9: Seevii's pay TV channels (By October 2017) **102**

Appendix B – Pay TV Providers' lists of dealer 108

Pay TV providers' list of dealers – OSN 108

Exhibit B1: OSN list of major dealers (By October 2017) **108**

Pay TV providers' list of dealers – Al Majd 113

Exhibit B2: Al Majd list of major dealers (By October 2017)..... **113**

Pay TV providers' list of dealers – beIN..... 114

Exhibit B3: beIN list of major dealers (By October 2017)..... **114**

Pay TV providers' list of dealers – MyHD 136

Exhibit B4: MyHD list of major dealers (By October 2017) **136**

Pay TV providers' list of dealers – GOBX 142

Exhibit B5: GOBX list of major dealers (By October 2017) **142**

List of Exhibits

Exhibit 1: Satellite Pay TV Providers targeting the Arab World (By October 2017)	8
Exhibit 2: Presence of Pay TV providers on satellites carriers (By October 2017)	8
Exhibit 3: Some of the Cable TV and IPTV providers in the Arab region (By October 2017)	9
Exhibit 4: Pay TV viewership in Egypt (2016)	10
Exhibit 5: Reasons not to subscribe to pay TV in Egypt	11
Exhibit 6: Total number of channels by language (October 2017)	14
Exhibit 7: Total numbers of channels by genre (By October 2017)	15
Exhibit 8: HD channels by Pay TV provider (By October 2017)	16
Exhibit 9: Pay TV provider market share dynamics (October 2017)	20
Exhibit 10: Packages and prices for beIN, MyHD, Al Majd, GOBX, Seevii and OSN networks (By October 2017)	21
Exhibit 11: Number of major dealers by Pay TV provider across the MENA region (By October 2017)	25
Exhibit 12: Dealers throughout MENA (By October 2017)	26
Exhibit 13: OSN distribution of total dealers throughout the MENA region (By October 2017)	27
Exhibit 14: beIN distribution of total dealers throughout the MENA region (By October 2017)	27
Exhibit 15: Al Majd distribution of total dealers throughout the MENA region (By October 2017)	28
Exhibit 16: MyHD distribution of total dealers throughout the MENA region (By October 2017)	28
Exhibit 17: Availability of interactive services (By October 2017)	29
Exhibit 18: Availability of multi-screen platforms (By October 2017)	30
Exhibit 19: OSN packages and prices for GCC countries (By October 2017)	34
Exhibit 20: OSN packages and prices for Non GCC countries (By October 2017)	35
Exhibit 21: Al Majd package and price (By October 2017)	37
Exhibit 22: beIN package and prices (By October 2017)	39
Exhibit 23: MyHD package and prices (By October 2017)	41
Exhibit 24: MyHD package and prices (By October 2017)	42
Exhibit 25: Seevii package and prices (By October 2017)	43

