



#### **Investor Briefing**

August 2006

**Beautiful Music. Beautiful Visuals. Beautiful Mind.** 





#### **Edward Lantz**

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### Harmony Channel Is...

Visual Music Television Network **Partnered with Comcast – largest cable operator** Launched June 2006 in 9.2 million VOD households and on broadband website Mood-Elevating "Wellness Experience" "MTV for the Soul"

#### **Digital Media Delivery**

#### We are increasingly surrounded by digital media...



LCD and CRT Televisions and Computer Screens



LED Outdoor Digital Signs



*Digital Ink* Billboards



Plasma and LCD Digital Signs

#### **Digital Media Delivery**

Future display technologies promise to immerse us in pixels



Raskar's Augmented Reality



UNC's Office of the Future



Flexible Displays with Organic LEDs



Arizona State's Flexible Display Program



Spielberg's *Minority Report* 

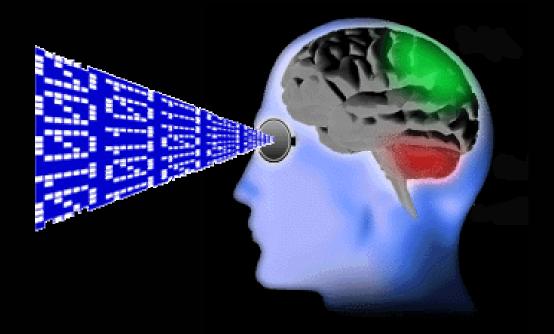
#### **Digital Media Creation**

We can now capture, create and deliver digital worlds, real or imagined...

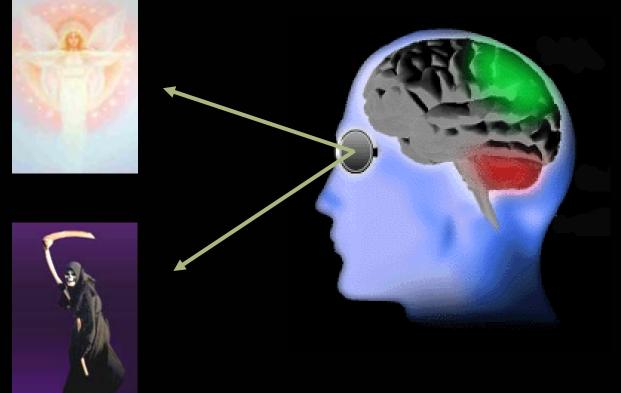
#### ...so what are we imagining?



# The Eyes and Ears are a Wideband Interface to the Brain!



# So... What Images and Stories do we Want to Feed Ourselves With???



#### It's our choice...

### The Media Convergence is Here...















#### We Live in Stressful Times...

- Mental stress is widespread and growing<sup>1</sup>
  - 80% of Americans report problems with stress
  - 58% have trouble getting enough sleep
  - 63% claim that their stress levels are increasing
- Stress can lead to serious health problems<sup>2,3</sup>
- Stress is costly
  - 40% of job turnover is attributable to stress
  - Job stress costs U.S. industry \$300 billion/year

<sup>1)</sup> National Consumer's League 2003 Survey "Dealing with Stress"

<sup>2)</sup> Harrison Wein, "Stress and Disease: New Perspectives," NIH - http://www.nih.gov/news/WordonHealth/oct2000/story01.htm#TOP

<sup>3)</sup> Life Sciences Institute of Mind-Body Health - http://www.cjnetworks.com/~lifesci/strsdis.htm

### **People are Seeking Relief**

#### And opening their pocketbooks...

- Lifestyles of health & sustainability: \$227 billion
- Health spa visits: \$11 billion, 25% growth
- Yoga products and services: \$3 billion

How can digital media tap this market???

# **Intentional Use of Media for Enhancing Wellness**

"Music has well established psychological effects, including the induction and modification of cognitive states, moods and emotions."

- Dr. Norman M. Weinberger, MuSICA Research Notes, vIV #2, F97



"Visual exposure to natural settings has produced significant recovery from stress, as indicated by changes in physiological measures such as blood pressure and muscle tension."

-Felf, D. (ed.) 1992, The Role of Horticulture in Human Well-Being and Social Development, Portland, OR; Timber Press

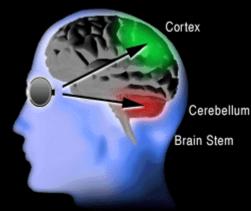
### **Music: Powerful Mood-Altering Agent**

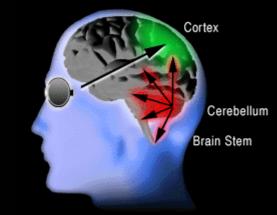
- Music has a major effect on psychological mood<sup>1</sup>
- Music alters our attention, perception, and memory<sup>1</sup>
- Music is now being used to heal in healthcare systems<sup>2</sup>
  - Promotes wellness
  - Stress and pain management
  - Enhance memory, express feelings, improve communication
  - Promotes physical rehabilitation

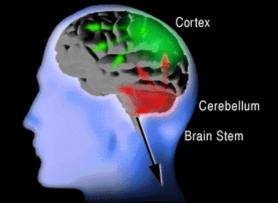
2) www.musictherapy.org website

<sup>1) &</sup>quot; The Coloring of Life: Music and Mood ", MRN, Spring 1996 III (1); "Understanding Music's Emotional Power", MRN, Spring 1998, (2) http://www.musica.uci.edu/mrn/V3I1S96.html#coloring

# **Anatomy of Emotions**







Sensory stimulus arrives first at Base Brain, the seat of our emotions Base brain reacts, feeds neocortex

Gestalt occurs in higher cortical thought-processing area

#### We Feel Before We Think

# The Science of Media-Induced Wellness and Stress-Reduction

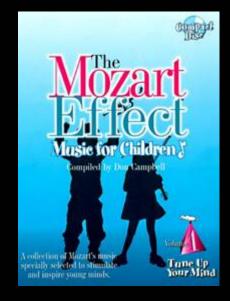
Reduce cognitive overload

- Less information, less distractions, less cuts
- Reduce emotional overload
  - Less emotional stimulation (drama, controversy)
- Focus on the viewer experience
  - Interface with the root brain, not neocortex

# Healing Music is a Fast Growing Category...

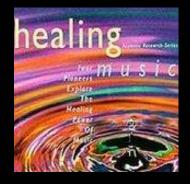




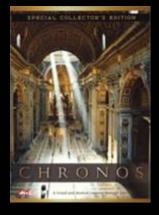


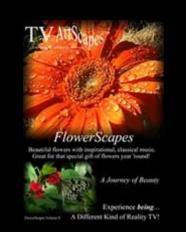


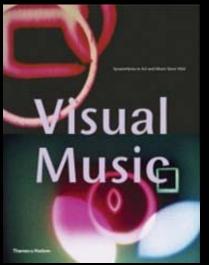


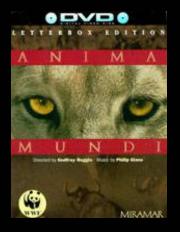


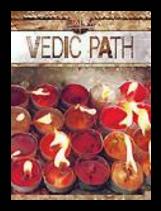
#### Visual Music Content is Also Multiplying ...





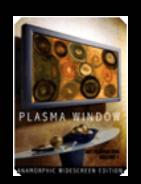


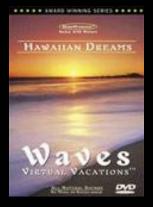












### ... yet is without a unifying brand

# Harmony Channel<sup>sm</sup> Brand Health food for the eyes and ears...



Soothing, relaxing, inspiring, meditative, contemplative, beautiful, energizing, invigorating, awe-inspiring

















#### Love Zone Harmony Zone **Chill Zone Energy Zone Play Zone** Dream Zone **Spirit Zone** Romantic and **Bright and** "Primetime" Uplifting music Classy, trendy The best in Dreamy sensual energetic, like programming set to images of and cool with ambience with inspirational moods, both a virtual cup of with a variety nature and downtempo. meditative and themes from of moods and modern and coffee in the other pleasing lounge and trip hypnotic all cultures visuals and faiths classical morning themes soundscapes hop

#### Harmony Channel's MoodZones<sup>TM</sup>

#### Visual Music Categorized by Mood

Designed to reduce cognitive and emotional overload

**Digital Spa Experience** 



# Programming

#### **Acquired and Original Programming**





John Banks

**David Fortney** 



lasos



CineMuse





Ilya Nikkolai





### **Comcast Partnership**

- Comcast "Select on Demand" partner
- Comcast On Demand receiving 1 billion views/year
  - Music is largest category
- Total of 22 million households 9.2 million are digital
- Comcast provides promotion and distribution



Comcast On Demand Growth

#### **Comcast On Demand Electronic Programming Guide Simulation**

**On Demand Entry Screen** 



#### Scrolling Down to Select Music Category



#### Selecting Harmony Channel within Music Category



#### Selecting Harmony Channel's Harmony Zone



#### Selecting from List of Titles Within Harmony Zone

Comcast.	11:33pm	
Nocturne Light 8 mins John Banks, (2005), Jour	<mark>ିର୍</mark> ତ୍ତ ney through	
on Harmony Zone		
HZ Sampler June 06		
Timeless		
Desert Light 1		
Desert Light 2		NEW
Nocturne Light		

#### Title is Selected to Play



#### **Title Begins**

#### HORMONY CHANNEL



### **Boradband Video Website**

- "Contextural merchandising" retail e-commerce store
  - DVDs and CDs from Harmony Channel artists
  - Related wellness products and services
- Artist promotion & forums
  - Artist showcasing provides incentive for low license fees (i.e. MTV, VH1, BET...)
- User created, user evaluated video uploads and community site (i.e. YouTube.com)
  - Rotating competitions for best video in each MoodZone
  - Highest rated videos are considered for broadcast
    - Unique incentive to participate in website
  - Generates website traffic content changes daily



### **The Markets**

- Lifestyles of health & sustainability: \$227 billion
- Cable television advertising: \$17 billion
- E-Commerce (online purchases): \$52 billion
- Music industry
  - \$32 billion global market
  - \$12 billion U.S. market



# Diversified Revenue Model

#### Advertising/Sponsorships

- Per-view model for VOD, broadband video ads
- Targeted advertising with full metrics = high CPM's

#### **Contextual Merchandising**

- DVDs, CDs and digital downloads from Harmony Channel artists
- Wellness products
- Harmony branded HD/SD compilation DVDs for home, B2B

#### **Broadband Video Website**

- User generated, user evaluated content and forums
  - Generates repeat website traffic
- Web advertising (banners, streaming video)

#### **Subscription and Pay-per-View Fees**

• HDTV, hotels, digital spas, café's, healthcare waiting rooms, lobbies



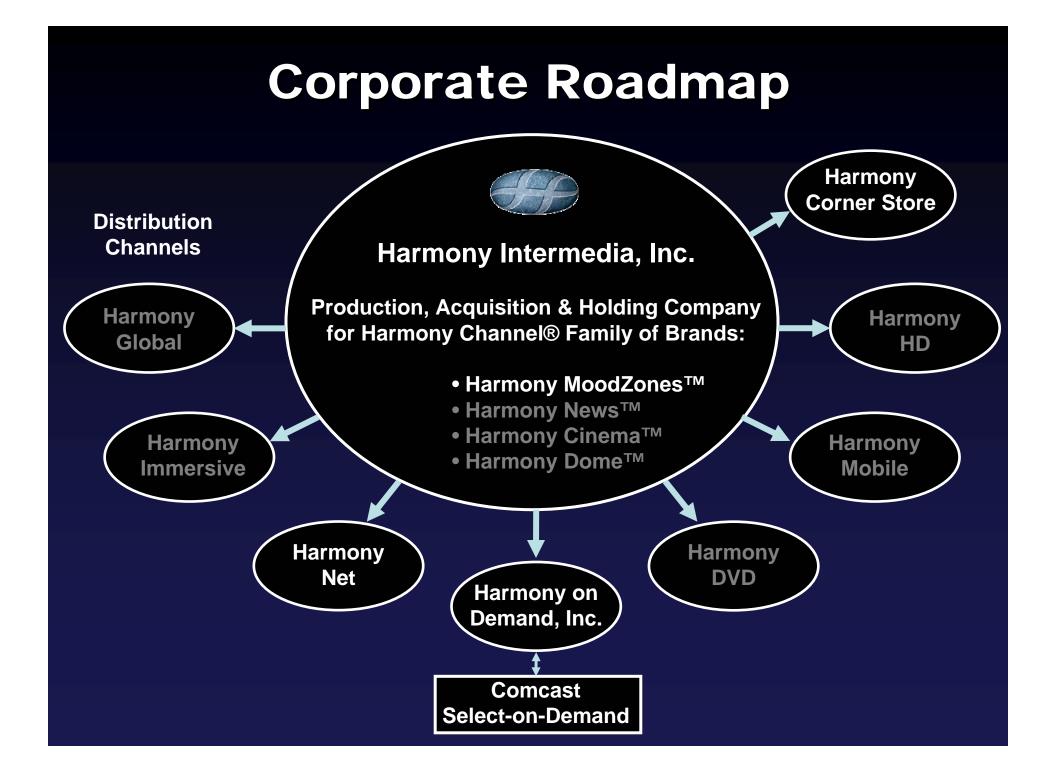
### **Management Team**

- Ed Lantz, CEO/President Entrepreneur, manager, engineer and producer with 15 years pioneering large-format film, video, planetariums and themed entertainment. Developed ElectricSky® and ImmersaVision ® brands at Spitz, Inc.
- Laura Vattilana, CFO Over 20 years experience in the combined fields of corporate administration and accounting, including Systems Administrator for Weingartner Enterprises, Accounting Manager at Madison Construction Co., and Controller for Bridgeview, Inc.
- Kate McCallum, VP Programming & Development Hollywood producer with 20 years experience in television and film productions.
- Jan Lange IT Director Over 10 years experience leading the development of advanced enterprise, e-commerce, image processing and video production software for clients including Chatham Financial Corp., eCal Corp., First USA Bank, Chemical Leaman Tank Lines, CGI Systems, Inc. and the Center for Innovation in Community Development.

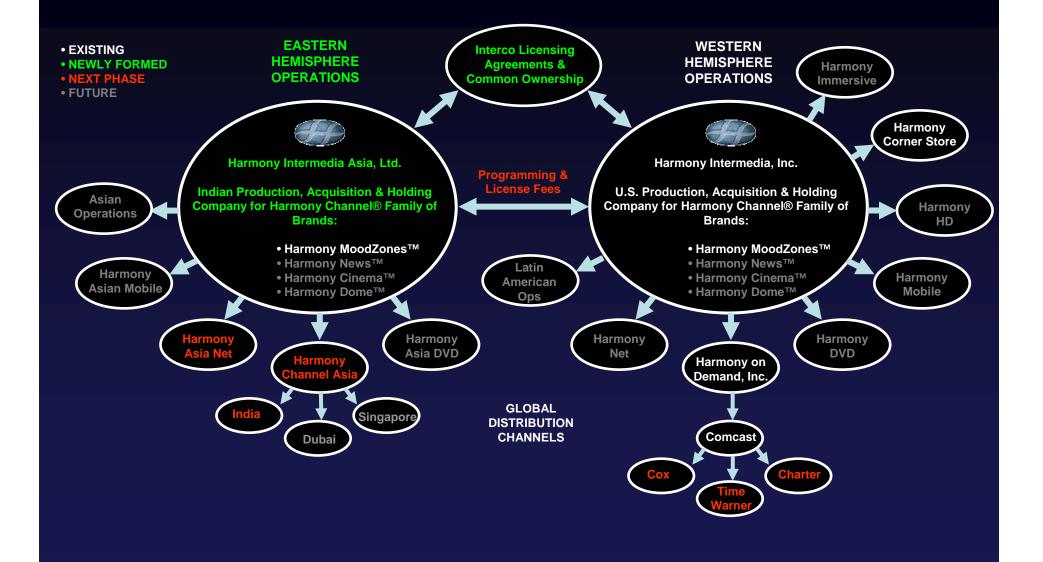


### **Market Differentiation**

- Not a traditional network... digital spa experience
  - The only mood-based, wellness-experience network
  - First-to-market with "MTV of the Soul" category
- Optimized for digital On Demand delivery
- Optimized for new generation of displays
  - HDTV, plasma screens, projection, etc.
- Global accessibility
  - Visual music is universal language
  - Transcends cultural and language boundaries



# **Global Development Roadmap**



CONFIDENTIAL



### Harmony Cash Flow

#### **Financial Projections (\$mm)**

	2006	2007	2008	2009	2010
Total Revenue	1.4	3.8	10.7	20.9	39.1
Programming & Op. Costs	4.8	4.9	5.5	6.4	7.9
EBITDA	(3.0)	(1.0)	5.3	14.6	31.3

IRR = 110%

Projections based on Round A1 VOD network operations only



### **Harmony Capitalization**

- Round A \$5mm
- Break-even within 3 years
- Exit strategy
  - Acquisition
  - Round B cap raise for HD library expansion and global rollout
- Brand is highly extensible, allowing series of planned expansion phases and M&A activities



# Harmony Channel

#### **Formula for Success**

- Launched June 12<sup>th</sup> in 9.2 million Comcast households
- Comcast Partnership
  - Promotional support
  - Representing Harmony to other cable systems
    - Another 3mm Cox Cable households expected soon
- Seasoned Core Management Team
- Unique, Affordable Content
- Large, Underserved Market





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