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WHAT DO BUYERS WANT ?



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SLOVAKIA

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CONTENTS



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U.A.E.

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U.S.A.

Vibrant TV Network
Vimeo



UNITED KINGDOM

British Sky Broadcasting
Channel 4
Channel 5



UKRAINE

Megogo.net

DRAMA BUYER



DALLAS KRUEGER

Acquisitions Manager

AUSTRALIA

ABC



YOUR EDITORIAL STRATEGY:

On our main flagship ABC channel, we have several slots we acquire drama for. Our core audience on the main channel tends to be older skewing (50+). Whilst our programming strategy isn't focused on appealing specifically to this demo, it's important that any drama we consider doesn't completely alienate this audience either. Broad not bland is what we are looking for. Acquired content that performs well for us tends to be of British origin, with light crime particularly popular among our audience. Dramas such as Call the Midwife, Death in Paradise, Doc Martin, Grantchester, Midsomer Murders and New Tricks are an example of titles that have worked for us. In terms of what we are looking for when it comes to the main channel, any in-built marketability that a drama can offer, a well-known cast, high calibre writing talent etc. is going to increase its appeal for us. Whilst we will consider shorter run drama of 2 or 3 episodes if it can play as an event drama, we are generally looking for series containing 5 to 8 episodes with the potential to return. We'll always be keen to look at an engaging serialised drama but dramas with a story of the week narrative structure do seem to work better for us. As we only buy English language, some non-English elements are okay for us but it needs to be minimal. We are always on the look-out for compelling English speaking drama to come from outside the British Isles as well, particularly from North America. Anything House of Cards-esque we'd love to know about. Our secondary channel ABC2 skews younger, aiming to appeal to 25-34 year olds. We're looking for contemporary, edgy drama with the ability to create a bit of noise. A recent drama launch on ABC2 was the CH4/AMC series Humans which did really well for us.

YOUR ACTIVITY

TV Content Buyer

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

Mini Series One-Off-Drama

DRAMA GENRES:

Crime Comedy Thriller / Horror / Fantasy Sci-Fi Period Drama Action

WHAT TERRITORIES DO YOU BUY FROM?

Australia / New Zealand

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Apart from a pitch that condenses all the key details of the program, pitches that are relevant to the specific profile of our network.

DRAMA BUYER



PETER ANDREWS

Head of Network Programming

AUSTRALIA

SBS



YOUR EDITORIAL STRATEGY:

SBS has a proud history of showcasing the very best drama from around the world on multiple platforms. Our ambition is to strengthen our reputation as the home of the finest international scripted content and, in doing so, contribute to our goal of deepening the engagement of Australians with content that reflects our Charter and expands audiences.

YOUR ACTIVITY

TV Content Buyer

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

Feature Films

DRAMA GENRES:

Crime Comedy Thriller / Horror / Fantasy Sci-Fi Period Drama

WHAT TERRITORIES DO YOU BUY FROM?

Europe North America South America Middle East / Africa Asia

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Ideally a drama sales pitch will include a clear vision of the creative purpose behind the show, who the commissioning broadcaster is and the talent attached. For scripted content that we are being pitched early, we will usually need scripts before making a decision and for factual content we need a strong, visual treatment. It always helps if the producer or distributor understand our channels and what we are looking for!

DRAMA BUYER



SVEN VAN LOKEREN

Buyer Fiction Series

BELGIUM

VRT



YOUR EDITORIAL STRATEGY:

VRT aims to show the best in international fiction for both broad and more specific target audiences on its channels Eén and Canvas. The company has a tradition of being at the forefront of new trends and has always acquired the best of period drama, British crime, Scandinavian drama, French edgy drama and US network as well as cable series. It has recently also started acquiring web-content for its FVOD service, where shows from relatively unknown television cultures are programmed.

YOUR ACTIVITY

TV Content Buyer

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

Mini Series

Mobisodes / Webisode

Soap / Sitcom

DRAMA GENRES:

Crime

Comedy

Thriller / Horror / Fantasy

Period Drama

Action

WHAT TERRITORIES DO YOU BUY FROM?

Europe

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Sales pitches which give all the necessary scheduling information upfront (volume, expected delivery date, target audiences, availability/windowing), as well as the usual storyline summary and trailer. A brief outline of the main characters is also indispensable. Having some previous knowledge of our scheduling and acquisition strategy is also appreciated. This being said, we are always open to discuss new concepts and new types of content, if a distributor feels those could be a match for one of our channels.

KIDS BUYER



TELIDJA KLAI

Program Manager Acquisitions and
Coproductions Animation

BELGIUM

VRT - KETNET

YOUR EDITORIAL STRATEGY:

Ketnet is the children's channel of VRT, the public broadcaster in the Flemish-speaking part of Belgium. The target audience of the channel is children from 0 to 12 years old. Ketnet acquires programs if they are high-quality, innovative, refreshing and match the channel's values. Ketnet's program schedule does not apply a quota system with a percentage of air time for live action and a percentage for animation.

YOUR ACTIVITY:

TV Content Buyer, Commissioner

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

Animation Preschool, Animation Kids, Animation Tweens & Teens, Documentary for Kids, Education, Game Show, Kids Interactive, Live Action.

WHAT TERRITORIES DO YOU BUY FROM?

Europe, Flemish speaking Belgium

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Of course, I'm open to any sort of sales pitch as long as the content of the pitch reflects our channel.

Please take a look at our programming on www.ketnet.be



DRAMA BUYER



PAULO MENDES

Director of Acquisitions

BRAZIL

TV GLOBO



YOUR EDITORIAL STRATEGY:

The drama strategy for Globo is to produce its own scripted shows in the vast majority of the cases, although we do acquire some series in the market.

YOUR ACTIVITY:

TV Content Buyer

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

We are always in search for new content, like films (including tv films), formats and DOC'S and series.

DRAMA GENRES:

Drama Action

WHAT TERRITORIES DO YOU BUY FROM?

We buy from all territories, with a dominance from North America, Europe and also Middle East.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Films, Series and Formats, as well as DOC'S.

KIDS BUYER



JOHANE LANDRY

Directrice Acquisitions & Productions
– VRAK TV
CANADA
BELL MEDIA

YOUR EDITORIAL STRATEGY:

VRAK is a youth-oriented channel with a focus on non-educational entertainment content for a core audience of 7-17 year olds

YOUR ACTIVITY:

TV Content Buyer

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

We are looking for
Arts Music & Culture
Documentary for Kids
Kids Interactive
Live Action

WHAT TERRITORIES DO YOU BUY FROM?

We buy from Europe, North America

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Please send enquiries by email

Bell Média

DRAMA BUYER



JENNA BOURDEAU

Senior Director, Acquisitions

CANADA

CBC



YOUR EDITORIAL STRATEGY:

As Canada's national public broadcaster, CBC's current programming strategy related to drama acquisitions is to offer viewers some of the world's best content. Recently, we've licensed several titles from the UK and Australia which have performed well. CBC has also started exploring subtitled content and will launch a new Scandinavian thriller in the coming months. We're unlikely to pick up American shows as these are well covered by other networks in the Canadian market. In the year ahead, we'll look to add diverse world content to our new OTT digital service. Finally, of note, CBC's schedule now includes a summer season which expands our programming opportunities.

YOUR ACTIVITY:

TV Content Buyer

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

Mini Series.

DRAMA GENRES:

Crime

Comedy

Thriller / Horror / Fantasy

Sci-Fi

Period Drama

WHAT TERRITORIES DO YOU BUY FROM?

We buy from North America.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Email works very well. It's useful to provide the basics: genre, synopsis, cast, commissioning details, number of episodes/length, trailer and/or treatment if possible.

KIDS BUYER



CAROLE BONNEAU

Vice-Présidente Programmation

CANADA

CORUS MEDIA

YOUR EDITORIAL STRATEGY:

Boys comedy 6-9 and Adult comedy 18-34

YOUR ACTIVITY:

TV Content Buyer, Commissioner, VOD Buyer

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

We are looking for

Animation Kids

Animation

Tweens & Teens

Animation Family

Feature Film

WHAT TERRITORIES DO YOU BUY FROM?

We buy from North America

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Do your homework, know our networks, don't pitch us preschool or educational content.



Une société de Corus Entertainment Inc.

KIDS BUYER



MARNEY MALABAR

Director, Kids TV

CANADA

TVO

YOUR EDITORIAL STRATEGY:

We are a public service broadcaster with an educational mandate, so the programming we look for must have a solid curriculum. We program for both preschool (3-5yrs) and school age (5-9) audiences. Primarily our content connects to math, science and languages but we support helping getting kids ready for school and ready for life - which means we look for programming that addresses social emotional and current trends.

We are interested in all genres of programming – but particularly look for programming that makes our audience laugh as they learn!

YOUR ACTIVITY:

TV Content Buyer, Commissioner

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

We are looking for Animation Preschool, Animation Kids, Documentary for Kids, Education, Kids Interactive, Live Action.

WHAT TERRITORIES DO YOU BUY FROM?

We buy from Europe, North America, South America, Middle East / Africa, Asia, Australia / New Zealand

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

What makes your property unique? Does it connect to the current educational landscape? We don't require anything but a clear understanding as to what your project is. That will allow us to understand if it's the right fit for TVO and we can begin to have a conversation!

ONLINE VIDEO BUYER



WANG YI

Head of Production and IP
Acquisition

CHINA

SOHU VIDEO

BRIEF DESCRIPTION OF YOUR COMPANY:

Sohu Video is a leading Chinese VOD platform. Sohu Video holds an exclusive and diversified online catalog featuring top-quality American contents like "House of Cards" and "SNL", British dramas, and also popular Japanese anime such as "One Piece".

YOUR ACTIVITY:

VOD Buyer, Production

WHAT ARE YOU LOOKING FOR?

Our recent international acquisition strategy has been gradually shifting from finished tapes to formats.

WHAT RECENT ACQUISITIONS HAVE BEEN SUCCESSFUL ON YOUR CHANNEL/PLATFORM?

The Big Bang Theory is a huge hit in China..

WILL YOU BE COMMISSIONING ORIGINAL ONLINE CONTENT?

Yes

搜狐视频

tv.sohu.com

ONLINE VIDEO BUYER



ZHENG YANG

Deputy General Manager

CHINA

UYONG CULTURE & MEDIA.,CO, LTD

BRIEF COMPANY DESCRIPTION:

UYoung is a kids and family entertainment company in China. Our main line of work involves kid's media operations, consumer products, new media and animation production. We acquire international animations for the Chinese audience

YOUR ACTIVITY:

TV Content Buyer, VOD Buyer

WHAT ARE YOU LOOKING FOR?

We are looking for Preschool and kids (6-9) animation content for China...

WHAT RECENT ACQUISITIONS HAVE BEEN SUCCESSFUL ON YOUR CHANNEL/PLATFORM?

In the Night Garden, Shaun the Sheep, Mouk, Gaspard and Lisa.

WILL YOU BE COMMISSIONING ORIGINAL ONLINE CONTENT?

Not at the moment.



ONLINE VIDEO BUYER



Yael Scop

VP Content & Acquisition

CYPRUS

VONETIZE

BRIEF DESCRIPTION OF YOUR COMPANY:

Vonetize specializes in development, operation and fully management of Video-on-Demand services for Connected Devices (Smartphones, Tablets, Smart TVs, Game Consoles and Internet-enabled Set Top Boxes). Established in 2011, Vonetize has won significant partnerships and client base with Tier-1 platforms such as Samsung Electronics, LG, Toshiba and majors such as Disney, Warner Brothers, Sony, MGM and many others. Vonetize's unique approach of offering a full-service solution including proprietary technology, content licensing and service operation, has supported the company's ultra-fast growth and expansion into over 30 countries where Vonetize's major content services are operating, and 200+ countries where Vonetize's Global Services are distributed.

YOUR ACTIVITY:

VOD Buyer

WHAT ARE YOU LOOKING FOR?

Feature films and TV series as well as niche content programs for Thematic Global Apps in various genres- Bollywood movies, Telenovelas, Baby, Music, Cooking, Entertainment.

WHAT RECENT ACQUISITIONS HAVE BEEN SUCCESSFUL ON YOUR CHANNEL/PLATFORM?

Hundreds of hours of Bollywood films, Telenovelas from South America, Music performances for our channel 'Total Music', Celebrity and Hollywood segments, Features films and TV Series from Major studios such as Disney, WB, MGM, Lionsgate etc.

WILL YOU BE COMMISSIONING ORIGINAL ONLINE CONTENT?

Not at present

VONETIZE!

DRAMA BUYER



ANETTE ROMER

Head of Acquisitions & Formats
DENMARK

TV2 DENMARK



YOUR EDITORIAL STRATEGY:

International drama supplements local Danish production. We are looking for select broad British or Scandinavian titles with a high degree of authenticity and potential for emotional engagement for our target audience (20-60). Crime and heartwarming series are always in demand, particularly for the mature audience (TV 2 Charlie) whereas the younger TV 2 Zulu viewers are entertained by stand-out, edgy comedy, modern US series and classic brands like Friends and King of Queens

YOUR ACTIVITY:

Tv Content Buyer

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

Feature Films

DRAMA GENRES:

Crime Comedy Action

WHAT TERRITORIES DO YOU BUY FROM?

Europe

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Viewing of finished episodes together with relevant sales material.

ONLINE VIDEO BUYER



IINA ELORANTA

Channel Manager VOD, SVOD & PayTV
FINLAND

NELONEN MEDIA

nelonenmedia
a Sanoma company

BRIEF COMPANY DESCRIPTION:

Nelonen Media is a strongly developing broadcasting group reaching more than 90 % of the Finns. We bring our customers quality entertainment through diverse media portfolio. Nelonen Media operates four nationwide free-to-air TV channels, five pay TV channels, four nationwide radio channels, two regional radio channels, free-of-charge VOD channel, and a SVOD service. Each channel and station has its own website which offers additional, program-related content. Nelonen Media is part of Sanoma Media Finland. Sanoma is amongst the largest media and learning companies in Europe. Our key markets are Finland, The Netherlands, Belgium and Central & Eastern Europe.

YOUR ACTIVITY:

Commissioner

WHAT ARE YOU LOOKING FOR?

Our SVOD service, Ruutu, offers a wide range of content – drama series, documentaries, films, children's programming and sports. In drama series we focus on new seasons and fresh properties rather than large libraries and for these I have my eyes and ears open. Good children's programming is also something we are constantly looking for.

WHAT RECENT ACQUISITIONS HAVE BEEN SUCCESSFUL ON YOUR CHANNEL/PLATFORM?

I am extremely pleased with our first Ruutu, our VOD and SVOD service, original series Northern Mishaps. Written by and starring Finnish kings of comedy, Tommi Korpela and Janne Reinikainen, the series has had great success and Ruutu has been able to raise the bar really high in the quality of Finnish online originals.

WILL YOU BE COMMISSIONING ORIGINAL ONLINE CONTENT?

Nelonen Media is always looking for great content to add to all our channels and platforms. We focus on properties that work both in linear and non-linear environments, but if the right property comes along we are also open to discussions on online originals.

ONLINE VIDEO BUYER



ANNE DAHLGREN

Manager, Video Content & Programming
FINLAND

ROVIO ENTERTAINMENT LTD

BRIEF COMPANY DESCRIPTION:

Rovio Entertainment is a global entertainment media company. Headquartered in Finland with studios across the world, Rovio is the creator of Angry Birds™, the casual mobile game that changed an industry and became an international phenomenon. The Angry Birds Movie is slated for release in Summer 2016. Rovio's online video channel ToonsTV is the home of the wildly popular Angry Birds Toons series and hand-selected family entertainment shows from around the world..

YOUR ACTIVITY:

VOD Buyer

WHAT ARE YOU LOOKING FOR?

Fun and unique animated content that makes children and their parents laugh! ToonsTV has mostly animated content but live action isn't out of the question either. The content that works best on ToonsTV is also short-form and non-dialogue.

WHAT RECENT ACQUISITIONS HAVE BEEN SUCCESSFUL ON YOUR CHANNEL/PLATFORM?

OmNom Stories, Animals and Takat the Dog.

WILL YOU BE COMMISSIONING ORIGINAL ONLINE CONTENT?

Currently not, possibly in the future.



DRAMA BUYER



KIVIKALLIO TARMO

Head of program Acquisitions

FINLAND

YLE



YOUR EDITORIAL STRATEGY:

Wide range of drama from all over the world. We have had, for example, all the HBO dramas between 2008-2014

YOUR ACTIVITY:

Commissioner

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

Mini Series Mobisodes / Webisode One-Off-Drama

DRAMA GENRES:

Crime Period Drama

WHAT TERRITORIES DO YOU BUY FROM?

Europe North America Australia / New Zealand

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Email is a good way to start. We usually need to see a full episode before any decisions are made.

DRAMA BUYER



ALEXANDRE PIEL

Deputy Head of Drama department
/ International Acquisitions and
Coproductions

FRANCE

ARTE

YOUR EDITORIAL STRATEGY:

The editorial line of the drama department could be defined by the intent to understand our contemporary environment and to anticipate the future world we shall be living in -- meaning we deal with the main themes and issues of our current and future society. We also need to reflect the strong values of the channel (democracy, diversity, quality), and combine demanding programs with popularity. We are open to any kind of genres & thematic in relation to the editorial line, and we are rather flexible in terms of format & duration..

YOUR ACTIVITY:

TV Content Buyer, Commissioner.

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

Series
Mini Series

DRAMA GENRES:

Crime Comedy Thriller / Horror / Fantasy Sci-Fi Period
Drama Action

WHAT TERRITORIES DO YOU BUY FROM?

Europe
Asia
Australia / New Zealand

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Any kind of pitch, from a few pages to a full script, or treatment, or synopsis... It certainly doesn't hurt to present a project that already has the involvement or interest of a domestic broadcaster. In terms of prebuys or coproduction, we are only looking for projects concerning series or mini-series.

The logo for the television channel ARTE, featuring the word "arte" in a bold, lowercase, orange sans-serif font.

ONLINE VIDEO BUYER



MARIA GONZALEZ

Partnerships Development
Manager

FRANCE

DAILYMOTION

BRIEF COMPANY DESCRIPTION:

We are a global online video platform
www.dailymotion.com

YOUR ACTIVITY:

Original Online Content
TV Content Buyer, VOD Buyer

WHAT ARE YOU LOOKING FOR?

We are looking for AVOD, TVOD and SVOD rights
News, TV, Entertainment, Sports, Kids, Lifestyle,
Movies, Music, Humor

WHAT RECENT ACQUISITIONS HAVE BEEN SUCCESSFUL ON YOUR CHANNEL/PLATFORM?

Canal+ ,DHX ,Telemundo, Millimages,Orange,Conde
Nast, Xilam, FC Barcelona

WILL YOU BE COMMISSIONING ORIGINAL ONLINE CONTENT?

Yes...



DRAMA BUYER



PHILIPP STEFFENS

Head of Fiction

GERMANY

RTL TELEVISION GMBH

BRIEF COMPANY DESCRIPTION:

YOUR ACTIVITY:

Commissioner

WHAT ARE YOU LOOKING FOR?

Feature Films

Mini Series

One-Off-Drama

Soap / Sitcom

DRAMA GENRES:

Crime Comedy Thriller / Horror / Fantasy Action

WHAT TERRITORIES DO YOU BUY FROM?

Europe

North America

South America

Australia / New Zealand

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?



DRAMA BUYER



GUDRUN JONASDOTTIR

Head of Programme Acquisitions

ICELAND

RUV - ICELANDIC NATIONAL
BROADCASTING SERVICE



BRIEF COMPANY DESCRIPTION:

RUV is on the lookout for quality scripted fiction, character-driven and authentic with strong narrative, that works well for primetime. We like elaborated and innovative drama with strong complex plots that are high in production value, but are open to content that is off the norm and edgy as well. The top rated acquired programmes last year were Fortitude, Bron/Broen (the Bridge), Criminal Minds, Castle and Dicte, a good mixture of Scandinavian, UK and US shows, both well-known brands and newcomers. At present time we have 8 drama slots per week.

YOUR ACTIVITY:

TV Content Buyer Commissioner

WHAT ARE YOU LOOKING FOR?

Feature Films Mini Series One-Off-Drama Short Films TV Movies

DRAMA GENRES:

Crime Comedy Period Drama Action

WHAT TERRITORIES DO YOU BUY FROM?

Europe

North America

Australia / New Zealand

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Short, clear pitches.;

ONLINE VIDEO BUYER



DEEPTI PARANJAPE

Director - Content

INDIA

VUCLIP

BRIEF COMPANY DESCRIPTION:

Vuclip, a PCCW media company is a leading premium video-on-demand service for emerging markets with 9 million subscribers per quarter across nine countries. Through strategic partnerships with over 270 top studios around the world, Vuclip brings blockbuster Hollywood and regional movies, TV shows and music videos to subscribers, in more than 34 different languages. Vuclip's Dynamic Adaptive Transcoding™ provides unbuffered viewing experience to consumers across all mobile devices and on any network. Vuclip and its subsidiaries are headquartered in Milpitas, California and have a presence in Mumbai, Delhi, Pune, Dubai, Beijing, Kuala Lumpur, Jakarta and Bangkok.

YOUR ACTIVITY:

TV Content Buyer VOD Buyer Commissioner

WHAT ARE YOU LOOKING FOR?

We believe in entertaining the consumer. We are looking for entertaining video content for our audience in emerging markets. Currently, we offer content in 35 languages and 25 genres, including TV, Movies, Music videos, Webisodes, etc.

WHAT RECENT ACQUISITIONS HAVE BEEN SUCCESSFUL ON YOUR CHANNEL/PLATFORM?

Vuclip works with over 270 top studios around the world. For our latest OTT offering, VIU, we have partnered with top production houses and content owners such as MBC, Reliance Big Entertainment, Sony Music, Primeworks Distribution, Media Prima, MD Entertainment, Rajshri Entertainment, Shemaroo, Anand Audio and BBC Worldwide, among others.

WILL YOU BE COMMISSIONING ORIGINAL CONTENT?

Yes, after reviewing concept;



ONLINE VIDEO BUYER



HITENDRA MERCHANT

Founder and CEO

INDIA

HOOPLAKIDZ / YOBOHO NEW MEDIA
PVT

BRIEF COMPANY DESCRIPTION:

HooplaKidz is the world's leading digital-first kids content producer with a proprietary library comprised of thousands of videos in the kids & family genre, a majority of which is original content. In April 2015, leading media and technology company BroadbandTV (BBTV) acquired a majority stake of YoBoHo, a move that bolsters the next stage of its development. BBTV is the world's No.1 Multi Platform Network with 74,000 creators generating 14.2 billion monthly views. Following the acquisition, BBTV and YoBoHo announced the launch of the HooplaKidz Network with the vision to build the leading Kids & Family Entertainment digital ecosystem, including a strong distribution network, apps, merchandising, licensing and significant original content.

YOUR ACTIVITY:

TV Content Buyer VOD Buyer Commissioner

WHAT ARE YOU LOOKING FOR?

We are actively looking at licensing complete kids catalogues. However, the content should be of great quality. This will be across all age groups.

WHAT RECENT ACQUISITIONS HAVE BEEN SUCCESSFUL ON YOUR CHANNEL/PLATFORM?

I'm a dinosaur, Gazoon and Brainy Baby titles have been successful on our HooplakidzTV Youtube channel.

WILL YOU BE COMMISSIONING ORIGINAL CONTENT?

Yes, for sure. We are actively looking at co-production opportunities to create Pre-school Kids shows.



DRAMA BUYER



DERMOT HORAN

Director of Production and
Acquisitions

IRELAND

RTE

BRIEF COMPANY DESCRIPTION:

In the face of very significant competition from pan European linear and non-linear media players, to commission, co-produce and acquire drama series with real relevance to the Irish audience. This involves the creation and maintenance of key creative partnerships and the exposure to drama projects at a much earlier stage than heretofore.

YOUR ACTIVITY:

TV Content Buyer

WHAT ARE YOU LOOKING FOR?

Feature Films Mini Series One-Off-Drama Soap / Sitcom
TV Movies

DRAMA GENRES:

Crime Comedy Thriller / Horror / Fantasy Sci-Fi Period
Drama Action Other: Contemporary family drama

WHAT TERRITORIES DO YOU BUY FROM?

Europe

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Those which have an appreciation and knowledge
of our specific market.

The logo for RTE (Radio Telefís Éireann), consisting of the letters 'RTE' in a bold, teal, sans-serif font.

DRAMA BUYER



DEIRBHILE NI CHURRAIGHIN

Acquisitions Executive

IRELAND

TG4



BRIEF COMPANY DESCRIPTION:

TG4 is the national Irish language TV channel that brings Irish language programming content to audiences in Ireland on platforms and worldwide on our Player. It is a public service broadcaster, established and funded by the Irish Government.

TG4 is the 8th most popular TV channel in Ireland with an average share of 2%, a very creditable performance in one of Europe's most competitive national television markets. Ireland has a very high percentage of homes subscribing to pay to view platforms on satellite, cable or IP.

TG4 invests over €20m annually in original programming in Irish from the independent production sector in Ireland. The channel also acquires a wide range of content from the international market, including feature films, drama series, lifestyle, music and animation.

YOUR ACTIVITY:

TV Content Buyer

WHAT ARE YOU LOOKING FOR?

Feature Films

Mini Series

TV Movies

DRAMA GENRES:

Crime Comedy Period Drama Action Other

WHAT TERRITORIES DO YOU BUY FROM?

Europe

North America

Australia / New Zealand

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

I respond best to concise pitches, short and to the point. Also, sales personnel who have done their research and understand, from checking our website, the type of content we broadcast. Time at the market is precious, we do not need to hear about the entire catalogue.

DRAMA BUYER



NOAM SEGEV

Head of Acquisitions

ISRAEL

IBA

BRIEF COMPANY DESCRIPTION:

IBA aims to license Periodical Drama and Crime Drama

YOUR ACTIVITY:

TV Content Buyer

WHAT ARE YOU LOOKING FOR?

Feature Films

Soap / Sitcom

DRAMA GENRES:

Crime Comedy Period Drama Action

WHAT TERRITORIES DO YOU BUY FROM?

Europe

North America

Australia / New Zealand

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

A proven record of awards, ratings and well-known creators and actors may help, but the screened video content is the most dominant ingredient.



DRAMA BUYER



DANA STERN

Head of Content

ISRAEL

YES DBS SATELLITE SERVICES



BRIEF COMPANY DESCRIPTION:

High profile compelling dramas for our premium pay series channels and VOD service.

YOUR ACTIVITY:

TV Content Buyer VOD Buyer Carriage Deal Buyer

WHAT ARE YOU LOOKING FOR?

Feature Films Mini Series One-Off-Drama

DRAMA GENRES:

Crime Comedy Thriller / Horror / Fantasy Period Drama
Action

WHAT TERRITORIES DO YOU BUY FROM?

Europe

North America

Australia / New Zealand

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Scripts, synopsis, screeners

DRAMA BUYER



LUCA OTERI

Content Acquisition manager

ITALY

TELECOM ITALIA S.P.A.

YOUR EDITORIAL STRATEGY:

We look for the best Dramas dubbed in Italian (preferable). We're interested in both Library Series and New Series to be premiered via our SVOD Service (namely TIMVision). TIMVision is the SVOD service owned by Telecom Italia and is mainly targeted to broadband customers (families with children and young adults). The service offers some of the most successful Drama (e.g. Lost, Grey's Anatomy, CSI, Dexter, Sherlock, Mad Men) but also a growing selection of series/seasons never aired in the territory.

YOUR ACTIVITY:

VOD Buyer

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

We are looking for Feature Films Mini Series Mobisodes / Webisode One-Off-Drama Soap / Sitcom TV Movies

DRAMA GENRES:

Crime Comedy Sci-Fi Period Drama Action

WHAT TERRITORIES DO YOU BUY FROM?

Europe (Italy)

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

By email, listing all the availabilities for the territory (Italy) and a link to 1/2 episodes preview and/or any relevant material.



ONLINE VIDEO BUYER



FRANCESCA STAFFIERI

Senior content buyer and manager

ITALY

TELECOM ITALIA

BRIEF COMPANY DESCRIPTION:

Telecom Italia is the leading Telco in Italy; Timvision, its svod service, is currently one of the most popular.

YOUR ACTIVITY:

TV Content Buyer VOD Buyer

WHAT ARE YOU LOOKING FOR?

We are looking for Films, kids content and TV series. First run, second pay and library content as well

WHAT RECENT ACQUISITIONS HAVE BEEN SUCCESSFUL ON YOUR CHANNEL/PLATFORM?

First run tv series and films and other mainstream contents.

WILL YOU BE COMMISSIONING ORIGINAL CONTENT?

Maybe web series



DRAMA BUYER



SATO HIROMICHI

Director

JAPAN

AXN JAPAN INC.

YOUR EDITORIAL STRATEGY:

We have two channels, AXN Japan and AXN Mystery. The former is mainly for major American drama TV series, such as CSI franchise, Hawaii five-0 etc. and the latter is for high quality European drama series, such as Sherlock, Poirot and so on.

YOUR ACTIVITY:

TV Content Buyer, VOD Buyer

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

TV series and mini-series.

TV Series that have more than 10 episodes

DRAMA GENRES:

Crime Action, Suspense & Mystery

WHAT TERRITORIES DO YOU BUY FROM?

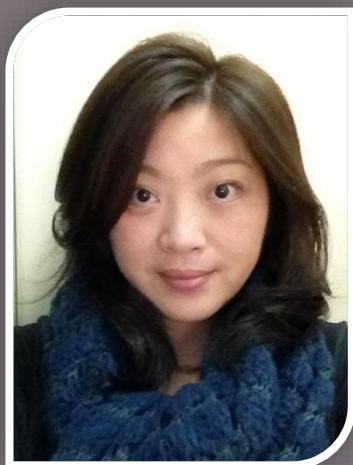
We buy from Europe and North America

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Firstly, a trailer is the best way. Then if I am interested, we'll need a full episode.



DRAMA BUYER



MIWA KOMORI

Director

JAPAN

NHK ENTERPRISES, INC.

YOUR EDITORIAL STRATEGY:

Content research, evaluation, budget calculation, development and contract negotiation

YOUR ACTIVITY:

TV Content Buyer, VOD Buyer

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

Mini Series Mobisodes / Webisode One-Off-Drama TV Movies

DRAMA GENRES:

Crime Period Drama

WHAT TERRITORIES DO YOU BUY FROM?

Europe

North America

Middle East / Africa Asia

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Mainly by trailer, screener of actual episodes, synopsis (overview and episodic), and rating information.

nep
NHK ENTERPRISES

DRAMA BUYER



T.J. (Tae Jeong) KIM

Director

KOREA (South)

UNITED MEDIA

YOUR EDITORIAL STRATEGY:

It is the well-organized plot, the stories with dramatic romance ingredients, and the casting by famous actors/actresses.

YOUR ACTIVITY:

TV Content Buyer VOD Buyer

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

Feature Films

Mini Series

Telenovelas

TV Movies

DRAMA GENRES:

Crime

Comedy

Thriller / Horror / Fantasy

Sci-Fi

Period Drama

Action

WHAT TERRITORIES DO YOU BUY FROM?

Europe

North America

South America

Asia

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Depending on sales records (marketing records), the rating, famous actors/actresses and how well-made the scripts and trailer is.



UNITED MEDIA

ONLINE VIDEO BUYER



JOE HARMOUSH

Business Development

LEBANON

SHABABEEK / DIGITAL NETWORK

ARABIA

BRIEF COMPANY DESCRIPTION:

Shababeek is a media & technology collective that offers local talents and brands a platform through which they can create and share on-the-go Arabic video content.

Our team has deep roots in TV production, video platforms, and the web, giving content creators all the tools they need to thrive.

Gaming, comedy, and sports enthusiasts - among others - will love our roster of the MENA region's most talented content creators, making Shababeek their one-stop shop for online entertainment.

YOUR ACTIVITY:

TV Content Buyer VOD Buyer

WHAT ARE YOU LOOKING FOR?

As online Video Platform, we are looking for Content and Strategic Partnerships

WHAT RECENT ACQUISITIONS HAVE BEEN SUCCESSFUL ON YOUR CHANNEL/PLATFORM?

Many

WILL YOU BE COMMISSIONING ORIGINAL CONTENT?

No

شبابيك
SHABABEEK

ONLINE VIDEO BUYER



SVEN BRECKLER
Product Manager
LUXEMBURG
POST TELECOM S.A.



BRIEF COMPANY DESCRIPTION:

Post Telecom is the market leader in Luxembourg on GSM, Internet and TV.

YOUR ACTIVITY:

TV Content Buyer, VOD Buyer

WHAT ARE YOU LOOKING FOR?

We are looking for new Channels and VOD/SVOD Partners to add to our IPTV platform.

WHAT RECENT ACQUISITIONS HAVE BEEN SUCCESSFUL ON YOUR CHANNEL/PLATFORM?

Redbull VOD

WILL YOU BE COMMISSIONING ORIGINAL CONTENT?

Yes

DRAMA BUYER



MIGNON HUISMAN

Head of series acquisitions

NETHERLANDS

NPO

YOUR EDITORIAL STRATEGY:

It is the Golden Age for Series! We are a public broadcasting service looking for interesting Original programs for our linear and digital channels. Each one has different characteristics and audiences, so we are searching in many directions. Fortunately there are many great series being produced at the moment and they work well for us.

YOUR ACTIVITY:

TV Content Buyer, VOD Buyer

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

Mini Series One-Off-Drama

DRAMA GENRES:

Crime Comedy Period Drama Action

WHAT TERRITORIES DO YOU BUY FROM?

We buy from Europe, North America , New Zeland

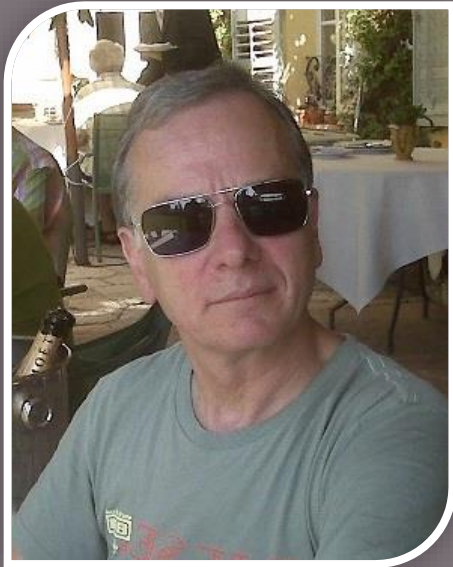
WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Short and to the point with some humor



nederlandse
publieke
omroep

DRAMA BUYER



ANDREW SHAW

General Manager Acquisitions
Production and Commissioning

NEW ZEALAND

TVNZ



YOUR EDITORIAL STRATEGY:

We aim for high quality off feature length titles as well as short run (4 to 6 hours) premium drama titles as well as longer run network series. Our audience target is adults 18 to 54 across our two core channels and males 18 to 39 on our new Male skewed channel "Duke" We schedule our dramas in a variety of ways. Some premium titles we air nightly the longer series weekly with all going to our FVOD catch up platform for 28 days. We do bring a number of US and UK titles in directly to our AVOD platform prior to linear broadcast to deal with the time sensitive audiences..

YOUR ACTIVITY:

TV Content Buyer, Commissioner

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

Feature Films Mini Series Mobisodes / Webisode One-Off-Drama Soap / Sitcom

DRAMA GENRES:

Crime Comedy

WHAT TERRITORIES DO YOU BUY FROM?

We buy from Europe North America Australia / New Zealand

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Comprehensive ones! Confirmed cast and creative detail. Completed pilots are always welcome as are shorter assemblies. Full scripts for early episodes and episode treatment outlines for the rest of a series. Pitches with finance detail outlined.

KIDS BUYER



PETRINA NAGTZAAM

Content Coordinator RTL Kids

NETHERLANDS

RTL NEDERLANDS

YOUR EDITORIAL STRATEGY:

RTL Telekids is a commercial broadcaster aiming at kids 3-9 years old. Our platform consists a.o. of TV channels and VOD services, but also an online toyshop, live events, and even a musical school.

What we do: we build brands together with our partners.

YOUR ACTIVITY:

TV Content Buyer, VOD Buyer

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

We are looking for
Animation Preschool,
Animation Kids
Tweens & Teens
Education,
Feature Films
Live Action.

WHAT TERRITORIES DO YOU BUY FROM?

We buy from all territories

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

The ones that contain a hint of collaboration and creativity instead of sole acquisition.

rtlnederland

ONLINE VIDEO BUYER



NATALIA VOEVODINA
Acquisition Manager
RUSSIAN FEDERATION
X-MEDIA DIGITAL

BRIEF COMPANY DESCRIPTION:

Since 2006 when we launched first VOD platform in Russia till today we are constantly growing our expertise and skills on a new media market. We are running one of the biggest global YouTube multi-channel network with over 700 channels generating about 1,5 billion video views a month.

YOUR ACTIVITY:

VOD Buyer

WHAT ARE YOU LOOKING FOR?

Our major focus is content for children and family where we have a huge success both with local Russian and international titles.

WHAT RECENT ACQUISITIONS HAVE BEEN SUCCESSFUL ON YOUR CHANNEL/PLATFORM?

Success Stories: Masha and the Bear (Animaccord, Russia), Fixies (Aeroplan, Russia), Kikoriki (Riki Group, Russia), Disney catalogue, Winx Club and Pop Pixies (Rainbow, Italy), Robocar Poli (ROI Visual, South Korea), Airport Diaries (DPS, South Korea), Louie (Millimage, France), Olly the little white van (AWOL Animation, France), Ruby (ZN Animation, China), Allien Monkeys (Synergy Media, South Korea), Musti (ER Productions, Belgium), Pocoyo (Zinkia, Spain)

WILL YOU BE COMMISSIONING ORIGINAL ONLINE CONTENT?

All the content is already presented on our You Tube channels.



DRAMA BUYER



JENNIFER BATTY

EVP Programming

SINGAPORE

RTL CBS ASIA ENTERTAINMENT
NETWORK



YOUR EDITORIAL STRATEGY:

We remain true to the core identities of our channels - general entertainment that appeals to all family members with RTL CBS Entertainment HD and male-skewed, action-packed entertainment with RTL CBS Extreme HD. We build our channels with strong, compelling characters to which audiences are drawn. It is important that audiences identify with the characters and like them but it is equally important that the characters elicit a reaction from viewers. We're committed to delivering content day-and-date of its original broadcast. Notably, most of our key content comes express from the US/UK. We have delivered watchathons for key titles on the same day of US release where we would broadcast all episodes back-to-back. We did this for House of Cards seasons 3 and 4. As far as we know, we were the first linear channel that premiered a full season of a brand new show at once. This strategy reinforces our commitment to differentiate ourselves and continue to innovate to serve our operator partners and viewers to the best possible extent.

YOUR ACTIVITY:

TV Content Buyer

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

Soap / Sitcom

DRAMA GENRES:

Crime Comedy Thriller / Horror / Fantasy Sci-Fi Period
Drama Action

WHAT TERRITORIES DO YOU BUY FROM?

Asia

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

We're open to everything. We respond particularly well to pitches that have a good understanding of our channels and see how their content would fit in. We look for exciting, interesting programs that fit channels' DNA. We gladly welcome programs that are still in pre-production but with broadcasters attached. Work that is already commissioned also works better.

KIDS BUYER



MICHAELA SABOLCAKOVA
Programming Editor & Buyer
SLOVAKIA
RTVS-RADIO & TELEVISION OF
SLOVAKIA



YOUR EDITORIAL STRATEGY:

RTVS - Radio and Television of Slovakia is a public broadcaster with a strong tradition of the broadcasting for children and youth.

Our target group is boys and girls aged 3-12 /core 4-6/. For our mainstream channel Jednotka (:1) we're looking for the animated programmes for the weekend morning slots from 7:30 – 8:30.

Our more specific channel Dvojka (:2) has a one-hour daily slot for children every evening since 18:50.

For our broadcasting, we're trying to find the valuable animated series, with strong moral and visual message to children as well as their parents (preferably 7', 13',26').

We are also looking for the animated specials, educative documentary programmes for kids as well as the live-action series for the young audience.

YOUR ACTIVITY:

TV Content Buyer

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

We are looking for
Animation Preschool
Animation Kids
Animation Family
Documentary for Kids
Feature Film

WHAT TERRITORIES DO YOU BUY FROM?

We buy from Europe, North America, South America, Middle East / Africa, Asia, Australia / New Zealand

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

When there's an excellent content, which approaches our public television needs, the response is very swift.

DRAMA BUYER



JESUS HIGUERA

Head of program acquisitions

SPAIN

EUSKAL TELEBISTA - ETB

YOUR EDITORIAL STRATEGY:

Stories with good dramatic ingredients, the characters might be inspired by famous or unknown people and the plot developed through emotions, crime/investigation elements or adventure. What's important is that the story "grabs" the Prime Time and week-end afternoon viewer

YOUR ACTIVITY:

TV Content Buyer

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

We are looking for Feature Films, Mini Series

DRAMA GENRES:

Crime, Thriller / Horror / Fantasy, Period Drama

WHAT TERRITORIES DO YOU BUY FROM?

We buy from Europe, North America, Australia / New Zealand

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Brief, genre, plot, cast..



DRAMA BUYER



JULIAN RODRIGUEZ MONTERO

Content Director Latin America

SPAIN

TELEFONICA

YOUR EDITORIAL STRATEGY:

Telefónica is one of the largest telecommunications companies in the world in terms of market capitalisation and number of customers. With its best-in-class mobile, fixed and broadband networks, television and innovative portfolio of digital solutions, Telefónica is transforming itself into a 'Digital Telco', a company that will be even better placed to meet the needs of its customers and capture new revenue growth. The company has a significant presence in 21 countries and a customer base that amounts to more than 341 million accesses around the world. Telefónica has a strong presence in Spain, Europe and Latin America, where the company focuses an important part of its growth strategy. Telefónica is a 100% listed company, with 1.5 million direct shareholders. Its capital is traded on the continuous market on the Spanish Stock Exchanges (Madrid, Barcelona, Bilbao and Valencia) and on those of London, New York, Lima and Buenos Aires.

YOUR ACTIVITY:

TV Content Buyer VOD Buyer

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

Feature Films

Mini Series

One-Off-Drama

Telenovelas

TV Movies

DRAMA GENRES:

.Crime Comedy Thriller / Horror / Fantasy Sci-Fi Period Drama
Action

WHAT TERRITORIES DO YOU BUY FROM?

South America

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Telefonica

ONLINE VIDEO BUYER



JOSE MONLEON

Country Manager

SPAIN

WUAKI.TV

BRIEF COMPANY DESCRIPTION:

Founded in Barcelona in late 2009 by Jacinto Roca and Josep Mitjà; one of the leading video-on-demand services in Europe. Acquired in summer 2012 by the Japanese e-commerce giant, Rakuten. Currently available in Spain, United Kingdom, France, Germany, Italy, Austria and Ireland. With plans to expand into 10 countries by the end of 2015. Offers a catalogue of online movies and TV series and is available on compatible Smart TVs, tablets, smartphones, computers, game consoles and Google Chromecast. The offer embraces a wide range of content from the latest Hollywood blockbusters and independent movies, to classic movies and unmissable TV series. All available to purchase or rent via Wuaki.tv. In addition, the service also offers a selection of free movies. Customers can enjoy movies in High Definition and can even opt to watch foreign language movies in the original version with added subtitles, or dubbed in the local language.

YOUR ACTIVITY:

VOD Buyer

WHAT ARE YOU LOOKING FOR?

Films and TV Shows for Spain and opportunities for other countries.

WHAT RECENT ACQUISITIONS HAVE BEEN SUCCESSFUL ON YOUR CHANNEL/PLATFORM?

Peaky Blinders, The Game, House of Cards, Frankenstein Chronicles, Wayward Pines, Scandal...

WILL YOU BE COMMISSIONING ORIGINAL ONLINE CONTENT?

No.



KIDS BUYER



LINDA GRANATH

Head of Acquisitions, Children
SWEDEN
SVT

YOUR EDITORIAL STRATEGY:

SVT Barnkanalen Sweden's public broadcaster for children broadcasts 15 hours a day targets kids 3-11 years old.

We are looking for gender-neutral content targeting kids 3-11 years old. Animation in general and live-action (drama and sitcoms) targeting 6-11 year olds. We are specifically looking for shows with strong female characters and great storytelling.

YOUR ACTIVITY:

TV Content Buyer

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

We are looking for
Animation Preschool
Animation
Kids, Animation
Tweens & Teens
Live Action.

WHAT TERRITORIES DO YOU BUY FROM?

We buy from Europe

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

If a project is in an early stage it should have a bible, synopsis, trailer and a few scripts ready.

DRAMA BUYER



OZLEM OZSUMBUL

Head of sales & acquisitions

TURKEY

KANAL D



YOUR EDITORIAL STRATEGY:

Kanal D is Turkey's leading media company in the development, production, and entertainment, news, and information to a wide audience. Dogan Media Company which owns Kanal D, operates a valuable portfolio of news and entertainment networks, significant television production operations, a leading television stations group. Both in audience shares and in commercials carrying capacity, Kanal D has been a long-time leader by far in the industry compared to other nationwide channels. According to TV audience measurements in 2010 Kanal D has been the most-watched channel in 308 days out of 365, and has been chosen the day's ratings leader again. The most popular and adored television stars are all on Kanal D. Skilful producers, experienced directors and creative programmers work jointly with these stars to produce high quality programmes which are indispensable for Turkish audience.

Being innovative and dynamic, the channel introduced many new format television programmes like various television series, foreign movies, talk shows, gameshows, children's, women's, sports, news and magazine programmes. Kanal D is positioned on the top in the sector by its successful serials, educational and entertaining children's shows, ethical news programmes and talk shows presented by the most favoured television stars. The programmes of Kanal D are not only for Turkish audiences at home. In 1996 Euro D was launched to enable Turkish citizens living in Europe view the channel. Now this channel can be watched all around the world from the United States to Australia.

YOUR ACTIVITY:

TV Content Buyer

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

We are looking for Feature Films, Soap/ Sitcom, Telenovelas, TV Movies.

DRAMA GENRES:

Thriller / Horror / Fantasy, Action

WHAT TERRITORIES DO YOU BUY FROM?

We buy from Europe & North America.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

By mail with a trailer

ONLINE VIDEO BUYER



RADIA SAADAOU

Associate content Specialist

U.A.E.

ICFLIX

BRIEF COMPANY DESCRIPTION:

ICFLIX media FZ LLC was established in Dubai in 2012. The company provides its members with convenient access to Hollywood, Bollywood and Jazwood (Arabic) content. It is the first subscription-based online streaming service of its kind and offers movies, TV series, cartoons, and documentaries.

YOUR ACTIVITY:

VOD Buyer

WHAT ARE YOU LOOKING FOR?

.We tend to look for new content in the form of movies, TV series and documentaries in the following genres: Action, Drama, Romance, Horror, Comedy, Thriller, Sci-Fi as well as children's animation.

WHAT RECENT ACQUISITIONS HAVE BEEN SUCCESSFUL ON YOUR CHANNEL/PLATFORM?

Action, Drama and Sci-Fi have proven to be successful for the Middle East and North Africa followed by Comedy and Romance..

WILL YOU BE COMMISSIONING ORIGINAL ONLINE CONTENT?

We are only currently commissioning original Arabic content but are open to ideas, suggestions and proposals.



DRAMA BUYER



FADI ISMAIL

Director of Group Drama (production/distribution)

U.A.E.

O3 PRODUCTIONS



YOUR EDITORIAL STRATEGY:

We are looking for compelling storytelling involving themes and ideas that makes sense to an Arab Speaking audience and engage them emotionally. We will look at scripted formats that allow us to adapt in a flexible and creative way to take regional tastes, viewing habits and preferences, as well as cultural nuances, into consideration.

YOUR ACTIVITY:

TV Content Buyer

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

Mini Series One-Off-Drama Soap / Sitcom Telenovelas

DRAMA GENRES:

. Thriller / Horror / Fantasy Action

WHAT TERRITORIES DO YOU BUY FROM?

.Europe

North America

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

By mail with a trailer.

ONLINE VIDEO BUYER



KAMA NASSIF

Vice President - New Media

U.A.E.

EMIRATES CABLE TV & MULTIMEDIA
LTD (E-VISION)

BRIEF COMPANY DESCRIPTION:

E-Vision, a subsidiary of Etisalat, is the leading source of TV entertainment in the region. Leveraging on strong relationships with major players from the media industry for more than a decade, our aim is to provide end-to-end solutions to multi-screen and TV businesses across MENA, all through a single point of contact. Our unmatched experience and impressive track record with content providers guarantees top-notch content from Major Hollywood Studios, Bollywood and the latest Arabic productions. As well as over 500 TV channels from around the globe, catering to all the family. E-Vision also offers expert-level management, consultancy, and On-Air creative services such as branding, localized program productions and promotions.

YOUR ACTIVITY:

VOD Buyer

WHAT ARE YOU LOOKING FOR?

Premium Movie and TV series titles

WHAT RECENT ACQUISITIONS HAVE BEEN SUCCESSFUL ON YOUR CHANNEL/PLATFORM?

Movies and TV series for Video-On-Demand service;

WILL YOU BE COMMISSIONING ORIGINAL ONLINE CONTENT?

No.

e-vision
part of etisalat 

ONLINE VIDEO BUYER



WALEED MAHBOUB

Content Acquisition Manager - MEA

U.A.E.

VUCLIP INC



BRIEF COMPANY DESCRIPTION:

Vuclip, a PCCW media company is a leading premium video-on-demand service for emerging markets with 9 million subscribers per quarter across nine countries. Through strategic partnerships with over 270 top studios around the world, Vuclip brings blockbuster Hollywood and regional movies, TV shows and music videos to subscribers, in more than 34 different languages. Vuclip's Dynamic Adaptive Transcoding™ provides unbuffered viewing experience to consumers across all mobile devices and on any network. Vuclip and its subsidiaries are headquartered in Milpitas, California and have a presence in Mumbai, Delhi, Pune, Dubai, Beijing, Kuala Lumpur, Jakarta and Bangkok.

YOUR ACTIVITY:

VOD Buyer

WHAT ARE YOU LOOKING FOR?

As the business is massively growing, we are in a continuous search for content business partners to add value to our existing content line-up.

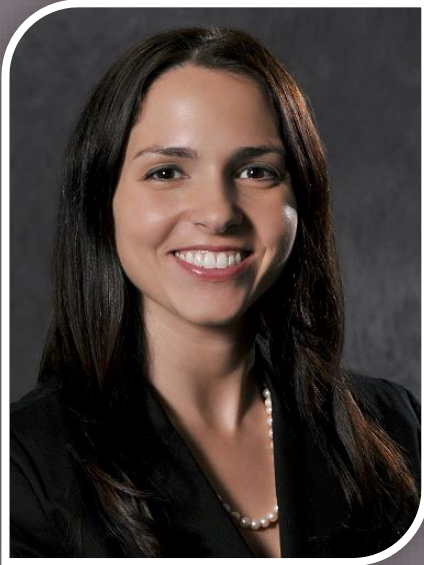
WHAT RECENT ACQUISITIONS HAVE BEEN SUCCESSFUL ON YOUR CHANNEL/PLATFORM?

Local & Western music - Local & Hollywood movies - Local & Western TV entertainment - Talent & reality shows

WILL YOU BE COMMISSIONING ORIGINAL ONLINE CONTENT?

Yes.

DRAMA BUYER



JESSICA HOYT

Head of Program Acquisitions
U.S.A.

VIBRANT TV NETWORK

YOUR EDITORIAL STRATEGY:

Vibrant TV Network is a multi-platform network bringing previously unseen international programming with cross-over appeal to mainstream US television audiences. Vibrant TV offers a compelling and curated mix of entertaining, often award-winning, globally produced programming delivered through subscription based [video-on-demand](#) (SVOD) and a 24/7 ad-supported live network.

YOUR ACTIVITY:

TV Content Buyer, VOD Buyer

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

We are looking for Mini Series, One-Off-Drama, Soap / Sitcom, TV Movies.

DRAMA GENRES:

Crime
Comedy,
Thriller / Horror / Fantasy
Sci-Fi, Action.

WHAT TERRITORIES DO YOU BUY FROM?

We buy from Europe, North America, South America, Middle East / Africa, Asia, Australia / New Zealand.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

A trailer and full episode is best.



DRAMA BUYER

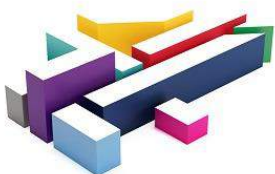


NICK LEE

Acquisitions Manager

UNITED KINGDOM

CHANNEL 4



YOUR EDITORIAL STRATEGY:

Channel 4 has quite specific tastes for acquired drama. There's a very strong legacy of us bringing the highest profile shows to the UK audience and so we will always keep an eye for quality. Shows need a distinctive tone and to somewhat fit with our off-centre and risk-taking brand values. Being able to play alongside our current premium UK origination slate and premium US cable/network shows is essential. The same values apply to our bold and younger focused channel E4 and its drama needs.

YOUR ACTIVITY:

TV Content Buyer VOD Buyer

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

Mini Series One-Off-Drama Soap / Sitcom

DRAMA GENRES:

Crime Comedy Thriller / Horror / Fantasy Sci-Fi Period
Drama Action

WHAT TERRITORIES DO YOU BUY FROM?

Europe

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

All sorts please. Realistically the quality and production budget level has to be obvious and impressive; and we need to know immediately what makes a show distinctive. A finished episode to screen is important for us.

DRAMA BUYER



KATIE KEENAN

Head of acquisitions

UNITED KINGDOM

CHANNEL5



YOUR EDITORIAL STRATEGY:

Channel5 is committed to acquiring the best in distinctive and engaging drama across a broad range of genres from big crime procedurals like CSI, NCIS and Castle to event dramas Gotham and mini-series, Tut . Whilst we will continue to buy the biggest in US drama we would love to build upon the success we have had with fantastic drama from other territories like, Wentworth from Australia;

YOUR ACTIVITY:

TV Content Buyer

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

Feature Films Mini Series One-Off-Drama Soap / Sitcom
TV Movies

DRAMA GENRES:

Crime Comedy Thriller / Horror / Fantasy Sci-Fi Action

WHAT TERRITORIES DO YOU BUY FROM?

Europe - UK

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

A filtered and tailored approach. Rather than presenting the whole catalogue it's great when you receive a sales pitch which has clearly considered Channel5's programming, audience and recent successes to present dramas that would be suitable or beneficial in our schedule.

DRAMA BUYER



JASON SIMMS

SVP Global acquisitions

UNITED KINGDOM

FOX NETWORKS GROUP

FOX
INTERNATIONAL
CHANNELS

YOUR EDITORIAL STRATEGY:

We own a diverse portfolio of entertainment brands with different attributes and audiences, so a short answer is hard to give. However, at their core, all our brands have the same DNA: to bring the best in quality scripted content to international audiences, first on Fox. Primarily our focus is on returning US scripted series, but we're open minded to hear about dramas from other territories too. The recent success of Scandinavian, Turkish, Israeli and Korean dramas outside those originating regions proves that good stories can travel and strong content can come from anywhere.

YOUR ACTIVITY:

TV Content Buyer, VOD Buyer

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

Scripted and Non-scripted series, Feature Films Mini Series Mobisodes / Webisode One-Off-Drama

DRAMA GENRES:

Crime Comedy Thriller / Horror / Fantasy Sci-Fi Period Drama Action

WHAT TERRITORIES DO YOU BUY FROM?

Europe North America South America Middle East / Africa Asia Australia / New Zealand

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

In terms of original production, we want pitches with brains and heart! Projects built on strong, engaging and original stories, which feature grounded yet distinctive characters. By way of example, our LA based Scripted Development Team has recently announced deals for Outcast: a dark journey through the world of exorcism, told through the filter of the brilliant creator of The Walking Dead, Robert Kirkman; and False Flag: a tense political conspiracy that plays out in a very real world arena, which we're co-developing with Keshet. While these are two very different series, they share the hallmarks of being high-quality, thoroughly-conceived, distinctive pieces of content that will stand out in a crowded drama market place. As far as finished series pitches are concerned, discussions are always much more effective when they're targeted, so an awareness of the channel background and how / where series might fit into our various schedules always really helps in the process;

DRAMA BUYER



SARAH WRIGHT

Director of acquisitions

UNITED KINGDOM

SKY

YOUR EDITORIAL STRATEGY:

As Director of Acquisitions for Sky UK, my team and I seek to acquire the very best international drama for Sky's wholly owned entertainment channels - Sky Movies Channels, Sky1, Living, Arts, Atlantic and our transactional service Sky Store (both rental and Buy & Keep which contains movies and from the autumn, series too). Whether that is the Best of the US in the form of movies or series from the bigger Hollywood distributors, or documentaries, indie titles and brilliant foreign language dramas, we are passionate about bringing great content to our customers. We work hand in hand with our Acquisitions colleagues in Sky Deutschland and Italia to acquire programming across our territories where possible..

YOUR ACTIVITY:

TV Content Buyer, VOD Buyer

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

Series, Feature Films Mini Series One-Off-Drama. Documentaries, music programming

DRAMA GENRES:

Crime Comedy Thriller / Horror / Fantasy Sci-Fi Period Drama Action

WHAT TERRITORIES DO YOU BUY FROM?

Europe Asia Australia / New Zealand, US

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Concise, personal, targeted sales pitches are best! It's great when a sales professional is really focused, with real insight into Sky's channels - and the perfect content for me to acquire! Pan European appeal – taking into account the needs of and availability for Sky Deutschland and Italia – would be ideal.



DRAMA BUYER



WILLARD TRESSEL

General Manager

U.S.A

DIRECTV LATIN AMERICA/ONDIRECTV

YOUR EDITORIAL STRATEGY:

OnDIRECTV features many acclaimed international drama series: FARGO, BROADCHURCH, THE FALL, THE KILLING (original), THE BRIDGE (original), Deutschland 83 and more. We have produced our first scripted series, LA CASA DEL MAR (shot in Argentina).

YOUR ACTIVITY:

TV Content Buyer Commissioner

WHAT TYPE OF PROGRAMMES ARE YOU LOOKING FOR?

Feature Films

Mini Series

DRAMA GENRES:

Crime Other: contemporary drama

WHAT TERRITORIES DO YOU BUY FROM?

Europe

North America

South America

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

We generally acquire finished products. Screeners, ratings and critical reviews are helpful.

The logo for OnDIRECTV, featuring a blue power button icon to the left of the text "OnDIRECTV" in a bold, blue, sans-serif font.

ONLINE VIDEO BUYER



SAM TOLES

Head of Global Content and
Distribution

U.S.A.

VIMEO

The Vimeo logo, featuring the word "vimeo" in a lowercase, bold, black, sans-serif font.

BRIEF COMPANY DESCRIPTION:

Vimeo® is the high-quality online video platform, inspiring the world to share and discover videos worth watching. Vimeo provides creators of all levels professional quality tools to share, publish or sell video - with no interruptive advertising. Vimeo has over 35 million registered members and a global monthly audience of over 180 million people, making it the largest, open transactional VOD platform worldwide. Founded in 2004 and based in New York City, Vimeo, LLC is an operating business of IAC (NASDAQ: IACI).

YOUR ACTIVITY:

VOD Buyer Commissioner

WHAT ARE YOU LOOKING FOR?

We are seeking premium content that has direct connection to audience (IE "built in audience"). Audience metrics are critical in our decision making process and those wishing to get a commission or sell a completed title should be able to (a) specifically quantify the audience (eg. "we have an e-mail list of 1 million people; we have over 500,000 Facebook followers, etc), (b) be able to demonstrate that the audience is eager to purchase (eg. we have run a successful merchandising program generating 10,000 transactions; we routinely sell out comedy clubs and believe our audience would buy a VOD special, etc) and (c) be premium in nature (IE longer form and high quality). A combination of A, B and C are generally requirements. If you have previous, meaningful traction in view count or VOD sales on our platform (Vimeo On Demand), we will place a priority on speaking with you.

WHAT RECENT ACQUISITIONS HAVE BEEN SUCCESSFUL ON YOUR CHANNEL/PLATFORM?

RolodexOfHate

(<https://vimeo.com/ondemand/rolodexofhate>)

ValleyUprising

(<https://vimeo.com/ondemand/valleyuprising>)

Con Man

(<https://vimeo.com/ondemand/conman>)

WILL YOU BE COMMISSIONING ORIGINAL ONLINE CONTENT?

Yes;

ONLINE VIDEO BUYER



NADIA ZAIONCHKOVSKA

Head of Content Acquisitions

UKRAINE

MEGOGO.NET

MEGOGO

BRIEF COMPANY DESCRIPTION:

MEGOGO is the first legal online video-on-demand service to operate in 15 countries of the former Soviet Union. Launched in November 2011 with both international & local content, it became available worldwide by the end of 2012 with Russian-language package. Last year we launched our services in the Czech Republic and Slovakia. Also we have started to sell linear TV packages to our users in CIS and Latvia, as a separate service.

YOUR ACTIVITY:

VOD Buyer

WHAT ARE YOU LOOKING FOR?

We look primarily for CIS+Baltics:

- a) TVOD/EST for current theatrical titles with territory-friendly short holdbacks
- b) 2015-2013 theatrical/cult/family titles for SVOD
- c) theatrical/cult/family/libraries for AVOD + TV content that was either on local or key domestic (US/UK/France) cable networks for AVOD + animation broadcast on key local/domestic networks (US/UK/France). We consider in-house localization only in exceptional cases.

WHAT RECENT ACQUISITIONS HAVE BEEN SUCCESSFUL ON YOUR CHANNEL/PLATFORM?

. We strongly follow local TV content and offer day-to-day catch up for our users (AVOD). In terms of TVOD - local theatrical blockbusters are in predictably high demand during early window slots..

WILL YOU BE COMMISSIONING ORIGINAL ONLINE CONTENT?

.We are open to consider such commissioning.