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WHAT DO BUYERS WANT ?



TALIT



UNITED MEDIA



Telefonica



CONTENTS



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UNITED KINGDOM

British Sky Broadcasting
Channel 4
Viaplay

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!



KIDS BUYER



TELIDJA KLAI
Content Manager
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



SVEN VEN LOKEREN

Content Manager

BELGIUM

VRT - KETNET



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.

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



KIRSTEN HURD

Acquisitions, TVO Kids

CANADA

TVO

YOUR EDITORIAL STRATEGY:

TVO Kids is always on the lookout for high quality educational animated and live-action programming for a wide range of age groups, from preschool through to school age.

YOUR ACTIVITY:

TV Content Buyer

WHAT TYPES OF PROGRAMS ARE YOU LOOKING FOR?

Animation Preschool
Animation Kids
Animation Family
Documentary for Kids
Live Action
Education

WHAT TERRITORIES DO YOU BUY FROM?

Asia
Australia / New Zealand
Europe
North America
South America

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

We are looking for completed programs, or programs in the early stages of production, but will look at bibles, demos and animation tests.

**tvo
kids**

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.



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.



KIDS BUYER



ANNE DAHLGREN

Manager, Video Content Buyer & Programming

FINLAND

ROVIO ENTERTAINMENT

YOUR EDITORIAL STRATEGY:

ToonsTV is a global AVOD channel viewed 90% on mobile devices, so the content needs to be short form (1-10 minutes). Among that, it should be entertaining for kids from 6 to 12 and their families. In a nutshell: Mischievous, fun, good quality, short and animated and/or live action is what we look for!

YOUR ACTIVITY:

VOD Buyer

WHAT TYPES OF PROGRAMS ARE YOU LOOKING FOR?

Animation Kids
Game Show
Live Action

WHAT TERRITORIES DO YOU BUY FROM?

Australia / New Zealand
Europe
North America
South America

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

We are interested in series that are ready for distribution and available for US AVOD at least. I would like to receive a few episodes to watch!



KIDS BUYER



TIINA HOLSTI

Senior Acquisitions Executive
FINLAND

SANOMA MEDIA FINLAND Ltd/
NELONEN MEDIA

nelonenmedia
a Sanoma company

YOUR EDITORIAL STRATEGY:

Sanoma Media Finland is the leading Finnish multi-channel media company known for its leading brands. Our operations are focused on newspapers and magazines, television and radio, and online and mobile content. Nelonen Media operates four nationwide free-to-air TV channels and five pay TV channels. Our six radio channels make us the leader in radio. Our VOD-platform Ruutu gathers together the contents of Nelonen Media's channels and provides viewers with an opportunity to watch them on almost any terminal device.

On Ruutu, we offer a strong selection of kids' animation to Finnish boys and girls. On our free-TV channel Nelonen we have a daily 3-hour kids' morning slot. The main target groups are preschoolers and kids. We're building strong partnerships with our content partners and we're very passionate about building the brands together for the best brand exposure and target group reach in Finland.

YOUR ACTIVITY:

TV Content Buyer & VOD Buyer

WHAT TYPES OF PROGRAMS ARE YOU LOOKING FOR?

Animation Preschool
Animation Kids

WHAT TERRITORIES DO YOU BUY FROM?

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

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

We're always looking for fresh and great kids' content and strong brands that work both in linear and non-linear environments. The best sales pitches are personal and clearly targeted for us to meet our content requirements and audience.

ONLINE VIDEO BUYER



ANNE NOKELAINEN

Senior Vice President, Acquisitions & VOD Content

FINLAND

SANOMA MEDIA FINLAND Ltd/
NELONEN MEDIA

BRIEF COMPANY DESCRIPTION:

Sanoma is the leading media company in Finland and the Netherlands. Nelonen Media is one of the leading commercial TV, VOD and radio broadcasters in Finland, owned by Sanoma.

YOUR ACTIVITY:

TV CONTENT BUYER

WHAT ARE YOU LOOKING FOR?

For VOD we are looking for US drama series (first windows only), movies, relationship-driven reality and kids programming. We only focus on big well-known commercial entertainment brands.

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

24 Legacy and Prison Break are amongst our new series this spring, right after the US broadcast.

WILL YOU BE COMMISSIONING ORIGINAL ONLINE CONTENT?

Most of our local content is available on our SVOD service first.

DRAMA BUYER



TARMO KIVIKALLIO

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 ARTE, featuring the word "arte" in a bold, lowercase, orange sans-serif font.

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.;

KIDS BUYER



ANURADHA JAVERI

Manager, Video Content Buyer &
Programming

INDIA

HOOPLAKIDZ/ YOBOHO NEW MEDIA

YOUR EDITORIAL STRATEGY:

License Pre-school 3D Animation shows (preferably Non Verbal) to be distributed across Digital Platforms for worldwide distribution. We are also actively looking at great library content (mainly Animation) which has been produced post 2011.

We are also looking at commissioning shows to native Digital Producers who already have an existing Youtube channel targeted towards Preschoolers.

YOUR ACTIVITY:

VOD Buyer

WHAT TYPES OF PROGRAMS ARE YOU LOOKING FOR?

Animation Preschool

Animation Kids

WHAT TERRITORIES DO YOU BUY FROM?

Asia

Australia / New Zealand

Europe

North America

South America

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

We are looking to quickly close deals. Hence, if you have control over your worldwide rights for your animations shows / library then we would be quick to respond.



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.



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;



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.

KIDS BUYER



SARA GAON

Head of Acquisitions

ISRAEL

ISRAEL EDUCATIONAL TELEVISION

YOUR EDITORIAL STRATEGY:

We are an educational public channel, financed by the government, with 15 hours of children's programming daily. We target mostly 6 to 12 year olds.

YOUR ACTIVITY:

TV Content Buyer

WHAT TYPES OF PROGRAMS ARE YOU LOOKING FOR?

Animation Preschool
Animation Kids
Documentary for Kids
Education

WHAT TERRITORIES DO YOU BUY FROM?

Australia / New Zealand
Europe
North America

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

All innovative shows that deal with science, art and music, either animated or in combination with live. We are interested in content that encourages gaining knowledge in dynamic, fresh and edutainment ways.

חינוכית

KIDS BUYER



MOR HOUBARA-ROZI

Channel Manager

ISRAEL

TALIT COMMUNICATIONS

YOUR EDITORIAL STRATEGY:

The Junior channel is aimed at children aged 5-10 in Israel. Our portfolio includes successful and popular titles such as *Masha and the Bear*, *Talking Tom* and *Friends*, *Angry Birds*, *Bakugan*, *Yu-Gi-Oh!* and more. As for local productions, we produce and air the most successful TV show for kids in Israel - *Kofiko*. With years of industry experience, The Junior channel offers our shows, full service brand management, marketing, promotion and strategic business development. We offer a "one stop shop" agency which is the best way to succeed, increase income and enhance brand equity: Media & New Media Distribution, Licensing and Merchandizing, Cooperation and Collaborations, PR, promotions and marketing (online, TV, outdoor activities, launch events) and more.

YOUR ACTIVITY:

TV Content Buyer & VOD Buyer

WHAT TYPES OF PROGRAMS ARE YOU LOOKING FOR?

Animation Preschool
Animation Kids
Animation Tweens & Teens
Arts Music & Culture
Feature Film
Live Action

WHAT TERRITORIES DO YOU BUY FROM?

Middle East / Africa

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

We check what kind of support is given to the show/brand and by doing so we (try to) understand the show's potential. Are there any more seasons in the pipe line? Does the brand have a master toy licensee? Is the show based on any Cultural anchors? Etc. The more information I have the better...

The logo for Talit Communications, featuring the word "TALIT" in a bold, dark blue, sans-serif font. The letters are slightly shadowed, giving a 3D effect. The logo is positioned on a white background within a dark grey rectangular area at the bottom of the page.

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?

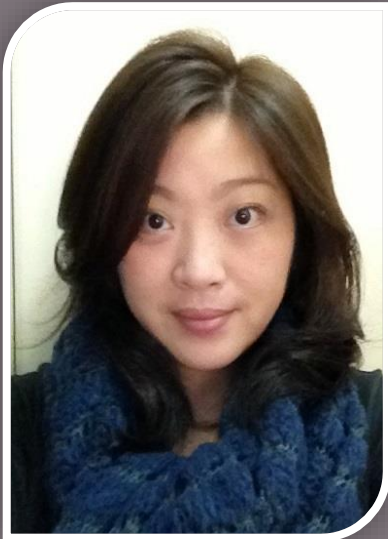
First run tv series and films and other mainstream contents.

WILL YOU BE COMMISSIONING ORIGINAL CONTENT?

Maybe web series



DRAMA BUYER



MIWA KOMORI

Senior Manager, Acquisitions,
Content Development &
Distribution, Global Business 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.

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

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

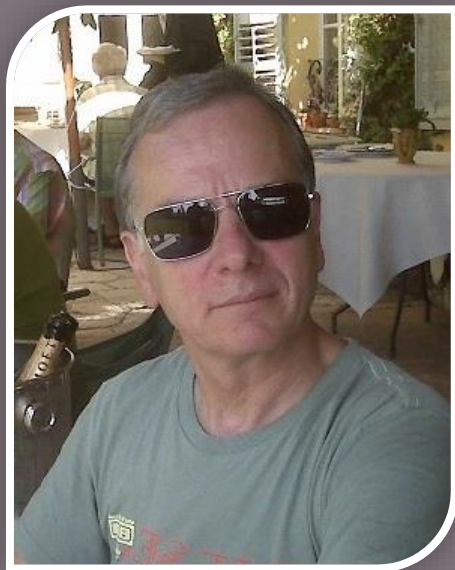
WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

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.



ONLINE VIDEO BUYER



OLGA FILIPUK

Director, Video Strategy

RUSSIAN FEDERATION

YANDEX

BRIEF COMPANY DESCRIPTION:

Yandex is the most popular search engine in Russia and the CIS.

YOUR ACTIVITY:

VOD Buyer

WHAT ARE YOU LOOKING FOR?

New cartoons, high profile TV series and TV movies from all over the world, alongside catalogues of popular TV series and evergreen classics, previously adapted into Russian.

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

We had a number of successful initiatives with local TV content and now are looking to expand our libraries of premiere and library content to distribute in the territories of Russia and the CIS.

WILL YOU BE COMMISSIONING ORIGINAL ONLINE CONTENT?

Not yet sure.

The Yandex logo, featuring the word "Yandex" in a bold, sans-serif font. The letter "Y" is red, and the remaining letters "andex" are black.

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?

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

MOVISTAR+

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

Telefonica

KIDS BUYER



LINDA GRANATH

Acquisitions Executive, 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?

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 scrips ready.

DRAMA BUYER



FADI ISMAIL

Director of Group Drama
(production/distribution)

U.A.E.

03 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?

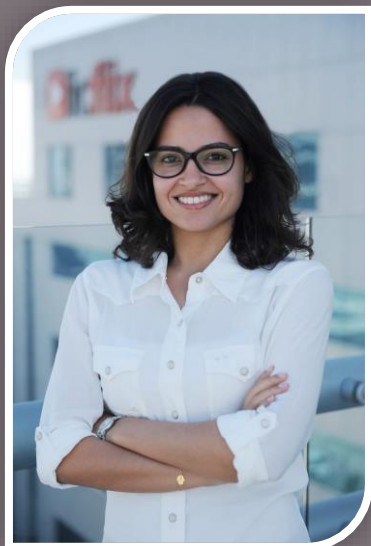
Europe

North America

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

By mail with a trailer.

DRAMA BUYER



RADIA SAADAOU

Manager Content Acquisitions & Programming

U.A.E

ICFLIX



YOUR EDITORIAL STRATEGY:

As Middle East and North Africa's leading SVoD streaming service, ICFLIX's strategy for drama acquisitions is to offer our subscribers the best of Jazwood (Arabic), Hollywood and Bollywood content. We usually license English, Arabic and French language drama series and ensure that all our shows are available with English, Arabic and French subtitles where required in order to cater to the audiences right across the MENA region.

We like to pick up shows which are not available elsewhere across the MENA region, making ICFLIX the only viewing platform on which to watch those shows.

YOUR ACTIVITY:

VOD Buyer

WHAT TYPES OF PROGRAMS ARE YOU LOOKING FOR?

Feature Films

Mini Series

One-Off Drama

DRAMA GENRES:

Action

Crime

Comedy

Period Drama

Science Fiction

Thriller / Horror / Fantasy

WHAT TERRITORIES DO YOU BUY FROM?

Asia

Australia / New Zealand

Europe

North America

South America

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Email is always best. We always request the following information: genre, synopsis, number of episodes, length, cast along with a trailer or screeners of TV dramas.

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



BUN BEESON

VP Acquisitions – Pay TV & VOD

UNITED KINGDOM

VIAPLAY

BRIEF COMPANY DESCRIPTION:

Viaplay is MTG's premium online video streaming service, offering series, movies and live sports. A European OTT pioneer, Viaplay was launched in the Nordic region in 2011 and offers the full range of on-demand products, including EST via Viaplay Store and TVOD sports packages. It is available online and offline via connected devices. Born in Sweden, it is part of Modern Times Group, whose brands span TV, radio and next generation entertainment experiences in eSports, digital video networks and online gaming.

YOUR ACTIVITY:

VOD Buyer & TV CONTENT BUYER

WHAT ARE YOU LOOKING FOR?

As always we are looking for bold original dramas, particularly bingeable box sets, and we are also after content to add to our comprehensive Kids offering, particularly slightly older skewing Tween content and Young Adult shows. We primarily want 1st run premieres. Offline viewing rights are a key requirement.

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

A mix of the best local content and our broad offering of US scripted dramas and comedies all perform well alongside our excellent movie, sports and kids offerings.

WILL YOU BE COMMISSIONING ORIGINAL ONLINE CONTENT?

Yes, our Viaplay Originals commissioning strategy has already delivered great results with shows like *Swedish Dicks* and *The Great Escape* and we have a strong pipeline of original productions planned for the future. We are eagerly anticipating the launch of our latest drama, *Veni Vidi Vici*.



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



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.