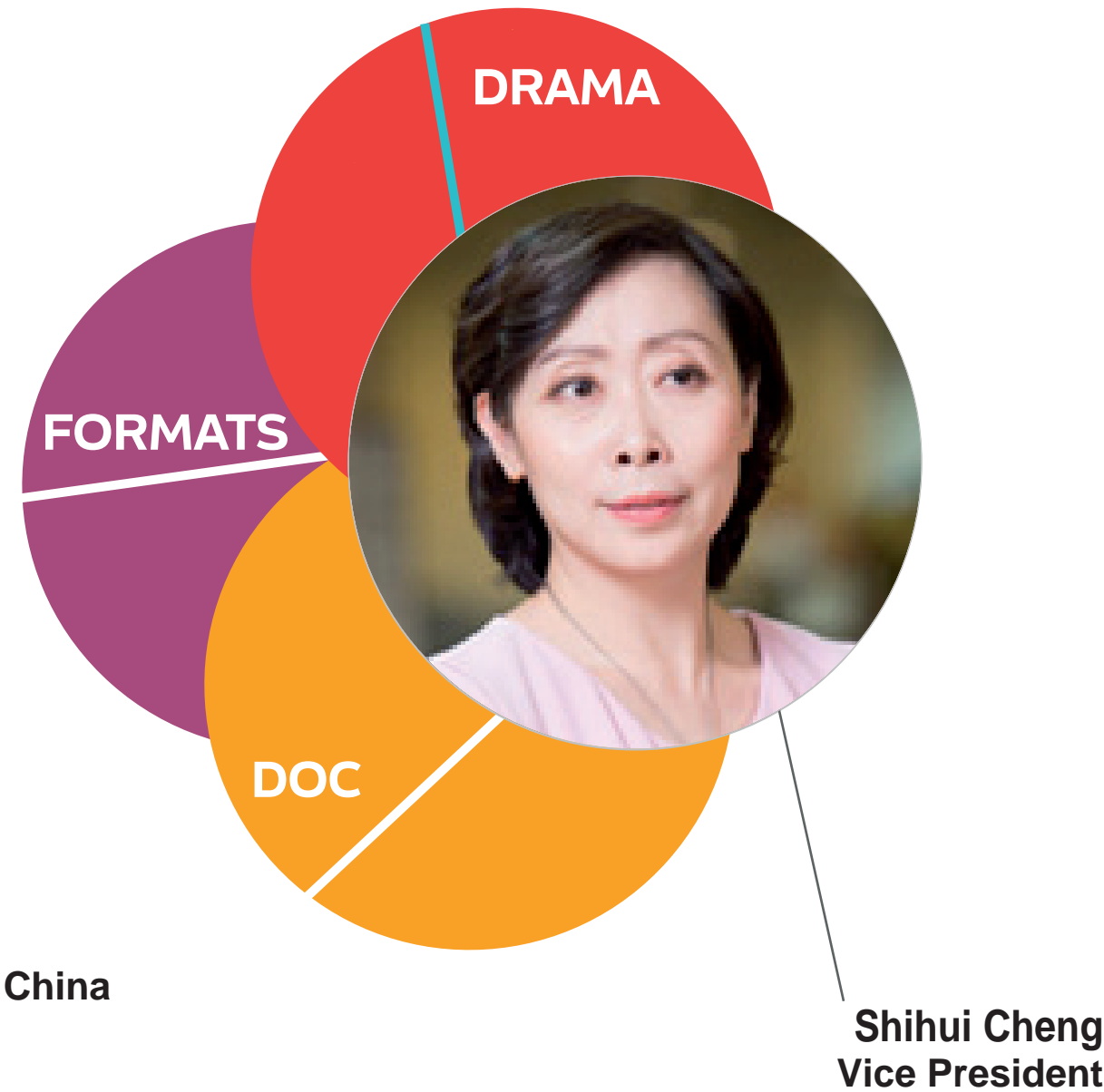


**WHAT DO  
COMMISSIONERS  
WANT?**



**Activity :** Acquisitions Commissioner TV Content Buyer (S)VOD Buyers Carriage Deal Buyer

**Acquisition Territory (ies) :** **Europe :** Austria Belgium Czech Republic Danmark Finland France Germany Greece Hungary Iceland Ireland Italy Luxemburg Netherlands Norway Poland Portugal Romania Russia Serbia Spain Sweden Switzerland Turkey Ukraine United Kingdom - **Asia :** China India Indonesia Japan Malaysia Philippines Singapore South Korea Sri Lanka Taiwan Thailand Vietnam - **North America :** Canada U.S.A. - **Latin America :** Argentina Bolivia Brazil Colombia Dominican Republic Ecuador El Salvador Mexico Peru Uruguay Venezuela - **Africa :** Algeria Benin Cameroon Central African Republic Côte d'Ivoire Democratic Republic of the Congo Kenya Morocco Nigeria South Africa Tunisia Zimbabwe - **Middle East :** Egypt Israel Jordan Kuwait Lebanon Qatar Saudi Arabia U.A.E. - **Oceania :** Australia New Zealand

WHAT IS YOUR EDITORIAL STRATEGY ?

Founded in 2004, 3C Media is a leading producer and provider of TV programmes in China, focusing on introducing overseas TV formats, creating original content, and TV programme production and distribution. Since its success in introducing BBC Worldwide’s format STRICTLY COME DANCING to China in 2006, 3C Media has established strategic partnerships with the world’s leading format companies, making it the pioneer for international TV format acquisition and the leading creator in adapting and creating original TV programmes in China. 3C Media was also one of the earliest companies to build a Format R&D Center and International Copyright Distribution Center. Currently its core business lies in research and development of original content, international distribution, co-development and Commissioner with global partners. 3C Media is equipped with top creative and production teams, creating a first-class platform for talents, content production and marketing. 3C Media has produced a list of high-quality programmes for China’s major Satellite TV networks, including SURPRISE! DADDY, MASTER CLASS, CELEBRITY MASTERCHEF, LET’S GO TIME TRAVELER, GET YOURSELF MARRIED IN TEN WEEKS, THE SPRING OF COMEDY CLASS etc. The historical experience programme LET’S GO TIME TRAVELER and the musical educational show MASTER CLASS respectively won the awards "Program with the Most Influential Brand of the Year" and "Top Ten Entertainment Programs of Satellite TV Satisfaction". Based on its comprehensive and profound understanding of TV formats, 3C Media co-hosts China Formats with Shanghai TV festival, with the aim of building a win-win platform between international format developers and the rocketing Chinese TV formats industry.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

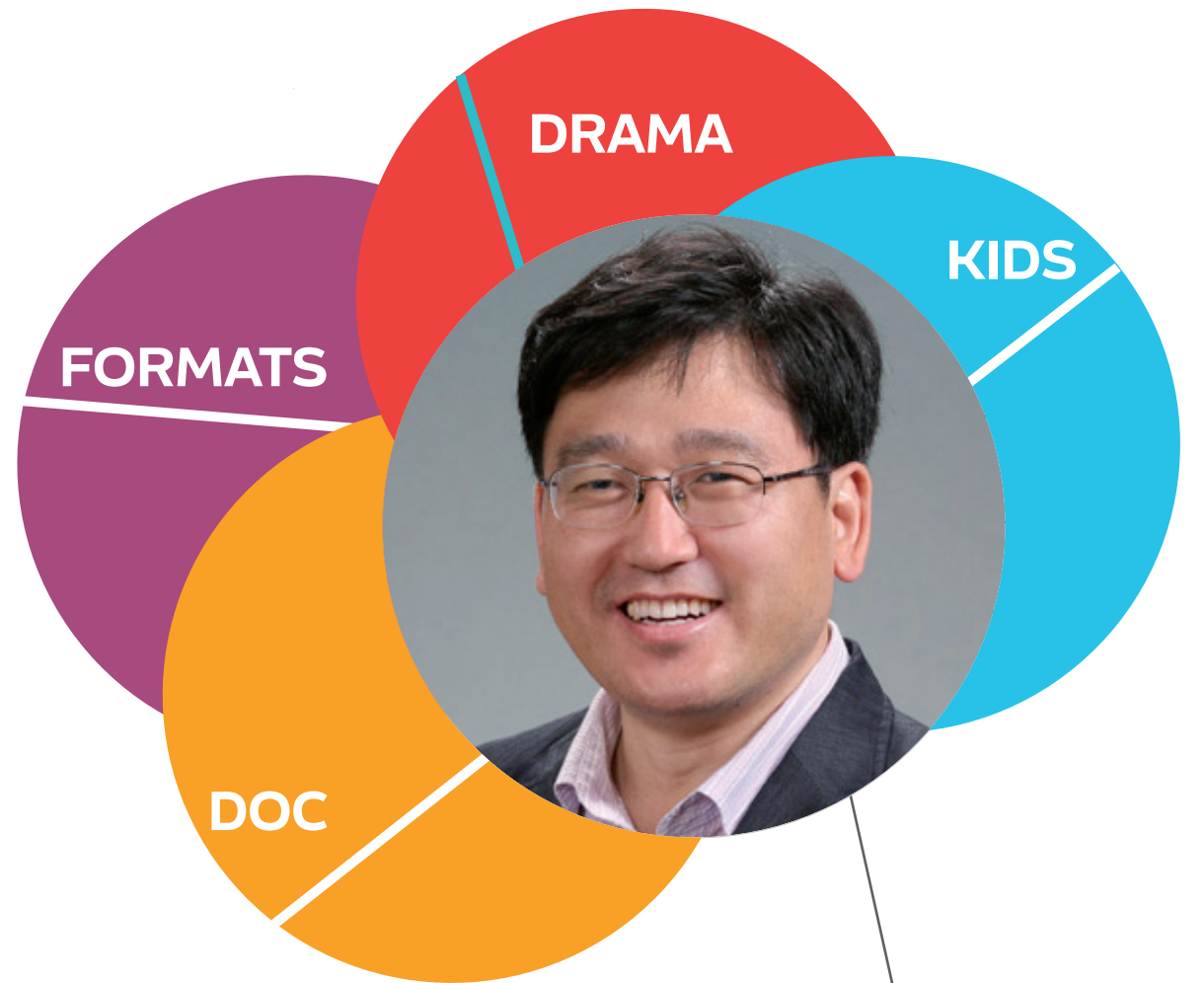
- Kid-related shows
- Talent shows / music shows
- Outdoor reality shows
- Comedy shows
- Culinary shows
- Culture shows
- Format from independent producers
- Hit format

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

The type of sales pitch I respond best to should contain:  
Visualized content (i.e. trailer)  
Detailed description

WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

- Entertainment shows
- Game shows
- Dating shows



**Korea, Republic of**

**Andrew(JIYONG) Kim**  
**President**

**Activity :** Acquisitions Commissioner TV Content Buyer (S)VOD Buyers

**Acquisition Territory (ies) :** **Europe :** France Germany Italy Netherlands Russia Spain United Kingdom - **Asia :** China Japan Singapore - **North America :** Canada U.S.A.

## WHAT IS YOUR EDITORIAL STRATEGY ?

Buying TV contents, movies  
Selling TV contents, movies  
Producing movies, dramas, and documentaries

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

HD Documentary series  
UHD 4K programmes  
Movies for VOD  
Animation movies  
4K Dramas, documentaries

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Movie  
Web Drama  
Documentary  
Animation  
Reality  
TV drama

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

Commissioner partners for documentary, drama, and movies  
Investment partners  
Format sales



United Kingdom

Jackie Murphy  
Senior Acquisitions Producer

Activity : Acquisitions Commissioner TV Content Buyer

**Acquisition Territory (ies) :** **Europe :** Austria Belgium Czech Republic Danmark Finland France Germany Greece Hungary Iceland Ireland Italy Luxemburg Netherlands Norway Poland Portugal Romania Russia Serbia Spain Sweden Switzerland Turkey Ukraine United Kingdom - **Asia :** China India Indonesia Japan Malaysia Philippines Singapore South Korea Sri Lanka Taiwan Thailand Vietnam - **North America :** Canada U.S.A. - **Latin America :** Argentina Bolivia Brazil Colombia Dominican Republic Ecuador El Salvador Mexico Peru Uruguay Venezuela - **Africa :** Algeria Benin Cameroon Central African Republic Côte d'Ivoire Democratic Republic of the Congo Kenya Morocco Nigeria South Africa Tunisia Zimbabwe - **Middle East :** Egypt Israel Jordan Kuwait Lebanon Qatar Saudi Arabia U.A.E.

WHAT IS YOUR EDITORIAL STRATEGY ?

Al Jazeera English is a global news and current affairs channel. Our documentaries should be by and about a range of people, places and perspectives, challenging dominant views and reflecting the human experiences and stories behind current affairs. Our films must speak to our audiences around the world. We give voice to those who rarely get heard in mainstream media and we value films, which are framed and positioned from within the global community. We value well-crafted films with strong visual storytelling and high production values.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

I am mainly looking for outstanding character-driven observational documentaries for the Witness flagship documentary strand. I look for strong characters and stories, which provide a deeper understanding of global current affairs issues. Witness has a weekly 48' slot and a weekly 25' slot. I frequently acquire award-winning feature-length documentaries, which we cut down to fit our slots. We commission, acquire and coproduce a large number of single documentaries and series.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

I respond best to people who have a very good knowledge and appreciation of our channel and have watched many of our programmes to understand which filmmaking style works for which strand.

WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

Exceptional, outstanding films with high production values, which will appeal to our global audience.



# AL JAZEERA MEDIA NETWORK



**Qatar**

**Nadia Tebib**  
Senior program producer

**Activity :** Acquisitions Commissioner

**Acquisition Territory (ies) :** **Africa :** Algeria Morocco Tunisia -  
**Middle East :** Egypt Jordan Kuwait Lebanon Qatar Saudi Arabia U.A.E.

## WHAT IS YOUR EDITORIAL STRATEGY ?

We are a news channel looking for political, current affairs and investigative programmes.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

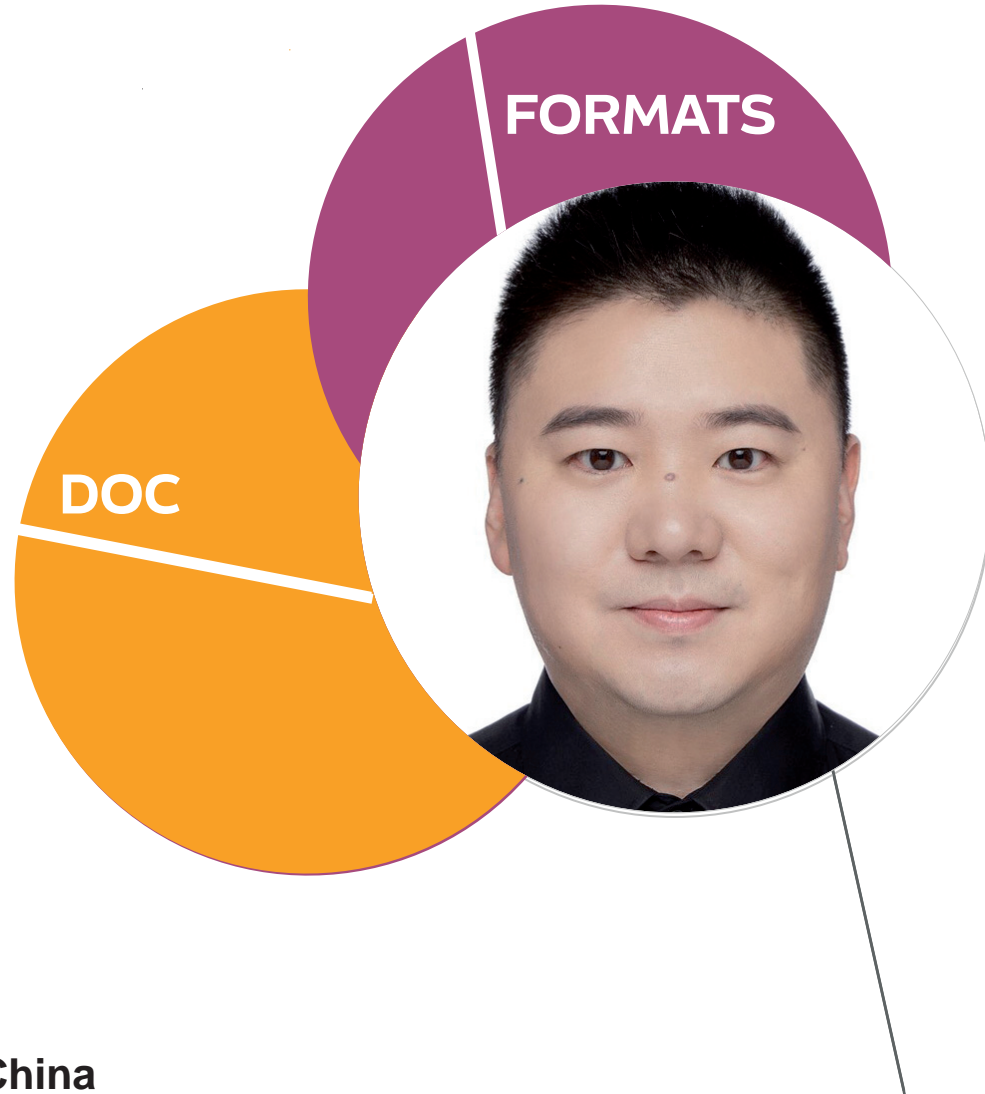
Political, current affairs and investigative programmes.

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

European

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

Special investigative political programmes



China

Qiang Li

Director of Media Acquisition &amp; Cooperation

**Activity :** Acquisitions Commissioner (S)VOD Buyers

**Acquisition Territory (ies) :** **Europe :** France Germany Italy Netherlands Norway Turkey Ukraine United Kingdom - **Asia :** China Japan Malaysia Philippines Singapore Taiwan Thailand Vietnam - **North America :** Canada U.S.A.

## WHAT IS YOUR EDITORIAL STRATEGY ?

Youku is a leading multi-screen online video sharing and streaming platform in China, and forms a key part of Alibaba Digital Media and Entertainment Group. Youku users can search and share video content quickly and easily, as well as access a wide selection of content, both proprietary and licensed, in its library. For more information, visit [www.youku.com](http://www.youku.com).

About Alibaba Digital Media and Entertainment Group

Alibaba Digital Media and Entertainment Group leverages Alibaba's commerce data to provide a comprehensive digital media and entertainment ecosystem for users to discover and consume content, and engage and interact with each other. Businesses under the Group include Youku, UC, Alibaba Pictures, Alibaba Music, Alibaba Gaming and Alibaba Literature.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Premium Formats, Non-scripted Entertainment, Doc& Factual, Web Original

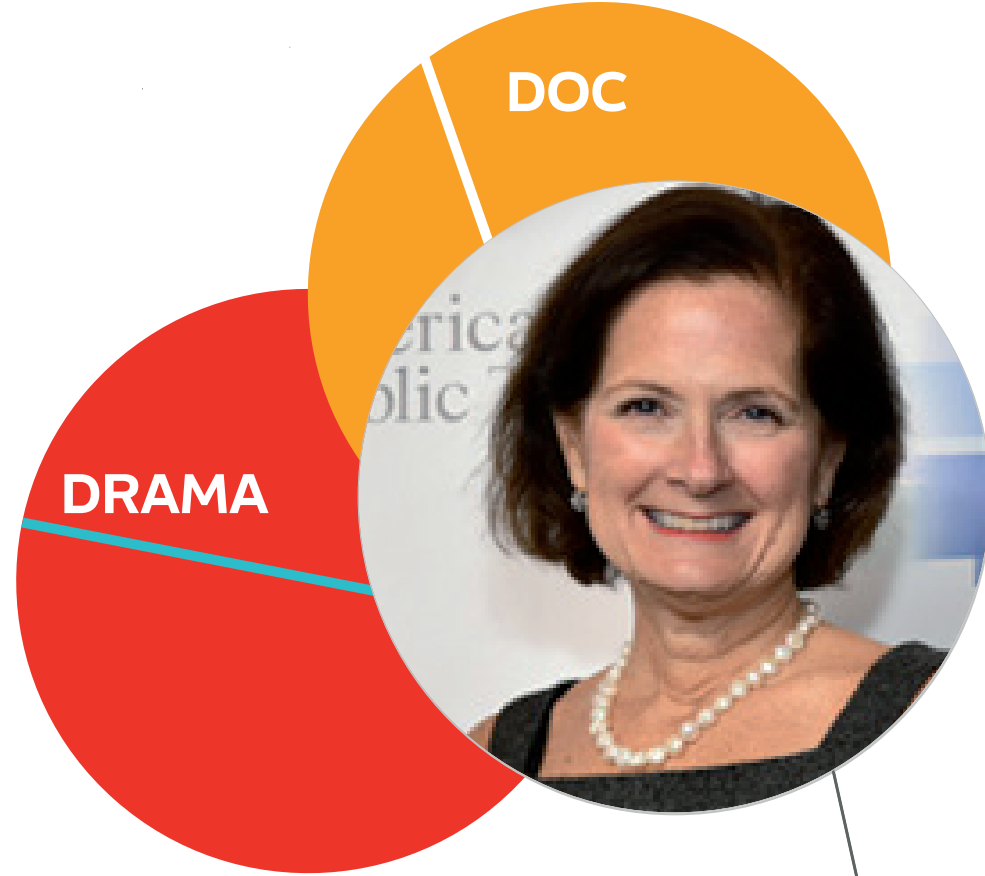
## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Proposal with screeners, production team, budget plan and timeline.

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

Premium Formats, Non-scripted Entertainment, Doc& Factual, Web Original

# AMERICAN PUBLIC TELEVISION



United States

Cynthia Fenneman  
President and CEO

**Activity :** Acquisitions Commissioner TV Content Buyer (S)VOD  
Buyers Commissioner

**Acquisition Territory (ies) :** **Europe :** United Kingdom - **North America :** Canada U.S.A. - **Oceania :** Australia New Zealand

## WHAT IS YOUR EDITORIAL STRATEGY ?

American Public Television (APT) is the leading syndicator of content to all of the U.S. public television stations.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Commissioners  
Acquisitions

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

E-mail

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

Very high quality productions  
Strong prime time ratings winner



**Germany**

**Ulrich Gambke**  
Commissioning editor

**Activity :** Commissioner

**Acquisition Territory (ies) :** Europe : France Germany United Kingdom

## WHAT IS YOUR EDITORIAL STRATEGY ?

I work for Bayerischer Rundfunk, one of the ARD-stations in Germany. We are looking for blue-chip documentaries for prime-time.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Documentaries (one-offs and mini-series) with a length of 43'. We basically look for one-hour titles. We are looking for programmes with a moving storyline and strong characters. Topics should be above all People and Landscapes.

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Short pitches and brief treatments which give a taste of how the story will look and feel.





**Canada**

**Franca Cerretti**  
**Director, Acquisitions**

**Activity :** Acquisitions Commissioner TV Content Buyer (S)VOD Buyers

**Acquisition Territory (ies) :** Europe : United Kingdom - North America : Canada

## WHAT IS YOUR EDITORIAL STRATEGY ?

Acquiring the best programmes for our diverse specialty channels including fiction, lifestyle, documentary and sport.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

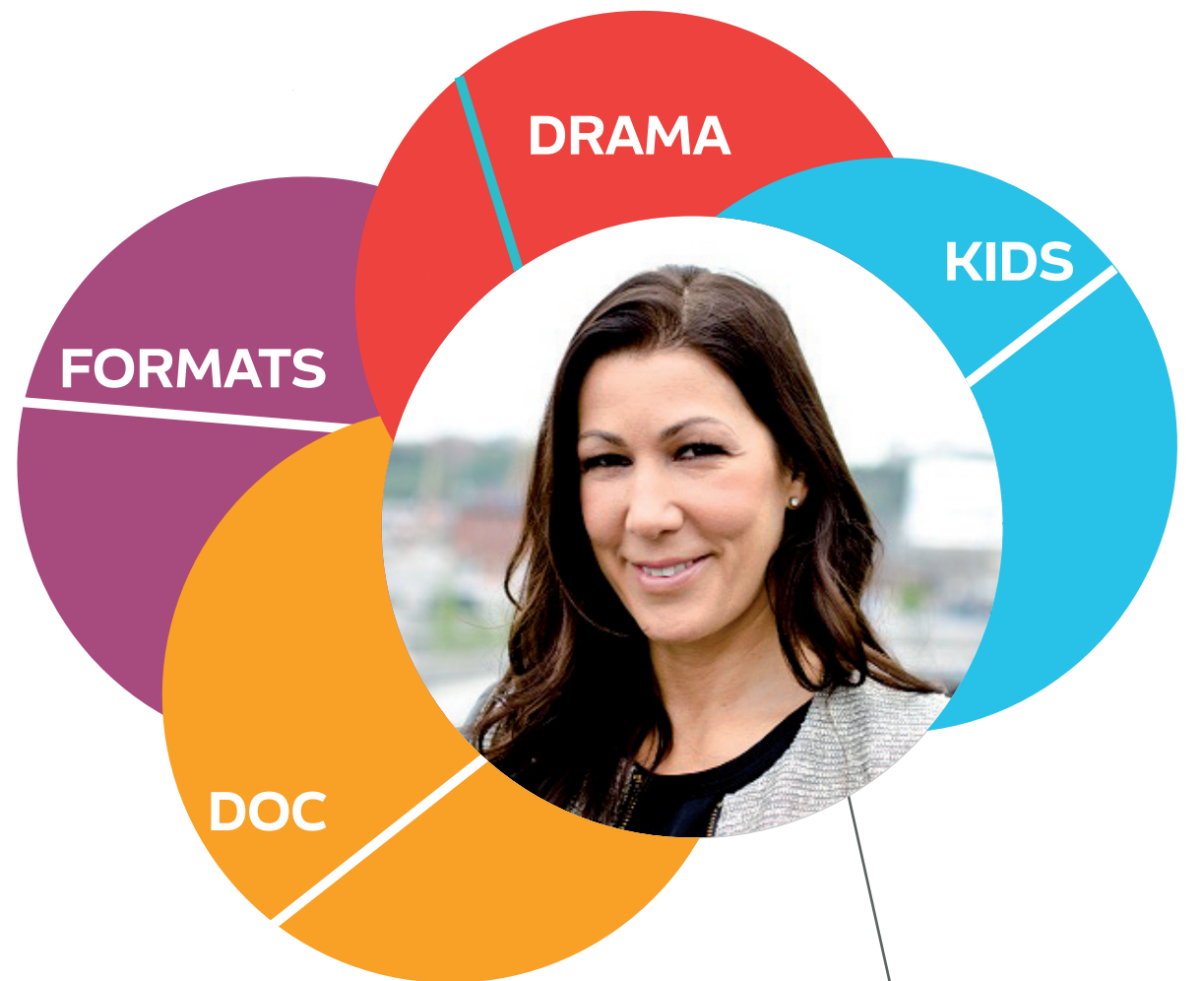
I am looking for non-fiction programmes in all genres.

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

I usually prefer to receive some documentation beforehand, so I can pre-evaluate if the programme suits our needs. This can be followed by a call or meeting.

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

The programme can be considered an official Canadian coproduction (therefore having access to the Canadian content certification).



Sweden

Cathrine Wiernik  
Director of Programs

**Activity :** Tv Content Buyer (S)VOD Buyers Commissioner

**Acquisition Territory (ies) :** Europe : Danmark Finland  
Norway Sweden

## WHAT IS YOUR EDITORIAL STRATEGY ?

We are the biggest commercial broadcaster in Sweden with a wide spectra of FTA channels as well as more nisch basic cable channels, an A-vod platform (TV4 play) and a pan scandi premium pay-TV/S-Vod platform (C more).

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Big engaging shows in all genres that can bring in a broad audience for all our channels and platforms. For our flag ship FTA main channel we look for shows (formats) for a Big, broad audience (15-64) no matter what genre. We also look for high end United Kingdom/US scripted series for our S-vod platform as well as feature film. We also look for documentaries and comedies for our A-vod platform.

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Any kind as long as it's good - with a product, show, idea clearly targeted at our various channels/platforms. Having done the home work before pitching is very appreciated

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

Relevance to our audience - feeling of close to home rather than super international. Even though it's a co production it needs to have a local appeal (for example, location/setting, theme, local actors etc).



France

**Aline Marrache-Tesseraud**  
**SVP international contents acquisitions**

**Activity :** Acquisitions Commissioner TV Content Buyer (S)VOD Buyers

**Acquisition Territory (ies) :** **Europe :** France Italy Spain - **North America :** Canada U.S.A. - **Latin America :** Argentina Bolivia Brazil Colombia Mexico Peru Uruguay Venezuela

## WHAT IS YOUR EDITORIAL STRATEGY ?

Acquiring international TV dramas, and also short form series for a paying international audience.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Essentially high concept dramas, with ambitious cast and storyline.

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

It has to be short and straight to the point:

1/3 story/concept

1/3 potential for targeted audience

1/3 added value in business

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

The total production budget, of course, and if it is aligned with the artistic proposal; what other worldwide broadcasters are involved in the project; when is the supposed delivery date; what is the business potential of the project on the targeted markets?



**Colombia**

**Marcelo Liberini**  
VP Digital

**Activity :** Commissioner

**Acquisition Territory (ies) :** Latin America : Argentina  
Colombia Mexico Venezuela

## WHAT IS YOUR EDITORIAL STRATEGY ?

We are the main National Free TV Station in Colombia

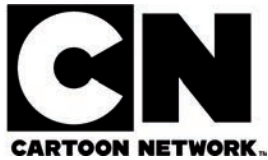
## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Short form formats and content.

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Any kind of short form ideas.





United States

Adina Pitt

VP Content Acquisitions and Commissioners

**Activity :** Acquisitions Commissioner TV Content Buyer (S)VOD Buyers

**Acquisition Territory (ies) :** **Europe :** France Germany Italy Netherlands Poland Portugal Spain Sweden Turkey United Kingdom - **Asia :** India Malaysia - **North America :** Canada U.S.A. - **Latin America :** Argentina Brazil Mexico

WHAT IS YOUR EDITORIAL STRATEGY ?

We look for content (animation) for kids that can work across our vast ecosystem. We build brands and look to balance our originals with high quality 3rd party IP.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Children’s Programmes (primarily animated)  
Animation for kids 6-11 as well as 4-7 years old.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

The ones that have great shows! I don’t have a preferred style. People who pitch need to know their content as well as our platform.



United States

Joanna Rosenthal

Manager, Content Acquisitions and Coproductions

**Activity :** Acquisitions Commissioner TV Content Buyer (S)VOD Buyers

**Acquisition Territory (ies) :** **Europe :** France Germany Italy Netherlands Poland Portugal Spain Sweden Turkey United Kingdom - **Asia :** India Malaysia - **North America :** Canada U.S.A. - **Latin America :** Argentina Brazil Mexico

WHAT IS YOUR EDITORIAL STRATEGY ?

We are open to reviewing content of all kinds of genres in the kids 6-11 space, but we are still focused on animated comedies that can complement our original IP. We are definitely looking for content with boy appeal, but do not want to alienate the potential girl audience. We are open to creative formats, but are not airing any live action shows. For Cartoon Network, we are not focused on library content, but would rather see all first run opportunities. For Boomerang and Boomerang OTT, we are targeting kids 4-8. This is a more gender neutral platform that features animated properties. We air series that sit slightly above the preschool target demographic and we are not solely focused on classic brands.

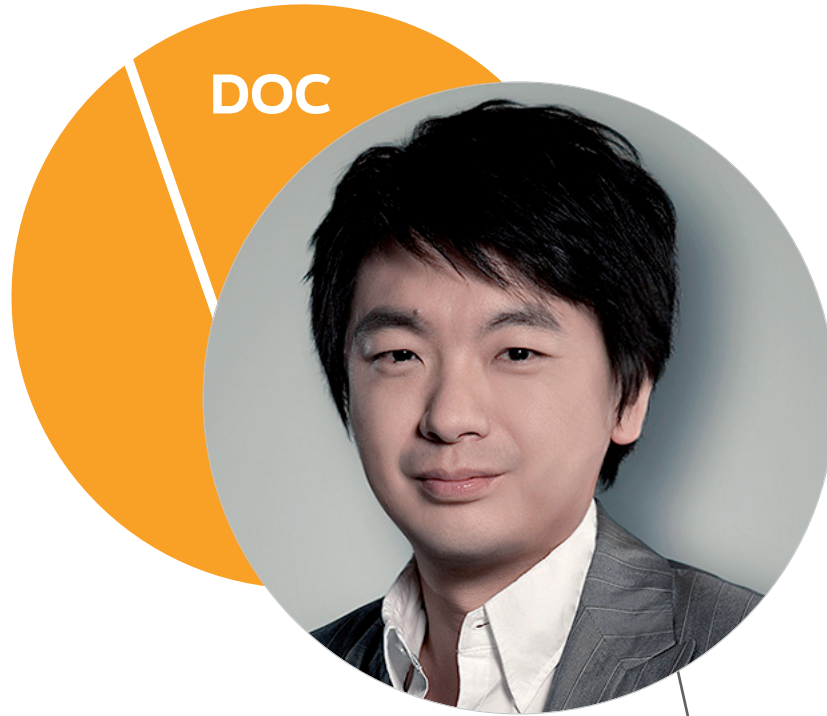
WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Cartoon Network in the United States is on from 6am-8pm (as of 8pm we become Adult Swim). Currently, we are open to reviewing content of all kinds of genres in the kids 6-11 space, but we are still focused on animated comedies that can complement our original IP. We are definitely looking for content with boy appeal, but do not want to alienate the potential girl audience. We are open to creative formats, but are not airing any live action shows. For Cartoon Network, we are not focused on library content, but would rather see all first run opportunities. For Boomerang and Boomerang OTT, we are targeting kids 4-8. This is a more gender neutral platform that features animated properties. We air series that sit slightly above the preschool target demographic and we are not solely focused on classic brands. We are excited to see new ideas that can have franchise potential.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

The more materials you have the better! We are open to seeing pitches at all stages of development, but at the very least, there must be a bible, story ideas and character treatment.

# CCTV9, DOCUMENTARY CHANNEL



China

Yuan Tian

Head of International Acquisitions & Commissioner

**Activity :** Acquisitions Commissioner

**Acquisition Territory (ies) :** **Europe :** Austria France United Kingdom - **North America :** Canada U.S.A. - **Africa :** South Africa

## WHAT IS YOUR EDITORIAL STRATEGY ?

CCTV9 (CCTV Documentary Channel) is China's leading documentary channel and China's only national channel dedicated to factual programming. Launched on January 1st, 2011, it is the fastest growing channel in the CCTV family, and has become China's largest production, Commission, transmission and acquisition platform for factual programming.

CCTV9 broadcasts 24 hours a day, covers the entire country and has an audience of over 800 million. The highest daily audience was 94 million. It displays the unique value of factual programming in authentically showcasing history and reality, and endeavours to tell Chinese stories and transmit Chinese speech to the global cultural horizon; with vivid visual language and international broadcast voices, it intends to overcome cultural barriers and win the universal psychological identification and emotional resonance of the global audience.

CCTV9 is going to open up its broadcasting platform, integrate well-performing resources in the Chinese factual programme industry, establish industrial standards (including standards on subject selection, form, technique and pricing), and gradually shape a unified, open and orderly factual programme market, with a view to laying a solid foundation for industrial operations of this line.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

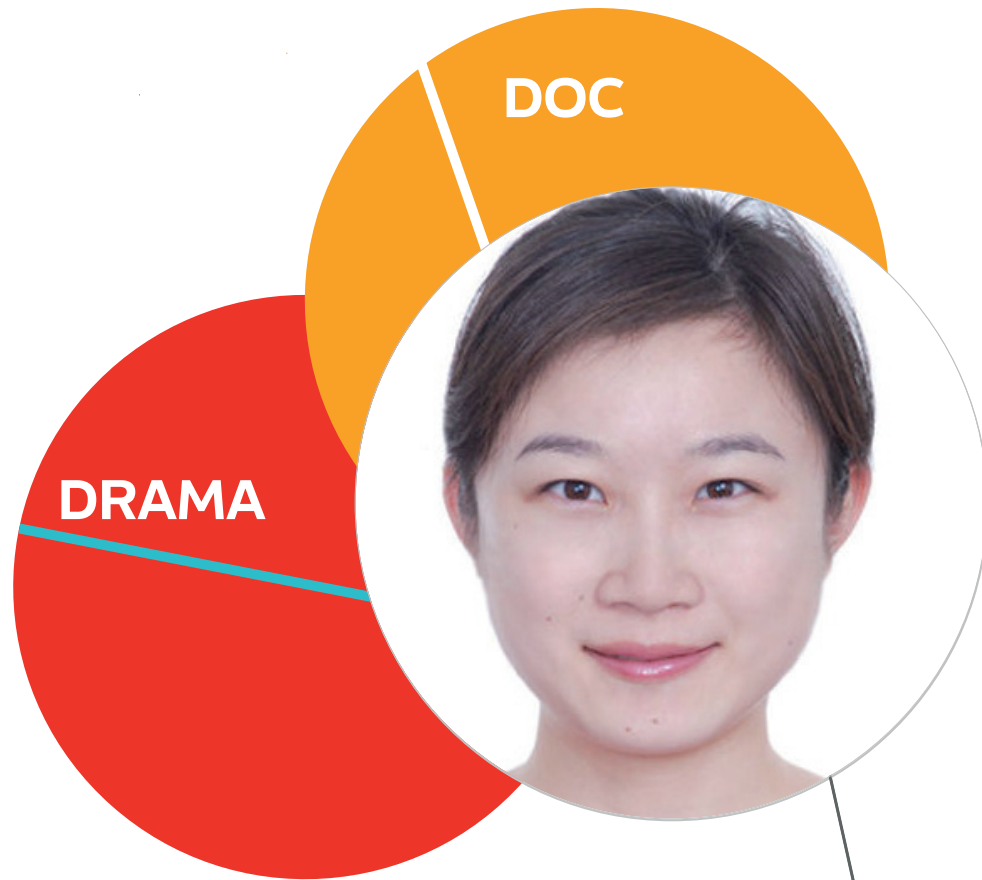
Tian Yuan, Head of International Acquisitions and Commissioner of CCTV Documentary Channel, is responsible for acquisition (up to 800 hours yearly) and Commissioners of the channel, from programme selection and negotiation to contract reviewing and project execution.

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Catalogue by email or meeting face to face.

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

Blue chip Commissioner opportunities.



China

**Xiaodi Wang**  
**Director of Domestic Marketing Department**

**Activity :** Acquisitions Commissioner TV Content Buyer (S)VOD  
Buyers Carriage Deal Buyer

**Acquisition Territory (ies) :** **Europe :** Austria France Germany Greece  
Hungary Italy Netherlands Portugal Russia Spain Turkey United  
Kingdom - **Asia :** China India Malaysia Philippines Singapore Taiwan  
Thailand - **North America :** Canada U.S.A. - **Latin America :** Brazil  
Colombia Mexico - **Africa :** Morocco South Africa - **Oceania :** Australia  
New Zealand

## WHAT IS YOUR EDITORIAL STRATEGY ?

We produce TV programmes, and also buy some from overseas for distribution within China. We establish import and export platforms for Chinese production companies and help to set up cooperative relations with companies across the world.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Mainly TV dramas and documentaries which are suitable for broadcasting and screening on TV or online platforms.

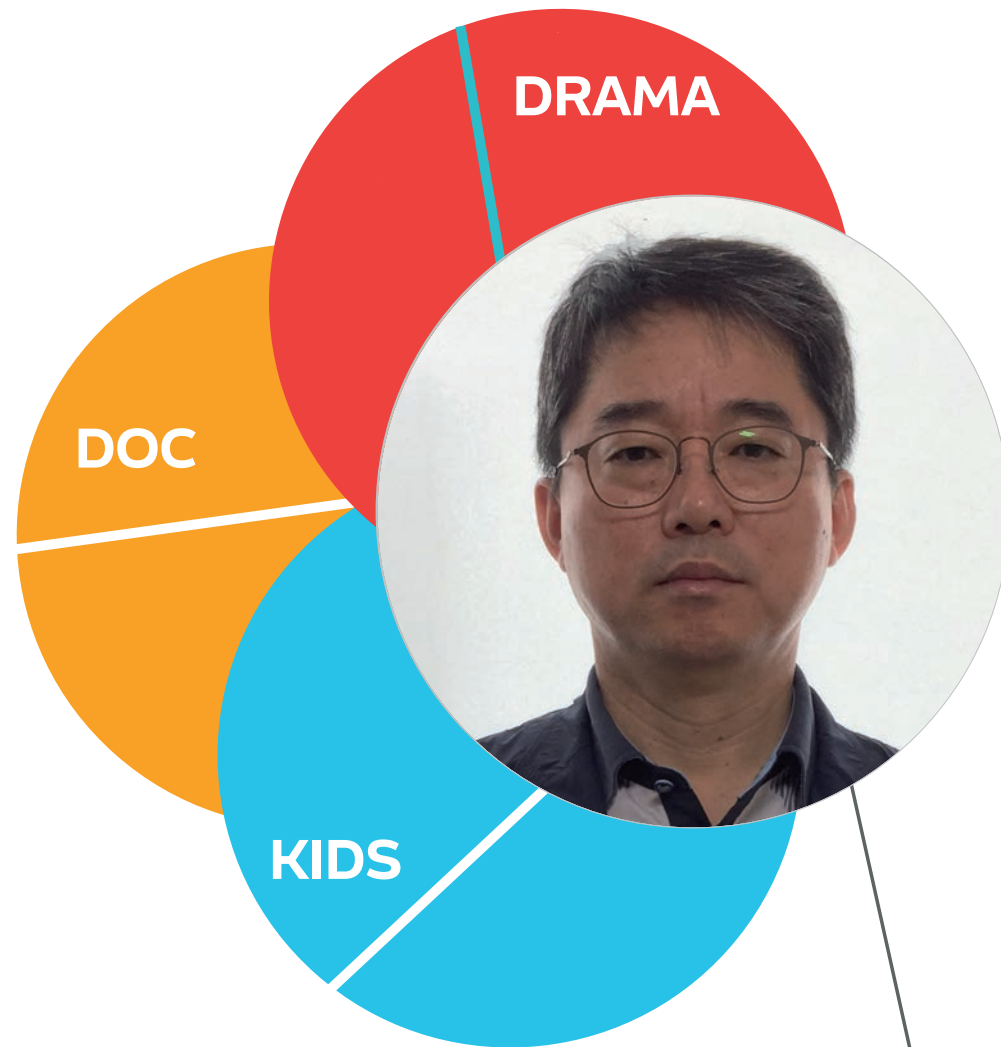
## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

I would like to have the catalogues and short profiles of the programmes distributors intend to pitch to me. Also good if they have already worked with Chinese market.

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

Projects focusing on culture, nature and human life.





Republic of Korea

CR Kim  
President

**Activity :** Acquisitions Commissioner TV Content Buyer (S)VOD Buyers

**Acquisition Territory (ies) :** **Europe :** France Germany Ireland Netherlands Russia United Kingdom - **Asia :** Japan Malaysia Singapore - **North America :** Canada U.S.A. - **Oceania :** Australia

## WHAT IS YOUR EDITORIAL STRATEGY ?

CNC Media is one of the leading distribution companies in Korea. Since its start in 2010, we have licensed many programmes from our overseas partners for Free TV, Pay TV, Home Video, and VOD rights for Korean territory. We have also been doing business with Korean and international merchandising and documentary production partners since 2015.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

1. Distribution (Documentary, etc)
  - For Free TV, Pay TV, New Media
2. Distribution (Animation)
  - Home Video / VOD / Consumer Products
3. Planning and Commissioner
  - Documentary

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Email newsletter works very well, and Electronic Catalogue is also great for us.

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

When we are working on Commissioner, we need the following:  
\* Commissioner / Co-distribution / Co-funding



Republic of Korea

Claire Hong  
Head of Sales and Acquisitions

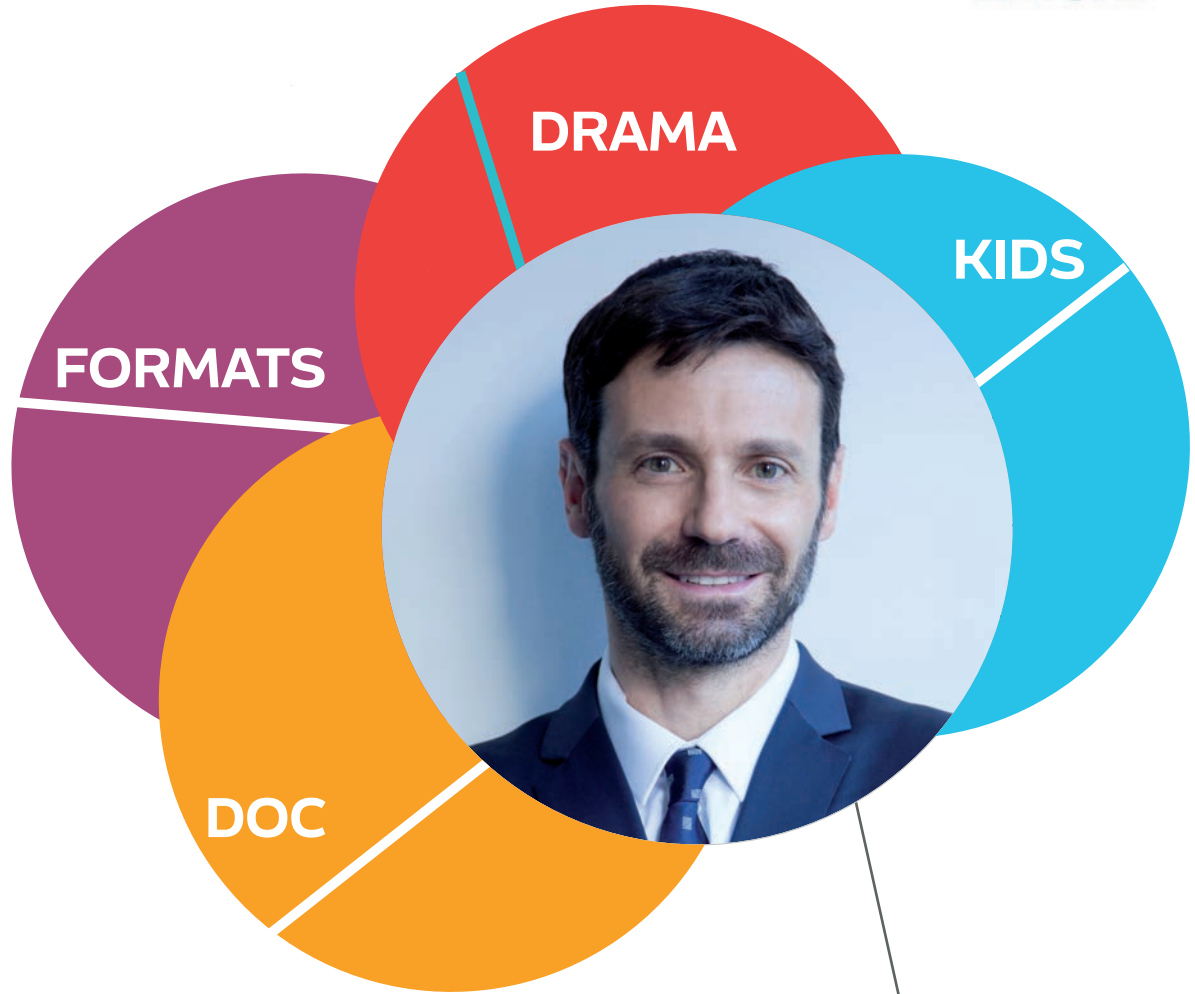
Activity : TV Content Buyer (S)VOD Buyers Commissioner

Acquisition Territory (ies) : Europe : Austria Belgium Czech Republic Danmark Finland France Germany Greece Hungary Iceland Ireland Italy Luxemburg Netherlands Norway Poland Portugal Romania Russia Serbia Spain Sweden Switzerland Turkey United Kingdomraine United Kingdom - Asia : China India Indonesia Japan Malaysia Philippines Singapore South Korea Sri Lanka Taiwan Thailand Vietnam - North America : Canada U.S.A. - Latin America : Argentina Bolivia Brazil Colombia Dominican Republic Ecuador El Salvador Mexico Peru Uruguay Venezuela - Africa : Algeria Benin Cameroon Central African Republic Côte d'Ivoire Democratic Republic of the Congo Kenya Morocco Nigeria South Africa Tunisia Zimbabwe - Middle East : Egypt Israel Jordan Kuwait Lebanon Qatar Saudi Arabia U.A.E. - Oceania : Australia New Zealand

WHAT IS YOUR EDITORIAL STRATEGY ?  
Buying

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?  
docs & factual

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?  
Screening with description



Italy

Massimo Bruno  
Head of TV Channels

**Activity :** Acquisitions Commissioner TV Content Buyer (S)VOD Buyers

**Acquisition Territory (ies) :** Europe : Italy - North America : USA

WHAT IS YOUR EDITORIAL STRATEGY ?

We are an independent multiplatform Network presenting a unique content offer, identifying the editorial needs of each target and always maximizing the brand awareness of our TV Network.

As part of our Group, we have 3 TV channels for the Kids audience and one TV channel for a male audience

? DeAJunior. (Pay TV): The first Edutainment Channel for a preschool target with a special focus on family co-viewing. Created to enable kids to learn, understand and discover.

? DeAKids (Pay TV): The I-Do-tainment brand of the Group, the new wave of educational content to empower kids and encourage them into action. Target 6-8, with a distinctive brand positioning. Including "ad-hoc" original productions.

? Super! (Free-to-Air): The entertainment channel for kids 8 - 14 y.o. Allows kids to discover their own skills, but always in a funny and spontaneous way. It's the channel kids go to find the contents they really want and that they identify with. Super! is part of the recent joint venture agreement between De Agostini Editore and Viacom International Media Networks Italia

? Alpha (Free-to-Air): Dedicated to male audience, target adults 25-45 y.o where normal people become heroes challenging themselves and their limits. Real stories that become extraordinary with breathtaking scenarios.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

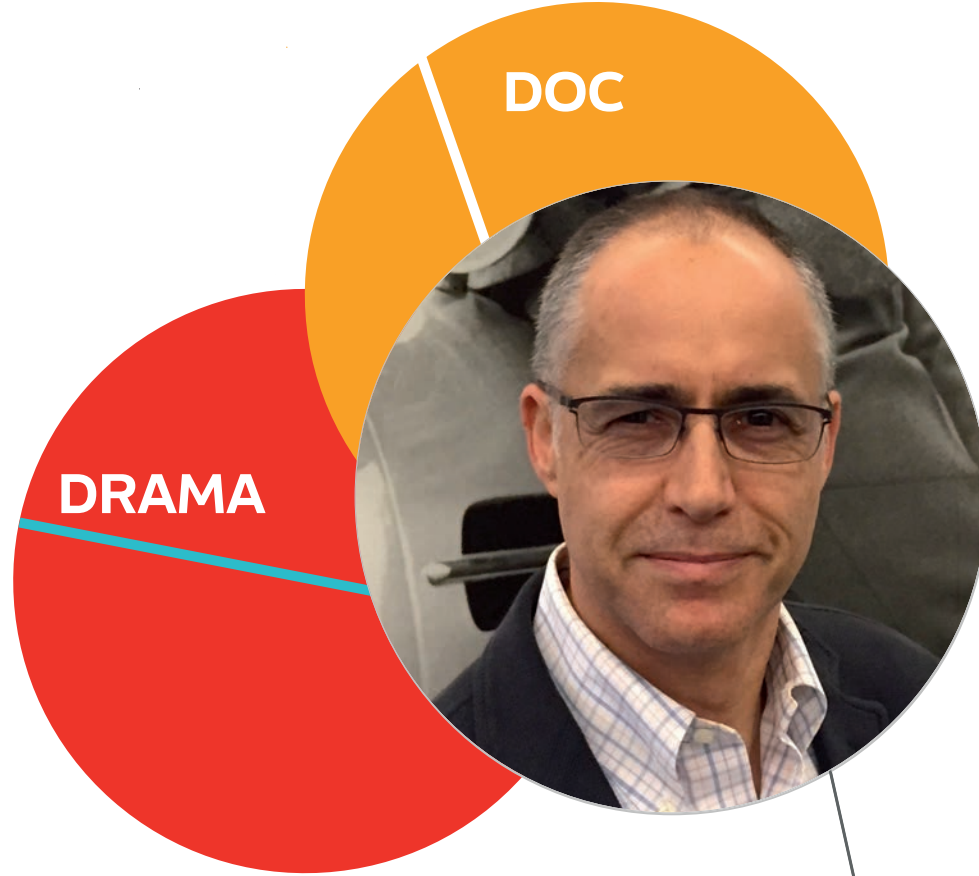
We are looking for all kind of new projects that are adapted to our channel editorial and strategic needs.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Basically, all pitches are interesting because there is always something new to learn or discover around a new IP. Considering we are a multiplatform network, we are looking more and more for 360° projects that cover all the necessary platforms and areas of our Brands.

WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

In terms of Commissioner we always look for great partners to create synergies and strategies that enable content to reach out the best, local and internationally.



United States

**Willard Tressel**  
General Manager OnDIRECTV

**Activity :** Acquisitions Commissioner TV Content Buyer  
Commissioner

**Acquisition Territory (ies) :** Europe : United Kingdom - North  
America : USA - Latin America : Argentina Colombia Peru  
Uruguay Venezuela

## WHAT IS YOUR EDITORIAL STRATEGY ?

Acquire and produce content for DIRECTV Latin America's exclusive entertainment channel, OnDIRECTV.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Series (drama/fiction), docs, concerts, events

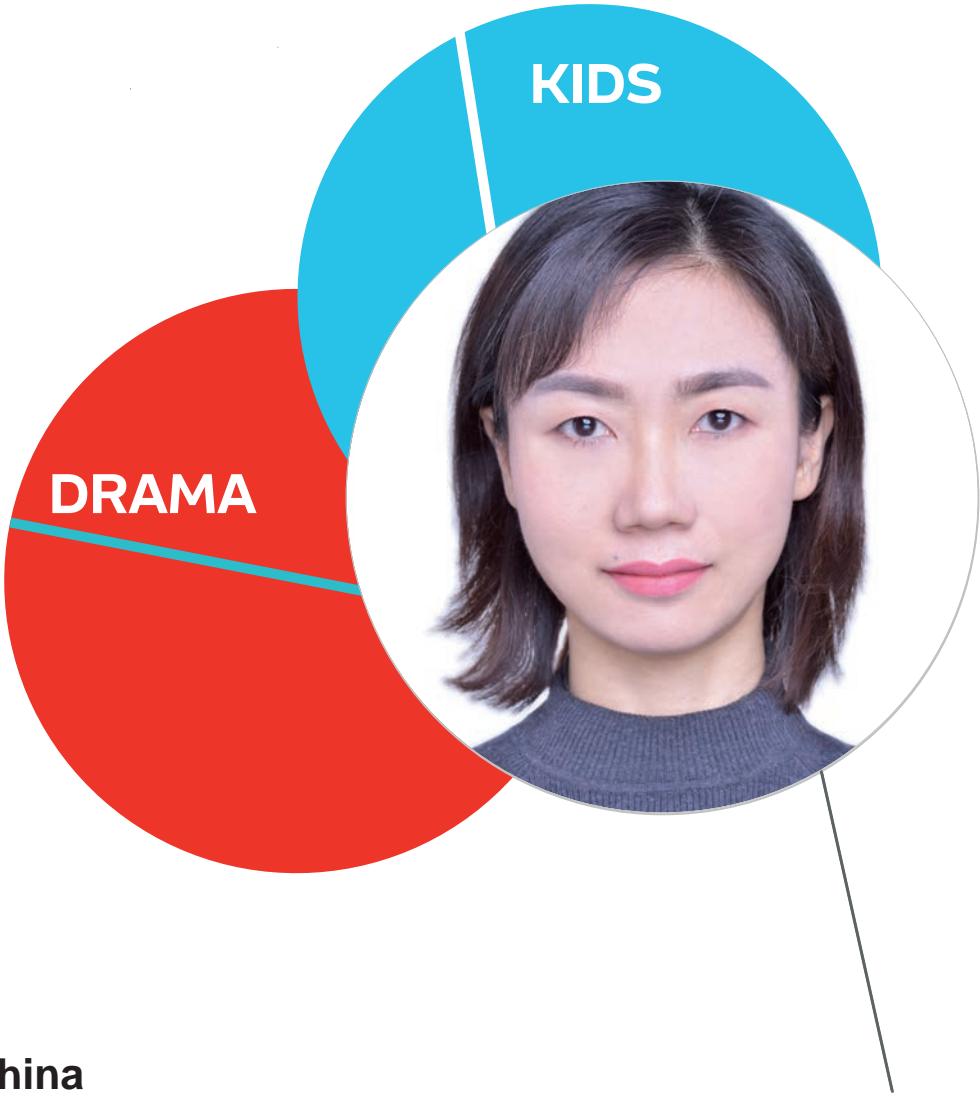
## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Written with links to content. Then a follow-up call, if needed.

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

We look for Commissioners that avoid a collision of territories and windows and are, by and large, equitably divided in investment. Creatively, we like to be involved in story development and production.





China

Meili Ni  
Entertainment Business Manager

**Activity :** Acquisitions Commissioner TV Content Buyer (S)VOD Buyers

**Acquisition Territory (ies) :** **Europe :** Austria Belgium Czech Republic Danmark Finland France Germany Greece Hungary Iceland Ireland Italy Luxemburg Netherlands Norway Poland Portugal Romania Russia Serbia Spain Sweden Switzerland Turkey Ukraine United Kingdom - **Asia :** China India Indonesia Japan Malaysia Philippines Singapore South Korea Sri Lanka Taiwan Thailand Vietnam - **North America :** Canada U.S.A. - **Oceania :** Australia New Zealand

WHAT IS YOUR EDITORIAL STRATEGY ?

DMG is the premiere global entertainment company based in Beijing with 27 years history and more than 50 diverse holdings across Motion Pictures, Media, Television, Music, Digital, Finance, Licensing, Merchandising and Entertainment properties. DMG has founded Media, Entertainment, and Financial powerhouses in North America and Asia. DMG bought Hollywood extreme action movie Iron Man 3 which became the highest grossing international film in China that year and picked up two important awards at the Shanghai International Film Festival. The family entertainment business covers Playmobil TV, Film and Licensing, Transformers Family Entertainment Center, and family friendly licensing brands of LT Duck, The Dog, Monchhichi, Kumamon, etc.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Movies and animation mainly.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Strong IP based characters and content.

WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

Production studio.



**Australia**

**Ross Crowley**  
Director of Content

**Activity :** Acquisitions TV Content Buyer (S)VOD Buyers  
Commissioner

**Acquisition Territory (ies) :** **Europe :** United Kingdom - **North America :** USA - **Oceania :** Australia

## WHAT IS YOUR EDITORIAL STRATEGY ?

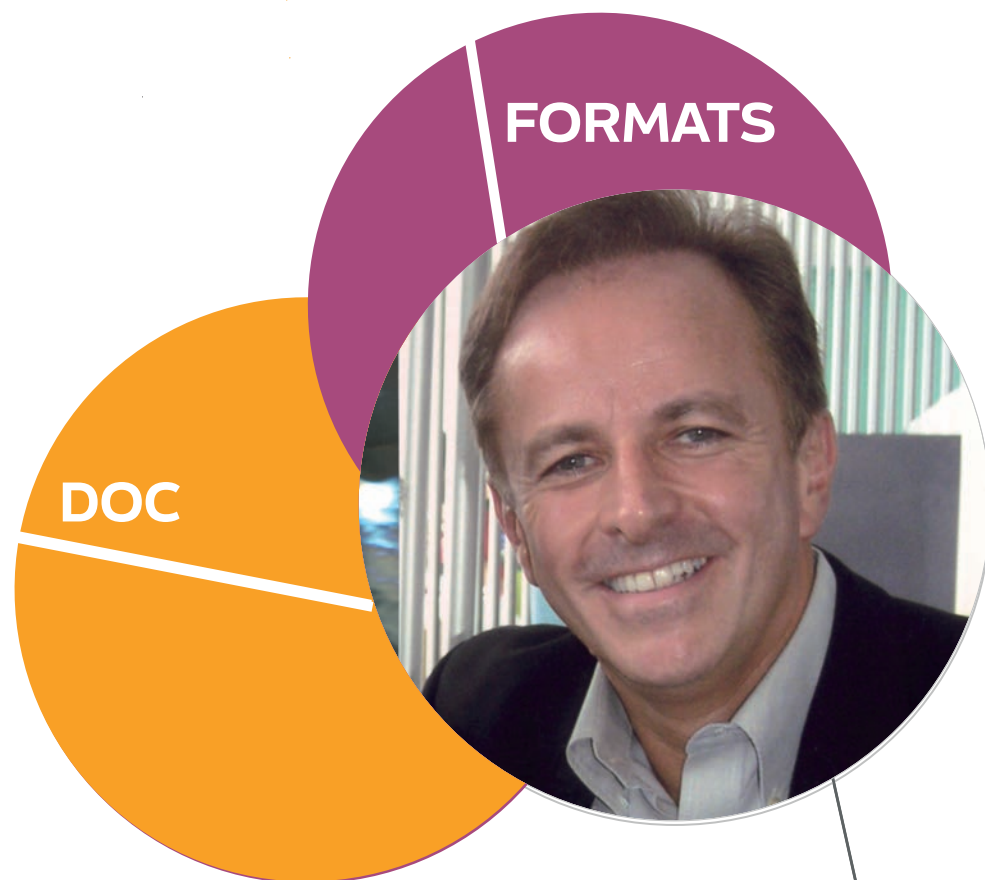
Foxtel is Australia's leading multi-platform entertainment company, sports, movies, entertainment and premium and original drama across cable, satellite, IP and mobile. We're actively looking for unique, original content that we believe will suit our customers.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Original drama with strong underlying story, recognisable talent or such production execution that it overrides less well known content and talent.

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Any format that best illustrates the quality of the final series.



**Australia**

**Brian Walsh**  
**Executive Director Of Television**

**Activity :** Acquisitions Commissioner TV Content Buyer

**Acquisition Territory (ies) :** **Europe :** United Kingdom - **North America :** USA - **Oceania :** Australia

## WHAT IS YOUR EDITORIAL STRATEGY ?

Foxtel is Australia's leading multi-platform entertainment company, sports, movies, entertainment and premium and original drama across cable, satellite, IP and mobile. We're actively looking for unique, original content that we believe will suit our customers.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Lifestyle formats and tape

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

One page overview

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

Similar objectives in quality storytelling



France

**Thierry Mino**  
Deputy Head of documentaries

**Activity :** Acquisitions Commissioner TV Content Buyer

**Acquisition Territory (ies) :** **Europe :** Austria Belgium Czech Republic France Germany Italy Spain Sweden Switzerland United Kingdom - **North America :** Canada U.S.A.

## WHAT IS YOUR EDITORIAL STRATEGY ?

Documentaries with strong content and storytelling

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Only documentaries for both daytime and prime time slots.

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

The ones from those who know France 5's editorial line. Nowadays, we favour science, space, archaeology and ancient civilization programmes.

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

In copro we look for big and ambitious projects, mostly suitable for prime time audiences. With a dramatic storytelling but with credibility and integrity. Of course, very strong visual treatment is very important for us.





France

**Benoit Marchisio**  
Responsable éditorial

**Activity :** Acquisitions Commissioner

**Acquisition Territory (ies) :** **Europe :** Belgium Danmark  
France Germany Iceland Italy Spain Sweden Switzerland  
United Kingdom - **North America :** Canada U.S.A. - **Oceania :**  
Australia New Zealand

## WHAT IS YOUR EDITORIAL STRATEGY ?

To provide our free-TV consumers with mainstream programmes.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Copro and international programmes ranging from drama to procedural to comedy, with feature films also.

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Short and punchy ones, with a great potential for a mainstream audience.

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

A similar ambition and vision for the programme we shall be developing.



France

Caroline Behar

Head of Documentaries, France 5 / Head of Acquisitions & International Coproductions, France TELEVISIONS

**Activity :** Acquisitions Commissioner TV Content Buyer

**Acquisition Territory (ies) :** **Europe :** Austria Belgium Czech Republic France Germany Italy Spain Sweden Switzerland United Kingdom - **Asia :** Japan - **North America :** Canada U.S.A.

## WHAT IS YOUR EDITORIAL STRATEGY ?

Documentaries with strong content and storytelling.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

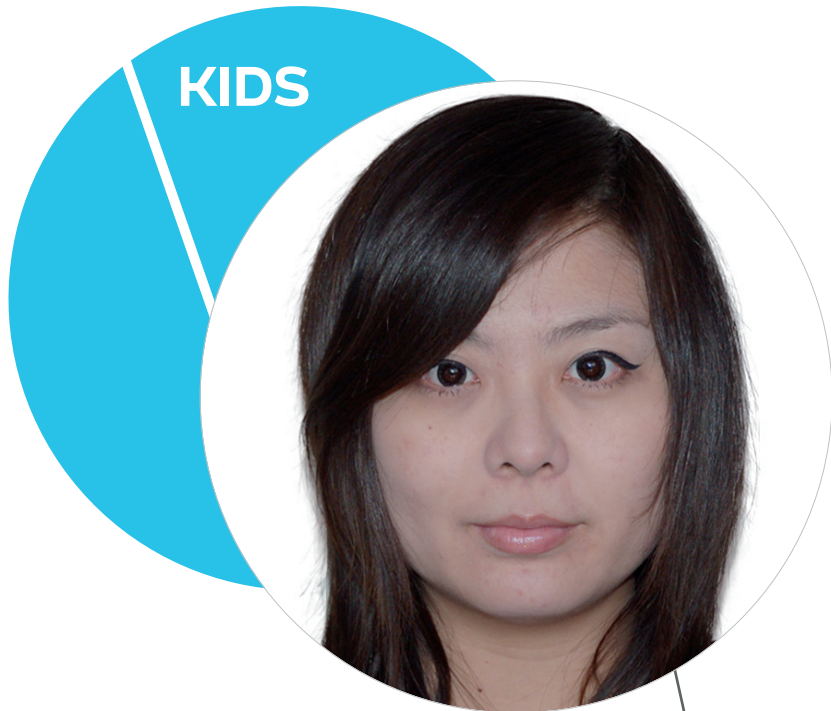
Only documentaries for both daytime and prime time slots.

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

The ones from those who know France 5's editorial line. Nowadays, we favour science, space, archaeology and ancient civilization programmes.

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

In copro we look for big and ambitious projects, mostly suitable for prime time audiences. With a dramatic storytelling but with credibility and integrity. Of course, very strong visual treatment is very important for us.



China

Qi Yu  
General Manager

Activity : Commissioner

**Acquisition Territory (ies) :** **Europe :** Austria Belgium Czech Republic Denmark Finland France Germany Ireland Italy Luxemburg Netherlands Norway Poland Russia Serbia Spain Sweden Switzerland Turkey Ukraine United Kingdom - **Asia :** China India Indonesia Japan Malaysia Philippines Singapore South Korea Sri Lanka Thailand Vietnam - **North America :** Canada U.S.A. - **Latin America :** Argentina Brazil Colombia Mexico - **Oceania :** Australia New Zealand

WHAT IS YOUR EDITORIAL STRATEGY ?

We continue acquiring animations from worldwide markets this year.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

We only look for animation programmes.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Pitching session

WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

Projects could be operated in 360 degrees.



Singapore

Shamala Rajendran  
Commissioning Editor

Activity : Acquisitions Commissioner

Acquisition Territory (ies) : Europe : France Germany United Kingdom - Asia : China India Indonesia Japan Malaysia Philippines Singapore South Korea Taiwan Thailand Vietnam - North America : Canada U.S.A.

WHAT IS YOUR EDITORIAL STRATEGY ?

Channel NewsAsia Singapore was established in March 1999 by Mediacorp Pte Ltd, and is an English language Asian TV News channel. Positioned to "Understand Asia", it reports on global developments with Asian perspectives. Channel NewsAsia brings viewers not only the latest news but also the stories behind the headlines. Based in Singapore, the channel is complemented by an online presence at channelnewsasia.com, and social media services like Facebook, YouTube and Twitter. Channel NewsAsia (International), was launched in September 2000. It is now viewed in 28 territories across Asia with its satellite footprint stretching across the Middle East, South Asia, Southeast Asia, Northeast Asia and Australia. Mediacorp is a Singapore-based media company with a complete range of platforms, spanning television, radio, newspapers, magazines, digital and out-of-home media.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

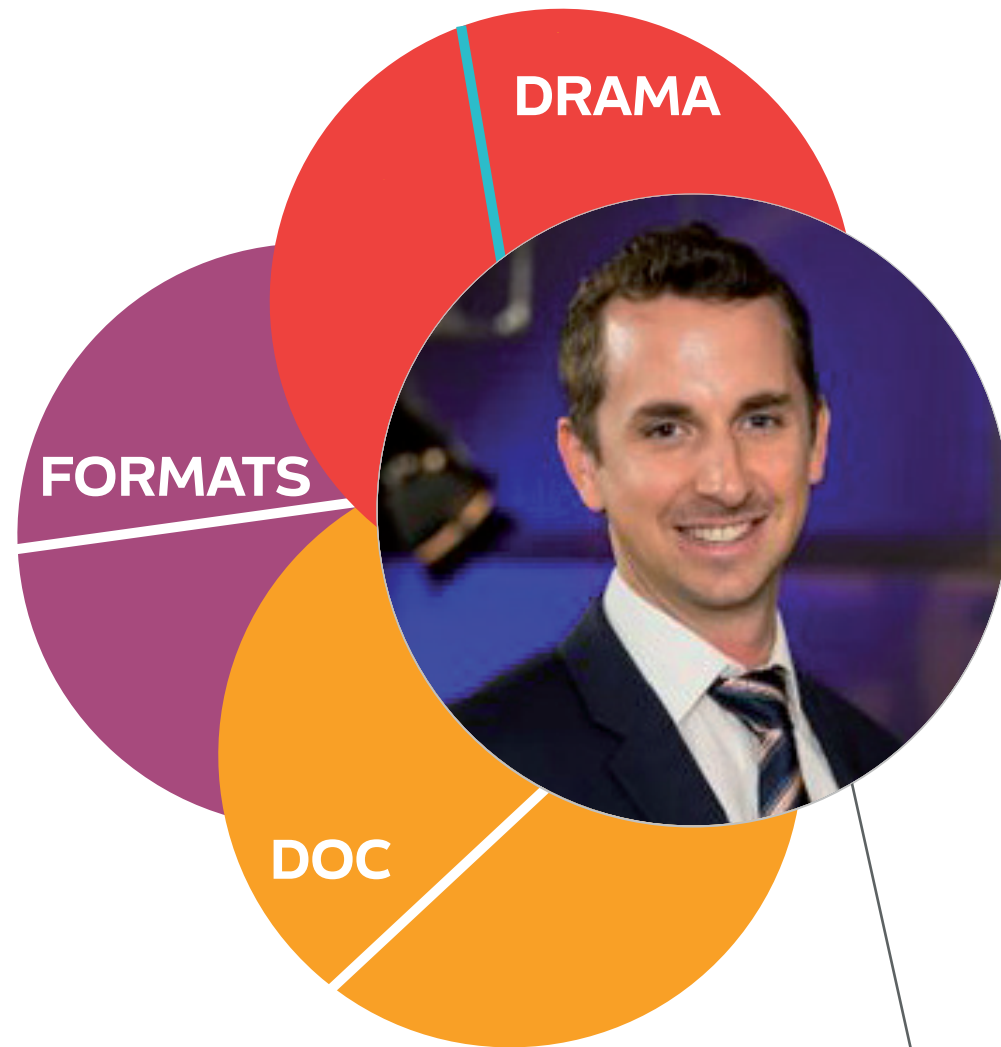
At Channel NewsAsia, we take pride in producing factual content that resonates with our Singapore and regional viewers. And we work hard at building our slate of quality current affairs series and documentaries to accomplish our raison d'être of understanding Asia. The projects/programmes we look for should have strong Asian themes that reflect the fast-changing, energetic and modern region that we're based in. Adopt innovative ways of telling a story, and welcome thought-provoking programmes that help in the understanding of contemporary issues, the story behind the news headlines, and the historical context we operate in.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

A sharp, concise one to two-pager which gives the logline of the concept, the key characters and the intended treatment. And please do your due diligence by finding out more about the channel, its target audience, the type of genre/content we broadcast and publish.



# NETWORK TEN



Australia

Daniel Monaghan  
Network Head of Programming

**Activity :** Acquisitions TV Content Buyer Commissioner

**Acquisition Territory (ies) :** Europe : United Kingdom - North America : U.S.A.

## WHAT IS YOUR EDITORIAL STRATEGY ?

Demographic profile: 25 - 54 and families, without alienating 55+  
TEN strives to engage audiences with aspirational, positive, and heart-warming content.  
Event TV is the hallmark of TEN's schedule.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

We're looking for LIGHT ENTERTAINMENT and non-scripted COMEDY formats that are witty and unexpected and appeal to a broad family audience. Against a competitive schedule across all free to air channels, the formats should be creative, entertaining, fun and compelling.

Successful GAME SHOW formats, including heritage brands also have a place in our schedule. The series should have demonstrated success overseas and provide a point of difference to our schedule.

Water-cooler CONSTRUCTED REALITY formats that are compelling are also of interest.

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

One-page proposals, short sharp, succinct pitches.



Austria

Beate Thalberg  
Commissioning Editor

**Activity :** Commissioner

**Acquisition Territory (ies) :** Europe : Austria Czech Republic  
Danmark Finland France Germany Italy Netherlands Norway  
Serbia Switzerland United Kingdom

## WHAT IS YOUR EDITORIAL STRATEGY ?

ORF is the main pubcaster in Austria. We have enhanced our activities in documentary within the last years, established a prime time slot for documentaries and improved the level of storytelling and visual realization. We are convinced that documentary is the most creative and developing genre of the time. We provide the channel 3sat - a corporation of three German speaking countries - with more than a quarter of its programmes. 3sat has several weekly documentary slots, too.

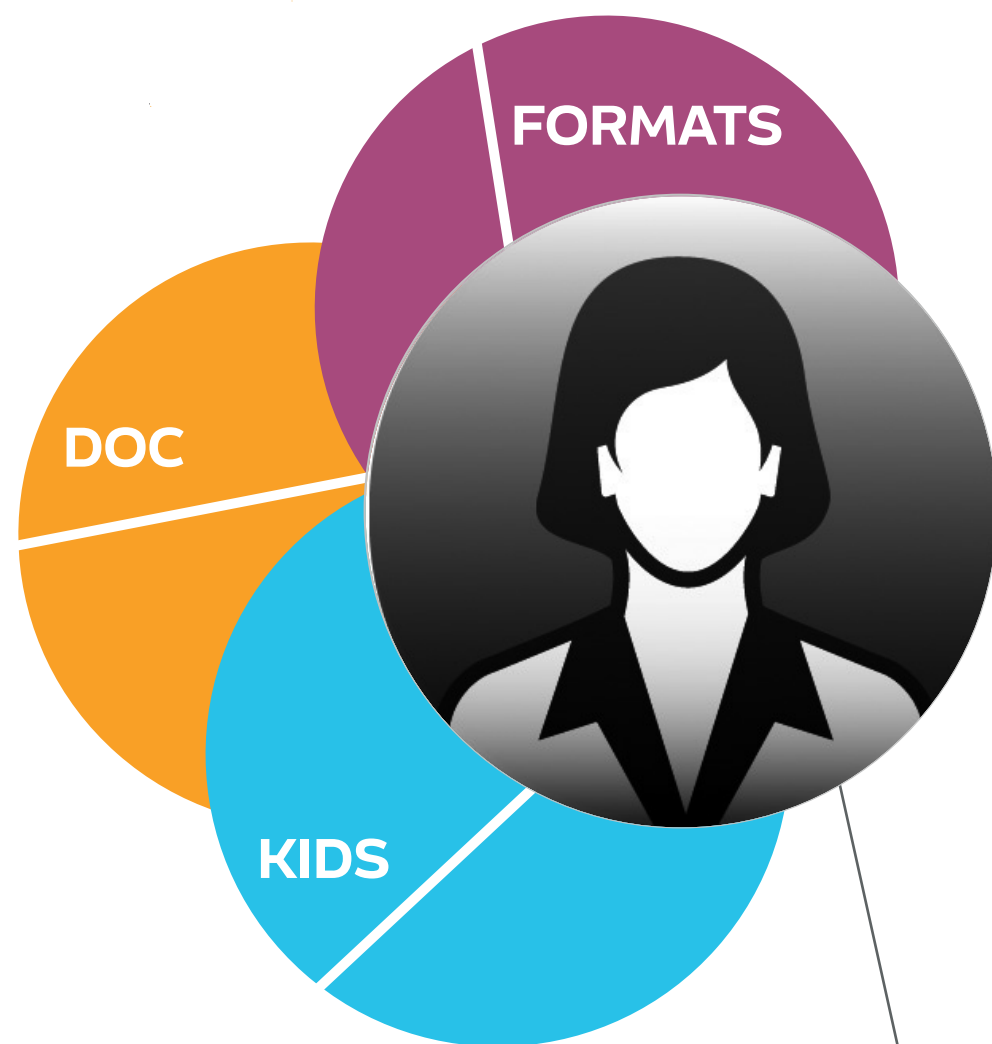
## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

A trailer or some footage helps. Don't give your trailer another rhythm than your film will have. What we need to know is: the story in 2 or 3 sentences. Where will you shoot, protagonists, attitude of the story, ambition of the director/producer, visual concept? Are you in talks with other channels? That might help for a co-production. Schedule. What is it, that you couldn't solve yet?

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

We can co-produce only if the project has an Austrian link - either protagonists, shooting locations or anything else related to Austria. Apart from that, it's the same as with acquisitions, please see "projects/programmes".

# PROMO GROUP TV



**Hong Kong**

**Lanny Albina Huang**  
**President**

**Activity :** TV Content Buyer (S)VOD Buyers Commissioner Carriage Deal Buyer Other

**Acquisition Territory (ies) :** **Asia :** China India Indonesia Japan Malaysia Philippines Singapore South Korea Sri Lanka Taiwan Thailand Vietnam

## WHAT IS YOUR EDITORIAL STRATEGY ?

Our Company, Promo Group TV, sources and acquires worldwide and international programmes and content that are "storytelling" based, in HD and 4K format, along with our recently acquired virtual reality 360 format. We buy history, science, art and space related genres that are educational to young viewers of 12 years and under. We are interested in sourcing and acquiring high production immersive programmes to show to young viewers in Hong Kong, Macau, Thailand, China, Malaysia and Philippines, South Korea etc. Our website : [www.promogroup.tv](http://www.promogroup.tv)

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Our Company, Promo Group TV, are looking for projects that are 4K based or Virtual Reality (VR) based with strong "storytelling" and immersive for young viewers and children. We are interested to work in terms of co-production for high production immersive VR projects. Please check our website: [www.vr-educate.com](http://www.vr-educate.com)

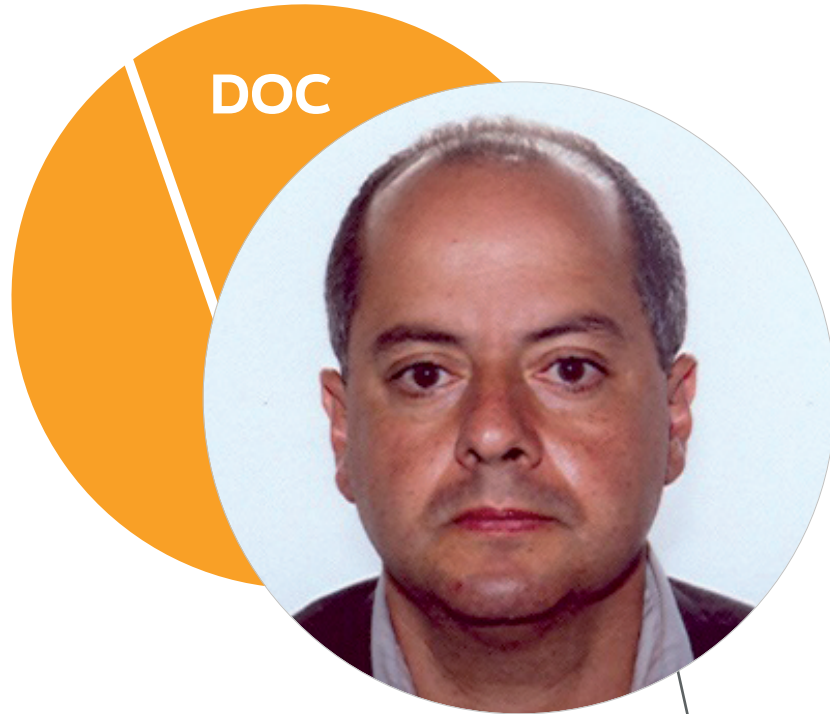
## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

We want to see the programme or content in either promo or screener form. It is easier for us to preview screener's links with a simple synopsis first and the duration. Then, once our Content Team selects the programme, they will get in touch with the suggested terms and a sample contract. If the sales pitch does not have any promo or screener, it is very hard to move forward.

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

We are looking for partners who understand the market, understand the "storytelling" of the project, and understand the target the project is aiming for. From our experience, a good storyboard with illustrations and simple writing will ensure our co-operation for a successful co-production project.

# RADIO-CANADA TV



**Canada**

**Georges Amar**  
Executive producer

**Activity :** TV Content Buyer Commissioner

**Acquisition Territory (ies) :** **Europe :** France, Sweden, Danmark - **Asia :** Japan - **North America :** Canada - **Oceania :** Australia

## WHAT IS YOUR EDITORIAL STRATEGY ?

Programmes for our 24h news cable channel, RDI, and for our main network Radio-Canada TV

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

For our secondary channel ABC2 rebranded last December to ABC Comedy we are on the lookout for all comedy content; narrative, sitcom, sketch, stand-up as well as light factual and entertainment, such a panel-show formats that make you laugh.

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

With trailer.

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

A Canadian producer partner with the co-production is necessary.





Italy

**Luca Milano**  
Director RAI Ragazzi

**Activity :** TV Content Buyer Commissioner

**Acquisition Territory (ies) :** Europe : Belgium Danmark  
Finland France Germany Italy Luxemburg Netherlands Russia  
Spain United Kingdom

## WHAT IS YOUR EDITORIAL STRATEGY ?

Director of RAI RAGAZZI, including two free TV channels for children and kids: Rai YOYO and RAI GULP.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

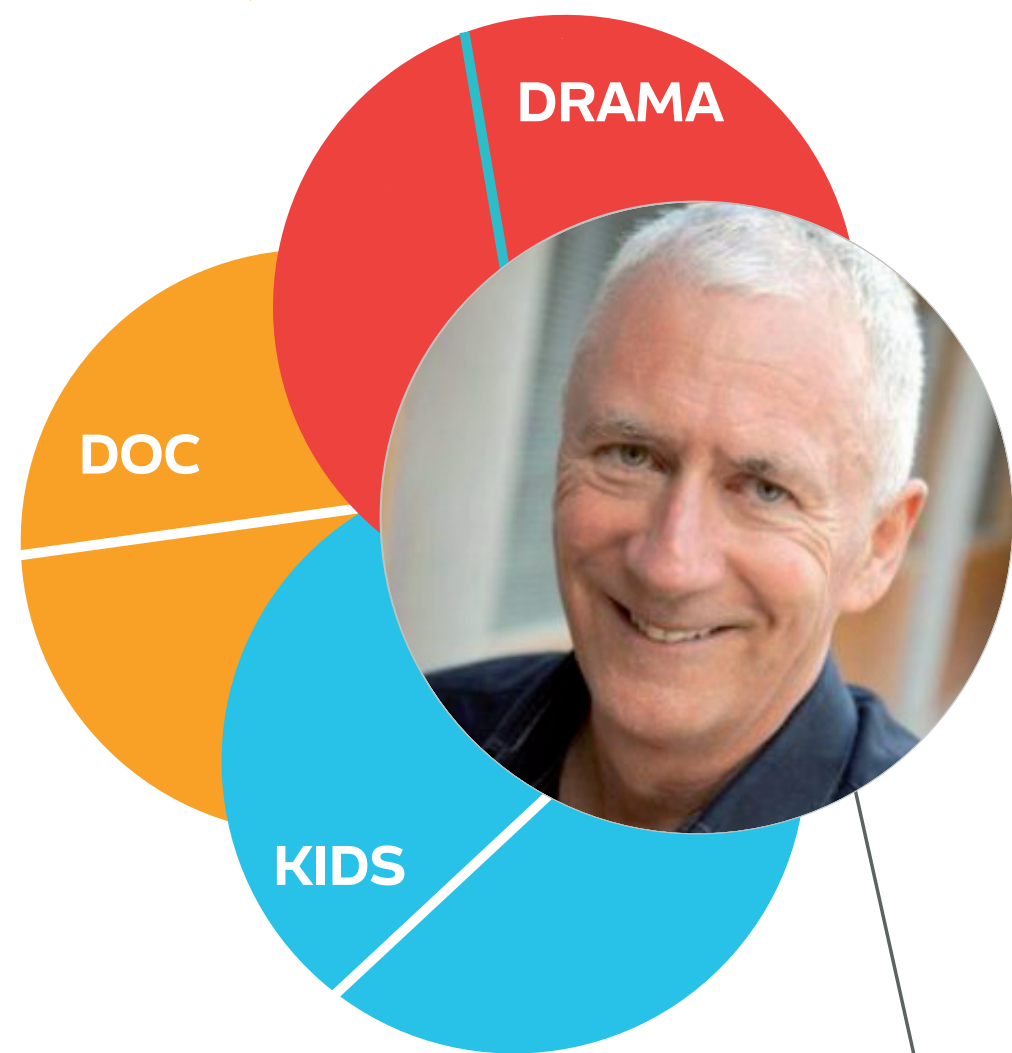
Animation, kids drama, formats

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

For co-productions, projects that can involve Italian companies too.  
For acquisitions, European content is a plus

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

Content for pre-school children and for kids, including VOD rights



Ireland

**Brian Walsh**  
Deputy Head of Acquisitions

**Activity :** TV Content Buyer (S)VOD Buyers Commissioner

**Acquisition Territory (ies) :** Europe : Ireland, Netherland - North America : USA

**WHAT IS YOUR EDITORIAL STRATEGY ?**

We are a Public Service Broadcaster that acquires across all genres, including AVOD rights.

**WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?**

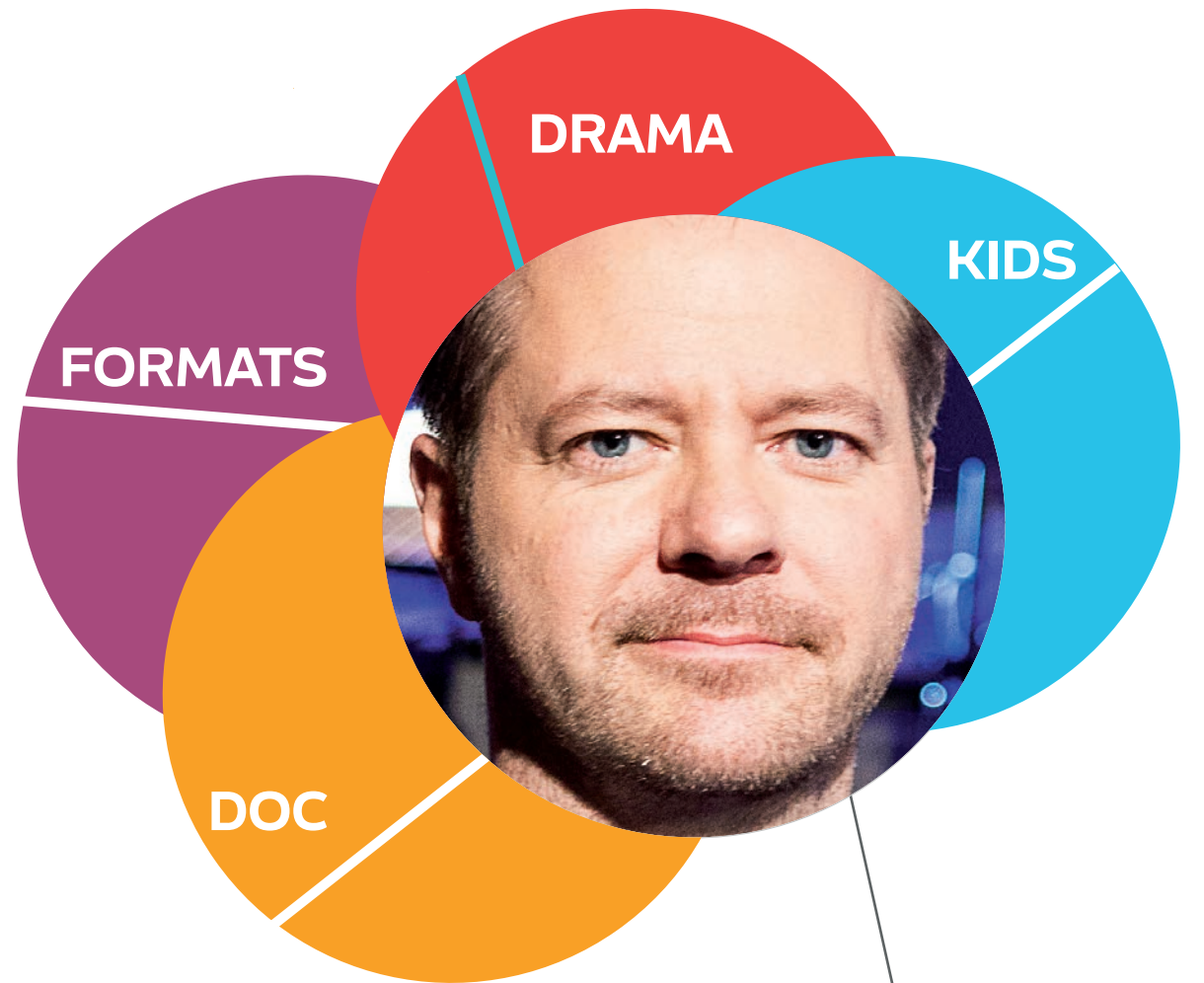
Blue-chip natural history, high-end English language current affairs related documentaries, World War II and archive based documentaries and Foreign Language dramas.

**WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?**

Where research has been done on the station’s schedules and requirements.

**WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?**

Content which has a direct Irish relevance featuring either Irish characters, locations or history.



Iceland

Skarphéoinn Guomundsson  
Head of TV

**Activity :** TV Content Buyer (S)VOD Buyers Commissioner

**Acquisition Territory (ies) :** Europe : Iceland, Norway, Finland, Danmark, Sweden

## WHAT IS YOUR EDITORIAL STRATEGY ?

Public Broadcaster.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

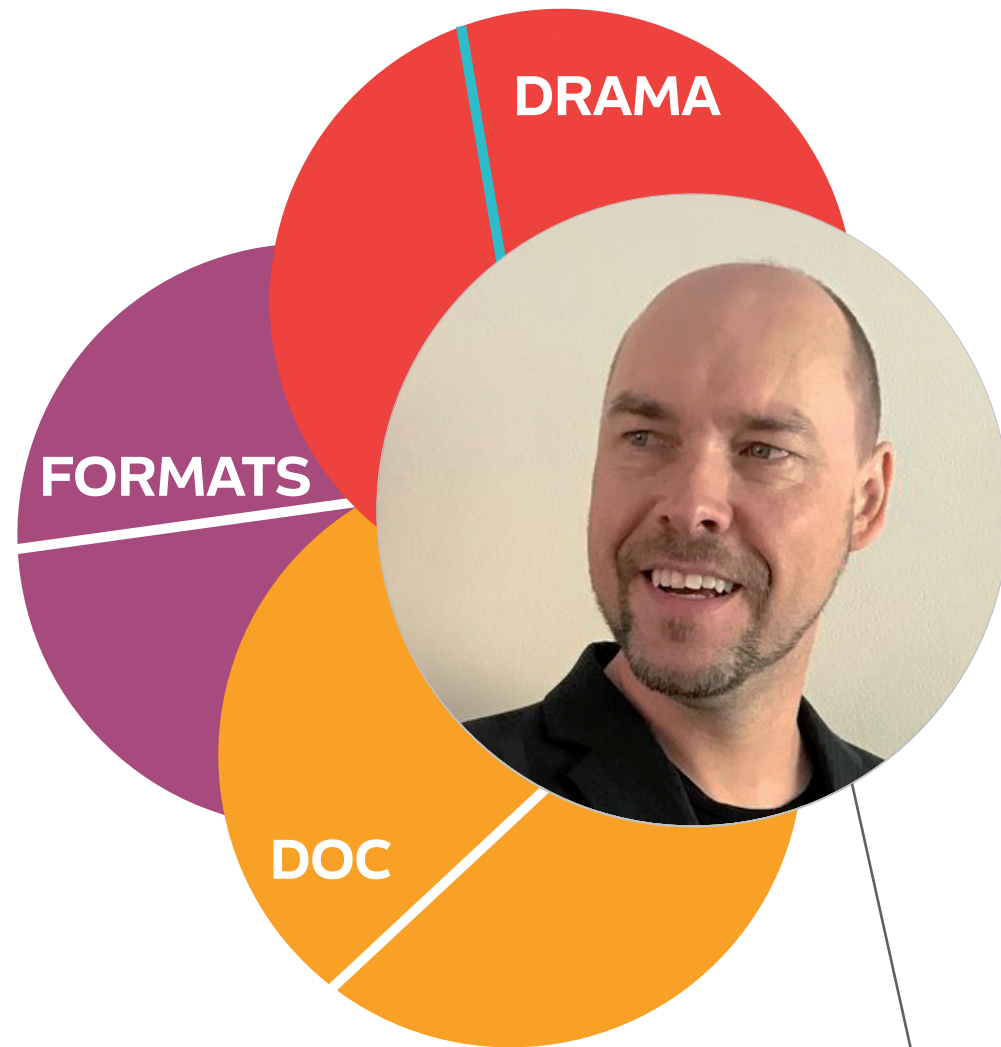
All kinds of quality programming.

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Direct, original programming with flexible rights that is scheduling driven and platform neutral.

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

Topical importance and originality.



Australia

**Peter Andrews**  
Head of Network Programming

**Activity :** Acquisitions Commissioner TV Content Buyer (S)VOD Buyers

**Acquisition Territory (ies) :** **Europe :** Austria Belgium Danmark Finland France Germany Iceland Ireland Italy Netherlands Norway Russia Sweden - **Asia :** China India Indonesia Japan South Korea - **North America :** Canada U.S.A. - **Latin America :** Argentina Brazil - **Oceania :** Australia New Zealand

## WHAT IS YOUR EDITORIAL STRATEGY ?

At SBS we are inspired by the bigger picture. We deliver a richer more holistic understanding of our world by presenting surprising perspectives in entertaining ways. Our flagship channel inspires you to think new things and to feel a sense of connection, belonging and empowerment.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

6pm Food: high volume, great talent (all ages)  
7:30pm Factual/Food: warm, curious and optimistic (40-54 M/F)  
8:30pm Factual/Food Films: bold, surprising and celebrated (40-54 M/F)  
9:30pm Drama: driving passion and engagement (40+ M/F)

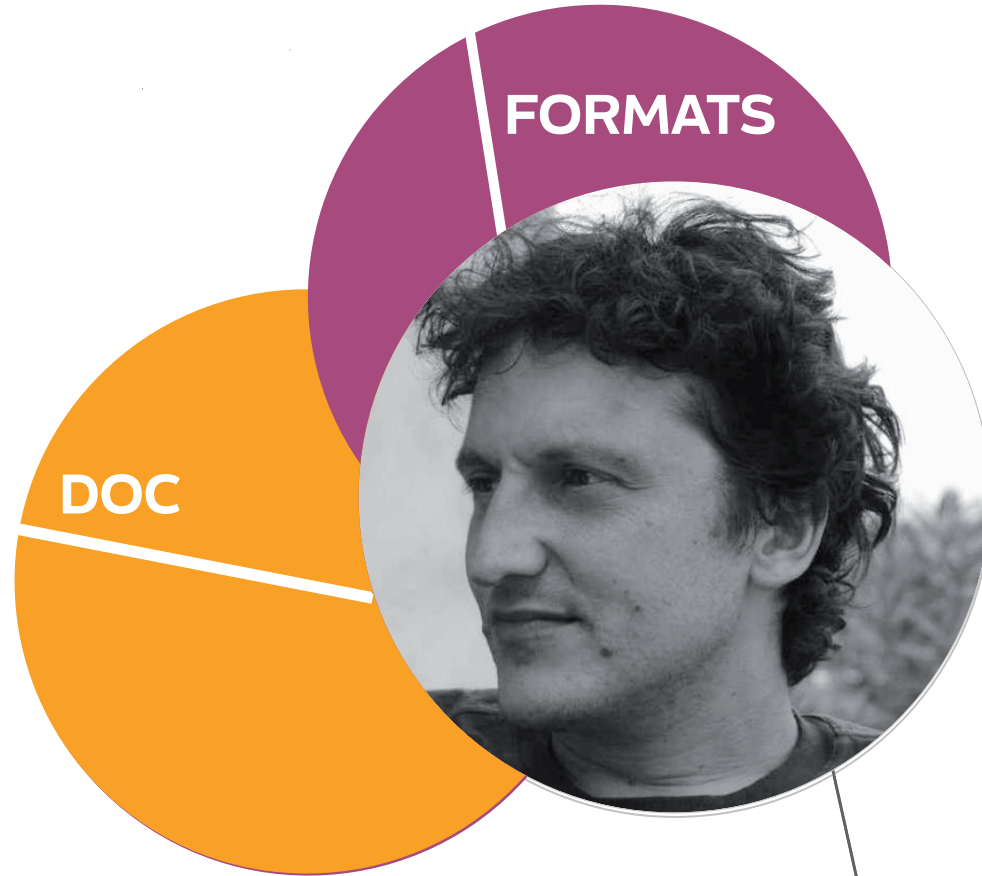
## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

The soft sell. We will need to view/discuss and then we will make a decision.

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

We rarely do full Commissioners but will pre-buy from suppliers and on topics we trust





Italy

**Guido Casali**

**Programming Manager Sky Arte HD**

**Activity :** Acquisitions Commissioner TV Content Buyer (S)VOD Buyers

**Acquisition Territory (ies) :** Europe : Italy

## WHAT IS YOUR EDITORIAL STRATEGY ?

Sky Arte HD is the only 360° entertaining and educational channel featuring Italian and international art. It is the reference point for every art and culture lover as well as operators in Italy. The channel showcases past and present Italian culture while promoting new talents.

Sky Arte HD covers everything from contemporary music and art, classic rock, literature, design and architecture to photography and fashion - with a particular emphasis on Italian artists.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Best-of documentaries across the entire arts genre range, preferably fronted by or about popular artists, architects or writers (Warhol, Picasso, Dali, Klimt, Impressionists, Gaudi, etc.)

Documentaries or series focused on Italian heritage and classic artists (Raffaello, Botticelli, Leonardo, Bernini, etc.)

Classic rock documentaries or performances by internationally-acclaimed musicians, and series on rock legends (Queen, Bob Dylan, Rolling Stones, Bruce Springsteen etc.)

Docs and series about archaeology and ancient civilizations (Greeks, Egyptians, Ancient Romans, etc.)

Documentaries about contemporary and 20th-century Italian artists (Fontana, Burri, Modigliani, Cattelan, etc.)

Portraits or series on the great stars in Italian and International fashion industry (Lagerfeld, Versace, Missoni, Armani, etc.)

Portraits of the iconic protagonists in politics, sports, cinema, literature and culture in general (Kennedy, MLK, Muhammad Ali, Steve Jobs, etc.)

Content that broadens the appeal of arts, with the aim of bringing them to a new audience e.g. art talent shows (such as Street Art Throwdown, Work of Art, Art of Survival.)

Documentaries on the changing tastes around sex through the ages in art.

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

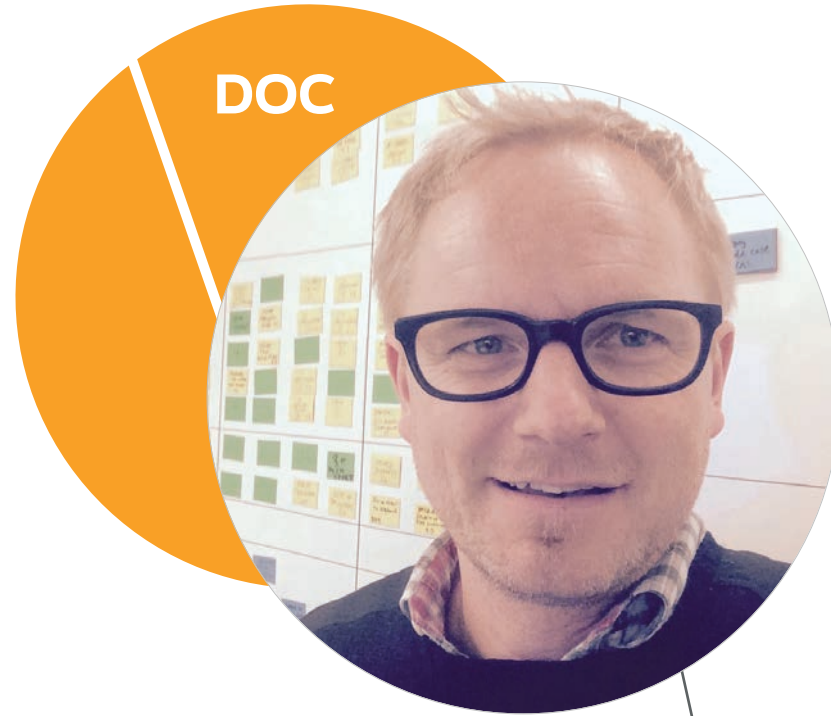
Arts and culture

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

New stories, great anniversaries, original approaches

**SVT - SVERIGES TELEVISION**

**svt**



**Sweden**

**Mikael Osterby**  
**Head of Factual**

**Activity :** Acquisitions Commissioner TV Content Buyer (S)VOD Buyers

**Acquisition Territory (ies) :** Europe : Sweden - Oceania : Short and with a clear explanation of story.

## **WHAT IS YOUR EDITORIAL STRATEGY ?**

Public service. Largest media provider in Sweden.

## **WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?**

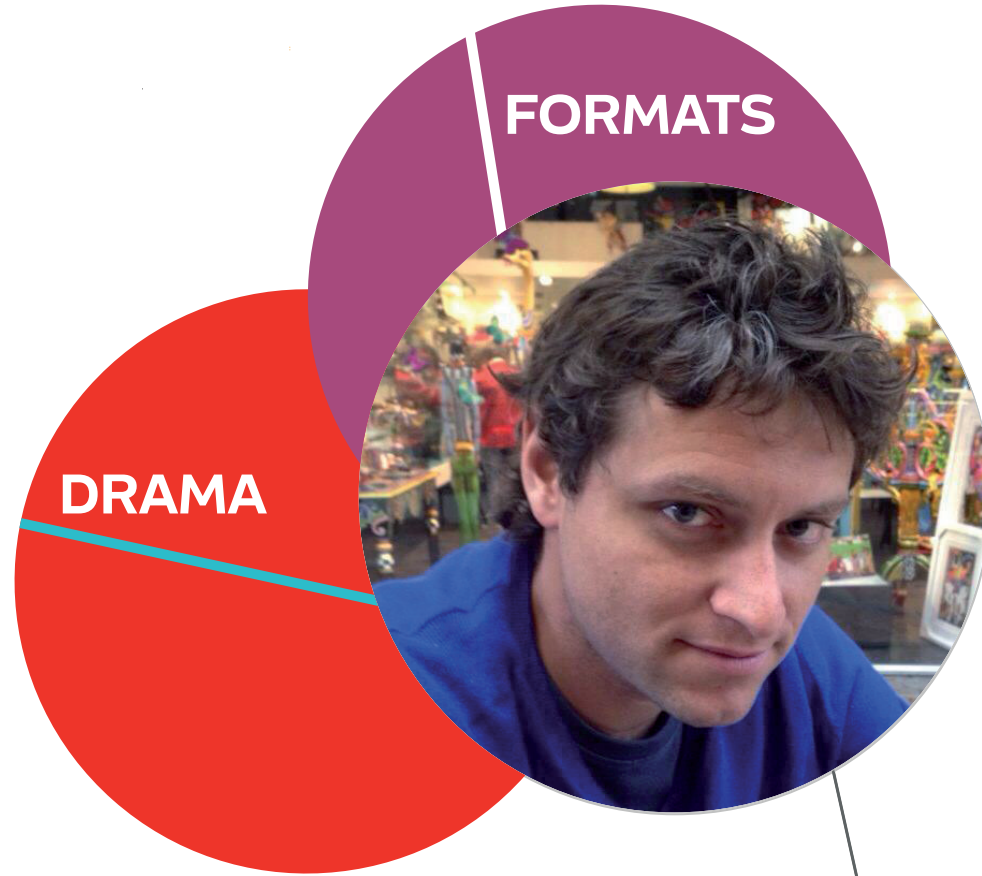
Unscripted

## **WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?**

Very

## **WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?**

Series with a strong and long arch story



Chile

Jaime Boetsch  
Director de Nuevos Negocios

**Activity :** Acquisitions Commissioner

**Acquisition Territory (ies) :** **Europe :** United Kingdom - **Asia :** Japan - **North America :** U.S.A. - **Latin America :** Argentina Colombia Mexico Peru

## WHAT IS YOUR EDITORIAL STRATEGY ?

We want to create great content for Latin American audiences. We are looking for Commissioner partners.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

We are looking for book rights and production companies with a Latin American view. We are especially looking for digital formats.

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

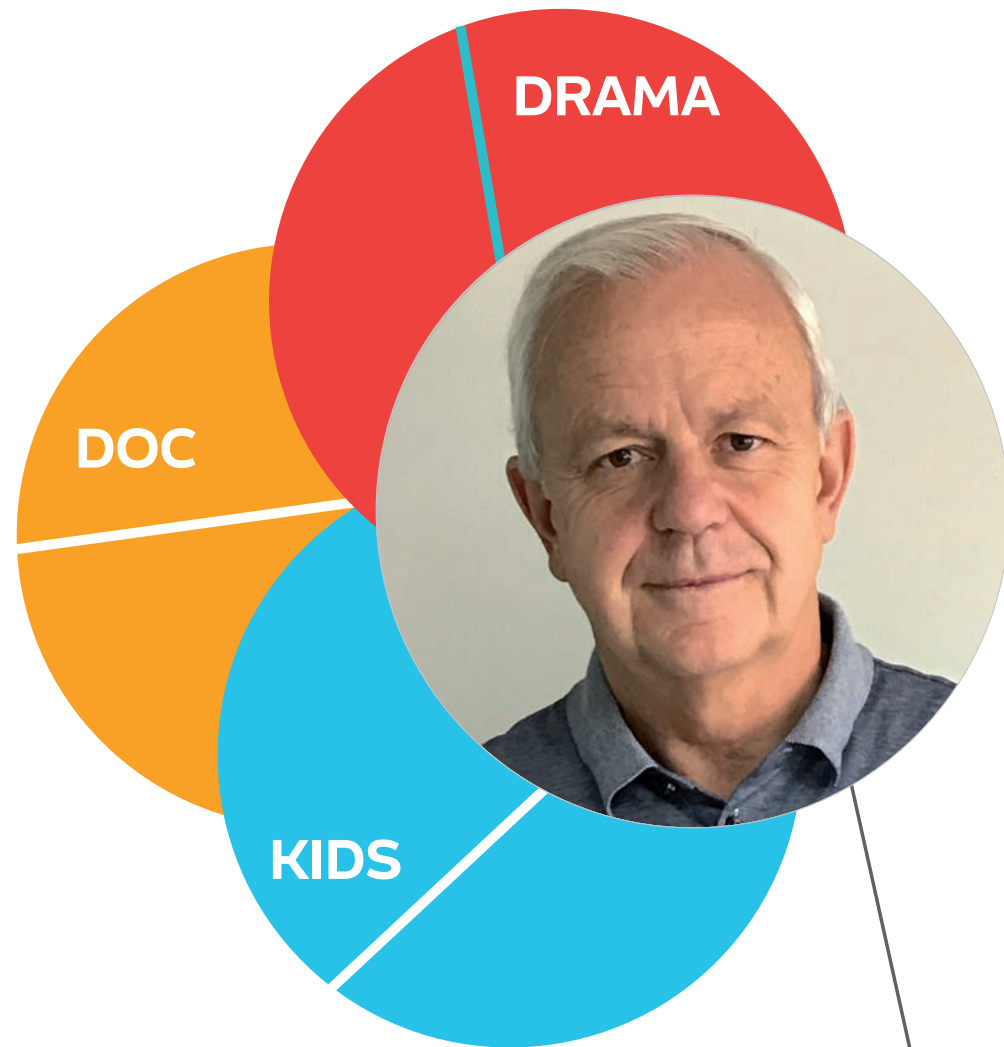
Good and creative ideas with a clear business model.

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

Experience. We are searching for "know how", which involves technique, talent and -last but not least- a deep knowledge of the market they are inserted in.

# TELEFILMS CHILE

TELEFILMS



Chile

Hernán Schmidt  
Managing director

**Activity :** TV Content Buyer Commissioner

**Acquisition Territory (ies) :** Europe : Japan - North America :  
USA - Latin America : Argentina Brazil Mexico

## WHAT IS YOUR EDITORIAL STRATEGY ?

Production, Distribution and Acquisitions

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Drama, Series, Documentary

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Projects with pilots

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

Like-minded profesional attitude





**Germany**

**Dominique Christina Neudecker**

**Senior manager Series Acquisition & Production Disney Channels Germany**

**Activity :** Acquisitions Commissioner

**Acquisition Territory (ies) :** Europe : Austria Germany  
Switzerland

## WHAT IS YOUR EDITORIAL STRATEGY ?

The Disney Channel Germany pre-buys and acquires animated comedy programmes for girls and boys aged from 3 to 13. We look for compelling characters, inspiring and character-driven stories as well as strong humour, always encouraging the audience to follow their dreams and believe in themselves.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

The Disney Channel Germany pre-buys and acquires animated comedy programmes for girls and boys aged from 3 to 13. We look for compelling characters, inspiring and character-driven stories as well as strong humour, always encouraging the audience to follow their dreams and believe in themselves.

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Ideally concise pitches, short, to-the-point - enthusiastic and comprehensive. Brief outline of the main characters, universe and overall look and feel of the show.

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

Reliable partnerships.



Italy

**Cristiana Nobili**

**Director, Live Action Development and Production**

**Activity :** Commissioner

**Acquisition Territory (ies) :** Europe : France Germany Ireland  
Italy Netherlands Norway Poland Portugal Romania Spain  
Sweden Turkey Ukraine United Kingdom

## WHAT IS YOUR EDITORIAL STRATEGY ?

Content for kids and families.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Live Action scripted series for TV and X-platforms.  
Live Action short form content for linear and X-platforms.  
Non-scripted live action series for linear and X-platforms.

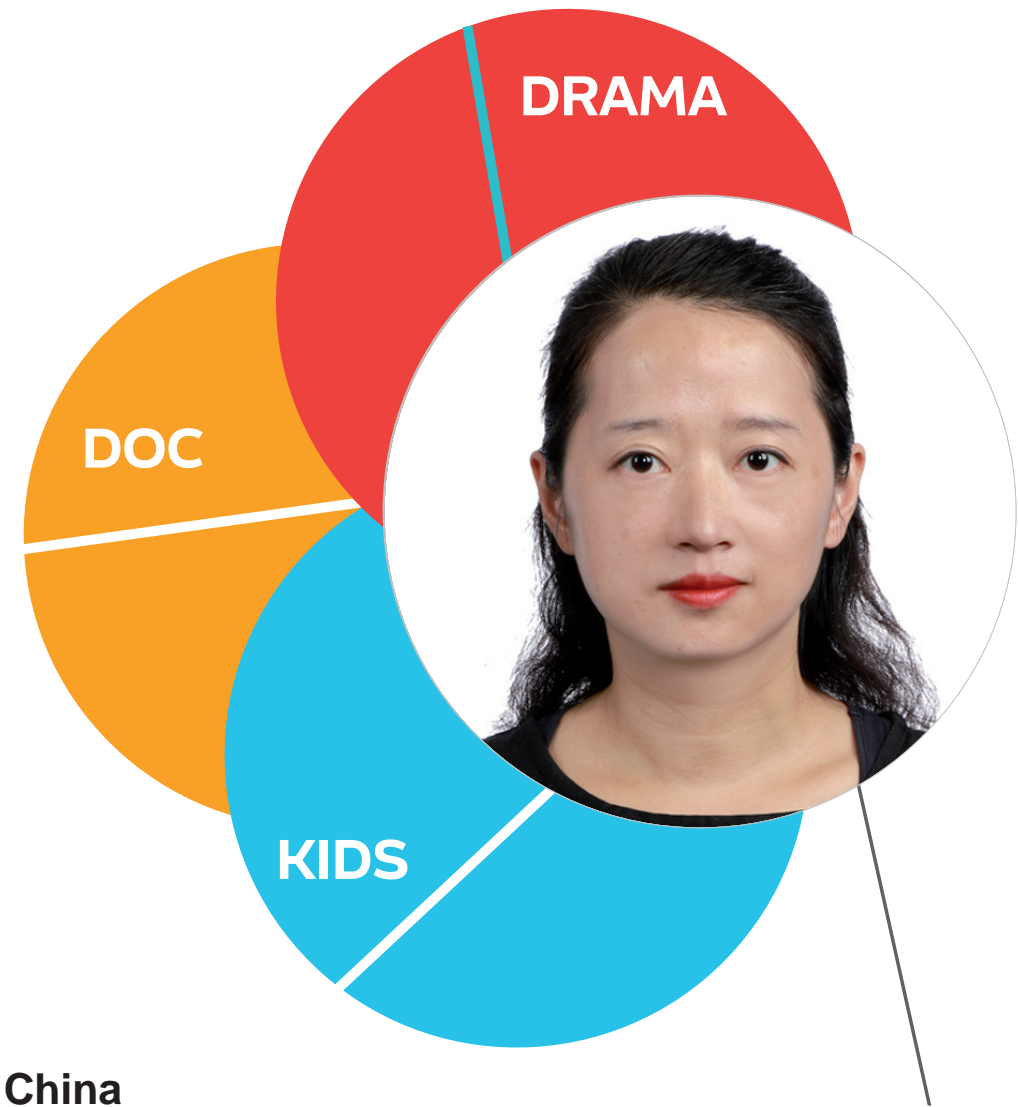
## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

In-person meetings.

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

Originality, novelty, quality, cost-effectiveness.

# TIMES VISION



China

E Pan  
Acquisition manager

**Activity :** Acquisitions Commissioner TV Content Buyer (S)VOD Buyers  
**Acquisition Territory (ies) :** **Europe :** Austria Belgium Czech Republic Denmark Finland France Germany Greece Hungary Iceland Ireland Italy Luxembourg Netherlands Norway Poland Portugal Romania Russia Serbia Spain Sweden Switzerland Turkey Ukraine United Kingdom - **Asia :** India Japan South Korea - **North America :** Canada U.S.A. - **Latin America :** Argentina Brazil Colombia Mexico Uruguay - **Oceania :** Australia New Zealand

## WHAT IS YOUR EDITORIAL STRATEGY ?

We buy TV series, feature films and remake rights.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

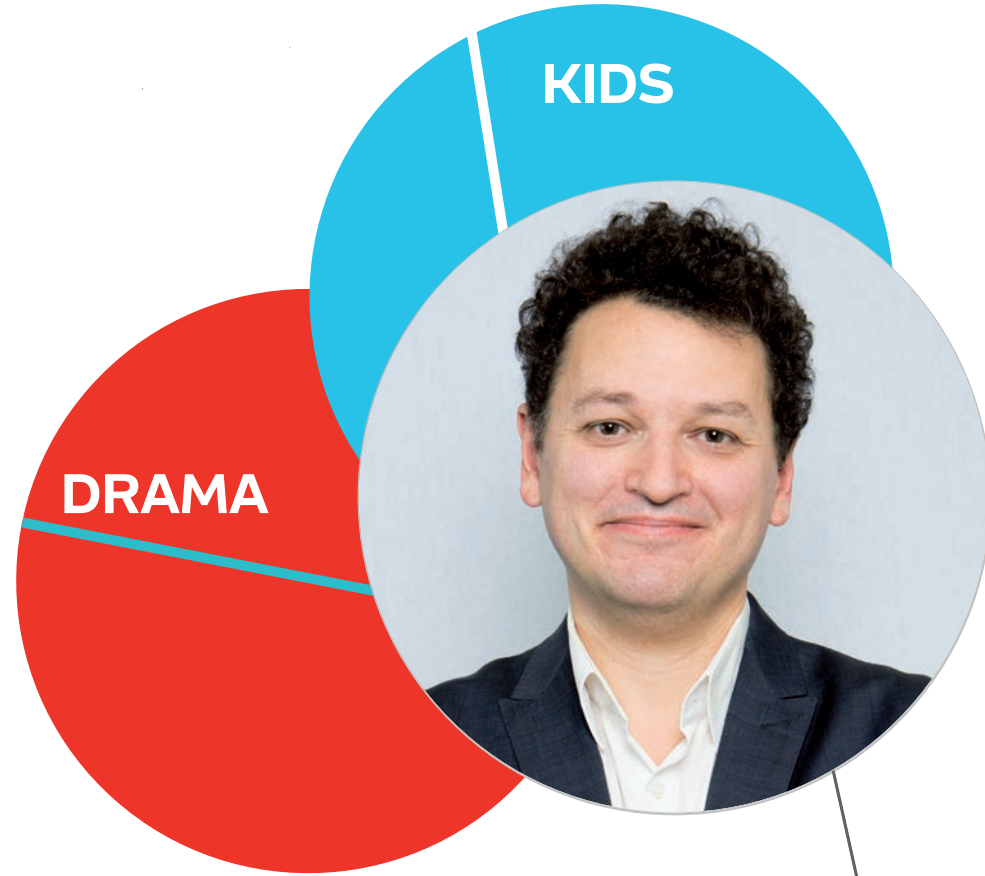
TV-Series, animations, remakes.

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

TV-Series, animations, remakes.

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

Remake projects



France

**Julien Borde**  
Head of Channels

**Activity :** Acquisitions Commissioner TV Content Buyer (S)VOD Buyers

**Acquisition Territory (ies) :** **Europe :** Belgium France Switzerland - **Africa :** Algeria Benin Cameroon Central African Republic Côte d'Ivoire Democratic Republic of the Congo Kenya Morocco Nigeria South Africa Tunisia Zimbabwe

## WHAT IS YOUR EDITORIAL STRATEGY ?

Company: Channel Editor  
Two general entertainment channels: TCM Cinema and Warner TV.  
Four kids TV channels: Cartoon Network, Boomerang, Boing and Toonami.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Animated and live action TV series and movies.

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Both Commissioners and acquisitions. In this context I'm interested in meeting with producers and distributors

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

Projects with international appeal that we can share with our international teams.





France

**Annabel Gain**

**Head of acquisitions and coproductions**

**Activity :** Commissioner

**Acquisition Territory (ies) :** **Europe :** Belgium France  
Luxemburg Switzerland - **Africa :** Algeria Benin Cameroon  
Central African Republic Côte d'Ivoire Democratic Republic of  
the Congo Kenya Morocco Nigeria South Africa Tunisia  
Zimbabwe

## WHAT IS YOUR EDITORIAL STRATEGY ?

Ushuaia TV is a French pay TV channel. Our goal is to offer the most beautiful and exclusive films on nature, wildlife, environmental issues and ethnology.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Nature, wildlife, environmental issues, ethnology

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Short and really focussed on a few titles that can match our editorial line

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

We are looking for first runs in France.

When produced abroad, we are mainly seeking blue chip nature & wildlife high-end productions

# VRT



**Belgium**

**Tom Bleyaert**  
**Buyer Factual and Documentaries**

**Activity :** TV Content Buyer Commissioner

**Acquisition Territory (ies) :** Europe : Belgium, United Kingdom, Netherland

## WHAT IS YOUR EDITORIAL STRATEGY ?

VRT is the national public-service broadcaster for the Flemish Region and Community of Belgium.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Acquired content that perform well for us tend to be of British origin and when it comes to drama light crime is particularly popular among our audience. Having said that we are always on the look-out for compelling drama to come from outside the British Isles as well, particularly from North America.

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Stories with a strong narrative in all factual genres, fit for public television for a broader audience



Belgium

Jan Konings  
Current affairs buyer

Activity : TV Content Buyer Commissioner

**Acquisition Territory (ies) :** **Europe :** Austria Belgium Czech Republic Danmark Finland France Germany Greece Hungary Iceland Ireland Italy Luxemburg Netherlands Norway Poland Portugal Romania Russia Serbia Spain Sweden Switzerland Turkey United Kingdomraine United Kingdom - **Asia :** China India Indonesia Japan Malaysia Philippines Singapore South Korea Sri Lanka Taiwan Thailand Vietnam - **North America :** Canada U.S.A. - **Latin America :** Argentina Bolivia Brazil Colombia Dominican Republic Ecuador El Salvador Mexico Peru Uruguay Venezuela - **Africa :** Algeria Benin Cameroon Côte d'Ivoire Democratic Republic of the Congo Kenya Morocco Nigeria South Africa Tunisia Zimbabwe - **Middle East :** Egypt Israel Jordan Kuwait Lebanon Qatar Saudi Arabia U.A.E. - **Oceania :** Australia New Zealand

WHAT IS YOUR EDITORIAL STRATEGY ?

VRT is a public broadcaster

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Short with content ready to be seen

# WEKIDS ASIA LTD



**China**

**Sean Chu**  
**CEO & Founder**

**Activity :** Acquisitions Commissioner TV Content Buyer

**Acquisition Territory (ies) :** **Europe :** France Germany United Kingdom - **North America :** Canada U.S.A.

## WHAT IS YOUR EDITORIAL STRATEGY ?

WeKids is a leading children and family entertainment specialist focused on developing, managing and distributing IP for international markets. To date, WeKids has distributed more than 5,000 episodes of best-in-class kids' programmes to CCTV Kids and all major digital platforms in China, including Franklin, Babar and the Adventures of Badou, Justin Time, 1001 Nights, Slugterra, Jungle Book, Peter Pan, Robin Hood, etc. All these series are promoted by Disney, Nick, Treehouse, Cartoon Network, CBeebies, French 5, Netflix, and have earned multiple international nominations and awards.

Our business involves: producing & co-producing, IP licensing and developing.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

High quality animations for kids.

International artwork or stories, instead of strong regional features.

It would be great if there is a running time on other main broadcasters.

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Wonderful and brief trailer with highlights.

Colourful and detailed bible.

A styleguide for licensing and merchandising is best.

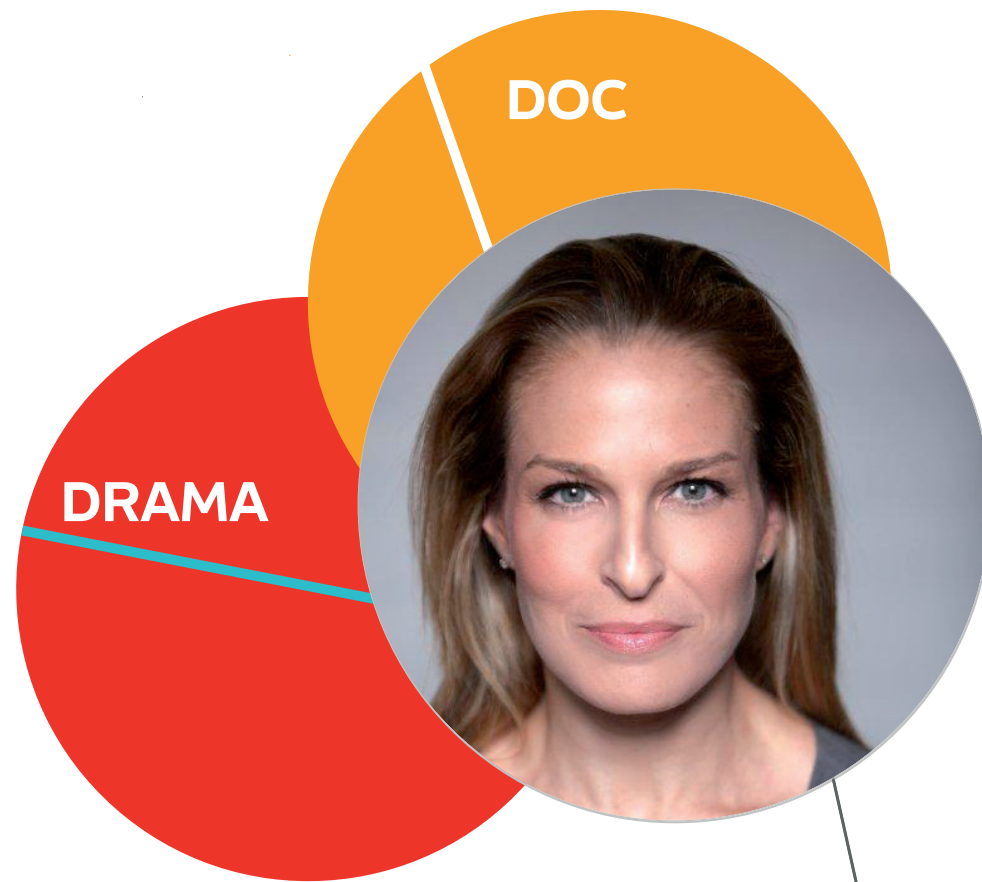
## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

1. Artwork or stories have Chinese elements.
2. Production team welcomes Chinese staff.
3. The work can be registered in China.



# YES DBS

yes STUDIOS.



Israel

**Danna Stern**  
**Managing Director, yes Studios**

**Activity :** Acquisitions Commissioner TV Content Buyer (S)VOD Buyers

**Acquisition Territory (ies) :** Europe : United Kingdom - North America : USA - Middle East : Israel

## WHAT IS YOUR EDITORIAL STRATEGY ?

Multichannel platform/ OTT/ SVOD/ Original Production

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Premium dramas, high profile docs, Commissioners.

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Viable projects

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

Viable projects with broadcaster attached.



India

Anuradha Javeri  
Creative Director

Activity : Commissioner (S)VOD Buyers

Acquisition Territory (ies) : Europe : Austria Belgium Czech Republic Danmark Finland France Germany Greece Hungary Iceland Ireland Italy Luxembourg Netherlands Norway Poland Portugal Romania Russia Serbia Spain Sweden Switzerland Turkey Ukraine United Kingdom - Asia : China India Indonesia Japan Malaysia Philippines Singapore South Korea Sri Lanka Taiwan Thailand Vietnam - North America : Canada - Latin America : Argentina Bolivia Brazil Colombia Dominican Republic Ecuador El Salvador Mexico Peru Uruguay Venezuela - Africa : South Africa - Middle East : Israel U.A.E. - Oceania : Australia New Zealand

WHAT IS YOUR EDITORIAL STRATEGY ?  
We create/produce and acquire kids content for digital platforms.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?  
Looking for preschool and non-verbal 3D or 2D animated shows.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?  
A complete bible with a vision of the series.

WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?  
Looking for specific rights, global concepts, distribution and good quality work



**Germany**

**Katharina Finger**  
**Senior Commissioning Editor Science**

**Activity :** Commissioner

**Acquisition Territory (ies) :** **Europe :** Danmark France Germany Netherlands Norway Spain Sweden Switzerland United Kingdom - **North America :** Canada U.S.A.

## WHAT IS YOUR EDITORIAL STRATEGY ?

Produce or buy science programmes for a very well educated audience.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

I have very special needs for my 44'-science slot on prime time nights here at ZDF/3sat. My documentary slot is followed by a 60' talk show which continues to cover the same topic as the documentary. So, I'm looking only for one off's. I'm looking for hard core science topics from the realm of physics, biology, chemistry, medicine etc. No science history for me nor natural history. With acquisitions I'm looking for topics that are universal so that they can relate to my German speaking audience, too.

## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

First contact by email with a link to a preview or the entire programme



**Germany**

**Kristina Hollstein**

**Director Acquisitions and Coproductions Documentaries ZDF**

**Activity :** Acquisitions Commissioner

**Acquisition Territory (ies) :** **Europe :** Austria Belgium Czech Republic Danmark Finland France Germany Greece Hungary Iceland Ireland Italy Luxemburg Netherlands Norway Poland Portugal Romania Russia Serbia Spain Sweden Switzerland Turkey Ukraine United Kingdom - **Asia :** China India Indonesia Japan Malaysia Philippines Singapore South Korea Sri Lanka Taiwan Thailand Vietnam - **North America :** Canada U.S.A. - **Latin America :** Argentina Bolivia Brazil Colombia Dominican Republic Ecuador El Salvador Mexico Peru Uruguay Venezuela - **Africa :** Algeria Benin Cameroon Central African Republic Côte d'Ivoire Democratic Republic of the Congo Kenya Morocco Nigeria South Africa Tunisia Zimbabwe - **Middle East :** Egypt Israel Jordan Kuwait Lebanon Qatar Saudi Arabia U.A.E. - **Oceania :** Australia New Zealand

## WHAT IS YOUR EDITORIAL STRATEGY ?

Acquisition and Commissioner of documentaries for the ZDF Group, all Genres. ZDF Enterprises is a 100% private subsidiary of Germany's ZDF. On behalf of ZDF, ZDF Enterprises is responsible for worldwide programme sales, the implementation of international Commissioners, licence purchasing for quality programmes, marketing online rights and the merchandising of strong ZDF programme brands. In addition to its commercial activities for ZDF, ZDF Enterprises has also been able to establish itself successfully as an independent market player in both national and international environments.

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

History - Biographies  
Science - Knowledge  
Geology - Archaeology  
Pls. see our brochure "Factual Programming on ZDF"  
<https://zdf-enterprises.de/sites/default/files/box-sidebar/file/2017&actual0rogramming/n:df0rint°.pdf>

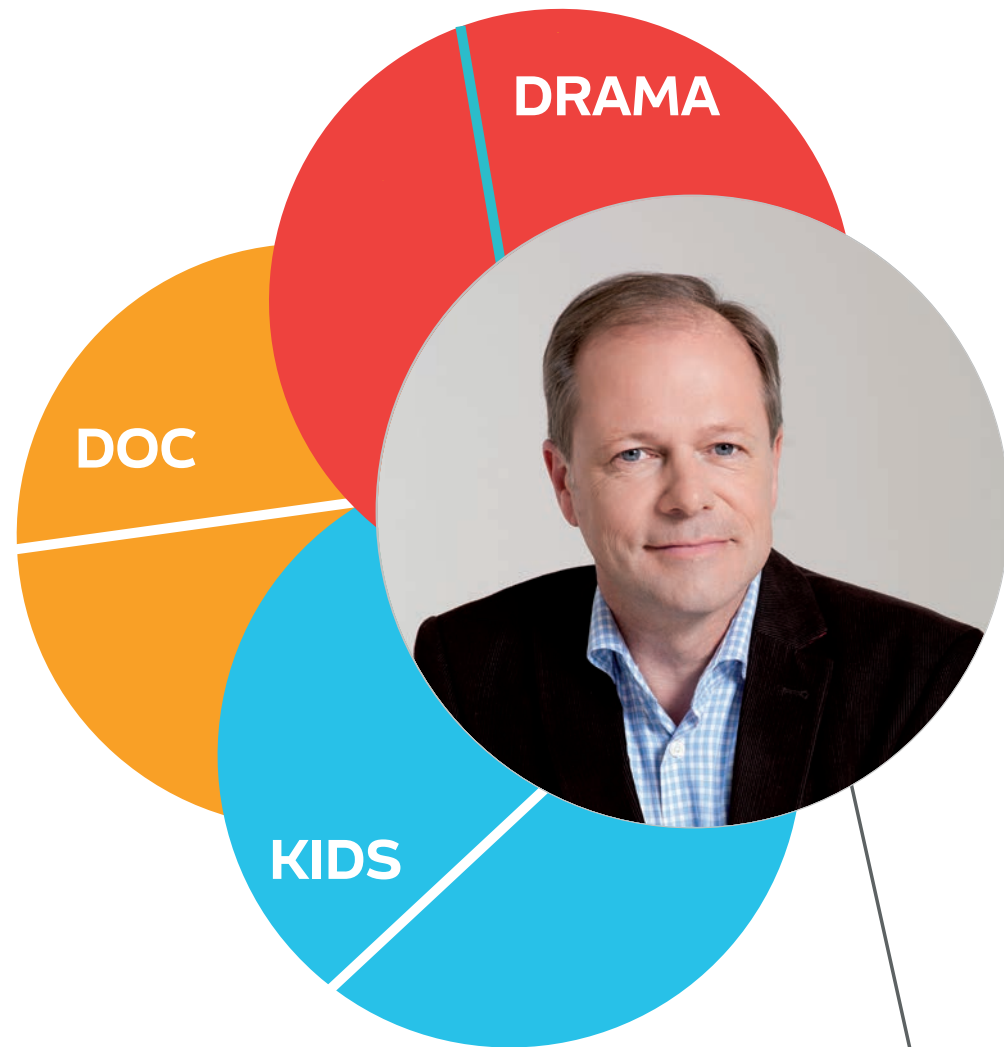
## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Link to the programme and short description of content + USPs.

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

Commissioner proposal: treatment, trailer, information about delivery date, budget, financing plan and references.





**Germany**

**Volker Lehmann**

**Vice-President Acquisitions and Coproductions ZDF**

**Activity :** Acquisitions Commissioner TV Content Buyer

**Acquisition Territory (ies) :** **Europe :** Austria Belgium Danmark France Germany Iceland Netherlands Spain Sweden Switzerland United Kingdom - **North America :** Canada U.S.A.

## WHAT IS YOUR EDITORIAL STRATEGY ?

1. To satisfy clients by providing excellent service

Satisfied clients are the most important pre-requisite for a company's lasting success. ZDF Enterprises has therefore set itself the task of providing outstanding service to both external clients and partners, as well as its internal clients at ZDF.

This comprises:

comprehensive and exclusive utilisation of all ZDF rights

management of programme purchases and Commissioners

implementation of special projects (such as the ZDF Shop)

2. To achieve commercial success

Backed by a firm commitment to ZDF, ZDF Enterprises weighs up the market opportunities and risks in order to forge new, profitable roles for the ZDF Group. We achieve this by means of:

targeted investment in a wide variety of programmes

involvement in Commissioners and co-financing in the sectors of fiction, documentaries and children's programmes

utilisation of the rights created in this way

the development of new commercial activities and the implementation of innovative projects

3. To effect successful management and coaching of associates

ZDF Enterprises facilitates the success of its subsidiary and associate companies in a variety of production and utilisation sectors. To achieve this we provide:

careful scrutiny, structuring and application of opportunities for participation

comprehensive analysis of company tasks

intensive management and coaching of subsidiary and associate companies

effective networking of ZDF, ZDF Enterprises and the subsidiary and associate companies

## WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

We are looking for high quality programmes which meet the requirements of ZDF and its affiliated channels. Also these programmes should attract new audiences, a crucial challenge in times of deep change in audience demographics.

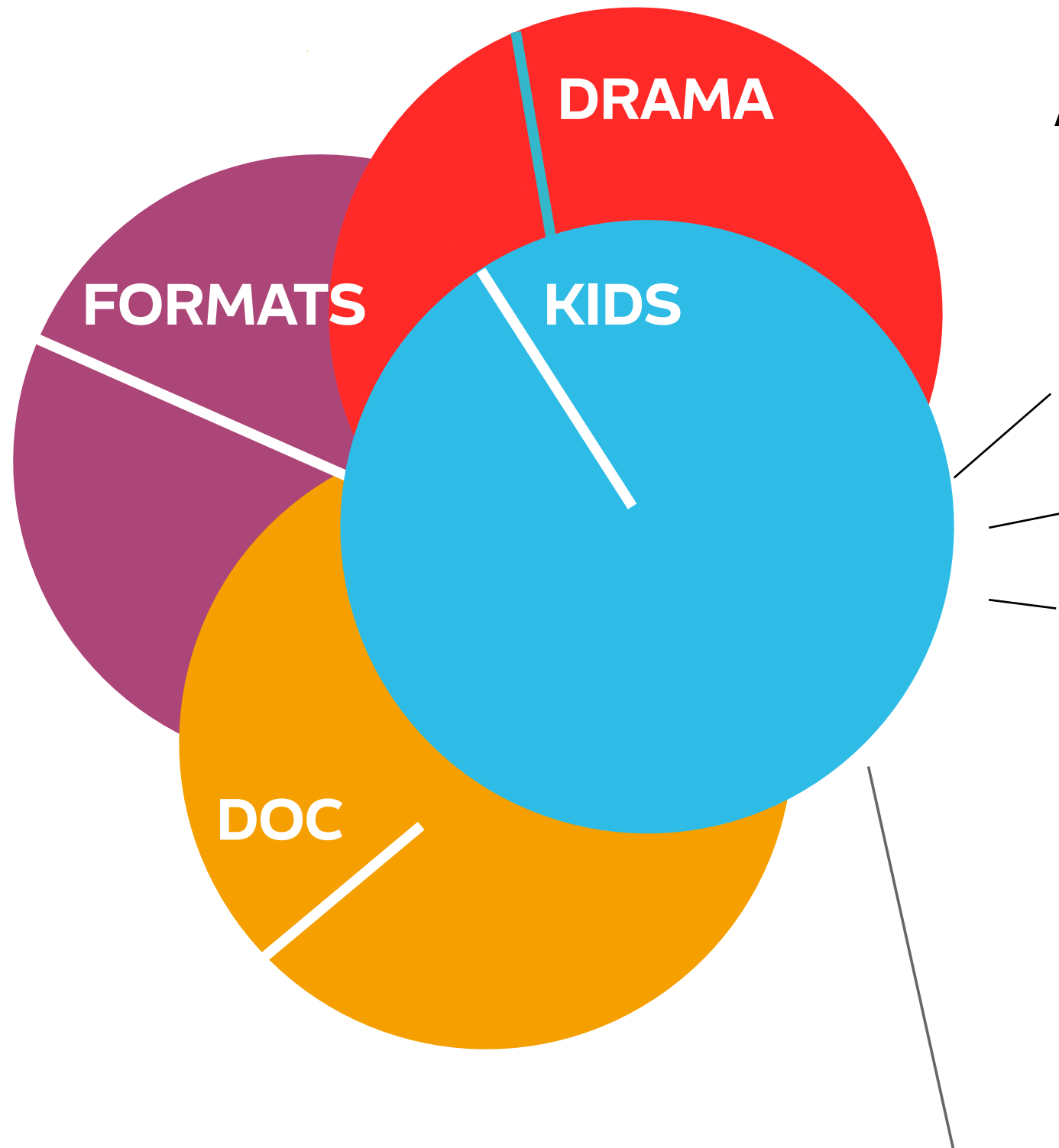
## WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

To competent pitches (in the sense that you can see the the sales person is well prepared). Does she/he know my broadcaster's profile? Does she/he know which programmes are presumably interesting for me (and which are definitely not...)?

## WHAT ARE YOU LOOKING FOR WHEN WORKING ON CO-PRODUCTION PROJECTS?

We are always looking for promising new projects, coming from experienced producers but also from new upcoming authors. These projects benefit from our experience in establishing international coproduction partnerships. This is very often the starting point of a successful collaboration on a very high level.

# ABOUT MIPTV & MIPCOM



MIPTV and MIPCOM are the world's most important global markets for the TV and digital content industry. They are the key events for buying and selling, co-producing, financing and distributing programmes of all genres, on all platforms.

Together, every 6 months, they form the annual landmark events of the entertainment calendar, attracting key industry executives, thought-leaders and creative talent from the entire content spectrum to negotiate deals, create partnerships, network and gain insight.

MIPTV and MIPCOM respectively take place every April and October in Cannes, France.

[www.miptv.com](http://www.miptv.com)  
[www.mipcom.com](http://www.mipcom.com)



**mip**® Driving the content economy