



WHAT DO BUYERS AND COMMISSIONING EDITORS WANT?

AUSTRALIAN BROADCASTING CORPORATION AUSTRALIA



Dallas Krueger
Head of Acquisitions

ACTIVITY

TV Content Buyer

DOC

DRAMA

ACQUISITION TERRITORY

Europe : United Kingdom **Oceania :** Australia



What is your editorial strategy ?

The ABC is Australia's national public broadcaster. The corporation provides television, radio, online and mobile services throughout metropolitan and regional Australia.

When it comes to acquisitions our strategy is fairly simple - we are looking for the best in international programming within drama, comedy, factual, entertainment and children's to complement our own locally made commissioned content.

What type of projects/programs are you looking for ?

On our main flagship ABC channel, we have several slots we acquire for across drama, comedy, factual and entertainment.

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.

Any in-built marketability that a drama can offer, a well-known cast, high calibre writing talent etc. is going to increase its appeal for us.

On the factual front, for this market we will be particularly interested in accessible science, travelogue with a well-known presenter and history programmes that offer something new for our audience, whether it is a different stylistic approach or a new perspective or insight on a significant historical event.

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.

On the kids front, we are on the look-out for pre-school age and tween (8-12) animation and live-action, particularly content that is girl-lead.

What kinds of sales pitches do you respond best to ?

Pitches that target the specific needs and sensibility of our network/channels.

For sales executives unfamiliar with the ABC, I would recommend visiting our online service iview at iview.abc.net.au and download our app to get a sense of what we offer our audience. The majority of our content is geo-blocked so you won't be able to lose yourself in viewing our shows but it will give you a good overview of the type of content we commission and acquire.



Ross Crowley
Director of Content

ACTIVITY

Acquisitions • TV Content Buyer • (S)VOD Buyers
• Commissioning Editor

DRAMA

ACQUISITION TERRITORY

Europe : United Kingdom **Oceania :** Australia **North America :** USA

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.



Brian Walsh
Executive Director of
Television

ACTIVITY

Acquisitions • Commissioning Editor • TV Content Buyer

DOC

FORMAT

ACQUISITION TERRITORY

Europe : United Kingdom Oceania : Australia North America : USA

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 coproduction projects ?

Similar objectives in quality storytelling



Daniel Monaghan
Network Head of
Programming

ACTIVITY

Acquisitions • TV Content Buyer • Commissioning Editor

DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

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-war-
ming 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 over-
seas 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.



Peter Andrews
Head of Network
Programming

ACTIVITY

Acquisitions • Commissioning Editor • TV Content Buyer
• (S)VOD Buyers

DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

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

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 coproduction projects ?

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



Sylvie Jason
Head of Acquisitions

ACTIVITY

Acquisitions • TV Content Buyer • (S)VOD Buyers

KIDS

DRAMA

ACQUISITION TERRITORY

Europe : Belgium • France • United Kingdom

What is your editorial strategy ?

RTBF is the main public channel in Belgium's French speaking territory. We produce and buy a lot of programmes (documentaries, fiction, movies) for both linear and non linear.

What type of projects/programs are you looking for ?

Series, TV movies, movies for our 3 channels.
All types of programmes.

What kinds of sales pitches do you respond best to ?

European programmes and American features with French dubs.



Jan Konings
Current Affairs
Buyer/commissioner

ACTIVITY

Tv Content Buyer • Commissioning Editor

DOC

ACQUISITION TERRITORY

Africa: Algeria • Benin • Cameroon • Côte d'Ivoire • Democratic Republic of the Congo • Kenya • Morocco • Nigeria • South Africa • Tunisia • Zimbabwe **Asia:** China • India • Indonesia • Japan • Malaysia • Philippines • Singapore • South Korea • Sri Lanka • Taiwan • Thailand • Vietnam **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 • United Kingdom **Middle East:** Egypt • Israel • Jordan • Kuwait • Lebanon • Qatar • Saudi Arabia • U.A.E. **Oceania:** Australia • New Zealand **Latin America:** Argentina • Bolivia • Brazil • Colombia • Dominican Republic • Ecuador • El Salvador • Mexico • Peru • Uruguay • Venezuela **North America:** Canada • U.S.A.

vrt

What is your editorial strategy ?

VRT is the public broadcaster for the Dutch speaking part of Belgium.

What type of projects/programs are you looking for ?

Pronounced documentaries in series or one-offs, in diverse lengths. Urgent and clear storytelling seeking to reveal the big and smaller questions of our time.

What kinds of sales pitches do you respond best to ?

Short with content ready to be seen.



Sven Van Iokeren

Buyer Fiction Series

ACTIVITY

Acquisitions • Tv Content Buyer • (S)VOD Buyers

DRAMA

ACQUISITION TERRITORY

Europe : Austria • Belgium • Danmark • Finland • France • Germany • Iceland • Ireland • Italy • Luxemburg • Netherlands • Norway • Spain • Sweden • Switzerland • United Kingdom **North America :** Canada • U.S.A.



What is your editorial strategy ?

Public Broadcaster of the Flemish Government, including Free TV, radio stations and online platforms for both a general, broad audience and more specific target groups

What type of projects/programs are you looking for ?

A wide variety of shows, from more broad UK crime series to high-end, edgy thrillers and must-see international content with high talk-value. Any in-built marketability that a drama can offer, a well-known cast, high calibre writing talent etc. is going to increase its appeal for us.

What kinds of sales pitches do you respond best to ?

Combination of basic info (format, volume, availability, producers, commissioning broadcaster, etc) with short pitch plus main storyline and trailer

BULGARIAN NATIONAL TELEVISION BULGARIA



Camellia Doncheva
Head of Program
Acquisition

ACTIVITY

TV Content Buyer

KIDS

DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

Europe : Czech Republic • France • Germany • Italy • Russia • Spain
• United Kingdom **North America :** Canada • U.S.A.



What is your editorial strategy ?

Public Free TV

What type of projects/programs are you looking for ?

On the factual front, for this market we will be particularly interested in accessible science, travelogue with a well-known presenter and history programmes that offer something new for our audience, whether it is a different stylistic approach or a new perspective or insight on a significant historical event.

What kinds of sales pitches do you respond best to ?

Series and prime time feature films



Franca Cerretti
Director, Acquisitions

ACTIVITY

Acquisitions • Tv Content Buyer • (S)VOD Buyers
• Commissioning Editor

DOC

ACQUISITION TERRITORY

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 coproduction projects ?

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



Georges Amar
Executive Producer

ACTIVITY

Tv Content Buyer • Commissioning Editor

DOC

ACQUISITION TERRITORY

Asia : Japan **Oceania :** Australia **North America :** Canada

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 coproduction projects ?

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

SOCIETE RADIO-CANADA CANADA



Matthieu Mortézaï
Senior Manager,
Acquisitions -
Documentary

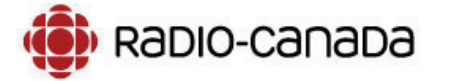
ACTIVITY

Acquisitions • TV Content Buyer • (S)VOD Buyers

DOC

ACQUISITION TERRITORY

Europe : Austria • France • Germany • United Kingdom **Oceania :** Australia
North America : Canada • U.S.A.



What is your editorial strategy ?

CBC/Radio-Canada is the National Public Broadcaster. Tou.tv is our FVOD/SVOD online platform. ARTV and Explora are our speciality channels.

What type of projects/programs are you looking for ?

Documentary

What kinds of sales pitches do you respond best to ?

Live pitches with trailers.



Geneviève Royer

Director of
Acquisitions

ACTIVITY

TV Content Buyer

DOC

DRAMA

ACQUISITION TERRITORY

Europe : Belgium • Danmark • France • Germany • Iceland • Ireland • Italy
• Netherlands • Norway • Spain • Switzerland • United Kingdom **North**
America : Canada



What is your editorial strategy ?

Public broadcaster for French Canada

What type of projects/programs are you looking for ?

Pre-buys and programmes ready to broadcast

What kinds of sales pitches do you respond best to ?

Straightforward and in tune with our needs



Nathalie Mayotte

Content Buyer
Acquisitions,
Documentaries &
Fiction Series

ACTIVITY

Acquisitions

DOC

DRAMA

ACQUISITION TERRITORY

Europe : Belgium • Danmark • France • Germany • Iceland • Ireland • Italy
• Netherlands • Norway • Spain • Switzerland • United Kingdom **North**
America : Canada • U.S.A.



What is your editorial strategy ?

Télé-Québec is a public broadcaster for French Canada.

What type of projects/programs are you looking for ?

Télé-Québec is looking for pre-buy and ready-to-broadcast programmes.

What kinds of sales pitches do you respond best to ?

Straightforward, and concordant with our needs and editorial line.

TLN TELEVISION NETWORK CANADA



Aldo Difelice
President

ACTIVITY

TV Content Buyer

KIDS

DOC

DRAMA

ACQUISITION TERRITORY

Europe : France • Ireland • Italy **Oceania :** Australia **Latin America :** Brazil
• Colombia • Mexico • Venezuela **North America :** Canada • U.S.A.



What is your editorial strategy ?

Telelatino Network Inc. is Canada's most influential multilingual media company, uniting cultures and sharing conversations with Canadians and the world. Telelatino is home to 11 television channels reaching millions of Canadians, the country's largest Latino street festival, state-of-the-art digital production and distribution facilities and hundreds of hours of unique and culturally significant programming for Canadian and worldwide audiences. The Company's primary TV channel is TLN, Canada's Culturally Connected English-language specialty channel seen in 6 million homes. Telelatino also offers Canada's most widely distributed foreign language television channels, including multiple Spanish-language and Italian-language channels. Telelatino Network Inc. is majority owned by Corus Entertainment, a leading Canadian media and content company.

What type of projects/programs are you looking for ?

We are looking for English language programmes that have an Italo-Latino subject, host, setting or theme- especially lifestyle (cooking, travel, home and garden, dance, personal development, sports etc), but also any other genre - reality, game shows, drama or documentary.

What kinds of sales pitches do you respond best to ?

E-mail



Christine Lee
Senior Acquisitions
Officer

ACTIVITY

TV Content Buyer

DOC

DRAMA

ACQUISITION TERRITORY

Europe : Danmark • France • Germany • Ireland • United Kingdom **North America :** Canada • U.S.A.

What is your editorial strategy ?

As the technological extension of Ontario's public education system, TVO's vision is to create a better world through the power of learning. TVO provides learning opportunities for Ontarians through innovative educational products, in-depth current affairs, groundbreaking documentaries, and award-winning TVOKids resources both inside and outside the classroom. TVO is funded primarily by the Province of Ontario and is a registered charity supported by sponsors and thousands of donors.

What type of projects/programs are you looking for ?

Finished acquisitions and in-progress co-productions

What kinds of sales pitches do you respond best to ?

Via e-mail or scheduled appointment at markets/festivals



Kirsten Hurd
Acquisitions, Tvokids

ACTIVITY

TV Content Buyer

KIDS

ACQUISITION TERRITORY

Europe : France • United Kingdom **North America :** Canada • U.S.A.

What is your editorial strategy ?

I am always on the lookout for high quality educational content for kids. Both live-action and animation and covering all ages from early pre-school through to school age children. We acquire fiction and non-fiction series.

What type of projects/programs are you looking for ?

Educational

What kinds of sales pitches do you respond best to ?

E-mail or in-person meetings. Links and supporting materials always appreciated.



Jaime Boetsch
Director De Nuevos
Negocios

ACTIVITY

Acquisitions • Commissioning Editor

FORMAT

DRAMA

ACQUISITION TERRITORY

Asia : Japan **Europe :** United Kingdom **Latin America :** Argentina • Colombia
• Mexico • Peru **North America :** U.S.A.

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 coproduction 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 CHILE



Hernán Schmidt
Managing Director

ACTIVITY

TV Content Buyer • Commissioning Editor

KIDS

DOC

DRAMA

ACQUISITION TERRITORY

Europe : Japan **Latin America :** Argentina • Brazil • Mexico **North America :** USA



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 coproduction projects ?

Like-minded professional attitude



Shihui Cheng
Vice President

ACTIVITY

Acquisitions • Commissioning Editor • TV Content Buyer
• (S)VOD Buyers • Carriage Deal Buyer

DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

Africa: Algeria • Benin • Cameroon • Central African Republic • Côte d'Ivoire • Democratic Republic of the Congo • Kenya • Morocco • Nigeria • South Africa • Tunisia • Zimbabwe **Asia:** China • India • Indonesia • Japan • Malaysia • Philippines • Singapore • South Korea • Sri Lanka • Taiwan • Thailand • Vietnam **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 **Middle East:** Egypt • Israel • Jordan • Kuwait • Lebanon • Qatar • Saudi Arabia • U.A.E. **Oceania:** Australia • New Zealand **Latin America:** Argentina • Bolivia • Brazil • Colombia • Dominican Republic • Ecuador • El Salvador • Mexico • Peru • Uruguay • Venezuela **North America:** Canada • U.S.A.

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 Commissioning 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 coproduction projects ?

Entertainment shows
Game shows
Dating shows

ALIBABA MEDIA & ENTERTAINMENT GROUP CHINA



Qiang Li
Director of Media
Acquisition &
Cooperation

ACTIVITY

Acquisitions • Commissioning Editor • (S)VOD Buyers

DOC

FORMAT

ACQUISITION TERRITORY

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

YOUKU 优酷

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.

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

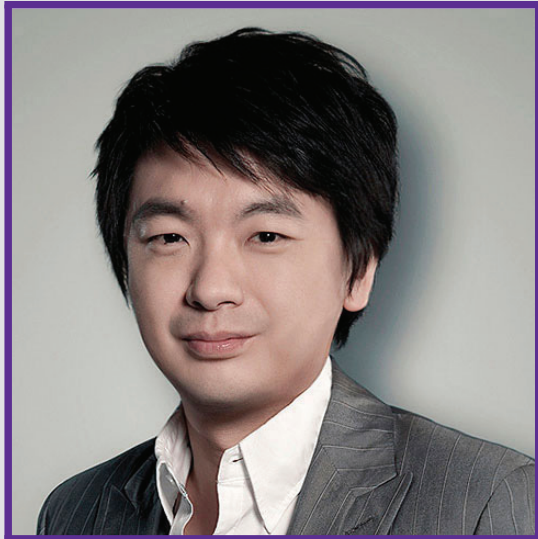
What kinds of sales pitches do you respond best to ?

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

What are you looking for when working on coproduction projects ?

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

CCTV9, DOCUMENTARY CHANNEL CHINA



Yuan Tian
Head of International
Acquisitions &
Commissioner

ACTIVITY

Acquisitions • Commissioning Editor

DOC

ACQUISITION TERRITORY

Africa : South Africa **Europe :** Austria • France • United Kingdom **North America :** Canada • U.S.A.



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, Commissioner, 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 coproduction projects ?

Blue chip Commissioner opportunities.



Xiaodi Wang
Director of Domestic
Marketing
Department

ACTIVITY

Acquisitions • Tv Content Buyer • (S)VOD Buyers
• Commissioning Editor • Carriage Deal Buyer

DOC

DRAMA

ACQUISITION TERRITORY

Africa : Morocco • South Africa **Asia** : China • India • Malaysia • Philippines
• Singapore • Taiwan • Thailand **Europe** : Austria • France • Germany
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• Turkey • United Kingdom **Oceania** : Australia • New Zealand **Latin**
America : Brazil • Colombia • Mexico **North America** : Canada • U.S.A.



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.

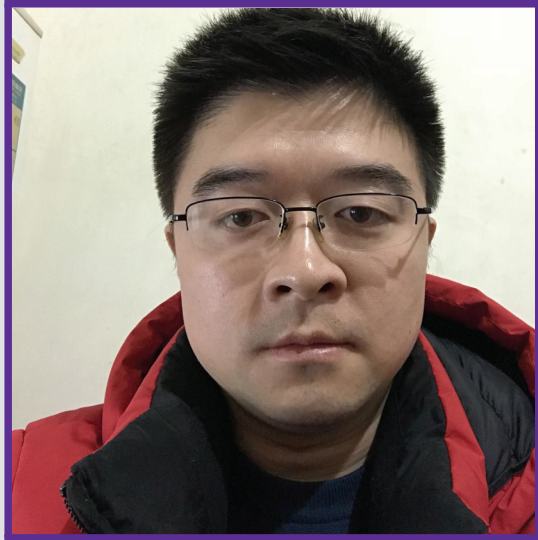
What kinds of sales pitches do you respond best to ?

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 coproduction projects ?

Projects focusing on culture, nature and human life.

CCTV-CITVC CHINA



Jiansheng Ye
Acquisition Manager

ACTIVITY

Acquisitions • Tv Content Buyer

KIDS

DOC

ACQUISITION TERRITORY

Europe : Austria • Finland • France • Germany • Italy • Netherlands
• Sweden • United Kingdom **North America :** Canada • U.S.A.

What is your editorial strategy ?

Sourcing documentaries for CCTV channels.

What type of projects/programs are you looking for ?

Documentaries include science, natural, human, disaster, technology, health.

What kinds of sales pitches do you respond best to ?

Documentary with link to download the trailer.

DA NENG CULTURE MEDIA CHINA



Hengyi Zhi
Manager

ACTIVITY

Acquisitions • Co-production • Tv Content Buyer • (S)VOD Buyers

DOC

ACQUISITION TERRITORY

Asia : China • India • Japan • Singapore • South Korea **Europe :** Austria • Germany • Iceland • Ireland • Italy • Serbia • Spain • Switzerland • Turkey • United Kingdom **Middle East :** Qatar **Oceania :** Australia • New Zealand **North America :** Canada • U.S.A.



What is your editorial strategy ?

Any programme can tell an interesting story

What type of projects/programs are you looking for ?

General history, Military History, Science

What kinds of sales pitches do you respond best to ?

A distributor should know what kind of programmes we are looking for, and send us a detailed and selected catalogue accordingly. Otherwise general lineups will be ignored.

What are you looking for when working on coproduction projects ?

Content and Financing



Meili Ni
Entertainment
Business Manager

ACTIVITY

Acquisitions • Commissioning Editor • TV Content Buyer
• (S)VOD Buyers

KIDS

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Oceania : Australia • New Zealand **North America :** Canada • U.S.A.



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 coproduction projects ?

Production studio.

GOLDEN-SPREAD ENTERTAINMENTS CO.,LTD CHINA



Lei Jing
General Manager

ACTIVITY

TV Content Buyer • (S)VOD Buyers

DOC

DRAMA

ACQUISITION TERRITORY

Asia : India • Indonesia • Japan • Malaysia • Philippines • Singapore • South Korea • Sri Lanka • Taiwan • Thailand • Vietnam **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 Kingdom **East :** Egypt • Israel • U.A.E. **Oceania :** Australia • New Zealand **Latin America :** Argentina • Bolivia • Brazil • Colombia • Dominican Republic • Ecuador • El Salvador • Mexico • Peru • Uruguay • Venezuela **North America :** Canada • U.S.A.

GOLDEN SPREAD

What is your editorial strategy ?

Acquire foreign films and TV series and sell to Chinese clients.

What type of projects/programs are you looking for ?

Action/Adventure/Animated Feature Film, Wild/Nature Documentary, TV series.

What kinds of sales pitches do you respond best to ?

E-mail, sales catalogue.

GOLDEN-SPREAD ENTERTAINMENTS CO.,LTD CHINA



Yunjie Zhou
Acquisition

ACTIVITY

Acquisitions • TV Content Buyer • (S)VOD Buyers

DOC

DRAMA

ACQUISITION TERRITORY

Asia : India • Indonesia • Japan • Malaysia • Philippines • Singapore • South Korea • Sri Lanka • Taiwan • Thailand • Vietnam **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 **Middle East :** Egypt • Israel • U.A.E. **Oceania :** Australia • New Zealand **Latin America :** Argentina • Bolivia • Brazil • Colombia • Dominican Republic • Ecuador • El Salvador • Mexico • Peru • Uruguay • Venezuela **North America :** Canada • U.S.A.

GOLDEN SPREAD

What is your editorial strategy ?

Acquire foreign films and TV series and sell to Chinese clients.

What type of projects/programs are you looking for ?

Action\Adventure\Animated feature film, Wild\Nature Documentary, TV series.

What kinds of sales pitches do you respond best to ?

E-mail, sales catalogue.

HUAWEI TECHNOLOGIES CO.,LTD CHINA



Linlin Fu
Business
Development Director

ACTIVITY

Acquisitions • (S)VOD Buyers

KIDS

DOC

DRAMA

ACQUISITION TERRITORY

Africa: Algeria • Kenya • Nigeria • South Africa **Asia:** China • Indonesia • Malaysia • Philippines • Singapore **Europe:** France • Germany • Italy • Netherlands • Poland • Spain • United Kingdom **Middle East:** Egypt • Kuwait • Saudi Arabia **Latin America:** Argentina • Bolivia • Brazil • Colombia • Dominican Republic • Ecuador • El Salvador • Mexico • Peru • Uruguay • Venezuela **North America:** USA



What is your editorial strategy ?

Huawei aims to acquire video content licensors as a buyer to distribute their content on Huawei device and Huawei video platform for global carrier clients.

What type of projects/programs are you looking for ?

VOD programmes including TV series, movies, docs, kids, 4K etc.

What kinds of sales pitches do you respond best to ?

Good content quality, flexible licensing model

JY ANIMATION INC. CHINA



Qi Yu
Vp

ACTIVITY

Acquisitions • Co-production • Tv Content Buyer • (S)VOD Buyers

KIDS

DOC

ACQUISITION TERRITORY

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



What is your editorial strategy ?

We continue acquiring animations and kids programs from worldwide markets this year.

What type of projects/programs are you looking for ?

We look for animation and all kinds of kids contents.

What kinds of sales pitches do you respond best to ?

Pitching session

What are you looking for when working on coproduction projects ?

Projects could be operated in 360 degrees.



Lisa Lee
Acquisition Manager

ACTIVITY

Tv Content Buyer • (S)VOD Buyers

KIDS

DOC

DRAMA

ACQUISITION TERRITORY

Asia : India • Indonesia • Japan • Singapore • Taiwan • Thailand **Europe :** Austria • Danmark • Finland • France • Germany • Italy • Poland • Russia • Sweden • Switzerland • United Kingdom **North America :** Canada • U.S.A.

What is your editorial strategy ?

We mainly buy programmes from all over the world and bring them to China

What type of projects/programs are you looking for ?

Feature film, movie, animation films, documentaries

What kinds of sales pitches do you respond best to ?

Emails, advertisement

LIC CHINA (BEIJING CONTINENTAL BRIDGE CORPORATION GROUP LTD) CHINA



Yunfeng (Max) Li
Acquisition Executive

ACTIVITY

(S)VOD Buyers

DOC

FORMAT

ACQUISITION TERRITORY

Asia : China • Japan • Malaysia • Singapore • South Korea **Europe :** Austria • France • Germany • Italy • Netherlands • Russia • Spain • Sweden • Switzerland • United Kingdom **Oceania :** Australia **Latin America :** Brazil **North America :** Canada • U.S.A.



What is your editorial strategy ?

Working as a buyer to hunt for high quality documentaries, esp. HD and 4K, for free TV and new media rights.

What type of projects/programs are you looking for ?

All kinds of documentaries.

What kinds of sales pitches do you respond best to ?

Wildlife programme providers

MEDIATV INTERNATIONAL SERVICE CHINA



Jing Kang
General Manager

ACTIVITY

TV Content Buyer • Carriage Deal Buyer

DOC

DRAMA

ACQUISITION TERRITORY

Asia : India • Japan • Malaysia • Philippines • Singapore • South Korea • Thailand
Europe : Austria • Finland • France • Germany • Poland • Russia • Switzerland • United Kingdom
Middle East : Egypt
Oceania : Australia
North America : Canada • U.S.A.

MediaTV
International Service

What is your editorial strategy ?

We purchase TV programmes from international partners worldwide.

What type of projects/programs are you looking for ?

What we have purchased most during the past few years are Docs & Factual programmes, as well as TV series.

What kinds of sales pitches do you respond best to ?

We are open and review all kinds of sales pitch.



E Pan

Acquisition Manager

ACTIVITY

Acquisitions • Commissioning Editor • TV Content Buyer
• (S)VOD Buyers

KIDS

DOC

DRAMA

ACQUISITION TERRITORY

Asia: India • Japan • South Korea **Europe:** Austria • Belgium • Czech Republic • Denmark • Finland • France • Germany • Greece • Hungary • Iceland • Ireland • Italy • Luxemburg • Netherlands • Norway • Poland • Portugal • Romania • Russia • Serbia • Spain • Sweden • Switzerland • Turkey • Ukraine • United Kingdom **Oceania:** Australia • New Zealand **Latin America:** Argentina • Brazil • Colombia • Mexico • Uruguay **North America:** Canada • U.S.A.

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 coproduction projects ?

Remake projects



Yiran Song
Acquisition Manager

ACTIVITY

Acquisitions

KIDS

DOC

DRAMA

ACQUISITION TERRITORY

Asia : China

What is your editorial strategy ?

VOD, Internet, Video, TV, Theatrical rights acquisition.

What type of projects/programs are you looking for ?

Animation, TV series, feature films, drama, docs.

What kinds of sales pitches do you respond best to ?

Email line-ups and on-set trailer/promo reel screening.

VIRTUAL CINEMA CHINA



Jing Xu
Head of Acquisition

ACTIVITY

(S)VOD Buyers

DRAMA

ACQUISITION TERRITORY

Asia : China **Europe :** United Kingdom, Portugal



What is your editorial strategy ?

Virtual Cinema runs an online platform which focuses on genre films and TV series, such as horror/thriller, crime/suspense, war, action, sci-fi, etc.

What type of projects/programs are you looking for ?

Genre films and TV series

What kinds of sales pitches do you respond best to ?

Good quality content

WAYS MEDIA INTERNATIONAL LTD. CHINA



Xiaoyin Wei
President

ACTIVITY

Acquisitions • TV Content Buyer • (S)VOD Buyers

KIDS

DOC

DRAMA

ACQUISITION TERRITORY

Europe: France • Germany • Italy • United Kingdom **North America:** Canada • U.S.A.

Ways Media International Ltd.

What is your editorial strategy ?

We purchase programmes according to the demand of our market, which could be different each year.

We never get enough 'predators' programmes though.

What type of projects/programs are you looking for ?

This year we will purchase programmes for our educational platform.

What kinds of sales pitches do you respond best to ?

Doc: programmes with quality content without too much 'talking head'.

Movies or drama: meaningful stories, no trash.

WEKIDS ASIA LTD CHINA



Sean Chu
Ceo & Founder

ACTIVITY

Acquisitions • Tv Content Buyer • Commissioning Editor

KIDS

ACQUISITION TERRITORY

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 coproduction projects ?

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



Marcelo Liberini
Vp Digital

ACTIVITY

Commissioning Editor

DRAMA

ACQUISITION TERRITORY

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.



Mira Vocinkic

Editor - Buyer,
Acquisitions
Department

ACTIVITY

Tv Content Buyer

DOC

ACQUISITION TERRITORY

Europe : Austria • Czech Republic • Danmark • Finland • France • Germany • Iceland • Netherlands • Norway • Poland • Russia • Spain • Sweden • Switzerland • United Kingdom **North America :** Canada • U.S.A.



What is your editorial strategy ?

Public Broadcaster

What type of projects/programs are you looking for ?

All kind of documentaries, talk shows, concerts...

What kinds of sales pitches do you respond best to ?

I buy ready-to-air programmes. Meetings with distributors are very important for me to collect all the information that I need for an acquisition.

CYBC
CYPRUS



Evi Papamichael
Head of Program
Acquisitions

ACTIVITY

TV Content Buyer

KIDS

DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

Europe : France • Germany • Greece • Italy • United Kingdom **North America :** Canada • U.S.A.



What is your editorial strategy ?

Feature films, series, miniseries, documentaries, children's programmes, music, culture, TV movies

What type of projects/programs are you looking for ?

Feature films
TV movies
Entertainment

What kinds of sales pitches do you respond best to ?

Our criteria are: scheduling requirements, price, content



CZECH TELEVISION

CZECH REPUBLIC



Alena Blahosova
Head of Acquisitions

ACTIVITY

Acquisitions

KIDS

DOC

DRAMA

ACQUISITION TERRITORY

Europe : Czech Republic

What is your editorial strategy ?

Czech Television /CT/ is the national public broadcaster of the Czech Republic, providing a balanced range of programmes targeting every demographic. CT operates six channels: CT1, CT2, CT24 - 24-hour news channel, CT4 - sports channel, CT:D - kids channel, CT Art

What type of projects/programs are you looking for ?

We are aware of high-quality scripted production /series and feature films - European and non European production/ and at the same time non-scripted content - documentaries - main topics: history, ancient history, engineering, nature, travel, lifestyle, art, culture, concerts, operas, all kinds of programmes for kids - feature films, animation, live action series, entertainment, documentaries, game shows

What kinds of sales pitches do you respond best to ?

It is hard to say - we have very wide range of acquisition activities and each of them has different consumer at the end



Anette Roemer
Head of Acquisitions
& Formats

ACTIVITY

Acquisitions • (S)VOD Buyers

DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

Europe: Danmark • Germany • Norway • Sweden • United Kingdom **North America:** U.S.A.



What is your editorial strategy ?

TV 2 Denmark's main channel places strong emphasis on local Danish production, both drama and factual. We strive to tell original stories which tap into our viewers' daily lives. Drama series RITA, our belligerent but charming school teacher, delivers a recognizable setting and likewise, the theme of education is covered in our factual series 'Happy Families'. The subjects of children, family, all aspects of lifestyle, housing, health and jobs, as well as the more serious agendas in our society, are covered from diverse angles so that we engage the audience with both 'lean forward' and 'lean back' viewing experiences.

TV 2 Zulu is always keen to find bold programmes that will make a splash with the 15-40 group. Still funny, but now also embracing a wider array of feelings and objectives appealing to male/female co-viewing.

TV 2 Charlie appeals to the mature audience with heartwarming and/or surprising drama and entertainment in a charming, enthusiastic and un-nobbish tone of voice.

What type of projects/programs are you looking for ?

We are focused on feature films and strong factual on topics relevant to our audience, fact ent for our lifestyle channel TV 2 FRI, British drama for TV 2 Charlie and formats for primetime on our main channel.

What kinds of sales pitches do you respond best to ?

Finished tapes with relevant background material as well as pitches for pre-buys.

YLE FINNISH BROADCASTING CO. FINLAND



Vicky Schroderus

Executive In Charge of
International Co-Productions
& Acquisitions - Yle
Children's Programs

ACTIVITY

Acquisitions • Co-production

KIDS

ACQUISITION TERRITORY

Asia : South Korea **Europe :** Belgium • Czech Republic • Danmark • France • Germany • Ireland • Italy • Netherlands • Norway • Poland • Spain • Sweden • Switzerland • United Kingdom **Oceania :** Australia • New Zealand **North America :** Canada • U.S.A.



What is your editorial strategy ?

When measured by ratings and audience satisfaction YLE is the number one multi-platform destination for Finnish Kids. It transmits annually over 1300 hours of children's programming for a two- to 12-year-old audience on linear tv, FVOD service YLE Areena and YLE's add-free YouTube Channels .

Pikku Kakkonen -magazine show is one of the biggest brands at YLE. Its main focus is the 3-6 y old kids. It reaches about 55% of the target group every week on linear television. For the 7-12 y old kids YLE has an interactive brand named Galaxi. It reaches about 10% of its target group every week on linear tv. Galaxi universe can be found on www.yle.fi/galaxi. Buu-Klubben is aired by the Swedish-speaking channel YLE Fem. Its main focus is the 3-7 years olds. YLE's FVOD service Areena gets about 4 Mio starts on kids programming per week (population of Finland is 5,4 Mio).

What type of projects/programs are you looking for ?

I am looking for content that will enhance YLE's offering for kids. The shows need to entertain, bring laughter and awoke curiosity.

For preschoolers the top priorities are diversity, bravery as well as enhancing emotional and social skills.

For school kids we are also looking for themes like mental health and coping with difficult topics as poverty, loneliness and bullying.

What kinds of sales pitches do you respond best to ?

Short description or bible of the project with main characters and location(s). Example stories are a must. An animation sample or mood pictures, if live action, is definitely a big plus.



Nina Tuominen
Acquisition Executive

ACTIVITY

Tv Content Buyer

DOC

ACQUISITION TERRITORY

Asia : China • India • Japan **Europe :** Austria • Belgium • Czech Republic • Danmark • France • Germany • Greece • Hungary • Iceland • Ireland • Italy • Luxemburg • Netherlands • Norway • Poland • Portugal • Romania • Russia • Serbia • Spain • Sweden • Switzerland • Turkey • United Kingdom **Latin America :** Argentina • Brazil • Mexico **North America :** Canada • U.S.A.



What is your editorial strategy ?

Public Service

What type of projects/programs are you looking for ?

History, science, wildlife, culture

What kinds of sales pitches do you respond best to ?

Present me an one-pager with synopsis, essential information on production year, production company, commissioning broadcaster, length etc. A list of interviewees (including titles/positions) and film locations is also useful. Always happy when a sales pitch surprises me and I'm eagerly searching for new, untold stories. Hope for docs with high production value, strong stories and innovative storytelling.



Antonia Stefanova
Documentaries &
Animation
Acquisitions
Executive

ACTIVITY

Acquisitions • TV Content Buyer

KIDS

DOC

ACQUISITION TERRITORY

Asia : Japan **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 **North America :** Canada • U.S.A.

What is your editorial strategy ?

Groupe AB edits 19 thematic channels and is involved in producing and distributing television series, TV movies, cartoons and documentaries. Groupe AB is one of the biggest content providers in France with a catalogue of over 12,000 hours of programmes and 80 hours per year of in-house productions. The group is owned by Mediawan.

Editorial strategy revolves around acquisitions of premium content, always carefully picked out to reflect the specific positioning of our thematic TV channels, and the production of qualitative documentaries and fictions to be sold internationally.

What type of projects/programs are you looking for ?

I am looking for programmes for Groupe AB's factual channels and for one of our entertainment TV channels, Mangas, whose positioning revolves around Japanimation.

Groupe AB's factual channels include AB Moteurs (motorsports), Science&Vie TV (science channel), Animaux (wildlife and pets), Toute l'Histoire (#1 history TV channel in France), TREK (outdoor & extreme sports), Crime District (crime and investigation), Ultra Nature (100% native 4K TV channel), Chasse et Pêche (fishing & hunting) and for the Belgian market, ABXplore (factual entertainment for a male audience).

For Mangas, we're looking for the latest Japanese animated series, as the programming of the TV channel combines simulcast, New Japan and cult titles.

What kinds of sales pitches do you respond best to ?

As at MIPTV, I am mainly looking for finished programmes. A trailer is always appreciated.



Laurène Mansuy
Acquisition Executive

ACTIVITY

Tv Content Buyer

DOC

ACQUISITION TERRITORY

Europe : Austria • France • Germany • Sweden • United Kingdom

What is your editorial strategy ?

ARTE is a European public-service cultural television channel. Programmes are broadcast in French and German throughout Europe by satellite, cable networks and on the French terrestrial network. Today, over 185 million European viewers have access to ARTE.

ARTE offers all genres of programming, including Current Affairs, Culture and Performing Arts, Drama and Series, Cinema, News and Magazine, and Factual.

ARTE France - The French part of the channel, based in Paris, provides 40% of the programmes. 3 documentary departments co-produce, produce and purchase programmes for ARTE.

Découverte & Connaissance - The Specialist Factual Department focuses especially on Science (52'), Ancient History (52' or 90'), Natural History (43'), Scientific investigation (90'), People and places (52'), Lifestyle and Factual Entertainment - (series x26mn).

What type of projects/programs are you looking for ?

I look for finished films in:

People and places - Human interest (52')

Science (52')

Ancient History - Civilisations (52' or 90')

Nature and Wildlife (43')

What kinds of sales pitches do you respond best to ?

No matter when they include compelling stories, great storytelling and stunning visuals.



Vincent Pujol
Director of
Programmes And
Antenna

ACTIVITY

Acquisitions • TV Content Buyer

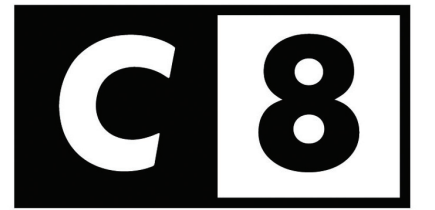
DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

Europe : France, United Kingdom



What is your editorial strategy ?

C8 is the leading French TNT channel. The channel has a generalist editorial strategy.

We are looking for content for a 25/49 audience.

What type of projects/programs are you looking for ?

We are looking for different kinds of programmes. Could be movies, documentaries, factuals or series.

What kinds of sales pitches do you respond best to ?

Any kind of sales pitch



Caroline Behar

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

ACTIVITY

Acquisitions • Tv Content Buyer • Commissioning Editor

DOC

ACQUISITION TERRITORY

Asia : Japan **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 coproduction 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.



Benoit Marchisio
Responsable Editorial

ACTIVITY

Acquisitions • Commissioning Editor

DRAMA

ACQUISITION TERRITORY

Europe : Belgium • Danmark • France • Germany • Iceland • Italy • Spain • Sweden • Switzerland • United Kingdom **Oceania :** Australia • New Zealand **North America :** Canada • U.S.A.

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 coproduction projects ?

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



Thierry Mino

Deputy Head of Factual Documentaries (international Coproductions And Acquisitions)

ACTIVITY

Acquisitions • Co-production • Tv Content Buyer
• Commissioning Editor

DOC

ACQUISITION TERRITORY

Asia : China • Japan • South Korea **Europe :** Austria • Belgium • Czech Republic • Danmark • Finland • France • Germany • Ireland • 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 Télévision's editorial lines. Nowadays, we favour wildlife, science, space, archaeology and ancient civilization programmes.

What are you looking for when working on coproduction 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 TELEVISIONS SVOD FRANCE



Stéphanie Bremond
Editorial Director

ACTIVITY

(S)VOD Buyers

KIDS

DOC

DRAMA

ACQUISITION TERRITORY

Europe : Belgium • Danmark • France • Germany • Ireland • Italy
• Netherlands • Norway • Spain • Sweden • United Kingdom

france•tvsvod

What is your editorial strategy ?

FTV SVOD edits the SVOD service of France Televisions. Our content value proposition is centred on French and European programmes: fiction, animation, films and docs.

What type of projects/programs are you looking for ?

We are mainly looking for European drama & French and European films.

What kinds of sales pitches do you respond best to ?

Our service will be launched before summer 2018 and will bring a complementary approach to the French market. We will mainly display French and European programmes, today under-exposed on the existing SVOD services. Our main content pillars are fiction and animation that address two segments: parents of young children and +50.



Christophe Assezat
Responsable Du Pôle
Fiction/documentai-
re/jeunesse

ACTIVITY

TV Content Buyer • (S)VOD Buyers

KIDS

DOC

DRAMA

ACQUISITION TERRITORY

Africa : Algeria • Benin • Cameroon • Central African Republic • Côte d'Ivoire • Democratic Republic of the Congo • Kenya • Morocco • Nigeria • Tunisia **Europe :** Belgium • France • Switzerland **North America :** Canada

What is your editorial strategy ?

French-speaking cultural television

What type of projects/programs are you looking for ?

French-speaking projects

What kinds of sales pitches do you respond best to ?

Projects pitch

Tendencies pitch



Annabel Gain
Head of Acquisitions
And Coproductions

ACTIVITY

Commissioning Editor

DOC

ACQUISITION TERRITORY

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

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 coproduction projects ?

We are looking for first runs in France.

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

BAYERISCHER RUNDFUNK/ARD GERMANY



Ulrich Gambke
Commissioning Editor

ACTIVITY

Commissioning Editor

DOC

ACQUISITION TERRITORY

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.



Dirk Neuhoff
Head of
Documentaries

ACTIVITY

Co-production • Tv Content Buyer • Commissioning Editor

DOC

ACQUISITION TERRITORY

Asia: China • Singapore **Europe:** Austria • Danmark • Finland • France
• Netherlands • Sweden • Switzerland • United Kingdom **North America:**
Canada • U.S.A.

What is your editorial strategy ?

Norddeutscher Rundfunk (NDR) is a German public TV broadcaster with a regional TV channel called NDR Fernsehen (NDR Television). It is part of the ARD network - a partnership between nine regional stations providing programmes nationwide.

NDR is well-known for its drama documentaries and documentaries on history, politics, social issues and current affairs.

NDR has co-produced programmes with broadcasters such as BBC, Channel Four, NHNZ, TV2 Denmark, France Télévisions, IBA (Israel) and ARTE.

What type of projects/programs are you looking for ?

Docudramas; documentaries about natural history, history, current affairs and social issues; New Formats; Factual Entertainment.

What kinds of sales pitches do you respond best to ?

One to one; E-Mail; Panels

THE WALT DISNEY COMPANY (GERMANY) GMBH GERMANY



Dominique Christina Neudecker

Senior Manager
Series Acquisition &
Production Disney
Channels Germany

ACTIVITY

Acquisitions • Commissioning Editor

KIDS

ACQUISITION TERRITORY

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 coproduction projects ?

Reliable partnerships.

ZDF ENTERPRISES GMBH GERMANY



Katharina Finger
Senior
Commissioning Editor
Science

ACTIVITY

Commissioning Editor

DOC

ACQUISITION TERRITORY

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



Kristina Hollstein
Director Acquisitions
And Coproductions
Documentaries Zdf

ACTIVITY

Acquisitions ● Commissioning Editor

DOC

ACQUISITION TERRITORY

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

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 coproduction projects ?

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



Volker Lehmann
Vice-President
Acquisitions And
Coproductions Zdf

ACTIVITY

Acquisitions • Commissioning Editor • TV Content Buyer

KIDS

DOC

DRAMA

ACQUISITION TERRITORY

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 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 coproduction 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.

HENRY ADVERTISING & MARKETING LTD. HONG KONG



Henry Leu
President

ACTIVITY

Acquisitions • TV Content Buyer

DOC

ACQUISITION TERRITORY

Africa : South Africa **Asia :** India • Indonesia • Japan • Malaysia • Singapore • Taiwan **Europe :** Austria • Belgium • Czech Republic • Denmark • Finland • France • Germany • Hungary • Ireland • Italy • Netherlands • Norway • Poland • Russia • Spain • Sweden • Switzerland • Ukraine • United Kingdom **Latin America :** Argentina • Brazil • Mexico **North America :** Canada • U.S.A.



What is your editorial strategy ?

Buying programmes internationally for China Central Television.

What type of projects/programs are you looking for ?

Documentaries, Movies, Music, Animation feature films

What kinds of sales pitches do you respond best to ?

Documentaries (Wildlife and Nature), Movies and Music (classical music)

I-CABLE ENTERTAINMENT LIMITED

HONG KONG



Pui Ching Cassidy Lau

Controller,
Programming

ACTIVITY

Acquisitions • TV Content Buyer

KIDS

DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

Asia: China • Japan • Malaysia • Singapore • South Korea • Taiwan
Europe: France • Germany • United Kingdom **North America:** Canada • U.S.A.



What is your editorial strategy ?

i-CABLE is an integrated communications services provider in Hong Kong, commanding a large and influential television viewer and communications service user base in Hong Kong. It owns and operates a near universal wireline telecommunications network in Hong Kong to provide Television, Broadband, Telephony and multimedia services to over two million households. It is also one of the largest producers of television, film and multimedia content based in Hong Kong for distribution over conventional and new media, with a particular focus on news, information, sports and entertainment.

What type of projects/programs are you looking for ?

Focus on lifestyle, travel, food, documentary, science & technology, health & wellness, drama, reality, kids & animation and educational programs.

What kinds of sales pitches do you respond best to ?

Emails and online programme updates

I-CABLE ENTERTAINMENT LIMITED

HONG KONG



Sharon Ng
Assistant Manager

ACTIVITY

Tv Content Buyer

KIDS

DOC

DRAMA

ACQUISITION TERRITORY

Asia : China • India • Japan • Malaysia • Singapore • South Korea • Taiwan • Thailand **Europe :** Austria • France • Germany • Ireland • Netherlands • Poland • Spain • United Kingdom **Oceania :** Australia **North America :** Canada • U.S.A.



What is your editorial strategy ?

An integrated communications services provider in Hong Kong, providing Television entertainment via Pay TV and Free TV platforms

What type of projects/programs are you looking for ?

Asian dramas, animation, factual programmes

What kinds of sales pitches do you respond best to ?

Looking for completed programmes



Pui Yu Barbie Yung
Ott Content Executive

ACTIVITY

Acquisitions • (S)VOD Buyers

KIDS

DRAMA

ACQUISITION TERRITORY

Asia : China • Japan • South Korea • Taiwan **Europe :** United Kingdom
North America : U.S.A.



What is your editorial strategy ?

myTV SUPER is the OTT business unit of TVB group in Hong Kong which was launched in March 2016 and already has over 5.5 million subscribers.

myTV SUPER contains a variety of new features:

Linear Channel: Live broadcasts of over 50 TV channels

VOD: Vast volumes and extensive choices of premiere and classic programmes

Timeshift: Playback of contents broadcast within three hours

*Applicable on TV via myTV SUPER box, (selected 4K quality programmes are available in 4K TV), mobile, tablet and web browser.

What type of projects/programs are you looking for ?

Market visit & new content to explore

What kinds of sales pitches do you respond best to ?

TV content sales, new media content sales, eSports



Lanny Albina Huang
President

ACTIVITY

Acquisitions • Tv Content Buyer • (S)VOD Buyers
• Commissioning Editor • Carriage Deal Buyer • Other

KIDS

DOC

FORMAT

ACQUISITION TERRITORY

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 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

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

What kinds of sales pitches do you respond best to ?

We want to see the programme or content in either promo or screener link. 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 coproduction 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.



Chi Hang Mak
Principal Acquisition
Officier

ACTIVITY

Acquisitions • Tv Content Buyer

KIDS

DOC

FORMAT

ACQUISITION TERRITORY

Asia: China • Japan • Singapore **Europe:** France • Germany • Poland
• United Kingdom **Oceania:** Australia **North America:** U.S.A.

What is your editorial strategy ?

Having launched our DTT Channel four years ago, Radio Television Hong Kong is actively looking for top quality productions from around the world for our TV audience in Hong Kong.

What type of projects/programs are you looking for ?

Being the only public broadcaster in Hong Kong, we very much focus on factual and Children TV contents from the global TV market.

What kinds of sales pitches do you respond best to ?

Providing us with a newsletter and video trailer would allow us to evaluate whether a title can fit into our TV channel.

RÚV-ICELANDIC NATIONAL BROADCASTING TELEVISION ICELAND



**Skarphéinn
Gumundsson**
Head of Tv

ACTIVITY

TV Content Buyer • (S)VOD Buyers • Commissioning Editor

KIDS

DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

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 coproduction projects ?

Topical importance and originality.



Erna Kettler
Acquisition And
Programming

ACTIVITY

Tv Content Buyer

KIDS

DOC

DRAMA

ACQUISITION TERRITORY

Europe : Austria • Belgium • Danmark • Finland • France • Germany
• Ireland • Italy • Netherlands • Norway • Spain • Sweden • United Kingdom

North America : Canada • U.S.A.

What is your editorial strategy ?

We buy mainly for Linear TV, more and more now for online streaming.
Our focus is on youth and younger audiences

What type of projects/programs are you looking for ?

All type of programmes for Public Broadcast profile for northern Europe

What kinds of sales pitches do you respond best to ?

Personal pitches



Anuradha Javeri
Creative Director

ACTIVITY

Commissioning Editor • (S)VOD Buyers

KIDS

ACQUISITION TERRITORY

Africa : South Africa **Asia :** China • India • Indonesia • Japan • Malaysia • Philippines • Singapore • South Korea • Sri Lanka • Taiwan • Thailand • Vietnam **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 **Middle East :** Israel • U.A.E. **Oceania :** Australia • New Zealand **Latin America :** Argentina • Bolivia • Brazil • Colombia • Dominican Republic • Ecuador • El Salvador • Mexico • Peru • Uruguay • Venezuela **North America :** Canada

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 coproduction projects ?

Looking for specific rights, global concepts, distribution and good quality work

PT CAKRAWALA ANDALAS TELEVISI (ANTV) INDONESIA



Otis Hahijary
Vice President
Director

ACTIVITY

Acquisitions • Co-production • Tv Content Buyer

KIDS

FORMAT

DRAMA

ACQUISITION TERRITORY

Asia: India • Indonesia • Japan • Malaysia • Philippines • South Korea • Taiwan • Thailand • Vietnam **Europe:** Finland • France • Portugal • Romania • Russia • Spain • Turkey • Ukraine • United Kingdom **Middle East:** Egypt • Lebanon • Qatar • Saudi Arabia • U.A.E. **Latin America:** Argentina • Brazil • Colombia • Mexico • Venezuela **North America:** Canada • U.S.A.



What is your editorial strategy ?

We are a national television free to air that established since 1993 in Indonesia. We are family entertainment channel skewing to female audience.

What type of projects/programs are you looking for ?

1. Commissioning
2. Acquiring finish product (Series, Animated Series, Movies, etc)
3. Acquiring scripted & unscripted formats
4. Looking some co-production

What kinds of sales pitches do you respond best to ?

We use format animation and co-production.



Dermot Horan
Director of
Acquisitions And
Co-Productions

ACTIVITY

Co-production • Tv Content Buyer • (S)VOD Buyers

KIDS

DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

Europe: Belgium • Danmark • France • Germany • Ireland • Netherlands • Norway • United Kingdom **Oceania:** Australia • New Zealand **North America:** Canada • U.S.A.

What is your editorial strategy ?

Public Service Media organisation which commissions and acquires across all key genres - drama, comedy, documentaries, natural history and children's programming.

What type of projects/programs are you looking for ?

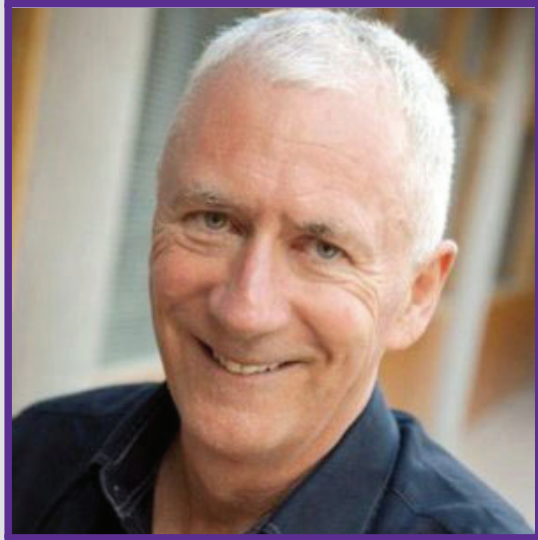
Drama, comedy, feature films, children's animation and live action, natural history. Both to acquire and co-produce

What kinds of sales pitches do you respond best to ?

A well-researched pitch which understands the needs of our market.

What are you looking for when working on coproduction projects ?

Drama series and singles, along with scripted comedy are areas we look to co-fund with like-minded broadcasters and production companies from inception stage on.



Brian Walsh
Deputy Head of
Acquisitions

ACTIVITY

TV Content Buyer • (S)VOD Buyers • Commissioning Editor

KIDS

DOC

DRAMA

ACQUISITION TERRITORY

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 coproduction projects ?

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



Siobhán Ni bhrádaigh
Young People's
Editor

ACTIVITY

Acquisitions • Co-production • Tv Content Buyer
• Commissioning Editor

KIDS

ACQUISITION TERRITORY

North America : Canada • U.S.A.

What is your editorial strategy ?

TG4 is the National Irish Language Public Broadcaster. Since the inception of the channel in 1996, TG4 has had a daily dedicated children's schedule for both Pre-school 'Cula4 na nOg' and older children 'Cula4'.

Our aim is to provide our audience with as wide a choice of top-quality and imaginative content as there is available on any other channel, in any other language. Both blocks of programming, pre-school and older, offer a wide range of Internationally renowned titles that have been re-versioned in Irish, along with our home-produced series.

What type of projects/programs are you looking for ?

We are looking for stand out pre-school animation and edutainment, kids animation, interstitials, kids docs and strong feature film.

Any acquired content has to be dubbed to Irish Gaelic.

We don't take non-dialogue content.

What kinds of sales pitches do you respond best to ?

Concise, targeted sales pitches are best.

Before pitching any content, take time to review our current content - Tg4.ie/cula4

TG4

IRELAND



**Deirbhile Ni
churraighin**
Acquisitions
Executive

ACTIVITY

Acquisitions • Co-production • Tv Content Buyer
• Commissioning Editor

KIDS

DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

Asia : South Korea **Europe :** Austria • United Kingdom **Oceania :** Australia
• New Zealand

What is your editorial strategy ?

TG4, the Irish language television channel, is an independent statutory entity. The channel has been on-air since 1996.

TG4 invests over ,0m annually in original Irish programming from the independent production sector in Ireland.

TG4 is a free to air channel available across all viewing platforms with a strong viewer base throughout the island of Ireland. The player is available worldwide and a strong national and growing international audience. Our international audience is mainly made of the Irish diaspora.

An average of 650,000 viewers a day watch TG4 in the Republic of Ireland this figure regularly exceeds 1 million on major viewing days like Easter Monday, Christmas day and St. Patrick's day.

The channel is Government funded and also derives income from selling commercial air-time and programme sponsorship. TG4 is acknowledged as one of the most efficient and cost effective television stations in Europe.

The channel's schedule - and its news service in particular - ensures a space for the non-centrist perspective and for emerging talent.

The channel's programmes have achieved national and international recognition, prestigious prizes and awards at home and abroad and sales overseas.

Music, documentary and sports coverage have earned particular praise for TG4.

Our latest adventure is CINE4, a scheme in partnership with the BAI and Fis Eireann to produce 10 feature films in the Irish language. Two, Arracht and Finky are finished and on the international film festival circuit, two are in Post production, 2 are due to begin filming in 2020 and another 2 in 2021.

Deirbhile Ni Churraighin and Máire Ni Chonláin are TG4's executive producers of Cine4.

What type of projects/programs are you looking for ?

Documentaries - current affairs, social justice, human rights, environmental/green, world health, science.

Feature Films and Drama series

Children's Content

Daytime content, doc series, light drama

What kinds of sales pitches do you respond best to ?

The best kind of pitch is one in which the distributor has their homework done and knows the channel and therefore knows what to pitch to us and what not to.

CHANNEL 8 ISRAEL



Edit Pinkas
Vp Content

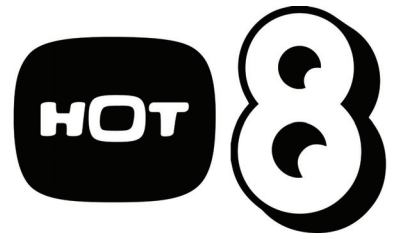
ACTIVITY

Acquisitions • TV Content Buyer • (S)VOD Buyers

DOC

ACQUISITION TERRITORY

Europe : United Kingdom Middle East : Israel



What is your editorial strategy ?

Channel 8 is the leading documentary channel in Israel, broadcasted exclusively on HOT platform which holds more than 65% of Israeli TV subscribers, giving the channel an important advantage in bigger exposure. The channel has been managed by HSCC since January 2013, focusing on original Israeli documentary content along with successful international series and movies acquired from well-known distributors.

Since HSCC started to operate the channel, VOD downloads have increased by 400% and media coverage has tripled its value.

What type of projects/programs are you looking for ?

Factual/documentary programming related to human interest, science, history, music, art, popular culture, feature length doc's, society and current affairs.

What kinds of sales pitches do you respond best to ?

Any kind



Osnat Eden
Head of Acquisitions

ACTIVITY

Tv Content Buyer

DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

Europe : United Kingdom Middle East : Israel

What is your editorial strategy ?

The Israeli Public Broadcasting Corporation (KAN) provides media programming and services to the Israeli public by operating 2 television channels, 8 radio stations and a digital platform. Branded "Kan", it provides approximately 1,600 weekly hours of broadcast content, commissioned and acquired, in various genres. IPBC/Kan's missions, in addition to impartial news broadcast, are to expand education and knowledge, promote discourse and quality culture, advance social awareness, engage, give a voice and inform all members of the public, and inspire innovation, in both programming content and distribution. It also offers a wide range of online products and services with a Digital First approach, including a portal website, mobile App, additional digital radio stations, blog, podcasts and various social media pages. Established in March 2015, fully funded by the Israeli government, full broadcasting services started in May 2017, operating out of Jerusalem, Tel Aviv and Modi'in, with approximately 900 employees. IPBC/Kan is also a member of the EBU and the Eurovision programme exchange network.

What type of projects/programs are you looking for ?

High profile drama series and miniseries
High profile documentaries
Formats

What kinds of sales pitches do you respond best to ?

NA



Sara Gaon
Head of Acquisitions

ACTIVITY

Acquisitions

KIDS

DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

Europe : Danmark • France • Italy • Norway • Sweden • United Kingdom
North America : Canada • U.S.A.

What is your editorial strategy ?

Our main editorial strategy is to expand knowledge, promote discourse and quality culture, advance social awareness, engage, give a voice and inform all members of the public, and inspire innovation, in both programming content and distribution.

What type of projects/programs are you looking for ?

We are currently focusing on formats that contribute to the well-being of society, either they be social experiments, medical counseling, or community engagements to provide help and support to their residences. In addition, we are interested in formats that deal with educational, medical and legal system on the national level.

On the kids front we are looking for fresh ideas and innovative animation forms, bringing knowledge and the messages of goodness, honesty, understanding and compassion.

What kinds of sales pitches do you respond best to ?

The pitches that explain well the core idea of the project, that have some video material to show and that have financing already secured.

As to finished programmes, the best sales pitches are those that come as a result of understanding the essence public broadcasting, in terms of content and pricing range.

YES DBS
ISRAEL



Avital Lavi
Acquisitions Manager,
Documentary

ACTIVITY

Acquisitions

DOC

ACQUISITION TERRITORY

Europe : United Kingdom **Middle East :** Israel **North America :** USA

yes.

What is your editorial strategy ?

yesDocu is the documentary channel on DBS. We air high-end films and festival titles along with locally-suited content and original productions

What type of projects/programs are you looking for ?

Documentaries on culture, politics, society, human interest, sports, shock docs etc.

What kinds of sales pitches do you respond best to ?

Simply pitching the content and listening to the channel's needs.

YES DBS
ISRAEL



Danna Stern
Managing Director,
Yes Studios

ACTIVITY

Acquisitions • Commissioning Editor • TV Content Buyer
• (S)VOD Buyers

DOC

DRAMA

ACQUISITION TERRITORY

Europe : United Kingdom **Middle East :** Israel **North America :** USA

yes STUDIOS.

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 coproduction projects ?

Viable projects with broadcaster attached.



Massimo Bruno
Head of Tv Channels

ACTIVITY

Acquisitions • Co-production • Tv Content Buyer • (S)VOD Buyers • Commissioning Editor

KIDS

DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

Europe : Italy • United Kingdom North America : U.S.A.

What is your editorial strategy ?

We are an independent multiplatform Network; specialized on the production and management of a unique content line-up for the Italian kids

Thanks to our Digital and TV Networks in Italy; every day we present a different and original content experience to our audiences.

Our main goal is to superserve our audience by guaranteeing a strong editorial expertise focalized in kids and teen target.

The company mission is to maximize the IPs brand awareness and lifespan locally, building a tailored rollout calendar for each IP to guarantee the best exposure in the market.

As a TV Network we offer

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. Allows kids to discover their own skills, but always in a funny andspontaneous way. Target 6-9, with a distinctive brand positioning. Including "ad-hoc" original productions.

What type of projects/programs are you looking for ?

Being a company fully IP oriented, we are looking for content that can travel through the complete ecosystem, following the main goal of "being all around the viewer at any time".

Considering the international and local trends, always looking after new and creative projects that allows to connect with theirkid's and family audience, creating the perfect ecosystem for the target.

De Agostini is a 360° partner of the project for the Italian territory, being a strategic asset for the editorial and commercial development of an IP in the territory.

Across allkidstarget demos, in animation and live-action, we look forinternational co-production partners to build a tailor- made success experience over itsKidsand Family ecosystem.

What kinds of sales pitches do you respond best to ?

Producers interested in pitching any of the De Agostini channels should submit a complete project outline, with synopsis, plot and details of the main characters, to the Acquisition and Property Development Department (property.digital@deagostini.it).

What are you looking for when working on coproduction 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.



Marina Capretti
Rights Acquisition

ACTIVITY

TV Content Buyer

DOC

ACQUISITION TERRITORY

Europe: France • Germany • Italy • Netherlands • Russia • Spain • United Kingdom



What is your editorial strategy ?

Seeking documentaries for TV slots

What type of projects/programs are you looking for ?

History and current affair documentaries

What kinds of sales pitches do you respond best to ?

E-mail



Luca Milano
Head of Kids' Division

ACTIVITY

Tv Content Buyer • Commissioning Editor

KIDS

ACQUISITION TERRITORY

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 coproduction projects ?

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



Guido Pugnetti
Head of International
Operations And
Business
Development

ACTIVITY

Acquisitions

DRAMA

ACQUISITION TERRITORY

Europe : Germany • Italy • United Kingdom

What is your editorial strategy ?

RAI Cinema operates on the international market as the only supplier of scripted product to all of RAI's FTA channels.

The Head of International Operations and Business Development works as RAI Cinema's reference for all studios and major US and European distributors, in terms of strategies, planning and scouting.

What type of projects/programs are you looking for ?

Mainstream drama

What kinds of sales pitches do you respond best to ?

Footage / Pilot



Guido Casali
Programming
Manager Sky Arte Hd

ACTIVITY

Acquisitions • Tv Content Buyer • (S)VOD Buyers
• Commissioning Editor

DOC

FORMAT

ACQUISITION TERRITORY

Europe : Italy • United Kingdom

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 coproduction projects ?

New stories, great anniversaries, original approaches



Kinuyo Taira
General Manager

ACTIVITY

Acquisitions • TV Content Buyer • (S)VOD Buyers

DRAMA

ACQUISITION TERRITORY

Asia : China • Japan • Singapore • South Korea **Europe :** Danmark • Finland • France • Germany • Hungary • Ireland • Italy • Netherlands • Norway • Russia • Spain • United Kingdom **Oceania :** Australia **Latin America :** Colombia • Mexico **North America :** Canada • U.S.A.

What is your editorial strategy ?

Acquisition and distribution of feature films & TV programmes in Japan.
Operation of channels on BS/CS satellites.

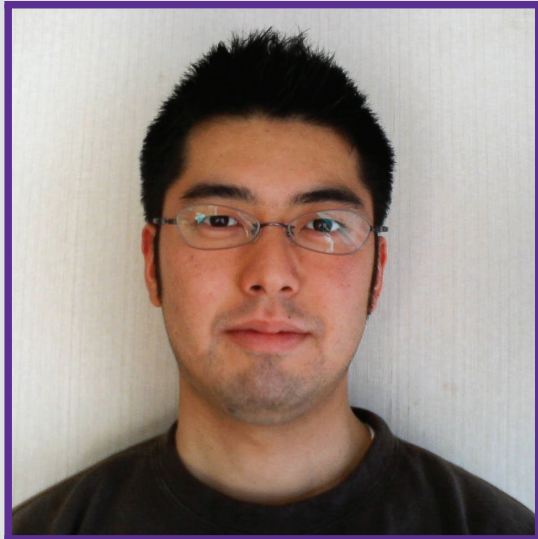
What type of projects/programs are you looking for ?

Foreign TV dramas (on 1st run basis in Japan) and library feature films.

What kinds of sales pitches do you respond best to ?

Written materials and link to screeners via e-mail.

TRANS WORLD ASSOCIATES, INC. JAPAN



Masa Omiya
President

ACTIVITY

Acquisitions • Tv Content Buyer • (S)VOD Buyers

DRAMA

ACQUISITION TERRITORY

Asia : Japan North America : Canada • U.S.A.



What is your editorial strategy ?

We acquire high quality TV movies, mini-series, documentaries, feature films and animations for the Japanese market (DVD, TV, VOD and theatrical rights). As a distributor, we work with several broadcasters and VOD companies. We are looking for a wide range of programme categories.

What type of projects/programs are you looking for ?

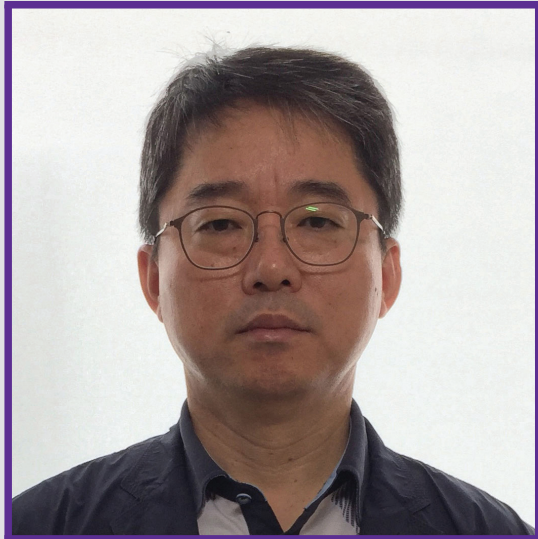
We are looking for completed programmes or programmes in the final stages of production.

What kinds of sales pitches do you respond best to ?

We would like to check genre, trailer, key art or stills, stuff & cast info, so we always appreciate receiving emails. We will request a full episode screening link if we are interested.

CNC MEDIA

KOREA, REPUBLIC OF



CR Kim
President

ACTIVITY

Acquisitions • Tv Content Buyer • (S)VOD Buyers
• Commissioning Editor

KIDS

DOC

DRAMA

ACQUISITION TERRITORY

Asia : Japan • Malaysia • Singapore **Europe :** France • Germany • Ireland
• Netherlands • Russia • United Kingdom **Oceania :** Australia **North**
America : Canada • U.S.A.



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 coproduction projects ?

When we are working on Commissioner, we need the following:

* Commissioner / Co-distribution / Co-funding



Hansuk Um
Acquisition Executive

ACTIVITY

Acquisitions • Tv Content Buyer

DOC

DRAMA

ACQUISITION TERRITORY

Europe : Austria • Finland • France • Germany • Netherlands • United Kingdom
North America : Canada • U.S.A.

What is your editorial strategy ?

I plan to visit company booths that I have kept in touch with for a long time. And then I will try to find new partners.

What type of projects/programs are you looking for ?

I'm going to focus on educational programmes, which will be mainly science and nature contents.

What kinds of sales pitches do you respond best to ?

Just in case, something closely related to my company identity.

KBS MEDIA
KOREA, REPUBLIC OF



Jong Sun Na
Team Leader

ACTIVITY

Tv Content Buyer

DOC

ACQUISITION TERRITORY

Europe : France • Germany • United Kingdom

KBS Media

What is your editorial strategy ?

Our main strategy is to find high quality programmes and make relationships with partners.

What type of projects/programs are you looking for ?

Basically, we want wildlife programmes.

What kinds of sales pitches do you respond best to ?

Best documentary programme of the market

KIM MEDIA

KOREA, REPUBLIC OF



Se Ung Kim
President

ACTIVITY

Acquisitions • Tv Content Buyer

KIDS

DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

Asia : South Korea



What is your editorial strategy ?

Kim Media was founded in 1999 to establish the distribution business in Korea.

Since opening, Kim Media has been doing business with Warner Bros., 20th Fox, Walt Disney and other major companies, along with more than 100 independent media companies all over the world. Domestically, we do business with Theatrical, Free TV, Cable and Satellite TV, VOD, Merchandising and Internet, etc..

What type of projects/programs are you looking for ?

I am looking for wildlife, science, painting, architecture and photo documentaries.

I am now looking for documentary programmes on animals, science, painting and architecture.

Scientific programmes should not just look through the eyes of scientists; they have to lead the Fourth Industrial Revolution in the future. I am seeking high-quality documentaries about the lives of animals, moving stories between animals and humans, and heartbreaking stories of animals and humans.

What kinds of sales pitches do you respond best to ?

Usually sending emails outlining the content offered. If I am looking for that specific content, I can schedule a meeting at one of the markets I attend: MIPTV, LA Screenings, ATF, AFM.

PLUS MEDIA PARTNER

KOREA, REPUBLIC OF



Doyoung Oh
President

ACTIVITY

Acquisitions ● Tv Content Buyer

DOC

ACQUISITION TERRITORY

Asia : South Korea

What is your editorial strategy ?

PLUS MEDIA PARTNER is primarily engaged in distribution of overseas TV programs from all around the world and supply them to broadcasters in South Korea. PLUS MEDIA PARTNER has established quite an extensive and impressive clientele, exactly built out from the existing networks carefully accumulated for years by each member of the management. It includes, among others, several public channels owned by Korean government and public organization authorities. And terrestrial TV stations, cable & satellite TV channels, IPTV platforms are also our usual business partners.

What type of projects/programs are you looking for ?

Looking for the documentary & factual programs on History, Lifestyle, Nature, Wildlife, Science & Technology, Discovery & Travel, Environment, Military Arts, Music, Culture, Current Affairs, etc.

What kinds of sales pitches do you respond best to ?

It will be the best if my needs are exactly reflected.

UNITED MEDIA

KOREA, REPUBLIC OF



T.J. (Tae Jeong) Kim
President

ACTIVITY

Acquisitions • Tv Content Buyer • (S)VOD Buyers

KIDS

DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

Asia : China • India • Singapore • Taiwan • Vietnam **Europe :** France • Germany • Italy • Netherlands • Poland • Russia • Spain • Sweden • Turkey • Ukraine • United Kingdom **Oceania :** Australia • New Zealand **Latin America :** Argentina • Mexico **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
Animation
Dramas, documentaries

What kinds of sales pitches do you respond best to ?

Movie
Documentary
Animation
Reality
TV drama



Syrine Krabman
Programme Editor

ACTIVITY

Acquisitions • Co-production • Commissioning Editor

DOC

ACQUISITION TERRITORY

Asia : China • Japan • South Korea **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 **Oceania :** Australia • New Zealand **Latin America :** Argentina • Brazil • Colombia • Mexico **North America :** Canada • U.S.A.

What is your editorial strategy ?

We are looking to acquire and co-produce 52' documentaries, which we broadcast in our television slot on Dutch public television.

What type of projects/programs are you looking for ?

We program documentaries about the creative process of artists (mostly artists working in the visual arts, design, cinema). Good storytelling and strong visuals are important to us. 52', singles only.

What kinds of sales pitches do you respond best to ?

We like brief pitches which focus on what is special about a film or a project. A short written description with a teaser (if available) is greatly appreciated. A second step could be to provide us with an example of earlier work.



**Jean-Loeck Van
kollenburg**
Children's Program
Buyer

ACTIVITY

TV Content Buyer • (S)VOD Buyers

KIDS

ACQUISITION TERRITORY

Asia : South Korea **Europe :** Belgium • Danmark • Finland • France
• Germany • Netherlands • Norway • Russia • Sweden • United Kingdom
North America : Canada • U.S.A.

What is your editorial strategy ?

Acquiring kids content for the Dutch pubcasters children's channel NPO Zapp/Zappelin. Preferably content that reflects a daily life reality that speaks to children.

What type of projects/programs are you looking for ?

In particular, preschool animation, live action, human interest, kids, drama, and wildlife series.

What kinds of sales pitches do you respond best to ?

A short synopsis combined with a link to a trailer and/or pilot episode



Nathalie Windhorst
Head of Factual
Acquisition

ACTIVITY

Acquisitions • Tv Content Buyer • (S)VOD Buyers

DOC

ACQUISITION TERRITORY

Asia : Japan • South Korea **Europe :** Austria • Belgium • Czech Republic • Danmark • Finland • France • Germany • Greece • Hungary • Iceland • Ireland • Italy • Luxemburg • Netherlands • Norway • Poland • Spain • Sweden • Switzerland • United Kingdom **Middle East :** Israel **Oceania :** Australia • New Zealand **North America :** Canada • U.S.A.

What is your editorial strategy ?

Broadcasters of Dutch public television are very active in producing and commissioning in the Netherlands. Acquisition is therefore only a limited percentage of what we air. We focus on the titles and genres we cannot produce inhouse. E.g., award winning international documentaries, talented teams, unique access to a topic, urgent and relevant stories, innovative television that really adds up to what we produce inhouse.

What type of projects/programs are you looking for ?

- Creative documentaries made by international talent, that tell urgent and relevant contemporary (political) stories (Best of Fest)
- Creative and accessible documentaries on contemporary well-known artists (film, music, literature, architecture, etc.)
- Creative and accesible documentary series on contemporary political and historical topics
- Original fresh factual entertainment and long running factual series for young audiences
- In general: Outstanding new original content that deserves to be seen on public television

What kinds of sales pitches do you respond best to ?

By email; short synopsis, trailer if possible, info on cv, filmmakers and partners already on board



Hans Andreas Fay
Head of Acquisition

ACTIVITY

Acquisitions • TV Content Buyer • (S)VOD Buyers

DOC

ACQUISITION TERRITORY

Africa: Algeria • Benin • Cameroon • Central African Republic • Côte d'Ivoire • Democratic Republic of the Congo • Kenya • Morocco • Nigeria • South Africa • Tunisia • Zimbabwe **Asia:** China • India • Indonesia • Japan • Malaysia • Philippines • Singapore • South Korea • Sri Lanka • Taiwan • Thailand • Vietnam **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 **Middle East:** Egypt • Israel • Jordan • Kuwait • Lebanon • Qatar • Saudi Arabia • U.A.E. **Oceania:** Australia • New Zealand **Latin America:** Argentina • Bolivia • Brazil • Colombia • Dominican Republic • Ecuador • El Salvador • Mexico • Peru • Uruguay • Venezuela **North America:** Canada • U.S.A.

What is your editorial strategy ?

VGTV is one of Norway's leading web-TV channels with around 400,000 unique visitors daily.

Content is mainly accessed directly via Vgtv.no, a free AVOD platform. In 2017, documentaries were primarily consumed through VG+, VGs premium subscriber service, as well as VG's linear TV channel.

We focus on high-quality, award-winning personal stories, with strong storytelling and substantial commercial potential.

VGTV sprung out of its mother company VG, but is today a separate company. The VG group has a unique position in Norway. Since its foundation, VG has grown to be the most read online newspaper in Norway on all platforms; paper, web, mobile and tablet. Today VG has a daily reach of 2.4-million people, or half of Norway's population. VG is owned by Schibsted, a Norwegian media company with a strong international presence in digital services like classifieds, etc.

What type of projects/programs are you looking for ?

We look mainly for strong, high profile documentaries which have broad appeal, but also hit home for a young target group. We are looking for strong commercial titles, with the potential of hard hitting headlines. Not too much focus on arts, history and topical films. Strong storytelling is very important for us.

What kinds of sales pitches do you respond best to ?

Well prepared sales pitch where sales teams have thought through how VGTV could present the content on our channels.



**Ewa Malgorzata
Dabrowska**

Head of Film
Acquisitions

ACTIVITY

Acquisitions • TV Content Buyer • (S)VOD Buyers

KIDS

DOC

ACQUISITION TERRITORY

Asia : China • Japan • South Korea **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 **North America :** Canada • U.S.A.

What is your editorial strategy ?

Movie packages, drama, TV series, documentaries, music, animation.

What type of projects/programs are you looking for ?

Good quality content of different genres.

What kinds of sales pitches do you respond best to ?

Generally I have a lot of meetings and some screenings.

AL JAZEERA MEDIA NETWORK QATAR



Nadia Tebib
Senior Program
Producer

ACTIVITY

Acquisitions • Commissioning Editor

DOC

ACQUISITION TERRITORY

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 coproduction projects ?

Special investigative political programmes

SEYCHELLES BROADCASTING CORPORATION SEYCHELLES



Patrick Hoareau
Head of Tv
Programmes

ACTIVITY

Acquisitions • TV Content Buyer

KIDS

DOC

DRAMA

ACQUISITION TERRITORY

Asia : Philippines **Europe :** France • Germany **Oceania :** Australia **Latin America :** Brazil **North America :** Canada • U.S.A.



What is your editorial strategy ?

SBC, as the National Broadcaster, aims to be the provider of comprehensive, innovative and quality news, programmes and broadcasting services in the Seychelles. We broadcast in Creole, English and French and, as much as possible, we try to cater for all our audiences. of the utmost importance to us is our local production which we are striving to increase. Equally important is the acquisition of different genres of international content to entice our audiences to remain faithful to our channel.

What type of projects/programs are you looking for ?

All genres, animation, movies/family movies, documentaries and drama series.

What kinds of sales pitches do you respond best to ?

Contact via email, programme suppliers will forward their catalogues, and also provide screening links/trailers.

MEDIACORP TV SINGAPORE PTE LTD

SINGAPORE



Shamala Rajendran
Commissioning Editor

ACTIVITY

Acquisitions • Commissioning Editor

DOC

ACQUISITION TERRITORY

Asia : China • India • Indonesia • Japan • Malaysia • Philippines
• Singapore • South Korea • Taiwan • Thailand • Vietnam **Europe :** France
• Germany • United Kingdom **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.



Martina Pestaj
Head of Children's
And Youth
Programme

ACTIVITY

Tv Content Buyer

KIDS

ACQUISITION TERRITORY

Europe: Danmark • Finland • France • Germany • Italy • Netherlands
• Norway • Sweden • United Kingdom

What is your editorial strategy ?

As a national broadcaster we want to offer our young viewers the best quality programmes we can find on the market.

What type of projects/programs are you looking for ?

I'm looking for high quality animation series for preschoolers, short docu series and strong life-action series for children.

What kinds of sales pitches do you respond best to ?

I like to screen programmes first (alone) and then talk about them and the possibilities for licensing.



Petra Pockaj
Editor

ACTIVITY

Tv Content Buyer

DOC

ACQUISITION TERRITORY

Asia : Japan **Europe :** Austria • Belgium • Danmark • Finland • France • Germany • Ireland • Italy • Netherlands • Norway • Serbia • Spain • Sweden • United Kingdom **Oceania :** Australia **North America :** Canada • U.S.A.

What is your editorial strategy ?

Buying fresh, innovative documentaries, covering all aspects of life, ranging from current affairs to science, society, human stories etc.

What type of projects/programs are you looking for ?

Mostly one offs, 52'

What kinds of sales pitches do you respond best to ?

Screening

AMC NETWORKS SOUTHERN EUROPE SPAIN



Gimena Arensburg
Programming Director
Odisea/odisseia

ACTIVITY

Acquisitions

DOC

ACQUISITION TERRITORY

Europe : Austria • Belgium • Germany • Italy • Netherlands • Spain • United Kingdom **Middle East :** Israel **Oceania :** Australia **Latin America :** Argentina • Brazil **North America :** Canada • U.S.A.

OD!SEA | OD!SSEiA

What is your editorial strategy ?

Odisea and Odisseia are documentary channels that offer a broad and deep view on all genres, mainly through the acquisition of quality programmes. The channels present the latest documentaries on science, technology, current affairs and nature.

Odisea and Odisseia are meant to entertain and enlarge viewers' experience through gripping content with high production value. We look for 4K and VR content. The channels are available on pay TV, cable and satellite.

Territories: Odisea - Spain. Odisseia - Portugal and Portuguese-speaking Africa.

What type of projects/programs are you looking for ?

We look for the latest documentaries on science, technology, current affairs and nature. We are focusing on 4K productions and are interested in VR content.

What kinds of sales pitches do you respond best to ?

Meetings, good trailers.



Mercedes Gamero
Acquisitions And
Sales Director

ACTIVITY

Acquisitions • Tv Content Buyer

KIDS

DOC

DRAMA

ACQUISITION TERRITORY

North America : Canada • U.S.A.

What is your editorial strategy ?

Company Activity: Atresmedia is the leading media group in Spain, the only Company in the territory with a key position in TV, digital, production, radio, cinema and internet.

Editorial Strategy: Atresmedia offers a wide array of content to our audiences on linear and non linear platforms in nearly every genre through its leading TV channels (Antena 3 and La Sexta), the family of thematic channels (Nova, Neox, Mega and Atreseries), together with the main digital video player in Spain (Atresplayer).

What type of projects/programs are you looking for ?

All kind of genres, big events and internationally acclaimed dramas for Antena 3 and La Sexta. For Atresmedia thematic channels, telenovelas and female-oriented content for Nova, long running sitcoms for Neox, male-oriented factuals for Mega or well known and easy-to-watch dramas for Atreseries.

What kinds of sales pitches do you respond best to ?

Easy pitches for specific content are the best, especially if they include access to a screening link, promo, mood concept trailer or development.



Facundo Bailez
Head of Acquisitions,
Iberia

ACTIVITY

TV Content Buyer • (S)VOD Buyers

DRAMA

ACQUISITION TERRITORY

Europe : Portugal • Spain

What is your editorial strategy ?

Channels:

Calle 13 (Spain): suspense, thriller, procedural

Syfy (Spain and Portugal): fantasy, science-fiction

What type of projects/programs are you looking for ?

Prime Time dramas to premiere in the Territory (8-12 episodes per season).

Movies to exhibit as first-window or movies that haven't been widely exploited. With recognizable cast, good script and production values.

TV movies and Mini-series already dubbed in Castilian

What kinds of sales pitches do you respond best to ?

It is always good when the distributor understands our needs. This doesn't necessarily mean that they need to know our programming grid by heart. Sometimes it's about asking the right questions and paying attention to the answers.

The best kind of sales pitches are the ones that address our needs in terms of content and rights, and when we are shown content that we weren't aware of



Jordi Plana
Documentary
Programmer

ACTIVITY

Acquisitions

DOC

ACQUISITION TERRITORY

Europe : Spain, France, United Kingdom

What is your editorial strategy ?

From the beginning, our channel's aim has been to serve our people with quality contents across all subjects and genres with a special interest in children's programming.

For this purpose, we have created a kids' TV club, the "Super3", that right now is top in the country regarding the number of associates.

The aim of our corporation has been to showcase and normalize the use of the Catalan language in all registers, in order to be a reference both linguistically and socially.

Regarding documentary slots, we have two slots for our first channel TV3: "Sense ficció" (Fictionless; 60'-90') and "30 minuts". Both usually air current affairs subjects.

On the second channel, the "33", we have three documentary slots: "60 minuts" (also dealing with current affairs issues); "El documental" (60', with documentaries usually made in Commission with local producers) and "Cronos" (our history slot that must contain almost 40% of re-enactments).

We have also other documentary slots for our sports channel "Esport3". These are about sports, wildlife, nature, lifestyle, travel...

What type of projects/programs are you looking for ?

Documentaries on Current Affairs, History and Science

What kinds of sales pitches do you respond best to ?

Documentary projects



Carlos Blanchbachs

Head of Programme
Acquisitions

ACTIVITY

Tv Content Buyer

KIDS

DOC

DRAMA

ACQUISITION TERRITORY

Asia: Japan • South Korea **Europe:** Belgium • Danmark • France • Germany • Italy • Netherlands • Norway • Spain • Sweden • United Kingdom **Oceania:** Australia • New Zealand **North America:** Canada • U.S.A.

What is your editorial strategy ?

Catalonia's national public TV, mandate to inform and entertain with rigour and excellence, to promote democratic values and Catalan language and culture, to be a motor of the local audiovisual industry, and to innovate,. Generalist channel TV3 top of the ratings continuously over the past 8 years, ahead of the all-Spain Spanish-language channels.

What type of projects/programs are you looking for ?

- Drama:

TV MOVIES main interest.

Primetime drama is in-house or local, with occasional exceptions in holiday periods.

Afternoon long-running series and holiday mini-series must be pre-watershed and well lit. The keys are (as always) character and script, a rich universe to generate situations and conflicts, a strong hook early on, pace, and clear plots.

- Childrens: half the children of Catalonia are members of Club Super3 (free entries, discounts, annual megaparty..). Sister channel Super3 aims to broadcast the best animated sitcoms, from pre-school upwards, along with the interstitial adventures and activities of the Super 3 family.

-Factual: flagship 1st-channel (TV3) strands (partly in-house/local, partly acquired) 30 minuts (reportage) and Sense ficció (primetime docs) as well as 2nd-channel(33) 60 minuts (current affairs docs), also dramatized history slot Cronos and wide-ranging lifestyle and discovery for daytime and 2nd channels.

What kinds of sales pitches do you respond best to ?

informed, enthusiastic and honest. Sellers who know the market, know your channel, and cut out the chaff are much appreciated, they are our guides. Pitches should focus on the programme, its tone and feel and how it engages the audience, rather than the subject or story.



Cathrine Wiernik
Director of Programs

ACTIVITY

Tv Content Buyer • (S)VOD Buyers • Commissioning Editor

KIDS

DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

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 coproduction 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).



Helene Goujet
Vp Acquisitions &
Editorial

ACTIVITY

(S)VOD Buyers

KIDS

DRAMA

ACQUISITION TERRITORY

Europe : Czech Republic • Danmark • Finland • Hungary • Norway • Poland
• Portugal • Romania • Serbia • Spain • Sweden

What is your editorial strategy ?

Have first run series in our territories that go well with the establish brand of HBO. Also attract younger skewing views.

What type of projects/programs are you looking for ?

Series/drama if possible returnable, with a pay feel, or adaptation of young adult IP.

What kinds of sales pitches do you respond best to ?

Looking for heavily serialized content with a premium pay feel.



Gea Montorfani

Head of Fiction
Acquisition And
Programming

ACTIVITY

Acquisitions • Tv Content Buyer

DRAMA

ACQUISITION TERRITORY

Europe : France • Germany • Italy • Switzerland • United Kingdom **North America :** Canada • U.S.A.

What is your editorial strategy ?

Public broadcaster

What type of projects/programs are you looking for ?

Long-running TV series

European movie cycles

Feature films

Everything with Italian dubbed version available free of charge

What kinds of sales pitches do you respond best to ?

Screenings

AL JAZEERA MEDIA NETWORK

UNITED KINGDOM



Jackie Murphy
Senior Acquisitions
Producer

ACTIVITY

Acquisitions • Commissioning Editor • TV Content Buyer

DOC

ACQUISITION TERRITORY

Africa: Algeria • Benin • Cameroon • Central African Republic • Côte d'Ivoire • Democratic Republic of the Congo • Kenya • Morocco • Nigeria • South Africa • Tunisia • Zimbabwe **Asia:** China • India • Indonesia • Japan • Malaysia • Philippines • Singapore • South Korea • Sri Lanka • Taiwan • Thailand • Vietnam **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 **Middle East:** Egypt • Israel • Jordan • Kuwait • Lebanon • Qatar • Saudi Arabia • U.A.E. **Latin America:** Argentina • Bolivia • Brazil • Colombia • Dominican Republic • Ecuador • El Salvador • Mexico • Peru • Uruguay • Venezuela **North America:** Canada • U.S.A.



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 coproduction projects ?

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





Sasha Breslau
Head of Acquired
Series

ACTIVITY

Tv Content Buyer

DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

Europe : United Kingdom North America : Canada • U.S.A.



What is your editorial strategy ?

We operate the largest commercial family of channels in the United Kingdom and deliver our content through linear television broadcasting as well as on demand via the ITV Hub and across other platforms globally.

ITV broadcasts a wide variety of content on its family of free-to-air channels. Our investment in programming is primarily funded by television advertising revenue. ITV has the largest share of the United Kingdom television advertising market, with a share of broadcast (SOB) of 47.6% in 2017. We sell all of our key demographics across 13 regional licences.

The family of channels attracted a total share of viewing (SOV) of 21.7% in 2017, the largest audience of any United Kingdom commercial broadcaster. Our main channel is the largest commercial channel in the United Kingdom, delivering 99% of all commercial audiences over five million.

Our free-to-air digital channels provide more targeted demographics for advertisers, such as 16-34s, ABC1s, Men and Housewives with Children, and consist of ITV2 and ITV3, the two largest digital channels in the United Kingdom, ITV4, CITV and ITVBe. We also have high definition versions of our digital channels available on pay platforms.

In addition to linear broadcast, ITV delivers its content across multiple platforms. This is either through our over-the-top (OTT) service the ITV Hub, available on 29 platforms including ITV's website (itv.com), pay providers such as Virgin and Sky and through direct content deals with services such as Amazon, Apple and Netflix.

What type of projects/programs are you looking for ?

For unscripted content we are looking for female-skewed glossy, fun, reality series (not single docs) from America/ Canada that would sit alongside REALHOUSEWIVES/ MILLIONAIRE MATCHMAKER/ PROPERTY BROTHERS. So, either series with distinctive characters, or something with a strong format (cake/ baking shows, dating shows, plastic surgery, motherhood, home improvement and glamorous makeovers). Ideally all content should be exclusive United Kingdom premieres, but we're not averse to sharing with a smaller pay TV Channel.

For our male channel, we are open to American/ Canadian/ Australian male-skewing factual/ fact entertainment shows for 8pm, nothing too factually heavy but with a bit of take out for viewers. No specific subject matter but shows like RIVER MONSTERS/ SALVAGE HUNTERS would work well.

We are also open to miniseries/ docs on the Royal Family (celebratory rather than salacious in tone), or programmes which feature British landmarks.

For our young-skewed Entertainment channel, the focus is on broad network comedy series, and Christmas-themed content.

For our kids channel, we are looking for content aimed at 6-12 year olds, with 10 being the key age group. We are only looking for animated comedies aimed at boys, but for live action, open to all genres aimed at a gender-neutral audience.

What kinds of sales pitches do you respond best to ?

Open to pitches in person, over the phone or over email. Rather than including details of the full slate/ avails, I prefer distributors to ask questions about what kind of content we acquire, and then tailor proposed programming accordingly.

NINE NETWORK AUSTRALIA

UNITED KINGDOM



Geraldine Easter

Director of
Programming And
Acquisitions United
Kingdom And Europe

ACTIVITY

Tv Content Buyer • (S)VOD Buyers

DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

Europe : United Kingdom Oceania : Australia



What is your editorial strategy ?

TV content buying for commercial broadcaster

What type of projects/programs are you looking for ?

Docs & Factual, Formats, Non-Scripted Ent, Drama and fiction

What kinds of sales pitches do you respond best to ?

Clear, straightforward, something to see



Cecilia Persson

Vice President of
Programming And Content
Strategy Kids Emea &
International Kids
Acquisitions And
Co-Productions

ACTIVITY

Tv Content Buyer • (S)VOD Buyers

KIDS

ACQUISITION TERRITORY

Asia: India • Malaysia **Europe:** France • Germany • Italy • Netherlands
• Poland • Portugal • Spain • Sweden • Turkey • United Kingdom **Latin**
America: Argentina • Brazil • Mexico **North America:** U.S.A.

What is your editorial strategy ?

Turner International operates versions of core Turner brands, including CNN, TNT, Cartoon Network, Boomerang and TCM Turner Classic Movies, as well as country- and region-specific networks and businesses in Latin America, Europe, the Middle East, Africa and Asia Pacific. It manages the business of Pay- and Free-TV-channels, as well as Internet-based services, and oversees commercial partnerships with various third-party media ventures; it teams with Warner Bros. and HBO to leverage Time Warner's global reach. Turner operates more than 180 channels showcasing 46 brands in 34 languages in over 200 countries. Turner International is a Time Warner company

What type of projects/programs are you looking for ?

We're seeking content for our channels outlined below. For Cartoon Network: Comedy and action/adventure animation that is smart, contemporary, surprising and fun for kids (boy-focused, girl-inclusive) aged 6-12. For Boomerang: Fast-paced, character-driven comedy animation for kids aged 4-7 (gender neutral).

What kinds of sales pitches do you respond best to ?

We have an open-door policy and accept year-round submissions our preference is via email.

So, when you're feeling confident that you have a fully formed idea that you're ready to present to us, then please approach us!

We are on the lookout for original ideas that are creator driven.

Know our brands and do your research!

We're looking for ideas for Boomerang. As well as long or short form content for both Cartoon Network and Boomerang for use on air or digitally. We are particularly keen on ideas with individual vision and comedy at the heart. We like story led ideas - either acquisitions or original creator driven.

AMERICAN PUBLIC TELEVISION UNITED STATES



Cynthia Fenneman
President And Ceo

ACTIVITY

Acquisitions • Commissioning Editor • TV Content Buyer
• (S)VOD Buyers • Commissioning Editor

DOC

DRAMA

ACQUISITION TERRITORY

Europe : United Kingdom **Oceania** : Australia • New Zealand **North America** : Canada • U.S.A.



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 coproduction projects ?

Very high quality productions
Strong prime time ratings winner

AMERICAN PUBLIC TELEVISION UNITED STATES



Eric Luskin
Vice President

ACTIVITY

Acquisitions

DOC

DRAMA

ACQUISITION TERRITORY

Europe : Austria • France • Germany • Ireland • Italy • Netherlands • United Kingdom
North America : U.S.A.



What is your editorial strategy ?

Content appropriate for public broadcasting

What type of projects/programs are you looking for ?

Docs & Factual
Drama/Fiction

What kinds of sales pitches do you respond best to ?

People who actually understand what US public television is and the content that is suitable for an acquisitions model.

CARTOON NETWORK

UNITED STATES



Adina Pitt

VP Content,
Acquisitions and
Co-Production

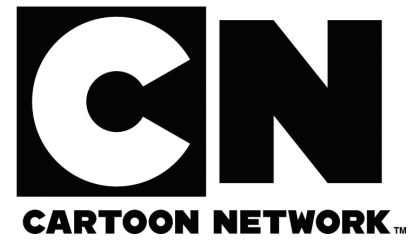
ACTIVITY

Acquisitions • Commissioning Editor • TV Content Buyer
• (S)VOD Buyers

KIDS

ACQUISITION TERRITORY

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



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.

CARTOON NETWORK

UNITED STATES



Joanna Rosenthal
Manager, Content
Acquisitions And
Coproductions

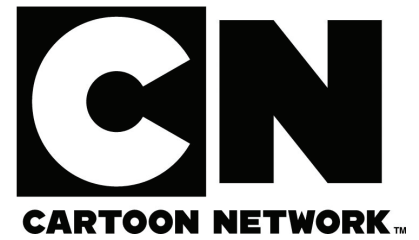
ACTIVITY

Acquisitions • Commissioning Editor • TV Content Buyer
• (S)VOD Buyers

KIDS

ACQUISITION TERRITORY

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



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.



DIRECTV LATIN AMERICA UNITED STATES



Willard Tressel
General Manager
Ondirectv

ACTIVITY

Acquisitions • Tv Content Buyer • Commissioning Editor

DOC

DRAMA

ACQUISITION TERRITORY

Europe: United Kingdom **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 coproduction 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.

FILMS MEDIA GROUP

UNITED STATES



Kathy Tan
Director of
Acquisitions

ACTIVITY

Acquisitions

KIDS

DOC

ACQUISITION TERRITORY

Asia : China • Japan • Singapore • South Korea • Taiwan **Europe :** Austria • Belgium • Danmark • Finland • France • Germany • Greece • Ireland • Italy • Netherlands • Spain • Sweden • Switzerland • United Kingdom
Latin America : Argentina • Mexico **North America :** Canada • U.S.A.



What is your editorial strategy ?

We license programs for the entire educational market in North America and beyond. We have a dedicated streaming platform for each segment of the market, i.e. universities, schools (high school, middle school, elementary school and kindergarten), and public libraries. We are interested in content on all subjects taught in the classroom, from science and humanities to arts, health & medicine, engineering, etc.

What type of projects/programs are you looking for ?

We are interested in both full-length and short-form content. We are all looking for interactives and 360 videos.

What kinds of sales pitches do you respond best to ?

Any and all.





**Francisco
Villanueva**

Vice President & Coo

ACTIVITY

Tv Content Buyer • (S)VOD Buyers • Other

KIDS

DOC

DRAMA

ACQUISITION TERRITORY

Latin America : Argentina • Bolivia • Brazil • Colombia • Dominican Republic • Ecuador • El Salvador • Mexico • Peru • Uruguay • Venezuela

North America : U.S.A.

What is your editorial strategy ?

We are a worldwide content distribution company, with particular strengths in the Spanish speaking markets. We have strong relationships with players in every window and platform especially in the Americas and access to programmers and acquisition executives. We have many years of experience and expertise in the diverse and evolving audiences of today's entertainment industry and the credibility to maximize the opportunity of high quality, innovative content in an industry that is truly global these days.

What type of projects/programs are you looking for ?

We look for high quality, innovative content from partners that can use a proven hand in opening new markets or placing content in international markets, especially the US and Latin-America. We understand the audiences and the profit generation capacities of different windows, markets and platforms. We bring expertise, credibility and access to our clients. We specialize in dramas and series and have an extremely attractive track record.

What kinds of sales pitches do you respond best to ?

We respond best to pitches based on partnership and win-win relationships. We bring significant resources to the table in marketing, sales and service, so we are extremely careful in choosing partners that understand the new possibilities, opportunities and limits in this evolving industry.



Luis Villanueva
President & Ceo

ACTIVITY

Acquisitions • TV Content Buyer • (S)VOD Buyers

KIDS

DRAMA

ACQUISITION TERRITORY

Latin America : Argentina • Bolivia • Brazil • Colombia • Dominican Republic • Ecuador • El Salvador • Mexico • Peru • Uruguay • Venezuela
North America : U.S.A.

What is your editorial strategy ?

As a group we participate in PAY channels' production and content production and distribution for "traditional" and "new" OTT platforms.

In content distribution, we distribute all genres in worldwide markets (focusing mostly on Spanish speaking markets) and in production we produce content or partner in production projects that can be distributed in the markets and windows where we do business. On channels' production and distribution, we curate, package and distribute content linearly and On Demand on cable, satellite, Telcos and OTT distributors.

More specifically in SOMOSTV we distribute PAY TV channels and in SOMOS Next OTT content in the markets of the United States, Puerto Rico, Mexico, Central America and the Caribbean. We look for high quality content (film, series and animation) that appeals to a wide audience in Spanish speaking markets. We have quality relationships with all players in the industry in these markets, who also rely on us as trusted suppliers of content targeting diverse nationalities in a highly competitive market.

In audiovisual content production, we pitch our projects or scout for opportunities in this complex activity.

What type of projects/programs are you looking for ?

On SOMOSTV and SOMOS Next in terms of films we look for contemporary, originally-produced-in-Spanish movies that represent the high quality that has impacted the international industry, with first class acting and high production values. We want films that can perform on the PAYTV window, which means edgy and controversial. In animation we want branded animation for children 0-5 years of age that can enrich our programming grid. In series, we want "super-series" type of episodic content.

In projects we look for opportunities that can be developed profitably mainly in Spanish language markets. We have experience in drama, formats, series and live shows, so we can partner in developing diverse opportunities.

In distribution, we have extended and long term relationships in the Spanish speaking markets and the capacity to commercialize content in every genre and for every window. We look for innovative content, especially dramas, given the important place they occupy in our clients' grids and catalogue.

What kinds of sales pitches do you respond best to ?

We respond to pitches that take into account the type of audience we target and that understand the markets and windows we supply. This is all about expectations and knowledge of the strengths and limitations of the different windows and markets and their capacity to generate revenue. The industry is changing and we want people who understand these changes.

SUNRIGHTS INC. UNITED STATES



Natasha Gross
Tv Sales And
Licensing Director

ACTIVITY

Acquisitions • TV Content Buyer • (S)VOD Buyers

KIDS

ACQUISITION TERRITORY

Asia : China • India • Indonesia • Japan • Malaysia • Philippines • Singapore • South Korea • Sri Lanka • Taiwan • Thailand • Vietnam **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 **Latin America :** Argentina • Bolivia • Brazil • Colombia • Dominican Republic • Ecuador • El Salvador • Mexico • Peru • Uruguay • Venezuela **North America :** Canada • U.S.A.



What is your editorial strategy ?

SUNRIGHTS INC. is a total rights management company operated by one of the top advertising agencies in Japan, Asatsu DK, and the trading conglomerate Mitsubishi Corp. Located in New York City, SUNRIGHTS directly manages the development of intellectual property globally outside of Asia. We bring new opportunities to our network of partners to help them to more effectively grow their businesses while also continuing to develop our own in-house expertise. SUNRIGHTS INC. effectively develops IP from Asia on a global scale by maximizing a mixture of direct in-house divisions and strong partnerships gained through both ADK and Mitsubishi Corp.

What type of projects/programs are you looking for ?

We look for children's content that could appeal to broad, global audiences with merchandising potential.

What kinds of sales pitches do you respond best to ?

Short, sweet and has all available info on storyline, placement, opportunities and partnerships.



Tran Thi thuy linh
Vice Manager

ACTIVITY

Acquisitions

FORMAT

DRAMA

ACQUISITION TERRITORY

Asia : Japan • Singapore • South Korea • Thailand **Europe :** France
• Netherlands • Russia • United Kingdom

What is your editorial strategy ?

Television Advertising and Services Center (TVAd) is one of VTV's divisions, acting as the sole representative for VTV in all business matters including acquiring, selling or localising TV programmes (Dramas, game-shows, reality shows, documentaries, animations, entertainment shows, feature films, sport and culture events, etc.), formats, selling commercial air time, getting sponsors and other transactions.

What type of projects/programs are you looking for ?

Every year, VTV and TVAd send delegations to attend big markets and exhibitions - namely MIPTV, MIPCOM (France), Shanghai Television Festival (China), TIFFCOM (Japan), ATF (Singapore), HongKong Filmart (Hong Kong), BCWW, Busan Content Market (Korea), etc. - to acquire contents for our channels as well as building and maintaining close relationship with other TV stations, distributors, organizations, etc. We are looking for new contents on formats, game-show, documentaries, animations, dramas, ...

What kinds of sales pitches do you respond best to ?

We prefer hot new hit formats and dramas.