



WHAT DO ASIAN BUYERS AND COMMISSIONING EDITORS WANT?



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

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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

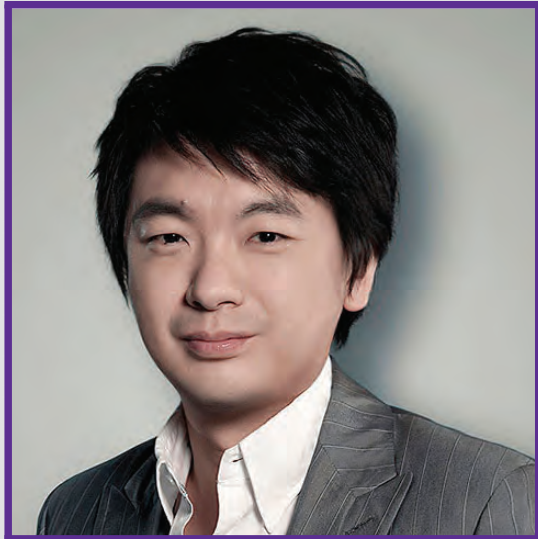
What kinds of sales pitches do you respond best to ?

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

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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.



Jiansheng Ye
Acquisition Manager

ACTIVITY

Acquisitions • Tv Content Buyer

KIDS

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ACQUISITION TERRITORY

Europe : Austria • Finland • France • Germany • Italy • Netherlands
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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

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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

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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

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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

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GOLDEN SPREAD

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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

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ACQUISITION TERRITORY

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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

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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

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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.

mip
driving the
content economy



E Pan

Acquisition Manager

ACTIVITY

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

KIDS

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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.



HENRY ADVERTISING & MARKETING LTD. HONG KONG



Henry Leu
President

ACTIVITY

Acquisitions • TV Content Buyer

DOC

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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

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FORMAT

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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

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ACQUISITION TERRITORY

Asia: China • India • Japan • Malaysia • Singapore • South Korea • Taiwan • Thailand
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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

PROMO GROUP TV HONG KONG



Lanny Albina Huang
President

ACTIVITY

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

KIDS

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PROMO GROUP TV

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.

RADIO TELEVISION HONG KONG

HONG KONG



Chi Hang Mak
Principal Acquisition
Officier

ACTIVITY

Acquisitions • Tv Content Buyer

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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.





Anuradha Javeri
Creative Director

ACTIVITY

Commissioning Editor • (S)VOD Buyers

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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

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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.

TOHOKUSHINSHA FILM CORPORATION JAPAN



Kinuyo Taira
General Manager

ACTIVITY

Acquisitions • TV Content Buyer • (S)VOD Buyers

DRAMA

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What is your editorial strategy ?

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

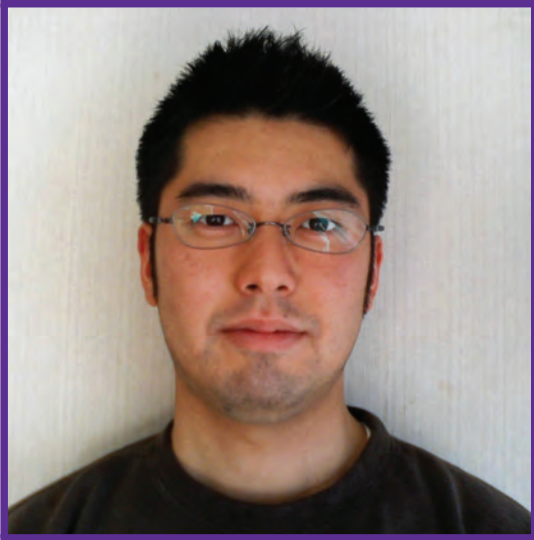
What type of projects/programs are you looking for ?

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



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.





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.