

# WHAT DO BUYERS AND COMMISSIONING EDITORS WANT?

MARCH 2021

**mip**  
driving the  
content economy®





**Peter Andrews**  
Head Of Network  
Programming

## ACTIVITY

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

**DOC**

**FORMAT**

**DRAMA**

## ACQUISITION TERRITORY

**Asia :** China • India • Indonesia • Japan • South Korea • Taiwan **Europe :**  
Austria • Belgium • Czech Republic • Danmark • Finland • France  
• Germany • Iceland • Ireland • Italy • Netherlands • Norway • Poland  
• Portugal • Romania • Russia • Spain • Sweden • Switzerland • Turkey  
• Ukraine • United Kingdom **Oceania :** Australia • New Zealand **Latin**  
**America :** Argentina • Brazil • Venezuela **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 ?

7:30pm Factual Series and Singles - 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

# RTBF BELGIUM



**Sylvie Jason**  
Head Of Acquisitions

## ACTIVITY

Acquisitions • TV Content Buyer • (S)VOD Buyers

KIDS

DRAMA

## ACQUISITION TERRITORY

Europe : Belgium



### 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.



**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

# ARTE1 - BANDEIRANTES BRAZIL



**Janaina Tadeu**

Head Of Acquisitions And  
Coproductions

## ACTIVITY

Acquisitions • Tv Content Buyer • (S)VOD Buyers

DOC

## ACQUISITION TERRITORY

**Europe :** Austria • Belgium • France • Germany • Italy • Spain **Latin America :** Argentina • Colombia **North America :** Canada • U.S.A.

## What is your editorial strategy ?

The Arte1 channel offers 24 hours of a programming completely dedicated to the art universe. Our mission is to contribute with the development of an audience interested in knowing more about visual arts, photography, architecture, design, dance, classical music, fashion design, literature, theater and art cinema. In our programming grid, the audience can find documentaries, series, movies and performing arts.

## What type of projects/programs are you looking for ?

We are looking for sophisticated productions. Our main request is that all the themes of the programs needs to be related to art topics. We have slots for: documentaries (one-off)/ doc-series with episodes of 26' or 52'/ concerts from classical to modern music / ballet performances from classical to contemporary style / awarded and independent art movies. For this year, we are focused on acquiring documentaries from all the main arts subjects.

## What kinds of sales pitches do you respond best to ?

The best pitch is when you receive an accurate selection of titles that might fits your interest. It is always faster to evaluate when you have links and synopsis available to send by email or show during the meeting.



# CBC (CANADIAN BROADCASTING CORPORATION) CANADA



**Jenna Bourdeau**  
Senior Director,  
Acquisitions

## ACTIVITY

Acquisitions • Tv Content Buyer • (S)VOD Buyers

DOC

FORMAT

DRAMA

## ACQUISITION TERRITORY

**Africa:** Nigeria • South Africa **Asia:** China • India • Indonesia • Japan • Malaysia • Philippines • Singapore • South Korea • Sri Lanka • Taiwan • Thailand • Vietnam  
**Europe:** Danmark • Finland • France • Germany • Iceland • Ireland • Italy • Netherlands • Norway • Spain • Sweden • 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 ?

As Canada's national public broadcaster, CBC offers a wide array of content to audiences via linear and digital platforms in nearly every genre - kids, news, sports, documentary, unscripted and scripted. CBC's schedule is anchored by award-winning, critically acclaimed original Canadian dramas and comedies

(Schitt's Creek, Coroner, Workin' Moms). In terms of acquired content, we look for leading scripted programming (drama and comedy) that can hold its own alongside such premium originals. The current growth area for acquisition opportunities is currently for our streaming service CBC Gem, which offers Canadians a free and subscription option to streaming service which offers an array of domestic and international content.

Our focus for Gem acquisitions includes high impact content of all genres- specifically- drama, comedy, unscripted, documentary, preferably catering to 40 yr and under demographic.

## What type of projects/programs are you looking for ?

Scripted Genres: Drama, Crime, Comedy, Thriller, Sci-Fi, Holiday MOW, Theatrical Family Features, Younger skewing across all genres

Feature Films: Theatrically released family features, Theatrical holiday features; High Profile Documentary Feature Films

Unscripted: High Profile lifestyle series and specials

## What kinds of sales pitches do you respond best to ?

A detailed email works very well!

# SOCIETE RADIO-CANADA CANADA



## Matthieu Mortézaï

Senior Manager,  
Acquisitions -  
Documentary

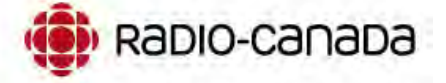
### ACTIVITY

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.

# TELE-QUEBEC CANADA



## 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 MEDIA GROUP INC (TELELATINO) CANADA



**Aldo Di felice**  
Ceo

## ACTIVITY

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

DOC

FORMAT

DRAMA

## ACQUISITION TERRITORY

**Europe :** Austria • France • Germany • Greece • Ireland • Italy • Portugal  
• Spain • Switzerland • 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 ?

We operate a bouquet of TV channels and online platforms which are multiculturally oriented and in multiple languages. Our reputation is for showcasing "Latino" cultures in various languages.

Our flagship channel primarily consists of English language and English-friendly multiculturally rich programming across several genres, namely lifestyle (travel, cooking, homes), sport (soccer), music and performing arts (concerts and awards shows) and drama/comedy (films and series). With occasional special presentations, including special original documentaries and other special events.

## What kinds of sales pitches do you respond best to ?

Fully produced programs with trailers, sales sheets, and comprehensive background information on source broadcasters, producers, year of production, technical specifications, audience performance, etc



# 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 **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.

# HENRY ADVERTISING & MARKETING LTD. HONG KONG



**Henry Leu**  
President

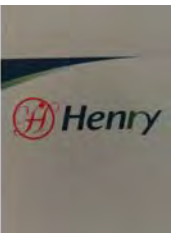
## ACTIVITY

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)



# JY ANIMATION INC. CHINA



**Qi Yu**  
Vp

## ACTIVITY

Co-production

KIDS

DOC

## ACQUISITION TERRITORY

**Asia :** India • Indonesia • Malaysia • Philippines • Singapore • South Korea • Thailand • Vietnam **Europe :** Austria • Belgium • Czech Republic • Danmark • Finland • France • Germany • Iceland • 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 looking for quality animation/kids projects to do co-pros 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.

# HRT - CROATIAN TV

## CROATIA



### 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.



**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](http://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.



## **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.

# ZDF - ZWEITES DEUTSCHES FERNSEHEN GERMANY



## Marita Huebinger

Chief Editor Knowledge /  
Arte

### ACTIVITY

Commissioning Editor

DOC

### ACQUISITION TERRITORY

Europe : France • Germany



#### What is your editorial strategy ?

Commissioning Documentary

#### What type of projects/programs are you looking for ?

science Doc

#### What kinds of sales pitches do you respond best to ?

science





## Kristina Hollstein

Director Acquisitions And  
Coproductions  
Documentaries / Children  
And Youth 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/2020&actual0rogramming/n:df°50dpi&w°.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.

# 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.

# RÚV-ICELANDIC NATIONAL BROADCASTING TELEVISION ICELAND



## 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





## 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](http://Tg4.ie/cula4)





**Deirbhile Ni  
churraighin**  
Acquisitions Executive

## ACTIVITY

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

KIDS

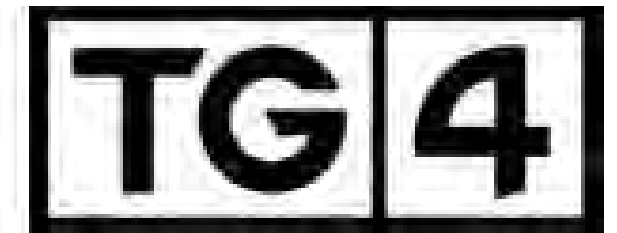
DOC

FORMAT

DRAMA

## ACQUISITION TERRITORY

**Asia :** South Korea **Europe :** Austria • United Kingdom **Middle East :** Israel  
**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.



**Sharon Moverman**  
Vp Of Acquisitions And  
International Operations

## ACTIVITY

Acquisitions

KIDS

## ACQUISITION TERRITORY

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

### What is your editorial strategy ?

Hop! Media Group is the owner and operator of four children channels in Israel: Hop!, Luli, Israeli Childhood and WIZ, and is a market leader with the largest share of preschool viewings and a strong digital presence. Creating and curating content for over 20 years, Hop! is synonymous with high quality and thrilling content, good nurturing values and a safe environment, and is instrumental in building and maintaining leading preschool brands in the territory.

We apply a meticulous screening and evaluation process and cherry pick content to ensure it matches our channels' unique DNA, echoes children's inner world and reflects their everyday routines, challenges and experiences at home and at kindergarten or school.

### What type of projects/programs are you looking for ?

We're always in the market for shows that are entertaining and fun with an added value - whether social, emotional or curriculum based.

Distinctive shows with strong visuals can draw us in but they also need to have strong characters and storylines and to be relatable and engaging to make the cut.

### What kinds of sales pitches do you respond best to ?

The kind that provides as much information as possible and highlights the show's aspects that correspond with our DNA on the one hand, and the aspects that bring something new and fresh, on the other.

# YES DBS ISRAEL



## Danna Stern

Head Of Channels &  
Acquisitions

### ACTIVITY

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

DOC

DRAMA

### ACQUISITION TERRITORY

Europe : United Kingdom Middle East : Israel

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

### 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 and spontaneous 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 their kid'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 all kid target demos, in animation and live-action, we look for international co-production partners to build a tailor-made success experience over its Kids and 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](mailto: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.



## Brenda Maffuchi

Head Of Acquisitions &  
Property Development

### ACTIVITY

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

**KIDS**

### ACQUISITION TERRITORY

**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

### What is your editorial strategy ?

We are an independent multiplatform Network presenting a unique content offer, identifying the editorial needs of each target and always maximizing the brand awareness of our TV Network. As part of our Group we have 2TV channels for the Kids audience.

DeAJunior: The first Edutainment Channel for a pre-school target with a special focus in family co-viewing. Created to make kids able to learn, to understand and to discover.

DeAKids: The I-Do-tainment brand of the Group, the new wave of educational content to empower kids and encourage them to action. Target 5-9, with a distinctive brand positioning. Including «ad-hoc» original productions.

### What type of projects/programs are you looking for ?

We are always looking after original projects that represents the ID of our channels, of course having in consideration the evergreen animation with a strong comedy component for a gender neutral audience and live action series for teens and tweens

### What kinds of sales pitches do you respond best to ?

Basically, all pitches are always interesting because there is always something new to learn or discover around a new IP. Having in consideration that we are a multiplatform network, more and more we look for 360° projects that covers all the necessary platforms and areas of our brands

**LA7 SPA**  
ITALY



**Marina Capretti**  
Rights Acquisition

## ACTIVITY

Tv Content Buyer

**DOC**

**FORMAT**

## 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



# LITHUANIAN RADIO AND TELEVISION (LRT) LITHUANIA



**Rolandas  
Maskoliunas**  
Acquisition Manager

## ACTIVITY

Acquisitions • Tv Content Buyer

DOC

DRAMA

## ACQUISITION TERRITORY

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



### What is your editorial strategy ?

LRT serves the public by providing objective, reliable information to Lithuanian audiences at home and abroad, producing and broadcasting educational, cultural and entertainment programmes that further unity and progress.

LRT TELEVIZIJA broadcasts HD content aimed at a wide audience.

### What type of projects/programs are you looking for ?

We're looking for new products of exceptional cultural and production values.

Therefore we're buying new series and miniseries (historical, action, romantic, biographical) TV movies and features, documentaries, children programmes.

### What kinds of sales pitches do you respond best to ?

The products I've described before: movies and series about European history, personalities, contemporary issues in the form of thrillers or action movies.

Also quality entertainment, contemporary directors, classical movies, retrospectives of famous, legendary directors and actors (not necessarily from Europe or US).

# OUTTV MEDIA NETHERLANDS



**Marc Putman**  
Ceo & Founder

## ACTIVITY

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

**DRAMA**

## ACQUISITION TERRITORY

**Europe :** Austria • Belgium • Danmark • Finland • Germany • Hungary • Ireland • Italy • Luxemburg • Netherlands • Norway • Poland • Portugal • Romania • Spain • Sweden • Switzerland • Turkey • United Kingdom **Latin America :** Argentina • Bolivia • Brazil • Colombia • Peru • Uruguay



## What is your editorial strategy ?

We're a pay-tv and digital media service aimed at the LGBTI audience in Europe, LATAM, Africa and Asia. We do operate traditional pay-tv services via tv-operators in various countries and have our own 'Gay Netflix' platform as well as distribution via third party platforms.

We're looking for drama series/comedy/scripted finished programming and feature films with have story lines including LGBTI characters, expressing diversity and inclusivity.

Our ambition is not to produce these formats only for us, we're a small niche focussed company, so finished products for licensing are ok for us, but we do sometimes co-produce or make distribution agreements with producers to facilitate the production process in order to attract slate funding, media funding etc.

## What type of projects/programs are you looking for ?

See above

## What kinds of sales pitches do you respond best to ?

See above



**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





**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



**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

# ARENA BROADCAST PTY LTD

## SOUTH AFRICA



**Elana Closenber**  
Head Of Acquisitions

### ACTIVITY

Acquisitions • Tv Content Buyer

DOC

### ACQUISITION TERRITORY

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



### What is your editorial strategy ?

We have 3 channels.

The Home Channel - offers programming for home owners, DIY lovers, decor fanatics, health enthusiasts and foodies alike.

Ignition TV - is South Africa's first and only television channel dedicated entirely to all things motoring. Ignition is not just for people who love cars, it's for people who live them.

Business Day TV - programming provides current, up-to-the-minute information, with key insights and thought provoking debate. The channel has a strong investor focus and is highly rated.

### What type of projects/programs are you looking for ?

Personality driven top quality programming for our channels. Genres include Design, Decor, Home Improvement, Property and Gardening. We are very specific in our programming requirements.

### What kinds of sales pitches do you respond best to ?

Either via email or face to face but must be to the point. Sales people should do their research and know what genres the channel they are pitching to are buying .





**Mercedes Gamero**  
Acquisitions And Sales  
Director

## ACTIVITY

Acquisitions ● Tv Content Buyer

KIDS

DOC

DRAMA

## ACQUISITION TERRITORY

North America : 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 factuials 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.

# TELEVISIO DE CATALUNYA, S.A.

## SPAIN



### Francis Humble

Assist. Head Of  
Acquisitions

## ACTIVITY

Acquisitions • Tv Content Buyer

KIDS

DOC

DRAMA

## ACQUISITION TERRITORY

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

### What is your editorial strategy ?

Acquisitions: Drama, Documentaries, Children's  
Public Broadcaster

### What type of projects/programs are you looking for ?

Mini-Series  
Current affairs  
Documentaries  
Children's animation and live action

### What kinds of sales pitches do you respond best to ?

informed and selective



## 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.



# SVT - SVERIGES TELEVISION SWEDEN



**Stephen Mowbray**  
Head Of Svt International

## ACTIVITY

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

KIDS

DOC

FORMAT

DRAMA

## ACQUISITION TERRITORY

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



### What is your editorial strategy ?

As the national public broadcaster of Sweden we have a very broad mission to cater for the whole population from the very young upwards. Our challenge today is to deliver our services digitally allowing the whole population to consume our services where and when they want to.

### What type of projects/programs are you looking for ?

we are essentially looking for all types of programming but always with a public service angle - with emphasis on quality and values

### What kinds of sales pitches do you respond best to ?

where we know there is a need from our audience - we rarely acquire programming without a strong feeling of the job we expect it to do as part of our overall offer. Obviously we expect pitches to be professional, concise and realistic with a time frame, budget and attached commissioner.

# SVT - SVERIGES TELEVISION SWEDEN



**Mikael Osterby**  
Head Of Factual

## ACTIVITY

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

**DOC**

## ACQUISITION TERRITORY

Europe : Sweden

# svt

### What is your editorial strategy ?

Public service. Largest local media platform in Sweden.

### What type of projects/programs are you looking for ?

Unscripted

### What are you looking for when working on coproduction projects ?

Series with a strong and long arch story

# RSI - RADIOTELEVISIONE SVIZZERA SWITZERLAND



## 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



# KANAL7 (HAYAT GORSEL YAYINCILIK A.S) TURKEY



## YESIM Sezdirmmez

Deputy General Manager,  
Planning & Acquisitions

### ACTIVITY

Co-production • Tv Content Buyer

DOC

FORMAT

DRAMA

### ACQUISITION TERRITORY

**Africa :** Algeria • South Africa • Tunisia **Asia :** China • India • Indonesia • Japan • Malaysia • Philippines • Singapore • South Korea • 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 ?

Kanal7 has aimed to be the family channel of Turkey appealing to general audience through a wide array of content ranging from drama series, female skewed non-scripted programmes, travel shows, cultural programmes, documentaries, foreign drama series and feature films, news and TV movies. Founded in 1994 as a commercial free-to air television, Kanal7 has been the main entertainment brand of Kanal7 Media Group, which also includes thematic news channel (ülke TV), radio stations (Radyo7), video-on-demand platform (Izle7.com) and online news platform (Haber7.com). The basis of Kanal7's broadcast strategy is to present high quality «Daily» drama series to television audience and therefore to offer unique and alternative viewing option through a different content code on prime time, which is dominated by «Weekly» drama series. We produce stories resonating with human heart and appreciating values.

### What type of projects/programs are you looking for ?

Our programme preference depends on for which platform we acquire the content. For Kanal7, we mainly focus on scripted drama as ready-made or format, non-scripted formats for daytime (female skewed lifestyle), and feature films (action/adventure/comedy). For our news channel, we acquire factuials and documentaries of all genres especially nature and wild life, current affairs, travel/adventure, social issues, and history . For our video-on-demand service, we look for drama series and films.

### What kinds of sales pitches do you respond best to ?

It has always been productive for the sales person to know who we are and what we need. Before pitching, it would be fruitful to make research on our group, platforms and programming. Thereby, he/she will be able to pitch projects that are relevant to us. We prefer reading synopsis or summaries of the stories first and then we would like to see the trailers of the projects. In order to finalize our decisions, we prefer watching full episodes. Keeping us updated on new projects always speeds up the process of acquisition.





## Niam Itani

Trt World Documentary  
Acquisitions Manager

### ACTIVITY

Acquisitions • 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. **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 ?

TRT is a public broadcaster funded by Turkish taxpayers. TRT World is our English language news channel, which is broadcast internationally. We put humanitarian interests at the core of our broadcasts, and aim to cover the effects of major global events on ordinary people, rather than world powers or international institutions. While we are acutely aware of the tragedies that surround us, we are hopeful about the future and seek to spread this hope to our viewers.

### What type of projects/programs are you looking for ?

We acquire documentaries and documentary series for two programming slots:

One is Storyteller, a 52-minute show that airs once a week. For Storyteller, we curate one-off titles that address pressing world issues and their effects on people whose voices are rarely heard in mainstream international media. The documentaries must have strong characters and a solid structure - be they story-centric or theme-based. They should fall under the sub-genres of human interest, social impact or environmental issues.

The second slot is 26 minutes long. For this slot, we acquire or commission documentary series that we brand internally as 'light with an edge'. Genres include travel, music, food, and culture, and provide insight into the human stories behind the subject matter.

### What kinds of sales pitches do you respond best to ?

Those that reflect distributors have done their homework, are familiar with their content, and our broadcasts. For an initial evaluation we require an email containing a synopsis, a trailer, production year and duration. If the submission seems like a potential fit, we ask for a screener link and further information.



## **Adem Uysal**

Lead Content Manager,  
Digital Media &  
Entertainment

### **ACTIVITY**

(S)VOD Buyers

**DRAMA**

### **ACQUISITION TERRITORY**

Europe : Turkey



#### **What is your editorial strategy ?**

TV+ is the fastest-growing Turkish TV platform. We are serving via some platforms such as IPTV, Web TV, the apps of iOS and Android and Smart TV's. We have linear TV channels and also a VOD service. We don't operate any inhouse linear tv channels therefore we are only interest in VOD rights of content.

#### **What type of projects/programs are you looking for ?**

TV Series with the genre of action, drama, crime, mystery. Successful storytelling is also important for us. Additionally, the audiences want to see some celebrities and familiar faces in the series.

#### **What kinds of sales pitches do you respond best to ?**

Newsletter with highlighting a little content.



# TURKCELL TV+ TURKEY



**Yasemin Aksu**  
Senior Content Manager

## ACTIVITY

(S)VOD Buyers

**DRAMA**

## ACQUISITION TERRITORY

Europe : Turkey



### What is your editorial strategy ?

TV+ is IPTV&OTT platform in the territory. More than 150 TV channels are carried on TV+ as well as TVOD/EST/SVOD content is available on TV+.

### What type of projects/programs are you looking for ?

Our main focus is dramas at the moment. Especially, European and US produced dramas are priorities. Not interested in Korean, Chinese and/or Indian content due to company's acquisition strategy.

### What kinds of sales pitches do you respond best to ?

I'm interested in European and US based drama pitches.

# BLOOMBERG ASHARQ

## UNITED ARAB EMIRATES



**Michline Alain**  
Content Buyer

### ACTIVITY

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

DOC

### ACQUISITION TERRITORY

**Middle East:** Egypt • Jordan • Kuwait • Lebanon • Qatar • Saudi Arabia • U.A.E.

### What is your editorial strategy ?

Asharq News is a 24/7 multi-platform news service that brings content to users in the Arab region and the rest of the world with a unique approach based on providing news and analysing their implications on people's lives, often through an economic prism.

Asharq News is an independent media organisation owned by Asharq News Services Limited, a DIFC-registered company and subsidiary of Saudi Research and Marketing Group (SRMG). SRMG, the Middle East's biggest publishing group.

We acquire documentaries in different kind on length and with different categories; Political, CA, Science, Technology and History. Most of our licensing are acquisition with a smaller portion of pre-buy.

### What type of projects/programs are you looking for ?

Political, CA, Historic . Science, Technology, Culture

### What kinds of sales pitches do you respond best to ?

Projects that are related to MENA region or international events.

# 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.



## Marc Lorber

Svp, International  
Acquisitions &  
Coproductions

### ACTIVITY

Acquisitions • Co-production

DOC

DRAMA

### ACQUISITION TERRITORY

**Africa:** South Africa **Asia:** India • South Korea **Europe:** Austria • Belgium • Danmark • Finland • France • Germany • Iceland • Ireland • Italy • Netherlands • Norway • Spain • Sweden • United Kingdom **Middle East:** Israel • U.A.E. **Oceania:** Australia • New Zealand **Latin America:** Mexico **North America:** Canada • U.S.A.

### What is your editorial strategy ?

As my remit is for series normally originated outside of the US- we would say majority English-language series, as returnable drama, eclectic comedy or prestige limited miniseries. Lately that's ranged from drama coproductions like the thriller Cold Courage with Viaplay, or The Pact which will first go out on BBC, and BBC's returning comedies Motherland (now in season 3) and The Goes Wrong Show (now producing season 2) to name a few.

We're always wanting to harvest the ripest fruits- so having a combination of these elements always helps: recognizable IP (such as bestselling author and/or book, known true story, spin-off of a film or remake of an older series etc.) married to known writer-creator(s), a lead director off a recent and significant series or film, key cast who move the needles forward, and the interest if not involvement of an anchor broadcaster in a key territory- that's what will generally get us excited and more involved at an earlier stage.

### What type of projects/programs are you looking for ?

Scripted returnable drama, certain comedies, and prestige miniseries across a range of genres as we're quite agnostic in being able to work with a wide range of buyers and sellers. We prefer to stand in genre corners not already crowded by other similar projects unless there's some larger aspects to the series and we can see its intrinsic value therein. Again majority English-language unless it's a possible remake project for us. On the doc factual side it's going to be projects with strong IP/marketing/recognition that are universal.

### What kinds of sales pitches do you respond best to ?

Generally, projects that are well baked in development and not just an idea on a page or simple treatment. Never hurts to have strong IP along with a bible, pilot script and/or sizzle or trailer. That said, always happy to get an email, consider and give a steer on something.



# MIDDLE EAST BROADCASTING NETWORKS INC. UNITED STATES



## Amr Mandour

Manager, Program  
Scheduling And  
Acquisition

### ACTIVITY

Acquisitions

DOC

### ACQUISITION TERRITORY

**Middle East :** Egypt • Jordan • Kuwait • Lebanon • Qatar • Saudi Arabia  
• U.A.E.



### What is your editorial strategy ?

We look primarily for docs that pertain to U.S.- Middle East issues, Counter-terrorism/CVE, Arab-American relations, social issues, human rights, civil rights, women's rights, religious tolerance, contemporary issues with an American or Middle East angle, U.S. history, Americana, business entrepreneurship, biographies from U.S. or Middle East. Hours, half-hours, feature length. Series or one-offs.

### What type of projects/programs are you looking for ?

U.S.- Middle East issues, Counter-terrorism/CVE, Arab-American relations, social issues, human rights, civil rights and women's rights.

### What kinds of sales pitches do you respond best to ?

Current Affairs and investigative





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