

European Co-Production: Legal and Financial Aspects

October 22 – 24, 2020 online via Zoom

PROGRAMME SCHEDULE

Thursday, 22. October _____ DAY ONE

9:00 — **Welcome // Introductions and Expectations**

Dina Rubanovičš, Erich Pommer Institut

Bernie Stampfer, International Film Partners

9:30 — **Course Introduction and Overview**

Today, co-producers face a whole new set of challenges in light of the ongoing pandemic. How will production stops and closed theatres affect funding regulations? How will distribution chains change considering the growing importance of the streamers? What new criteria should your decisions be based on to ensure the sustainable development of your business? The current pan-European public funding system is currently proving to be extraordinarily robust and resilient. But will this system and its corresponding legal framework be sufficient to pave the way into the future? Does the future lie in market consolidation, the takeover of independent producers by larger media groups, or are there other cooperation models that could emerge from the crisis? Bernie Stampfer will present the current state and challenges of the industry.

Bernie Stampfer, International Film Partners

10:30 — **Coffee Break**

10:45 — **Case Study: RIDE UPON THE STORM (incl. break)**

Oscar®-nominated producer Meta Louise Foldager Sørensen will share her extensive experience in the film and TV industry. Meta founded her own production company Meta Film in 2010 and co-founded SAM Productions as well as SAM le Français in 2014 and has worked with directors like Lars von Trier and Nikolaj Arcel. She will present a case study of one of her latest successes, the TV series RIDE UPON THE STORM which she executive produced. Created by Adam Price (BORGES), the series stars Lars Mikkelsen who won an International Emmy® for his performance. Meta will talk us through this Danish epic and its international reach and give an inside look into the development process. She will also shed light on the legal and financial challenges that arise while running an internationally active production company.

Meta Louise Foldager Sørensen, SAM Productions

Moderated by **Bernie Stampfer**, International Film Partners

13:00 — **(Networking) Lunch Break**

14:00 — **The Legal Framework: Bilateral Treaties and the EUROPEAN CONVENTION ON CINEMATOGRAPHIC CO-PRODUCTION**

For many decades now, the *European Convention of Cinematographic Coproduction* has regulated the cooperation of feature film producers in this field. However, there is no such legal framework agreement for TV or streaming productions. Wolfgang Brehm will explain the current state of the legal debate and its practical implementation.

Wolfgang Brehm, Brehm & v. Moers

15:30 — **(Networking) Coffee Break**

16:00 — **Financial Landscape Part I: Project Financing**

The financing jigsaw puzzle for national and European feature film and television productions has hardly changed in recent years, but we are experiencing considerable shifts in the size of the various building blocks. Bernie will look at the complex chain of available public and private funding.

Bernie Stampfer, International Film Partners

17:00 — **Pulling the Financial Puzzle Together // Introduction**

An introduction to the group work taking place on day 3. Bernie will present the project that will be discussed as well as explain the content of the group work.

Bernie Stampfer, International Film Partners

17:15 — **End of Day One**

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Friday, 23. October _____ DAY TWO

9:00 _____ **Financial Landscape Part II: Corporate Financing**

Project financing alone is not enough to ensure the survival and growth of a production company. Structured and strategic financing must accompany project financing and is an indispensable part of a multi-year business plan. Bernie Stampfer takes a further look at the possibilities of corporate investments.

Bernie Stampfer, International Film Partners

10:00 _____ **(Networking) Coffee Break**

10:30 _____ **CASE STUDIES: PLEASURE, HEIRS OF THE NIGHT (incl. break)**

Leontine Petit, EFA-awarded Producer of the Year 2016, will present two case studies reflecting the changes in international co-productions: HEIRS OF THE NIGHT, a multi-country European TV series and PLEASURE, Ninja Thyberg's debut film. Leontine will take us on a journey of one of the Netherlands most exciting production companies and will give us an insight into her company's television and streaming activities as well as her future plans to conduct business within the fields of feature films and TV.

Leontine Petit, Lemming Film

Moderated by **Bernie Stampfer**, International Film Partners

12:15 _____ **(Networking) Lunch Break**

13:00 _____ **Lunch Talk: Building & Maintaining Sustainable Businesses**

The challenge of creating sustainability in the independent film and television sector in any country is an issue bigger than ever. For entrepreneurs, this challenge translates into building viable companies, founded on sound corporate and financial structures, access to highly qualified talent and a business network that covers all areas from early development to even exploiting ancillary rights. Jonathan Olsberg, longstanding editor of the *Olsberg Report*, will give a sharp 15-minute keynote on the topic. This will be followed by a moderated panel where Wolfgang Brehm, Jonathan Olsberg and Leontine Petit will discuss the key issues their views on sustainability for a future to come.

Wolfgang Brehm, Brehm & v. Moers

Jonathan Olsberg, Olsberg • SPI

Leontine Petit, Lemming Film

Moderated by **Bernie Stampfer**, International Film Partners

14:30 _____ **(Networking) Coffee Break**

15:00 _____ **The Co-Production Agreement (incl. break)**

The session will focus on a typical co-production agreement. It will shine light on the key clauses both from a legal and a business perspective and provide helpful advice on how to protect your interests in a production world peppered with unpredictability and ever-increasing demands.

Wolfgang Brehm will take you through the agreement from start to finish.

Wolfgang Brehm, Brehm & v. Moers

Moderated by **Bernie Stampfer**, International Film Partners

17:00 _____ **End of Day Two**

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Saturday, 24. October _____ DAY THREE

9:00 _____ **Open Sesame! Are There Any Magic Keys for Independents to Work with the Streamers?**

There has never been more production money in the markets than today, and the flood gates are open: what started with Netflix and Amazon has widened to Disney+, Peacock, Apple and also to telcos and many other operators across Europe and the world. At the same time traditional broadcasters are forced to withstand those competitors and play along. Where do European Indies fit in and how will they get their piece of the pie? Irina Ignatiew will take a look at the current landscape and market trends.

Irina Ignatiew, Boxworks Media

10:30 _____ **Coffee Break**

10:45 _____ **International Sales and Distribution in the Indie World**

From the internal structures of a world sales company and the tasks facing the individual employees to the cooperation between the agency, the producers and the markets: Tobias Pausinger will give unique insight into a company whose work decides whether and how a film is released into the world. He will also take a look at the current state of the industry that is partially paralyzed in these times and whose players are working hard to ensure that their clients' films will once again find their place at festivals in the international film markets.

Tobias Pausinger, The Match Factory

12:15 _____ **Coffee Break**

12:30 _____ **Automated, Transparent and Secure: Can Blockchain Technology Deliver on Its Promises?**

Blockchain technology has the potential to revolutionise how content is produced, distributed, consumed and monetised. Entrepreneur Maria Tanjala will share her extensive expertise on the technology. Her award-winning company FilmChain aims to change the way revenue is collected, allocated and analysed in the film and TV industry.

Maria Tanjala, FilmChain

13:00 _____ **(Networking) Lunch Break**

14:00 _____ **Pulling the Financial Puzzle Together // Group Work**

In this series of interactive sessions, you will be presented with a hypothetical project as well as the task of drawing up its possible financing plan. Working in smaller groups, you will get the opportunity to apply your knowledge as well as the new insights gained in this workshop and draw up a realistic financing plan for the project. The results of the group work will then be presented to the plenum and selected experts who will give their feedback.

16:00 _____ **Pulling the Financial Puzzle Together // Presentations**

Presentation of group work results with live expert feedback.

Daniel Baur, K5 International

Leontine Petit, Lemming Film

Bernie Stampfer, International Film Partners

17:15 _____ **Workshop Summary**

The conclusion of this workshop: Bernie Stampfer will be attempting to summarize the facts, opinions and hopes of the experts and participants alike. He will try to create a business outlook on what measures can and must be taken in this industry to be prepared for another difficult year to come and subsequently for a bright future after Corona.

Bernie Stampfer, International Film Partners

17:30 _____ **Final Evaluations**

Dina Rubanovič, Erich Pommer Institut

18:00 _____ **End of the Workshop**