

## PROGRAMME SCHEDULE

Wednesday, 23. November 2016 \_\_\_\_ DAY OF ARRIVAL

07:00 pm \_\_ **Welcome Reception and Dinner at Hotel Restaurant**

Thursday, 24. November 2016 \_\_\_\_\_ DAY 1

09:30 am \_\_ **Welcome | Introduction of Participants and Trainers**

**Bernie Stampfer**, International Film Partners // Head of Studies

**Nadja Radojevic**, Erich Pommer Institut // CEO, Director Training

**Dina Rubanoviš**, Erich Pommer Institut // Project Manager International Training

10:00 am \_\_ **Course Introduction and Industry Overview**

**Bernie Stampfer**, International Film Partners

11:00 am \_\_ **Coffee break**

11:30 am \_\_ **Legal Aspects – Production: Bilateral Treaties and European Convention on Cinematographic Co-Production**

Motivations and criteria for international co-productions: Why and how to structure international co-productions in accordance with bilateral treaties or the European Convention? How to qualify under a treaty and how to qualify as a national film?

**Kai May**, Unverzagt von Have

12:30 pm \_\_ **Lunch break**

02:00 pm \_\_ **Financial Landscape: Sources of Finance across Europe and Beyond**

Development and production finance isn't available in a one-stop-shop and often needs to be put together like a jig-saw puzzle: a *tour d'horizon* of the most common sources of money in the film industry.

**Bernie Stampfer**, International Film Partners

03:30 pm \_\_ **Coffee break**

04:00 pm \_\_ **CASE STUDY 2: HUMIDITY | PART 1**

**Natasa Damnjanovic**, Dartfilm

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

05:30 pm \_\_ **End of Day 1**

07:00 pm \_\_ **Meeting in hotel lobby for joint walk to dinner**

07:30 pm \_\_ **Dinner**

- Details are subject to change -

Friday, 25. November 2016 \_\_\_\_\_ DAY 2

09:30 am \_\_ **The Co-Production Agreement**

**Kai May**, Unverzagt von Have

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

11:00 am \_\_ **Coffee break**

11:30 am \_\_ **Who is earning money in the film business? Revenue sharing and waterfall scenarios**

This session will be about recoupment and waterfall scenarios. It will give an overview of how the different kinds of financing are recouped, and who is earning money on the films.

Furthermore, it will explore ways to structure the financing in order to get the best possible share of the revenues.

**Lene Børglum**, Space Rocket Nation, Denmark

12:30 pm \_\_ **Lunch break**

02:00 pm \_\_ **CASE STUDY 2: HUMIDITY | PART 2**

**Natasa Damnjanovic**, Dartfilm

**Miroslav Mogorović**, Soulfood Distribution

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

03:30 pm \_\_ **Coffee break**

04:00 pm \_\_ **CASE STUDY 1: NEON DEMON**

**Lene Børglum**, Space Rocket Nation, Denmark

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

06:00 pm \_\_ **End of seminar day**

07:00 pm \_\_ **Meeting in hotel lobby for joint walk to dinner**

07:30 pm \_\_ **Dinner**

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Saturday, 26. November 2016 \_\_\_\_\_ DAY 3

09:30 am \_\_ **CASE STUDY 3: LOBSTER**

**Ed Guiney**, Element Pictures

**Dimitra Tsingou**, Protagonist Pictures

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

11:00 am \_\_ **Coffee break**

11:30 am \_\_ **Sales and Distribution**

A summary of the internal workings of an international sales agency. This will include a discussion of what a sales agency is looking for in a project submission.

**Dimitra Tsingou**, Protagonist Pictures

01:00 pm \_\_ **Lunch break**

02:30 am \_\_ **Pulling the financial puzzle together // Group Work**

Pre-selected producers bring their existing financing plans to present to the table of a small group of their colleagues – does it work? Is there a better way?

**All**

04:00 pm \_\_ **Coffee break**

04:30 pm \_\_ **Presentation // Group Results**

Each group will present their newly revised financing plan to the experts in the room to ask questions, and offer suggestions or alternative structures for the project going forward.

**All**

06:00 pm \_\_ **End of Seminar**

07:00 pm \_\_ **Meeting in hotel lobby for joint walk to dinner**

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Sunday, 27. November 2016 \_\_\_\_\_ DAY OF DEPARTURE

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