

ESSENTIAL LEGAL FRAMEWORK

European Co-Production

Legal and Financial Aspects

November 14 – 18, 2018 on Mallorca

PROGRAMME SCHEDULE

Wednesday, 14. November _____ DAY OF ARRIVAL

19:00 __ **Welcome Reception and Dinner at the Hotel Restaurant**

Thursday, 15. November _____ DAY ONE

9:30 __ **Welcome | Introduction of Participants and Trainers**

Dina Rubanoviš, Erich Pommer Institut

Bernie Stampfer, International Film Partners

10:00 __ **Course Introduction and Industry Overview**

The battle of industry giants, the battle of technologies, logarithms that conquer all traditional marketing, consumer behaviour driven by meta data. Inside or outside the box: the world of the independents – a reality check.

Bernie Stampfer, International Film Partners

11:00 __ **Coffee break**

11:30 __ **Legal Aspects – Co-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?

Wolfgang Brehm, Brehm & v. Moers

12:30 __ **Lunch break**

14:00 __ **Financial Landscape: Sources of Finance across Europe and Beyond**

A 'tour d'horizon' through the public garden of film financing and its commercial neighbours. A critical look at the effectiveness of European financing structures.

Bernie Stampfer, International Film Partners

15:30 __ **Coffee break**

16:00 __ **CASE STUDY 1: SPIDER IN THE WEB (IL | PT | BE | NL)**

Jacqueline de Goeji, Producer SPIDER IN THE WEB, GO, EDDY!, Cri de Coeur

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

18:00 __ **End of day one**

19:15 __ **Meeting in hotel lobby for joint walk to dinner**

19:30 __ **Dinner at nearby restaurant**

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Friday, 16. November _____ DAY TWO

9:30 __ **The Co-Production Agreement**

A sharp look at a typical co-production agreement, the key clauses both from a legal and a business perspective and how to protect your interests in a production world peppered with unpredictability.

Wolfgang Brehm, Brehm & v. Moers

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

10:30 __ **Coffee break**

11:00 __ **Who's Collecting the Coins and How to Make Sure They're Going to the Right People**

A session about collection account management (CAM), recoupment, waterfall scenarios and disbursement of revenues: the essential clauses in a CAM Agreement.

Daniel Simonyi, Freeway Entertainment

12:30 __ **Lunch break**

14:00 __ **Sales and Distribution in the Streaming Era**

Flying traders, key holders, actual producers, indispensable market experts – or all together? Sales agents are successful when they can sell lucrative films. What is lucrative today, what is not and where do the streamers fit in? Daniel will walk us through some ten years of his career in the sales' business.

Dr. Daniel Baur, K5 International

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

15:30 __ **Coffee break**

16:00 __ **Financing Films in Disruptive Times: A Strategy Conversation for the 3rd Decade to Come**

Ewa Puszczynska is an Oscar® and European Film Award-winner for IDA and a Cannes award-winner for COLD WAR, as well as the co-producer of Robert Schwentke's THE CAPTAIN. In her new venture, Ewa is teaming up with Klaudia Śmieja (HIGH LIFE, GARETH JONES, THE INNOCENTS, UNDER THE TREE) and Jan Naszewski's New Europe Film Sales to set up a new production outlet called NEM Corp.

Ewa Puszczynska, Producer COLD WAR, IDA, Opus Film

Bernie Stampfer, International Film Partners

18:00 __ **End of day two**

19:15 __ **Meeting in hotel lobby for joint walk to dinner**

19:30 __ **Dinner at nearby restaurant**

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Saturday, 17. November _____ DAY THREE

9:30 ___ **Co-Production: When Things Take a Different Turn**

Whatever the budget – things can get wrong and co-production is not always wisdom's last resort. ANON as an example where only a radical change of finance strategy led to a successful end.

Dr. Daniel Baur, K5 International

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

10:30 ___ **Blockchain is Here to Stay!**

Stream it all without stealing at all – with K5's engagement in WHITE RABBIT, a blockchain company which developed its own streaming ecosystem, Daniel will talk us through this technology and its impact on the film industry. He will give us a personal outlook on what to possibly expect from new players in the field.

Dr. Daniel Baur, K5 International

11:30 ___ **Coffee break**

12:00 ___ **Outside the Public Garden: Gap, Equity and MG's**

Assessing and mitigating investment risks in the film business. Busting a myth or a few remarks about the realities of accessing gap and equity finance and how these financial models relate to minimum guarantees and distribution loans.

Bernie Stampfer, International Film Partners

13:00 ___ **Lunch break**

14:30 ___ **Pulling the financial puzzle together // Test Case // Group Work**

Lessons learnt: Participants work in small groups on one of the participant's co-production projects. Groups will have to model a legally viable co- production structure, transform it into a financing plan, give thought to distribution and sales and define the recoupment schedule.

All

16:00 ___ **Coffee break**

16:30 ___ **Presentation // Group Results**

Each group will present their financing plan to the experts in the room who will ask questions and offer suggestions or alternative strategies that would best serve the proposed structure.

All

18:00 ___ **End of workshop**

19:15 ___ **Meeting in hotel lobby for joint walk to dinner**

19:30 ___ **Dinner at nearby restaurant**

Sunday, 18. November _____ DAY OF DEPARTURE