

ESSENTIAL LEGAL FRAMEWORK

# European Co-Production

Legal and Financial Aspects

October 18 – 22, 2017 on Mallorca

## PROGRAMME SCHEDULE

Wednesday, 18. October 2017 \_\_\_\_\_ DAY OF ARRIVAL

19:00 \_ **Welcome Reception and Dinner at Hotel Restaurant**

Thursday, 19. October 2017 \_\_\_\_\_ DAY 1

9:30 \_ **Welcome | Introduction of Participants and Trainers****Bernie Stampfer**, International Film Partners // Head of Studies**Dina Rubanovič**, Erich Pommer Institut10:00 \_ **Course Introduction and Industry Overview****Bernie Stampfer**, International Film Partners11:00 \_ **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?

**tbc**12:30 \_ **Lunch break**14:00 \_ **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 Partners15:30 \_ **Coffee break**16:00 \_ **CASE STUDY 1: RICHARD THE STORK****Kristine Knudsen**, Knudsen & Streuber Medienmanufaktur**Wolfgang Brehm**, Brehm & v. MoersModerated by: **Bernie Stampfer**, International Film Partners18:00 \_ **End of Day 1**19:00 \_ **Meeting in hotel lobby for joint walk to dinner**19:30 \_ **Dinner**

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Friday, 20. October 2017 \_\_\_\_\_ DAY 2

**9:30 \_ The Co-Production Agreement****tbc**Moderated by: **Bernie Stampfer**, International Film Partners**11:00 \_ Coffee break****11:30 \_ 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.

**Daniel Simonyi**, Freeway Entertainment**13:00 \_ Lunch break****14:30 \_ Financial Landscape in Spain and the Canary Islands****Juan A. Garcia Peredo**, Elipsis CapitalModerated by: **Bernie Stampfer**, International Film Partners**15:30 \_ Coffee break****16:00 \_ CASE STUDY 2: GUERNICA****José Alba**, Pecado FilmsModerated by: **Bernie Stampfer**, International Film Partners**18:00 \_ End of seminar day****19:00 \_ Meeting in hotel lobby for joint walk to dinner****19:30 \_ Dinner**

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Saturday, 21. October 2017 \_\_\_\_\_ DAY 3

**9:30 \_ CASE STUDY 3: tbd**Moderated by: **Bernie Stampfer**, International Film Partners**11:00 \_ Coffee break****11:30 \_ 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.

**tbc****13:00 \_ Lunch break****14:30 \_ 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****16:00 \_ Coffee break****16:30 \_ 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****18:00 \_ End of Seminar****19:00 \_ Meeting in hotel lobby for joint walk to dinner****19:30 \_ Dinner**

Sunday, 22. October 2017 \_\_\_\_\_ DAY OF DEPARTURE

**10:00 – 13:00 Mallorca Location Tour (optional)**