

# European Co-Production: Legal and Financial Aspects

November 20 – 24, 2019 in Madrid

## PROGRAMME SCHEDULE

Wednesday, 20. November \_\_\_\_\_ DAY OF ARRIVAL

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

Thursday, 21. November \_\_\_\_\_ DAY ONE

 9:00 \_\_ **Welcome | Introduction of Participants and Trainers**
**Dina Rubanovič**, Erich Pommer Institut

**María Prada**, City of Madrid Film Office

**Peter Andermatt**, Creative Europe Desk-MEDIA Spain

**Bernie Stampfer**, International Film Partners

 9:30 \_\_ **Course Introduction and Industry Overview: Where are We Now?**

The explosion of the streaming industry, a market flooded with billions of dollars, in Europe, a subsidy patchwork from the last century and a cinema landscape in precarious shape. Quo vadis European feature film?

**Bernie Stampfer**, International Film Partners

 10:30 \_\_ **Coffee break**

 11:00 \_\_ **Legal: 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 incl. Revenue-Sharing**

A ‘tour d’horizon’ through the public garden of European film financing and a sharp look at funding strategies outside the subsidy boxes: Gap, equity, MG’s, First Look deals and integrated business models: Are there any answers to the changing market conditions and how would they effect existing recoupment / waterfall structures?

**Bernie Stampfer**, International Film Partners

 15:30 \_\_ **Coffee break**

 16:00 \_\_ **CASE STUDIES: MONOS, HEIRS OF THE NIGHT, DO NOT HESITATE**

Leontine Petit, EFA-awarded *Producer of the Year* 2016, will present three case studies reflecting the changes in international co-productions: *MONOS*, a 12-party international co-production with an OSCAR®-nomination attached, *HEIRS OF THE NIGHT*, a multi-country European TV series and *DO NOT HESITATE*, a classic European three-way co-production still in the making. Leontine will take us on a journey with one of the Netherlands most exciting production companies and 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

 18:00 \_\_ **End of day one & evaluations**

 19:30 \_\_ **Meeting in hotel lobby for joint walk to dinner**

 20:00 \_\_ **Dinner at Huerta de Carabaña**

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Friday, 22. 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

**11:00 \_\_ Coffee break****11:30 \_\_ Financing Structures, Banks & Bonds**

No one has a deeper and more precise look into the realities of financing, producing and delivering films than those who guarantee the completion of a film on time and on budget, based on a profound expertise in all matters of legal and financial risk assessment. Completion bond guarantors also have very deep insight into which banks or financial institutions can structure solid and reliable cash flows and their respective terms and conditions.

**Nina Crone**, European Film Bonds

**13:00 \_\_ Lunch break****14:30 \_\_ CASE STUDY 2: YULI**

Juan Gordon will present the case of YULI (ES, UK, CU, DE, FR 2018) - produced by Morena Films, one of Europe's most prolific production company with British, German and Cuban cooperation and Eurimages support. Directed by Spanish director Icíar Bollaín the film presents the story of the Cuban dancer Carlos Acosta, a legend of the dance world and the first black dancer to perform some of the most famous ballet roles.

**Juan Gordon**, Morena Films

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

**16:00 \_\_ Coffee break****16:30 \_\_ The Fireside Chat**

Morena Films celebrates its 20<sup>th</sup> anniversary this year and stands out as a tentpole in the European and international world of high-class feature film production. Past merits don't necessarily guarantee a glorious future in a disrupted industry: This session will explore how Morena Films will master the challenges and the opportunities our industry poses today.

**Juan Gordon**, Morena Films

**Bernie Stampfer**, International Film Partners

**18:00 \_\_ End of day two & evaluations****19:30 \_\_ Meeting in hotel lobby for joint walk to dinner****20:00 \_\_ Dinner at Mercado de la Reina**

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Saturday, 23. November \_\_\_\_\_ DAY THREE

 9:30 \_\_ **International Sales and Distribution in the Indie World**

Selling films internationally is a task for specialists who can only be as successful as the films they sell. The close and carefully planned cooperation between the producer and his sales agent is of extreme importance. What does this cooperation involve, what does the inner workings of such an agency look like, what are the internal processes? And finally: Which films sell where and how: A look at market trends and a very competitive environment.

**Valeska Neu**, Films Boutique

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

 11:30 \_\_ **Open Sesame! Are there any magic keys for Independents to work with the Streamers?**

Never in history has there been more production money in the markets than today, and the flood gates are open: what started with Netflix and Amazon is now widening to Disney, Peacock, Apple and also to telcoms and other operators across Europe. At the same time traditional broadcasters are forced to withstand those competitors and play along. A simple question: How can an Indie get a piece of the cake?

**Irina Ignatiew-Lemke**, Boxworks Media

 12:30 \_\_ **Pulling the financial puzzle together // Test Case // Intro & Group Work**

**All**

13:00 – 14:00 **Lunch (no break)**

16:00 – 16:30 **Coffee (no break)**

 16:30 \_\_ **Presentation // Group Results**

**All**

 18:00 \_\_ **End of workshop & final evaluations**

 19:30 \_\_ **Meeting in hotel lobby for joint walk to dinner**

 20:00 \_\_ **Dinner at Palacio de Cibeles**

Sunday, 24. November \_\_\_\_\_ DAY OF DEPARTURE