

Berlinale Co-Production Market

February 22 - 26, 2020



BERLINALE
CO-PRODUCTION
MARKET

FEBRUARY 22-26, 2020

- > Berlin House of Representatives / opposite Gropius Bau (EFM)
Niederkirchnerstrasse 5, 10117 Berlin
- > Co-Pro Series at Zoo Palast
Hardenbergstrasse 29a, 10623 Berlin



Programme 2020

For registered Participants of the Berlinale Co-Production Market only

SATURDAY, FEBRUARY 22

Berlin House of Representatives

From 08.30	Participants' Registration Get your Badge, your personal Meeting Schedule, Catalogue and Programme Coffee & Croissants hosted by German Film Commissions	Registration Desks
9.30-10.00	Opening Welcome address by Mariette Rissenbeek (Executive Director Berlin International Film Festival), Lucía Recalde (Creative Europe MEDIA), Claas Danielsen (MDM), Manuela Schmidt (Berlin House of Representatives)	Festsaal
10.00-11.15	Case Study: International Co-Production SIBERIA by Abel Ferrara in cooperation with Cineuropa with Marta Donzelli (Vivo Film, Italy), Philipp Kreuzer (Maze Pictures, Germany), Julio Chavezmontes (Piano, Mexico), Michael Weber (The Match Factory, Germany) Moderator: Amra Bakšić Čamo This Berlinale <i>Competition</i> film not only takes us on the inner odyssey of its main character, played by Willem Dafoe. We have invited the producers and sales agent to also lead us through the exciting journey of the film's making: from a Kickstarter campaign in the US to a mainly European production. Together with our guests, we'll explore the process of finding the right way of structuring and financing this film, and finally bringing it onto the screen.	Festsaal
10.30-13.00	One-on-one Meetings Pre-scheduled one-on-one meetings with the selected projects	Meeting Rooms
13.00-14.30	Lunch hosted by Berlinale Co-Production Market	Casino
14.00-16.00	One-on-one Meetings Pre-scheduled one-on-one meetings with the selected projects and Company Matching	Meeting Rooms

14.30-15.30	<p>Theme Talk: Chains and Strings and Waterfalls - What's in blockchain for independent producers? with Maria Tanjala (FilmChain, UK), Anamaria Antoci (Tangaj Production, Romania), Tine Klint (LevelK, Denmark) Moderator: Marike Muselaers (Lumière, Belgium)</p> <p>We'll take a hands-on look at a blockchain technology that is already in use: FilmChain collects and analyses revenues in film, TV and digital, and aims to do this in a transparent and efficient way, giving all shareholders in a film access to the relevant data in real time (and the actual revenues accessible fast). Does it work for producers and is everyone as keen as them? What are the costs involved? Which strings are attached? And which impact can understanding data have on a producer's work and perspective?</p>	Festsaal
15.45-16.45	<p>Country Session Estonia, The Netherlands, Canada, Germany, Mexico & Philippines Public funders and representatives from 6 selected countries give short overviews and answer concrete questions on co-producing with and accessing financing in their country - one after the other, each in a 5-10-minute moderated interview.</p> <p>Coffee & Cake hosted by Estonian Film Institute</p>	Casino
16.30-18.30	<p>One-on-one Meetings Pre-scheduled one-on-one meetings with the selected projects and Company Matching</p>	Meeting Rooms
17.00-18.00	<p>Speed Matchings Get to know other producers in informal 5-minute meetings</p>	Südflügel
18.30-19.30	<p>After Work Drinks hosted by Spcine São Paulo City Hall</p>	Producers' Lounge

SUNDAY, FEBRUARY 23

Berlin House of Representatives

9.30-13.00	<p>One-on-one Meetings Pre-scheduled one-on-one meetings with the selected projects</p> <p>Coffee & Croissants hosted by German Film Commissions</p>	Meeting Rooms
12.00-13.00	<p>Consultation Corner 20-minute slots of individual consultation with invited experts on selected topics (sign up for a meeting at the registration desk):</p> <ul style="list-style-type: none"> · Financing Resources - A Brainstorming Session with Linda Beath (Ideal Filmworks, Italy) · Your Role as a Producer and Co-Producer with Saar Yogev (Black Sheep Film Productions, Israel / Electric Sheep, Germany) 	Producers' Lounge

13.00-14.30	Lunch hosted by Ukrainian State Film Agency in cooperation with Igor Iankovskiy Charity Foundation & Association Helping Hand	Casino
14.00-16.00	One-on-one Meetings Pre-scheduled one-on-one meetings with the selected projects and Company Matching	Meeting Rooms
14.30-15.30	Consultation Corner 15-20-minute slots of individual consultation with invited experts on selected topics (sign up for a meeting at the registration desk): <ul style="list-style-type: none"> · Your Role as a Producer and Co-Producer with Saar Yogev (Black Sheep Film Productions, Israel / Electric Sheep, Germany) · Marketing Strategy and Social Media with Mathias Noschis (Alphapanda, Germany) 	Producers' Lounge
15.45-16.45	Country Session Poland, Chile, Colombia, Ireland, Italy, Taiwan & Ukraine Public funders and representatives from 7 selected countries give short overviews and answer concrete questions on co-producing with and accessing financing in their country - one after the other, each in a 5-10-minute moderated interview. <p>Coffee & Cake hosted by Polish Film Institute</p>	Casino
15.30-18.00	Actors Industry Network (AIN) in cooperation with efp - European Film Promotion <p>15.30-17.00 Producers Meet Casting Directors & the Shooting Stars 2020 pre-scheduled individual meetings (in the meeting area) <u>To arrange a meeting, please sign up</u> with Jo Muehlberger at: muehlberger@efp-online.com.</p> <p>16.00-17.00 Roundtable Discussion: Bankable Actors versus Fresh Faces: Navigating the Waters... with Ulrich Møller-Jørgensen (Art Management, Denmark), Rie Hedegaard (Casting FESTEN, THE IDIOTS, Denmark), Nicolas Brigaud-Robert (Playtime, France), Susan Shopmaker (Casting BEACH RATS, USA), Kristina Erdely (Casting EATEN BY LIONS, THE ROYALS, UK) Moderator: Sonja Ewers (Senator Film / Gringo Films, Germany)</p> <p>The cast is arguably the most important selling/marketing tool for your film. But getting just the right cast that gels to perfection is not an easy task. How do you go about finding the best cast for your production in terms of artistic expression and financing? And what do you do when your A List cast is not available? Who decides if an actor is "bankable" and how is that decision made? What roles do casting agent, producer, sales agent, financier play in decisions on final cast? How are platforms like Netflix coming into the picture?</p> <p>17.00-18.00 Networking Get-Together for Producers & Casting Directors</p>	Festsaal

16.30-18.30	One-on-one Meetings Pre-scheduled one-on-one meetings with the selected projects and Company Matching	Meeting Rooms
17.00-17.45	Speed Matchings Get to know other producers in informal 5-minute meetings	Südflügel
18.30-20.30	Co-Production Reception hosted by Eurimages and Berlinale Co-Production Market including Eurimages Co-Production Development Award Ceremony	Foyer

MONDAY, FEBRUARY 24

Berlin House of Representatives

10.00-13.00	One-on-one Meetings Pre-scheduled one-on-one meetings with the selected projects Coffee & Croissants hosted by German Film Commissions	Casino
10.00-11.00	Consultation Corner 20-minute slots of individual consultation with invited experts on selected topics (sign up for a meeting at the registration desk): · Financing Resources - A Brainstorming Session with Linda Beath (Ideal Filmworks, Italy) · How to Talk to Different Financiers? with Katriel Schory (Consultant, Israel)	Producers' Lounge
11.00-12.00	Panel: Film Families & Networks - How to build steady co-production relations with Jelena Mitrović (Film House Baš Ćelik, Serbia), Jani Thiltges (EAVE / Samsa Film, Luxembourg), Jonas Weydemann (Weydemann Bros., Germany) Moderator: Amra Bakšić Čamo Looking at this year's Berlinale programme, you can easily recognise the significance of co-productions. What are the stories behind such successful partnerships? Besides co-production markets, what's the importance of training initiatives when you start building your international network? And once you've found your "film family", what are the advantages and obstacles of long-running collaborations? How can you lead healthy working relationships when you work together with actual family members? Together with producers Jelena Mitrović, Jonas Weydemann and producer and EAVE Head of Studies Jani Thiltges, we will talk about the work behind weaving and maintaining a reliable network in the industry.	Festsaal
12.00-12.15	ARTEKino International Prize - Award Ceremony in cooperation with ARTE The winning project of the ARTEKino International Prize will be announced.	Festsaal

12.15-13.00	<p>VFF Talent Highlight Award - Pitches & Award Ceremony in cooperation with VFF - Verwertungsgesellschaft der Film- und Fernsehproduzenten</p> <p>Three of the Talent Project Market producers are nominated for the VFF Talent Highlight Award and will pitch their projects on stage and receive a monetary award.</p>	Festsaal
13.00-14.00	<p>Light Lunch hosted by MiBACT - Direzione Generale per il Cinema e Audiovisivo / ANICA</p>	Producers' Lounge
14.00-15.00	<p>Consultation Corner 15-20-minute slots of individual consultation with invited experts on selected topics (sign up for a meeting at the registration desk):</p> <ul style="list-style-type: none"> · How to Talk to Different Financiers? with Katriel Schory (Consultant, Israel) · Marketing Strategy and Social Media with Mathias Noschis (Alphapanda, Germany) 	Producers' Lounge
14.00-18.00	<p>Public Fund Meetings Pre-scheduled 20-minute one-on-one meetings with 17 selected public film funds from several countries/regions</p>	Casino
15.00-17.30	<p>Books at Berlinale in cooperation with Frankfurt Book Fair Moderation: Syd Atlas Moderated presentation of 12 selected books with outstanding screen adaptation potential. After the pitch, interested producers can get in touch with each title's film rights holder.</p> <p>15.00-16.30 Presentation of the 12 selected books</p> <p>16.30-17.30 Networking with publishers & literary agents</p> <p>Coffee & Sweets hosted by Telefilm Canada</p>	Festsaal
17.30-19.30	<p>Co-Production Reception hosted by Netherlands Film Fund</p>	Producers' Lounge

TUESDAY, FEBRUARY 25

Zoo Palast

10.00-13.30	Co-Pro Series <i>(the event is fully booked)</i> part of Berlinale Series Market Moderated presentation of 10 international drama series projects. One of the projects is being presented in collaboration with Series Mania. After the pitch, interested producers can get in touch with the project representatives.	
	10.00-12.30 Pitches of 10 selected series projects	Zoo Palast 2 & 3
	12.30-13.30 Networking Get-Together <i>(by invitation only)</i> hosted by Norwegian Film Institute	Berlinale Series Lounge @ Super Concept Space

14.00-18.00	Co-Pro Series Meetings Pre-scheduled one-on-one meetings with the selected drama series projects	Berlinale Series Lounge @ Super Concept Space
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WEDNESDAY, FEBRUARY 26

10.00-14.00	Co-Pro Series Meetings Pre-scheduled one-on-one meetings with the selected drama series projects	Berlinale Series Lounge @ Super Concept Space
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The *Berlinale Co-Production Market 2020* takes place in cooperation with:

[MDM - Mitteldeutsche Medienförderung](#)

[Creative Europe MEDIA](#)

[Abgeordnetenhaus von Berlin / Berlin House of Representatives](#)

[VFF - Verwertungsgesellschaft der Film- und Fernsehproduzenten](#)

[Frankfurter Buchmesse/Frankfurt Book Fair](#)

[Ukrainian State Film Agency](#)

[Igor Iankovsky Charity Foundation](#)

[MiBACT](#)

[ANICA](#)

[Eurimages](#)

[Telefilm Canada and its Provincial and Industry Partners](#)

[Netherlands Film Fund](#)

[Norwegian Film Institute](#)

[Polish Film Institute](#)

[Estonian Film Institute](#)

[Cinema Chile](#)

[Spicine | São Paulo City Hall](#)

[German Film Commissions](#)

[IMCINE](#)

[Screen Ireland](#)

[Film Development Council of the Philippines](#)

[Proimágenes Colombia](#)

[Taipei Film Commission](#)

[Swedish Film Institute](#)

[Danish Film Institute](#)

[CICLIC](#)

[VIPO](#)

[New Zealand Film Commission](#)

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[CineMart - International Film Festival Rotterdam](#)

[Series Mania Festival](#)

[Festival Scope](#)

[CineLink - Sarajevo Film Festival](#)

The *Berlinale Co-Production Market 2020* is part of the

[EFM](#)