

37 South

bridging the gap

Guest list and biographies:

*** International distribution, sales and financing executives**

(Alphabetical, by company)

*** Australian sales agents, distributors and financing executives**

(Alphabetical, by company)

*** Other Panel & Roundtable moderators/speakers**

(Alphabetical, by surname)

- **INTERNATIONAL DISTRIBUTION, SALES & FINANCING EXECUTIVES:**

Altadena Films

Ildi Toth Davy – Sales and Acquisitions

With over 20 years experience in international film sales, Ildi Toth Davy, is a veteran of the movie sales business. Beginning as a sales assistant to William J. Moraskie, Ildi handled the successful FIRST BLOOD. She has handled international sales on such titles as Able Gance's NAPOLÉON, TERMINATOR, PLATOON, METROPOLITAN, MANIAC COP. After a diversion to the majors, Warner Bros and Disney, Ildi returned to the independent area joining Overseas Film Group/First Look. Joining InFrame as an external consultant in 2006, shortly thereafter Ildi became a partner. In the fall of 2007, InFrame rebranded itself as Altadena Films.

Altadena Films – Company Profile

Altadena Films is an international film sales organization dedicated to working in partnership with filmmakers. Altadena Films is a sister company to Hollywood Classics, a 24-year old company established to license major studio classic films. Altadena Films has a presence at all major markets and festivals throughout the year, committed to selling original and innovative content to the world of cinema.

Aramid Capital Partners

Simon Fawcett – CEO

The Chief Executive of Aramid Capital Partners since it's launch in October 2006, Simon had previously been the Finance Director of Pathé Entertainment. For the past 8 years he served as Head of Television Sales, and had been actively involved in the growth of Pathé from a small independent UK distributor into an international production and distribution studio operation. Pathé's successes included THE

QUEEN, MRS HENDERSON PRESENTS, GIRL WITH A PEARL EARRING, BRIDE AND PREJUDICE and UK distribution of the Award winning films CRASH and HOUSE OF FLYING DAGGERS. Prior to Pathé, Simon worked for Landmark Communications Inc. as Finance Director of their UK and French Travel Channels, involved in the launch and expansion of these channels throughout Europe, Africa and the Middle East.

Aramid Capital Partners – Company Profile

Aramid Capital Partners is a UK incorporated partnership that sources and refers investment opportunities to The Aramid Entertainment Fund. Aramid has a strong team of member companies and key individuals who are all experts in the fields of media and finance. The Aramid Entertainment Fund provides Debt Finance to film and television Producers in the form of discounting tax credits, pre-sales and gap financing. To date, Aramid has raised \$275million and has invested in approximately thirty films including HOW TO LOSE FRIENDS, THE SECRET OF MOONACRE and recently Oliver Stone's W, Stephen Frears CHERI and Danis Tanovic's TRAIGE.

Arclight Films International

Ian Gibbins – General Manager

Ian Gibbins qualified as a solicitor in England before relocating to Australia in 1993. After a consultancy with Nickeldeon Australia, Ian joined Beyond Films as Operations Manager and continued in that position until 2002 when he joined Gary Hamilton and Victor Syrmis to establish Arclight Films. He has been General Manager of Arclight since inception and has been integral in the company's growth to be Australia's leading international sales agent. Ian is executive producer on the Arclight produced feature film THE LONG WEEKEND starring Claudia Karvan and Jim Caviezel and Daniel Myrick's (THE BLAIR WITCH PROJECT) THE OBJECTIVE. Ian is based in Tokyo.

Arclight Films International – Company Profile

Established in 2002 by Gary Hamilton and Victor Syrmis, Arclight Films is a leading international sales agent and producer of feature films with offices in Sydney, Melbourne, Los Angeles and Toronto. Arclight has represented more than 100 feature films including LORD OF WAR (Nicholas Cage), THE MERCHANT OF VENICE (Al Pacino), BOBBY (Anthony Hopkins, Demi Moore, Elijah Wood and Sharon Stone), THE FORBIDDEN KINGDOM (Jackie Chan and Jet Li) and ROMULUS MY FATHER (directed by Richard Roxburgh and starring Eric Bana). Arclight Films also incorporates the labels Darclight Films which was formed in 2004 as the genre division of Arclight Films and Easternlight Films which is devoted to showcasing the best in Asian cinema. Arclight is producing films through it's Melbourne based Southern Arc Films with THE LONG WEEKEND (directed by Jamie Blanks and starring Claudia Karvan and Jim Caviezel) in post-production and among other projects, WITCHBLADE in development.

Bank of Ireland

Anthony Beaudoin – Senior Vice President & Manager Film Finance

Beaudoin started his film career in business affairs for a Universal Pictures based production and management company before moving into international distribution with a veteran film sales company. He established himself as a recognized entertainment lender in Los Angeles with the Entertainment Finance Group of Natexis Banques Populaires. At Bank of Ireland, Beaudoin oversees the bank's

North American film financing activities from single-picture loans to structured slate facilities. Recent films financed by Beaudoin at Bank of Ireland include THE HOAX released by Disney and THE PAINTED VEIL and MICHAEL CLAYTON released by Warner Bros.

Bank of Ireland – Company Profile

Bank of Ireland employs industry teams in all of the major media sectors including – film production, television broadcasting and production, music, radio, publishing, new Media and Video Games – with the Film Finance teams located in Los Angeles and London.

Bankside Films

Hilary Davis – Co-Managing Director

Hilary Davis is Co-Managing Director of Bankside Films, an international sales, production and financing company founded in January 2007. A modern languages graduate, Hilary has previously worked at Warner Bros, HandMade Films (under the ownership of George Harrison), Alibi Communications plc and Beyond Films.

Bankside Films – Company profile

Based in London, BANKSIDE FILMS is an international sales company founded by Phil Hunt, Hilary Davis, Stephen Kelliher, Greg Cruttwell and Compton Ross. The company has the ability to provide minimum guarantees against worldwide rights as well as access to the existing gap financing fund operated by its parent company, HEAD GEAR FILMS. The company represents between eight and ten films per year. Bankside seeks to offer international distributors a consistent supply of quality feature films for theatrical release.

Bavaria Film International

Olaf Aichinger – Acquisition Manager

For 8 years Olaf established and managed one of the very first Co-production Markets, the Mannheim Meetings, with an average of 60 projects per year. Since 2005, Olaf has served as Acquisition Manager with Bavaria Film International. Olaf has a M.A. in Literature and Communication Studies.

Bavaria Film International - Company Profile

Bavaria Film International distributes German and international films on the global market. The portfolio ranges from the Academy Award winner NOWHERE IN AFRICA, multiple European Film Award winner and B.O. hit GOOD BYE, LENIN to Golden Berlin Bear winner HEAD-ON, double Silver Berlin Bear winner SOPHIE SCHOLL-THE FINAL DAYS or creative documentary INTO GREAT SILENCE. Recent hits were I SERVED THE KING OF ENGLAND and Silver Berlin Bear winner BEAUFORT, bestsellers CHERRYBLOSSOMS-HANAMI by Doris Dörrie and LET THE RIGHT ONE IN as well as Cannes surprise hit MOSCOW, BELGIUM.

Fortissimo Films

Ashley Luke - SVP of Development and Acquisitions

Ashley has been working for Fortissimo since 2001. Acquisitions for the company include Cate Shortland's debut feature, SOMERSAULT, Sarah Watt's LOOK BOTH WAYS, Marc Evans' SNOWCAKE (Competition Berlin 2006), four of Hal Hartley's features for the library collections and more recently COUNTRY WEDDING an Icelandic film by renowned editor Valdis Oskarsdottir, the next feature of UK director Terence Davies and Australian film SON OF A LION by Benjamin Gilmour.

Other recent acquisitions include Australian titles UNFINISHED SKY by Peter Duncan, DISGRACE by Steve Jacobs, \$9.99 an animated feature by Tatia Rosenthal. International titles include SHINE A LIGHT by Martin Scorsese, CHEVOLUTION a documentary about the iconic image of Che Guevara used all over the world and AGAINST THE CURRENT a powerful and moving drama starring Joseph Fiennes.

Fortissimo Films – Company Profile

Fortissimo Films is one of the world's leading international sales companies specialising in the production, presentation and distribution of award-winning and innovative feature films from independent filmmakers around the globe. With offices in Amsterdam, Hong Kong, Sydney, London, New York and Paris the company has a truly global presence. Founded in 1991, the company is well-known for its commitment to original and groundbreaking films and for nurturing relationships with new directors and producers. As well as working with the best of independent film and documentaries the company is also representing libraries of films from directors Wong Kar Wai, Jim Jarmusch and Hal Hartley and from US production company Killer Films.

HighPoint Films and Television

Adam Bowen – Acquisitions, Australia and New Zealand

High Point's Australian Representative, Adam Bowen, began his career in film editing in London, and went on to work as TV reporter, director, and comedy writer/performer. His scripting for Australian TV drama series led to work as a Script Supervisor on drama serials in Germany, Sweden and Italy, where he co-created and developed Italy's first prime time drama serial, UN POSTO AL SOLE. Adam has also been a writer for children's TV drama, notably the multi-award winning, MORTIFIED. Recently Adam co-created, co-wrote and produced the 13 x 30min comedy-drama TV series KICK.

High Point Films and Television – Company Profile

For two decades as a top international multi-media company, High Point has specialised in the sales, financing, packaging, marketing and production of talent driven feature films, compelling television drama, high concept TV movies and factual productions. With headquarters in the entertainment capital, London, as well as offices in Dublin, and Sydney, High Point operates in three main divisions: High Point Films, High Point Television and High Point Productions.

Icon Group

Mark Gooder – CEO

Mark Gooder has worked in the Film Distribution and Exhibition business for nearly 20 years in New Zealand, Australia and now in the U.S.A. During that period he has had extensive experience in film acquisitions and marketing having personally acquired and released over 250 titles including CRASH, THE QUEEN, MISS POTTER, MONSTER, BEND IT LIKE BECKHAM, THE PASSION OF THE CHRIST. He started Icon Distribution in Australia in 2000 and now occupies the position of C.E.O for the Icon group of companies, based out of L.A, overseeing acquisitions for the company in Australia and the United Kingdom as well as production and international sales.

Icon Group – Company Profile

Icon Productions is an independent motion picture company, founded in 1989 by Mel Gibson and Bruce Davey. Among Icon's produced motion pictures are BRAVEHEART, WE WERE SOLDIERS, THE PASSION OF THE CHRIST, and APOCALYPTO. Icon's London and Sydney offices distribute Icon and third-party motion picture productions internationally.

Independent

Andrew Orr – Managing Director, Film Sales - Independent

Andrew Orr is the Managing Director, Film Sales, at Independent, a London-based production and sales company which has sold titles such as HALLAM FOE, LONDON TO BRIGHTON, KLIMT and upcoming titles such as ADULTHOOD and MOON. Independent also develops and produces its own films and is currently in post-production on NEW TOWN KILLERS.

Andrew formerly handled acquisitions and business affairs for The Works International and was involved in the acquisitions and sales of over 40 titles including 24 HOURS PARTY PEOPLE, SWEET SIXTEEN, BEND IT LIKE BECKHAM, WHALE RIDER, IN THIS WORLD and MY SUMMER OF LOVE.

Independent – Company Profile

Independent is a London-based, film production company and international sales agent with expertise in film financing. The company is privately backed by venture capitalist fund, Living Capital Group. The company is currently in pre production on two feature films: NIGHT TRAIN (to be directed by Nic Roeg, based on the novel by Martin Amis, executive produced by Steven Soderbergh) and MR NICE, a film based on Howard Marks' biography to be directed by Bernard Rose and starring Rhys Ifans (NOTTING HILL). The company recently sold all UK rights to Contender and intend to start principal photography by the end of 2008. Independent are also in post-production on Richard Jobson's NEW TOWN KILLERS (starring Dougray Scott and Alistair Mackenzie).

Magnolia Pictures

Tom Quinn - Senior Vice President, Head of Acquisitions

Tom Quinn began his film career in Los Angeles doing domestic publicity at Dennis Davidson Associates working for Senior VP of West Coast publicity, Nancy Willen. He later moved on to work for Samuel Goldwyn Jr. eventually becoming the VP of Acquisitions where he was responsible for acquiring RAISING VICTOR VARGAS, SUPERSIZEME and JAPANESE STORY. He is currently Senior VP of Magnolia Pictures & Magnet Releasing where he reports to President Eamonn Bowles. Some of his acquisitions include: MAN ON WIRE, BIGGER STRONGER FASTER, ONG BAK, WOMAN THOU ART LOOSED, PULSE, THE HOST, SOMERSAULT, WORLD'S FASTEST INDIAN, JESUS CAMP, DISTRICT B13, TEARS OF THE BLACK TIGER, ROMULUS MY FATHER, COCAINE COWBOYS, LET THE RIGHT ONE IN, TIMECRIMES.

Magnolia Pictures – Company Profile

Magnolia Pictures, and Magnolia Home Entertainment, and International Sales is a worldwide distributor and producer of feature length content. Films include: WORLD'S FASTEST INDIAN, ONG BAK, ENRON, REDACTED, EXILED, NO END IN SIGHT. Magnet Releasing is the alternative genre label created by Magnolia Pictures. Films include: THE HOST, LET THE RIGHT ONE IN, DONKEY PUNCH, SPECIAL, TIMECRIMES, MIRAGEMAN, NOT QUITE HOLLYWOOD.

Miramax Films

Peter Lawson joined Miramax in 2005 and has since acquired Sundance Entry, THE LIGHT LISTENER starring Robin Williams and Toni Collette, Kiwi-comedy, EAGLE VS SHARK from Oscar-nominated directed Taika Waititi and CITY OF MEN, Fernande Meirelles powerful follow-up to CITY OF GOD. Prior to Miramax, Peter was Vice President of Acquisitions at First Look Media. During his five years at First Look, he acquired CHOPPER, DON'T TEMPT ME and THE PROPOSITION, directed by John Hillcoat and starring Guy Pearce and Emily Watson.

Miramax Films – Company Profile

Miramax Films is a worldwide motion picture production, financing and distribution company committed to providing audiences with high quality, innovative and risk-taking films from the world's best filmmakers, established and emerging. Miramax Films is a wholly-owned subsidiary of The World Disney Company.

Moviehouse Entertainment

Gary Phillips – Co-Managing Director (Head of Sales)

Gary Phillips is Co-Managing Director and Head of Sales at London-based Moviehouse Entertainment. Prior to forming Moviehouse in 2001 with co-managing director Mark Vennis, Phillips headed sales at J&M Entertainment from 1995 to 2000. Films he sold there included Anthony Waller's AN AMERICAN WEREWOLF IN PARIS, John Boorman's Cannes 1998 award-winner THE GENERAL, Shirley MacLaine directorial debut BRUNO and Joel Silver executive-produced titles HOUSE

ON HAUNTED HILL and DUNGEONS & DRAGONS. Prior to that Phillips headed sales at Majestic Films and worked in similar sales capacities at The Samuel Goldwyn Company, Weintraub Entertainment and Warner Bros.

Moviehouse Entertainment – Company Profile

Moviehouse Entertainment, formed 2001, is a London-based sales company handling a wide variety of films. Current titles include JERUSALEMA (Berlinale 2008, Panorama section), ABRAHAM'S POINT (starring Mackenzie Crook), SUGARHOUSE (starring Andy Serkis), THE TIGER'S TAIL (director John Boorman), EL CANTANTE (starring Jennifer Lopez) and documentaries SCOTT WALKER: 30 CENTURY MAN, THE DIRTY THREE and SHOT IN BOMBAY. Moviehouse is also a partner in Moxie Makers, a new mini studio venture formed to produce films showcasing the best new UK talent. Moviehouse has also worked on several Australian films, THE RAGE IN PLACID LAKE, THE ILLUSTRATED FAMILY DOCTOR and THE MAGICIAN.

Seville International

Anick Poirier – VP International Sales

Anick Poirier, Vice President of International Sales, joined Seville in 2002 and has since built the International Division from the ground up, selling worldwide rights to films ranging from art-house classics like DECLINE OF THE AMERICAN EMPIRE to commercial teen comedies like HATLEY HIGH. Anick has over fifteen years' experience in the film business. From 1999 to 2002, she was a Senior Sales Executive at Cinar Corporation, covering the territories of Canada, USA and Japan. Prior to that, from 1989 to 1999, Anick was the Director of Sales, Eastern Canada Division, for Buena Vista Home Entertainment Canada, a subsidiary of The Walt Disney Company. Anick holds a Business degree from the École des Hautes Études Commerciales in Montreal, and has travelled extensively, having lived for stints in Norway, Australia and Europe.

Seville International – Company Profile

Seville Pictures, an Entertainment One company, is an integrated producer and distributor of feature films and television programming for the Canadian and international markets. Seville has acted as co-producer, producer or executive producer on numerous projects such as VERS LE SUD (HEADING SOUTH) and RUSSIAN ARK. With Canadian distribution rights for almost 600 independent features and worldwide rights for over 100 features, Seville's catalogue is one of the largest in Canada.

Spier Films

Michael Auret – Joint Managing Director

Michael Auret began his career as a lawyer and provided consulting services in the media and entertainment sectors before establishing an advertising agency, commercials production company and a radio station. Later he was hired to run the Sithengi Film and Television Market and the Cape Town World Cinema Festival from 2001 to 2007. In 2007, he was appointed CEO of the Kensani Film Fund and then joined with partners in the running of Spier Films. Spier has offices in Cape Town and London. Michael is currently involved in financing, producing and selling films.

Spier Films – Company Profile

Spier Films began in 2004 with the production of U CARMEN EKHAYELITSHA which won a Golden Bear at the Berlin Film Festival in 2005. This was followed up by the film SON OF MAN which was in competition at the Sundance Film Festival in 2006. Since then Spier Films has been involved in production and distribution in the UK and South Africa and recently launched its sales arm at Cannes 2008 with the film THE DEAD GIRLS FEAST which was in Uncertain Regard. Spier Films has developed the capacity to finance films in South Africa through its Cape Town office but can also act as European co-producers through its company in London.

The Weinstein Company

Michelle Krumm – EVP, Co- Head Acquisitions & Co-Productions

Michelle Krumm is Executive Vice President and Head of Acquisitions and Co-Productions at The Weinstein Company. In her role she is responsible for covering the world, tracking independent projects in production, looking at completed independents, and looking for pre-buy and co-production packages for both TWC and Dimension Films for theatrical, TV and video distribution. She also oversees productions as well as scouts for new talent and remakes. Before joining The Weinstein Company in 2005, she was at Miramax Films for 9 years. She is currently overseeing the film THE ROAD and ALL GOOD THINGS.

The Weinstein Company – Company Profile

The Weinstein Company (TWC) was created by Bob and Harvey Weinstein, the brothers who founded Miramax Films Corporation in 1979. TWC is a multi-media company that officially launched on October 1, 2005. Dimension Films, the genre label that was founded in 1993 by Bob Weinstein, is also included under the TWC banner. During the Weinsteins' tenure at Miramax Films the company released some of the most critically acclaimed and commercially successful independent feature films which received 249 Academy Award® nominations and won 60 Oscars®, have generated billions of dollars in worldwide box office receipts and billions more in home video sales. In its history, Dimension Films has released some of the most successful franchises including SCREAM, SPY KIDS and SCARY MOVIE.

The Works International

Joy Wong – Head of The Works International

Joy Wong is Head of The Works International. Joy commenced her film career at the British Film Institute and joined The Sales Company in 1994 which later became The Works International. Directors she has worked with include Ken Loach, Michael Winterbottom, Pawel Palikowski, Paolo Sorrentino, Alexander Sokurov, Gurinder Chadha, Niki Caro, Gabriele Muccino, Shane Meadows, Roger Michell, Danis Tanovic.

The Works International – Company Profile Established in 1986, The Works International, owned by The Works Media Group PLC, has cemented its position in the marketplace with a string of commercial and artistic successes such as Oscar-winners, THE CRYING GAME, ANTONIA'S LINE, NO MAN'S LAND, Oscar-nominated, WHALE RIDER and VENUS, Cannes Award-winners' LAND AND FREEDOM, SWEET SIXTEEN and CLEAN and Berlin Award-winners' IN THIS WORLD and ROAD TO GUANTANAMO and the worldwide smash hit BEND IT LIKE BECKHAM. Recent titles include Shane Meadows' THIS IS ENGLAND and SOMERS TOWN, and MAN ON WIRE, James Marsh's dramatic and thrilling film which won both the Grand Jury and Audience prize at Sundance.

- **Australian distribution, sales & financing executives**

Abacus

Heather Ogilvie, Director of Business Development

Heather Ogilvie has been CEO of Nice Pictures, an entertainment company focused on the acquisition, development, and financing of film rights. Heather has financed production worth more than \$A75 million since its inception in August, 2000. In 2000 Nice Pictures produced Dark Realm, a drama series for with Warner Bros and in 2001 completed the children's feature film Hildegarde, starring Richard E. Grant and Tom Long. Nice Pictures produced The Blackwater Lightship, based on the short listed Booker Prize novel by Colm Toibin, for CBS (US) in 2003, starring Angela Lansbury and Dianne Weiss. Lansbury won an Emmy for Best Supporting Actress for her performance. In 2006, Heather was Executive Producer on the teen comedy Hey Hey, It's Esther Blueburger, starring Toni Collette and Keisha Castle-Hughes and is currently working with Anthony Anderson as EP on Accidents Happen starring Geena Davis.

Abacus Film Fund – Company Profile

Abacus film Fund is one of the first Australian film financing funds that provides financial services to the Australian entertainment industry. Abacus provides funds for film and television projects that have secured the balance of their required capital and works with investors, producers and film industry alike to deliver projects.

ABC Television

Amanda Duthie, Head of Arts, Entertainment and Comedy

Amanda Duthie is Head of ABC TV's Arts, Entertainment and Comedy department which commissions a broad range of programs from observational documentary series and arts performance to studio entertainment programs and comedy series with an emphasis on cross platform potential. As an Executive Producer, her programs have included AT THE MOVIES, THE GRUEN TRANSFER and FIRST TUESDAY BOOK CLUB as well as commissioning award winning arts documentaries such as THE ARCHIVE PROJECT, GIRL IN A MIRROR and 900 NEIGHBOURS. Other commissions include TASMANIAN DEVIL: THE FAST & FURIOUS LIFE OF ERROL FLYNN AND the arts opera film directed by Julien Temple, THE ETERNITY MAN.

Arkles Entertainment

John Davies – Managing Director

"I'm a film entrepreneur". In January 2008 John acted as Producer of his first film. He'd assisted as a publicist, co-producer or associate producer on a few films but he'd never produced one. So he's a filmmaker. For the last 7 years John's been involved in film distribution both initially working for a production company and then with his own company, Arkles Entertainment. So he's a film distributor. Then in late 2005 he and two partners purchased Auckland's Academy Cinema. So he's a film exhibitor.

Arkles Entertainment – Company Profile

Arkles Entertainment is an independent distributor of theatrical entertainment in New Zealand and Australia. Its founder, John Davies, was the General Manager of Daybreak Pacific, New Zealand's most prolific feature filmmaker, from 2000 to 2002. Arkles Entertainment started as a joint venture with the owners of Daybreak Pacific and became fully independent in January, 2003. Major titles released under the Daybreak or Arkles banner include: AFTER THE WEDDING - the new Susanne Bier film - \$500,000+ Australian box office, \$200,000+ NZ box office. JUNEBUG - \$240,000 at the Aussie box office and \$70,000 at NZ box office.

Aztec International

Simon Killen – Acquisitions Manager

After a dozen or so years licensing international music for a variety of Mushroom/Gudinski affiliated labels in the 90s/early 00s, Simon Killen moved to Gil Matthews' imprint, Aztec International. Acquisitions range from art-house features, including several pre-buys, to documentaries, and art-house classics. The company has specialized in communications to niche markets using a micro focus.

Aztec International – Company Profile

Initially formed as a DVD label, Aztec International quickly grew to handle all rights deals, commencing with the phenomenal film/TV/DVD success, HELL ON WHEELS. Subsequent projects have included MIFF favourites, PARADISE NOW, IRINA PALM, and presently on release, much admired Italian feature, MY BROTHER IS AN ONLY CHILD. Screening in this year's MIFF: WONDERFUL TOWN, BEN X, and O'HORTEN.

Beyond Home Entertainment

Hanneleh Salonen – Head of Acquisitions

Hanneleh Salonen has over ten years experience in both the international and domestic media market. Her experience encompasses securing feature films, TV programming and digital content across all platforms, from script level to finished product.

Beyond Home Entertainment – Company Profile

Beyond Home Entertainment is a new distribution arm of Beyond International. The Company distributes a range of well-known DVD titles in Australia and New Zealand, including television titles such as MYTHBUSTERS, ANDROMEDA, STINGERS, HALIFAX FP, BONDI RESCUE, BLACKJACK, LEXX, REX HUNT, PILOT GUIDES and IN DEEP and feature films including HALLOWEEN, 4 MONTHS 3 WEEKS AND 2 DAYS, AFTER THE WEDDING, FREEWAY, THE LIBRARIAN and EL CANTANTE. This new division expands Beyond International's extensive distribution network which also includes program production and the international sale and distribution of feature films.

Hopscotch

Jude Troy - Managing Director

Hopscotch Entertainment is about to enter its fourth year of operation and during that time has firmly established itself as one of Australia's most prolific DVD distributors. At the helm is managing director Jude Troy who joined the company following a four-year stint as GM of the DVD division of Shock which she founded in 2001. In the last twelve months Jude has grown the business dramatically using her acquisitions acumen to broaden and strengthen the slate to include top-rating TV on DVD, cutting edge documentary and classic and cult film re-issues. The TV slate includes BBC drama hits such as the BAFTA Award winning LIFE ON MARS, HUSTLE, the Golden Globe nominated JEKYLL (James Nesbitt) and SECRET DIARY OF A CALL GIRL (with Billie Piper). The library boasts a range of ground-breaking UK comedies such as PEEP SHOW, THE CATHERINE TATE SHOW, GREEN WING and ECHO BEACH/MOVING WALLPAPER.

Rachel Okine - Production and Acquisitions Executive

Rachel Okine's move from exhibition into the world of film distribution was in the acquisitions department of FilmFour in London. Returning to Australia, and six years on she is an integral team member of film distribution company, Hopscotch. Rachel has worked across publicity and marketing implementing the campaigns of films ranging from BOWLING FOR COLUMBINE, TOUCHING THE VOID, SOMERSAULT, SPELLBOUND, DOWNFALL and MRS HENDERSON PRESENTS among many others, and advising on all international and local acquisitions. Since mid-2006, Rachel has headed up Hopscotch's newly formed production division, producing two interactive DVD projects in conjunction with the ABC and Hopscotch Entertainment for AT THE MOVIES and SPICKS AND SPECKS, and a 25-minute short film with writer/director Joel Edgerton THE LIST. Rachel is currently developing several projects under the Hopscotch Productions banner ranging from branded content, short films, straight to DVD titles and feature films, in addition to her continuing role as acquisitions executive for Hopscotch Distribution.

Hopscotch Films – Company Profile

Hopscotch's very first release BOWLING FOR COLUMBINE became the highest grossing documentary in Australian history and was followed by major box office hits including TRAVELLING BIRDS, SPELLBOUND, FAHRENHEIT 9/11, SOMERSAULT, TOUCHING THE VOID, DOWNFALL, MRS HENDERSON PRESENTS, PAN'S LABYRINTH, THE LIVES OF OTHERS, 2 DAYS IN PARIS and BEFORE THE DEVIL KNOWS YOU'RE DEAD. Hopscotch's recent foray into Production includes MAO'S LAST DANCER (directed by Bruce Beresford), Jane Campion's BRIGHT STAR (with Abi Cornish) and Scott Hick's BOYS ARE BACK IN TOWN (starring Clive Owen). The company is currently developing a screenplay for the best-selling book ALMOST FRENCH. Although the company has grown since its inception, Hopscotch will always be committed to deliver films with a distinctive quality and to an audience that demands that film challenge, entertain and inspire. Recent Cannes acquisitions include Woody Allen's VICKY, CRISTINA, BARCELONA and LE CONCERT as well as two of the documentaries selected by the Festival TYSON and MARADONA.

International Film Group

Jennie Hughes - Founder and CEO of IFG

Jennie has worked in the Australian film, television and music industry for over 20 years. Previously, Jennie was Executive Vice President for Macquarie Bank's film division where she managed A\$60 mill of private equity which was invested in a range of film and television projects including: GETTIN' SQUARE, a co-production with Working Title (David Wenham and Tim Spall); DIRTY DEEDS (Toni Collette, Bryan Brown, John Goodman, Sam Neill); Mick Molloy's CRACKERJACK, and Logie-winning TV series MCLEOD'S DAUGHTERS. Jennie was acting CEO of the Australian Film Institute and prior to that worked for Sony, Warners, Virgin and Southern Star. Jennie is on the Board of the Australian Film Institute and recently completed an advisory role for the Federal Government as Chair of the Investment Group for the review on Digital Content.

Sue Woollard - Head of Distribution, IFG

Sue brings her vast expertise in Licensing & Merchandising and Sales & Marketing having represented Paramount Pictures, Viacom Consumer Products, Sony Signatures and ITC/Polygram while Head of Licensing and Merchandising at Southern Star. Sue has worked in production at Network Ten, as Sponsorship and Event Manager for Juvenile Diabetes Research Foundation and consulting on Sponsorship for the Australian Film Institute.

International Film Group – Company Profile

International Film Group (IFG) is an Australian media and entertainment company specializing in finance, sales and executive production. Founded in 2007, IFG services across different sectors allow producers in the Australian and New Zealand creative industry access to an expansive business network, thereby providing opportunities ranging from packaging content in both the creative and financing arena, production, licensing & merchandising, international distribution, project development, brand management, and more. Clients include Paramount Pictures, Creative Farm, Portman Film & Television, DIC Entertainment, Target Entertainment, Northway Productions and Entertainment Rights among others. IFG has offices in Sydney and Melbourne.

Jump Street Films

Jamie Bialkower, Director

Jamie Bialkower has worked in the film industry for eight years. He started Jump Street Films after completing an extended internship with Village Cinemas in the programming and marketing departments, culminating in a one-year contractual role with Cinema Europa.

Jump Street Films – Company Profile

Established in 2004, Jump Street Films is a Melbourne-based independent film distributor specializing in the best of quality cinema. Our releases include THE KING, A GUIDE TO RECOGNIZING YOUR SAINTS, THE ITALIAN and I HAVE NEVER FORGOTTEN YOU.

Kojo Pictures

Dean O'Flaherty – Acquisitions

Dean O'Flaherty has had an eclectic career in cinema spanning the last seventeen years. His work includes director of a number of short films, TVCS and music videos and he has worked extensively as freelance writer for both screen and print. In 2003 he launched the groundbreaking art house label Accent Film Entertainment where he acquired landmark films such as Gaspar Noe's controversial IRREVERSIBLE, Michael Winterbottom's 9 SONGS, Matthew Barney's THE CREMASTER CYCLE and the French smash hit HUATE TENSION to name but a few. He was Acquisitions and Marketing Manager for Arclight Films where he was associated with prestigious films such as Matthew Saville's acclaimed Sundance selection NOISE, Emilio Estevez's passionate Golden Globe Winner BOBBY and Richard Roxborough's ROMULUS MY FATHER. In 2006 he executive produced the Un Certain Regard selected feature 2:37.

Morena Miceli – Creative Affairs

Morena has spent 15 years in the DVD distribution industry as both a National Sales Manager for both the rental industry & retail including Business Development in these areas. Companies include Roadshow Entertainment, Shock DVD, Accent Film and most recently Beyond Home Entertainment (Formerly known as Force Entertainment). As a mad film buff Morena has been involved in selling, promoting and advertising movies & TV Series from the controversial IRREVERSIBLE to 9 SONGS, BBC's BLACK BOOKS & SPOOKS, WWE, National Lampoons, ABC kids and Disney. The move from distribution to Acquisitions will be an exciting challenge.

Kojo Pictures – Company Profile

In 2006, KOJO Pictures produce the polarising '2:37' which was selected for the prestigious 'Un Certain regard' at the Cannes Film Festival. Other projects include production involvement and post production on Greg McLean's horror classic WOLF CREEK (2005) and monster epic ROGUE (2007). In 2007 KOJO Pictures embark on a co-production with RB Films titled ELISE, from Georgia Blain's acclaimed novel starring Natalie Imbruglia and commence production on BEAUTIFUL, a provocative and haunting tale of the secrets and lies that hide in the underbelly of suburbia.

Madman Entertainment

Paul Wiegard – Managing Director

Paul Wiegard is currently joint Managing Director of Madman Entertainment, Australia's largest independent film and DVD distributor and rights management company.

A key figure in the Australian home entertainment and film industries, Paul began his career with Siren Visual, acquiring key anime and arthouse releases for the Siren retail and rental catalogue. Paul then progressed to become the founder and CEO of The AV Channel (now Madman Entertainment) - the sales, marketing and distribution arm of the Madman group of companies. Paul continues to oversee the sales, marketing and distribution businesses, whilst also overseeing all licensing and acquisitions activities for Madman's film/theatrical and film/DVD divisions. In 2004, Paul Wiegard and Tim Anderson were jointly awarded the Ernst & Young Entrepreneur of the Year Award (Southern Region). Paul is also a board member of the Melbourne International Film Festival and the Australian Film Institute.

James Hewison– Licensing and Acquisitions

Before commencing at Madman, most recently James Hewison was CEO of the Australian Film Institute. He was Executive Director of the Melbourne International Film Festival from 2000 to 2006, during which time the festival experienced record levels of growth plus initiatives such as "Accelerator". His professional history in film and media spans two decades, including roles from Marketing Manager Victoria for the Australian Broadcasting Corporation to Cinema and Marketing Manager for The George Cinemas and Palace Cinemas. Hewison continues to serve as an Advisor for the Asian Film Market for the Pusan International Film Festival in South Korea. Hewison also consults for one of Australia's most dynamic production companies, Porchlight Films (recent films include LITTLE FISH, JEWBOY and HOME SONG STORIES). Hewison was also the Associate Producer of Clara Law's feature documentary film, LETTERS TO ALI.

Madman Entertainment – Company Profile

An all rights licensing and distribution company, Madman Entertainment have been trading for over 10 years in Australia and NZ, representing a diverse roster of world cinema, Australian feature films and Anime. Recent releases include NOISE, THE HOST, PARIS JE T'AIME, HIDDEN, THE THREE BURIALS OF MELQUIADES ESTRADA, and KENNY. Upcoming titles include THIS IS ENGLAND, THE WHITE PLANET, IN THE SHADOW OF THE MOON and THE COUNTERFEITERS. Recent titles distributed on DVD by Madman that have had theatrical releases through other distributors include LOOK BOTH WAYS, TEN CANOES, ROMULUS, MY FATHER, and AS IT IS IN HEAVEN. Madman has in excess of 120 employees across all divisions, including Madman Interactive, now Australia's largest DVD production and design facility. Sister companies include Funtastic Toys, Publishing and Interactive, which all form part of holding company Funtastic Ltd.

Media Funds Management

James Vernon - Managing Director

Mr. Vernon has written, produced or directed numerous Australian motion pictures and television productions and, in more recent times, has become one of Australia's leading financiers to the motion picture industry. Mr. Vernon roles included being the Executive in Charge of Australian Production Services on a number of major Hollywood produced motion pictures and television series including: Nixon (starring Sir Anthony Hopkins), Evita (starring Madonna) Total Recall- The Series, Wing Commander and Man on the Moon (starring Jim Carrey). Mr. Vernon has performed various producer roles on fifteen motion pictures and more recently, as Executive Producer on the motion picture Gabriel, Mr. Vernon secured the sale of the world-wide rights to Sony Pictures, which is considered to be a landmark deal for Sony on an Australian produced movie. In 2008 Gabriel was release world-wide in over 60 countries. Mr. Vernon is presently the Executive Producer on the motion picture Prime Mover directed by David Caesar.

Media Funds Management – Company Profile

MFM's objective is to distinguish itself as a branded media investment house. Recently MFM was the first to 'bank' the Australian Producers Offset on a commercial basis, funding the Producers Offset on the motion picture Prime Mover. MFM is now seeking to fund the Producers Offset across a wide range of motion pictures and television projects. MFM expects to provide facilities for financing of the Producer Offset in amalgamation with traditional film financing such as GAP and discounting of contracts. MFM provides added value to the arrangement via active

management on behalf of the bank of the production process, dealing with other investors and all the parties at the creative level.

Odin's Eye Entertainment

Michael Favelle – CEO

After seven years working for various International sales outfit's including Beyond International, Beyond Films and Arclight Films, Michael formally launched Odin's Eye Entertainment (OEE) at the American Film Market in 2007. OEE currently reps over fifteen films, with Michael acting as an Executive Producer on several current and upcoming films including THREE BLIND MICE, DOWN FOR LIFE and CRUSH. With over twelve years experience in the entertainment industry in a variety of roles, Michael has developed a unique collaborative approach to working with film-makers that encompasses development, production, post-production, marketing, international sales and distribution.

Odin's Eye Entertainment – Company Profile

Established in 2006 by Michael Favelle, Odin's Eye Entertainment (OEE) is a vertically integrated Production and International Sales Agency that specializes in working with both emerging and established filmmakers with a specific focus on genre driven programming. Key OEE executives include former Miramax executive Victoria Treole (Acquisitions) and New York based sales executive Dave Pederson (SUPERSIZEME; THE THIRD WAVE). OEE's first two completed films are the Tribeca hit BITTER & TWISTED; and Matthew Newton's THREE BLIND MICE which recently premiered in competition at the Sydney Film Festival. OEE is representing several other Australian and International productions in varying stages of production.

Omnilab Media

Jason Moody – Director of Production

Jason Moody is currently Director of Production at Omnilab Media Group. A media executive and senior media lawyer, Jason was previously Executive Director and General Counsel of Granada Australia which conducts the ITV Group operations in Australia, New Zealand and Fiji. Jason was the Associate Producer on the telemovie TO CATCH A KILLER (the Joanne Lees story), produced with Matt Carroll for ITV and Network Ten. Jason is Executive Producer for the following feature films being released in 2008 – HOW TO CHANGE IN NINE WEEKS, and THE BANK JOB with Peter Donaldson; as well as the ERKY PERKY television series. He is a SPAA Councillor and a member of the policy committee of Ausfilm.

Omnilab Media Group – Company Profile

OMNILAB MEDIA is Australia and New Zealand's largest independently owned vertically integrated media company, incorporating five key business arms; content development, professional media services, media infrastructure and technology, content sales and distribution partnerships, property and listed investments. It is unique in this respect, and can offer our clients and partners an unrivalled breadth of services and support. Omnilab Media has a turnover of \$100 million per annum and net assets of over \$170 million. The company incorporates a portfolio of 14 media businesses which employs over 500 staff.

Rialto Distribution

Mark Vile – General Manager

Mike has been General Manager at Rialto for five years. Prior to this he worked as Marketing Manager within Xtra, a division of New Zealand Telecom. Mike is responsible for the booking of films into cinemas in Australia and film acquisition in conjunction with Rialto founder, Kelly Rogers as well as legal and business affairs. In his time at Rialto he has been responsible for the restructuring of the company that took place when Reading Entertainment acquired a third share in the company.

Rialto Distribution – Company Profile

Rialto is a vertically integrated media company that has been in existence for over fifteen years. Rialto specializes in Film Distribution, Home Entertainment and many other media activities. As a market leading independent film company Rialto holds the rights to a large catalogue of feature films and employs a motivated team of professionals who are dedicated to acquiring, and successfully distributing award winning films and audience favourites! Rialto has offices in Melbourne and Auckland.

Roadshow Film Distributors

Joel Pearlman – Managing Director

Joel is Managing Director of Roadshow Films and oversees the theatrical film distribution team. Recent theatrical releases have included 300, the LORD OF THE RINGS Trilogy, THE MATRIX Trilogy, the HARRY POTTER films, MILLION DOLLAR BABY, THE AVIATOR and BROKEBACK MOUNTAIN. In addition, Joel is responsible for Roadshow's Australian production division whose local releases have included WOLF CREEK, CRACKERJACK, LOOKING FOR ALIBRANDI, THE DISH and BOYTOWN, JINDABYNE. The new upcoming films for Australia are, THE SQUARE, MAO's LAST DANCER, BEAUTIFUL KATE. Joel also oversees Roadshow's Australian production division and he is responsible for the acquisition of film product. Joel is also currently on the board of the Melbourne International Comedy Festival and the Motion Picture Distributors Association of Australia.

Seph McKenna – Australian Acquisition, Production, & Distribution Manager

Seph McKenna serves as Roadshow Films Australian Acquisition Manager. In practice that means he reads/views submissions and then reports on them directly to Roadshow Films Managing Director Joel Pearlman with recommendations. Seph also manages Roadshow's Australian film releases including the upcoming Nash Edgerton directed THE SQUARE, as well as Weinstein Company films such as PERSEPOLIS. Seph started his career on a development desk at Village Roadshow Pictures in Los Angeles before transferring to Roadshow Films in 2006. Seph has extensively studied story and screenplay structure and analysis, and is actively seeking material which will Elicit Strong Emotion (laughter, love terror, etc) by establishing audience empathy with a hero/heroine who is seeking a limited goal with great intensity. Seph holds a graduate degree in law and an undergraduate degree in Philosophy and Political Science from Boston College.

Roadshow Film Distributors – Company Profile

Village Roadshow's Film and DVD distribution division, Roadshow Films, is Australasia's largest independent film distributor in the marketplace. Through its long

standing supplier relationships with partners such as Warner Bros., New Line, ABC, BBC, The Weinstein Company (TWC) and our own Village Roadshow Pictures, Roadshow continues to be a leader in the distribution of theatrical films to cinemas, DVD, Pay and free Television in Australia and New Zealand.

Sharmill Films

Natalie Miller – Director

Natalie Miller is passionate about cinema and the business of film. A pioneer of Australian arthouse cinema and visionary distributor, Natalie is best known for being the first independent woman distributor in Australia, and as the successful co-founder of the iconic Cinema Nova.

Elly Smart – Distribution Manager

Elly Smart joined Sharmill Films in 2007 after having previously worked with the Melbourne International Film Festival, the Travelling Film Festival and the Portable Film Festival. She has completed a Masters in Cinema Management at University of Melbourne.

Sharmill Films – Company Profile

Established in 1967 by Natalie Miller, Sharmill Films is the oldest independent distributor still under original ownership in Australia. Sharmill Films has an incomparable and uncompromised record of bringing sublime cinema to Australian shores. Specialising in European, often foreign-language films, Sharmill advocates eclectic and rewarding cinematic experiences.

Siren Visual

Eric Cherry – General Manager

Eric has eleven years experience in the entertainment industry. Originally from Los Angeles and coming from a music background, he worked in marketing throughout the 1990's for the iconic music label Epitaph Records. In 2000 he re-located to Melbourne to establish the Australian division of the parent company. His film career began in 2005 after accepting a marketing role at Siren Visual in Melbourne. Was appointed General Manager in 2006 and currently handles acquisitions, contracts and the overall day-to-day operations, while advising on marketing and promotional plans. **Rob Ruminski – Consultant** Rob Ruminski is a consultant with an extensive background in Australasian film distribution.

Siren Visual – Company Profile As a long-standing independent player in Australia's DVD and film industry, Siren Visual is committed to releasing provocative, genre-defining film and documentary titles. Our broad catalogue covers the breadth of arthouse and classic cinema, historical and current-event documentaries as well as a variety of anime. Not limited by style or genre Siren champions dynamic, unequivocally and often unapologetically unique releases. Actively supporting Australian screen culture is a key focus for Siren, regularly bringing to light works that would otherwise go unseen in our country.

Titan View

John L Simpson – CEO, Producer / Distributor

John was one of the producers of RAZZLE DAZZLE and is the producer and co creator of the powerful new Australian film MEN'S GROUP, winner of the Digispaa Spaartan Award for the "Best digital film of 2007". MEN'S GROUP premiered at the Rotterdam Film Festival and was ranked in the top 10% by the audiences. MEN'S GROUP is to be released in Australia in September 2008. John was also invited to be the co-producer of Mike Bullen's directing debut AMORALITY TALE recently screened at the Aspen film festival.

Titan View – Company Profile

TITAN VIEW feature film distribution was launched early in 2007 to bring important Australian films to Australian and International audiences. TITAN VIEW's first film for distribution was THE JAMMED, which was the highest grossing independent Australian film on screen average EVER, during it's opening two weeks. THE JAMMED went on to win Best Film, Best Script and Best Score at the Inside Films Awards 2007. In 2008, The United Nations selected THE JAMMED to be screened at an international conferences on human trafficking in Vienna and Geneva. TITAN VIEW launched their international division with the launch of THE JAMMED in New Zealand earlier this year.

Transmission Films

Andrew Mackie and Richard Payten, Managing Directors

Richard Payten and Andrew Mackie have each worked in key positions in the Australian film industry for over twenty years. Richard and Andrew previously ran Ronin Films during which time they acquired the seminal Australian titles SHINE and STRICTLY BALLROOM. They then formed The Globe Film Co. which successfully released such films as SECRETS AND LIES, DEAD MAN, LOST HIGHWAY and UNDERGROUND and key Australian films such as LOVE SERENADE, THE TRACKER and MULLET. In 2001, they sold their company to Becker Entertainment, and jointly run Becker Entertainment and Dendy Films for six years. Under their management Dendy Films saw a renaissance, in 2005 growing to be Australia's leading independent distribution company and released two of the highest grossing New Zealand films in New Zealand ever (THE WORLD'S FASTEST INDIAN and OUT OF THE BLUE.) Other acquisitions during this time include THE MOTORCYCLE DIARIES, VOLVER, CONTROL, GOODNIGHT AND GOOD LUCK, SUPERSIZEME, WATER, BECOMING JANE, STRANGE BEDFELLOWS, THE MAGDALENE SISTERS and METALLICA: SOME KIND OF MONSTER. They also executive produced and released the Australian films CANDY and OYSTER FARMER.

Transmission Films – Company Profile

In 2008 Andrew and Richard left to form their new distribution company TRANSMISSION FILMS, partnering with Paramount to release ten films a year under the label. Their first release, THE PAINTED VEIL, has grossed over \$4M in Australia and New Zealand.

Umbrella Entertainment

Jeff Harrison – Managing Director

Founded by Jeff Harrison, Umbrella has drawn on Jeff's extensive experience in the entertainment industry. Jeff was the owner and Managing Director of Gaslight Music, one of Australia's most successful independent music retailers, and brings over 30 years experience in music retail experience, including wholesale, distribution and production. He was the Vice Chairman of the Australian Music Retailers Association (AMRA) from 1993 to 1997 and became the Chairman of AMRA in 1998. Jeff's business qualifications include a combined economics and law degree. He is also a registered CPA. He currently lives in Melbourne with his wife and two young children.

Umbrella Entertainment – Company Profile

Umbrella Entertainment licenses, produces and distributes Australian Films, World Cinema, specialised theatrical movies, TV and music titles for the Home DVD, Video on Demand, Wireless, Theatrical and Television markets throughout Australia and New Zealand.

Specialists in rights and content management, Umbrella has brought over 1000 DVDs to market in Australia, New Zealand and South Africa, and has embarked on bold initiatives to license and distribute content for video on demand, internet and wireless platforms. From 2006, Umbrella has released selected titles theatrically, commencing with the revival of Jean Luc Godard's seminal documentary SYMPATHY FOR THE DEVIL.

*** OTHER PANEL and ROUNDTABLE MODERATORS/SPEAKERS and 37South2008 Team:**

Jenni Tosi – General Manager of Industry Development and Investment (IDI), Film Victoria

Jenni Tosi is the General Manager of Industry Development and Investment (IDI) for Film Victoria. Jenni has a wealth of experience over her 25 year career, including positions as production manager, line producer and producer. She has provided production and budget consultancy services to the independent sector of the industry, and created and produced award winning film and television productions.

Film Victoria – Company Profile

As a State government agency, Film Victoria works closely with industry and government to cultivate an environment that allows the film, television and digital media industry to become a centre for excellence in screen content creation. Victoria will become a leader in the Australian knowledge and ideas economy, through the growth and development of its film, television and digital media industries. Through our IDI programs, we are able to deliver this vision by nurturing and investing in people, projects, events and organisations.

Karin Altmann – Project Manager, Screen Australia

Karin Altmann – Project Manager

Karin is a graduate of the National Film School of Great Britain and has worked as a

writer, director, script editor and script analyst in both drama and documentary. Her work as a writer includes WAR AND PUSS for ABC children's TV; SWEAT, BLUE HEELERS, SOMETHING IN THE AIR and she co-wrote (with Michael Brindley) ONE WAY TICKET - a reality based telemovie for Ch9 . Her work as a director includes award-winning documentaries RAOUL WALLENBERG: BETWEEN THE LINES and HOLDING ON TO WHAT IS REAL. Formerly Chair of the Australian Writers Guild in Victoria, she is currently a Project Manager with Screen Australia.

Tait Brady – Executive Director-Marketing Support & Promotions, Screen Australia

Tait Brady – Executive Director-Marketing Support & Promotions

Until the establishment of Screen Australia on July 1, 2008, Tait held the position of Feature Film Evaluation Manager at FFC Australia between 2004 and 2008. From 1996- 2004 he was General Manager of Australian distribution company, Palace Films and prior to that he was the Director of the Melbourne International Film Festival for eight years.

Recently appointed as Executive Director of one of the newly formed Screen Australia's three major departments, focusing on marketing, promotion, audience development, International relations, film culture development and distribution support to Australian productions.

Ross Matthews – Director-Production Investment, Screen Australia

Ross Matthews – Director-Production Investment

Ross Matthews is the newly appointed Director of Production Investment for Screen Australia. From 2001 to 2008 he was an Investment Manager for the Film Finance Corporation. In both roles he is the first port of call for discussions about proposed investment in Australian feature films, television dramas and documentary. He continues to work closely with producers on their funding applications and in negotiating investment structures and production planning. Ross' previous credits as an independent producer include AIRTIGHT, CORRELLI, FAST TALKING, THE SEVEN DEADLY SINS, WAITING and BODYSURFER.

Alex Sangston – Head of Producer Offset and Co-productions, Screen Australia

Alex Sangston – Head of Producer Offset and Co-productions

Alex started at the then Department of Communications, Information Technology and the Arts (DCITA) in 2002, working primarily in content policy. From 2005, he commenced working in Film at DCITA, with responsibility for the Refundable Film Tax Offset and international film policy. He worked on the film review which led to the announcement of Screen Australia and the Producer Offset. He then worked on the development of the legislation introducing the Producer, the Location and PDV Offsets. In late May 2008 moved to the FFC and took over as Producer Offset Manager.

Screen Australia

Created on JULY 1, 2008, Screen Australia is the new federal agency for supporting the screen industries across a wide range of areas, from feature film to TV drama, short film, documentary and new media. Screen Australia was formed by the amalgamation of the former FFC (Film Finance Corporation) Australia, the AFC (Australian Film Commission) and Film Australia. It has offices in Melbourne, Sydney and Brisbane and a national and international agenda.

Anni Browning – Completion Guarantor, Film Finances Inc

Anni Browning – Completion Guarantor

Anni Browning has been the drama representative for Film Finances in Australia for the past eleven years. Her experience spans many areas of the industry including design, production and as a producer. Her credits include feature films, documentaries and television. She has worked for government film funding bodies in SA and NSW and has consulted for the ABC, the AFC, NZ On Air and the Australian Broadcasting Authority. She has been the SA Chair of Women in Film (WIFT) and is currently a member of the SPAA council.

Film Finances Inc – Company Profile

Film Finances established the completion guarantor business in Australia in 1980. Since that time it has successfully delivered over 2,000 productions from small documentaries through mini series, telemovies, childrens' dramas and animation to large budget feature films, to a value in excess of \$2.7 billion. The company was established in the UK in 1958 and has offices around the world.

Alan Finney – Vice President and Managing Director, Buena Vista International

Alan Finney – Vice President and Managing Director

Alan Finney has an extensive background in Film, Television and Marketing, first becoming involved with the Australian Film and Television industry during the early 1960s. In 1971, he joined Roadshow Film Distributors working in Advertising and Promotions and brought the movie STORK to Roadshow's attention. This acquisition led to the formation of Hexagon Productions, the first ongoing joint venture between Production and Distribution entities in contemporary Australian history, with Alan serving as Executive Director of the company and associate producer on certain films. During the 1970s and 80s, Alan appeared on Television and Radio reviewing movies and regularly guesting on shows on all four television networks. Alan continually moved his way up through the Marketing departments at Roadshow Film Distributors and in 1991 was appointed Managing Director.

Alan joined Buena Vista International in early 1998 as Vice President and Managing Director for Australia and New Zealand and was, in 2002, awarded the Order of Australia Medal (OAM) for services to the Australian Film Industry – particularly in the areas of film distribution and promotion.

Buena Vista International (Australia & New Zealand) – Company Profile

Buena Vista International (Australia and New Zealand), a subsidiary of The Walt Disney Company, distributes films from the Walt Disney Studios, Touchstone Pictures, Hollywood Pictures and films from independent production companies, including Australian films.

Sandy George – Journalist - Australian and NZ correspondent, Screen International and screendaily.com

Sandy George – Journalist- Australian and NZ correspondent

Journalist Sandy George has tracked what's happening in the Australian and New Zealand film industries for nearly 20 years. She is long-time correspondent for the London-based magazine *Screen International* and the online news feed www.screendaily.com, contributes to a range of other publications, and is a former film writer for *The Australian* newspaper.

Screen International and screendaily.com – Company Profile

The company provides journalism and writing services to a range of newspapers, magazines, websites and organisations. All is in the film and television arena. It includes breaking news stories, feature-length articles, speeches, policy analysis and submissions, press kits, pitch documents, and synopses for films and television programs.

Defrim Isai – Head, Screen Industry Programs, South Australian Film Corporation

Defrim Isai – Head, Screen Industry Programs

Defrim oversees the management of the SAFC's industry development and investment programs, including producer business development, script development, production investment (feature, TV, documentary, short and digital media), revolving film fund, screen culture and practitioner development.

South Australian Film Corporation – Company Profile

Since 1972 the SAFC has formed a vital part of South Australia's cultural and economic life and is the lead agency for the promotion, stimulation and development of the SA film industry.

Sue Maslin – Producer, Film Art Doco

Sue Maslin – Producer

Sue Maslin is an award winning screen and digital media producer with credits including the feature films ROAD TO NHILL (1997), winner of Best Film at the Thessaloniki International Film Festival and JAPANESE STORY (2003) winner of Best Film at the Australian Film Institute Awards, Best Film at IF Showtime Awards and Best Film at Film Critics Circle of Australia. She has also independently produced many documentaries that have screened on ABC TV including A MIRROR TO THE PEOPLE (2000), THE HIGHEST COURT (1998), THE EDGE OF THE POSSIBLE (1998), CONSPIRACY (1994), MR. NEAL IS ENTITLED TO BE AN AGITATOR (1991) and THANKS GIRLS AND GOODBYE (1987). THE EDGE OF THE POSSIBLE a film about Jorn Utzon and the Sydney Opera House, won the Gold Plaque for Best Television Documentary at the 1999 Chicago International Film Festival. Her most recent projects include the non-fiction feature film, HUNT ANGELS which won 7 major awards in 2006 including Best Documentary - L'Oreal AFI Awards, the Film Critics Circle of Australia Award for Best Feature Documentary and ATOM Award for Best General Documentary Film. She is Executive Producer of CELEBRITY: DOMINICK DUNNE and about to commence production on the cross-platform broadband project RE-ENCHANTMENT, an interactive journey into the hidden world of well known fairy tales to be launched on ABC On-Line and ABC TV.

Film Art Doco – Company Profile

FILM ART DOCO Pty Ltd has a 20 year track record of producing blue chip screen content and receiving the highest level of industry recognition in Australia and internationally, including awards for best Documentary film at the Australian Film Institute (AFI) Awards, Film Critics Circle of Australia and Australian Teachers of Media (ATOM) Awards as well as the Golden Plaque for Best television Documentary at the Chicago international TV Competition. The company is based in Melbourne, Australia and the company directors are Daryl Dellora and Sue Maslin. Our films focus upon unique Australian stories which reveal universal themes - HUNT ANGELS (2006), A MIRROR TO THE PEOPLE (2000), THE HIGHEST COURT (1998), THE EDGE OF THE POSSIBLE (1998), CONSPIRACY (1994), MR. NEAL IS ENTITLED TO BE AN AGITATOR (1991). The feature films and television documentaries have sold to over 20 territories internationally and have been consistently recognised for their innovation and audience appeal.

Sue Murray – Producer, Fandango Australia Pty Ltd

Sue Murray – Producer

A partner in Fandango Australia, Sue Murray's credits are as executive producer on Rolf de Heer's TEN CANOES and DR PLONK and associate producer on ALEXANDRA'S PROJECT, and executive producer on Alkinos Tsilimidos' TOM WHITE. Prior to joining Fandango Australia in 2002, she was an Acquisition Consultant for Fine Line Features in the US, and prior to that worked at the Australian Film Commission from 1981 – 1998 including as Director of Marketing for 11 years. Through the Rocket Science program devised by Victoria Treole, she consults on marketing and financing for film agencies and producers.

Fandango Australia – Company Profile

Fandango Australia was set up in January 2002 by Italian producer Domenico Procacci, directors Rolf de Heer and Richard Lowenstein, lawyer Bryce Menzies and Sue Murray. The company has produced Rolf de Heer's ALEXANDRA'S PROJECT (2003), TEN CANOES (2006)) and the documentary about the making of TEN CANOES, THE BALANDA AND THE BARK CANOES and DR PLONK (2007), and executive produced Alkinos Tsilimidos' TOM WHITE (2004). Future projects include Richard Lowenstein's NEIL, NEIL, ORANGE PEEL, and ALL YOU NEED TO KNOW, written by Barbara Toner and to be directed by Jessica Hobbs.

Gai Steele – Lawyer, Gai Steele Lawyers

Gai Steele – Media and Entertainment Lawyer

Greg Sitch – Lawyer, Hart & Sitch Lawyers

Greg Sitch

Greg Sitch heads the Entertainment and Media Law department of Hart & Sitch Lawyers, which focuses primarily on all aspects of film and TV production, finance and distribution. In feature film, Greg has been the principal legal advisor on many of Australia's most successful films and he has represented various US studios on feature films and TV programs shot in Australia. He also advises media corporations, including Australian TV networks, sales agents, distributors and financiers of film and television projects, and has acted as Executive Producer/Producer on several projects, including CRACKERJACK, BOYTOWN and MACBETH.

Sue Thompson – Director, Direct Effect

Sue Thompson – Director

Sue's career began at Valhalla Cinemas before crossing the Tasman to work in international sales and film financing then joining Avalon Studios as Film Investment Manager: ONCE WERE WARRIORS, and BRAINDEAD were amongst many productions managed through that scheme. As GM of The Film Unit she oversaw its transition to private ownership when purchased by Peter Jackson. As CEO TFU serviced productions such as THE LAST SAMURAI, CAST AWAY and the LORD OF THE RINGS trilogy. She oversaw the development of and managed Park Road Post that replaced The Film Unit and left following completion of KING KONG in 2005.

Direct Effect – Company Profile

Sue established Direct Effect in 2006 and has been involved in Executive Producing four feature films along with providing consulting services to the Centre of Screen Business (a division of AFTRS), the New Zealand Film Commission and the Ministry of Economic Development, Price Waterhouse Coopers, Hu Hu Animation Studios, Destination Television New Zealand, Red Jersey Productions, the New Zealand Asia Pacific Film Fund and the Aio Foundation amongst others. Sue served as Chair of Film New Zealand from 2001 until July 2004, building on her involvement as either a director or advisory support for the organisation over the previous five years.

Caroline Verge - Principal of Verge Whitford & Co.

Caroline Verge is the principal of Verge Whitford & Co.

She has specialised in film, multimedia and television law for the past 17 years, both in private legal practice and in-house at ABC-TV, the Australian Film Commission and the Australian Film Television and Radio School. She has extensive experience in negotiating production, financing and distribution agreements, international co-productions and advising generally on media contracts and copyright. Caroline has worked on many hours of documentary, successful Australian features such as SOMERSAULT, LOOK BOTH WAYS, THREE DOLLARS, RAZZLE DAZZLE, ROMULUS MY FATHER, RAMPAGE! NEWCASTLE, ACCIDENTS HAPPEN, BALIBO and MY YEAR WITHOUT SEX television programs such as THE COLONY, COOKING FOR KIDS WITH LUIS, HELL HAS HARBOUR VIEWS, and innovative projects such as WARD 13, THE PURE DROP and PODLOVE.

Verge Whitford & Co – Company Profile

Verge Whitford & Co is a legal practice specialising in the areas of film, television and interactive media law. It represents a variety of financiers, equity investors, independent producers and production companies for which it structures film finance transactions as well as providing production legal representation. It provides practical legal assistance to clients, using plain English and appropriate technology. The firm follows sound principles of financial and project management to ensure its clients receive a high standard of service.

37South2008 Team and Accelerator

Mark Woods - Manager, 37South & Premiere Fund, Melbourne International Film Festival

A former VARIETY Australian reporter, Mark Woods is Manager of the Melbourne International Film Festival (MIFF) film co-financing market 37South and specialist film co-financier the Premiere Fund (whose projects

include feature documentaries NOT QUITE HOLLYWOOD, CELEBRITY: DOMINICK DUNNE, BASTARDY, ROCK N ROLL NERD and INDONESIA CALLING and narrative feature films BRAN NUE DAE, BALIBO, BLESSED, LAST MAN, LOVED ONES). Presently also a consultant to a wide range of organisations, Woods is also a former CEO of Australian content attraction agency Ausfilm when international productions in Australia included THE PACIFIC, SUPERMAN RETURNS and CHARLOTTE'S WEB and international production incentives were improved. Previously CEO of Irish Film Board, when government funding increased by 33%, Woods was an Executive Producer on 2006 Palme d'Or winner WIND THAT SHAKES THE BARLEY, Oscar-winning SIX SHOOTER, OMAGH, BREAKFAST ON PLUTO and investor in INSIDE I'M DANCING, ISOLATION, PAVEE LACKEEN and mini-series SHOWBANDS, TV series FOREIGN EXCHANGE, and many documentaries including CHAVEZ: THE REVOLUTION WILL NOT BE TELEVISED. Woods is also a former Showtime Head of Independent Acquisitions & Investment, backing such new local films as CRACKERJACK, WALKING ON WATER, ALEXANDRA'S PROJECT, THE TRACKER, AUSTRALIAN RULES, RABBIT PROOF FENCE, JAPANESE STORY and SOMERSAULT, and acquiring such completed international acquisitions as GOLDEN BOWL, DANCER IN THE DARK, PURELY BELTER, AMORES PERROS, SPIRITED AWAY, STATE & MAIN, SWEET 16, LOVELY & AMAZING, SAFETY OF OBJECTS, KISS OF THE SPIDERWOMAN, LAST EMPEROR and DEER HUNTER.

Kate Kennedy – Industry and Organisation Officer, Melbourne International Film Festival

Kate's role as MIFF's Industry and Organisation Officer incorporates administering the newly established Premiere Fund, co-ordinating the co-financing market, **37 South: Bridging the Gap** and acting as first point of liaison for MIFF's Government partners. Previous to MIFF, Kate worked at New Zealand Film Commission managing the annual production short films as well as selling and marketing a catalogue of over 400 shorts and documentaries. During her time at NZFC, for the first time in 50 years a NZ short film was nominated for an Academy Award and NZ shorts were selected in competition at Cannes for three consecutive years. From 2002-2004, she worked at the Pacific Film and Television Commission as the Marketing Co-ordinator for the development and production unit, marketing Queensland short films. She started her career in production departments at several television drama companies. Kate has a B.Bus in Film and TV Production from the Queensland University of Technology (QUT).

Accelerator Programme

ACCELERATOR is a dynamic opportunity for emerging filmmakers to shift through the gears in their development as filmmakers and to gain a broader appreciation of the culture of film internationally, within one of the largest film festivals in the Asia Pacific region. In its inaugural year, Accelerator comprised filmmakers from Victoria, Australia wide and New Zealand, but in 2007 it is proposed that Accelerator becomes a program that brings together and supports the best young filmmakers from across Australia, New Zealand, and the UK subject to international partners coming on board.

ACCELERATOR takes place over four days at the start of MIFF and is held within the Festival's CBD axis. ACCELERATOR is an environment intended to fast-track not only the skills of these emerging filmmakers in their craft, their industry

knowledge and contacts but to have a better sense of what are the dynamics and possibilities of cinema internationally.