

Guest biographies: Distribution, Sales & Financing Executives

London Production Finance Market (PFM)

Company Profile

The London **Production Finance Market (PFM)** occurs each October in association with The BFI London Film Festival and is supported by the London Development Agency, UK Film Council, UK Trade and Investment (UKTI), Skillset, City of London Corporation and Peacefulfish. The invitation-only PFM registers around 50 producers and more than 150 projects with over US\$1 billion of production value and around 60 financing guests including UGC, Rai Cinema, Miramax, Studio Canal, Lionsgate, Nordisk, Ingenious, Celluloid Dreams, Aramid, Focus, Natixis, Bank of Ireland, Sony Pictures Classics, Warner Bros. and Paramount.

Film London is the UK capital's film and media agency. It sustains, promotes and develops London as a major international film-making and film cultural capital. This includes all the screen industries based in London - film, television, video, commercials and new interactive media.

Helena MacKenzie

Helena Mackenzie started her career in the film industry at the age of 19 when she thought she would try and get a job in the entertainment industry as a way out of going to Medical School. It worked! Many years and a few jobs later she is now the Head of International at Film London. Her journey to Film London has crossed many paths of international production, distribution and international sales. At Film London, she devised and runs the Film Passport Programme, runs the London UK Film Focus, the **Production Finance Market (PFM)**, and Film London's Film Commission services as well as working with emerging markets such as China, India and Russia.

The Circle (Abu Dhabi)

Company Profile

The Circle Conference (www.thecircle.ae) brings together in Abu Dhabi top producers, financiers, executives and filmmakers from around the world in a development initiative aimed at creating new filmmaking opportunities in the Middle East. The international entertainment community comes to Abu Dhabi to share their knowledge through events such as Panel Discussions, Master Classes, Collaboration Lunches and the Shasha Grant Pitch Competition. Previous participating financiers have included Weinstein, Fox, Future Films, ICM, Hyde Park Entertainment and IM Global amongst others. The Circle is presented by the Abu Dhabi Film Centre-based Abu Dhabi Film Commission (www.film.gov.ae) - a new initiative launched in January 2009 by the Abu Dhabi Authority for Culture & Heritage with an objective of assisting the development of the Film and TV industry in Abu Dhabi, nurturing of new talent and contributing to the promotion of Arab culture through film - in association with Imagenation Abu Dhabi (www.imagenationabudhabi.com). Imagenation Abu Dhabi is a wholly-owned subsidiary of Abu Dhabi Media Company (ADMC), which develops, finances and produces films and digital content for Arabic and global markets. The Abu Dhabi Authority for Culture and Heritage (ADACH - www.adach.ae) is the institution in charge of conserving and promoting the heritage and culture of Abu Dhabi. Established in October 2005 as an authority of the Government of Abu Dhabi, it is administered by a board of directors chaired by H. E. Sheikh Sultan bin Tahnoun Al Nahyan. ADACH is mindful of the path Abu Dhabi has journeyed and proud of its culture and heritage. The capital of the United Arab Emirates is experiencing rapid growth and expansion through strategic alliances with respected global partners across a range of sectors. The arts are an integral part of the Emirates' culture and The Circle is one of many ADACH initiatives designed to make Abu Dhabi a cultural and economic center of the world.

David Shephard

Appointed the inaugural Director of the Abu Dhabi Film Commission in early 2009, Shephard was previously Film Commissioner at U.K. regional agency South West Screen. He is charged with heading the development of film business infrastructure in the Emirate.

6 Sales - www.6sales.es

Company Profile

Founded by former Lola Films executive Marina Fuentes in 2006, 6Sales is an international sales agency based in Madrid and Barcelona. 6Sales slate has included Sally Potter's RAGE and Robert De Niro-produced 20% FICTION.

Mar Abadin - Head of Sales

Based in Barcelona, Mar Abadin started her career in D Ocon Films selling animation. She was a sales executive in Filmax for seven years where she handled animated successes like DONKEY.XOTE, EL CID THE LEGEND, THE HAIRY TOOTH FAIRY, and fiction films as DARKNESS, THE MACHINIST, FRAGILE, TRANSSIBERIAN. In 2006, she joined 6 Sales as Head of Sales selling titles such as COLD SKIN, LOCKED IN, MALICE IN WONDERLAND, and THE MISSING LYNX.

ABC Television – www.abc.net.au

Company Profile

ABC-TV is Australia's national public TV broadcaster comprising ABC1, ABC2, ABC3 and ABC News24.

Amanda Duthie - Head of Arts and Entertainment

Amanda Duthie is Head of ABC-TV's Arts and Entertainment 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 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, ROCK N ROLL NERD and MACHETE MAIDENS UNLEASHED!

Carole Sklan – Drama Commissioning Editor

Carole Sklan was previously Drama Commissioning Editor at SBS TV. Before this, she was Head of Development at the Australian Film Commission, having previously served as Drama Commissioning Editor at ABC TV.

Accent Film Entertainment – www.accentfilm.com

Company Profile

Accent Film Entertainment is an independent theatrical, DVD and TV distributor releasing a diverse range of films in all genres from around the globe. IML Digital Media as the founder, is internationally acclaimed for its pioneering of DVD and digital film restoration, high quality production and DVD pre-mastering. Accent Underground releases independent, gritty, transgressive films by talented local and international filmmakers.

Peter Campbell - Director

Peter Campbell entered the local market in 1997 from Hong Kong where his business was based for over 20 years.

George Papadopoulos – General Manager

George Papadopoulos has been General Manager of Accent Film Entertainment since the company's founding in late 2003 when he formed Accent along with the co-founders, Peter Campbell and Caroline Leung. Prior to Accent, Papadopoulos was NewVision Films Finance and Acquisitions Manager.

Arclight Films International – www.arclightfilms.com

Company Profile

Established in 2002 by Gary Hamilton and Victor Syrmis, Arclight Films (www.arclightfilms.com) is an 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 incorporates Darclight Films, which was formed in 2004 as the genre division of Arclight, and Easternlight Films, which showcases Asian cinema. Arclight is also producing, with Limelight Productions, BAIT - a Russell Mulcahey-directed 3D shark film. A FEW BEST Men (directed by Stephan Elliott and from the writer and producer of A DEATH AT A FUNERAL) is in final stages of development and financing. In the US, Arclight is in pre-production of THE COURIER, directed by Hany Abu-Assad (Oscar nominated PARADISE NOW) and starring Jeffrey Dean Morgan.

Ian Gibbins – General Manager

Ian Gibbins qualified as a solicitor in the UK before relocating to Australia in 1993. After a consultancy with Nickelodeon Australia, Ian joined Beyond Films as Operations Manager and continued there until 2002 when he joined Gary Hamilton and Victor Syrmis to establish Arclight. He has been General Manager of Arclight since and is executive producer on Arclight's THE LONG WEEKEND and Daniel Myrick's (THE BLAIR WITCH PROJECT) THE OBJECTIVE. He is based in Tokyo.

Harry Avramidis – Post-Production & Australia/NZ Acquisition Manager

Hailing from the marketing and post production side of Beyond Films, Avramidis worked as a freelance post-production supervisor on Australian feature films as well as consulting to Arclight Films and 20th Century Fox before working with Becker Films International. He joined Arclight in 2006 to look after marketing, producer support and, now, acquisitions for Australia.

Aztec International – www.aztecinternational.com.au

Company Profile

Initially formed as a DVD label, Aztec has grown to handle all rights deals, commencing with HELL ON WHEELS. Subsequent projects have included MIFF favourites, PARADISE NOW, IRINA PALM and Italian feature MY BROTHER IS AN ONLY CHILD.

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, Killen moved to Gil Matthews' imprint, Aztec. Acquisitions range from art-house features, including several pre-buys, to documentaries, and art-house classics.

Company Profile

BBC Films is the feature film-making arm of the BBC. It co-produces approximately eight films a year. Working in partnership with major international and UK distributors, BBC Films aims to make strong British films with range and ambition. BBC Films is committed to finding and developing new talent, as well as collaborating with some of the foremost writers and directors in the industry. Recent films include: *Bright Star*, *The Boys Are Back*, *Eastern Promises*, *The Duchess*, *The Boy in the Striped Pyjamas*.

Paula Jalfon – Commercial Manager

Paula Jalfon spent five years as Head of Production at the British Film Institute before forming Minerva Pictures. In 2002 Paula became the Head of Development and Production for Ingenious Media, where her responsibilities included managing titles such as *Shaun of the Dead* and *Hotel Rwanda*. In 2007, Paula joined BBC Films as Commercial Manager, seeking out new sources of funding in the domestic and international market place. Recent titles include *In the Loop* and *Fishtank*. Recent Executive Producer credits include *In the Loop*, *Streetdance (3D)*. Jalfon is currently packaging *Salmon Fishing in the Yemen*.

Back-up Films – www.backupfilms.com

Company Profile

Backup Films is currently managing film investment funds of more than €33.6 million. Backup Films finances the development and production of ambitious international projects and – with the 2008 launch of Districup – their distribution as well. Over the past eight years, the films financed through the Backup Films Agency or Backup Films' funds have gathered 40 A-class festival selections and have won 15 major prizes.

Jean-Baptiste Babin – Co-Production Manager

Awarded a diploma in law of Sorbonne University and du King's College in London, Babin first had a career in law before taking charge of Business & Legal for the TV and cinema production company Elzévir. Co-founder of Backup films, Babin is in charge of development projects and co- production.

Coach 14 – www.coach14.com

Company Profile

Established in 2007, Coach 14 is a film sales company based in Paris and Barcelona that searches for new talented filmmakers that could set new trends in the independent cinema world, and confirmed talents.

Caroline Nataf – Head of Acquisitions

Having graduated from French MBA Essec and from the Sorbonne in Classics, Caroline Nataf joined international sales agent company COACH14 in 2007 as Head of Acquisitions.

Export Finance and Insurance Corporation (EFIC) – www.efic.gov.au

Company Profile

EFIC is the Australian Federal Government's export credit agency. EFIC's role is to help successful businesses to win, finance and protect export trade or overseas investments where their bank/lender is unable to provide all the support they need. EFIC works directly with exporters, or with their banks, to provide loans, guarantees, bonds and insurance products which can be tailored to meet the needs of both large and small exporters. EFIC uses more than 50 years of export finance and industry expertise, contacts at financial institutions around the globe, the strength of its AAA credit rating and an entrepreneurial business approach to make export deals happen. EFIC assists Australian businesses that have a viable opportunity to build Australia's export markets, but financial obstacles are preventing them from moving forward.

EFIC has recently launched a Producer Offset Loan which is specifically designed to help smaller productions that are eligible for the Producer Offset but may have difficulty in attracting finance in the commercial market. EFIC may also be able to assist larger productions, subject to additional due diligence. See <http://www.efic.gov.au/FINANCE/Pages/Produceroffsetloan.aspx>

Alex Fernandez – Director SME Product & Business Development

Alex Fernandez is a financier with more than 25 years commercial lending experience, primarily to small and medium size enterprises, having worked for 18 years for Australian Guarantee Corporation (formerly Australia's oldest finance company) and HSBC Bank Australia Limited for seven years. He has been with EFIC for 2 years, repositioning its SME finance solutions to enable EFIC to assist more SME exporters.

Elephant Eye – www.elephanteyefilms.com

Company Profile

Based in New York City, Elephant Eye Films produces, sells, and distributes quality feature films. In 2009, Elephant Eye distributed THE MAID, Sebastian Silva's Golden Globe nominated black comedy in the USA, and handled international sales on Lee Daniels' PRECIOUS, which was nominated for six Academy Awards. Elephant Eye, whose principals are Kim Jose and David Robinson, recently wrapped Principal Photography in Chile on Sebastian Silva's OLD CATS. Elephant Eye's 2010 production slate also includes Sebastian Silva's SECOND CHILD and John McNaughton's THE HARVEST.

David Robinson – Partner

David Robinson co-founded Elephant Eye Films in the spring of 2007. Before this Robinson was International Sales Vice President at film sales, financing and production company Interlight, having also worked at Village Roadshow in Business Development. Robinson's production credits include Sebastian Silva's OLD CATS and Lee Daniels productions THE WOODSMAN, SHADOWBOXER and TENNESSEE. International sales titles include Lee Daniels Entertainment productions PRECIOUS, SHADOWBOXER, THE WOODSMAN and TENNESSEE; PLANET B-BOY, PRINCE OF BROADWAY, PROVOKED and THE WATCHER.

Essential – www.essential-ent.com

Company Profile

Essential Entertainment Media, LLC provides talent packaging and late-stage development, arranges production financing and provides global sales, distribution and marketing for third-party and in-house productions. Titles include Don Roos' LOVE AND OTHER IMPOSSIBLE PURSUITS and David Zucker's BIG FAT IMPORTANT MOVIE.

John Fremes – President, Worldwide Distribution

Essential's Worldwide Distribution President, Fremes oversees international sales, distribution, and business affairs for all of Essential Entertainment's motion pictures. Before this, Fremes was President of Element Films International, where he handled worldwide sales, having previously founded Fusion International Sales Corp in 1999. Earlier, he was an independent producer and the founding President of Le Monde Entertainment Sales Corporation, a division of Alliance Atlantis Communications Inc.

Film Sales Company – www.filmsalescorp.com

Company Profile

New York-based The Film Sales Company is a world sales company which secures distribution and financing for independently produced narrative and documentary films. President Andrew Herwitz founded the company about eight years ago after working as Head of Acquisitions at Miramax for many years. Since then, the company has sold more than 150 films to a variety of domestic and foreign distributors, including ADAM (Fox Searchlight); POUGHKEEPSIE TAPES (MGM); WAITRESS (Fox Searchlight); KONTROLL (ThinkFilm); FAHRENHEIT 9/11; and BORN INTO BROTHELS (Winner – Best Documentary, 2005 Academy Awards) and numerous others.

Michael Lerman – Director of Acquisitions

In addition to serving as Film Sales Company Acquisitions Director, Michael Lerman is also the The Philadelphia Film Festival Artistic Director and an Associate Programmer for Fantastic Fest, as well as a frequent contributor to several acclaimed independent film publications including indieWIRE, Spout and Hammer to Nail. Coming from a diverse film industry background, he has worn many hats including one as the co-director/co-producer/co-writer of the 2008 SXSW premiere NATURAL CAUSES and the co-founder of the production company Tiger Industry Films.

Head Gear / Bankside - www.bankside-films.com

Company Profile

London-based BANKSIDE FILMS is an international sales company founded in January 2007, representing between eight and ten films per year. Bankside Films 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 also operates in an executive producer capacity, utilising its extensive relationships with international financiers and distributors to source funding and pre-sales in order to move projects into production.

Phil Hunt – Co MD Bankside Films

From a background of working as an advertiser and music photographer, Hunt began producing feature films in the mid-1990s under his independent production company Head Gear Films. Bankside Films runs its own film fund and provides direct and indirect finance for other producers as well as producing and executive-producing and international sales having invested in over \$110m of production in more than 20 films. Hunt is regularly invited as a media commentator on feature film finance, production and sales. He mentors new filmmakers and has recently tutored on Film London's "Microwave" initiative.

HighPoint Films and Television – www.highpointmediagroup.com

Company Profile

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

Adam Bowen – Acquisitions, Australia & New Zealand

HighPoint'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 Italian prime time drama serial UN POSTO AL SOLE. He has also been a writer for children's TV drama, notably the award-winning, MORTIFIED and he also co-created, co-wrote and produced the 13 x 30min comedy-drama TV series KICK. He was Series Producer for *The Jesters* (Movie Extra), and is currently developing the novel *Does My Head Look Big In This?* into a TV series for ACTF. Since working with High Point, Adam has helped organise the

international distribution of several Australian productions, including *The Jammed*, *The Cedar Boys*, and *Blame*, which premieres at this year's MIFF.

Hopscotch – www.hopscotchfilms.com.au

Company Profile

Now in its eighth year, Hopscotch's first release was BOWLING FOR COLUMBINE (the highest grossing documentary in Australian history) followed by box office hits including FAHRENHEIT 9/11 and SOMERSAULT, TOUCHING THE VOID, DOWNFALL, PAN'S LABYRINTH, THE LIVES OF OTHERS and THE WRESTLER. HopScotch Entertainment, the DVD arm of HopScotch, opened in 2004 complimenting Hopscotch's theatrical DVD releases with classic films from acclaimed directors, cutting edge features and documentaries, and cult TV from the BBC, Channel 4 and Australia's finest local production houses. Deepening its involvement in the Australian film landscape, 2006 saw the launch of Hopscotch Productions with whom Hopscotch Entertainment is working closely to develop content for production.

Jude Troy - Managing Director

As MD of Hopscotch Entertainment, Jude Troy has driven the label's growth since it first began trading to its more than \$40 million total turnover at present. Troy acquires both jointly with HopScotch Films (*Four Lions*, *Centurion*, *Two Little Boys*) and independently (*Black Dynamite*, *LEMMY – the Movie*, *Greg Araki's Kaboom*), as well as assessing projects for Hopscotch theatrical acquisition. Before Hopscotch, she was GM of Shock's DVD division, developing this arm of the company from scratch. Prior to this, she worked in the music industry and journalism.

Rachel Okine - Production and Acquisitions Executive

Rachel Okine was a founding member of Hopscotch and has worked across publicity and marketing, implementing the campaigns of such films as BOWLING FOR COLUMBINE, SOMERSAULT, DOWNFALL and MRS HENDERSON PRESENTS, and advising on all international and local acquisitions. Since mid-2006, Okine has headed Hopscotch's production division which produced the 13-part food series *My Family Feast* for SBS, and is developing several projects under the Hopscotch Productions banner, including branded content, TV series, and feature films, in addition to her continuing role as acquisitions executive. She is also General Manager of the recently formed Hopscotch Features, a joint venture with writer John Collee and producer Andrew Mason, in which she will oversee the development of high-end feature film projects.

Icon Film Distribution (Australia) – www.iconmovies.com.au

Company Profile

Icon Film Distribution Australia was formed in January 2002 by Mel Gibson and Bruce Davey and has released such films as GOSFORD PARK, BEND IT LIKE BECKHAM, THE PASSION OF THE CHRIST, THE QUEEN, DEATH AT A FUNERAL, SLUMDOG MILLIONAIRE, PARANORMAL ACTIVITY, PRECIOUS and THE ROAD. In 2008, Icon purchased Dendy Films and Dendy Cinemas. Icon's forthcoming releases include SOUTH SOLITARY, BURIED, LET ME IN, RED & TREE OF LIFE. The company typically releases 15-20 films per annum acquiring those rights from international sales agents, locally made productions, as well as releasing all titles that flow through from Icon productions

Greg Denning – General Manager Theatrical

Starting his film career with a 13-year tenure at Hoyts Cinemas in 1989, firstly in Marketing and later as National Film Programmer, in 2002 Denning was appointed Icon Film Distribution Australia National Sales Manager and has since been involved in the theatrical release of more than 130 films. In 2006, he was appointed Icon's General Manager Theatrical after Icon CEO Mark Gooder's relocation to L.A.

Icon International – www.iconmovies.net

Company Profile

Icon Entertainment International (IEI) is a film sales company which most recently has been selling Mel Gibson's HOW I SPENT MY SUMMER VACATION to international buyers worldwide. It has acquired a significant film library of more than 400 titles for DVD and TV distribution worldwide. IEI focuses on smart genre films targeted at a young international audience.

Erica Motley – Head of International Acquisitions & Development

After two years on Wall Street and a Harvard MBA, Motley began her film career as an international acquisition executive at HBO before joining Fox where she negotiated deals with sales agents and independent producers. Then, as Bertelsmann Programming VP, Motley structured studio output deals before becoming head of the film group for Shine where she wrote the business plan and raised funding. Later, Motley joined Stewart Till at UIP as International Acquisitions, buying the likes of ELITE SQUAD, TORRENTE 3, STEP UP, VINICIUS, and OLD BOY. She is currently the head of international acquisitions and development for the Icon International Sales Agency.

IFC – www.ifcfilms.com

Company Profile

IFC Entertainment is home to *IFC Films*, a leading film distribution company bringing the best of independent and specialized films to theatres and simultaneously to VOD through *IFC In Theatres*, which reaches 50 million homes across the USA. IFC Entertainment consists of multiple brands that are devoted to bringing the best of specialty films to the largest possible audience: IFC Films, IFC Productions and the IFC Center. IFC Films's genre label, IFC Midnight, features the very best in international genre cinema, including horror, sci-fi, thrillers, erotic art-house, action and more. IFC Entertainment's companies are subsidiaries of Rainbow Media Holdings LLC.

Arianna Bocco – SVP, Acquisitions & Production

As IFC Entertainment Senior Vice President of acquisitions & production, Arianna Bocco is responsible for identifying and pursuing finished feature films that support the company's overall motion picture acquisition strategy. In this role, Bocco has acquired the U.S. rights to some of the independent film world's most critically-acclaimed films including: 2008 Palme d'Or winner *4 Months, 3 Weeks and 2 Days*; Gus Van Sant's *Paranoid Park*; the Golden Globe nominated and Cannes Grand Jury Prize Winner, *Gomorrah*; *Hunger*, director Steve McQueen's 2008 Camera d'Or winner; Steven Soderbergh's *Che*; and most recently, Armando Iannucci's *In the Loop*; and from Cannes 2009, Ken Loach's *Looking for Eric* and *Antichrist* from director Lars Von Trier. Before IFC, Bocco was head of the independent feature packaging division of the Gersh Agency in New York City, having served as acquisitions vice-president of Miramax Films where she was involved in acquiring such notable films such as Zach Braff's *Garden State*, and Tom McCarthy's *The Station Agent*. Before Miramax, Bocco was New Line Cinema and Fine Line Features vice president of acquisitions and co-productions. Earlier in her career, Bocco worked at The Steve Tisch Company, having earned her Bachelor of Arts degree from Sarah Lawrence College.

Madman Entertainment – www.madman.com.au

Company Profile

An all rights licensing and distribution company, Madman has been trading for over 10 years in Australia/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, KENNY, 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. Sister companies include Funtastic Toys, Publishing and Interactive, which all form part of holding company Funtastic Ltd.

Paul Wiegard – Managing Director

Madman Entertainment joint Managing Director Paul Wiegard began his career with Siren Visual, acquiring key anime and arthouse releases for the Siren retail and rental catalogue. He 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 and 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). Wiegard is also a board member of the Melbourne International Film Festival.

Nick Batzias – Licensing & Business Affairs

In his role at Madman Entertainment, Nick works both in the assessment and acquisition of films and programming for Australia and New Zealand as well as working across the release of these films into the territory. He has worked across the release of over 400 feature and documentary films across various rights exploitation. As a key part of his role, Nick has assessed hundreds of Australian and foreign scripts, treatments and rough cuts with a view to acquiring the films for distribution in Australia and New Zealand.

James Hewison – Theatrical Distribution Manager

Before commencing at Madman, Hewison was CEO of the Australian Film Institute and was Executive Director of the Melbourne International Film Festival from 2000 to 2006. His professional history in film and media includes roles from Marketing Manager (Victoria) for the Australian Broadcasting Corporation to Cinema and Marketing Manager for The George Cinemas and Palace Cinemas. Hewison has served as an Advisor for the Asian Film Market for South Korea's Pusan International Film Festival and Australian production company Porchlight Films. He was also the Associate Producer of Clara Law's feature documentary film, LETTERS TO ALLI.

Media Funds Management (MFM) – www.mediafundsmanagement.com

Company Profile

MFM funds against the Producer Offset, pre-sales and distribution guarantees. Recently MFM co-funded Fred Schepisi's THE EYE OF THE STORM (starring Geoffrey Rush, Judy Davis and Charlotte Rampling), Simon Wincer's THE CUP (starring Brendan Gleeson and Stephen Curry) and Troy Dann's animation movie OAKIE'S OUTBACK ADVENTURES. MFM was the first to 'bank' the Australian Producer Offset on a commercial basis, funding the Producer Offset on David Caesar's PRIME MOVER.

James Vernon - Managing Director

Vernon has written, produced or directed numerous Australian motion pictures and TV productions and, in more recent times, has become a financier to the motion picture industry. Vernon's roles included being the Executive in Charge of Australian Production Services on a number of major Hollywood produced motion pictures and TV series including: NIXON (starring Sir Anthony Hopkins), EVITA (starring Madonna) TOTAL RECALL- The Series, WING COMMANDER and MAN ON THE MOON (starring Jim Carrey). Vernon has performed various producer roles on 15 motion pictures and also as Executive Producer on GABRIEL, which sold to Sony, and on PRIME MOVER.

Media Luna New Films UG – www.medialuna.biz

Company Profile

Media Luna New Films was founded to face the challenges of the international market, with a focus on quality (rather than quantity of) feature and documentary films. Recent titles represented include STRANGERS LOVERS

KILLERS (Australia), I'M NOT HARRY JENSON (New Zealand), BLACK FIELD (Greece), MY TEHRAN FOR SALE (Iran/Australia), THE TENANTS (Brazil), BLIND COMPANY (Australia),

Ida Martins – CEO

Ida Martins has worked as world distributor/sales agent for more than 18 years and is a fixture on the festival and market circuit. She has represented dozens of films over the years, including Ireland's COWBOYS & ANGELS, America's ANOTHER GAY MOVIE, Irish-Welsh co-production DEAD LONG ENOUGH, Switzerland's VITUS, Sundance special jury prize-winner BROTHER TO BROTHER, Spain's BEAR CUB, Boliva's THE DAY SILENCE DIED, America's HEARTBREAK HOSPITAL, Germany's BERLIN IS IN GERMANY and America's THE FLUFFER

Myriad Pictures – www.myriadpictures.com

Company Profile

Los Angeles-based Myriad Pictures specializes in production, financing and worldwide distribution of feature films and TV programming. The company's diverse library of critically-acclaimed art-house and mainstream filmed programming includes *Kinsey*, *The Good Girl*, *Little Fish*, Gillian Armstrong's *Death Defying Acts* and Sundance winner *happythankyoumoreplease*.

Kirk D'Amico – President & CEO

Kirk D'Amico has been President and CEO of Myriad since 1999. His film projects include *THE GOOD GIRL* starring Jennifer Aniston, *KINSEY* starring Liam Neeson, *LITTLE FISH*, starring Academy Award®-winner Cate Blanchett, *DEATH DEFYING ACTS*, starring Catherine Zeta-Jones and Guy Pearce, *JEEPERS CREEPERS 2* and *VAN WILDER*. Prior to founding Myriad, Mr. D'Amico was EVP of Village Roadshow Pictures and Vice President of International at the Samuel Goldwyn Company. D'Amico is a member of the Board of Directors of IFTA.

Odin's Eye Entertainment – www.odinseyeent.com

Company Profile

Established in 2006 by Michael Favelle, Odin's Eye Entertainment (OEE) is a Production and International Sales Agency that specializes in working with both emerging and established filmmakers with a specific focus on genre driven programming. OEE currently represents more than 25 films across a variety of genres and participates in 6-8 international markets per year. OEE's first two completed films were the Tribeca hit *BITTER & TWISTED*; and Matthew Newton's *THREE BLIND MICE*.

Michael Favelle – CEO

After seven years working for various International sales outfits including Beyond and Arclight, Favelle launched Odin's Eye Entertainment (OEE) at the American Film Market in 2007. Favelle has acted as an Executive Producer on several current and upcoming films including *THREE BLIND MICE*, *DOWN FOR LIFE* and *CRUSH*.

PackScreen – www.packscreen.com

Company Profile

PackScreen currently has six completed titles ready for distribution which will be released in five cities from September 2010. It has two acquisitions in post production: *BLAME* (MIFF Premiere Fund 2010) and *X* (Jon Hewitt/Lizzette Atkins), and two, *SCRATCH THE SURFACE* (Tony Ayres/Trevor Blaney) and *LAYING WITH DOGS* (Scott Murden/Brendan Sloane) in development.

Peter Castaldi – Managing Director

Castaldi has been working in the film exhibition, distribution and marketing since 1977 when he started working with Valhalla Cinemas. He has owned (Byron Bay) and programmed (Byron Bay and Valhalla) cinemas and worked in festival programming and management (Olympic Arts FF, Goat Island FF, Dungog FF). He worked for 15 years as an entertainment journalist, reviewer and producer for ABC radio (Triple J) and TV (Review), the Movie Network & Ten. He has managed the TFF for Sydney Film Festival and spent two years with the AFC running Big Screen and developing the Regional Digital Screen Network. Castaldi set-up PackScreen 18 months ago to deliver exclusively Australian content to Australian screens.

Participant – www.participantmedia.com

Company Profile

Los Angeles-based Participant Media focuses on socially relevant, commercially viable feature films and documentaries, as well as publishing and digital media. Participant exists to tell compelling, entertaining stories that bring to the forefront real issues that shape our lives. For each of its projects, Participant creates extensive social action and advocacy programs, which provide ideas and tools to transform the impact of the media experience into individual and community action. Participant's films include *FAIR GAME*, *THE CRAZIES*, *THE KITE RUNNER*, *SYRIANA*, *CHARLIE WILSON'S WAR*, *AN INCONVENIENT TRUTH*, *GOOD NIGHT AND GOOD LUCK*, *THE VISITOR*, *FURRY VENGEANCE*, *THE SOLOIST*, *FOOD INC.*, *THE INFORMANT!*, *THE COVE*, *OCEANS*, *CASINO JACK AND THE UNITED STATES OF MONEY*, *COUNTDOWN TO ZERO*, *CANE TOADS: THE CONQUEST*.

Erin Stam – Senior Vice President of Production

Erin Stam supervises the development and oversees the production of narrative features for Participant. Prior to joining Participant in 2008, Stam was at Spyglass Entertainment, where she was involved in the production of such

films as *27 Dresses*, *Underdog* and *The Invisible*. Previously, Erin worked her way up to production executive at Tall Trees Productions, where she oversaw *Surviving Christmas*.

Protagonist – www.protagonistpictures.com

Company Profile

A joint venture between Film4, Ingenious Media and Vertigo Films, Protagonist has build up a dynamic slate of films produced by its partners and well as third party producers including BBC Films and Warp. In its two-year existence, Protagonist has sold such films as *IN THE LOOP*, *BRONSON*, *WILD TARGET*, *STREETDANCE 3D*, *MONSTERS* and *BEL AMI*.

Charlotte van Weede – Head of Sales

Starting in the film business at Intermedia, van Weede was later at Summit Entertainment as VP International Sales. Following a break, in which she earned an MBA degree at Duke University (US) and helped re-launch Nelson Mandela's HIV/AIDS campaign, she returned to the film industry to work for Hanway Films before joining start-up company Protagonist Pictures as Head of Sales.

Rialto Distribution – www.rialtoentertainment.com

Company Profile

Some 16 years old, Rialto has distributed numerous art-house crossover films throughout Australia and New Zealand including *AMAZING GRACE* (\$7.0m GBO), *AS IT IS IN HEAVEN* (\$4.0m GBO), *LARS AND THE REAL GIRL* (\$2.5m GBO), *THE VISITOR* (\$2.0m GBO) and current NZ Box Office success *TOPP TWINS UNTOUCHABLE GIRLS* (\$1.5m+ GBO in NZ). With fully staffed offices in both countries, Rialto is committed to the ongoing and successful releasing of films within the territory across all rights.

Mike Vile – General Manager

Vile is responsible for the operations of Rialto's Australian and New Zealand offices as well as being in charge of Australian Theatrical releases from sales to marketing and publicity. A key part of Vile's role is in Acquisition and he has traveled to film markets around the world in association with company founder Kelly Rogers.

Roadshow Film Distributors – www.village.com.au

Company Profile

A division of Village Roadshow, Roadshow Films distributes an average of more than 60 releases a year in Australia. Roadshow distributes films for the Time Warner group of companies, including Warner Bros., New Line Cinema, Castle Rock Entertainment, and The Weinstein Company. In addition, Roadshow actively acquires films from independent production companies in Australia, the US, and the UK. In 2010, Roadshow has released two Australian films - *BRAN NUE DAE* and *I LOVE YOU TOO*, following 2009's *BEAUTIFUL KATE* and *MAO's LAST DANCER*. In 2011 Roadshow will release Kriv Stender's adaptation of Louis De Bernieres' book *RED DOG* and veteran director Simon Wincer's dramatic retelling of Damian Oliver's amazing 2002 Melbourne Cup Victory in *THE CUP*.

Company Profile

Joel Pearlman – Managing Director

Pearlman 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*. Pearlman is also responsible for Roadshow's Australian production division, whose local releases have included *WOLF CREEK*, *CRACKERJACK*, *LOOKING FOR ALIBRANDI*, *THE DISH*, *BOYTOWN*, *JINDABYNE*, and is on the board of the Melbourne International Comedy Festival, the Motion Picture Distributors Association of Australia and the Melbourne International Film Festival.

Seph McKenna – Australian Acquisition, Production, & Distribution Manager

Seph (short for Joseph) McKenna came to Roadshow Films in March 2006 from Village Roadshow Pictures (VRP) in Los Angeles where he worked in the script development and assessment department. Roadshow aims to cultivate outstanding Australian stories with broad commercial appeal that will resonate across Australia and the world.

Salt – www.salt-co.com

Company Profile

Salt helps get films made. From financing and packaging to launching and selling, Salt is the essential ingredient. Salt has sold and helped finance such films as: Sundance 2008 hit *Donkey Punch* (sold to Magnolia); Fernando Meirelles' *City of Men* (acquired by Miramax); Slingshot Studio's *The Infidel* written by David Baddiel and starring Omid Djalili; *Killing Bono*, an Irish music-based comedy from the writers of *The Commitments* with Ben Barnes and Robert Sheehan; *Cherry Tree Lane*, the latest provocative drama from *London to Brighton* director Paul Andrew Williams; and upcoming camp comedy *Dirty Girl* from writer/director Abe Sylvia with Juno Temple, Sally Hawkins, James Woods and William H. Macy.

Samantha Horley – Managing Director

Samantha Horley has more than 14 years' experience in international sales, working with such companies as PolyGram, Summit and Myriad. She has handled sales for a diverse array of films including box office hits *Fargo*, *American Pie*, *The Blair Witch Project*, *Memento* and *Lock Stock and Two Smoking Barrels*. Horley has been Managing Director of Lumina Films (as Salt was formerly known) since September 2004 and is also a founder and board member for Film Export UK, the trade association for British sales agents.

Sharmill Films – www.sharmillfilms.com.au**Company Profile**

Melbourne-based Sharmill concentrates on releasing films to the arthouse market. Its catalogue includes European, Asian, African, British and Australian titles from directors as diverse as Zhang Yimou and Terence Davies, Francis Veber and Luis Bunuel and the first film made after the fall of the Taliban in Afghanistan, Osama, directed by Siddiq Barmak. Recent titles include: THE EDGE OF HEAVEN by Fatih Akin, COEURS by Alain Resnais, OF TIME AND THE CITY (Terence Davies), QUIET CHAOS (Antonello Grimaldi).

Natalie Miller – Executive Director

Executive Director of Sharmill Films for more than 40 years, Miller is also joint Managing Partner of Cinema Nova and was previously Executive Director of the Longford Cinema for 17 Years and continues on the Board of ACMI. Previous Board positions include Film Victoria, Cinema Papers, Women in Film and TV and the Women's Film Fund. A recipient of the OAM for service to the Film Industry, Miller is also the recipient of the Chevalier and L'Ordre des Art et des Lettres from the French Government for services to the promotion of French Culture in Australia. **Elly**

Smart – Distribution Manager

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

Sierra – www.sierra-pictures.com**Company Profile**

Sierra Pictures was launched in June 2009, focusing on independent film finance, production and foreign sales. Sierra Pictures sells and services Sidney Kimmel Entertainment's library and upcoming slate. In addition, Incentive Filmed Entertainment recently made Sierra its exclusive sourcing and sales agent to package and make all distribution deals for Incentive's pictures. In March 2010 Sierra and filmmaker Brett Ratner launched White Knuckle Pictures, which will finance, develop, produce and distribute action films and thrillers in the mid-budget range.

Kristen Figeroid – SVP, International Sales

Previously Vice-President of International Sales at The Film Department, where she handled box office hit LAW ABIDING CITIZEN, Figeroid joined Sierra Pictures in March 2010. She has also served as Vice President of International Sales at Media 8 Entertainment and Director of International Sales at Mainline Releasing and Lightning Entertainment. Figeroid began her career in 1998 in the International Distribution department at Franchise Pictures. She was promoted to Director of Post-Production and supervised the Robert De Niro drama CITY BY THE SEA. Her production experience includes working as Production Associate on the Steven Seagal thriller THE FOREIGNER.

Transmission Films – www.transmissionfilms.com.au**Company Profile**

A Sydney-based feature film acquisitions and distribution company, Transmission Films Joint Managing Directors Richard Payten and Andrew Mackie previously ran Dendy Films for six years before launching Transmission Films in partnership with Paramount Pictures. Prior to Transmission, Payten and Mackie released and acquired over 100 films grossing more than \$125m box office in Australia and New Zealand, earning 23 Oscar nominations, 3 Palme d'Ors and 150 AFI Award nominations. Transmission also has a sister company, Emile Sherman and Iain Canning's production entity See-Saw Films.

Andrew Mackie and Richard Payten, Managing Directors

Andrew Mackie and Richard Payten founded Transmission Films after jointly running Dendy Films for six years. Prior to Dendy, Mackie and Payten ran The Globe Film Co having met each other during their time at Ronin Films. Films they have acquired and/or released include SAMSON & DELILAH, CONTROL, THE WORLD'S FASTEST INDIAN, GOOD NIGHT AND GOOD LUCK, VOLVER, ROMULUS, MY FATHER, LOST HIGHWAY, THE PAINTED VEIL, THE OYSTER FARMER, METALLICA: SOME KIND OF MONSTER, HUNGER, SECRETS & LIES, SUPER SIZE ME, WATER, MULLET, LOVE SERENADE, THE MAGDALENE SISTERS, STRANGE BEDFELLOWS, THE WEEPING CAMEL, SWIMMING POOL, CANDY, THE WIND THAT SHAKES THE BARLEY, DEAD MAN, PRICELESS, DOGVILLE, HIDDEN/CACHE, RABBIT PROOF FENCE, THE TRACKER, PRAISE, LOOK BOTH WAYS and ENRON: THE SMARTEST GUYS IN THE ROOM.

U-Media – www.umedia.fr**Company Profile**

Created in 2004 by Frédéric Corvez, UMEDIA presents up to seven international art-house films by promising young filmmakers and renowned directors whose films distinguish themselves through innovation and originality. Its titles include Australia's LITTLE SPARROWS.

Keiko Funato – Legal & Sales

Having started her career in Tokyo-based independent distribution company Uplink, Funato moved to Paris in 1995, working in the Celluloid Dreams legal department. She has also worked for Tiffcom (Film market in Tokyo), and for the international co-production Unijapan's program (J-Pitch).

Umbrella – www.umbrellaent.com.au

Company Profile

Founded in 2001, Umbrella Entertainment is an Australian-owned independent distribution company which has acquired more than 1,500 releases for the Australia/NZ market. Since 2006, Umbrella has managed a number of first-run theatrical releases that complement its classic library with contemporary titles including Claude Lelouch's acclaimed thriller *Roman de Gare*, the French romantic comedy *Shall We Kiss* and the Sundance award-winning documentary *Big River Man*. Current Australian releases include the revenge thriller *The Horseman*, with many more local releases on the horizon.

Jeff Harrison – Managing Director

Umbrella was founded by Jeff Harrison, who was the owner and Managing Director of independent music retailer Gaslight Music and brings more than 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.

Wild Bunch – www.wildbunch.biz

Company Profile

Wild Bunch is a Paris-based independent European film sales, distribution and production services company that manages a library of more than 1,150 films. In addition to its sales operation, Wild Bunch is developing a pan-European distribution network and is active in French theatrical distribution (Wild Bunch Distribution) and in video distribution (Wild Side Video). Wild Bunch is also actively committed to direct distribution in Italy (BIM Distribuzione) and in Germany (Wild Bunch Germany). Wild Bunch has distributed or will distribute, in France or worldwide, such films as: *Fahrenheit 9/11* directed by Michael Moore, (Golden Palm at 2005 Cannes Film Festival); *4 months, 3 weeks and 2 days* by Cristian Mungiu, (Golden Palm at 2007 Cannes Film Festival); *Che* by Steven Soderbergh (Award for Best Actor to Benecio del Toro at 2008 Cannes Film Festival); *Looking For Eric* by Ken Loach; *Pan's Labyrinth* by Guillermo del Toro (Oscar in 2007 : best cinematography, best art direction and set decoration); *March of the Penguins* by Luc Jacquet (Oscar in 2006 : best documentary feature); *Time That Remains* by Elia Suleiman; *Spirited Away* by Hayao Miyazaki (Golden Bear in Berlin in 2002 and Oscar in 2002); *We Own The Night* by James Gray; *Vicky Cristina Barcelona* by Woody Allen; *The Wrestler* by Darren Aronofsky (Golden Lion at Venice Film Festival in 2008); *Le Petit Nicolas* by Laurent Tirard; *Killer Inside Me* by Michael Winterbottom; *Burn by the Sun 2* by Nikita Mikahlkov; *Of God and Men* by Xavier Beauvois; *Four Lions* by Chris Morris.

Rita Dagher – Head of Acquisitions

Rita Dagher is Head of Acquisitions for the international sales arm of Wild Bunch. She is also a producer of feature films, with credits including: *My Enemy's Enemy*, a feature documentary directed by Kevin Macdonald; *The Terror's Advocate*, directed by Barbet Schroeder; and *Mamarosh*, a dramatic comedy and Franco-Germano-Serb co-production directed by Momcilo Mrdakovic which is currently in production.

The Works – www.theworksmediagroup.com

Company Profile

A sales agency established in 1986, and owned by The Works Media Group PLC, The Works International's highlights over the years have included Oscar winners THE COVE, MAN ON WIRE, SIX SHOOTER, NO MAN'S LAND, THE CRYING GAME and ANTONIA'S LINE; Oscar nominees VENUS and WHALE RIDER; Golden Globe nominee and worldwide smash hit BEND IT LIKE BECKHAM; IN THIS WORLD and THE ROAD TO GUANTANAMO, winners of the Berlin Golden Bear and Silver Bear respectively; and Cannes Competition award winners SWEET SIXTEEN and CLEAN. New titles for The Works International in 2009/2010: I AM LOVE, GLORIOUS 39, DOSSIER K, BEAUTIFUL KATE, MY YEAR WITHOUT SEX, LA PRIMA LINEA, THE COVE, ANVIL: THE STORY OF ANVIL.

Beatrice Neumann – Acquisitions Manager

In November 2008 Beatrice joined The Works Media Group acquiring for The Works International and since has been involved in the acquisitions of THE COVE, ANVIL: THE STORY OF ANVIL and I AM LOVE. Beatrice has worked in international distribution since 2003. Starting as a runner at Winchester Entertainment, she soon progressed into the position of Acquisitions Manager after ContentFilm took over the company. There, she was instrumental in acquiring amongst others *Nightwatching*, *Outpost*, *Splinter*, *The Messenger*, *Fishtank* and *The Last Ride* including serving as a production executive on several of these productions.