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MIFF 37° South Market is the Australia/NZ partner of London's Production Finance Market (PFM) & Canada's Strategic Partners

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21-24 July 2011

2011: 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 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 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.

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 is Head of ABC TV's Arts and Entertainment department which commissions a range of programs from observational documentary series and arts performance to studio entertainment programs with an emphasis on cross platform potential.

Andrew Gregory is Script Assessor for features at ABC-TV Fiction. He has worked in various roles at broadcasters, production companies and government agencies in Australia, the UK and the US.

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

George Papadopoulos has been Accent General Manager since the company's founding in late 2003, having served as NewVision Films Finance and Acquisitions Manager.

Antidote Films

Company Profile

Gil Scrine was an independent producer/director of documentaries from 1973–1993. He started in Gil Scrine Films in 1992 as a distributor of art house features and documentaries. In 2010, the company was re-branded as

Antidote Films, which takes over all of Gil Scrine Films' previous activities with the addition of the Antidote brand on **DVD** releases. In 2004, Gil founded **Cinema Ventures Ltd** to explore **not-for-profit distribution** and the links

between the issues at the heart of most documentaries, untapped audiences already formed around those issues, and the philanthropic community. This led to pioneering work with a new distribution philosophy called "Community Targeted Distribution" which explores the potential for social change through the box office. With business partner Louise van Rooyen and Screen Australia assistance, Gil has set-up VOD company **beamAfilm** with. **beamAfilm** will specialize in monetizing documentaries online with a boutique collection of feature films.

Arclight – www.arclightfilms.com

Company Profile

Arclight Films is an international sales and production company that has sold over 130 motion pictures including the 2004 Best Picture Oscar® winner CRASH, and 2007 Golden Globe® Best Picture Nominee BOBBY, THE BANK JOB (2008), FORBIDDEN KINGDOM (2008), ROMULUS, MY FATHER (2007), LORD OF WAR (2005), WOLF CREEK (2005), THE MERCHANT OF VENICE (2004) and NEW POLICE STORY (2004). Currently in post is Arclight production A FEW BEST MEN, a comedy directed the Stephan Elliot. In production is MENTAL, a comedy starring Toni Collette and written and directed by P.J.Hogan which Arclight Films is EPing. Arclight Films additionally encompasses subsidiary labels Darclight and Easternlight. Darclight is the genre division of Arclight and its films include the horror hit WOLF CREEK (2005). Currently in post-production is Darclight's 3D shark action movie BAIT.

Harry Avramidis 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, later, acquisitions for Australia. He now heads the Australian office of Arclight and is focused on acquisitions from Australia and the Asia-Pacific region

Aver Media LP – www.averlp.com

Company Profile

AVER Media LP is a Toronto-based deficit funder. Founded six years ago, AVER has become the second-biggest lender in Canada to English-language film and TV productions, and has made over 300 financings in that time. The 3 principals of AVER have many years experience in the film and TV business. Funding is in place, there is no need for Board approval- decisions are made by the 3 main principals at any time – and AVER does not require any credits or other acknowledgment of involvement in a production. AVER is keen to expand its lending activities to both film and TV projects outside of Canada, and Sally Caplan has been engaged to assist AVER to do so.

Sally Caplan has worked in film for over 20 years, mainly in the distribution sector, where she ran acquisitions and business affairs for Polygram, Universal and Momentum and was President of Icon Film Distribution (UK). Most latterly, Sally was Head of The Premiere Fund at the UK Film Council for five years, during which time she invested in and oversaw the production of over 45 films, including Miss Potter, Tamara Drewe, How to Lose Friends and Alienate People, Another Year, Streetdance 3D, and The King's Speech. Caplan is now a film consultant, whose principal client is AVER Media LP

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. Aztec's main releases for 2011 are the Argentinean film MEDIANERAS and the Norwegian comedy HAPPY HAPPY.

Simon Killen After a dozen or so years licensing international music for a variety of Mushroom/Gudinski affiliated, Killen moved to Gil Matthews' imprint, Aztec as Acquisitions Manager. Acquisitions range from art-house features, including several pre-buys, to documentaries, and art-house classics.

Paulette Arvizu With a background in Film Production and having worked in the advertising industry, Paulette moved to Australia from Mexico in 2008 to complete a Masters Degree in Cinema Management at Melbourne University. While undergoing her Postgraduate studies, she worked as Location Operations Manager of the St. Kilda Openair Cinema and as Duty Manager of the Palace Cinema Como. She is currently the Festival Manager of the Hola Mexico Film Festival and recently joined Aztec in Theatrical Sales.

BAC Films – www.bacfilms.fr

Company Profile

Operating for 26 years, BAC FILMS is active in: French theatrical distribution, video publishing, VOD and TV sales; international co-production; and international sales. It has distributed over 500 films, eight of which have won the Cannes "Palme d'Or" .

Mathieu Robinet handles Sales & Acquisition for BAC FILMS.

Bankside Films www.bankside-films.com

Company Profile

London-based BankSide is a world sales company founded in January 2007, which 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 HeadGear. Bankside enjoys an exclusive first-look deal with iconic New York production house Killer Films as well as an on-going relationship with Michael Winterbottom's and Andrew Eaton's Revolution Films. **Stephen Kelliher** Bankside co-founder Stephen Kelliher is the company's Head Of Sales & Marketing, having previously worked in Sales & Marketing at Beyond Films for ten years. Prior to Beyond, Kelliher worked in sales & acquisitions at London's Vine International Pictures. Kelliher is the chair of Film Export UK, the organisation which represents the interests of UK-based international film sales companies.

Bavaria Film International - www.bavaria-film-international.de

Company Profile

Bavaria Film International's portfolio ranges from international box office hit RUN LOLA RUN (1998), the Academy Award winner NOWHERE IN AFRICA (2002), multiple European Film Award winner GOOD BYE, LENIN (2003), to Golden Berlin Bear winner HEAD-ON (2004), double Silver Berlin Bear winner SOPHIE SCHOLL – THE FINAL DAYS (2005) or creative documentary INTO GREAT SILENCE (2005). More recent hits were CHERRYBLOSSOMS-HANAMI by Doris Dörrie and bestselling vampire drama LET THE RIGHT ONE IN. Recent and upcoming acquisitions include BLACK BUTTERFLIES with Carice van Houten and Rutger Hauer, London based neo-noir I, ANNA with Gabriel Byrne and Charlotte Rampling, horror-comedy EDDIE-THE SLEEPWALKING CANNIBAL, partly-animated upbeat Dublin-set drama SUPERHERO and Paris-set Michael Caine-starrer MR. MORGAN'S LAST LOVE.

Olaf Aichinger 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. He's a regular expert on ACE and MBS training sessions.

Ealing Metro International - www.ealingmetro.com

Company Profile

Ealing Metro International (EMI) is a joint venture between production company Ealing Studios (Easy Virtue) and film financier Prescience (The King's Speech). EMI's focus is on quality, commercial films for the global marketplace, ranging from star-driven US independent productions to intelligent British, Australian and European movies and genre product targeted at core theatrical audiences.

Natalie Brenner started her career in sales in 1989 with J & M Entertainment where she worked for ten years before joining IAC Film and then Film Four International. In 2004, she set-up independent sales shingle Element X before joining Ealing Studios in 2006 as International and Development consultant, launching the international sales arm Ealing Studios International in 2007 and becoming Executive Vice President of Sales when the company merged earlier this year to become Ealing Metro International.

Entertainment One - www.entertainmentonegroup.com

Company Profile

Entertainment One Films International is the international film sales division of Entertainment One. eOne Films International has entered into agreements with many of the world's leading independent filmmakers, including Atom Egoyan, Michael Winterbottom, Guy Maddin, Deepa Mehta, Jeremy Podeswa, Denis Villeneuve and Monte Hellman, as well as emerging top directors like Julia Leigh, Ruba Nadda, David Michôd, Lucy Walker and Cherien Dabis and has also represented many Australian films.

Christina Kubacki is Manager of International Acquisitions for Entertainment One Films International, the international film sales division of Entertainment One. She is responsible for the acquisitions for the international sales team, and works closely with eOne's acquisitions teams in Canada, the US, the UK, the Benelux and Australia for the territories' distribution needs. Christina has a background in advertising and film festivals, having worked at the Toronto International Film Festival and Hot Docs International Documentary Festival, and graduate degrees in Film Studies and Business Administration.

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 last year 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 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.

Vinoo Jose has been working with Export Finance and Insurance Corporation (EFIC) for the past 4 years. Primary role is to assist in new business opportunities for EFIC in the SME space.

Vivianne Arnold has over 15 years of executive leadership in marketing, marketing communications, business development & operations in the IT & telecommunications industries. Previously of MicroSoft, Vivianne joined EFIC in May 2011 as Director, Relationship Marketing & is currently acting Head of Marketing.

Films Boutique - www.filmsboutique.com/**Company Profile**

Films Boutique is an independent Berlin-based international sales company, adding seven-to-ten new titles per year. Recent acquisitions include Bela Tarr's THE TURIN HORSE (Silver Bear Grand Jury Prize at Berlinale 2011) and Aleksandr Sokurov's FAUST.

Gabor Greiner After his studies of Cultural Management in Vienna, Birmingham and Chicago, Gabor worked as a journalist and film critic at Austria's largest web-based cultural magazine, cycamp. In 2003, he moved to Brussels to take charge of the distribution support department of the MEDIA program at the European Commission's Film Fund. In 2009, Gabor became acquisitions executive at international sales agent The Match Factory. In August 2010, Gabor moved to Berlin to take over acquisitions of French-German sales company Films Boutique, whose film THE TURIN HORSE won Berlin's Silver Bear Grand Jury Prize in 2011.

Filmsharks International – www.filmsharks.com**Company Profile**

Based in Argentina, Film Sharks is a world sales company handling feature films, TV and documentary. Titles include: Evil in the Time of Heros, Torrente 4, The Mosquito Net, and Piercing I.

Valeria Fanego

Fortissimo Films – www.fortissimofilms.com**Company Profile**

Fortissimo's library of feature films, feature-length documentaries, animated films and short subjects includes IN THE MOOD FOR LOVE, SHORTBUS, CANDY, SUPER SIZE ME and SHINE A LIGHT. It has represented many Australian films including JAPANESE STORY and, more recently, WASTED ON THE YOUNG and GRIFF THE INVISIBLE. Upcoming features include Kevin Macdonald's documentary MARLEY, Takashi Shimizu's TORMENTED...THE RABBIT HORROR 3D, and SEEDIQ BALE from producer John Woo.

Chris Paton joined Fortissimo in February 2009 to head acquisitions. Prior to this, he was Vice Chairman at DDA Public Relations, the premier independent international entertainment pr company, providing motion picture publicity and corporate media relations services for the worldwide entertainment industry. Paton has over 25 years experience working on films during production, festival premieres and International release campaigns.

Fulcrum Media Finance - www.fulcrum-media.com**Company Profile**

Fulcrum Media Finance provides cashflow for the Australian Producer Offset and New Zealand Screen Production Incentive Fund. Fulcrum also provides limited gap finance, discounts pre-sales, distribution and sales advances. Fulcrum has provided finance for over 30 productions to date including "Animal kingdom", "Oranges and Sunshine", "The Tree", "Kings of Mykonos", "Griff the Invisible", "Sleeping Beauty", "Storm Surfers 3D", "Phryne Fisher" and "20 Something Survival Guide".

Sharon Menzies Fulcrum Managing Director Sharon Menzies has over 15 years experience in film finance companies in the United Kingdom and Australia. Previously, Sharon was Head of Business Affairs for Baker Street Media Finance and later Prescience Film Finance. While in the United Kingdom, Sharon reviewed the library for BBC Films, worked with Portman Film and Television and was an independent advisor to Scottish Screen. Sharon is currently a board member of the New Zealand Screen Production and Development Association.

Galloping Films – www.gallopingfilms.com**Company Profile**

Galloping Films was founded in 2002. As a Producer, Galloping Films has produced the documentary film "Raul The Terrible," and the feature films "ICU", "The Cost of Living" and "3:33". Later in 2011 it will produce "Dances With Werewolves." As a Sales Agent, Galloping represents films and TV programs from 70 international producers, TV broadcasters and distributors. As a Financier, Galloping Films has access to financial institutions that can provide up to 15% gap finance, can cashflow distribution guarantees and presales, and secure equity.

Carlos Alperin In 2002 Carlos Alperin founded Galloping Films as a boutique sales agency and production company. He wrote and produced the multi-award winning documentary RAUL THE TERRIBLE, the thriller ICU, the comedy THE COST OF LIVING and the psychological thriller 3:33. In October 2011, he will produce the \$6m DANCES WITH WEREWOLVES.

Gaumont – www.gaumont.fr**Company Profile**

Gaumont Film Company is a French film production company founded in 1895 by engineer-turned-inventor, Léon Gaumont (1864–1946). It is the oldest running film company in the world.

Victor Saint Macary has worked for Gaumont since 2008 and looks after development.

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 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 and was Series Producer for The Jesters (Movie Extra). Since joining High Point, Adam has helped organise the international sales representation of several Australian productions, including The Jammed, The Cedar Boys, Blame, Storage and Surviving Georgia.

Hopscotch – www.hopscotchfilms.com.au

Company Profile

Hopscotch is in its ninth year, releasing titles as diverse as FAHRENHEIT 9/11, SOMERSAULT, TOUCHING THE VOID, MRS HENDERSON PRESENTS, PAN'S LABYRINTH, BRA BOYS, THE LIVES OF OTHERS, MAO'S LAST DANCER, BRIGHT STAR and more recently, THE KIDS ARE ALRIGHT, INCENDIES and SOURCE CODE. In addition, DVD home entertainment division Hopscotch Entertainment opened in 2004, complimenting Hopscotch's theatrical DVD releases with titles from the NewVision library, classic films from acclaimed directors Ingmar Bergman, Pedro Almodovar, Mira Nair and Wong Kar Wai, documentaries and cult TV. The newest permutation of the Hopscotch brand is Hopscotch Features – a joint venture with Andrew Mason (THE MATRIX TRILOGY, TOMORROW WHEN THE WAR BEGAN) and John Collee (MASTER AND COMMANDER, HAPPY FEET). One of the successful applicants for Screen Australia's Enterprise Program, Hopscotch Features will act as a 'one-stop shop' for film finance, development, production and distribution. In 2011, Hopscotch was acquired by global entertainment powerhouse ENTERTAINMENT ONE.

Jude Troy 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 was a founding member of Hopscotch and 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 Hopscotch Features.

Hughes Media - www.hughesmedia.com.au

Company Profile

Hughes Media specialises in finance, executive production and consultancy and has a deal with the UK's Ingenious Media and an alliance with international TV production and sales company Engine Entertainment, which was recently bought by Ben Silverman's Electus.

Jennie Hughes has worked in the Australian entertainment industry for over 20 years, having held positions at Virgin, Sony, Warner, EMI, Southern Star Group and Macquarie Bank where she was Executive VP.

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 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.

Indomina Media – www.indomina.com

Company Profile

The company's global operations include the production and distribution (in the USA) and (more recently) international sales of motion pictures, television, music, interactive games, and the ownership of world-class studio facilities and production services. Indomina Media has partnered with Pinewood Studios, which will operate, manage and market a new state-of-the-art film and television facility in the Dominican Republic. Recent and upcoming Indomina film releases include "True Legend," "Griff the Invisible," "Bodyguards and Assassins" and "Outcast." International sales representation titles include "Tiny Furniture" (MIFF 2011).

Rob Williams Indomina Acquisitions Vice President Rob Williams was formerly Liberation Entertainment Acquisitions & Distribution Vice President. He served as Acquisitions Executive for Netflix-owned Red Envelope Entertainment. Prior to this he acquired films for Wellspring Media and Genius Entertainment, and worked in marketing for DreamWorks Pictures.

Jinga Films – www.jingafilms.com

Company Profile

Established in 2005 by marketing executive Rosana Coutinho and feature film producer Julian Richards, Jinga Films is an international sales company now selling Srđjan Spasojević's A SERBIAN FILM, Federico Zampaglione's SHADOW starring Karina Testa and RomCom TIMER starring Emma Caulfield and Desmond Harrington. Jinga also represents 30 other independent award-winning films.

Julian Richards A graduate of The National Film School, Julian Richards short film trilogy Pirates (1988), Queen Sacrifice (1988) and Bad Company (1992) won several awards including Best Film at the British Short Film Festival before being televised by BBC Screenplay Firsts. In 1994 Julian adapted the novel "Calling All Monsters" for Steven Spielberg's Amblin Entertainment and in 1996 he wrote and directed his debut feature film Darklands (1996) starring Jon Finch, Rowena King and Craig Fairbrass. In 2007 Richards produced and directed his fourth feature, the coming-of-age thriller Summer Scars (2007) which won two British Academy Awards.

Le Pacte - www.le-pacte.com

Company Profile

Paris-based Le Pacte is a French distribution & production company & also an international sales agent. Founded by Jean Labadie, recent titles are THE ISLAND, AVE and BACHELOR DAYS ARE OVER (all Cannes selected).

Nathalie Jeung After working at REZO and UNIFRANCE FILMS, Jeung started at LE PACTE as a Sales agent at its creation in December 2007.

LevelK – www.levelk.dk

Company Profile

LevelK is a sales and distribution outfit, whose titles include SAY NOTHING, SUICIDE ROOM and THE TEMPTATION OF ST TONY.

Tine Klint Establishing Copenhagen-based LevelK in 2009, Tine Klint is a former Head of International Sales at Nordisk Film and Head of Business Development at TrustNordisk.

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. Madman is a proud supporter of Australian screen content and recent releases have included Snowtown, Animal Kingdom, Sarah's Key and The September Issue whilst upcoming releases include The Hunter and The Trip.

Nick Batzias In his role at Madman Entertainment, Nick works 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.

Media Luna New Films – www.medialuna.biz

Company Profile

Media Luna New 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 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, Bolivia's THE DAY SILENCE DIED, America's HEARTBREAK HOSPITAL, Germany's BERLIN IS IN GERMANY and America's THE FLUFFER

MK2 – www.mk2.com

Company Profile

Founded in 1967 by Marin Karmitz, MK2 is an independent firm, including every branch of the movie industry: production, theatrical distribution in France, world sales, TV production, DVD publishing, music production, movie theatres. The group owns a library of over 400 international. Great masters of world cinema appear in it: Charles Chaplin, François Truffaut, Jean-Luc Godard, Michael Haneke, Abbas Kiarostami, Krzysztof Kieslowski, Louis Malle, Claude Chabrol, Alain Resnais, Paolo & Vittorio Taviani. Recent titles include THE FAIRY (MIFF 2011 opening night film), RECONCILIATION, MANDALA MIRACLE (with Clint Eastwood) and LOOK (with Charlotte Rampling).

Dorothee Pfister graduated with a Master at Sciences Po (IEP de Paris) in Media & Culture Management in 2007. Since then, she has worked as an International Sales Executive at MK2's International Sales & Acquisitions Department.

Mushroom Pictures – www.mushroompictures.com.au

Company Profile

Mushroom Pictures has produced such Australian films as 'Chopper' 'Macbeth,' 'Gettin' Square' and 'Horseplay' and been involved in the distribution of 'Cedar Boys,' 'Anvil,' 'Russian Doll,' and 'Cut.' Most recently, Mushroom Pictures produced controversial but popular documentary 'Such is Life: the Troubled times of Ben Cousins.' In 2011 Mushroom Pictures entered a joint venture with Morrissey Molloy Entertainment.

John Molloy graduated from the Flinders University Drama Centre in 1994. He worked in South Australian theatre until 2000 as and actor and producer. Prior to joining Mushroom, John was a producer at film, TV and radio company Molloy Boy Productions. In film he has worked on the films Crackerjack, Bad Eggs and BoyTown. John also is a partner in Mind Blowing Films, a boutique distribution company for Indian films in Australia and New Zealand. He is co-director of the annual Indian Film Festival: Bollywood and Beyond, in Australia and New Zealand.

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 works with both emerging and established filmmakers. OEE is currently developing and producing a number of feature film projects including the 3D stereoscopic thriller, THE DREAMING (directed by Kate Woods) and the high concept, high budget TV series MYTHIC (with Executive Producer William J. MacDonald - Creator of HBO/BBC's epic ROME). OEE will also be releasing the Australian 'womantic comedy' feature film JUCY theatrically later in the year.

Wendy K. Howell Entering the business as an Entertainment Lawyer, OEE Sales & Production VP Wendy Howell has worked at some of the world's leading media companies including News Corporation in New York, BBC Worldwide & ITV Digital in London and Fairfax in Melbourne. A graduate of RMIT's Professional Screenwriting Program, Howell is currently Producing the high concept TV series MYTHIC and the music 'rockumentary' series FORLORN GAZE and her sales slate includes INSEPARABLE starring Kevin Spacey and THE SPACE BETWEEN starring Melissa Leo.

Revolver Entertainment – www.revolvergroup.com

Company Profile

A UK and US distributor, Revolver has moved into production with its new division Gunslinger. "Shank", the first film to be produced by the new filmmaking arm, was a top ten hit in both cinemas and on home entertainment formats. ANUVAHOOD grossed £2.1m at the UK box office. Its most notable recent releases include TaliHina Sky: The Story of the Kings of Leon, Banksy's Oscar & BAFTA, nominated "Exit Through the Gift Shop", Cary Fukunaga's "Sin Nombre", French box office phenomenon "Heartbreaker", "Dead Man Running", Steven Soderbergh's "The Girlfriend Experience" and Jim Jarmusch's "The Limits of Control". Forthcoming releases include: Gunslinger's third production "Sket", "Fire in Babylon", "Knuckle" and "Ill Manors" directed by urban music sensation Plan B. Other titles include include "Stone Roses", inspired "Spike Island", Matthew Hope's thriller "Veteran" and Jon Hewitt's "X".

Lucy Taylor graduated from the University of Sussex, England in 2003 and then spent almost six years in Los Angeles working for various companies including the UK Film Council, BAFTA Los Angeles, and Warner Bros TV having also studied at UCLA Film School for a year. In 2008, she returned to London and joined the acquisitions department at Revolver Entertainment. The department is responsible for programming 12-15 Theatrical Films and up to 50 direct-to-video titles per year. Lucy's recent acquisitions include documentary TALIHINA SKY: THE STORY OF KINGS OF LEON (Dir Stephen C. Mitchell, USA), Cannes Film Festival's Critics Week and Competition pick ups SNOWTOWN (Dir Justin Kurzel, Australia) and SLEEPING BEAUTY (Dir Julia Leigh, Australia).

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, AS IT IS IN HEAVEN, LARS AND THE REAL GIRL, THE VISITOR and TOPP TWINS. Most recently Rialto has released the phenomenon that is the Millennium trilogy (Girl with the Dragon Tattoo, Girl who played with Fire and Girl who kicked the Hornets' Nest).

Mike Vile has been General Manager at Rialto for the past eight years. He is responsible for the release of the films in Australia and works with CEO Kelly Rogers in acquisition of product for both Australia and New Zealand.

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, plus The Weinstein Company. In addition, Roadshow actively acquires films from independent production companies in Australia, the US, and the UK. Upcoming Roadshow releases of Australian productions include *Red Dog* (August 11) and *The Cup* (Oct 13).

Seph McKenna Seph (short for Joseph) McKenna came to Roadshow Films in March 2006 from Village Roadshow Pictures (VRP) in Los Angeles where he worked in script development and assessment. Seph reports directly to Managing Director Joel Pearlman on matters relating to Australian acquisition, production and distribution.

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 of Sharmill Films for more than 44 years, Miller is also joint Managing Partner of Cinema Nova and was previously Executive Director of the Longford Cinema for 17 Years. Previous Board positions include ACMI, 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.

Katharine Thornton Currently managing distribution at Sharmill, Katharine studied at Sydney Film School and completed a Masters of Film and Digital Image at the University of Sydney. Katharine has worked as distribution manager for Sydney Film School she has also worked for both Anvil Films and Sherman Pictures (now See Saw Films) during the release and distribution of *Candy* and production *Disgrace*. Prior to that she worked as an editor at Film Edit Copy.

Shoreline Entertainment - www.shorelineentertainment.com

Company Profile

World sales agent Shoreline Entertainment has brought close to 200 films to the marketplace, having handled films with actors such as James Franco, Ellen Page, Timothy Olyphant, Adrien Grenier, Aaron Johnson, Marisa Tomei, just to name a few. Shoreline also has an animation division a foreign language division and a documentary division. With films in all the major festival's each year, Shoreline title "*The Maid*" was nominated for a 2010 Golden Globe for best Foreign Language Film.

Morris Ruskin Having produced more than 45 films that premiered at the likes of Sundance, Toronto, Slamdance and Berlin, on the heels of the success of co-producing "*Glengarry Glen Ross*," Ruskin established his own production company, Shoreline Entertainment, in 1992, which expanded to include a sales and distribution arm in 1997, a management arm in 2009 and an animation division in 2011.

Studio Canal – www.studiocanal.com

Company Profile

Studiocanal produces, sells, acquires and distributes motion pictures and the only studio in Europe distributing all media at the source in the three largest markets: France, UK (Optimum Releasing) and Germany (Kinowelt). Studiocanal owns a film library with more than 5,000 French, British, Italian, German and American films. The company is increasingly active in International Production having fully financed "*The Last Exorcism*", having co-developed and co-financed "*The Tourist*" starring Angelina Jolie and Johnny Depp, and having co-financed the Joel Silver production "*Unknown*" starring Liam Neeson, Diane Kruger and January Jones. Studiocanal is currently in post production *Blackbird* and on its fully financed Working Title production of John Le Carre's *Tinker, Tailor, Soldier Spy*, directed by Tomas Alfreson and starring Gary Oldman, Colin Firth and Tom Hardy.

Max von Olfers Grew up in Germany, Japan and South Africa; studied in Cologne, Germany and has worked with Studio Canal production and acquisitions since 2008. Productions involved in include *LAST EXORCISM*, *UNKOWN*, *THE TOURIST*, *BLACKBIRD* and *TINKER TAILOR SOLDIER SPY*.

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. Richard and Andrew's 18- year partnership has seen them release over 130 films and generate over \$260 million at the box office. The films they have acquired and distributed have won 5 Palme d'Ors, been nominated for 42 Academy Awards and received over 200 Australian Film Institute nominations. These films include *The King's Speech*, *Beneath Hill 60*, *Boy*, *Samson & Delilah*, *Balibo*, *An Education*,

Control, The White Ribbon, Charlie & Boots, Antichrist, The World's Fastest Indian, Good Night & Good Luck, Volver, Romulus, My Father, Lost Highway, Secrets & Lies, Super Size Me, Swimming Pool, Dead Man, Rabbit Proof Fence.

Courtney Botfield Transmission General Manager Courtney Botfield oversees the Transmission theatrical slate working closely with Paramount Pictures. Over her 15 years in the film industry, Courtney has also worked in exhibition re-launching Sydney's Chauvel for Palace; in festivals as Head of Press for the Edinburgh International Film Festival; in development and production at Arenafilm with John Maynard and Robert Connolly and in 2009 she managed Footprint's theatrical campaigns for SAMSON & DELILAH, MY YEAR WITHOUT SEX and BALIBO.

Andrew Mackie Joint Managing Director (with Richard Payten) of Transmission, previously Andrew co-ran Dendy Films with Richard Payten. The two originally started working together at Ronin Films before forming indie distributor The Globe Film Co. He has been marketing, acquiring and releasing independent cinema for over twenty years.

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 the highest grossing Spanish Film of 2010, Guillermo del Toro's - Julia's Eyes, winner of 'Best Film' at the Lola Awards 2011 - Vincent Wants to Sea, French romantic comedy Shall We Kiss and Oscar short-listed Israeli documentary Precious Life to name a few. Combine this content with a growing slate of Australian titles, maintaining a strong focus on innovative local productions, including surfer thriller Caught Inside (releasing into cinemas nationally in 2011), monster/ slasher flick Primal and revenge thriller The Horseman.

Jeff Harrison 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.

Peter Castaldi has worked in the film exhibition, distribution and marketing since 1977 when he started 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 in 2008 to deliver exclusively Australian content to Australian screens and released 11 titles. In 2010 Peter joined Umbrella Entertainment as theatrical distribution manager.

Carolyn Gannel Coming from a background in music performance and product management, Carolyn has been with Umbrella for more than two years and works with Harrison & Castaldi on acquisitions and theatrical releases.

Visit Films – www.visitfilms.com

Company Profile

New York-based Visit Films is a sales agent for films in pre-production, post-production and completed stages, from filmmakers as diverse as Harmonie Korine, Werner Herzog, The Duplass Brothers, Ali Samadi Ahadi, Joe Swanberg and David Robert Mitchell. Titles include Ivan Sen's Toomelah, Bellflower and Jess and Moss (MIFF 2011).

Ryan Kampe Prior to founding Visit Films with Sylvain Tron, Kampe worked in International Distribution at Focus Features. Ryan graduated from Macalester College in St. Paul, MN.