

37⁰ South miff bridging the gap

Guest biographies:

* Distribution, sales and financing executives

* Other Panel & Roundtable moderators/speakers

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 last year registered 50 producers and more than 150 projects with US\$1.16 billion of production value and nearly 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 and the **Production Finance Market (PFM)**, 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, will be charged with heading up the development of film business infrastructure in the emirate.

ABC Television

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 AND the arts opera film directed by Julien Temple, THE ETERNITY MAN.

Abacus Film Fund

Company Profile

Established in 2008, Abacus is a funds provider to the Australia/New Zealand entertainment industry specializing in gap finance, discounting of minimum guarantees and cashflow facilities. It combines the financial resources normally found at a bank, fund executives with an intimate knowledge of film financing and production and a philosophy that respects the filmmaking process.

Heather Ogilvie – Head of Business Development

Since 2000, Heather Ogilvie has financed production worth more than \$A75 million. Credits include the feature TURNING APRIL (1995) with Alliance Communication; DATING THE ENEMY (1996), starring Guy Pearce and Claudia Karvan; DARK REALM (2000), a drama series for Warner Bros TV; HILDEGARDE (2001) the multi-award winning children's feature film and THE BLACKWATER LIGHTSHIP (2004), based on the short listed Booker Prize novel by Colm Toibin, for US Network CBS, starring Angela Lansbury and Dianne Weist. Heather was Executive Producer on HEY HEY, IT'S ESTHER BLUEBURGER (2006), a feature film starring Toni Collette and Keisha Castle-Hughes and on ACCIDENTS HAPPEN (2008) starring Geena Davis.

Accent Film Entertainment

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 it's 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 formation in late 2003 when he formed Accent along with the co-founders, Peter Campbell and Caroline Leung. Prior to Accent, George worked as Manager of Finance and Acquisitions with Newvision Films.

Arclight Films International

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 producing films through it's Melbourne-based Southern Arc Films with THE LONG WEEKEND (directed by Jamie Blanks and starring Claudia Karvan and Jim Caviezel) with, among other projects, WITCHBLADE in development. Arclight is also producing BAIT, a 3D shark film to be directed by Russell Mulcahey in Queensland with Limelight Productions.

Ian Gibbins – General Manager

Ian Gibbins qualified as a solicitor in the UK before relocating to Australia in 1993. After a consultancy with Nickeldeon 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.

Arkles Entertainment

Company Profile

An independent distributor of theatrical entertainment in New Zealand and Australia, Arkles has released theatrically across Australia critical and box office successes like JUNEBUG, AFTER THE WEDDING, ROMAN DE GARE, THE MERCHANT OF VENICE and Australian films PUPPY and, in 2010, will release new Australian production KIN. Arkles specialises in boutique releasing of films with a clear theatrical capability and ambition.

John Davies – Managing Director

In January 2008, Davies acted as Producer of his first film. Previously, he had assisted as a publicist, co-producer or associate producer on several films. For the last seven years he's been involved in film distribution both initially working for a production company and then with his own company, Arkles. In late 2005, he and two partners purchased Auckland's Academy Cinema. So he's a film exhibitor.

Aztec International

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.

Bankside Films

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.

Stephen Kelliher – Head of Sales & Marketing

Bankside's Head of Sales & Marketing, Stephen Kelliher has more than 15 years experience in international sales at companies including Beyond Films and Vine International Pictures.

Bavaria Film International

Company Profile

Bavaria Film International's portfolio includes Academy Award-winner NOWHERE IN AFRICA, box office hit GOOD BYE LENIN, Golden Berlin Bear-winner HEAD ON, double Silver Berlin Bear-winner SOPHIE SCHOLL and creative documentary INTO GREAT SILENCE. Recent films include I SERVED THE KING OF ENGLAND and Silver Berlin Bear winner BEAUFORT, Cannes surprise hit MOSCOW, BELGIUM, and bestsellers CHERRYBLOSSOMS-HANAMI and Swedish vampire drama LET THE RIGHT ONE IN. Recent acquisitions are double Silver Berlin Bear winner EVERYONE ELSE, Ole Bornedal's DELIVER US FROM EVIL and Australia's VAN DIEMEN'S LAND.

Olaf Aichinger – Acquisition Manager

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

Ealing Studios International

Company Profile

Ealing produces, finances and distributes both its own and third-party productions as well as providing production facilities and co-production services for UK and International partners. Its main production label is Fragile Films. In 2006, Ealing consolidated its sales capability, establishing Ealing Studios International. Ealing credits include BAFTA-nominated AN IDEAL HUSBAND, THE IMPORTANCE OF BEING EARNEST, KEVIN AND PERRY, the \$40million CGI feature VALIANT and more recently I WANT CANDY, FADE TO BLACK, ST TRINIAN'S and EASY VIRTUE. Ealing is presently in post-production on DORIAN GRAY and Oscar-winner, Julian Fellowes' FROM TIME TO TIME and this year production will start on ST TRINIAN'S 2, WHERE HANDS TOUCH (directed by Amma Asant) and BURKE AND HARE (directed by John Landis).

Natalie Brenner – Head of Sales

In March 2006, Natalie Brenner joined Ealing Studios as Head of Sales for Ealing Studios International and has been responsible for the international sales and marketing of ST TRINIAN'S, I WANT CANDY, EASY VIRTUE, DORIAN GRAY, THE OTHER MAN and FROM TIME TO TIME. Her 20-year film career started in 1989 when she joined J&M Entertainment, serving for a decade as a senior international sales and marketing executive working on such films as KISS OF THE SPIDER WOMAN, WHAT'S EATING GILBERT GRAPE? and THE GENERAL. After working as a Senior VP at IAC Film, she joined Film Four International where she closed worldwide deals on the likes of THE MOTOR-CYCLE DIARIES, ONCE UPON A TIME IN THE MIDLANDS and SEXY BEAST. Later, Brenner established Element X with Janine Gold bringing forth distinctive films like Shane Meadow's DEAD MAN'S SHOES, Brad McGann's IN MY FATHER'S DEN and Kevin Spacey's Bobby Darin biopic BEYOND THE SEA.

Fortissimo Films

Company Profile

Fortissimo Films is an international film, TV and video sales organization specializing in the production, presentation, promotion and distribution of unique, award-winning and innovative films from independent filmmakers. Fortissimo's library includes IN THE MOOD FOR LOVE, SHORTBUS, CANDY, SUPER SIZE ME and SHINE A LIGHT. Upcoming features include Todd Solondz' LIFE DURING WARTIME, Tian Zhuangzhuang's THE WARRIOR AND THE WOLF, Tran Anh Hung's NORWEGIAN WOOD and Jonathan Demme's documentary MARLEY.

Chris Paton – VP, Acquisitions/Development

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

Goalpost Film

Company Profile

Goalpost Film is a worldwide sales, financing and marketing company which executive produces and enables independent feature films. The two executive directors, Tristan Whalley and Nicki Parfitt, joined forces in 2006 having worked together on films such as SAVING GRACE and BLOODY SUNDAY. Goalpost Film represents Sundance hits CLUBLAND and THE ESCAPIST. Recent titles include CLOSED FOR WINTER, the award-winning feature documentary THREE MILES NORTH OF MOLKOM, Henrique Goldman's JEAN CHARLES, and LITTLE SISTER. Goalpost also represents the multi Oscar classic DANCES WITH WOLVES starring Kevin Costner. Goalpost Film is linked with Goalpost Pictures Australia.

Tristan Whalley – Co-Managing Director

Tristan Whalley has worked in film sales, finance and marketing for nearly 30 years. His many credits include the Oscar winners DRIVING MISS DAISY and DANCES WITH WOLVES, which he handled while Director of Marketing and Distribution for Majestic. At Portman, he handled sales and marketing for SAVING GRACE and sold and executive produced Paul Greengrass' BLOODY SUNDAY and other films such as INTERMISSION, OMAGH, ANITA AND ME, BULLET BOY and A WAY OF LIFE. Having co-established Goalpost in 2006, the company's first title, CLUBLAND, sold to Warner Bros at Sundance 2007, and then THE ESCAPIST sold around the world at Sundance 2008..

H2O Motion Pictures

Company Profile

H2O Motion Pictures is a foreign sales, finance and production company with proximity to European and North American "soft finance" entities. The current plan is to handle foreign sales on 8-9 films per year, and produce and executive produce 6 films every two years. Current Filmography includes: CHARLIE AND BOOTS (starring Paul Hogan and Shane Jacobson), THE WAITING CITY (starring Radha Mitchell and Joel Edgerton), RUNNING WILD (starring Samuel L. Jackson and Kristin Scott Thomas) and THE GATE (a remake of the 1985 SFX/horror).

Mark Horowitz – Partner

Mark Horowitz more than 25 years of experience in the international distribution of feature films, ranging from commercial big budget films with high profile cast to independent art house from burgeoning directors. Horowitz is a partner in H2O Motion Pictures and is a freelance distribution consultant assisting production companies, distribution companies and individual filmmakers evaluate projects from a creative and a business perspective as well as creating and implementing strategies for financing, distributing and marketing films. From 1996 to 2002, Horowitz was President of Alliance Atlantis Pictures International, the international feature film sales and distribution division of Alliance Atlantis Entertainment, which he created. Prior to Alliance Atlantis Pictures International, Horowitz was Executive Vice President of International Distribution at MDP Worldwide.

HanWay/Recorded Picture Company

Alainée Kent – Senior Development Executive

Hailing from Adelaide, Australia, Kent is a Bachelor of Visual Arts (Hons) in Film graduate of the University of South Australia. She worked at the Director's Guild of Great Britain for two years before joining Recorded Picture Company in 2004. Kent works closely with producer Jeremy Thomas across RPC's slate of projects, which includes upcoming films by David Cronenberg, Terry Gilliam, Vincenzo Natali, Wim Wenders and Phillip Noyce. Her development credits include Jon Amiel's soon-to-be-released CREATION starring Paul Bettany and Jennifer Connelly in a story about Charles Darwin's relationship with his eldest daughter, along with Takashi Miike's samurai film THIRTEEN ASSASSINS, which is currently in pre-production. She also performs creative and acquisitions duties for sister sales company HanWay Films.

HighPoint Films and Television

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, high concept TV movies and factual productions. With headquarters in the entertainment capital, London, as well as offices in

Dublin, and Sydney, HighPoint operates in three main divisions: HighPoint 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 recently co-created, co-wrote and produced the 13 x 30min comedy-drama TV series KICK.

Hopscotch

Company Profile

Now in its seventh 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. In addition to releasing the Hopscotch library on DVD, Hopscotch Entertainment's catalogue includes classic films, and TV on DVD (such as the BBC's LIFE ON MARS and CATHERINE TATE SHOW and Channel 9's SECRET DIARY OF A CALL GIRL and FLASHPOINT) and the company will soon release local production RUSH. Local documentaries include BEYOND OUR KEN, SOLO and LAST CONFESSION OF ALEXANDER PEARCE while TYSON, KUSTERICA'S MARADONA, VALENTINO: THE LAST EMPEROR and WHEN YOU'RE STRANGE have been added to the international roster. Straight to DVD features include BLACK DYNAMITE (screening at MIFF), ADULTHOOD and SUKIYAKI WESTERN DJANGO. Deepening its involvement in the Australian film landscape, in 2006 Hopscotch Productions was launched.

Jude Troy - Managing Director

As MD of Hopscotch Entertainment, Jude Troy has driven the label's growth since it first began trading in early 2005 to its more than \$40 million total turnover at present and she works closely with Hopscotch Productions in the development and production of a variety of releases. 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, Rachel has headed Hopscotch's production division. Rachel is currently 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.

Icon Film Distribution

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 and SLUMDOG MILLIONAIRE. In 2008, Icon purchased Dendy Films and Dendy Cinemas. Icon's forthcoming releases include BLESSED, THE ROAD, NOWHERE BOY and PARANORMAL ACTIVITY. 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 almost 100 films including:- SLUMDOG MILLIONAIRE, DEATH AT A FUNERAL, THE PASSION OF THE CHRIST, BEND IT LIKE BECKHAM and THE QUEEN. In 2006, he was appointed Icon's General Manager Theatrical after Icon CEO Mark Gooder's relocation to L.A.

Madman Entertainment

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 .

James Hewison- Licensing and Acquisitions

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 during which time the festival experienced record growth. 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 continues to serve as an Advisor for the Asian Film Market for the Pusan International Film Festival in South Korea and he also consults for Australian production company Porchlight Films. He was also the Associate Producer of Clara Law's feature documentary film, LETTERS TO ALI.

The Match Factory

Company Profile

The Match Factory presents international arthouse films by acclaimed directors and promising young talents. Titles have included WHAT NO ONE KNOWS, FLAME & CITRON, WALTZ WITH BASHIR, TULPAN and CLOUD 9.

Gabor Greiner – Acquisitions

Gabor has started his involvement with films as critic for *Fipresci* and worked with the European Union MEDIA film funding program before starting in acquisitions for Cologne-based The Match Factory.

Media Funds Management

Company Profile

A branded media investment house, MFM was the first to 'bank' the Australian Producer Offset on a commercial basis, funding the Producer Offset on the motion picture PRIME MOVER. MFM now seeks to fund the Producer Offset across a wide range of motion pictures and television projects. MFM expects to provide facilities for financing of the Producer Offset in amalgamation with traditional film financing such as GAP and discounting of contracts. MFM provides added value to the arrangement via active management on behalf of the bank of the production process, dealing with other investors and all the parties at the creative level.

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 more recently, as Executive Producer on the motion picture GABRIEL, Vernon secured the sale of the world-wide rights to Sony. Vernon is presently Executive Producer on David Caesar's PRIME MOVER.

Media Luna New Films UG

Company Profile

Media Luna New Films was founded to face the challenges of the international market. Our main focus lies on feature and documentary films with an emphasis on quality rather than quantity.

Ida Martins – Managing Director

Ida Martins has worked as world distributor/sales agent for more than 17 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

Media 8 Entertainment

Company Profile

Media 8 Entertainment is engaged in the production, financing, acquisition, and worldwide licensing of theatrical feature films in a variety of genres. Media 8 produced and distributed the Academy Award-winning MONSTER, the critically acclaimed THE UPSIDE OF ANGER starring Joan Allen and Kevin Costner, and the action-drama RUNNING SCARED. Media 8's current slate includes DALI, starring Antonio Banderas and directed by Simon West; Sean Bean action film CA\$H, the breakout SxSW Australian thriller THE HORSEMAN, acclaimed Sundance drama BRIEF INTERVIEWS WITH HIDEOUS MEN and UK/Irish comedy A FILM WITH ME IN IT.

Audrey Delaney – VP, Acquisitions

Delaney began her film career at Jersey Films, with producers Stacey Sher, Michael Shamberg and Danny Devito, where she worked on films such as GARDEN STATE, ALONG CAME POLLY, and SKELETON KEY. After Jersey, she joined Media 8 and in five years with the company, she has worked on numerous independent films including Oscar-winning MONSTER, THE UPSIDE OF ANGER, RUNNING SCARED (starring Paul Walker), MAN ABOUT TOWN (starring Ben Affleck) and documentaries like AIR GUITAR NATION and GOD GREW TIRED OF US. Serving as Media 8's VP of Acquisitions, in addition to being responsible for screening and assessing films for the company's

international sales slate, negotiating deals, and managing filmmaker relationships, she also works closely with the foreign sales team at all markets and festivals. Delaney received a BA in Political Science from Yale University, and went to Columbia University (New York) graduate film school.

National Geographic Films

Company Profile

National Geographic Films (NGF), which acquires, develops and produces theatrical motion pictures, is a division of National Geographic Entertainment (NGE), a wholly owned and taxable subsidiary of the National Geographic Society, one of the largest non-profit scientific and educational organizations in the world. National Geographic Films aims to make movies about great adventures, great heroes and great places. With a canvas as wide as the world, the stories we can tell are as vast as human aspiration, inspiring people to care about our planet and explore our world.

Kattie Evans – VP Acquisitions & Production

National Geographic Films' LA-based Vice President of Acquisitions & Production, Kattie Evans was instrumental in NGF's acquiring and releasing the award-winning hit MARCH OF THE PENGUINS with Warner Independent Pictures as well as establishing the NGF acquisitions business through a partnership with ThinkFilm on the Oscar-nominated film THE STORY OF THE WEEPING CAMEL. Evans oversaw NGF's most recent acquisition AMREEKA, which screened at Sundance and Cannes in 2009 and is scheduled for an early fall release and prior to National Geographic, she worked in film development at Fox Searchlight Pictures and in marketing at Paramount Pictures.

Odin's Eye Entertainment

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. With offices in Sydney in New York, 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 International, Beyond Films and Arclight Films, 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. In December 2008, Michael was named as one of the 10 people to watch in 2009 by *Inside Film*.

Paramount

Matt Brodlie – Paramount Worldwide Acquisitions Group

Matt Brodlie runs Paramount's Worldwide Acquisitions Group and is also responsible for local productions in the many territories outside the US where Paramount distributes. Based on the Paramount lot in Los Angeles since he joined the company in April 2006, Brodlie has overseen productions for Paramount Vantage such as Michael Winterbottom's A MIGHTY HEART and has worked on acquiring finished films such as Brit Sundance hit SON OF RAMBOW and HOW SHE MOVE. He has also been involved in the multi-territory pre-buys of films such as HOW TO LOSE FRIENDS, starring Simon Pegg and Kirsten Dunst, and THE DUCHESS starring Keira Knightley and Ralph Fiennes.

Before this, Brodlie was TriStar Pictures Production and Acquisitions Senior Vice President, heading the label's production and acquisitions activities. At TriStar, he oversaw all aspects of production on Ryan Murphy's RUNNING WITH SCISSORS (starring Annette Bening, Joseph Fiennes, Gwyneth Paltrow); Christophe Gans' SILENT HILL; and Mennan Yapo's Sandra Bullock-starrer PREMONITION. Previous to TriStar, Brodlie was at Miramax Films for just over ten years where he was Acquisitions and Co-Productions Senior Vice-President and oversaw acquisitions staff in Los Angeles, Beijing and Sydney. While at Miramax, he was involved with such films as HERO, THE QUIET AMERICAN, BARBARIAN INVASIONS, FAHRENHEIT 9/11, HOSTAGE, INFERNAL AFFAIRS, IN THE BEDROOM, RABBIT-PROOF FENCE and many independent films from America, Australia and the UK, as well as foreign language pictures from Europe, Asia and Latin America. Aside from acquiring these films, Brodlie oversaw post-production work on many of these titles. Brodlie lives in Los Angeles and is a graduate of Stanford University.

Pathe International

Company Profile

Pathé International handles the international marketing and sales of Pathé's own productions and actively acquires third party films for worldwide representation. Pathé International has a significant presence at all major film markets and festivals and Pathé International's 2009 slate includes Jacques Perrin and Jacques Cluzaud's OCEANS, Julian Schnabel's MIRAL, Jane Campion's BRIGHT STAR, Jon Harris' THE DESCENT: PART 2 and Neil Marshall's CENTURION.

Mike Runagall – Head of Sales

Mike Runagall is Pathé International Senior Vice President and has been involved in international sales for more than 10 years. Prior to joining Pathé, Runagall was with Film Four International, where he worked on such films as EAST IS EAST, SEXY BEAST and THE MOTORCYCLE DIARIES. He joined Pathe in 2003 and worked his way through the

ranks, becoming Head of Sales in 2005. During his time at Pathe, he has represented more than 50 films from a host of acclaimed directors including Stephen Frears' THE QUEEN, Julian Schnabel's THE DIVING BELL AND THE BUTTERFLY and Ken Loach's Palme D'Or winner THE WIND THAT SHAKES THE BARLEY. Runagall began his career with the British Film Institute and the London Film Festival.

Quickfire Films

Company Profile

A sales and acquisition agency buying films for international rights, Quickfire subcontracts much of the sales process to established names in the industry to ensure films are exploited as successfully as possible. The main partner is The Works International, a film sales agent with over 20 years' experience in the international marketplace. Quickfire advances money to productions irrespective of their relative budgets – the primary concern is a film's value in the international market. Recent acquisitions include Stephen Poliakoff's GLORIOUS '39, Italian thriller LA PRIMA LINEA, Award-winning documentary THE COVE and cult-in-the-making HUNTER PREY.

Jan Pace – Acquisition Executive

Jan worked in acquisitions and finance for international sales and UK distribution outfit The Works Media Group and has also worked at Charisma Films (especially in the exploitation of classic British title SIR HENRY AT RAWLINSON END) as well as Surefire Films, a tax motivated film investment fund that raised in excess of £20 million. Most recently, he was involved in the creation and funding of Quickfire Films, a company providing minimum guarantees to feature films with international sales potential.

Rialto Distribution

Company Profile

Some 16-years old, Rialto has distributed numerous arthouse 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

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 2009, Roadshow will release two Australian films: Rachel Ward's debut feature film BEAUTIFUL KATE (August 6) and Bruce Beresford's film adaptation of Li Cunxin's MAO's LAST DANCER (October 1).

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 currently 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 was working in the script development and assessment department. Roadshow's mandate is to cultivate outstanding Australian stories with broad commercial appeal that will resonate across Australia and the world.

Sharmill Films

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 Womens 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.

Standard Chartered Bank

Company Profile

Standard Chartered Bank is listed on both the London Stock Exchange and the Hong Kong Stock Exchange and is ranked in the top 25 among FTSE-100 companies by market capitalisation. Standard Chartered Bank has a history of over 150 years and is in many of the world's fastest growing markets. With a global network of over 1,700 branches, it employs over 75,000 people in over 70 countries. The Creative Industries team is based in Hong Kong and provides financing solutions to media and entertainment companies throughout Asia.

Lee Beasley – Director, Creative Industries

Having spent 20 years working in the UK, in 2006 Beasley joined Standard Chartered Bank (Hong Kong) as Head, Creative Industries to develop and grow the Bank's media business and to become the "Banker of choice" for the Media and Entertainment clients based in Asia. Recently, the bank has financed the major Asian production John Woo's RED CLIFF and, in Australia, is currently closing deals with producers providing contract discounting, gap finance and Offset financing. During his career, Beasley has provided funding for over 200 projects ranging from straightforward local small/medium sized projects to multi-million, multi-territory, multi-party co-productions

Transmission Films

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". Mackie met Payten 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.

Universal Pictures International

Company Profile

Universal Pictures is a division of Universal Studios (www.universalstudios.com), which is part of NBC Universal - one of the world's major media and entertainment companies in the development, production and marketing of entertainment, news and information to a global audience. Formed in May 2004 through the combining of NBC and Vivendi Universal Entertainment, NBC Universal owns and operates a valuable portfolio of news and entertainment networks, a premier motion picture company, significant television production operations, a leading television stations group and world-renowned theme parks. NBC Universal is 80% owned by General Electric, with 20% controlled by Vivendi.

David Collins – Sales Director

Starting his career in marketing at Greater Union in 1992, Collins then spent two years in GU's Programming Department before joining PolyGram in 1995. As Director of Distribution, David was instrumental in the releases of TRAINSPOTTING, FARGO and NOTTING HILL as well as the Australian films RADIANCE and PAPERBACK HERO. In 1999, he joined Roadshow as Sydney-based Marketing Manager where such films as TRAFFIC, CHOCOLAT and THE DISH were released. In 2001, he was asked to join Miramax as Director of Marketing and Distribution for Australia/New Zealand. Releases included CHICAGO, THE HOURS and KILL BILL. In 2006 David was asked to join the launch team of the newly-formed Universal Pictures International (Australasia) as their Sales Director. Successes to date have included KNOCKED UP, THE BOURNE ULTIMATUM, ATONEMENT, MAMMA MIA and MILK.

Visit Films

Company Profile

A New York-based independent film production and sales company, Visit Films Cannes 2009 Marche du Film slate included Director's Fortnight titles CARCASSES from Denis Coté and HERE from Ho Tzu Nyen as well as THE MISSING PERSON, YOU WONT MISS ME, KIMJONGILIA, ALEXANDER THE LAST and HELEN.

Ryan Kampe – Partner

Prior to founding Visit, Ryan Kampe spent some years in International Distribution at Universal-owned Focus Features. With Visit Films, he has been responsible for the international sales of a number of American independent films including BAGHEAD, MOMMA'S MAN, THE PLEASURE OF BEING ROBBED, and HANNAH TAKES THE STAIRS. He once directed a music video for Kenny Rogers.

*** OTHER PROFILES, including ROUNDTABLE MODERATORS/SPEAKERS:**

Film Finances

Company Profile

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

Sue Milliken – Completion Guarantor

Sue Milliken's producing credits include THE ODD ANGRY SHOT, THE FRINGE DWELLERS, SIRENS, DATING THE ENEMY, BLACK ROBE and PARADISE ROAD, mini-series MY BROTHER JACK, science fiction series FARSCAPE and indigenous short film CROCODILE DREAMING. Since 1980, her company Samson Productions has represented completion guarantor Film Finances in Australia/NZ. She is a former SPAA vice president, a former Chair of the Australian Film Commission, has served on the ScreenWest board and has been a member of the Film Censorship Appeals Board. In 2004, she presented the National Film & Sound Archive's Longford Lyell Lecture, is a recipient of the Raymond Longford Award and the Centenary Medal and in 2008 was made an officer of the Order of Australia.

Film Victoria

Company Profile

Film Victoria is the State Government agency that provides strategic leadership and assistance to the film, TV and digital media sectors of Victoria, investing in projects and people and promoting Victoria as a world-class production destination nationally and internationally.

Jenni Tosi – General Manager of Industry Development and Investment

Tosi's 25 year career includes positions as production manager, line producer and producer. She has provided production and budget consultancy services to the independent sector of the industry, and created and produced award-winning film and television productions.

New Zealand Film Commission (NZFC)

Company Profile

The NZFC provides loans and equity financing to New Zealand film-makers to assist in the development and production of feature films and short films being made in New Zealand. The NZFC is also active in the sales and marketing of New Zealand films, and it assists with training and professional development within the industry.

Graeme Mason – CEO

Previously Managing Director of Rights for Channel 4, Mason is a former London-based Acquisitions President of Universal and ex-Polygram Head of Acquisitions and Senior VP, who started his career in film sales at CiBy.

Screen Australia

Screen Australia

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

Martha Coleman – Head of Development

Coleman returned to Australia in early 2009 following stints in the United Kingdom as the Head of Development at Icon Entertainment International, the Head of Creative Affairs at Material Entertainment and as a consultant producer. As Head of Development at Icon, Martha was responsible for the company's UK development slate as well as being involved in their production investment decisions. At Material Entertainment, she developed projects with some of the UK's top creative talent as well as nurturing new talent. Before working in the UK, Martha was a Sydney-based independent feature film and commercials producer. She produced Australian feature film *Praise* and was executive producer on UK box office hit *Run Fat Boy, Run*.

Ross Matthews – Head of Production Investment

Matthews served from 2001 to 2008 as a Film Finance Corporation (FFC) Investment Manager. Now at Screen Australia, he is the first port of call for discussions about proposed investment in Australian feature films, TV dramas and documentary. He continues to work closely with producers on their funding applications and in negotiating investment structures and production planning. Ross' previous credits as an independent producer include AIRTIGHT, CORRELLI, FAST TALKING, THE SEVEN DEADLY SINS, WAITING and BODYSURFER.

Michele McDonald – Program Manager, Producer Offset

Previously a Film Finance Corporation (FFC) Investment Coordinator, specializing in Documentaries, McDonald also worked at HLA Management. She worked within the Producer Offset team since its inception in January 2008.

Gai Steele Lawyers**Gai Steele – Media and Entertainment Lawyer****Sandy George – Screen International and screendaily.com****Sandy George – Journalist - Australia and NZ correspondent**

Journalist Sandy George has been Australian correspondent for the London-based magazine *Screen International* and its online newsfeed since the early 1990s. Her particular interest is the business of Australian film and television production. She contributes to a range of publications, provides newsletters to several industry organisations, has been film writer for *The Australian* newspaper, and regularly hosts industry events.

Sue Maslin – Film Art Doco**Company Profile**

FILM ART DOCO has a 20-year track record of producing blue-chip screen content and receiving numerous awards. Based in Melbourne, the company directors are Daryl Dellora and Sue Maslin and films include HUNT ANGELS (2006), A MIRROR TO THE PEOPLE (2000), THE HIGHEST COURT (1998), THE EDGE OF THE POSSIBLE (1998), CONSPIRACY (1994), MR. NEAL IS ENTITLED TO BE AN AGITATOR (1991).

Sue Maslin – Producer

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

Sue Masters**Sue Masters – Producer**

Producer and Executive Producer Sue Masters is currently finishing Executive Producing THE CIRCUIT for SBS-TV and Media World. Prior to that, Masters was Head of Drama at Network Ten from 2001, following five years as Head of Drama at the Australian Broadcasting Corporation (ABC-TV). Her credits include MARY BRYANT, SECRET LIFE OF US, MY BROTHER JACK, AFTER THE DELUGE, TRIPPING OVER, SEACHANGE, GRASS ROOTS, SOMETHING IN THE AIR and JANUS. As a producer, she produced BRIDES OF CHRIST, GP and PAPERMAN among many others and is a multi national and international prize winner for all major industry awards.

Sue Murray - Fandango Australia**Company Profile**

Established in 2002 with Rolf de Heer, Richard Lowenstein, Domenico Procacci, Sue Murray and Bryce Menzies, Fandango Australia has produced three features by Rolf de Heer (DR PLONK, TEN CANOES and ALEXANDRA'S PROJECT) and executive produced Alkinos Tsilimidos' TOM WHITE. Its next projects are to be directed by Richard Lowenstein and Jessica Hobbs.

Sue Murray – Producer

Fandango Australia's executive Director, Murray has executive produced DR PLONK (2007), TEN CANOES (2006), the documentary THE BALANDA AND THE BARK CANOES (2006) and TOM WHITE (2004) and co-produced ALEXANDRA'S PROJECT (2003). She is also a strategic marketing consultant to a range of film agencies and producers under the banner *filmmarketing*. Prior to Fandango, she was Fine Line Features Australia/New Zealand Acquisitions Consultant having served as the Australian Film Commission's Marketing Director from 1987 to 1998.

Sue Thompson – Direct Effect**Sue Thompson**

Deputy Chair of FilmNZ, Sue Thompson's career began in exhibition as manager of Valhalla Cinemas and Valhalla Distribution before crossing the Tasman in 1990 to work in international sales, film financing and production with Avalon Studios as Studio Executive Film Investment Director - ONCE WERE WARRIORS and BRAINDEAD were amongst many productions managed through that scheme. In 1995, she became General Manager of The Film Unit and then CEO when it was purchased by Peter Jackson in 1999 and initiated a substantial upgrade of the facilities overseeing the development and management of the state-of-the-art facility Park Road Post. Thompson established Direct Effect in 2006 and has provided consulting services to the Center of Screen Business, NZFC and

NZ Ministry of Economic Development, Price Waterhouse Coopers, and New Zealand Asia-Pacific Film Fund amongst others. She is producer of the forthcoming feature A BULLET WAITS FOR YOU with executive producer Mark Ordesky and is executive producer of three features in advanced development, including the adult fairytale THE COOK with producer Robin Laing. She has served as Deputy Chair of the NZ Film Commission and Chair of Film NZ and a panelist on the MIFF Premiere Fund.

Verge Whitford & Co

Company Profile

Verge Whitford & Co is a legal practice specialising in the areas of film, TV and interactive media law and it represents a variety of financiers, equity investors, independent producers and production companies for which it structures film finance transactions as well as providing production legal representation. Verge Whitford & Co also has ready access to additional resources in other areas of law.

Caroline Verge – Lawyer

The principal of Verge Whitford & Co, Verge has specialised in film, multimedia and TV law for the past 18 years, both in private legal practice and in-house at ABC-TV, the Australian Film Commission and the Australian Film TV & Radio School. She has experience in negotiating production, financing and distribution agreements, international co-productions and advising generally on commercial issues, media contracts and copyright. Verge has worked on many hours of documentary and TV production as well as Australian features such as SOMERSAULT, LOOK BOTH WAYS, ROMULUS MY FATHER, ACCIDENTS HAPPEN, BALIBO and MY YEAR WITHOUT SEX.

MIFF 37°South Market & MIFF Premiere Fund

Mark Woods – Manager/Executive Producer, MIFF 37°South Market & MIFF Premiere Fund

A former Australian reporter for Variety, Woods is Manager of the Melbourne International Film Festival (MIFF) film co-financing event MIFF 37°South Market and Executive Producer of the MIFF Premiere Fund (whose projects include NOT QUITE HOLLYWOOD, CELEBRITY: DOMINICK DUNNE, BASTARDY, ROCK N ROLL NERD, INDONESIA CALLING, BEN LEE: CATCH MY DISEASE, BALIBO, BRAN NUE DAE, BLESSED, LOVED ONES, LOVE & MORTAR and KIN). Presently also consulting to a range of organisations, Woods is a former CEO of Australian content attraction agency Ausfilm when international productions in Australia included THE PACIFIC, SUPERMAN RETURNS and CHARLOTTE'S WEB and international production incentives were enhanced and a federal digital incentive introduced. Previously CEO of the Irish Film Board (during which time funding increased by 33%), Woods was an Executive Producer on Cannes 2006 Palme d'Or winner WIND THAT SHAKES THE BARLEY, Oscar-winner SIX SHOOTER, OMAGH, BREAKFAST ON PLUTO and investor in INSIDE I'M DANCING, ISOLATION, PAVEE LACKEEN and mini-series SHOWBANDS, TV series FOREIGN EXCHANGE, and many documentaries including CHAVEZ: THE REVOLUTION WILL NOT BE TELEVISED. Woods is a former Showtime Australia Head of Independent Acquisitions & Investment, backing such new local films as RABBIT PROOF FENCE, JAPANESE STORY, CRACKERJACK, WALKING ON WATER, ALEXANDRA'S PROJECT, THE TRACKER, AUSTRALIAN RULES and SOMERSAULT, and acquiring such completed international films as GOLDEN BOWL, DANCER IN THE DARK, PURELY BELTER, AMORES PERROS, SPIRITED AWAY, STATE & MAIN, SWEET 16, LOVELY & AMAZING, SAFETY OF OBJECTS, KISS OF THE SPIDERWOMAN, LAST EMPEROR and DEER HUNTER.