

BERLINALE CO-PRODUCTION MARKET

The 9th Berlinale Co-Production Market will take place from Sunday to Tuesday, February 12 – 14, 2012. It will bring together around 500 experienced international producers, financiers, sales agents, distributors as well as broadcasting representatives for 2 ½ days of exclusive and concentrated networking. Here, producers can introduce preselected, partly financed projects and find co-production partners and financiers.

As the Berlinale's service platform for those industry professionals working in international co-productions, the *Berlinale Co-Production Market* is designed according to their specific needs: with an efficient meeting coordination and its focused framework programme, it allows even participants with a very tight festival schedule to discover the most promising pre-selected projects, new financing opportunities and to exchange on current topics.

Based on the project information distributed in the Project Catalogue before the festival, potential co-producers and financiers can request meetings with the selected projects' producers. These pre-arranged 30-minute meetings are the heart of the *Berlinale Co-Production Market*.

At the *Berlinale Co-Production Market* 2011, a total of 38 selected projects from 24 countries (selected from over 600 applications) were presented. Industry professionals from more than 350 companies around the world attended and met in around 1000 pre-arranged one-on-one meetings.

Since the *Berlinale Co-Production Market's* debut in 2004, over 110 films have been made, which means around 40% of all presented projects are being realised, premiered at major festivals worldwide and released in the cinemas.

The new Company Matching programme offers room for structural exchange: participants can request one-on-one meetings with three selected, highly-experienced production companies. These meetings are not centred on single projects, but provide opportunities to talk about company strategies and business ideas, and to find common grounds for potential collaborations and international alliances.

In addition to the concentrated one-on-one meetings at the *Berlinale Co-Production Market*, participants can establish further contacts and network with each other during the framework programme: They can get first-hand information on financing opportunities and current trends in Case Studies and exchange experiences in Theme Talks. At the Country Tables experts provide information on production conditions and co-production opportunities in their respective countries, and Speed Matchings offer participating producers informal 5-minute meetings.

The special side programme "Breakfast & Books" is the world's first rights market for literary adaptations linked to an A film festival. Here, international publishers and literary agents present about ten pre-selected new, bestselling and awarded books with outstanding potential for film adaptations. Interested producers can talk directly to the film rights' holders at a joint breakfast following the pitch.



Project Requirements

- feature-length fiction film (for theatrical release)
- project suitable for international co-production and open for co-producers
- full script available in English
- a minimum of 30% of the financing must be secured
- budget range: ca. 2 – 10 million Euro (minimum budget for projects from countries in transition: 1 million Euro)
- the company submitting the project must have completed at least one international co-production

Project Submissions (by e-mail)

- completed submission form (submission forms can be downloaded from www.efm-berlinale.de as of mid-September 2011)
- approx. 5 – 8 page treatment/exposé in English
- 5-page script excerpt
- director's previous work sample on DVD (by regular mail/courier)

Deadline for project submissions:
October 27, 2011

For further information
and enquiries contact us at:
Tel + 49 30 2 59 20 517
coproductionmarket@berlinale.de



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How to participate:

How to apply with a project for the Official Selection?

Starting mid-September 2011, producers from throughout the world who are experienced in international co-productions are invited to submit a project for the Official Project Selection.

Important criteria for the selection is the quality and the structure of the projects, their suitability for international co-productions and their potential appeal to the professionals attending the *Berlinale Co-Production Market*.

The submission deadline will be **October 27, 2011**. Please see the project requirements and further details on the previous page.

How to apply to participate without a project?

Experienced producers and financiers who are looking for projects to co-produce and do not wish to present their own projects can contact coproductionmarket@berlinale.de for details on the application.

How to apply for the special section Talent Project Market?

Applicants for the *Berlinale Talent Campus* can submit their projects to the "Talent Project Market", a special programme at the *Berlinale*

Co-Production Market introducing up-and-coming producers and directors to the international market.

The application is made as part of the *Campus* application. The project requirements are different from the Official Selection.

The deadline will be **October 5, 2011**. For details and in order to apply, please see www.berlinale-talentcampus.de.

What happens after the projects are selected?

The projects participating in the *Berlinale Co-Production Market* will be selected by December 22. The Project Catalogue presenting these projects is e-mailed to all participants around mid-January.

The *Berlinale Co-Production Market* team then contacts each participant in order to coordinate the 30-minute one-on-one meetings with the producers of the selected projects. Each participant is asked to specify the projects he/she would like to meet and the time slots he/she can reserve for these meetings.

Following a precise evaluation of the partner requirements of each project, the team checks all meeting wishes and availabilities in order to arrange the most promising meetings. Each participant receives a personal meeting schedule on the spot.



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EUROPE LOVES CINEMA

Berlin International Film Festival
Berlinale Co-Production Market
Potsdamer Straße 5
10785 Berlin
Germany
Tel +49 30 2 59 20 517
Fax +49 30 2 59 20 529
coproductionmarket@berlinale.de
www.efm-berlinale.de

Festival Director: Dieter Kosslick

The *Berlinale Co-Production Market* is an initiative of the Berlin International Film Festival, a business division of the Kulturveranstaltungen des Bundes in Berlin GmbH (KBB), in cooperation with MDM – Mitteldeutsche Medienförderung GmbH and the MEDIA Programme of the European Union.

The *Berlinale Co-Production Market* is part of the *European Film Market*.



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