

WHAT DO BUYERS AND COMMISSIONING EDITORS WANT?



|mip|[®]

TVKLAN
ALBANIA



ALBERT Dumani

Head Of Programming & Acq.

ACTIVITY

Acquisitions • Tv Content Buyer

FORMAT

DRAMA

ACQUISITION TERRITORY

Europe : Italy • Spain • Turkey • United Kingdom **Latin America :** Brazil • Colombia • Mexico • Peru • Venezuela



What is your editorial strategy ?

The biggest Nation private TV platform in Albania and the most watched TV. The aim is to be the first channel with the best local productions and acquisition programs.

What type of projects/programs are you looking for ?

Tv series mostly.

What kinds of sales pitches do you respond best to ?

Making agendas for meeting live.





John Godfrey
Head Of Unscripted

ACTIVITY

Co-production • Commissioning Editor

DOC

FORMAT

ACQUISITION TERRITORY

Europe : United Kingdom



What is your editorial strategy ?

SBS is an Australian public broadcaster with a Charter that is committed to cultural diversity. Everything that SBS commissions has to reflect and explore some facet of cultural diversity

What type of projects/programs are you looking for ?

See above

What kinds of sales pitches do you respond best to ?

A pitch that understands what SBS stands for and what SBS has commissioned in the past

VRT
BELGIUM



Tom Bleyaert
Buyer Factual And
Documentaries

ACTIVITY

Tv Content Buyer • Commissioning Editor

DOC

ACQUISITION TERRITORY

Europe : Belgium • Danmark • France • Germany • Netherlands • Sweden
• United Kingdom **North America :** Canada • U.S.A.

vrt

What is your editorial strategy ?

VRT is the national public-service broadcaster for the Flemish Region and Community of Belgium.

What kinds of sales pitches do you respond best to ?

Stories with a strong narrative in all factual genres, fit for public television for a broader audience

What are you looking for when working on coproduction projects ?

Not specified

|mip|



Sven Van Iokeren
Buyer Fiction Series

ACTIVITY

Acquisitions • Tv Content Buyer • (S)VOD Buyers

DRAMA

ACQUISITION TERRITORY

Europe : Austria • Belgium • Danmark • Finland • France • Germany • Iceland • Ireland • Italy • Luxemburg • Netherlands • Norway • Spain • Sweden • Switzerland • United Kingdom **North America :** Canada • U.S.A.



What is your editorial strategy ?

Public Broadcaster of the Flemish Government, including Free TV, radio stations and online platforms for both a general, broad audience and more specific target groups

What type of projects/programs are you looking for ?

A wide variety of shows, from more broad UK crime series to high-end, edgy thrillers and must-see international content with high talk-value. Any in-built marketability that a drama can offer, a well-known cast, high calibre writing talent etc. is going to increase its appeal for us.

What kinds of sales pitches do you respond best to ?

Combination of basic info (format, volume, availability, producers, commissioning broadcaster, etc) with short pitch plus main storyline and trailer



Ana Carolina Lima
Head Of Content -
Globoplay

ACTIVITY

Acquisitions • Co-production • Tv Content Buyer • (S)VOD Buyers

KIDS

DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

Latin America : Brazil



What is your editorial strategy ?

Globoplay was initially launched as a Free TV catch up platform. Over the years it has undergone many transformations, from the catch up only to a platform focused mainly on international licensing until mid 2019. From this date onwards Globoplay has changed its strategy, mixed international and national productions and also began to produce its own originals. In 2022 Globoplay will launch more than 40 original productions, including fiction series and documentary series. Drama series are really key to our business development, in addition to children's content, movies, sports and documentary series.

What type of projects/programs are you looking for ?

We are looking for Movies, Kids & Teens, Docs & Factual, Reality shows, Telenovelas and Drama series.

What kinds of sales pitches do you respond best to ?

I think the best pitches are those that are quick, objective, bring a different idea, but above all are captivating and welcoming. We need to hear an idea that touches us, captures our attention and causes reactions, whatever it is.

HRT - CROATIAN TV

CROATIA



Mira Vocinkic

Editor - Buyer,
Acquisitions Department

ACTIVITY

Tv Content Buyer

DOC

ACQUISITION TERRITORY

Europe : Austria • Czech Republic • Danmark • Finland • France • Germany • Iceland • Netherlands • Norway • Poland • Russia • Spain • Sweden • Switzerland • United Kingdom **North America :** Canada • U.S.A.



What is your editorial strategy ?

Public Broadcaster

What type of projects/programs are you looking for ?

All kind of documentaries, talk shows, concerts...

What kinds of sales pitches do you respond best to ?

I buy ready-to-air programmes. Meetings with distributors are very important for me to collect all the information that I need for an acquisition.



CZECH TELEVISION

CZECH REPUBLIC



Alena Blahosova
Head Of Acquisitions

ACTIVITY

Acquisitions

KIDS

DOC

DRAMA

ACQUISITION TERRITORY

Europe : Czech Republic



What is your editorial strategy ?

Czech Television /CT/ is the national public broadcaster of the Czech Republic, providing a balanced range of programmes targeting every demographic. CT operates six channels: CT1, CT2, CT24 - 24-hour news channel, CT4 - sports channel, CT:D - kids channel, CT Art

What type of projects/programs are you looking for ?

We are aware of high-quality scripted production /series and feature films - European and non European production/ and at the same time non-scripted content - documentaries - main topics: history, ancient history, engineering, nature, travel, lifestyle, art, culture, concerts, operas, all kinds of programmes for kids - feature films, animation, live action series, entertainment, documentaries, game shows

What kinds of sales pitches do you respond best to ?

It is hard to say - we have very wide range of acquisition activities and each of them has different consumer at the end





Alexandre Piel

Directeur Adjoint En
Charge De L'international,
Unité Fiction

ACTIVITY

Acquisitions • Co-production • Tv Content Buyer • (S)VOD
Buyers • Commissioning Editor

DRAMA

ACQUISITION TERRITORY

Europe : Austria • Belgium • Czech Republic • Danmark • Finland • France
• Germany • Greece • Hungary • Iceland • Ireland • Italy • Luxemburg
• Netherlands • Norway • Poland • Portugal • Romania • Russia • Serbia
• Spain • Sweden • Switzerland • Turkey • Ukraine • United Kingdom

arte

What is your editorial strategy ?

Synonymous with creativity on the small screen, the Franco-German channel ARTE has earned itself a strong reputation in Europe's media landscape with its high-quality content and open view of the world. Its mission is to strengthen understanding and ties amongst people in Europe with culture and inspiring, innovative programs. For more than 30 years, ARTE has made a major contribution to showcasing cultural heritage and artistic life in Europe and beyond. ARTE drama is fresh and original. It undermines clichés and questions stale ideas. Personal dilemmas, period dramas, social comedy, political thrillers: all genres have a home here. Any topic too, however sensitive, as long as the tone is right and the story powerful.

ARD/ZDF KI.KA DER KINDERKANAL GERMANY



Sebastian Debertin

Head Of International
Content Acquisitions &
Co-Productions

ACTIVITY

Acquisitions • Co-production • Tv Content Buyer • (S)VOD
Buyers • Commissioning Editor

KIDS

ACQUISITION TERRITORY

Africa: Algeria • Benin • Cameroon • Central African Republic • Côte d'Ivoire • Democratic Republic of the Congo • Kenya • Morocco • Nigeria • South Africa • Tunisia • Zimbabwe **Asia:** China • India • Indonesia • Japan • Malaysia • Philippines • Singapore • South Korea • Sri Lanka • Taiwan • Thailand • Vietnam **Europe:** Austria • Belgium • Czech Republic • Denmark • Finland • France • Germany • Greece • Hungary • Iceland • Ireland • Italy • Luxemburg • Netherlands • Norway • Poland • Portugal • Romania • Russia • Serbia • Spain • Sweden • Switzerland • Turkey • Ukraine • United Kingdom **Middle East:** Egypt • Israel • Jordan • Kuwait • Lebanon • Qatar • Saudi Arabia • U.A.E. **Oceania:** Australia • New Zealand **Latin America:** Argentina • Bolivia • Brazil • Colombia • Dominican Republic • Ecuador • El Salvador • Mexico • Peru • Uruguay • Venezuela **North America:** Canada • U.S.A.

What is your editorial strategy ?

KiKA is the number 1 Kids content provider in German speaking Europe with its linear TV channel as well as its various online offerings. KiKA's programming ranges from programs for preschoolers to kids from 6 to 9 years up and preteens, so no wonder the channel as well as its shareholders, the 9 affiliates of ARD as well as strong 50%-partner ZDF are all looking for high quality content, locally in Germany, Europe and of course worldwide, to identify appropriate entertaining and educational programs that add up to the strong KiKA program portfolio. In general, KiKA looks for premieres of live action series, animated series, feature films and also for animated specials for bank holidays. When it comes to kids non-fiction programs, KiKA looks for interesting non-fictions offerings and documentaries, aiming at kids age 6+ and also for the age group 10+. In general, docs and factual programs that cover issues out of kids life are of interest. All such offerings must be relevant for the different kids target groups and enhance their positive view on the world as well as give them orientation and are delivering strong positive values. Origin: can be from all over the world but must be accessible for kids in Europe. Important for non-fiction offerings to KiKA is also that these shows are a true addition to KiKA's super-strong non-fiction slate, produced by KiKA as well as ARD's affiliated channels and partner ZDF.

What type of projects/programs are you looking for ?

We currently co-develop/co-produce shows like "The Smurfs" with Dupuis in Paris, Peyo Productions-IMPS, Belgium and French TV partner TF1. Other recent co-pros are "Dog Loves Books" with Komixx Entertainment, the BBC and ABC. "Odo, the Owl", with Sixteen South, Letko from Poland and RTE, S4C, SVT and Milkshake from UK and we do many more co-pros. We also look for a successors for all time hits like "Yakari", "Garfield", "Chloe's Closet", "Robin Hood", "Care Bears", "Guess how much I love you?", "Fireman Sam", "Jungle Book", "Curious George", "Franklin", "Blinky Bill", just to name a few. To fill our three feature film slots per week, we are looking for live action- as well as high quality animated-feature films, too.

What kinds of sales pitches do you respond best to ?

-A full bible for new concepts plus scripts 1-2 would be great but sometimes a brief but comprehensive three-liner together with a scribble oor a mood board can be sufficient, too. Feature films produced or finished series should come with screenings links and short synopsis.



RTL DISNEY GMBH & CO KG (SUPER RTL) GERMANY



Kerstin Viehbach

Head Of Commissioning
And Development

ACTIVITY

Acquisitions • Co-production • Tv Content Buyer • (S)VOD
Buyers • Commissioning Editor

KIDS

ACQUISITION TERRITORY

Africa: Algeria • Benin • Cameroon • Central African Republic • Côte d'Ivoire • Democratic Republic of the Congo • Kenya • Morocco • Nigeria • South Africa • Tunisia • Zimbabwe **Asia:** China • India • Indonesia • Japan • Malaysia • Philippines • Singapore • South Korea • Sri Lanka • Taiwan • Thailand • Vietnam **Europe:** Austria • Belgium • Czech Republic • Denmark • Finland • France • Germany • Greece • Hungary • Iceland • Ireland • Italy • Luxembourg • Netherlands • Norway • Poland • Portugal • Romania • Russia • Serbia • Spain • Sweden • Switzerland • Turkey • Ukraine • United Kingdom **Middle East:** Egypt • Israel • Jordan • Kuwait • Lebanon • Qatar • Saudi Arabia • U.A.E. **Oceania:** Australia • New Zealand **Latin America:** Argentina • Bolivia • Brazil • Colombia • Dominican Republic • Ecuador • El Salvador • Mexico • Peru • Uruguay • Venezuela **North America:** Canada • U.S.A.



What is your editorial strategy ?

At Super RTL, children are at the centre of all strategic considerations. We want children to find the topics that are most important in their life. This means that this content should have the greatest possible relevance for children aged 2 to 13. We are aware of our responsibility to our target audience and parental acceptance is very important to us. Super RTL pursues a broad multimedia strategy and therefore, the audience should find this super-relevant, brilliant and funny content on all of our platforms: websites, apps, SVOD, AVOD and TV.

What type of projects/programs are you looking for ?

Since we also join co-developments, we like to look at projects at an very early stage. We also do pre-buys because we still have the opportunity to give our editorial feedback. Of course, we also like to look at ready-produced series.

What kinds of sales pitches do you respond best to ?

A flyer is a good first step, if it conveys the concept, characters world, story engine as well as a good idea of the look. Ideally we need a bible, story ideas, and preferably, at least one script



ZDF GERMAN TELEVISION GERMANY



Nicole Keeb

Head Of International
Coproductions And
Acquisitions Children And
Youth

ACTIVITY

Acquisitions • Co-production • Tv Content Buyer • (S)VOD
Buyers • Commissioning Editor

KIDS

ACQUISITION TERRITORY

Europe : Germany



What is your editorial strategy ?

Being a public channel, we are obliged (and we love...) to offer high profile programming in all genres (live action, entertainment and documentaries). The target: pre-schoolers and 6-12 year olds. The channels: ZDF and KiKA. The program: Fresh, funny, charming and touching in look and feel and storytelling. Modern classics are appreciated. Our best working shows in the last years were: "Robin Hood", "Jungle Book", "Lassie", "Mia and Me", «The bureau of magical things», «Worst Witch», «Find me in Paris» and for smaller children: «Conni», "Coconut, the little Dragon», «Heidi», «Wickie», «Maya the bee», «Henrietta» just to name a few. "Shooom's Odyssee», «Zogg» and «Snail and the Whale» have been our highlights in terms of programming for special occasions.

What type of projects/programs are you looking for ?

«The long long holiday» was a good example for programmes, which do cover relevant topics in society. That's certainly something we'd be looking for in the future again.

What kinds of sales pitches do you respond best to ?

The best pitch is the one, which transports the idea best. This can be one page or a completed concept.



ZDF ENTERPRISES GMBH GERMANY



Kristina Hollstein

Director Acquisitions And
Coproductions
Documentaries / Children
And Youth Zdf

ACTIVITY

Acquisitions • Commissioning Editor

DOC

ACQUISITION TERRITORY

Africa: Algeria • Benin • Cameroon • Central African Republic • Côte d'Ivoire • Democratic Republic of the Congo • Kenya • Morocco • Nigeria • South Africa • Tunisia • Zimbabwe **Asia:** China • India • Indonesia • Japan • Malaysia • Philippines • Singapore • South Korea • Sri Lanka • Taiwan • Thailand • Vietnam **Europe:** Austria • Belgium • Czech Republic • Denmark • Finland • France • Germany • Greece • Hungary • Iceland • Ireland • Italy • Luxemburg • Netherlands • Norway • Poland • Portugal • Romania • Russia • Serbia • Spain • Sweden • Switzerland • Turkey • Ukraine • United Kingdom **Middle East:** Egypt • Israel • Jordan • Kuwait • Lebanon • Qatar • Saudi Arabia • U.A.E. **Oceania:** Australia • New Zealand **Latin America:** Argentina • Bolivia • Brazil • Colombia • Dominican Republic • Ecuador • El Salvador • Mexico • Peru • Uruguay • Venezuela **North America:** Canada • U.S.A.



What is your editorial strategy ?

Acquisition and Commissioner of documentaries for the ZDF Group, all Genres.

ZDF Enterprises is a 100% private subsidiary of Germany's ZDF. On behalf of ZDF, ZDF Enterprises is responsible for worldwide programme sales, the implementation of international Commissioners, licence purchasing for quality programmes, marketing online rights and the merchandising of strong ZDF programme brands. In addition to its commercial activities for ZDF, ZDF Enterprises has also been able to establish itself successfully as an independent market player in both national and international environments.

What type of projects/programs are you looking for ?

History - Biographies

Science - Knowledge

Geology - Archaeology

Pls. see our brochure "Factual Programming on ZDF"

<https://zdf-enterprises.de/sites/default/files/box-sidebar/file/2021&actual0rogramming/n:df°50dpi.pdf>

What kinds of sales pitches do you respond best to ?

Link to the programme and short description of content + USPs.

What are you looking for when working on coproduction projects ?

Commissioner proposal: treatment, trailer, information about delivery date, budget, financing plan and references.





Dermot Horan
Director Of Acquisitions
And Co-Productions

ACTIVITY

Co-production • Tv Content Buyer • (S)VOD Buyers

KIDS

DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

Europe: Belgium • Danmark • France • Germany • Ireland • Netherlands • Norway • United Kingdom **Oceania:** Australia • New Zealand **North America:** Canada • U.S.A.

What is your editorial strategy ?

Public Service Media organisation which commissions and acquires across all key genres - drama, comedy, documentaries, natural history and children's programming.

What type of projects/programs are you looking for ?

Drama, comedy, feature films, children's animation and live action, natural history. Both to acquire and co-produce

What kinds of sales pitches do you respond best to ?

A well-researched pitch which understands the needs of our market.

What are you looking for when working on coproduction projects ?

Drama series and singles, along with scripted comedy are areas we look to co-fund with like-minded broadcasters and production companies from inception stage on.



**Deirbhile Ni
churraighin**
Acquisitions Executive

ACTIVITY

Acquisitions • Co-production • Tv Content Buyer
• Commissioning Editor

KIDS

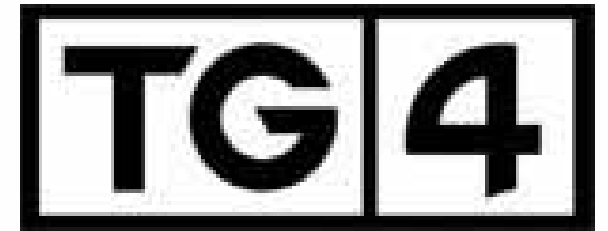
DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

Asia : South Korea **Europe :** Austria • United Kingdom **Middle East :** Israel
Oceania : Australia • New Zealand



What is your editorial strategy ?

TG4, the Irish language television channel, is an independent statutory entity. The channel has been on-air since 1996.

TG4 invests over ,0m annually in original Irish programming from the independent production sector in Ireland.

TG4 is a free to air channel available across all viewing platforms with a strong viewer base throughout the island of Ireland. The player is available worldwide and a strong national and growing international audience. Our international audience is mainly made of the Irish diaspora.

An average of 650,000 viewers a day watch TG4 in the Republic of Ireland this figure regularly exceeds 1 million on major viewing days like Easter Monday, Christmas day and St. Patrick's day.

The channel is Government funded and also derives income from selling commercial air-time and programme sponsorship. TG4 is acknowledged as one of the most efficient and cost effective television stations in Europe.

The channel's schedule - and its news service in particular - ensures a space for the non-centrist perspective and for emerging talent.

The channel's programmes have achieved national and international recognition, prestigious prizes and awards at home and abroad and sales overseas.

Music, documentary and sports coverage have earned particular praise for TG4.

Our latest adventure is CINE4, a scheme in partnership with the BAI and Fis Eireann to produce 10 feature films in the Irish language. Two, Arracht and Finky are finished and on the international film festival circuit, two are in Post production, 2 are due to begin filming in 2020 and another 2 in 2021.

Deirbhile Ni Churraighin and Máire Ni Chonláin are TG4's executive producers of Cine4.

What type of projects/programs are you looking for ?

Documentaries - current affairs, social justice, human rights, environmental/green, world health, science.

Feature Films and Drama series

Children's Content

Daytime content, doc series, light drama

What kinds of sales pitches do you respond best to ?

The best kind of pitch is one in which the distributor has their homework done and knows the channel and therefore knows what to pitch to us and what not to.



Massimo Bruno
Head Of Tv Channels

ACTIVITY

Acquisitions • Co-production • Tv Content Buyer • (S)VOD Buyers • Commissioning Editor

KIDS

DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

Europe : Italy

What is your editorial strategy ?

We are an independent multiplatform Network; specialized on the production and management of a unique content line-up for the Italian kids

Thanks to our Digital and TV Networks in Italy; every day we present a different and original content experience to our audiences.

Our main goal is to superserve our audience by guaranteeing a strong editorial expertise focalized in kids and teen target.

The company mission is to maximize the IPs brand awareness and lifespan locally, building a tailored rollout calendar for each IP to guarantee the best exposure in the market.

As a TV Network we offer

DeAJunior. (Pay TV):The first Edutainment Channel for a preschool target with a special focus on family co-viewing. Created to enable kids to learn, understand and discover.

DeAKids (Pay TV):The I-Do-tainment brand of the Group, the new wave of educational content to empower kids and encourage them into action. Allows kids to discover their own skills, but always in a funny andspontaneous way. Target 6-9, with a distinctive brand positioning. Including "ad-hoc" original productions.

What type of projects/programs are you looking for ?

Being a company fully IP oriented, we are looking for content that can travel through the complete ecosystem, following the main goal of "being all around the viewer at any time".

Considering the international and local trends, always looking after new and creative projects that allows to connect with theirkid's and family audience, creating the perfect ecosystem for the target.

De Agostini is a 360° partner of the project for the Italian territory, being a strategic asset for the editorial and commercial development of an IP in the territory.

Across allkidstarget demos, in animation and live-action, we look forinternational co-production partners to build a tailor- made success experience over itsKidsand Family ecosystem.

What kinds of sales pitches do you respond best to ?

Producers interested in pitching any of the De Agostini channels should submit a complete project outline, with synopsis, plot and details of the main characters, to the Acquisition and Property Development Department (property.digital@deagostini.it).

What are you looking for when working on coproduction projects ?

In terms of Commissioner we always look for great partners to create synergies and strategies that enable content to reach out the best, local and internationally.

MEDIASET DISTRIBUTION - RTI SPA ITALY



Giacomo Poletti
Deputy Head Of
Acquisitions

ACTIVITY

Acquisitions • Co-production • Tv Content Buyer • (S)VOD
Buyers

DOC

DRAMA

ACQUISITION TERRITORY

Europe : Italy



What is your editorial strategy ?

Mediaset Group is the leading commercial broadcasting group in Italy and one of the biggest independent media companies in Europe. Operating an integrated multi-channel and multi-platform system in Italy, Mediaset offers TV contents through linear (with 13 Free-to-Air TV channels on DTT) and non-linear models (through both AVOD and SVOD platforms). Mediaset is also responsible for the purchase, management, sale and production of TV and cinema contents and rights, through the fully owned R.T.I., Medusa and Taodue. Mediaset Group is the main shareholder of Mediaset España and owns a 23,53% stake in the German broadcaster ProSiebenSat.1. With other leading European broadcasters, the Group is a member of the EMA - European Media Alliance, and it is part of two pan-European projects: EBX - European Broadcasters Exchange (in the AdTech business) and Studio71 (MCN).

What type of projects/programs are you looking for ?

In the scripted space, we acquire content both for Prime Time and Daytime programming.

In Prime Time, we look for broad, mainstream, marketable stories: key genres are period drama, female thriller, action, crime procedural.

Limited event series, especially from pre-existing well known IPs, are also a strong area of interest.

Daytime is mostly dedicated to female-skewing, long running shows.

Docs & Factual generates an high volume of acquisitions (around 400 hours per year). Most favourite topics are science, astronomy and space, ancient history, archeology, nature&wildlife

What kinds of sales pitches do you respond best to ?

Promo, footage, screeners are the most important tools for decision making process.

Prebuy is driven by the complete 'package': series bible, scripts and a detailed set of information about budget, cast, commissioning channels, production and delivery timeline.





Luca Milano
Head Of Kids' Division

ACTIVITY

Co-production • Tv Content Buyer • Commissioning Editor

KIDS

ACQUISITION TERRITORY

Europe: Belgium • Danmark • Finland • France • Germany • Italy
• Luxemburg • Netherlands • Russia • Spain • United Kingdom

What is your editorial strategy ?

Director of RAI RAGAZZI, including two free TV channels for children and kids: Rai YOYO and RAI GULP, with a wide offer on Rai's on-demand platform Rai Play.

What type of projects/programs are you looking for ?

Animation, kids drama, education, docudrama, light entertainment formats

What kinds of sales pitches do you respond best to ?

For co-productions, projects that can involve Italian companies too.
For acquisitions, European content is a plus

What are you looking for when working on coproduction projects ?

Content for pre-school children and for kids, including VOD rights

LITHUANIAN RADIO AND TELEVISION (LRT)

LITHUANIA



Junita Budvytiene
Head Of Acquisitions

ACTIVITY

Acquisitions • Tv Content Buyer

KIDS

DOC

DRAMA

ACQUISITION TERRITORY

Europe : Austria • Czech Republic • Danmark • Finland • France • Germany • Italy • Netherlands • Norway • Poland • Spain • Sweden • United Kingdom

North America : Canada • U.S.A.



What is your editorial strategy ?

LRT is a public broadcaster. Foreign content is broadcasted on two channels, LRT TELEVIZIJA and LRT KULTURA. FVOD rights go to our platform www.lrt.lt

We focus on the titles and themes which could be applicable to family viewing, are entertaining, encourage knowledge and feeling for adventures. Priority is given to the historical events, literature based stories, real facts, good detective narration.

What type of projects/programs are you looking for ?

Priority goes to European production which is very diverse on our channels.

We look for new trends in drama series or very classical detective stories for daytime and late night slots.

Late prime time is devoted to historical dramas, action, thrillers, comedies, art cinema.

What kinds of sales pitches do you respond best to ?

Short presentation by email, trailer if available, cast, budget, but usually we confirm our interest after screening the edited version.





Manuel Villanueva
Programming Director

ACTIVITY

Acquisitions

DOC

ACQUISITION TERRITORY

Asia: China • Japan • South Korea **Europe:** Austria • Belgium • France • Germany • Italy • Netherlands • Spain • United Kingdom **North America:** Canada • U.S.A.

What is your editorial strategy ?

TVUNAM is the cultural tv channel of the National University of Mexico. Is one of the youngest cultural tv stations in the country and gathers in its programming grid an attractive high quality own production with an extraordinary sample of the best cultural and scientific programs of the world. Since the launching, on October 24th 2006, TVUNAM has created an own style through a programming grid feed by the richness of creation of the University. From the very widest conception of culture, with a profound sense of diversity and presenting new audiovisual languages, TVUNAM has become a reference of the public television in Mexico.

What type of projects/programs are you looking for ?

We basically look for historical, scientific, arts and culture documentaries, as well as classical films.



Nuno Vaz

Head Of Of Entertainment

ACTIVITY

Acquisitions

FORMAT

ACQUISITION TERRITORY

Europe : Portugal



What is your editorial strategy ?

As a public broadcaster, RTP's main goal is to fulfill the social purpose of providing diverse programming that can reach all the objectives that are stated in our company's mission: knowledge, entertainment, factual, docs, fiction and other genres, in a way that represents our local and global society and the world we live in.

What type of projects/programs are you looking for ?

Quiz shows with a twist, but retaining a cultural and general knowledge vein. Good, up to date ideias for factual entertainment that can be very relatable for general audiences. Big shiny floor talent shows. Original tech ideas that can add new aspects to formats and help generate newer content

What kinds of sales pitches do you respond best to ?

Video promos and screeners.



Javier Lerena
Film Acquisitions
Executive

ACTIVITY

Acquisitions

KIDS

DRAMA

ACQUISITION TERRITORY

Europe: Spain **Latin America:** Argentina • Bolivia • Brazil • Colombia • Dominican Republic • Ecuador • El Salvador • Mexico • Peru • Uruguay • Venezuela

What is your editorial strategy ?

The Corporación de Radio y Televisión Española, S.A.[1] ('Spanish Radio and Television Corporation') is the state-owned public corporation that assumed the indirect management of the Spanish public radio and television service formerly called Ente Publico Radiotelevisión Española (RTVE Public Entity) in 2007. RTVE is the largest audiovisual group in Spain broadcasting in the Spanish language.

What kinds of sales pitches do you respond best to ?

RSI - RADIOTELEVISIONE SVIZZERA SWITZERLAND



Gea Montorfani

Head Of Fiction
Acquisition And
Programming

ACTIVITY

Acquisitions • Tv Content Buyer

DRAMA

ACQUISITION TERRITORY

Europe : France • Germany • Italy • Switzerland • United Kingdom **North America** : Canada • U.S.A.



What is your editorial strategy ?

Public broadcaster

What type of projects/programs are you looking for ?

Long-running TV series
European movie cycles
Feature films
Everything with Italian dubbed version available free of charge

What kinds of sales pitches do you respond best to ?

Screenings





Darren Nartey
Senior Programme
Acquisitions Executive

ACTIVITY

Acquisitions • Co-production • Tv Content Buyer

KIDS

ACQUISITION TERRITORY

Europe : Austria • Belgium • Czech Republic • Danmark • Finland • France • Germany • Greece • Hungary • Iceland • Ireland • Italy • Luxemburg • Netherlands • Norway • Poland • Portugal • Romania • Serbia • Spain • Sweden • Switzerland • Turkey • Ukraine • United Kingdom



What is your editorial strategy ?

CITV has a cheeky, sometimes irreverent, tone and it engages its audience in a non-patronising peer-to-peer way. Kids voices are very much at the heart of its presentation and affording opportunities for kids to appear on, or interact with, the channel is important to CITV. Some of the programmes that collectively create the channel environment that is CITV include - Scrambled, its weekend magazine show, Project Z, a game show played by kids in their local schools, The Rubbish World of Dave Spud, an animated comedy set in the north of England and Mr Bean: The Animated Series.

What type of projects/programs are you looking for ?

We want fresh ideas, properties with a long shelf life and character driven stories, which will resonate with British Kids. Diversity and Inclusion are key issues for us and must be factored into any ideas put forward.

What kinds of sales pitches do you respond best to ?

Materials such as bible, pilot scripts and any visuals would help, but sometimes one or two lines about the project can also help us determine if it's a quick yes or no.

CURIOSITY UNITED STATES



Jorge Franzini

Vp Original Content,
Programming &
Development

ACTIVITY

Co-production • (S)VOD Buyers • Commissioning Editor

DOC

ACQUISITION TERRITORY

North America : Canada • U.S.A.



What is your editorial strategy ?

First and foremost, we are always searching for strong visual stories that are entertaining, enlightening, and inspiring. Curiosity is hard at work at becoming the home of all factual programming through our flagship svod service Curiosity Stream. To that end, we are looking more and more into projects that can be original exclusives, while also being involved in acquisitions to grow and refresh our content library.

What type of projects/programs are you looking for ?

Curiosity has a lot of flexibility regarding project formats - we are equally happy with limited series, feature docs, potentially returnable series, and big one-off specials. In terms of subject matter, our top performing content falls under the science, history, technology, and wildlife buckets. With that being said, we are working hard to become the home of all factual content, so audiences can also find crime, adventure, travel, and food programming. In those latter categories, we are looking for content that is not overly sensationalized and within the Curiosity lens.

What kinds of sales pitches do you respond best to ?

In an ideal world, we'd love to take some time to have one-on-one meetings to dive deep into the producer's vision for the film. Sizzles and treatments are always helpful, and if we've yet to collaborate together, an example of previous work would be extremely helpful.



OLYMPUSAT UNITED STATES



John Baghdassarian

Vp Content Acquisitions
And Strategy

ACTIVITY

Acquisitions • Tv Content Buyer • (S)VOD Buyers

KIDS

DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

Africa : Morocco • South Africa **Europe :** Austria • Czech Republic • France • Germany • Greece • Hungary • Iceland • Italy • Netherlands • Poland • Portugal • Russia • Spain • Ukraine • United Kingdom **Middle East :** Egypt • Israel • Jordan • Lebanon • U.A.E. **North America :** Canada



What is your editorial strategy ?

Olympusat is a leader in the television and digital media space, providing content and technology to a growing list of networks and platforms. In addition to the company's extensive portfolio of HD English and Spanish-language television networks, Olympusat has become a prolific producer of Spanish-language programming, developing award-winning feature films and scripted television.

What type of projects/programs are you looking for ?

I always look for intriguing stories and characters. Great stories transcend language and culture. That is why I am always for the next great story.

What kinds of sales pitches do you respond best to ?

I tend to respond best to emails with a short intro and which include a link to a catalog that is easily navigable.





Karin Marelle
Vp, Program Acquisitions

ACTIVITY

Acquisitions • Co-production • Tv Content Buyer • (S)VOD Buyers • Commissioning Editor

DRAMA

ACQUISITION TERRITORY

Europe: Belgium • Danmark • France • Germany • Italy • Netherlands • Spain • Sweden • United Kingdom **Latin America:** Brazil • Mexico **North America:** Canada • U.S.A.

STARZPLAY

What is your editorial strategy ?

Starzplay is the international streaming arm of US Premium channel Starz. Driven by a slate of our highly acclaimed Starz Original series, we seek out best-in-class acquisitions. Provocative, bold, edgy, distinctive and of the highest calibre, we acquire premium, cinematic content for adult audiences - programming to sit alongside our hugely successful home-grown original franchises including the POWER universe, and OUTLANDER. Our international service builds on our dedication to inclusion on and off screen and our steadfast commitment to serving diverse audiences.

What type of projects/programs are you looking for ?

Premium, provocative, propulsive scripted series - no procedurals, YA, kids programming or reality/unscripted.

Must-see edge-of-seat, obsessable genres - Crime, True Crime, Edgy Thrillers, Action, Supernatural, Sci-Fi, Horror and Irreverent Period Drama e.g. THE GREAT. IP-based adaptations (novels, games, podcasts) and real-life stories. True crime scripted drama e.g. THE ACT and DR. DEATH. Noisy, impactful and marketable shows with leading and emerging Talent - e.g. TOKYO VICE, NORMAL PEOPLE & GANGS OF LONDON.

Ideally returnable or limited series with at least 6 to 8-hour long episodes.

What kinds of sales pitches do you respond best to ?

Open to pitches in person, by phone or via email. We review treatments, Bibles, Scripts and rough-cuts.

Polished projects - Pitches with material or screeners available, IP, eye-catching talent attached or territory-tailored ideas

Open door policy - Year-round project submissions welcome.

Basic information needed includes: key characters, themes, format, synopsis, logline, what makes the project special in today's landscape, and critically, why is it a good fit for StarzPlay?!

TOPIC FIRST LOOK MEDIA

UNITED STATES



LIANG Jennifer
Head Of Acquisitions

ACTIVITY

Acquisitions • Co-production • (S)VOD Buyers

DRAMA

ACQUISITION TERRITORY

Africa: Algeria • Benin • Cameroon • Central African Republic • Côte d'Ivoire • Democratic Republic of the Congo • Kenya • Morocco • Nigeria • South Africa • Tunisia • Zimbabwe **Asia:** China • India • Indonesia • Japan • Malaysia • Philippines • Singapore • South Korea • Sri Lanka • Taiwan • Thailand • Vietnam **Europe:** Austria • Belgium • Czech Republic • Denmark • Finland • France • Germany • Greece • Hungary • Iceland • Ireland • Italy • Luxembourg • Netherlands • Norway • Poland • Portugal • Romania • Russia • Serbia • Spain • Sweden • Switzerland • Turkey • Ukraine • United Kingdom **Middle East:** Egypt • Israel • Jordan • Kuwait • Lebanon • Qatar • Saudi Arabia • U.A.E. **Oceania:** Australia • New Zealand **Latin America:** Argentina • Bolivia • Brazil • Colombia • Dominican Republic • Ecuador • El Salvador • Mexico • Peru • Uruguay • Venezuela **North America:** Canada • U.S.A.

topic

What is your editorial strategy ?

Topic is the boundary-pushing streaming service from First Look Entertainment for thrillers, mysteries, dramas and documentaries from around the world, serving viewers who crave entertainment beyond the mainstream. We feature North American premieres, exclusive TV series and film, and programming from more than 40 countries and showcase an unparalleled collection of creators, perspectives and experiences. We prioritize bold storytelling and champion underrepresented voices. A sampling of our Topic Originals and exclusives include Nordic-noir crime thriller The Killing, Italian supernatural political drama The Miracle, Russian paranormal mystery Dead Mountain, Oscar nominee The Letter Room (starring Oscar Isaac), Lambs of God (starring Ann Dowd), French subterranean crime thriller NOX, Emmy nominee The Accidental Wolf (starring Kelli O'Hara), Dark Woods, and Gotham Award winning Philly D.A.

What type of projects/programs are you looking for ?

We are focused in on the elevated crime/true crime/mystery/thriller/suspense space. We look for edge-of-your-seat programming with strong narrative pull. We do program some unscripted/documentary series as well as films and feature docs if they meet those criteria.

What kinds of sales pitches do you respond best to ?

For finished programs initially our team prefers to receive some information & links via email - program description, episode synopses, outline, etc. and links to the first few episodes. Then we can assess and follow up if there is interest. We are a small team and barring special circumstances, someone screens each episode before we make a decision, so we do appreciate pitches that closely align with our programming priorities.

For projects in development, initially anything that can give us a sense of whether there is a fit: treatment, bible, trailer etc. Then if it makes sense to go further, we will request scripts and other materials.

|mip|



Register on mipcom.com and
start networking with
international TV execs, content
creators, distributors, sourcing
& financing delegates...

ACTIVITY

Acquisition

DOC

ACQUISITION

Europe : Be
Zealand North

our linear and

or ?

food, home &
stories, both in

to ?

teaser.