

miptv[®]

**WHAT
DO BUYERS AND
COMMISSIONING
EDITORS
WANT?**



Built by



WHAT DO BUYER'S WANT



KAYE WARREN

AUSTRALIA

ACTIVITY

Aquisitions

TERRITORIES YOU BUY/CO-PRODUCE FROM

ASIA, AFRICA, LATIN AMERICA, NORTH AMERICA,
EUROPE, MIDDLE EAST, OCEANIA

Docs & Factual:

Art, Music & Culture, Current Affairs, Ethnology & Sociology, History & Civilisation, Lifestyle, Nature & Wildlife, Reality / Factual, Science & Knowledge, Social Responsibilities / Green



SBS

AUSTRALIA

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WHAT IS YOUR EDITORIAL STRATEGY?

SBS have a flagship free to air channel which holds a unique place in the Australian media landscape, inspiring all Australians to explore and celebrate our diverse world through entertainment. We connect cultures and our ambition is to contribute to an inclusive and cohesive modern Australia.

SBS on Demand is a unique AVOD platform – a diverse entertainment destination wrapped up in a world class product available for all. We deliver exclusive content that celebrates our differences and shared humanity.

SBS Viceland is curious and connected, we want to share our passion for entertainment that is distinctive, diverse, and daring. We push boundaries, provoke debate, promote action and engage audiences both on-air and online.

SBS World Movies is Australia's home of international film showcasing the best movies from around the world. SBS Food is Australia's only free food channel serving up food inspiration every day.

NITV is the home of Australian Aboriginal and Torres Straight Islanders' story telling. Our audiences love sport, documentary, factual entertainment, drama and animation. We are a niche broadcaster with an eclectic slate. We offer all types of genre to our audience; however engaging children and youth through our content is a priority. NITV promotes cultural understanding, reconciliation as well as celebrates diversity through our content offering.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

We look for strong story-telling that explores different perspectives and unique viewpoints with recognisable, global talent that drive viewership.

We look for shows that inspire conversation and elevate debate, both locally and globally

We look for relevant and contemporary narratives and programs which attract a broad audience.

In the non-scripted genre we look for presenter led history, travel and science along with big global stories of historical significance.

Factual entertainment with appeal for our distinct audience is also something we are on the look out for.

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

We acquire from hundreds of distributors and producers around the world from the US studios to small one person operations.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

The best pitches would be a short treatment and a sizzle if available

WHAT DO BUYER'S WANT



MARION CAMUS-OBERDORFER

AUSTRIA

ACTIVITY

Acquisitions, Co-production

TERRITORIES YOU BUY/CO-PRODUCE FROM

NORTH AMERICA, EUROPE

Docs & Factual:

Art, Music & Culture, History & Civilisation, Nature & Wildlife, Science & Knowledge, Social Responsibilities / Green



ORF-ENTERPRISE GMBH & KOKG

AUSTRIA

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WHAT IS YOUR EDITORIAL STRATEGY?

We serve as preferred partner for broadcasters and platforms around the world as a one-stop-shop for high quality content offering a wide range of titles from all genres: Blue-Chip Documentaries, TV-Series and Movies, Children's Programs, Music as well as scripted and non-scripted Formats.

We are looking for projects that are in an early stage of production, with a strong international focus and matching with our preferred genres.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Blue Chip 4K Documentaries
Nature & Wildlife
Sustainability & Conservation
History & Ancient History
Science
Reenacted History and Archive Driven Content

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

We acquire independent producer programs as well as TV content, as far as distribution rights are still available and the content matches with our preferred genres.

If the projects meet our preferred genres and are blue chip 4K documentaries, we go into co-financing (special emphasis: Nature & Wildlife).

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

focused presentations, which point out the basics of the project in short words, combined with a deck including production- and financing-plan.

WHAT DO BUYER'S WANT



TOM BLEYAERT

BELGIUM

ACTIVITY

Tv Content Buyer, Commissioner

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE, NORTH AMERICA

Docs & Factual:

Arts, Music, Culture, Ethnology & Sociology, History & Civilisation, Lifestyle, Nature & Wildlife, Reality / Factual, Science & Knowledge, Social Responsibilities / Green



WHAT IS YOUR EDITORIAL STRATEGY?

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

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

N/A

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

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WHAT DO BUYER'S WANT



SVEN VAN LOKEREN

BELGIUM

ACTIVITY

Acquisitions, Tv Content Buyer, (S)VOD Buyers

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE, NORTH AMERICA

Drama/Fiction/
Scripted Format:

Drama, Miniseries, Mobisode / Webisode, Series



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

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WHAT DO BUYER'S WANT



ISABELLE PALMITESSA

BELGIQUE

ACTIVITY

Aquisitions

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE

Docs & Factual:

History & Civilisation, Reality / Factual, Social
Responsibilities / Green



RTBF

BELGIQUE

WHAT IS YOUR EDITORIAL STRATEGY?

RTBF is a public service media who aims to promote its values (audacity, connection, respect, transparency, diversity) and to offer contents for all generations in an increasingly digital society.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

French speaking ou French dubbed documentaries about history and social issues.

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

France, Switzerland, Austria, Germany, UK, Italy...

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

To distributors who have French versions in their catalogues.

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WHAT DO BUYER'S WANT



ALDO DI FELICE

CANADA

ACTIVITY

Acquisitions, Co-production, Tv Content Buyer, (S)VOD Buyers, Carriage Deal Buyer

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE, NORTH AMERICA, LATIN AMERICA,

Docs & Factual:	Archives, Arts, Music, Culture, History & Civilisation, Lifestyle
Formats/Non-scripted Entertainment:	Factual Entertainment / Magazine, Reality Shows / Scripted Reality, TV Game Show
Drama/Fiction/Scripted Format:	Mobisode / Webisode, Series, Telenovelas/Soap/Sitcom



TLN MEDIA GROUP INC (TELELATINO)

CANADA

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WHAT IS YOUR EDITORIAL STRATEGY?

We operate a bouquet of TV channels and online platforms which are multiculturally oriented and in multiple languages. Our reputation is for showcasing "Latino" cultures in various languages. Our flagship channel primarily consists of English language and English-friendly multiculturally rich programming across several genres, namely lifestyle (travel, cooking, homes), sport (soccer), music and performing arts (concerts and awards shows) and drama/comedy (films and series). With occasional special presentations, including special original documentaries and other special events.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

N/A

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Fully produced programs with trailers, sales sheets, and comprehensive background information on source broadcasters, producers, year of production, technical specifications, audience performance, etc

WHAT DO BUYER'S WANT



SIMON DUPUIS

CANADA

ACTIVITY

Acquisitions, TV Content Buyer

TERRITORIES YOU BUY/CO-PRODUCE FROM

NORTH AMERICA, EUROPE, OCEANIA

Kids & Teens: Animation, Live-Action

**Drama/Fiction/
Scripted Format:** Miniseries, Series



RADIO-CANADA

CANADA

WHAT IS YOUR EDITORIAL STRATEGY?

Bring the best from around the world to french speaking canadians viewers through our public Free TV, our cable channels and our SVOD.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Scripted limited series that reaches to a broad audience. Kids animated IPs.

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

Confidential information.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Short and sweet and screeners to share later :)

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WHAT DO BUYER'S WANT



JULIA LAUZON

CANADA

ACTIVITY

TV Content Buyer, VOD Buyer, Commissioner

TERRITORIES YOU BUY/CO-PRODUCE FROM

NORTH AMERICA, EUROPE, MIDDLE EAST, OCEANIA

Docs & Factual:

Current Affairs



SOCIÉTÉ RADIO-CANADA

CANADA

WHAT IS YOUR EDITORIAL STRATEGY?

CBC/Radio-Canada is Canada's national public broadcaster. RDI is Radio-Canada's News specialty channel. Mainly looking for Current Affairs documentaries in a TV-hour format.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Pre-buys and ready-to-broadcast documentaries.

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

Producers and distributors with strong documentary content aimed at a broad TV audience.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Straightforward and in tune with our needs and editorial line.

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WHAT DO BUYER'S WANT



MARJOLAINE MINEAU

CANADA

ACTIVITY

TV Content Buyer, VOD Buyer, Commissioner

TERRITORIES YOU BUY/CO-PRODUCE FROM

Docs & Factual:

Current Affairs



RADIO-CANADA

CANADA

WHAT IS YOUR EDITORIAL STRATEGY?

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RDI is Radio-Canada's News specialty channel.

Mainly looking for Current Affairs documentaries in a TV-hour format.

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Pre-buys and ready-to-broadcast documentaries.

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

Producers and distributors with strong documentary content aimed at a broad TV audience.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Straightforward and in tune with our needs and editorial line.

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WHAT DO BUYER'S WANT



ANNE-CLAIRE VILLENEUVE

CANADA

ACTIVITY

Acquisitions, TV Content Buyer

TERRITORIES YOU BUY/CO-PRODUCE FROM

NORTH AMERICA

Kids & Teens:	Animation
Docs & Factual:	Art, Music & Culture, History & Civilisation, Nature & Wildlife, Social Responsibilities / Green
Drama/Fiction/ Scripted Format:	Feature Film, Miniseries, Series, Telenovelas/Soap/ Sitcom, Drama



TV5 QUÉBEC CANADA

CANADA

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WHAT IS YOUR EDITORIAL STRATEGY?

TV5 Québec Canada provides specialty channels nationwide to promote and expand the cultural, social and linguistic diversity of Quebecois, Canadian and international French culture.

TV5 is a French-language channel with programming from various Francophone countries, including Canada. Unis TV, meanwhile, focuses on the accomplishments and aspirations of French-Canadian communities from coast to coast. TV5 and Unis TV are included in basic cable and satellite subscription services across Canada.

TV5 Québec Canada also offers a wide range of content on different Web, mobile and connected TV platforms all free and easy to access.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

We acquire many different categories of content in French. For fiction and drama series, we are looking for refreshing, audacious storytelling of all types of genres (comedy, dark comedy, thriller, crime investigation, etc). For documentary programming history, and megastructures are always crowdpleasers on our network and we are looking to expand environmental programming. When it comes to feature films we are generally looking for iconic, instantly recognizable french language films. Finally for youth content we focus mostly on animation, and are also looking for iconic or distinctive content.

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

We acquire from Zed, Mediawan, NewenConnect, Ampersand, Federation, Autour De Minuit, Mediatoon, Blue Ant International, Studiocanal, Pathé, Gaumont, Arrow, Miami!, Pernel, CPLB, Java, CinéTévé, Superights, HAGO

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

People who really know how to summarize their content, that are passionate, and are able to target the programs from their lineup that would best fit our editorial line.

WHAT DO BUYER'S WANT



XIAOYIN WEI

CANADA

ACTIVITY

Acquisitions, TV Content Buyer, VOD Buyer

TERRITORIES YOU BUY/CO-PRODUCE FROM

NORTH AMERICA, EUROPE

Kids & Teens:

Animation

Docs & Factual:

Art, Music & Culture, Educational, youth oriented, History & Civilisation, Lifestyle, Nature & Wildlife, Science & Knowledge

Drama/Fiction/ Scripted Format:

Feature Film, Tv Movies, Miniseries, Series, Drama

Ways Media
International

WAYS INTERNATIONAL MEDIA INC.

CANADA

WHAT IS YOUR EDITORIAL STRATEGY?

We purchase suitable and high-quality programs for platforms in different countries.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

documentaries, fiction and non-fictions, short programs

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

content providers

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

emails with links to good programs

miptv®

WHAT DO BUYER'S WANT



QI YU

CHINA

ACTIVITY

Acquisitions, TV Content Buyer, VOD Buyer

TERRITORIES YOU BUY/CO-PRODUCE FROM

ASIA, AFRICA, LATIN AMERICA, NORTH AMERICA,
EUROPE, MIDDLE EAST, OCEANIA

Kids & Teens:

Animation

Docs & Factual:

History & Civilisation, Nature & Wildlife, Science &
Knowledge



JYS MEDIA

CHINA

WHAT IS YOUR EDITORIAL STRATEGY?

JYS Media is the first specialist agency focusing on managing, exploiting and marketing online video content in Mainland China. We acquire documentaries, movies, animations, entertainments for both linear and non linear.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Animations, Documentaries, Entertainments

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

producers, rights holders, and distributors.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Combination of basic information and trailer.

miptv[®]

WHAT DO BUYER'S WANT



MORANA BOTICA

CROATIA

ACTIVITY

TV Content Buyer

TERRITORIES YOU BUY/CO-PRODUCE FROM

NORTH AMERICA, EUROPE

Kids & Teens:

Animation, Docs for Kids



CROATIAN RADIOTELEVISION

CROATIA

WHAT IS YOUR EDITORIAL STRATEGY?

Public TV , Broadcaster

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Kids programs, target audience 2-10 years

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

From distributors

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

As by the internal rules we're allowed to buy only finished content. I prefer to receive screeners.

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WHAT DO BUYER'S WANT



BRANKA PAPIĆ

CROATIA

ACTIVITY

Acquisitions, TV Content Buyer

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE



CROATIAN TELEVISION

CROATIA

WHAT IS YOUR EDITORIAL STRATEGY?

public tv, broadcaster

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

films and movies for daytime slots on public tv

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

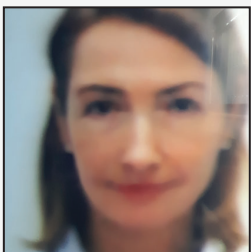
distributers

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

only screeners of the completed films and movies

miptv[®]

WHAT DO BUYER'S WANT



MARTINA VLASTA RAJEK

CROATIA

ACTIVITY

Aquisitions

TERRITORIES YOU BUY/CO-PRODUCE FROM

NORTH AMERICA, EUROPE

Drama/Fiction/
Scripted Format:

Miniseries, Series, Telenovelas/Soap/Sitcom, Drama



HRT

CROATIA

WHAT IS YOUR EDITORIAL STRATEGY?

public tv broadcaster

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

I am in charge of drama series and mostly interested in crime series, melodrama, romance for prime time slots.

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

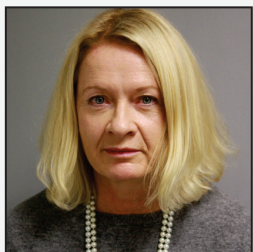
from distributors, we don't do prebuys and co-productions.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

based on screenings via distributors.

miptv®

WHAT DO BUYER'S WANT



ALENA BLAHOŠOVÁ

CZECH REPUBLIC

ACTIVITY

Acquisitions

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE

Kids & Teens:

Animation Preschool, Animation Kids, Arts Music, Culture, Documentary for Kids, Education, Feature Film, Game Show, Live Action

Docs & Factual:

Arts, Music, Culture, Educational, Youth oriented, History & Civilisation, Lifestyle, Nature & Wildlife, Science & Knowledge

Drama/Fiction/ Scripted Format:

Drama, Feature Film, Miniseries, Series, TV Movies



CZECH TELEVISION

CZECH REPUBLIC

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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, edutainment, 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

WHAT DO BUYER'S WANT



ANETTE ROEMER

DENMARK

ACTIVITY

Tv Content Buyer

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE

Formats/Non-scripted Entertainment:

Factual Entertainment / Magazine, Reality Shows /
Scripted Reality, TV Game Show



SVT PRODUCTIONS

DENMARK

mipTV[®]

WHAT IS YOUR EDITORIAL STRATEGY?

STV Production has ambition and passion as core values. We have a strong track record in both original development and in the field of format production. We deliver TV-programs to broadcasters and platforms in the Nordics, public service as well as commercial operators. We strive to serve their needs by responding to concrete pitch calls and by surprising with our original development while also sourcing the best available international formats.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

We are primarily in the market for formats which can be adapted to the local Nordic markets. Themes must be universal, recognizable and appeal to the local viewers. (Reality)-series with a long and strong arch delivering volume and viewer loyalty are much in demand. We stay tuned into the individual channel brands and its audience profile and look for 'appointment titles', must-see content strong enough to create new viewing habits, be it linearly or on demand.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

The best pitch is clear, straightforward and preferably with something to see. An understanding of the Nordic audience and the channels/platforms - from DR across TV 2 to Discovery and Nent - is helpful.

WHAT DO BUYER'S WANT



AHMED FOUADELDIN IBRAHIM

EGYPT

ACTIVITY

Acquisitions, Co-production, TV Content Buyer

TERRITORIES YOU BUY/CO-PRODUCE FROM

ASIA, AFRICA, LATIN AMERICA, NORTH AMERICA,
EUROPE, MIDDLE EAST, OCEANIA

Docs & Factual:

Archive, Art, Music & Culture, Ethnology & Sociology,
History & Civilisation, Nature & Wildlife, Reality / Factual,
Science & Knowledge



D-MEDIA

EGYPT

WHAT IS YOUR EDITORIAL STRATEGY?

Our strategy is to find informative and entertaining content.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Feature documentary films, documentary series, on various topics; Wildlife, Science, Current Affairs, Modern History, Sports and Futuristic inventions.

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

All around the world, as long as we can have an English subtitle for the content.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

First contact by email with a link to a preview or the entire programme.

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WHAT DO BUYER'S WANT



VICKY SCHRODERUS

FINLAND

ACTIVITY

Acquisitions, Co-production

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE, ASIA, NORTH AMERICA

Kids & Teens:

Animation Preschool, Animation Kids, Live Action



YLE FINNISH BROADCASTING CO.

FINLAND

mipTV

WHAT IS YOUR EDITORIAL STRATEGY?

When measured by ratings and audience satisfaction YLE is the number one multi-platform destination for Finnish Kids. It transmits annually over 1300 hours of children's programming for a two- to 12-year-old audience on linear tv, FVOD service YLE Areena and YLE's add-free YouTube Channels . Pikku Kakkonen -magazine show is one of the biggest brands at YLE. Its main focus is the 3-6 y old kids. It reaches about 55% of the target group every week on linear television. For the 7-12 y old kids YLE has an interactive brand named Galaxi. It reaches about 10% of its target group every week on linear tv. Galaxi universe can be found on www.yle.fi/galaxi. Buu-Klubben is aired by the Swedish-speaking channel YLE Fem. Its main focus is the 3-7 years olds. YLE's FVOD service Areena gets about 4 Mio starts on kids programming per week (population of Finland is 5,4 Mio).

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

I am looking for content that will enhance YLE's offering for kids. The shows need to entertain, bring laughter and awake curiosity.

For preschoolers the top priorities are diversity, bravery as well as enhancing emotional and social skills. For school kids we are also looking for themes like mental health and coping with difficult topics as poverty, loneliness and bullying.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Short description or bible of the project with main characters and location(s). Example stories are a must. An animation sample or mood pictures, if live action, is definitely a big plus.

WHAT DO BUYER'S WANT



NINA TUOMINEN

FINLAND

ACTIVITY

Acquisitions, TV Content Buyer, VOD Buyer

TERRITORIES YOU BUY/CO-PRODUCE FROM

ASIA, NORTH AMERICA, EUROPE, OCEANIA



YLE FINNISH BROADCASTING COMPANY

FINLAND

miptv[®]

WHAT IS YOUR EDITORIAL STRATEGY?

YLE is Finland's public broadcaster operating 4 tv channels, 6 radio channels, a strong online platform and mobile services. We look for high quality programming across genres for a broad audience as well as more specific target groups.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

I'm looking for wildlife, history, art and science docs, both one-offs and series, with high production value, strong stories and innovative storytelling. I'm eagerly searching for new, previously untold stories.

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

Mainly European, American, Canadian and Australian distributors, but occasionally also from Asia and Israel.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

One-pager by e-mail with synopsis, essential information on production year, length, production company and commissioning broadcaster. A list of interviewees (including titles/positions) and film locations is also useful. A trailer, if available, is a plus.

WHAT DO BUYER'S WANT



ELISABETH HAGSTEDT

FRANCE

ACTIVITY

Acquisitions, Co-production, TV Content Buyer

TERRITORIES YOU BUY/CO-PRODUCE FROM

ASIA, NORTH AMERICA, EUROPE

Docs & Factual: Current Affairs, History & Civilisation

**Drama/Fiction/
Scripted Format:** Series, Drama



HISTOIRE TV

FRANCE

WHAT IS YOUR EDITORIAL STRATEGY?

Channel dedicated to history in the broadest sense, from ancient civilisation to present wars, and from geopolitics to arts and culture. Mainly through documentaries but also some fiction.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

We look for original, momentous and sharp content proving that history is exciting and significant for us all. We acquire, prebuy and coproduce, also on an international level.

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

A multitude of producers and distributors.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

When the pitcher has understood who we are.

mipTV[®]

WHAT DO BUYER'S WANT



SANDRINE VENTÉZOUT

FRANCE

ACTIVITY

Acquisitions, Co-production, TV Content Buyer

TERRITORIES YOU BUY/CO-PRODUCE FROM

ASIA, NORTH AMERICA, EUROPE

Docs & Factual: Current Affairs, History & Civilisation

**Drama/Fiction/
Scripted Format:** Series



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WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

We look for original, momentous and sharp content proving that history is exciting and significant for us all. We acquire, prebuy and coproduce, also on an international level.

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

A large number of producers and distributors.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

From pitchers that understand who we are.

mipTV[®]

WHAT DO BUYER'S WANT



KUEHN AXEL

GERMANY

ACTIVITY

Acquisitions

TERRITORIES YOU BUY/CO-PRODUCE FROM

ASIA, NORTH AMERICA, EUROPE, OCEANIA

Formats/Non-scripted
Entertainment:

Reality Shows / Scripted Reality, TV Game Show



TRESOR TV PRODUKTIONS GMBH

GERMANY

WHAT IS YOUR EDITORIAL STRATEGY?

Tresor is one of the leading production companies in Germany and has a successful history of adapting international formats to the German market.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Reality shows, game shows, light entertainment shows, factual entertainment formats.

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

Developers, producers, broadcasters.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Videos, promos, trailers.

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WHAT DO BUYER'S WANT



SEBASTIAN DEBERTIN

GERMANY

ACTIVITY

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

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE, ASIA, NORTH AMERICA, LATIN AMERICA, AFRICA, MIDDLE EAST, OCEANIA

Kids & Teens:

Animation Preschool, Animation Kids, Animation Tweens, Teens, Animation Family, Arts Music, Culture|Discovery, Documentary for Kids, Feature Film, Kids Interactive, Live Action



ARD/ZDF KI.KA DER KINDERKANAL

GERMANY

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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 or a mood board can be sufficient, too. Feature films produced or finished series should come with screenings links and short synopsis.

WHAT DO BUYER'S WANT



KATHARINA FINGER

GERMANY

ACTIVITY

Acquisitions, Co-production, TV Content Buyer, Commissioner

TERRITORIES YOU BUY/CO-PRODUCE FROM

NORTH AMERICA, EUROPE

Docs & Factual:

Science & Knowledge



ZDF

GERMANY

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WHAT IS YOUR EDITORIAL STRATEGY?

ZDF/3sat is a public broadcaster airing in Germany, Austria and Switzerland. We have a small but well educated audience. We are proud of the culture and science programmes we produce.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

I'm looking for hardcore science content that has a major impact on our lives, our society. I commission 44 minute science documentaries for a prime time slot at ZDF/3sat which is followed by a one hour discussion show. Topics are health, nutrition, energy, space, psychology and generally anything important going on in the natural sciences.

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

Anyone with a strong focus on the German speaking territories. Anyone who leaves the first run in the German speaking territories for ZDF/3sat.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Convince me with a fresh and important topic and awesome imagery.

WHAT DO BUYER'S WANT



MARITA HUEBINGER

GERMANY

ACTIVITY

Commissioner

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE

Docs & Factual:

Nature & Wildlife, Science & Knowledge



ZDF - ZWEITES DEUTSCHES FERNSEHEN

GERMANY

WHAT IS YOUR EDITORIAL STRATEGY?

Commissioning Documentary

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Science Doc

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Science

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WHAT DO BUYER'S WANT



KRISTINA HOLLSTEIN

GERMANY

ACTIVITY

Acquisitions, Co-production, TV Content Buyer, VOD Buyer

TERRITORIES YOU BUY/CO-PRODUCE FROM

ASIA, AFRICA, LATIN AMERICA, NORTH AMERICA, EUROPE, MIDDLE EAST, OCEANIA

Kids & Teens: Animation, Live-Action, Docs for Kids

Docs & Factual: Archive, Art, Music & Culture, Current Affairs, History & Civilisation, Nature & Wildlife, Reality / Factual, Science & Knowledge

Formats/Non-scripted Entertainment: Factual Entertainment / Magazine



ZDF STUDIOS GMBH

GERMANY

WHAT IS YOUR EDITORIAL STRATEGY?

We are looking for the best factual programs and projects in the genres of history (very important genre for us), archeology, geology, nature and wildlife as well as current affairs and true crime. We do acquire and coproduce for the whole ZDF group consisting of ZDF main channel, the digital channels ZDFinfo and ZDFneo, our contribution to 3SAT and ZDF-ARTE as well as the online platform ZDF Mediathek including ZDF culture.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Coproductions are mainly interesting for ZDF main channel and ZDF-ARTE. Here we usually prefer single programs, but may also invest in a mini series. It is possible to combine the needs of different channels in which case we would require a broader reediting right. Online rights are crucial for all our channels.

On our website you find a brochure presenting our factual needs with examples and information about over 30 slots and Commissioning editors:
<https://www.zdf-studios.com/sites/default/files/media/download/file/factual-programming-zdf.pdf>

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

N/A

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

For completed programs we require a short description and a screening link.

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WHAT DO BUYER'S WANT



NICOLE KEEB

GERMANY

ACTIVITY

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

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE

Kids & Teens:

Animation Preschool, Animation Kids, Animation Tweens, Teens, Animation Family, Arts Music, Culture, Discovery, Documentary for Kids, Education, Feature Film, Game Show, Kids Interactive, Live Action



ZDF GERMAN TELEVISION

GERMANY

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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. "Shoom'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.

WHAT DO BUYER'S WANT



MARCEL AMRUSCHKEWITZ

GERMANY

ACTIVITY

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

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE, ASIA, NORTH AMERICA, LATIN AMERICA, OCEANIA

Formats/Non-scripted Entertainment:

Factual Entertainment / Magazine, Reality Shows / Scripted Reality, TV Game Show



RTL DEUTSCHLAND GMBH

GERMANY

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WHAT IS YOUR EDITORIAL STRATEGY?

RTL Deutschland, together with Gruner + Jahr, is Germany's leading entertainment company, spanning all types of media: TV and streaming, print and digital, radio and podcasts. It is home to some of the country's strongest media brands, from RTL and VOX to Stern, Brigitte and Geo to NTV, and operates Germany's largest streaming platform, RTL+, with > 2.4 million subscribers.

RTL Deutschland stands for positive entertainment and independent journalism, employing around 1,500 journalists covering all the issues shaping contemporary society. Encompassing everything from news to sport, living to lifestyle, and women to family, RTL Deutschland reaches 99 per cent of the German population.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Currently unique and scaleable primetime formats are on top of my wishlist no matter what genre.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

I appreciate a well informed and straight forward sales pitch focussed on the format strength, history and some production insights. Scheduling insights and an outlook if there is new seasons or spinoffs do help as well. I am not so much after ratings in different demos to proof how strong a format is.

WHAT DO BUYER'S WANT



LUCA MILANO

ITALY

ACTIVITY

Co-production, Tv Content Buyer, Commissioner

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE

Kids & Teens:

Animation Preschool, Animation Kids, Animation Family,
Documentary for Kids, Kids Interactive, Live Action



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

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WHAT DO BUYER'S WANT



DIRK NEUHOFF

GERMANY

ACTIVITY

TV Content Buyer

TERRITORIES YOU BUY/CO-PRODUCE FROM

ASIA, AFRICA, NORTH AMERICA, EUROPE, MIDDLE EAST

Docs & Factual:

Current Affairs, History & Civilisation



NDR (NORDDEUTSCHER RUNDFUNK) GERMAN TV

GERMANY

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WHAT IS YOUR EDITORIAL STRATEGY?

Norddeutscher Rundfunk (NDR) is a German public TV broadcaster with a regional TV channel called NDR Fernsehen (NDR Television). It is part of the ARD network – a partnership between nine regional stations providing programmes nationwide. NDR is well known for its drama documentaries and documentaries on history, politics, social issues and current affairs. NDR has co-produced programmes with broadcasters such as BBC, Channel Four, NHNZ, TV2 Denmark, France Télévisions, IBA (Israel) and ARTE.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Political and investigative stories like “Snowden’s Great Escape”, “Net Wars” or “Putin’s Games”, Docudramas like “Otto Weidt – A Blind Hero’s Journey” or “Albert and Hermann Göring – Two Dissimilar Brothers”, Documentaries like “Grand Illusions about Eco Food” or “Counterfeit Drugs”. In generell: strong, untold, exclusive stories!

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

Other Public Broadcasters, Selected Distributors, German Based Production Companies

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Well informed E-Mail with Onepager and screener

WHAT DO BUYER'S WANT



BENITA RATH

GERMANY

ACTIVITY

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

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE, ASIA, NORTH AMERICA, LATIN AMERICA, OCEANIA

Formats/Non-scripted Entertainment:

Factual Entertainment / Magazine, Reality Shows / Scripted Reality, TV Game Show



RTL DEUTSCHLAND GMBH

GERMANY

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WHAT IS YOUR EDITORIAL STRATEGY?

RTL Deutschland, together with Gruner + Jahr, is Germany's leading entertainment company, spanning all types of media: TV and streaming, print and digital, radio and podcasts. It is home to some of the country's strongest media brands, from RTL and VOX to Stern, Brigitte and Geo to NTV, and operates Germany's largest streaming platform, RTL+, with > 2.4 million subscribers.

RTL Deutschland stands for positive entertainment and independent journalism, employing around 1,500 journalists covering all the issues shaping contemporary society. Encompassing everything from news to sport, living to lifestyle, and women to family, RTL Deutschland reaches 99% of the German population.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Unique and scaleable non-scripted primetime formats for TV or online programming that are adaptable for the German territory.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

For me, a good idea that works internationally is more important than ratings. A passionate, well-informed and straightforward sales pitch focused on the format strength, its uniqueness and an outlook on new seasons or spinoffs is most likely to get my attention. Including production or scheduling insights is well-received too.

WHAT DO BUYER'S WANT



KERSTIN VIEHBACH

GERMANY

ACTIVITY

Acquisitions, TV Content Buyer, VOD Buyer,
Commissioner

TERRITORIES YOU BUY/CO-PRODUCE FROM

ASIA

Kids & Teens:

Animation, Live-Action, Kids Interactive



SUPER RTL FERNSEHEN GMBH

GERMANY

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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. 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, Radio and TV.

With our licensing and merchandising agency we ensure the growth of brands to have the greatest visibility for topics we need all the rights that will enable brands to grow.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Animation is still in focus, but Live Action series are also on our list. We're looking primarily for shows for kids 6-10, but of course we're also looking to cater preschool kids and tweens. Comedy works very well for us, as does action-adventure. We are also looking for audio plays for radio and our app - preferably in German. We offer a good mix of well-known brands and new titles which we are constantly expanding.

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

We show international programs and therefore cooperate with partners all over the world. Many of our series come from France, England, US, Canada, Australia, but of course also from Germany.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Ideally we need a bible, story ideas, and at least one script. But anything which give a sufficient idea of the content, like a onepager which conveys the concept, characters world, story engine as well as a good idea of the look, is welcome.

WHAT DO BUYER'S WANT



CHARLOTTE YOUNG

GERMANY

ACTIVITY

Acquisitions, Tv Content Buyer, (S)VOD Buyers

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE

Kids & Teens:

Animation Kids, Animation Tweens, Teens, Animation Family, Feature Film

Docs & Factual:

Archives, Arts, Music, Culture, Current Affairs, Ethnology & Sociology, History & Civilisation, Nature & Wildlife, Science & Knowledge, Social Responsibilities / Green

Drama/Fiction/ Scripted Format:

Drama, Feature Film, Miniseries, Series, TV Movies



PALATIN MEDIA FILM- & FERNSEH GMBH

GERMANY

WHAT IS YOUR EDITORIAL STRATEGY?

Palatin Media is an audiovisual media company active in international sales, all rights distribution, production and operations of TV channels, SVoD- & AVoD-services. »

Its mission is to be one of the leading content houses in Europe.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Programmes with HD image quality for new titles with well-written stories and internationally known cast. Regarding library titles I am mainly looking for classics which already have German dubbed versions available.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Sales Pitch by Sales Representative who know the programme/project to be pitched very well and can answer all questions. Follow-ups with further information like scripts, trailers, screeners etc. which help to decide if a project is fitting.

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WHAT DO BUYER'S WANT



DERMOT HORAN

IRELAND

ACTIVITY

Acquisitions, Co-production, TV Content Buyer, VOD Buyer

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE

Kids & Teens:

Animation, Live-Action, Docs for Kids

Docs & Factual:

Art, Music & Culture, Current Affairs, Ethnology & Sociology, History & Civilisation, Lifestyle, Nature & Wildlife, Science & Knowledge

Drama/Fiction/ Scripted Format:

Feature Film, Tv Movies, Miniseries, Series, Telenovelas/
Soap/Sitcom, Drama



RTE

IRELAND

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WHAT IS YOUR EDITORIAL STRATEGY?

We are a mainstream public broadcaster with the largest share of audience in Ireland. Commissioning and co-producing Irish programming across all key genres is unique selling point. However, we do also acquire movies, drama, comedy, natural history, documentaries, lifestyle and kids content.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

1. Stand out drama series
2. New and library feature films
3. 1/2 hour comedies
4. Blue chip natural history
5. Documentaries
6. Lifestyle series
7. Kids live action and animation

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

We acquire from all the major US, UK, European, Canadian and Australian distributors. We co-produce with broadcasters, streamers and distribution companies

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

As markets are invariably really busy for me and meetings last no longer than half an hour, pitches need to be concise, preferably with visuals or a promo

WHAT DO BUYER'S WANT



LAURA NÍ CHEALLAIGH

IRELAND

ACTIVITY

Acquisitions, TV Content Buyer, VOD Buyer, Commissioner

TERRITORIES YOU BUY/CO-PRODUCE FROM

NORTH AMERICA, EUROPE, OCEANIA

Docs & Factual: Art, Music & Culture, Nature & Wildlife

**Drama/Fiction/
Scripted Format:** Feature Film, Series, Drama



TG4

IRELAND

mipTV[®]

WHAT IS YOUR EDITORIAL STRATEGY?

TG4, the Irish language public service broadcaster, is a free to air channel, available across all the viewing platforms, with a strong base throughout the island of Ireland and a growing international audience, primarily of the Irish diaspora worldwide. We broadcast award-winning and thought provoking commissioned and acquired content in all genres that have achieved national and international recognition.

An average of 1.27m people a week watch TG4 in the Republic of Ireland, we also broadcast to Northern Ireland. TG4 is the 6th most popular channel in Ireland with an average share of 1.83% (1.92% in peak time). This is a very creditable performance in what is one of Europe's most competitive national television markets, with a very high percentage of homes subscribing to satellite, cable or IP platforms that make available scores of TV channels and players that offer a wide choice of content.

TG4 invests over 26m annually in original Irish language programming from the independent production sector in Ireland. Acquired content makes up part of our supporting scheduling focussing particularly on movies, drama, documentary, daytime content, kids and animation, music and natural history.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Strong Feature Films and Drama Series for Primetime linear viewing as well VOD box setting - English or Foreign language

Documentaries - Blue Chip Natural History/Wildlife, Sports, Music but also any strong doc that might resonate with Irish audiences and fit with our channel/schedule needs.

Daytime Series with volume - fact ent/doc/lifestyle series, nostalgic/light drama that will resonate with audiences, long running branded quiz shows.

Music performances and music/popular culture documentary that will appeal to a broad Irish audience.

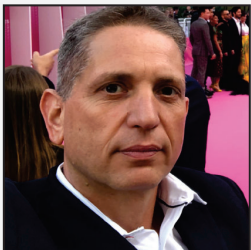
WHO DO YOU BUY FROM/CO-PRODUCE WITH?

A broad selection of distributors ranging from global studios and streamers to smaller niche broadcasters - our content and schedule needs dictate choices.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Pitches that have researched the station, our schedule needs and the type of content we commission and acquire:
<https://www.tg4.ie/>

WHAT DO BUYER'S WANT



RON HERMELIN

ISRAEL

ACTIVITY

Acquisitions, TV Content Buyer, Carriage deal buyer, Other

TERRITORIES YOU BUY/CO-PRODUCE FROM

ASIA, MIDDLE EAST

Kids & Teens:

Animation, Live-Action, Docs for Kids, Kids Interactive

Docs & Factual:

Archive, Art, Music & Culture, Current Affairs, Educational, youth oriented, Ethnology & Sociology, History & Civilisation, Lifestyle, Nature & Wildlife, Reality / Factual, Science & Knowledge, Social Responsibilities / Green

Drama/Fiction/ Scripted Format:

Feature Film, Tv Movies, Miniseries, Series, Telenovelas/ Soap/Sitcom, Short Film, Mobisode/Webisode, Drama



HOT

ISRAEL

WHAT IS YOUR EDITORIAL STRATEGY?

FAST TV
Revenue share model

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

All kind of genre

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

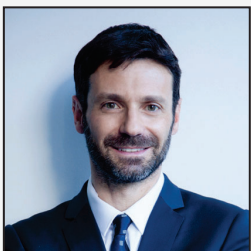
only in regards to linear channels

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

FAST TV
new channels

mipTV

WHAT DO BUYER'S WANT



MASSIMO BRUNO

ITALY

ACTIVITY

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

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE

Kids & Teens:

Animation Preschool, Animation Kids, Animation Family, Education, Feature Film, Game Show, Kids Interactive, Live Action

Docs & Factual:

Archives, History & Civilisation, Nature & Wildlife, Reality / Factual, Science & Knowledge

Formats/Non-scripted Entertainment:

Factual Entertainment / Magazine, Reality Shows / Scripted Reality, TV Game Show

Drama/Fiction/ Scripted Format:

Feature Film, Miniseries, Series, Telenovelas/Soap/ Sitcom



DE AGOSTINI EDITORE SPA

ITALY

mipTV

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 and spontaneous way. Target 6-9, with a distinctive brand positioning. Including "ad-hoc" original productions.

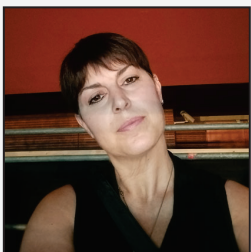
WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

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 their kid'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 all kids target demos, in animation and live-action, we look for international co-production partners to build a tailor-made success experience over its Kids and 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 DO BUYER'S WANT



MARINA CAPRETTI

ITALY

ACTIVITY

Aquisitions

TERRITORIES YOU BUY/CO-PRODUCE FROM

NORTH AMERICA, EUROPE

Docs & Factual:

Current Affairs, History & Civilisation, Social Responsibilities / Green

Drama/Fiction/ Scripted Format:

Feature Film, Miniseries, Series



LA7 SPA

ITALY

WHAT IS YOUR EDITORIAL STRATEGY?

La7 Spa is a free television broadcasting channel mainly focused on current and politics events with live shows on daily slots and 4 PT slots. This makes our channel recognizable as one of the most important news and information channel

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

historical and current documentaries and library featured film and mini series/tv series.

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

Generally we do not coproduce.
We use to buy from european, italian and american distributors

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

All the pitches that consent to screen something, even only a trailer.

mipTV[®]

WHAT DO BUYER'S WANT



LUDOVICA FONDA

ITALY

ACTIVITY

Co-production, Commissioner

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE, NORTH AMERICA

**Drama/Fiction/
Scripted Format:**

Drama, Miniseries, Series



RTI MEDIASET GROUP

ITALY

mipTV

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?

We're focused on mainstream TV series (limited and event series as well as returnable) ranging from family/relation dramas and sagas to crime, procedurals, and dramedies, to develop with like-minded partners from inception stage on. We're on the lookout for captivating, universal stories that feel relevant to our audience as well as new talents with fresh and distinctive voices.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

We see projects sent to us at all different stages – it is the core idea and the overall feel and concept of a show that we focus on when we review submissions, against our current commissioning priorities and upcoming channel line-ups. Sharp pitches with potential for a mainstream audience, scripts and series arc/episode outlines are very useful for us to get a full picture of the project.

WHAT DO BUYER'S WANT



ANNALISA LIBERI

ITALY

ACTIVITY

Acquisitions, Tv Content Buyer, (S)VOD Buyers

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE

Kids & Teens:

Animation Preschool, Animation Kids, Animation Tweens, Teens, Animation Family, Documentary for Kids, Feature Film, Game Show, Live Action



WHAT IS YOUR EDITORIAL STRATEGY?

Rai Ragazzi is the department for children and kids of Rai, italian public broadcaster, operating the 2 free-to-air channels Rai Yoyo and Rai Gulp and providing content for the linear channels, the Rai free VOD digital platform and Rai Yoyo app. Our editorial strategy is offering to the young italian audience the best programmes from the international market.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

We are looking for Animation, kids drama – series and miniseries – and formats with a strong storytelling, mostly european content. We offer to kid's audience shows to entertain as well as raise curiosity, openmindedness, emotional and social skills.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

In terms of Acquisitions we have to consider complete programmes.

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WHAT DO BUYER'S WANT



BRENDA MAFFUCHI

ITALY

ACTIVITY

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

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE

Kids & Teens:

Animation Preschool, Animation Kids, Animation Tweens, Teens, Animation Family, Live Action



DE AGOSTINI EDITORE SPA DIGITAL DIVISION

ITALY

mipTV[®]

WHAT IS YOUR EDITORIAL STRATEGY?

We are an independent multiplatform Network presenting a unique content offer, identifying the editorial needs of each target and always maximizing the brand awareness of our TV Network. As part of our Group we have two TV channels for the Kids audience.

DeAJunior: The first Edutainment Channel for a pre-school target with a special focus in family co-viewing. Created to make kids able to learn, to understand and to discover.

DeAKids: The I-Do-tainment brand of the Group, the new wave of educational content to empower kids and encourage them to action. Target 5-9, with a distinctive brand positioning. Including "ad-hoc" original productions.

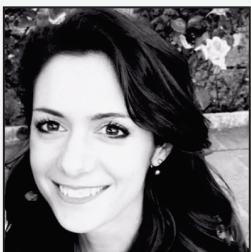
WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

We are always looking after original projects that represents the ID of our channels, of course having in consideration the evergreen animation with a strong comedy component for a gender neutral audience and live action series for teens and tweens.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Basically, all pitches are always interesting because there is always something new to learn or discover around a new IP. Having in consideration that we are a multiplatform network, more and more we look for 360° projects that covers all the necessary platforms and areas of our brands

WHAT DO BUYER'S WANT



SUSANNA MAZZOLENI

ITALY

ACTIVITY

Acquisitions

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE

Kids & Teens:

Animation



WARNERMEDIA EMEA

ITALY

mipTV

WHAT IS YOUR EDITORIAL STRATEGY?

- We are looking at complementing our slate of originals and our EMEA 3rd party pipeline with local acquisitions and pre-buys for our Italian and Iberian feeds, with a focus on our FTA channels and apps
- Our most important audiences are 6-11 boys and girls for Boing and CN, and 4-6 upper-preschoolers boys and girls for Cartoonito and Boomerang
- We are also looking for anime content for tweens to cater for our Boing JV animation blocks on Italia 1 and Italia 2

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

- Focus on animated series, ideally with a starting format of 26HHs minimum to sustain linear launch and a potential for multiple seasons
- For Boing and CN: comedy led properties with an easy entry point and a wide appeal, relatable stories and characters, boys and girls inclusive
- For Cartoonito and Boomerang: entertainment with heart, wide (FTA) appeal, gender neutral; commercial IPs are also welcome
- Family movies for both Boing and Cartoonito prime-time
- Anime series for kids 6+ and tweens, gender neutral or boys skewing
- We are also interested in live-action comedy series for our Boing channels
- We have a preference for 1st windows but we are open to 2nd windows on a case by case scenario
- EU quota shows are a preference but not a must, and we're also interested in hearing about Italian quota projects

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

N/A

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

For our local needs we're most interested in shows that are already in production or completed, but we're also interested in hearing about projects in development to share with our EMEA team

WHAT DO BUYER'S WANT



GIACOMO POLETTI

ITALY

ACTIVITY

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

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE

Docs & Factual:

Current Affairs, Ethnology & Sociology, History & Civilisation, Nature & Wildlife, Science & Knowledge, Social Responsibilities / Green

Drama/Fiction/ Scripted Format:

Drama, Feature Film, Miniseries, Series, Telenovelas/ Soap/Sitcom, TV Movies



MEDIASET DISTRIBUTION - RTI SPA

ITALY

mipTV

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.

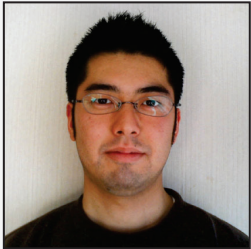
Docs & Factual generates an high volume of acquisitions (around 400 hours per year). Most favourite topics are science, astronomy and space, ancient history, archeology, nature&wildlife

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.

WHAT DO BUYER'S WANT



MASA OMIYA

JAPAN

ACTIVITY

Acquisitions, Tv Content Buyer, (S)VOD Buyers

TERRITORIES YOU BUY/CO-PRODUCE FROM

ASIA, NORTH AMERICA

**Drama/Fiction/
Scripted Format:**

Drama, Feature Film, Miniseries, Series, TV Movies



TRANS WORLD ASSOCIATES, INC.

JAPAN

WHAT IS YOUR EDITORIAL STRATEGY?

We acquire high quality TV movies, mini-series, documentaries, feature films and animations for the Japanese market (DVD, TV, VOD and theatrical rights). As a distributor, we work with several broadcasters and VOD companies. We are looking for a wide range of programme categories.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

We are looking for completed programmes or programmes in the final stages of production.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

We would like to check genre, trailer, key art or stills, stuff & cast info, so we always appreciate receiving emails. We will request a full episode screening link if we are interested.

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WHAT DO BUYER'S WANT



DOYOUNG OH

KOREA, REPUBLIC OF

ACTIVITY

Acquisitions, Tv Content Buyer

TERRITORIES YOU BUY/CO-PRODUCE FROM

ASIA

Docs & Factual:

Archives, Arts, Music, Culture, Current Affairs, Educational, Youth oriented, Ethnology & Sociology, History & Civilisation, Nature & Wildlife, Reality / Factual, Science & Knowledge, Social Responsibilities / Green



PLUS MEDIA PARTNER

KOREA, REPUBLIC OF

miptv[®]

WHAT IS YOUR EDITORIAL STRATEGY?

PLUS MEDIA PARTNER is primarily engaged in distribution of overseas TV programs from all around the world and supply them to broadcasters in South Korea. PLUS MEDIA PARTNER has established quite an extensive and impressive clientele, exactly built out from the existing networks carefully accumulated for years by each member of the management. It includes, among others, several public channels owned by Korean government and public organization authorities. And terrestrial TV stations, cable & satellite TV channels, IPTV platforms are also our usual business partners.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Looking for the documentary & factual programs on History, Lifestyle, Nature, Wildlife, Science & Technology, Discovery & Travel, Environment, Military Arts, Music, Culture, Current Affairs, etc.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

It will be the best if my needs are exactly reflected.

WHAT DO BUYER'S WANT



T.J. (TAE JEONG) KIM

KOREA, REPUBLIC OF

ACTIVITY

Acquisitions, Tv Content Buyer, (S)VOD Buyers

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE, ASIA, NORTH AMERICA, LATIN AMERICA, OCEANIA

Kids & Teens:

Animation Preschool, Animation Kids, Animation Family, Arts Music, Culture, Education, Feature Film

Docs & Factual:

Arts, Music, Culture, Current Affairs, Educational, Youth oriented, Ethnology & Sociology, History & Civilisation, Lifestyle, Nature & Wildlife, Reality / Factual, Science & Knowledge, Social Responsibilities / Green

Formats/Non-scripted Entertainment:

Factual Entertainment / Magazine, Reality Shows / Scripted Reality

Drama/Fiction/Scripted Format:

Drama, Feature Film, Miniseries, Series, TV Movies



UNITED MEDIA

KOREA, REPUBLIC OF

WHAT IS YOUR EDITORIAL STRATEGY?

Buying TV contents, movies
Selling TV contents, movies
Producing movies, dramas, and documentaries

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

HD Documentary series
UHD 4K programmes
Movies
Animation
Dramas, documentaries

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Movie
Documentary
Animation
Reality
TV drama

miptv®

WHAT DO BUYER'S WANT



JUNITA BUDVYTIENE

LITHUANIA

ACTIVITY

Aquisitions

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE

Docs & Factual:

Art, Music & Culture, History & Civilisation, Nature & Wildlife, Science & Knowledge

Drama/Fiction/ Scripted Format:

Feature Film, Tv Movies, Miniseries, Series, Drama



LITHUANIAN RADIO AND TELEVISION (LRT)

LITHUANIA

miptv®

WHAT IS YOUR EDITORIAL STRATEGY?

LRT is a public broadcaster. The foreign production is broadcasted on LRT TV and LRT PLIUS.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

The priority is given to drama and documentaries applicable to all the family. On the main channel we have got 5 daily daytime series. Weekends go for day time series and movies. The prime time series slot at 11.00 pm. is more focused to action , thrillers, male target.

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

The majority of our partners come from Europe.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Need information by email, screening links, usually the decision is taken after screening the final edited version.

WHAT DO BUYER'S WANT



MANUEL VILLANUEVA

MEXICO

ACTIVITY

Acquisitions

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE, ASIA, NORTH AMERICA

Docs & Factual:

Arts, Music, Culture, History & Civilisation, Science & Knowledge



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.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

N/A

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WHAT DO BUYER'S WANT



MARC PUTMAN

NETHERLANDS

ACTIVITY

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

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE, LATIN AMERICA

Drama/Fiction/
Scripted Format:

Drama, Feature Film, Miniseries, Series, Telenovelas/
Soap/Sitcom, TV Movies



OUTTV MEDIA

NETHERLANDS

mipTV[®]

WHAT IS YOUR EDITORIAL STRATEGY?

We're a pay-tv and digital media service aimed at the LGBTI audience in Europe, LATAM, Africa and Asia. We do operate traditional pay-tv services via tv-operators in various countries and have our own 'Gay Netflix' platform as well as distribution via third party platforms.

We're looking for drama series/comedy/scripted finished programming and feature films with have story lines including LGBTI characters, expressing diversity and inclusivity.

Our ambition is not to produce these formats only for us, we're a small niche focussed company, so finished products for licensing are ok for us, but we do sometimes co-produce or make distribution agreements with producers to facilitate the production process in order to attract slate funding, media funding etc.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

SEE ABOVE

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

SEE ABOVE

WHAT DO BUYER'S WANT



KAJA WOLFFERS

NETHERLANDS

ACTIVITY

Acquisitions, Co-production, TV Content Buyer, VOD Buyer

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE

Formats/Non-scripted Entertainment:

Factual Entertainment / Magazine, Reality Shows /
Scripted Reality

Drama/Fiction/ Scripted Format:

Feature Film, Miniseries, Series



AMAZON PRIME VIDEO

NETHERLANDS

WHAT IS YOUR EDITORIAL STRATEGY?

streaming

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

broad entertainment, broad scripted

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

producers, distributors, broadcasters

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

short and simple. data driven.

miptv[®]

WHAT DO BUYER'S WANT



NELI VOZELJ ABERSEK

SLOVENIA

ACTIVITY

Aquisitions

TERRITORIES YOU BUY/CO-PRODUCE FROM

NORTH AMERICA, EUROPE

Drama/Fiction/
Scripted Format:

Feature Film, Tv Movies



RTV SLOVENIJA

SLOVENIA

miptv®

WHAT IS YOUR EDITORIAL STRATEGY?

Being the only national public broadcaster in the country, gives us a privilege and responsibility to provide our viewers the best programmes we can. We try to select high-quality content across all-genres with focus on newest production of various language origin, we also tend to include certain classical movies. We are a small broadcaster but we try to forget that and aim for the best we can get.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Mainly, we are always in search of new drama series (preferably family, feel-good but quality comedy, which is hardest to find), then outstanding documentaries of various topics and narratives (25', 50' and feature-length) and movies.

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

Having a rather complicated regulations in the country on co-productions next to scarcity of funding, we are quite limited in participating in this kind of relations.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Generally sales pitch should be precise in topic and manner, unique and innovative, with competent presenters.

WHAT DO BUYER'S WANT



BERNARDA GRUM

SLOVENIA

ACTIVITY

Acquisitions, TV Content Buyer

TERRITORIES YOU BUY/CO-PRODUCE FROM

NORTH AMERICA, EUROPE, OCEANIA

Drama/Fiction/
Scripted Format:

Miniseries, Series, Drama



RTV SLOVENIJA

SLOVENIA

mipTV®

WHAT IS YOUR EDITORIAL STRATEGY?

RTV Slovenija is a public service broadcaster, targeting general audience, but also offering content for more specific target groups. We are buying a wide range of content (scripted drama & comedy series, films, animation, documentaries), high quality programmes for two channels & specific slots.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

My focus is on scripted drama and comedy series. I'm looking for a high quality new production, European, but also some non-European production, different genres (contemporary, period drama, crime, comedy, biopics etc) and finished (ready-to-air) programmes.

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

We buy from a wide range of international distributors. With some we have a very long business relationship, but it's always good to find smaller or new players on this big and lively media market.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Presentation of the new or upcoming projects, but the final decision is always made after I screen the finished programmes.

WHAT DO BUYER'S WANT



KATARINA SLOVAKOVA

SLOVENSKO

ACTIVITY

Acquisitions, TV Content Buyer

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE

Kids & Teens:

Animation, Docs for Kids

Docs & Factual:

Ethnology & Sociology, History & Civilisation, Nature & Wildlife, Science & Knowledge

Drama/Fiction/ Scripted Format:

Feature Film, Tv Movies, Miniseries, Series



RADIO AND TELEVISION OF SLOVAKIA (RTVS)

SLOVENSKO

WHAT IS YOUR EDITORIAL STRATEGY?

As a public broadcaster we are trying to bring all genres of programs for all group of audience and looking for an exclusive content different from the offer of the commercial channels.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

We are looking for especially European content which is our main brand, drama series, TV movie circles, European feature films, kids content and prime-time documentaries.

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

Our partners are mainly the other public channels – EBU members – and strong European and UK distribution companies.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Direct acquisitions deals with our partners

miptv®

WHAT DO BUYER'S WANT



YOLANDA GARCIA

SPAIN

ACTIVITY

Acquisitions, TV Content Buyer, VOD Buyer

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE



RTVE

SPAIN

WHAT IS YOUR EDITORIAL STRATEGY?

ACQUISITIONS

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

WILD LIFE
FACTUAL
LIFESTYLE

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

AGENCIES AND PRODUCERS

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

NATURE

mipTV[®]

WHAT DO BUYER'S WANT



MILA MAYI

SPAIN

ACTIVITY

Acquisitions, VOD Buyer

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE

Kids & Teens:

Animation, Live-Action

Docs & Factual:

Current Affairs, Ethnology & Sociology, History & Civilisation, Lifestyle, Nature & Wildlife, Reality / Factual, Science & Knowledge

Drama/Fiction/ Scripted Format:

Feature Film, Tv Movies, Miniseries, Series, Telenovelas/
Soap/Sitcom, Short Film, Drama



CORPORACION RTVE

SPAIN

WHAT IS YOUR EDITORIAL STRATEGY?

We are the Spanish public television and we look for quality content

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

fiction series, feature films, animation, live action for children, documentaries,

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

mainly to Europe and America

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

famous artists and directors, good audience results in other countries

miptv®

WHAT DO BUYER'S WANT



JEAN-PHILIPPE CEPPI

SWITZERLAND

ACTIVITY

Acquisitions, Co-production, TV Content Buyer, Commissioner

TERRITORIES YOU BUY/CO-PRODUCE FROM

AFRICA, LATIN AMERICA, NORTH AMERICA, EUROPE,
MIDDLE EAST



RADIO TELEVISION SUISSE

SWITZERLAND

mipTV[®]

WHAT IS YOUR EDITORIAL STRATEGY?

A leading investigative program on the Swiss public broadcaster, the multi-awarded Temps Présent is amongst the oldest current affairs programs in Europe, born in 1969. We broadcast on prime time since more than 50 years.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Investigative breath taking documentaries and factuals. Social, political, environmental, crime and social issues.

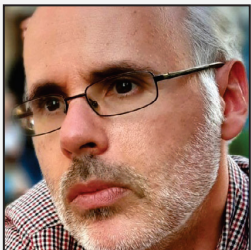
WHO DO YOU BUY FROM/CO-PRODUCE WITH?

Any co-producer with an exigence for top and original stories and state of the art narrative
We are only minor coproducers. We focus on pre-purchase and acquisitions.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

N/A

WHAT DO BUYER'S WANT



FREDERIC ZIMMERMANN

SUISSE

ACTIVITY

Acquisitions, Co-production, TV Content Buyer, VOD Buyer, Commissioner

TERRITORIES YOU BUY/CO-PRODUCE FROM

NORTH AMERICA, EUROPE

Docs & Factual:

Current Affairs, Reality / Factual



WHAT IS YOUR EDITORIAL STRATEGY?

National public broadcaster!

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Factual, current affairs, story and character based!

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

French, british, american, german, italian producers, distributors and broadcasters.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Small text with a trailer!

mipTV[®]

WHAT DO BUYER'S WANT



CHUAN CHIN CHANG

TAIWAN, R.O.C.

ACTIVITY

Acquisitions, TV Content Buyer, VOD Buyer

TERRITORIES YOU BUY/CO-PRODUCE FROM

ASIA, NORTH AMERICA, EUROPE

Kids & Teens:

Animation, Kids Interactive

Docs & Factual:

Art, Music & Culture, Current Affairs, Educational, youth oriented, Ethnology & Sociology, History & Civilisation, Lifestyle, Science & Knowledge, Social Responsibilities / Green

Drama/Fiction/ Scripted Format:

Feature Film, Tv Movies, Miniseries, Series, Mobisode/
Webisode, Drama



TEMPO INTERNATIONAL MASS MEDIA

TAIWAN, R.O.C.

WHAT IS YOUR EDITORIAL STRATEGY?

Seeking, curating and localizing a content, regardless its category, like movie, drama, animation, documentary, ... etc., which can get a well resonance from Taiwan audience on diversify platforms, linear, streaming, non-theatrical and so on.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Movies with audience familiar talents and fast-pace plots and scene.
Drama without too much sophistic plots. Self-completed each episode are well accepted.
Animation targeting for pre-schooler and junior grade along with CP publicizing in local is better .
Documentary one-off with topics suitable for senior grade educational market.

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

Movie and drama from US major studios.
Animation from The States and European countries.
Documentary also from the European products while some form US.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Beside presenting the content feature, production method/type and relevant program details, a screening demonstration is quite important and helpful for further assessment prior to proceeding a price negotiation.

miptv®

WHAT DO BUYER'S WANT



NISA SITTASRIVONG

THAILAND

ACTIVITY

Acquisitions, TV Content Buyer, VOD Buyer

TERRITORIES YOU BUY/CO-PRODUCE FROM

ASIA, NORTH AMERICA, EUROPE

Kids & Teens:

Animation, Docs for Kids

Docs & Factual:

Current Affairs, Educational, youth oriented, Lifestyle, Nature & Wildlife, Reality / Factual, Science & Knowledge, Social Responsibilities / Green

Formats/Non-scripted Entertainment:

Factual Entertainment / Magazine, Reality Shows / Scripted Reality

Drama/Fiction/Scripted Format:

Feature Film, Series



TRUE VISIONS GROUP CO., LTD

THAILAND

WHAT IS YOUR EDITORIAL STRATEGY?

Searching good content to entertain customer the most, but need to deliver good value and moral to the society.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Series of breakthrough knowledge that audience can easily related and enjoyed.

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

Various

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Fresh, unique but in trend, high production quality, and good marketing support.

mipTV[®]

WHAT DO BUYER'S WANT



LOREN BAXTER

UNITED KINGDOM

ACTIVITY

Acquisitions

TERRITORIES YOU BUY/CO-PRODUCE FROM

ASIA, AFRICA, LATIN AMERICA, NORTH AMERICA,
EUROPE, MIDDLE EAST, OCEANIA

Docs & Factual:

Archive, Art, Music & Culture, Current Affairs, Ethnology & Sociology, History & Civilisation, Lifestyle, Nature & Wildlife, Reality / Factual. Science & Knowledge, Social Responsibilities / Green

off the fence.

OFF THE FENCE
UNITED KINGDOM

mipTV[®]

WHAT IS YOUR EDITORIAL STRATEGY?

Off the Fence is an international distribution and production company specialising in all forms of non-scripted programming. We acquire the best programmes the international market has to offer and work with leading production companies from all over the world. Our strategy is simple; to acquire programmes which have international salability and cater to the upcoming trends and demands of the market and our network clients.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

We look for series and specials that resonate with international audiences. At the moment, there is a need for ancient history topics, nature and wildlife, WWII, premium science series either in health, pop science or technical (such as engineering) as well as topics that come with unique access to people or places.

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

We work with a range of companies from all over the world.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

We like to see a well developed treatment or short outline, a budget and where available a sizzle/trailer or screener. Having a broadcaster attached already is an asset but not a priority, we also work across early development.

WHAT DO BUYER'S WANT



SASHA BRESLAU

UNITED KINGDOM

ACTIVITY

Acquisitions, Co-production, TV Content Buyer, VOD Buyer

TERRITORIES YOU BUY/CO-PRODUCE FROM

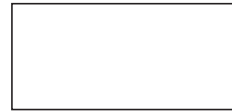
NORTH AMERICA, EUROPE

Docs & Factual:

Lifestyle, Reality / Factual

Drama/Fiction/ Scripted Format:

Feature Film, Tv Movies, Series, Drama



SASHA BRESLAU

UNITED KINGDOM

WHAT IS YOUR EDITORIAL STRATEGY?

Our purpose is to entertain and connect with millions of people globally, reflecting and shaping culture with brilliant content and creativity. This is aligned to our 2026 strategic vision, to be a leader in UK streaming and an expanding global force in content.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

- Scripted Drama: First run big, glossy and noisy drama and well loved library titles covering a range of genres such as crime, thriller, sci-fi and fantasy. Primarily from the US but we are also open to considering series from Canada, Australia and New Zealand. eg LOVE & DEATH, THE TWELVE, ARROW, ONE TREE HILL, HEROES, MR ROBOT, MEDIUM
- Scripted Comedy: First run and library young skewing comedy with relatively broad appeal. We are interested in both live action and animated mediums eg SEX LIVES OF COLLEGE GIRLS, FAMILY GUY, AMERICAN DAD, SUPERSTORE, 30 ROCK, EVERYBODY HATES CHRIS
- True Crime: We are looking for a select number of premium/ noisier first run exclusives, such as the upcoming THE CASE AGAINST COSBY and Britbox's SECRETS OF THE KRAYS
- Factual Docs: Documentaries with high production values featuring reasonably well known subjects eg LADYBOSS: THE JACKIE COLLINS STORY and FRAMING BRITNEY SPEARS
- Entertainment: We are open to series in the glossy reality/ property space - eg BELOW DECK, MARRIED AT FIRST SIGHT, SELLING SUNSET

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

The majority of the US studios, the large UK and European distributors and a range of small-medium sized suppliers outside of the UK and US as well.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Clear, concise, targeted to what we are looking for. Finished programme screening links where available, outlines/ treatments/ sizzles as applicable.

mipTV[®]

WHAT DO BUYER'S WANT



MAGGIE LIANG

UNITED KINGDOM

ACTIVITY

Acquisitions, Co-production, TV Content Buyer, VOD Buyer

TERRITORIES YOU BUY/CO-PRODUCE FROM

ASIA, LATIN AMERICA, EUROPE

Kids & Teens:

Animation, Live-Action



THE MEDIA PIONEERS

UNITED KINGDOM

mipTV®

WHAT IS YOUR EDITORIAL STRATEGY?

TMP is a London based distributor, we are acquiring finished kids and features for global distribution and UK cinema release. For projects in later development, TMP also offers gap-filling chances for producers who have a small gap for the financial plan and available for global distribution rights.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

Currently, we are looking for 6+ shows with strong storytelling and impressive characters. Prefer girls leading projects, with comedy, action and adventure, or teamwork elements. We are also quite hungry about live action projects. For features, we open for any projects in production or finished shows, like anime projects, award-winning/commercial features with great market potential in the UK.

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

From 2018 to 2020, we have distributed a few titles in Mainland China, such as the Moe show, Hana's Helpline, Chickpea and Friends and so on.

In 2021, We acquired Korean Feature Finding Angel for UK release as well. We did co-pro with Low-film in Spain for Mironins, which we filled the financial gap as international distributor. We also acquired Disney Latam commissioned series, Boris and Rufus from Brazilian producer.

In 2022, We also acquired Fanta wild -- Boonie Bears Films for UK cinemas release and it covered more 350 sites in the UK.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

If the show is in development, we are happy to get a pitch desk with a financial plan and production schedule. If that is a finished series, please kindly share at least one episode in English, with the brand desk.

WHAT DO BUYER'S WANT



KARIN MARELLE

UNITED KINGDOM

ACTIVITY

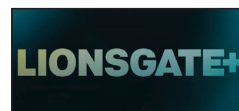
Acquisitions, Co-production, TV Content Buyer, VOD Buyer

TERRITORIES YOU BUY/CO-PRODUCE FROM

LATIN AMERICA, NORTH AMERICA, EUROPE

**Drama/Fiction/
Scripted Format:**

Miniseries, Series



STARZ

UNITED KINGDOM

mipTV[®]

WHAT IS YOUR EDITORIAL STRATEGY?

LIONSGATE+ is the streaming arm of US Premium channel Starz. Driven by a slate of our highly acclaimed Starz Original series and benefitting from a relationship with Lionsgate, we seek out obsessable, top-tier quality scripted programming to compliment our franchises, films and local productions: best-in-class acquisitions and commissions for the USA, Canada, UK, LATAM & Brazil.

Cinematic content for adult audiences is our wheelhouse - provocative, bold, edgy, distinctive and of the highest calibre. Premium Programming to sit alongside our hugely successful home-grown original franchises including the POWER universe, OUTLANDER, THE SERPENT QUEEN and SEÑORITA 89. Our global services build 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?

LIONSGATE+ is searching for premium, provocative, propulsive scripted series. We look for addictive, ambitious break-out hits with ultra-premium production values, writing quality and character. Less slowburn, more edge-of-seat. From-the-heart, territory-tailored stories - Our co-production commissions seek projects that resonate in-market, and have international appeal.

Distinctiveness - bold stories that make a statement and that introduce us to complex characters. Stories that elevate familiar genres with fresh perspectives. Stories that champion diversity.

Bespoke talent - Well-known actors, showrunners, production companies and producers with a successful track record.

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

We work with a range of companies from numerous territories. Acquired content comes from the Major Studios, Independent Distributors and Production Companies. We have Co-Produced with the likes of Channel 4, BBC, France TV, TF1 and are open to working with broadcasters/platforms worldwide. We have numerous projects in development with Producers with a proven creative track record.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

Treatments, Bibles, Scripts are all welcome. Soft sells - Open to pitches in person, by phone or via email. Polished projects - Pitches with material or screeners available, IP, eye-catching talent attached or territory-tailored ideas. Basic information needed includes: key characters, themes, format, synopsis, logline, what makes the project special in today's landscape, and why is it a good fit for LIONSGATE+? Open door policy - Year-round project submissions welcome. Nods to our slate - how does your pitch compliment current programming stand-outs in relevant territories (e.g. similar genre, shared cast etc)? Polished projects - Pitches with material or screeners available, IP, eye-catching talent attached or territory-tailored ideas.

WHAT DO BUYER'S WANT



ZIA SANDS

UNITED KINGDOM

ACTIVITY

Aquisitions, Co-production, TV Content Buyer,
VOD Buyer, Commissioner

TERRITORIES YOU BUY/CO-PRODUCE FROM

EUROPE

Kids & Teens:

Animation, Kids Interactive



WARNERMEDIA EMEA

UNITED KINGDOM

miptv®

WHAT IS YOUR EDITORIAL STRATEGY?

Warner Bros. Discovery, a premier global media and entertainment company, offers audiences the world's most differentiated and complete portfolio of content, brands and franchises across television, film, streaming and gaming. As a kids and family team our mission is to inspire and entertain 2-12 year olds with our iconic brands, from DC to Looney Tunes to Tom & Jerry, authentic and relatable characters, and heartfelt and hilarious stories.

We commission animated content for our 2 world famous brands, Cartoon Network and Cartoonito. The content reaches 220M Households, in 20 languages across our portfolio of network TV channels, video on demand, social and digital platforms including HBO Max across EMEA.

WHAT TYPE OF PROJECTS/PROGRAMS ARE YOU LOOKING FOR?

We're committed to investing in characters and stories that kids across Europe, Middle East and Africa can relate to and that reflects their lives and experiences.

For Cartoonito we're looking for animated pre-school series that target 4-6 year olds and will complement our existing slate of exciting and well-loved IP like Batwheels and Bugs Bunny Builders.

For Cartoon Network we're looking for animated series that target 7-9 years olds and will complement our global hits like Teen Titans Go, Craig of the Creek and The Amazing World of Gumball.

We look for humour, warmth and excitement in everything we commission as well as the potential to take projects to multiple seasons. Our preference is for pre-buys or acquisitions that give us the option to contribute editorially and ideally take a first window for our platforms including HBO Max across all EMEA markets.

WHO DO YOU BUY FROM/CO-PRODUCE WITH?

We are open to coproducing with a variety of partners, we have European Quota commitments we must meet alongside French quota obligations so we do have to ensure the content we commit to fulfils our editorial needs alongside some quota considerations.

WHAT KINDS OF SALES PITCHES DO YOU RESPOND BEST TO?

We have an open-door policy, meaning our team attends markets and conferences, in-person meetings at the office, video calls and also responds to emails (emeakids&familysubmissions@warnermedia.com) year-round. We welcome work at all stages of development. The best moment to contact us is when the content providers have a clear creative project, with strong visual examples.