**International Buyer Profiles**

* **Germany**
* **Netherlands**
* **Brazil**
* **Mexico**
* **US**
* **Canada**
* **Italy**
* **Denmark**
* **France**
* **Dubai**
* **Indielabs** (growth accelerator programme for London TV companies)
* **Nyman Libson Paul (**tax, accounting and business advice to the entertainment industry)

**Germany**

**Tele München International GmbH, Sales & Acquisitions Manager**

<http://www.tmg.de/start.html>

TMG is a media conglomerate, which has been successfully operating in the market for more than 45 years. Activities include the production and acquisition of feature films, TV productions and classical music programs, as well as their distribution in the theatrical, home entertainment, broadcasting and merchandising sectors. They are actively looking to move into online sales and digital platforms

**Genres**: Actively looking for action, crime and thriller (but we have every genre in our portfolio except animation)

**Sony Pictures Television Germany, Sony Commissioning Board**

[www.sonyentertainment.tv](http://www.sonyentertainment.tv)

[www.axn.de](http://www.axn.de)

**Sony Entertainment Television** is currently available on platforms such as Telekom, Vodafone, Magine TV and M7.

Sony Entertainment is female skewed and focusses on European drama only (series and mini-series like The Honourable Woman, Downton Abbey etc.)

Sony Entertainment Television pretty much all genres except for fantasy and horror – scripted content only for both channels.

**AXN** is on numerous platforms in Germany/Switzerland/Austria such as SKY, Vodafone (Kabel Deutschland), Swisscom, M7, Telekom, Magine TV etc.

AXN is male skewed with lots of US action/crime series and what we call the “bad boys club” which includes shows like Chicago P.D., Dexter, Power, Justified, House of lies etc.

For AXN we are looking for crime, action and adventure shows.

I am also a member of Sony’s commissioning board where we evaluate new scripts, identify producers and directors etc.

**Maze Pictures, CEO**

Maze pictures is an independent production house based in Munich and Berlin. The company was recently founded in 2015 to develop and produce high-quality and original content to attract and entertain film and TV audiences on the international market. Maze pictures’ current development slate contains about 15 national and international TV- and feature film projects - from European art-house productions like Rupert Everett´s directorial debut “The Happy Prince” starring Colin Firth (with BBC Films, Lionsgate UK, Beta Film, Concorde Film) to the “Heirs of the Night” a premium TV-Series or a co-development of a crime-mystery series with France and Canada. The company is working will all major networks in Germany and is actively looking for co-production and/or co-financing opportunities for English language TV-productions. Aside from its own development slate, maze pictures has entered into a strategic partnership with LA and Munich-based Occupant Entertainment to attract international co-productions in film and TV that are looking for a co-production partner or co-financing in Germany or Europe.

Maze pictures is run by the two CEOs Jörg Schulze in Berlin and Philipp Kreuzer in Munich. Schulze’s credits include high-profile documentaries like Philip Gröning´s “Into great Silence” and Baran Bo Odar´s first feature “The Silence”. Philipp Kreuzer brings 10 years of extensive production, financing and TV-distribution experience from Bavaria Film Group, his producer/ executive producer credits include Michael Caine starrer “Mr. Morgan’s Last Love”, “Death of a Superhero” starring Andy Serkis and the TV-event mini-series “The Buddenbrooks”.

**ZDF, Head of Development for ZDF’s Entertainment Programmes**

<http://www.zdf.de/>

ZDF is a German public-service television broadcaster, the Head of Development for ZDF's Entertainment Programmes is looking for non-scripted entertainment, specifically music and variety shows, quiz and game shows, factual entertainment and comedy

**ZDF Enterprises, Drama Buyer**

<http://zdf-enterprises.de/en>

ZDF Enterprises is a 100% private subsidiary of ZDF, one of the biggest and most renowned television broadcasters in Europe. On behalf of ZDF, ZDF Enterprises is responsible for worldwide program sales, the implementation of international coproductions, license purchasing for quality programs, marketing online rights and the merchandising of strong ZDF program brands. In addition to its commercial activities for ZDF, ZDF Enterprises has also been able to establish itself successfully as an independent market player in both national and international environments.

They are looking for Entertainment, Drama and Children’s content

**RTL Television, Head of the Fiction Department**

[www.rtl-television.de](http://www.rtl-television.de)

RTL is one of Major commercial broadcasters in Germany.

Awaiting profile and content requirements for Head of the Fiction Department

**Deutsche Well, Deputy Head Documentaries and Coproductions**

[www.dw.com/en](http://www.dw.com/en)

Deutsche Welle is Germany's tax-funded non-commercial international broadcaster. Known for its in-depth, reliable news and information, DW promotes exchange and understanding between the world’s cultures and people. DW’s television service is broadcast in English, German, Spanish and Arabic and our radio and online content is available in 30 different languages. We reach our audience via a global satellite network, partner stations and online services, in addition DW also utilizes other means of distribution like apps, podcasting, live-streaming, on-demand and mobile services. Speaking more specifically about my department, DW offers daily documentaries in English, German, Spanish and Arabic covering everything from current affairs and politics, business, science and technology to culture and sports. We work closely with Germany’s domestic public broadcasters ARD and ZDF, who provide a lot of our documentaries. We also produce and co-produce documentaries and reports especially tailored to the needs of an international audience. Committed to offering content that engages people across the world, we are always interested in buying or co-producing documentaries from international producers and distributers. Your event in London would be an excellent opportunity to establish new contacts with British production companies.

**Edel Germany, General Manager: Motion**

[www.edel.com/en/home/](http://www.edel.com/en/home/)

Edel AG is one of the largest independent German music and entertainment groups, with dozens of sub-labels and affiliates all over the world. They are looking for drama, crime, fitness and comedy (crime, fitness and comedy have been very popular) their content is shown on the following German TV channels ARD, ZDF, RTL 2, VOX, ARTE, Tele 5, ZDFneo, Disney Channel.), Digital (EST, TVOD, SVOD, AVOD - iTunes, Amazon, Google Play, Maxdome, Videoload, Clipfish, MyVideo, Netflix).

**Netherlands**

**NPO Acquisitions, Head of Series Acquisition**

<http://www.nposales.com/about-us/>

NPO are Dutch public broadcasters. They have 3 linear channels and several digital channels. The Head of Series Acquisition is looking for fiction and natural history programmes. They are also interested in detectives, drama and period drama.

**Avrotros**

<http://www.avrotros.nl/site/home/?no_cache=1>

AVROTROS is one of the three largest public broadcasters in the Netherlands. We are a member of the EBU and produce and broadcast a varied range of programs. As public broadcaster we are the nr. 1 in genres such as entertainment, cultural programs and consumer interest programs.

The Head of Television is specially interested in entertainment (music, not small game shows) and factual entertainment (medical, popular science).

**Brazil**

**Acerp, TV Escola** (funded by Ministry of Education Brazil)

<http://www.acerp.org.br>

We are a non-profit company, funded by Brazilian Ministry of Education, we manage an education channel called TV Escola which shows educational content across a number of different platforms (satellite, digital, analog modulations, web, OTT experience and Pay TV (cable and DTH)).

We license content for kids and documentaries, we have purchased content from the BBC such as documentaries and animations for kids, in a wide range of ages, but we are looking for more content from UK producers. We are looking for educational content to distribute using TV Escola, across all platforms.

**Mexico**

**Argos Comunicaciones, Senior VP**

<http://www.argoscomunicacion.com/>

Argos Comunicación is a television and film production company owned by Epigmenio Ibarra based in Mexico City, it is one of the key production companies in Latin America. Argos Comiunicaciones has strategic alliances with a number of key networks such as SONY, MTV, TELEMUNDO y HBO, and has produced many Telenovelas for Telemundo such as El Señor de los Cielos (Emmy award 2015 non-english language US primetime program).

**Comtelsat**

[www.comtelsat.com](http://www.comtelsat.com)

Awaiting profile

**USA**

**Discovery Family (part of Discovery Communications) Vice President of Production & Development**

<http://www.discoveryfamilychannel.com/>

Discovery Family is the newest Discovery Communications network, we’d love to meet more of the UK community. This would work really well in terms of gearing up for 2016 and consolidating the channel’s needs. Tom Cosgrove has been in the senior team for practically every major channel at Discovery at some point so he is also a great wealth of knowledge on how to get business with Discovery and what works, what doesn’t.

**Content**: Home make over/parenting/food and baking/UGC comedy clip shows/prank shows and special occasion TV (Christmas etc). We like shows to have hosts/talent, we prefer formats but we are interested in 30’s and 60’s, must have a US angle, we can’t have shows that are exclusively British but we are open to pairing British talent with US talent. We prefer co-productions to commissions, we only need US rights and we are happy to give very hands on development help where needed and we do funded development.

Sarah and Tom are the two buyers for the channel, both for acquisitions/co-productions and commissions

**Canada**

**Zoomer Media, Vice-President, Content / General Manager, Television Division**

<http://www.zoomermedia.ca/>

Zoomer Media is a Canadian, national multi-channel broadcaster with four television channels including; Vision TV, lifestyle channel One: Body, Mind, Spirit, Love, Joy TV & Hope TV. We are the Canadian exclusive broadcasters of UK programs such as EastEnders, Downton Abbey and Poldark. Our main channel is Vision TV, it is broadcast in over 9 million homes in Canada. U.K. content is very important to our company and we are looking for scripted drama, comedy, and lifestyle programming.

Beverley Shenken is responsible for Zoomer Media’s content-based strategy across all platforms and is the main and only purchasing agent for the company.  Beverley Shenken also is responsible for all independent production and program commissions.

**Italy**

**National Broadcaster 1 - tbc**

**Public Broadcaster 1- tbc**

**Kids Content Buyer- tbc**

**Denmark**

**National Broadcaster 1- tbc**

**Public Broadcaster 1- tbc**

**France**

**National Broadcaster 1- tbc**

**Public Broadcaster 1- tbc**

**Dubai**

**TBC**

**UK Based Partners**

**Indielab**

**Victoria Powell, Founder**

[www.weareindielab.co.uk](http://www.weareindielab.co.uk)

Indielab is a new growth accelerator programme for TV companies in London backed by the Mayor of London, The London Enterprise Panel and Creative Skillset.

Growing a TV business from small indie to super indie can be a difficult job. Indielab helps ambitious start up and small indies build the knowledge, skills, contacts and investment they need to scale their businesses and succeed.  Indielab's structured programme takes place over a three- month period from March to May 2016 and consists of a series of high-level master-classes and workshops from industry leaders who will provide invaluable insight on business strategy, investment readiness and the changing trends in TV that will impact your business.  The programme culminates in a pitch session, where successful applicant companies will be able to use the knowledge and skills gained to present their businesses and pitch to investors for up to £2M of private equity investment to help grow their business and take it to the next level.

Applications for Indielab TV Accelerator will be open in December 2015. To find out more come and speak to us at Meet the International Broadcaster on December 10th or register your interest on our website.

**Nyman Libson Paul & Goldfinch Entertainment**

[www.nlpca.co.uk](http://www.nlpca.co.uk) and [www.goldfinchentertainment.com](http://www.goldfinchentertainment.com)

NLP have given tax, accounting and business advice to the entertainment industry for over 80 years.

Goldfinch Entertainment represents a gold standard in entertainment and media advice. We act as Executive Producers on all projects, structuring each in a bespoke manner and assisting with varying finance plans that includes SEIS, EIS, GAP, Private Equity and Offshore funding.

Companies can book a 121 meeting with a representative from Nyman Libson Paul & Goldfinch Entertainment at Meet the International Broadcaster on December 10th