

PROGRAMME

ESSENTIAL LEGAL FRAMEWORK

European Co-Production:

Legal and Financial Aspects

21st to 25th October 2009 in Baden /AustriaWednesday, 21st October 2009 _____ DAY OF ARRIVAL7:00 pm ___ **Welcome Reception**8:00 pm ___ **Welcome Reception and Dinner**

Local Partners

Thursday, 22nd October 2009 _____ DAY 19:00 am ___ **Course Introduction****Bernie Stampfer**, Deutsche Bank9:15 am ___ **Industry Overview****Bernie Stampfer**, Deutsche Bank10:00 am ___ **Market Overview****Thomas Mai**, Festival Darlings10:45 am ___ **Coffee break**11:15 pm ___ **X-FILME CREATIVE POOL: The History****Stefan Arndt**, X-Filme Creative Pool11:45 pm ___ **THE WHITE RIBBON - Beginnings, History****Stefan Arndt**, X-Filme Creative Pool**Michael Katz**, Wega Film12:30 pm ___ **Lunch break**2:00 pm ___ **THE WHITE RIBBON - Development and Packaging****Michael Katz**, Wega Film3:00 pm ___ **Legal Aspects of Development**

In this lecture we will discuss optioning film rights, commissioning writers, clearance procedures and development funding.

Dr. Andreas Pense, Unverzagt von Have

Contact: Nadja Radojevic | Project Manager | Tel. +49 (0) 331.721 28 85 | radojevic@epi-medieninstitut.de +++ Programme subject to change +++

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21st to 25th October 2009 in Baden /Austria4:00 pm ___ **Coffee break**4:30 pm ___ **Financial Aspects of Development****Bernie Stampfer**, Deutsche Bank5:00 pm ___ **Development Strategies for a Company****Stefan Arndt**, X-Filme Creative Pool6:00 pm ___ **End of Day 1**8:30 pm ___ **Dinner****Contact:** Nadja Radojevic | Project Manager | Tel. +49 (0) 331.721 28 85 | radojevic@epi-medieninstitut.de +++ Programme subject to change +++With the support of the
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21st to 25th October 2009 in Baden /AustriaFriday, 23rd October 2009 _____ DAY 29:30 am ___ **Corporate Management - Part 1****Stefan Arndt**, X-Filme Creative Pool**Bernie Stampfer**, Deutsche Bank**Dr. Andreas Pense**, Unverzagt von Have11:00 am ___ **Coffee break**11:30 am ___ **Corporate Management - Part 2**

Production and Distribution Strategies

Stefan Arndt, X-Filme Creative Pool**Bernie Stampfer**, Deutsche Bank**Dr. Andreas Pense**, Unverzagt von Have1:00 pm ___ **Lunch break**2:00 pm ___ **THE WHITE RIBBON - Production Aspects****Michael Katz**, Wega Film3:00 pm ___ **Legal Aspects – Production: Bilateral Treaties and European Convention on Cinematographic Co-Production**

Motivations and criteria for international co-productions: Why and how to structure international co-productions in accordance with bilateral treaties or the European Convention? How to qualify under a treaty and how to qualify as a national film?

TBA4:30 pm ___ **Coffee break**5:00 pm ___ **Financial Landscape: Sources of Finance across Europe and Beyond**

Development and production finance isn't available in a one-stop-shop and often needs to be put together like a jig-saw puzzle: a *tour d'horizon* of the most common sources of money in the film industry

Bernie Stampfer, Deutsche Bank6:00 pm ___ **End of day 2**8:00 pm ___ **Dinner**

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21st to 25th October 2009 in Baden /AustriaSaturday, 24th October 2009 _____ DAY 39:30 am ___ **X-FILME CREATIVE POOL - International Sales****Stefan Arndt**, X-Filme Creative Pool10:00 am ___ **THE WHITE RIBBON - International Sales****Stefan Arndt**, X-Filme Creative Pool**Michael Katz**, Wega Film11:00 am ___ **Coffee break**11:30 am ___ **International Sales****Thomas Mai**, Festival Darlings13:00 pm ___ **Lunch break**2:00 pm ___ **Revenue Sharing and Waterfall Scenarios****Jochen Hesse**, RevCheck2:45 pm ___ **Waterfalls and Collection****Jochen Hesse**, RevCheck**Marteijn Meerstadt**, Freeway Entertainment4:00 pm ___ **Coffee break**4:30 pm ___ **Key Aspects of Sales and Distribution/Legal**

Structural and legal basics of sales agency agreements and distribution agreements; deal structures around pre-sales and minimum guarantees; the collection, accounting and auditing of revenues; financing issues

Dr. Andreas Pense, Unverzagt von Have5:00 pm ___ **TBA****TBA**6:30 pm ___ **End of the training**8:30 pm ___ **Farewell Dinner****ALL**Sunday, 25th October 2009 _____ DAY OF DEPARTURE**Contact:** Nadja Radojevic | Project Manager | Tel. +49 (0) 331.721 28 85 | radojevic@epi-medieninstitut.de +++ Programme subject to change +++