



COPRODUCTION SEMINAR – ICELAND – AUGUST 18th 2017

In a one day seminar Head of Legal at Zentropa Anders Kjærhauge and European Collection Agency's CEO, Peter Bille, go through the essentials of structuring a deal-memo and the basis of a sound recoupment plan. Moderator of the seminar will be Head of International at DFI Noemi Ferrer.

The seminar is for all those who have started working internationally on co-productions (particularly feature films) and who wish to get an in depth understanding of all the nitty-gritty aspects that can make a coproduction a success on the legal and financial side.

Seminar: 1 day seminar
Schedule: Two sessions: 09:30 – 12:30 & 13:30 – 16:30
Target group: Some experience with co-productions particularly feature films

1. Deal-memo essentials – Anders Kjærhauge

- Why should you have a deal-memo?
- Deal-memo essentials
 - o Confirmation of the co-production
 - o Rights
 - o Nature of the collaboraton
 - o Frames of the coproduction
 - o Financial and budgetary responsibilities
 - o Rights distribution
 - o Territorial disdistribution
 - o Reporting
- Case

2. Recoupment – Peter Bille

- Role of the collection agent
- Introduction to recoupment
- What to consider when drafting a recoupment schedule
- Understanding financing sources and their effect on your recoupment position
 - o Soft money
 - o Equity
 - o Pre-sales and MGs
 - o Bridge and gap financing
- Case