

9 Story Adopts CCI's Kids

Yesterday here at MIP, it was announced that two Toronto-based companies, 9 Story Entertainment and CCI Entertainment, inked an agreement that will see 9 Story marketing and distributing CCI Kids' children's, tween and family programming.

Per the terms of the agreement, 9 Story will acquire the underlying rights to the CCI Kids-owned Children's and Family library, as well as the distribution rights for CCI Releasing's other children's and family titles, for more than 1,000 half-hours of content.

9 Story also has a first-look at future CCI-produced or acquired programming of this genre.

CCI's library includes titles such as *Artzooka!*, *Harry and His Bucketful of Dinosaurs*, *Turbo Dogs*, *Extreme Babysitting*, *Erky Perky*, *GeoFreakZ*, *Sharon*, *Lois & Bram's Elephant Show* and *Shining Time Station*.

CCI's distribution staff, including Jill Keenleyside, EVP of Distribution for

(Continued on Page 4)

1981 Archives: Déjà Vu Again

"Friendly greetings at the 17th International TV Program MARKET (MIP-TV) in Cannes will hardly be necessary this year. In the past, TV markets were an occasion for friends to effusively greet each other after a long cold winter or fresh from a summer vacation.

Today, after events in Monte Carlo in February and at the National Association of Television Program Executives (NATPE) convention in New York the following month, going to Cannes April 24-30 for another major market, distributors and buyers alike are beginning to feel as if they're on a packaged tour.

This globe-hopping, however, will change.

(Continued on Page 18)

MIP-spelling PR Execs

Celebrating the behind-the-scenes talent

On the occasion of *VideoAge's* restyling, 12 independent public relations executives gathered here in Cannes for an exclusive historical group photo in honor of MIP-TV's 50th anniversary and a "Cup of coffee with *VideoAge*" at the Plage Royale,



where the publication unveiled its new look. Globally, they represent more than 40 exhibiting companies from eight countries.

It has been estimated that some 20 independent PR companies are at MIP-TV (and this doesn't include freelance and in-house PR reps) representing upwards of 80 exhibitors and 30 stars lighting up the Croisette. At MIP-TV these superhuman execs feed information and news to about 270 journalists from approximately 35 countries for 154 publishing companies registered as press. Plus, online publications (such as *VideoAge's* E-Beat and Water Cooler) and market daily publications (*VideoAge Daily* and

(Continued on Page 4)

Darren Throop Talks to Simmons

Darren Throop, president and CEO of Canada's Entertainment One (eOne) has built the company into a significant global player with a library boasting 35,000 titles, airing on over 500 channels worldwide and with 200 theatrical releases slated for 2013; so it is no surprise that over 250 MIP delegates turned up to see him interviewed by old buddy and rock legend-turned-reality star Gene Simmons at yesterday's opening keynote.

Both men come from a music industry background, and Throop began the conversation by insisting that their careers illustrated the continuing fusion between previously disparate areas of the entertainment/media

(Continued on Page 4)

EVERYONE TURNS US ON

Our formats deliver what they promise: bold, captivating entertainment that audiences can't get enough of. We have a special chemistry with our viewers and it's getting more passionate by the day.

FORMATS BY:

A-E NETWORKS

LIFE IS ENTERTAINING

7 DAYS OF SEX

Uncover opportunities for 7 Days of Sex in your market. ellen.lovejoy@aenetworks.com

SERIES PICK-UP:
GERMANY
AUSTRIA
DENMARK
NORWAY

MIPTV Booth G3-18

©2013 A&E Television Networks, LLC. All rights reserved. 0019V



INSIDE:
RAIWORLD
FM INT'L

At L.A. Screenings 2013

Would you rather your ad be...



distributed by hand to all buyers in their hotel rooms

or

delivered by carry-on trolley to distributors only?

Your choice is clear: *VideoAge's* Issue 1 (Latin America) and 2 (Studios)

VIDEO AGE DAILY

AT MIP-TV 2013
Stand 24.I2

www.videoageinternational.com

EDITOR-IN-CHIEF

DOM SERAFINI

EDITORIAL CONTRIBUTORS

SARA ALESSI

LUCY COHEN BLATTER

CARLOS GUROVICH

BOB JENKINS

NICOLE MEROGNO

ERIN SOMERS

CORPORATE AND CIRCULATION OFFICE

216 EAST 75TH STREET

NEW YORK, NY 10021

TEL: (212) 288-3933

FAX: (212) 288-3424

sales@videoageinternational.com

ASSOCIATE PUBLISHER

MONICA GORGHETTO

MARKETING COORDINATOR

CAROLINE INTERTAGLIA

BUSINESS OFFICE

LEN FINKEL

LEGAL OFFICE

BOB ACKERMANN, STEVE SCHIFFMAN

WEB MANAGER

MIKE FAIVRE

WWW.VIDEOAGE.ORG

WWW.VIDEOAGE.IT

WWW.VIDEOAGELATINO.COM

VIDEO AGE INTERNATIONAL (ISSN 0278-5013 USPS 601-230) IS PUBLISHED SEVEN TIMES A YEAR: JANUARY, APRIL, MAY, JUNE/JULY, SEPTEMBER, OCTOBER AND NOVEMBER/DECEMBER. PLUS DAILIES BY TV TRADE MEDIA, INC. SINGLE COPY U.S.\$9.75. YEARLY SUBSCRIPTION U.S.\$45 (U.S., CANADA, MEXICO); U.S.\$60 (U.K. AND EUROPE).

© TV TRADE MEDIA INC. 2013. THE ENTIRE CONTENTS OF VIDEO AGE INTERNATIONAL ARE PROTECTED BY COPYRIGHT IN THE U.S., U.K., AND ALL COUNTRIES SIGNATORY TO THE BERNE CONVENTION AND THE PAN-AMERICAN CONVENTION. SEND ADDRESS CHANGES TO VIDEO AGE INTERNATIONAL, 216 EAST 75TH STREET, SUITE PW, NEW YORK, NY 10021, U.S.A.

MY TWO CENTS

It used to be that when assistants told me that executives I called were in meetings, I immediately assumed they did not want to talk to me. But, after a recent column in *The New York Times*, I realized that they were telling me the truth. Not always, but for the most part these executives were “held” in meetings, which could be considered the equivalent of the Vatican’s conclave.

According to the *Times*, “a majority of executives spend a significant percentage of their workdays in meetings. And the higher their rank, the worse the situation.”

In the past, I’ve touched on the subject of this meeting-intensive culture in a “My 2¢,” but now, with fresh data coming from various sources, I can attack the problem head-on. And possibly with the same results that Don Quixote obtained by tilting at windmills.

The *Times* column correctly assumed that meetings, conference calls and briefings take up unnecessary time, and “time is a commodity.” Indeed, spending time at work should generate some sort of ROI. I doubt that a meeting for meeting’s sake could do just that.

“The meeting culture that is dominating corporate America is unsustainable and unproductive,” charged the *Times*.

In the U.K., research from Epson and the Cebr calculated that time wasted during meetings cost the U.K. economy approximately £26 billion in 2011. The report found that if these wasted hours had been spent productively, they would equate to an annual increase in gross domestic product of approximately 1.7 percent. Considering these statistics, it’s no surprise that meetings have such a bad reputation.

Research after research makes the same point, if only with different figures. In a survey reported in *Industry Week*, managers claimed that at least 30 percent of their time spent in meetings was a waste of time. According to a 3M Meeting Network survey of executives, 25 to 50 percent of the time people spend in meetings is wasted. And according to a survey by Office Team, a division of Robert Half International, 45 percent of senior executives surveyed said that their employees would be more productive if their firms banned meetings for at least one day a week.

Loss of productivity is also a recurrent theme. Insurance agent BOLT reported that meetings cause 47 percent of lost productivity.

So, it’s no wonder that U.S. economist John Kenneth Galbraith once said, “meetings are indispensable when you don’t want to do anything.”

There are also psychological elements to consider: Research by University of Minnesota psychologist Kathleen Vohs, as well as other neuroscientists, indicates that people have a limited amount of cognitive, or what they call “executive,” resources. Once they get depleted, executives make bad decisions or choices. Business meetings require people to commit, focus and make decisions, depleting their resources.

Reportedly, most professionals attend a total of 61.8 meetings per month and research indicates that over 50 percent of this meeting time is wasted. Assuming each of these meetings is one hour long, professionals lose 31 hours per month in unproductive meetings, or approximately four workdays.

On my part, when I request a meeting with a busy executive, I always do five things:

- Ask for information to be used in subsequent articles.
- Provide some intelligence that could be useful to the executive.
- Arrive on time.
- Limit my time to exactly what’s allotted, even if the executive would enjoy continuing our conversation, I know that I could disrupt his/her schedule.
- Try to meet over lunch in order to maximize the executive’s time.

In other words, I always offer some ROI in exchange for executives’ time.

Dom Serafini

DAY

2



PR Execs at MIP

(Continued from Cover)

MIP Daily) keep them extra busy.

Pictured on the cover (l. to r.): Blair Metcalfe, Ogilvy; Lionel Moniz, Priority; Katie Froggatt, Debbie Lawrence, Lippin; Sheila Morris, MME; Devika Patel, DPP; Mary Powers, MPC; Céline Xerri-Brook, Magena; MJ Sorenson, MJ Global; David Syatt, SSA; Gerry Buckland, TBC.

Pictured below is Pam Wilson from Ink Media, a late arrival who was not included in the group photo.



FremantleMedia Focuses on Content

At the first FremantleMedia breakfast following the significant reorganization of the company that took place February 1 this year, CEO Cecile Frot-Coutaz was clear that the changes made were the bedrock for “a three-to-five-year plan.” Although she was also clear that she hoped to see benefits nearer to three years than five! Alongside Frot-Coutaz were David Ellender, global CEO FremantleMedia International; Rob Clark, director Global Entertainment Development and Keith Hindle, appointed March 5 as CEO of the newly created Digital and Branded Entertainment Division.

Hindle revealed that Fremantle is now the 12th largest channel supplier on YouTube, and the largest among companies that were not exclusively digital operations. Though he was happy to report that Fremantle’s YouTube channels racked up 4.5 billion hits in 2012, Hindle



9 Story-CCI Deal

(Continued from Cover)

CCI Entertainment, will work with 9 Story on children’s and family content, as well as other genres.

“Bringing CCI’s exceptional Children’s and Family library into the fold fits perfectly with 9 Story’s strategy to significantly grow our distribution business and its quality and diversity complements our own,” 9 Story co-founders Vince Commisso (president and CEO) and Steven Jarosz (SVP and COO) said in a statement.

“We are proud of the award-winning Children’s and Family catalog we have built over the years and are delighted to work together with 9 Story in the distribution of both our current and future kids and family programming as we continue to focus our energies on the content creation side of our business,” said Arnie Zipursky, CEO and co-chairman and Charles Falzon, co-chairman of CCI Entertainment.

Pictured below in an exclusive VideoAge photo are 9 Story’s Vince Commisso, Natalie Osborne, Stephen Kelly, Candice Chambers with CCI’s Arnie Zipursky, Charles Falzon, Jill Keenleyside, Federico Vargas.



refused to say what this represented in dollars, commenting only that revenue generated was, “of a material scale, but still short of Fremantle’s overall business.”

Frot-Coutaz also said “Fremantle is a content company, not a technology company.”

Pictured bottom left are David Ellender, Cecile Frot-Coutaz, Rob Clark, Keith Hindle.

eOne’s Darren Throop

(Continued from Cover)

business. Throop also said that the traumatic experiences of the music industry as “the digital guinea pig” provided a good basis for understanding how digital would change other areas of the entertainment business. Changes Throop highlighted as needing the attention of producers included the predicted exponential growth of streaming, a business already worth U.S.\$10 billion a year, forecast to grow to U.S.\$35 billion by the end of 2015; how in the U.S. cable was beginning to make serious challenges to the networks in drama, with series such as HISTORY’s *Hatfields and McCoy*s and *The Bible* garnering audiences of between 11-13 million; and cable increasingly offering talent budgets comparable to networks, but with much greater creative freedom and aspirations.

Throop also stressed the need to understand the implications of multi-screen consumption, and to build into their business plan the creation of revenue streams away from screens altogether. But he nonetheless believes that some things have not changed and are unlikely to do so. Asked by Simmons, “what are we doing here — couldn’t we have just done this by Skype?” Throop underscored the need for face-to-face contact across a table because, “this is, and always will be, a people business,” something he identified as being at the heart of the successful eOne model, insisting, “we look for talented people, and we provide them with the support and infrastructure to do what they do best, and then we do what we do best — sell!”

Pictured below is Gene Simmons with eOne’s John Morayniss.



Studio 100 Media’s Maya The Bee Flies to Beyond

Studio 100 Media secured a distribution deal with independent home entertainment distributor Beyond Home Entertainment for its new remastered classic *Maya the Bee*. Beyond Home Entertainment has exclusive home video rights to the CGI animation preschool series. The license agreement for Australia and New Zealand will roll out from June 1 for a five-year period.

Pictured below are Beyond’s Jason Behan, Studio 100 Media’s Tania Aichberger Schaeztle, Patrick Elmendorff.



Sundance Channel Dancing in the Sun

AMC’s Sundance Global Channel, the international arm of the U.S.’s AMC Networks, has been very busy of late. Its flagship channels include Sundance Channel (founded by actor-director Robert Redford) and WE tv, and according to Bruce Tuchman, AMC/Sundance’s president, the whole idea of the channel “is to give voice to high-quality productions that come from alternative points of view, either from the way a project is shot, the storyline, the producer, etc.,” said Tuchman, and *The Hour* and *Rectify* are two new series with the qualities the channel is after.

The channel is premiering *Rectify* from AMC Networks and Gran Via, the producers behind *Breaking Bad*. It will premiere in Sundance Channel Global territories across Europe and Asia over the course of April and May. *The Hour* will premiere across the channel’s Asian territories on May 26.

THIS JUST IN

- **Starz Worldwide Distribution** secured an international TV distribution deal with VH1 for the upcoming VH1 series *Hit the Floor* (formerly *Bounce*). The first season will consist of 10 hour-long episodes. The series is available at MIP-TV for licensing.

- The U.K.’s **Power** is presenting a collection of Christmas content, including TV movies and miniseries that have already been sold in Lithuania, Slovenia, Croatia and Brazil. Titles featured in the holiday collection include *Christmas Pageant*, *Old Fashioned Christmas*, *Meet the Santas* and an adaptation of *A Christmas Carol* starring Jennifer Love Hewitt and Kelsey Grammer.

- To complement its 600 hours of health and wellness programming, **Veria Living** has added a new Veria Living Wellness Lounge at stand G3.07, open to all MIP-TV attendees. The lounge features healthy beverages, back massages offered by licensed massage therapists and a chance to recharge.

Rai World

**PRODUCTION
BROADCASTING
DISTRIBUTION**

proudly presents its new international Tv channel

Rai World Premium

featuring the best Italian Tv Drama,
Series, Miniseries, Soap and much more.

WORLDWIDE DISTRIBUTION

Rai Italia

Rai World Premium

Rai News 24

EUROPEAN DISTRIBUTION

Rai 1

Rai 2

Rai 3

Rai News 24

Rai Storia

Rai Scuola

Rai radio 1

Rai radio 2

Rai radio 3

Rai World MIPTV 2013 – Stand R30.03



Sports TV Rights Tax Non-Sports Fans

In the last 24 months, more than \$80 billion worth of new TV sports rights have been signed in the U.S., which accounts for a rising number of new sports networks, according to estimates reported in *VideoNuze*, an online newsletter from Will Richmond, a Newton, Mass.-based market consultant.

Sports TV rights in the U.S. have recently increased to the tune of 63 percent (for broadcast) to 400 per-

cent in the case of Time Warner Cable to carry the L.A. Lakers.

According to Richmond, U.S. pay-TV executives view live sports events as a defense against cord-cutters (subscribers who “cut” their cable and satellite services) and cord-nevers (people who do not subscribe to cable or satellite TV services).

Meanwhile, programming costs continue to spiral, led by sports. Service providers value sports fans since they seem to be willing to pay



for any sports channel. However, since sports networks are bundled into the most popular pay-TV tiers, all subscribers are paying for sports coverage,

including those who don't even watch the channels. Reportedly, the cost of sports channels to non-sports viewers amounts to \$2 billion a year.

As an example, Richmond reported that, at the end of January, Time Warner Cable and Major League Baseball's L.A. Dodgers signed a 25-year deal that created a new regional sports network called SportsNet LA to carry the team's games beginning in 2014. According to Richmond's calculations, non-sports fans may have to pay \$6 billion over the life of the TWC-Dodgers deal.

RaiWorld Puts New Premium Ch. on Dish

At a cocktail reception this afternoon, RaiWorld will officially unveil its new thematic channel, RaiWorld Premium, and celebrate the start of broadcasting in the U.S. RaiWorld distributes and markets Italy's public broadcaster, RAI's general and thematic channels around the world.

The cocktail is sponsored by International Network Distribution (IND), part of the Al Baraka Group, which is responsible for RaiWorld's channel distribution in certain territories.

Echostar/Dish, for example, has agreed to include RaiWorld Premium in its U.S. DTH satellite platform package thanks to IND.

RaiWorld Premium airs the best of original drama from RAI, including Italy's favorite and highest-rated series, miniseries and soaps, such as *Incantesimo*, *G.P. Doctor* and *Don Matteo*.

“With RaiWorld Premium, we want to make Italian drama known all over the world. It is another way to show Italy's lifestyle,” commented Claudio Cappon, chairman of RaiWorld. CEO Piero Corsini added, “Soon part of RaiWorld's programming will be subtitled in two main languages: English and Spanish.”

RaiWorld Premium will soon be broadcast in Australia, and negotiations are currently underway for cable distribution in the U.S. and Canada, as well as in Central and South America. The new channel joins RaiWorld's package for the international market, including Rai Italia (the flagship channel for RAI's content outside Europe) and Rai News 24 (RAI's 24/7 all-news channel). RaiWorld is also responsible for the European distribution of general and thematic channels: Rai Uno, Rai Due, Rai Tre, RaiNews 24, Rai Storia, and Rai Scuola.

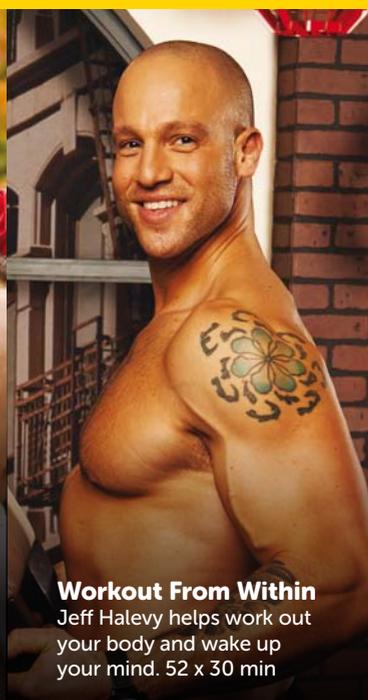
RaiWorld currently reaches around 100 million TV homes all over the globe and it is also available through new media platforms.

Over 1,400 Hours of Original HD/SD Content!



Trimming Down The House

American families transform from obesity to fitness and health. 13 x 1 hr



Workout From Within

Jeff Halevy helps work out your body and wake up your mind. 52 x 30 min



Nirmala's Spice World

Explore the healing benefits of exotic spices with Nirmala Narine. 39 x 30 min



BollyBlast

This Bollywood-based exercise series will get your heart rate up & your hips moving. 39 x 30 min

Spreading Wellness Worldwide.

Get a **FREE Massage** at our **Wellness Lounge!**

The world is embracing wellness, and Veria Living Worldwide is leading the way. Now with over 1,400 hours of original HD/SD content – fitness, healthy cooking, lifestyle, and more!

To schedule an appointment contact:

RAY DONAHUE Chief Revenue Officer
raymond.donahue@veria.com | T: +1 646 745 9024

ANTHONY KIMBLE European Head, Programming Sales
anthony.kimble@veria.com | T: +44 20 8901 3103

JENNIFER LIANG Head of International TV Content Sales
jennifer.liang@veria.com | T: +1 646 745 9044

Or visit www.verialiving.com/programsales

Ask about having Veria talent create customized on-air promos and channel ID's for you.



VERIALIVING
WORLDWIDE

Visit us at **G3.07**

FOOD | FITNESS | HEALTH | LIFE

ART/IND is proud to announce the launch of the new **RAI World Premium** channel now available for distribution in the **USA** and **Australia**.



Rai World Premium

RAI World Premium is joining its sister channels RAI Italia and RAI News on the global scene. The channel offers the best of Italian Drama, Series, Miniseries and Soaps and much more. Please join us to celebrate the event at the official launch party on Tuesday, April 9th 2013 from 18:00 to 20:00 at the SAS Plage Royale, Boulevard de la Croisette in Cannes.

Rai Italia

Rai News

For distribution and advertising opportunities, please contact: Mr. Tony Mekhael – Email: tony@artlebanon.com – Tel: +39 (347) 828-0394



REACH MEDIA INC.
Exclusive Distributor for USA



IND



Exclusive Distributor for Australia

New York · Los Angeles · Detroit · Knoxville · Stratford · Montreal · Rome · Cairo · Beirut · Sydney

Learn Something With RSI

Lugano-based Radiotelevisione Svizzera Italiana gives viewers a peek into some truly unique societies.

Birobidzhan, Music of the Soul (pictured) explores an area in the farthest stretch of Russia's Far East, beyond Siberia, where Stalin founded the Autonomous Jewish Republic of Birobidzhan in 1932. "Their" land was a place for Russian Jews to live according to their own values, ideals, tradition and language (Yiddish).

Ernestino and Renza have chosen to do without the comforts of their home and live amongst their herd for 365 days, perpetuating a tradition that goes back thousands of years but is threatened by pollution and other phenomena in **Transhumance**.

Detroit used to symbolize the American dream with its booming automobile industry. Today it's a ghost town on the verge of bankruptcy. A **Different America: Life in Detroit** follows eight individuals who have



refused to give up hope.

The Game of Life is an interview that begins with a throw of the dice to establish a chance narrative (reflect-



ing the unpredictability of life), in which guests are urged to talk about themselves.

Stand 24.11
Rsi.ch/sales

Animation Band is Serving Spaghetti

Comics come to life in Italy-based The Animation Band's series. In **Girls of Olympus** (pictured), Sid, Luce and Hoon are three high school freshmen who find out a curious coincidence — that they all have the same birthdate. They soon learn that they have a lot more in common, and are goddesses of Olympus, not the mere mortals they thought they were.



All countries have funny families with wacky personalities. In Italy, there's the **Spaghetti** family, where the mother is a bit possessive and apprehensive, the father is lazy and the sons are argumentative. The only thing they can all agree on is their passion for spaghetti.

Cosi are funny little creatures of different geometric shapes who live in a microscopic country somewhere in the human world. In their adventures, **Cosi** interact with objects that human beings leave behind. Though the **Cosi** are imaginary, they reveal themselves to mirror the passions, feelings and mistakes of the "normal" world in **I Cosi**.

Stefi's World revolves around a curious eight-year-old who's always poking her nose in adults' business, ready to unveil their paradoxical behavior, convinced that she will one day change the rules.

Crazy adventures happen on the McKenzie farm, where a blue wolf named **Lupo Alberto** tries to win the heart of his beloved hen Marta, but a shepherd dog consistently gets in the way.

Blanche is a sheep with the tenacity of a lion and delicacy of a lamb. She rules over an exceptionally varied community of very original baby animals.

At the end of the battle of Troy, the Greek hero **Ulisse** and his crew have one objective: to return home to Ithaca. The famous Greek myth is retold with updates, new characters and a pinch of humor.

Stand H4.35
theanimationband.com

briefing room:
18.02

AFGHANISTAN: A FATAL DECISION

docu drama
90'

JUST WHEN YOU THINK
IT CAN'T GET WORSE

PERFECT STORMS

DISASTERS THAT CHANGED THE WORLD

Visit **eOne** at RIVIERA BEACH RB.43
Watch the trailer at eOnetv.com
tvinfo@entonegroup.com

HD

Documentary Series (2013)
6 x 60 minutes

uktv

Shaw
Media

H
HISTORY

e
one
entertainmentone

HISTORY and the "H" History logo are the registered trademarks of A&E Television Networks, LLC. © 2012 A&E Television Networks, LLC and is used under license. All rights reserved.



Magical Creatures at Studio 100

Studio 100 Media has animated and live-action programs for youngsters ages three to 14. **Super Mega Hyper Pets** (pictured) is a preschool series that follows the adventures of the Earth's four newest awe-inspiring superheroes. Eight-year-old Tummy teams up with the intergalactic gang of alien pets.

Her fellow bees are content with the regimented life of the hive, but not **Maya the Bee**. For better or worse, she's too curious and spirited to let life

pass her by. Luckily she has Skip, an avuncular grasshopper, and Willy, her best friend, to help her out.

Vic the Viking is a 10-year-old who happens to be the son of Halvar the Viking Chief. Halvar is desperately trying to teach his son the true Viking way of life. Together they get into thrilling adventures, accompanied by a colorful crew of burly Vikings.

A happy and talkative eight-year-old, **Heidi** lives with her grandfather in the Swiss Alps. Through her care-



free nature, honest demeanor and natural charm, Heidi shows others how to grow with life's everyday challenges.

Molly Monster lives in Monsterland with her parents and best friend

Edison, a clockwork toy. Molly is busy playing and finding out what it means to be a monster in this monster world.

Bibi Blocksberg seems like an ordinary teenage girl, but she's actually a witch in training. She has to solve problems and fight injustice with just a teensy bit of magic.

Six teenagers experience the summer of their lives while working at **Galaxy Park**. But no one is aware that there is an alien among them.

Stand R29.01

Studio100media.com

Studio Hamburg's Travels

Studio Hamburg explores cultures, current events and locations all over the world. **Heavenly Roads of Australia: The Great Ocean Road** takes viewers down this nearly 250-kilometer stretch, one of the most beautiful coastal roads in the world, which was started in 1919.

More than 2,000 meters high in the Kartschal Mountains, on the border of Georgia, lies the Turkish village of Maden. The residents of the town are mostly elderly, speak their own language and have their own culture. **A Village in the Kartschal Mountains** (pictured) documents their often-difficult everyday lives.



Afghanistan: A Fatal Mission takes viewers to Kunduz, where it is nearly impossible to tell friend from foe.

The Syria Trap delves into the civil war in Syria, which has already claimed 60,000 lives, and doesn't seem close to ending.

The history of Tiwanaku, a South American superpower that ruled for 27 centuries thanks to its culture and economic power, is featured in **Tiwanaku — The Eternal City**.

Toheba's Secret is set in Afghanistan, where the pressure to give birth to a baby boy is enormous. Some families without sons even dress their daughters as boys to avoid being ostracized.

Why has coffee become so cheap — and at what expense to consumers and workers? **Bitter Harvest** explores those questions.

Stand I8.02

studio-hamburg.de

BREAKTHROUGH KNOWS FACTUAL

Breakthrough ENTERTAINMENT

e distribution@breakthroughentertainment.com
www.breakthroughentertainment.com

MY 2¢ OF TELEVISION BIZ WISDOM

By DOM SERAFINI - EDITOR OF *VIDEOAGE*, THE BUSINESS JOURNAL OF TELEVISION



A \$4.99 BOOK THAT GIVES YOU 180 OF MY 2¢, OR \$3.60 WORTH OF OPINIONS. NOT A GOOD ROI IF YOU WANT MY 2¢!

Now you can binge on those controversial, amusing, irreverent *VideoAge* “My 2¢” editorials, available in Amazon and Barnes & Noble online bookstores near you!



Love Stories At Inter Medya

Turkish telenovelas are all the rage at Istanbul-based ITV Inter Medya. In **20 Minutes (20 Dakika)**, it took one man four years to marry the woman he loves, nine to get the job he wanted, 10 to buy his own house, 12 to raise two kids, 35 years to have a happy life and 20 minutes to lose it all, when a knock at the door and a murder accusation change everything (pictured).

In comedy **The Harem (Harem)**, the Sultan Little Esat's throne is in

danger because he only has 45 daughters. So, he runs a harem with one purpose: to produce an heir.

In **Red Scarf (Al Yazmalim)**, Ilyas and Asiye fall in love at first sight, but things get complicated because Ilyas is dead set on his passion of motocross, despite making little money. Asiye, on the other hand, wants to build a home and feels pressure from her family to marry better, so she goes a different route.

Mujgan is a delicate young girl and



Ferit an attractive young marine who fall in love with each other against a backdrop of beautiful Istanbul. In **Memories Still Hurt (Mazi Kalbimde Yaradir)**, the two learn all about

Pregnant & DATING

we tv grbo ENTERTAINMENT



yearning, loyalty and passion.

The Compromise (Araf Zamani) is the story of Ali, a police officer who dedicates his life to an undercover mission. It's the story of people captured between light and dark, and between good and bad, spending a lifetime in purgatory.

Eylül seems like the perfect match for Cüneyt, eldest son of the rich, powerful and harsh Osman Kozan. But Eylül has one goal: to take revenge against Osman and destroy the family in **Forgive Me (Beni Affet)**.

In **Missing (Kizim Nerede?)** renowned businessman Zafer Demiray seems to have the perfect family. But when one of his daughters disappears after a night out at a club, the family portrait becomes a nightmare.

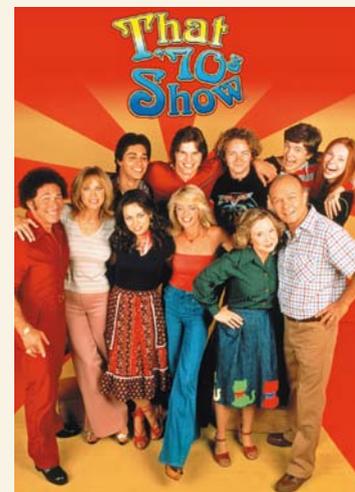
Stand RSV.11

Itv-intermedya.com

Comedy Classics at Carsey-Werner

Carsey-Werner Television is at MIP with its signature sitcoms — available in high definition. Alexandra Taylor, the company's EVP of International, is in Cannes.

A blue-collar family deals with all of life's challenges (with plenty of laughs) in **Roseanne**, starring Roseanne Barr and John Goodman.



A group of teenage friends face hormones, annoying parents and that wacky decade known as the 1970s in **That '70s Show**, starring Ashton Kutcher and Mila Kunis.

Classic sitcom **The Cosby Show** revolves around Dr. Cliff Huxtable (played by Bill Cosby), his family of five kids and wife, Clair.

Four aliens land on Earth and pose as a "normal" American family in **3rd Rock from the Sun**.

A Different World, a spin-off of *The Cosby Show*, takes place at the historically black Hillman College.

Set in an Irish neighborhood in Staten Island, **Grounded for Life** revolves around the Irish/Italian Catholic Finnerty family.

carseywerner.com

HD
SERIES
30x60'



BEST
PRODUCTION
OF 2012



KING DAVID

International Award Winner

International Sales
Department
recordtvnetwork.com

Delmar Andrade
dandrade@sp.rederecord.com.br
Edson Mendes
emendes@sp.rederecord.com.br

+55 11 3300-4022



mip tv
Booth 13.14



RECORD
TV NETWORK



A + E = Reality

A+E Networks is building on successful series and unveiling entirely new franchises.

Storage Wars: New York (pictured) gives a Big Apple twist to the series about storage locker hunters who embark on their own modern day treasure hunts.

Inspired by 19th century prospectors, 12 tough Alabama men travel deep into the Amazon interior of Guyana for a death-defying gold rush in **Bamazon**.

The motto at Atlanta intimate apparel boutique LiviRae is “No bust too big or small. We fit them all.” **Double Divas** offers an eye-opening peek into the business and the lives of owners Molly Hopkins and Cynthia Richards.

Jewel stars as June Carter Cash in **Ring of Fire**, a film about the life of

the famed country singer — from her childhood in rural Virginia to her turbulent, yet enduring marriage to Johnny Cash.

The true stories of civil rights role models Coretta Scott King (wife of Martin Luther King, Jr.) and Dr. Betty Shabazz (wife of Malcolm X.) are explored in **Betty & Coretta**.

An Amish-born woman is asked to return to her hometown as chief of police. But the memories of a murder that occurred 16 years ago come back to haunt her in **An Amish Murder**.

It takes special experts to sort through hidden junk piles and find valuable historic relics buried in Australia’s back roads and small towns — and that’s just who the **Aussie Pickers** are.

Stand G3.i8
AETNInternational.com

Starz’s Got Classics

At Starz Worldwide Distribution, classic and futuristic storylines abound. It’s 1464 and two sides have warred for nine years. When the House of York’s Edward IV is crowned King of England, Margaret Beaufort will stop at nothing to see her son Henry Tudor take the throne in **The White Queen** (pictured).

Ike Evans risks everything in a life and death battle to rid his Miramar Playa Hotel of the mob and Ben “The Butcher” Diamond. His plan takes him to Chicago to deal with a new devil — Ben’s boss. Meanwhile, changes in Castro’s Cuba ripple to Miami Beach in **Magic City Season 2**.

In this thriller feature, plans for remodeling their home turn dangerous when the Chase family learns that Javier, the man they’ve hired to help with the work, plans to exact **Revenge** for his son’s wrongful imprisonment.

It’s been 10 years since a wife/mother escaped her abusive husband by faking her death. But when her husband discovers she and her daughter are alive and living in Palm Springs, he tracks them down and studies how best to exact revenge in **Hidden Away**.

In live-action series **Spartacus: War of the**



Damned the rebel army continues to amass victories over Rome. The epic conclusion of a legendary journey, **Spartacus** will take on the powerful Marcus Crassus and unleash a battle unlike anything ever seen before.

In **Summoned**, Laura Alcott, who sentenced a serial killer to death years earlier, starts to notice fellow jury members dying off. With the help of Detective Fletcher, Alcott uncovers a dangerous truth.

The famed Vegas Strip is ripped apart by tornadoes and winds in **Destruction: Las Vegas**. Nelson and Olive discover that an ancient Egyptian curse has been awakened, and join up with classic Vegas singer Sal to stop it before the legendary city is destroyed.

Stand RSV 25
Starzglobal.com

SHOW NEWS

U.S. PLAYERS

CBSI Is King

CBS Studios International’s lineup is pretty dramatic. Holmes and Watson live in New York City in **Elementary** (pictured), a modern take on Sherlock Holmes starring Jonny Lee Miller as the detective and Lucy Liu as his sidekick.

Also set in modern day, **Beauty and the Beast** is a romantic love story with a procedural twist.

Dennis Quaid and Michael Chiklis star in **Vegas**, a period piece set in 1960s Las Vegas, centered around the true story of Ralph Lamb, a cowboy-turned-sheriff in Sin City.

A small New England town is suddenly and inexplicably sealed off from the outside world by a transparent dome in **Under the Dome**.

Arsenio Hall returns with **The Arsenio Hall Show**, a late-night talk show featuring comedy, music and celebrity guests.

Ray Donovan is L.A.’s best “trouble



shooter,” who can make anyone’s problems disappear, except the ones created by his own Boston family.

Drama **King & Maxwell** (temporary title) revolves around former Secret Service agents Sean King and Michelle Maxwell, whose unique skill set and chemistry give them a leg up on conventional law enforcement.

Stand R30.01
CBSCorporation.com

Viacom Makes Us Laugh

From kids to 20-somethings to the 30-plus crowd, Viacom International Media Networks has got everyone covered. An unlikely best-friend duo live in a strange world where robots and monsters, also known as mechanicals and organics, live side-by-side and everyone is united by a love of bacon in **Robot & Monster**.

Live-action series **Marvin Marvin** revolves around an intergalactic alien teenager who clumsily tries to adapt to his new life on earth after being sent away from his home planet of Klooton for his protection.

In **Big Bad World**, a young university graduate must face reality and move back to his hometown, and nurse a raft of unformulated dreams.

Faux-reality/comedy series **The Real Husbands of Hollywood** (pictured) is a satire of the *Real Housewives* franchise and stars comedian Kevin Hart and five other “house-husbands.”

Docuseries format **Catfish: The TV Show** uncovers stories of what happens when online relationships collide for the first time in a real-life encounter. The series tackles the mysterious and complex world of online dating.

Scripted comedic drama **Underemployed** picks up a year after college graduation when reality has set in for a group of struggling 20-somethings contending with dead-end jobs, difficult bosses and romantic mistakes.

Stand R38.05
B2b.viacom.com



Swiss Television Programs



In volo con un'Ape **Travelling on a Bee**

The author of this documentary has travelled along the Rhone river, from its source to its mouth, on... a three-wheeled Ape pick-up (Ape – pronounced ah-peh – is the Italian word for bee). On his 1,000 km long journey in Switzerland and France, he has come across people of different cultures and gained some insight into centuries of history.

Italian, English subtitled – 53' – 2012

Transumanza **Transhumance**

Ernestino and Renza have chosen to do without the comforts of a home in order to live 365 days a year amongst their herd, perpetuating a tradition which goes back several thousand years and is today threatened by encroaching concrete, pollution and declining valuation of wool and meat.

Italian, English subtitled - 65' - 2013

Swiss Television Sales Office
CH-6903 Lugano
Switzerland
T +41 91 803 54 82
F +41 91 803 57 25

salesoffice@rsi.ch
Our complete catalogue on
rsi.ch/sales

Documentaries / Fiction / Children / Entertainment
Classical Music / Jazz - Pop - Rock

Booth @MIPTV: 24.11 (level 1)

SRG SSR

rsi.ch

RSI
Radiotelevisione
svizzera



MIP'S NEW TV FARE

Magic and Espionage at Fox

Here in Cannes, 20th Century Fox Television Distribution has interesting characters of all types — witches, FBI agents and KGB spies. Drama series **Witches of East End** (pictured) follows the adventures of Joanna Beauchamp and her two adult daughters, Freya and Ingrid, both of whom unknowingly are their family's next generation of witches. When one of the daughters — who live in the secluded seaside town of North Hampton, Long Island — gets engaged to a wealthy young man, their mother is forced to admit who they really are.

Based on real events, newly minted FBI agent Mike Warren is set to take a prestigious posting in Washington, D.C. when he discovers he's being reassigned to **Graceland**, a beachfront area seized from drug lords that

now serves as an undercover residence for FBI, DEA and Customs agents. Warren and his roommates work to solve cases from their respective agencies while keeping the peace at home.

The Americans is a 1980s period drama about the complex marriage of two KGB spies posing as Americans in suburban Washington, D.C. Their arranged marriage grows more passionate and genuine by the day, but things are always complicated by Phillip's growing affinity for the American way of life as well as the dangerous relationships the couple must maintain with a network of spies and informants under their control. Plus, their two children know nothing about what they do.

Stand E3.01
Foxfast.com

Superstars Enter Ring at WWE

WWE showcases everything wrestling enthusiasts want. Weekly live-event series **Raw** (pictured) is a unique combination of in-ring match competition, rock concert ambiance and dramatic interactions from arenas across the globe.

Weekly, live-event program **SmackDown** brings high-flying match-action, dazzling pyrotechnics and unpredictable drama.

New series **WWE Main Event** features in-ring action and fits seamlessly in storylines from **WWE Raw** and **SmackDown**. Every week, the show will offer a big arena experience with live audiences.

Superstars provides unique opportunities each week to catch the entire WWE roster all in one place, as Superstars and Divas converge in this action-packed hour-long program.

A new weekly program, **WWE Saturday Morning Slam**, includes WWE Superstar profiles, behind-the-scenes footage and an exclusive WWE match every week, perfect for younger viewers.

The next generation of WWE Superstars, on-air personalities and even behind-the-scenes staff are groomed each week on **NXT**.

Unique and emotional stories, unparalleled athleticism and larger-



than-life confrontations make up **WWE Pay-Per-View/Specials**, which are capped off with the biggest annual event in sports entertainment, **WrestleMania**.

Stand R31.37
wwe.com

eOne's Going Rogue

Canada-based Entertainment One Television gives thrills and chills. **Rogue** (pictured) is a complex thriller series revolving around Grace, a morally and emotionally conflicted undercover detective tormented by the possibility that her own actions caused her son's death. In her quest for the truth, she falls deeper into a forbidden relationship with Mafioso Jimmy Laszlo.

Police officer Rick Grimes and his group of survivors continue their travels in a post apocalyptic war zone in **The Walking Dead**. But the world is becoming even more dangerous and the threats are not just zombies as potential attacks constantly loom over their heads.

Drama series **Rookie Blue** is back with two of the rookies returning to 15 Division and quickly realizing that everything has changed, both personally and professionally. But that's what being a cop is — adapting to new situations, rolling with the punches or risking being left behind.

In true crime series **Dangerous Persuasions**, the first-hand testimony of victims shows viewers first hand how people were lured into webs of deceit by malicious manipulators. Under the influence of dark forces, they're coerced into committing extreme acts that change their lives forever.



Harry, a 30-something bartender with few prospects, learns that the sperm donations he did in his 20s have led to kids — lots of kids. In comedy series **Seed**, Harry's simple life becomes unexpectedly complicated with the arrival of a 10-year-old son and his two moms, a 15-year-old daughter and her yuppie parents and a soon-to-be single mom who's pregnant with another one of his offspring.

In **Saving Hope Season 2**, Dr. Alex Reid's comatose fiancé is finally awake, but things are far from normal — he's keeping a secret that threatens to destroy his relationship with Alex, his career and his life.

Recurring characters meet new people and develop relationships in **Dates**. They talk, discover things about each other and in the end must decide either to go all the way or run away as fast as possible.

Stand RB.43
Sales.eonetv.com

Barbarella is Back at Gaumont

Gaumont International Television's got iconic characters at MIP. **Hannibal** is a one-hour drama series for NBC exploring the unique relationship between renowned psychiatrist Dr. Hannibal Lecter and his patient, a young FBI criminal profiler who is haunted by his ability so feel empathy for serial killers.

Based on a graphic novel, **Hemlock Grove** (pictured) tells the tale of a once-vibrant and now struggling community after a mysterious death causes it to unravel. Suspicions about the mysterious White Tower and rumors of a werewolf are just the beginning.

Barbarella is based on the iconic character made famous in the 1960s film of the same name starring Jane Fonda.

Stand LR3.01



gaumontinternationaltv.com

MIP-TV PHOTO REPORT



- 1. Studio100's Patrick Elmendorff
- 2. Content's Diana Zakis, Saralo McGregor
- 3. WWE's Augustine Tan, Anna Hackett, Thomas Sitrin
- 4. GRB's Michael Lolato, Gary R. Benz
- 5. TV France International's Mathieu Bejot
- 6. Gaumont International's Erik Pack, Richard Frankie
- 7. Veria's Ray Donahue
- 8. Eyeworks' Jeff Goldman
- 9. Studio Hamburg's Christiane Wittich
- 10. Breakthrough's Kate Blank, Nat Abraham, Jodi Mackie
- 11. ITV Inter Medya's Can Okan
- 12. Peace Point's Heide Schorn, Andy Schreiber, Julie Chang, Eric Muller



(Continued from Cover)

1981: International TV as a 13-Week Package Tour

Television/Radio Age
International

April 1981

New technologies give MIP-TV new markets while other industry shows make inroads

By Domenico Serafini

Friendly greetings at the 17th International TV Program Market (MIP-TV) in Cannes will hardly be necessary this year. In the past, TV markets were an occasion where friends could effusively greet each other after a long cold winter or fresh from a summer vacation.

Today, after events in Monte Carlo in February and at the National Association of Television Program Executives (NATPE) convention in New York the following month, going to Cannes April 24-30 for another major market, distributors and buyers alike are beginning to feel as if they're on a packaged tour.

This globe-hopping, however, will change. The TV program markets are going through a metamorphosis, reflecting three major factors: timing, new technologies and increasing competition. Seasonal conflicts among markets has become more of a burden than ever, especially after the heavy international activities registered at the NATPE meeting. More than 480 attendees from abroad, comprising broadcasters and distributors from 40 countries, were estimated to have been in attendance at NATPE. For the first time, MIP-TV-style booths, some fit for Texans, were displayed in New York. These large complexes raised the question of whether future NATPE sites could keep up with the space required to house them when the suite-to-booth conversion accelerates. Meanwhile, at least two years must pass before the "elevator problems" are solved by moving NATPE to a one-floor exhibition center in San Francisco.

Another factor is the overwhelming success of this year's Monte Carlo TV Market, which prompted one distributor

to comment, "I can even afford not to go to MIP." Indeed, Monte Carlo was described as a "pre-MIP-TV" session, so abundant was the buying.

To Bernard Chevry, MIP-TV founder and commissioner general, Monte Carlo is becoming nettlesome. To meet the competition, he has pledged some innovations for his 1982 market. Next year, MIP-TV will be held at the new Palais, which will solve some of the present "mechanical" problems like air conditioning, added space, and better sound insulation. According to Chevry, some 650 television monitors throughout the new Palais will be used to page people. In addition, every two modules will have an individual air conditioner; TV sets will come with headsets, and booths will be equipped to house an open stand, a video room and an office.

There has been some talk that Chevry will soon announce the partial availability of the new Palais (erected on the old Casino's site) for a fall TV market, after Vidcom, his international non-broadcast program meeting, to be held in Cannes October 9-13. Chevry is considering the fall TV market to replace a frail MIFED in Milan. The initial plan was to have a TV market in Cannes five days after Vidcom at the present Palais des Festivals used for MIP-TV; however, New York, Florida and California sites were also considered. These possibilities were explored with a prominent U.S. publisher during his NATPE tour in New York. His subsequent visit to Florida coincided with the ITA video convention in Miami. To add to the spring market activities, there was also INPUT, a mid-March "screening" sponsored by several European and North American public TV organizations under the auspices of the

A-23



They come to America from all over the world
to find riches

Gold Diggers



VISIT US
AT BOOTH 18.16



A NEW REALITY SOAP SERIES
COMPLETED FIRST SEASON AVAILABLE
AN INNER CIRCLE FILMS PRODUCTION

REBECCA FERGUSON

JAMES FRAIN

MAX IRONS

JANET MCTEER

ROBERT PUGH

THE WHITE QUEEN

BASED ON THE BEST-SELLING NOVELS BY PHILIPPA GREGORY

BETRAYAL

SEASON 1 - 10 x 60 Minutes

For more information, please visit us at RSV25

Tel: +33 (0) 4 92 99 8926 - starzglobal.com

starz
TAKING YOU PLACES™

Starz and related channels and service marks are the property of Starz Entertainment, LLC. The White Queen © 2013 Company Television Limited. All rights reserved.