



VIDEO AGE

DAY 3

INTERNATIONAL

www.VideoAgeDaily.com

April 15, 2015

Hooray For Hollywood At The L.A. Screenings

“California, Here I Come,” was written in 1921, well before the L.A. Screenings, which started in 1963, but in certain respects it could be said that the song anticipated the Screenings, in the sense that buyers and sellers alike are as anxious to reach the (studio) “gates” as the protagonist of the Broadway musical. And speaking of Broadway, for the U.S. studios, the L.A. Screenings will start on Friday, May 15, the day after the U.S. broadcast networks make their pilot selections for the new primetime TV season public in New York City.

However, both Lionsgate and Paramount will start a day earlier, on Thursday, which is a few days before the indies begin vacating their



exhibition suites at the Century Plaza Hotel. Indie companies like Leda Films and Starz Worldwide Distribution will open their suites on Wednesday, May 12 and be done by Friday, May 15. Televisa will operate from May 12-14 and Israel-based Armoza Formats will be opening up shop a day earlier, on Monday, May 11 and wrapping up

(Continued on Page 4)

Latin TV Fare Flares Where Least Expected

Traditionally, MIP-TV is not a market for LATAM buyers, but it is a great market for Latin American companies that sell to Europe, CEE, the Far and Middle East and Africa — basically regions grouped under the acronyms EMEA, MEA, CEEMEA and APAC (Russia's current and former territories are in APAC).

Case in point: Caracol's Estefanía Arteaga (pictured on the next page) said that MIP-TV offers a great opportunity to reach all of Europe, as well as Asia, which has been picking up and Africa, which is a growing market.” Record TV Network's Delmar Andrade said that “MIP-TV is one of the main markets for reaching both Eastern and

(Continued on Page 4)

My 2 Cents: Vertical integrations are finally having vertigo

Page 3

INSIDE:
Cannes Visuals —
MIP-TV Photo Report
Page 17

COMING UP:
L.A. Screenings Guides
Issues I & II
May 13, 16

VideoAge
Daily
on the go



The Obvious Is Bolloré's Forte

Yannick Bolloré, chairman and CEO of Havas, gave a keynote yesterday. Billed as “an outline of the future,” it was, in reality, more “a summary of the present.”

Technology is disrupting the flow of content. It is disrupting viewing patterns, the 30-second ad is still important but is no longer enough. Brands have to move towards being...err brands. Is it just us — or have you also heard all of this somewhere before?

Bolloré put all of these changes down to three things (1) the dramatic increase in DTT, (2) the rise of video sharing platforms such as YouTube and Dailymotion (the one Orange has been trying unsuccessfully to sell for two or three years) and (3) the dramatic impact of OTT. Hindsight, as they say, is a wonderful thing.

Additionally, the audience was treated to a story about Bolloré getting off a flight in San Francisco and receiving a text at the airport offering him a discount on salmon sushi — a personal favorite, apparently. So impressed by this was Bolloré that he investigated and discovered the advertiser had been

(Continued on Page 4)

WE ARE VIACOM INTERNATIONAL MEDIA NETWORKS POP CULTURE STARTS HERE

FRAMEWORK

BIG TIME HOLLYWOOD

MIPTV R7.N7
www.b2b.viacom.com
programsales@vimn.com

VIACOM INTERNATIONAL MEDIA NETWORKS

nickelodeon VH1 COMEDY CENTRAL

Spike

TruTV

CMT

BET

**PARENTS AND KIDS DUETS WILL GET AN ENTIRE COUNTRY
OFF OF THEIR SEATS TO GET THEIR VOTES**

STAND UP FOR YOUR COUNTRY



**FROM ONLINE PHENOMENON TO TV STAR...
THIS IS NOW A REALITY**

MIPTV 2015
Palais des Festivals
Cannes, France
SUITE / BOOTH: R9.A2

LEADING-EDGE
ENTERTAINMENT FORMATS



My 2¢

Vertical integrations are finally having vertigo and the results will soon be companies that are content with producing content, and others focusing on distribution platforms.



Perhaps all my whining about the risks of vertical integration is finally generating results. Indeed it looks like Italy's Silvio Berlusconi is seeking to sell his TV broadcast networks; in France Vincent Bolloré's Canal Plus seems to want to increase distribution platforms, and Rupert Murdoch is looking to dispose of his share of Sky Europe, which encompasses satellite TV services in Italy, the U.K. and Germany.

The reason is that with the advent of broadband, the distribution channel is no longer a broadcast prerogative. Now it is better to be content with generating content in the case of Murdoch; to focus on distribution platforms for Bolloré and in Berlusconi's case, to cash in while he can.

Starting in 2001, I began to preach to the converted, but the "market-knows-best" crowd ignored (or didn't bother to read) my warnings. Now that Netflix and Amazon have proven to everyone that being vertically integrated does not make sense (even though they surely could afford to be their own producers) and that it is better to focus on broadband delivery and leave content production to outside companies, all those "in the knew" are trying to catch up.

This is because vertically integrated TV companies are now seeing big risks, since each program failure affects six of their businesses: The studio, the network's performance, the stations they own and air the programs on, the stations' lead-ins and outs, international distribution and their cable channels. Years ago, if a show didn't deliver the expected audience, the TV network just replaced it, leaving the losses to the production company. But now with vertical integration, every company's layers suffer.

As far back as October 2001, these "My 2¢" commented on "vertical, horizontal and crooked

integrations." The musings returned to the same topic a few months later, in January 2002 with "Integrations Are Like A House of Cards," and again in May with "Don't Sell Anything to Yourself."

Reading that Murdoch is pushing to sell Sky Europe to Vodafone certainly vindicates those few cents of advice. Not that it doesn't make economic sense for Murdoch, because it does. Imagine, Murdoch made \$7.4 billion from the sale of Sky Italia and Sky Deutschland to Sky Europe, which is now worth \$32 billion. Since he owns 39 percent of Sky Europe, his share of a potential sale would reach \$12.5 billion. In effect, with three financial operations he would generate close to \$20 billion, which could go toward a downpayment to buy Warner Bros. (though not to keep the TV outlets, which he'd sell to help reduce the

balance of the proposed \$80 billion offer, but for the WB's formidable content production machine).

In Berlusconi's case the numbers and scope are much lower, since his Mediaset is worth just \$5 billion, but it gives an indication of the direction in which pure linear TV outlets are going. Like in the case of Sky Europe, only

a Telco might be interested in acquiring Mediaset (to enter the video service operation quicker), therefore the market for potential buyers is narrow.

Similarly, in France it looks like Vincent Bolloré's Vivendi is betting more on distribution. His strategy could include 8.3 percent of Telecom Italia by acquiring the shares owned by Spain's Telefonica, possibly because Berlusconi is eyeing a potential sell of his Mediaset to Telecom Italia, and therefore he could add it to his Canal Plus TV outlet.

Dom Serafini



VIDEOAGE DAILY AT MIPTV

STAND P-1.E14

MAIN OFFICE:
216 EAST 75TH STREET STE PW
NEW YORK, NY 10021
TEL: (212) 288-3933
FAX: (212) 288-3424

WWW.VIDEOAGE.ORG
WWW.VIDEOAGELATINO.COM
WWW.VIDEOAGE.IT

EDITOR
DOM SERAFINI

ASSISTANT EDITOR
SARA ALESSI

**EDITORIAL
CONTRIBUTORS**
ISME BENNIE (CANADA)
LUCY COHEN BLATTER
CARLOS GUROVICH
LEAH HOCHBAUM ROSNER
BOB JENKINS (U.K.)
CAROLINE INTERTAGLIA
NICOLE MEROGNO

ASSOCIATE PUBLISHER
MONICA GORGHETTO

BUSINESS OFFICE
LEN FINKEL

LEGAL OFFICE
ROBERT ACKERMANN,
STEVE SCHIFFMAN

WEB MANAGER
MIKE FAIVRE

DESIGN/LAYOUT
CARMINE RASPAOLO

ILLUSTRATIONS
BOB SHOCHET

(Continued from Cover)

Latin American Fare



Western regions and has business opportunities with companies from Germany to Japan. On top of that, you can't ignore MIP-TV if you want to be aware of the latest news in the entertainment industry."

Also active at MIP-TV are companies that acquire rights for LATAM. There are over 30 Latin film and TV program exhibitors here, mostly from countries such as Argentina, Brazil, Colombia and Mexico, while Chile's TVN is housed at Telemundo's stand. A good number of those exhibitors are based in the U.S., including Televisa, Cisneros Media Distribution (CMD) and the aforementioned Telemundo. In fact, companies such as CMD are at MIP as both buyers and sellers, with Marcello Coltro noting that the company is "looking for formats and ready-to-air projects that will support CMD's continual evolution toward a multiplatform digital era."

A unique aspect of Latin content is that it prospers in regions that are experiencing financial downturns and in emerging markets, while the U.S., Canada, the U.K. and other major producing countries have the opposite experience.

This aspect is due to three main factors: lower license fees, long series and high production values.

Latin companies are here in the French Riviera with the traditional telenovelas, as well as new superseries, and even documentaries and reality series. CMD is in Cannes presenting potential co-productions such as detective thriller *Vivir a Prueba* and teleseries *Amores Mágicos*.

Telemundo Internacional is on-site with a new Colombian version of *El Laberinto de Alicia*, season three of *El Señor de los Cielos* and is introducing its Superseries Slot concept, encouraging broadcasters to dedicate a timeslot for superseries, with a wide variety to choose from.

Argentina's Telefe Internacional has a new superseries with a touch of suspense called *The Return of Lucas*. In the traditional realm, Telefe is highlighting a new telenovela titled *Lioness*. Meanwhile, Colombia-based Caracol Television has new entries in the documentary category, which Arteaga explained is a "new category that we have added to our catalog, and for which we are seeing a growing demand throughout the world," with *The Czar of the Emeralds*, *The Other Face of Pleasure*, *The Gold Wars*, *War Wounds* and *Voices of Fire*.

Televisa Internacional is offering some new game shows, such as *The Assembly Line* and *Generation Gap*, as well as the reality show *The Single Chef* and a new telenovela titled *Ask God for Forgiveness...Not Me*. 🇩🇪

Hollywood

on Saturday, while Telefilms will be exhibiting May 12-18. Canada-based 9 Story Media Group will be in L.A. from May 12-15. On the other hand, the studios will conclude their screenings by May 22.

Interestingly, Delmar Andrade of Record TV Network told us, "We've been attending L.A. Screenings for 15 years, and we've made it our tradition to stay both weeks at this market (from May 12-21), considering the many business opportunities available and clients to meet."

While the companies exhibiting at the Century Plaza will focus mainly on Latin buyers (Hispanic, pan-regionals and LATAM television for an estimated total of 150 buyers), the studios will cater to over 1,500 buyers from 70 countries.

Joel Denton of A+E Networks told *VideoAge Daily* that L.A. Screenings is an important market, and as the company ramps up its scripted content, it will likely have a larger presence there in the future. In L.A., A+E concentrates on Latin buyers at the market and will focus on scripted content such as *UnREAL*, *The Secret Life of Marilyn Monroe*, *Sons of Liberty* and *Gangland Undercover*.

In L.A., 9 Story will "focus on our slate of new seasons of existing shows, as well as new shows that are premiering across LATAM on the major pan-regional services and dubbed content," said Federico Vargas. Similarly, Gene George of Starz Worldwide Distribution said, "Since the Screenings are so dominated by the studios, Starz Worldwide Distribution will continue to shift more focus to our presence at MIP-TV (they launched two upcoming STARZ Original Series here in Cannes: *Flesh and Bone* and *Ash vs. Evil Dead*) and look to screen new content [at MIP-TV] before the L.A. Screenings." He added that the company "still believes in the



A+E's Joel Denton and his sales team at MIP

Bolloré's Forte

following him on Google. The next time he goes to Russia, someone should introduce him to a fellow named Edward Snowden!

Deeply insightful and fascinating stuff — but only if you have spent the past 10 years living under a rock. 🇩🇪

importance of the L.A. Screenings, however, we have come to view it as more of a follow-up market, allowing us to meet with our broadcast partners more informally, and finalize any pending MIP-TV deals."

While in L.A., Caracol Television will present its new series, *Laura, An Extraordinary Life*, as well as documentaries and movies. Cisneros Media Distribution (CMD) will head to L.A. with two new variety shows called *Roxanna* and *Lo Que Dicen Las Doctoras*, as well as a telenovela titled *Entre Mi Amor y Tú Amor*. Marcello Coltro of CMD (pictured above) said that the company will host the opening cocktail in L.A. on Wednesday, May 13 at the Century Plaza.

Telemundo will introduce new telenovela *Mirada de Angel* and Armoza Formats will highlight its two new primetime studio-based game shows, *Babushka* and *Yum Factor*.

9 Story's Vargas noted, "If you are taking L.A. Screenings seriously, you need to see Latin America and you need to see the indies, so buyers will make the rounds, and the indies do have access to the buyers, it's just a matter of timing." Starz's George concurred that it is "always hard to estimate, but we do meetings with mostly all of the key broadcasters from Europe, it is just a matter of having a strong slate of content and working around their studio screening schedules."

A full schedule of the studio and indie screenings is available on *VideoAge's* L.A. Screenings web page. And if you were wondering about "Hooray for Hollywood" in the title, that song was written in 1937 and was first featured in the Warner Bros. movie *Hollywood Hotel*.

Pictured on the cover are CBS's Joe Lucas, Armando Nunez, Barry Chamberlain. 🇩🇪



Straight From The Palais

- **NBCUniversal International TV Production**, TF1 and Mediengruppe RTL Deutschland announced a co-production partnership to produce original U.S.-style procedural dramas. RTL and TF1 will own the rights in Germany and France respectively and NBCUni will license the rights for the U.S. and the rest of the world. Production is scheduled to begin in spring 2016 in the U.S.

- **Gaumont Television Europe**, a division of Gaumont, announced that the company plans to co-produce its second project: *1001*, an English-language modern day thriller with a high degree of fictionalization and cinematic imagery. Created by *Real Humans'* Lars Lundström, the series will be produced by Gaumont Television Europe and Matador Film along with its dedicated co-production partner Eyeworks Scandi Fiction.

- Yesterday, the Ivory Coast-based **RTI Group** organized a conference about the French-speaking West African TV sector. During the presentation, Affoussiata Bamba-Lamine, Minister of Communications, explained Côte d'Ivoire's audiovisual strategy and the country's ambitions in the TV field. Ahmadou Bakayoko, general manager of the RTI group, presented his company's global RTI strategy; Sandra Coulibaly, manager of RTI Distribution explained the company's content sales program, while Emmanuel Chain and Thierry Bizot — founders of Elephant Group — introduced their company and its interest in international deals.

GLOBAL CONTENT.

REGIONAL CONNECTIONS.

natpe.
europe

Prague | 22-25 June '15

Focusing on Central and Eastern Europe, NATPE|Europe brings key regional buyers and global sellers together in an intimate market setting. Connect with decision makers in quality meetings where business relationships start and deals are closed.

ONE WORLD. ONE MARKET. NO BORDERS.



BOOK NOW TO SECURE YOUR SPOT IN PRAGUE 22-25 JUNE!

natpe.com/europe



Cartoons on the Bay Returns to Venice

The 18th edition of Cartoons on the Bay, the animation festival organized by Italy's RAI, will be held in Venice on April 16-18. Members of the international jury — which will bestow awards in eight categories — include Canal +’s Sophie Boe, RAI Com’s Costanza Esclapon and Israeli director Albert Hanan Kaminski, who will also be the recipient of one of this year’s Pulcinella Achievement Awards.

Dreamworks Animation and ITV Studios will both be honored as “International Animation Studio of the Year.” Dreamworks’ Chloe van den Berg and ITV’s Giles Ridge will be in attendance to receive the awards.

During the three-day event, Cartoon Network, Nickelodeon, RAI Fiction, DEA Kids and RAI Ragazzi will highlight their new programming and schedules.

Italian premieres will include Twentieth Century Fox’s *Book of Life*, BIM’s *Le vacanze del piccolo Nicolas* and the first two episodes of ITV’s *Thunderbirds Are Go!*

For MIP-TV participants who wish to attend the animation festival in Venice, RAI has organized a complimentary bus transfer departing Cannes on April 16.



The complete program for Cartoons on the Bay 2015 is available at www.cartoonsbay.com

IPTV Is Here To Stay

According to an Ericsson report, IP will become the key delivery method for content delivery from FTA, pay-TV and VoD services by 2020.

Ericsson estimated that five years from now, 50 billion connected devices will run on IP networks. Of those, 15 billion will be video-capable. For broadcasters it is envisioned that 75 percent of digital TV homes will be broadband-enabled.

Meanwhile, in Europe manufacturers are working on building an IPTV standard receiver that doesn’t require a set-top box. The STB-less IPTV receiver will also be able to carry 4K images. At the same time, European broadcasters (through various industry organizations, including the EBU) are looking to preserve the UHF spectrum for digital terrestrial television for the next 15 years.

Repacking a Costly Plan for U.S. FTA

U.S. TV broadcasters could be saddled with nearly \$1 billion in repacking expenses if almost all stations must be shifted to new channels and the U.S. Congress doesn’t allocate more funding. This is according to the Washington, D.C.-based National Association of Broadcasters (NAB).

Spectrum reallocation (a.k.a. repacking) is used to make more room for wireless broadband and Congress has set aside \$1.75 billion for repacking, but “it’s our fear that it may take as much as \$2.6 billion to compensate all the TV stations that will be repacked,” said NAB spokesman Dennis Wharton.

A children's property
that'll make you take
another look at your toys



lawless
ENTERTAINMENT

For more information, contact Cathy Malatesta, President of Lawless Entertainment at +1 (323) 201-2678 or visit www.lawlessent.com

VICTORY!

A Ride to Success !

HD
TELENOVELA
208 Episodes



INTERNATIONAL SALES

DELMAR ANDRADE EDSON MENDES

+55 11 3300-4022
www.recordtvnetwork.com
emendes@sp.rederecord.com.br



RECORD
TV NETWORK



mip tv.

**BOOTH
P-1.G22**

Bible Revisited at Record TV

Record TV Network is the oldest broadcaster in Brazil and is in Cannes with a roster full of epic stories. Telenovela **Moses and the Ten Commandments** (*Moisés y los Diez Mandamientos*) is the story of Moses, from his birth to the arrival of his people in the Promised Land (pictured).

Each episode of **The Miracles of Jesus** (*Los Milagros de Jesús*) showcases different people facing hardships who subsequently received the blessings of Jesus.

Obscure Power (*Poder Oscuro*) — set against the backdrop of Brazilian politics — explores power struggles, ambition, love affairs and betrayals involving three generations of the same family.

Arthur holds a grudge against his father (who he later discovers is not his biological dad) for turning his back on him after becoming a paraplegic in **Victory!** (*¡Victoria!*). He tries to punish him by seducing his daughter from a second marriage, but finds himself falling in love with her.

In **Joseph from Egypt** (*José del Egipto*) the “miracle” son of Rachel and Jacob becomes the favorite. His jealous brothers throw him into a deep well and sell him into slavery, but their plan backfires and Joseph becomes the Pharaoh’s trusted advisor. When famine comes to Egypt, it’s up to Joseph to save his traitorous brothers.

Stand P-I.G22



www.recordtvnetwork.com

Telemundo Teems with Passion

Telemundo Internacional is showcasing telenovelas with strong female characters. In **Land of Honor** (*Tierra de Reyes*), three brothers who’ve lost everything are the victims of a horrible crime. In their search for justice and truth, they meet three sisters who own land that’s been cultivated with passions, secret affairs and betrayals (pictured).

When Anastasia Cardona arrives in Miami, the sunny city becomes ground zero in a drug war. Anastasia forms an alliance with Conrado San Miguel and Adam Romero and their families in **Masters of Paradise** (*Dueños del Paraíso*).

The halls of La Casa Colorada are filled with ghosts of forbidden love, secret pacts and cruel mysteries in **Love Without Reservation** (*Amor Sin Reserva*). When Julia and Diego — whose families want to keep them apart — choose to live there, the house deals them a cruel fate for daring to be in love.

Lucha served 11 years in jail after falling in love with the wrong man. When she moves from Mexico to the U.S., she hopes to start over again, driven by love for her adopted daughter. But when she’s once again accused of a crime she didn’t commit, she sets out on a journey to prove her innocence in **Les Misérables** (*Los Miserables*).

When the father of her child is killed at their wedding as revenge for stealing money, Sara Aguilar flees to Guadalajara and builds a money laundering empire in **Acero, Woman of Steel** (*Señora Acero*).

Talent competition **I Am The Artist** (*Yo Soy El Artista*) sets out to find — and develop — the next multi-talented performer who can dance, sing and captivate audiences. Five judges and 100 social media influencers have their say.

Stand Po.Br

www.telemundointernacional.com



Caracol Gets Serious

In addition to its scripted dramas, Caracol Television is shining a light on some sad realities. The Guerrero family arrives in the small town of La Victoria to escape the violence of the city in **Emeralds, The Color of Ambition** (*Esmeraldas*). But they soon learn that greed is everywhere in this town known as “green hell” that is ruled by emeralds (pictured).



Iván Cuero is a passionate singer who wants to be one of the best in the world in **Beats of Love, Niche** (*Lo Que diga el Corazón, Niche*). When he discovers that his true father is a musician, he travels to Bogota to find out more, in a story that’s full of romance and music.

A passionate love affair develops behind bars between Julian — a man accused of a crime he didn’t commit — and Esperanza, who killed her abusive husband. The two decide to escape, determined to prove their innocence. But things don’t turn out as planned, as Julian escapes and Esperanza is captured in **Fugitives** (*Fugitivos*).

When Javier’s promotion is given to someone else, his world collapses and his wife chooses to start a new life in Miami. After he’s sold all of his things, he plans to go meet his wife, but she tells him not to come. **Men Cry Too** (*Los Hombres También Lloran*) shows just how vulnerable men like Javier can be.

In format **TV Maniacs** (*Locos X La Tele*) two families of three different generations take part in trivia competitions based on TV shows and films.

The Other Face of Pleasure (*La Otra Cara del Placer*) is a documentary that takes a look at sexual tourism in Colombia from the view of pimps and prostitutes, showing the reality the victims face.

Documentary **The Czar of the Emeralds** (*El Zar de las Esmeraldas*) looks at the conflict between the government, illegal miners, private sector companies and illegal armed groups who fight to control this very valuable industry.

Stand P-I.G25

www.caracolinternacional.com

Why is *VideoAge* the most effective TV trade publication?

Because of *VideoAge's* distribution



www.VideoAge.org



Azteca and Comarex Have Drama to Spare

On the Azteca slate, Maria, the daughter of a poultry farmer, is about to marry Octavio, the favorite grandson of a famous shoe designer named Francesca Ferrara in *Así En El Barrio Como En El Cielo* (pictured). But is Maria and Octavio's love strong enough to survive the wrath of a bitter ex?

After her parents die, Lourdes takes a job as a dancer to make ends meet in *UEPA: Un Escenario Para el Amor*. But she tells everyone she's a prestigious psychologist, and thinking that's the case, Claudio, the love of Lourdes's life, confides in her. Lourdes fears he will leave her when he learns the truth.

In *El Hombre De Tus Sueños (The Man of Your Dreams)* Hugo, a hardworking, single father in the throes of a midlife crisis, finds himself out of work and takes a job for a dating agency run by his cousin Gloria.

In reality show *Soy Tu Doble (I'm Your Double)* 12 women and 12 men compete to demonstrate their ability to imitate famous singers.

Comarex's cooking competition *Kitchen To Fame* follows 14 cooks with no professional experience as they enter a cooking academy where they live, study and master different cuisines. At the end of each week, someone is eliminated.

Niñas Mal 2 is a telenovela that follows a woman named Adela who takes over a class of "bad girls:" Clara, a liar; Giselle, a sex addict; Corina, a control freak; Renata, a quiet girl with a mysterious past and Paloma, a socialite who falls in love with a common criminal. Adela also falls for her own bad boy.

In telenovela *Ultimo Año (Senior Year)*, Martin, a handsome boy, goes to live with Benjamin, the most popular boy in school. But he soon starts manipulating Benjamin and attempts to steal his entire life.

Stand R8.B10

www.comarex.tv



Love and Laughs at Cisneros

Cisneros Media Distribution's MIP slate is topped by telenovela *Fallen Over Love (Voltea)*. This series's characters are so immersed in the minutiae of their everyday lives that they don't see romance right in front of them. As soon as they clear their minds and hearts, love will find its way to them.

To avoid prosecution, criminals become informants for U.S. federal agencies and risk their lives while completing undercover missions in *Route 35, The Escape Valve (Ruta 35, La Valvula de Escape)* (pictured).

Teen series *Candela (Candela, Una Chica Real)* follows a young woman who lives as she wishes, until she is forced to move in with her father, a man who believes appearances matter more than being real and material possessions carry more value than people. But this new lifestyle doesn't stop Candela from finding love.

XRC (Xtreme Reality Clips) includes high-speed pursuits, police shoot-outs, cliffhanging rescues and other spectacular scenes captured by RMG News cameras.

Irene, a hardworking and honest woman, falls in love with her widower boss, a millionaire trying to raise four children on his own, in *Secret Love (Amor Secreto)*.

Beatriz Elena is a young ecologist battling a powerful industrialist she doesn't know is actually her father in *Emerald Heart (Corazón Esmeralda)*.

When her young daughter is murdered, Veronica suspects a renowned psychiatrist of committing the crime, but he has her declared insane and begins experimenting on her in *Criminal MasterMind (DeMente Criminal)*.

Stand P-1.G50

www.cisnerosmediadist.com



It's Trivia Time at Televisa

In addition to their signature telenovelas, Televisa Internacional's got game shows galore. The traumatic childhoods of two young people are intertwined in *Shadows of the Past (La Sombra del Pasado)* (pictured), and Aldonzo and Cristobal must risk everything for love.

Ask God for Forgiveness...Not Me is a story of ambition and wickedness that surround a beautiful woman named Abigail. Despite it all, Abigail and Santiago prove that love forgives everything and that happiness is possible.

Three successful cooks look for love among 24 women in *The Single Chef*. In each episode, the women face culinary challenges to win a date with the chef.

Work has never been so much fun. Two teams compete head-to-head on an assembly line in *The Assembly Game*. The mission: To correctly answer a series of questions while completing tasks inspired by assembly lines. Every time one team gets the right answer, their opponent's assembly line will speed up, making their task harder.

Fathers, mothers, grandparents and children team up on *Generation Gap*, a game show that pits families against one another. They all must answer trivia questions unrelated to their generation.

Parent-child teams can evolve from Internet stars to TV stars in talent show *Stand Up For Your Country*. Contestants must impress the studio audience and viewers watching at home.

Stand R9.A2

www.televisainternacional.tv



Say Yes to Telefe Internacional

Telefe Internacional has telenovelas, superseries, reality series and more in Cannes. When a factory is about to shut down, Franco and María are on opposite sides, until they fall in love in telenovela *Lioness*.

Twenty years after he mysteriously vanished as a young boy, Lucas reappears, and a Pandora's box of secrets opens up in superseries *The Return of Lucas*, a co-production between Telefe and Peru's America TV.

Yes or No (Sí o No) is an interactive fiction format that allows the audience to vote on plot decisions in real time using their tablets and smartphones.

Pope Francis, The Story of Jorge Bergoglio tells of Pope Francis's life, from growing up in the Flores neighborhood of Buenos Aires to his vocation and finally to his papacy.

Fifty contestants battle in reality show *The Entrepreneur, A Million to Start Up (El Emprendedor del Millón)*. To win, they'll have to use their creativity and budget to achieve a certain objective.

Telenovela *Love Road (Camino al Amor)* tells the stories of Armando's four children, Rocco, Vitto, Angel and Gina (who is not actually his daughter) and the unique relationships they have with their father.

One summer, Miranda and Diego fall desperately in love, but their lives bring them down different paths in romantic comedy *The Legacy of Rock & Roll (Viudas e Hijos del Rock & Roll)*. Yet, music is the force that could bring them back together.

Stand R9.A20

www.telefe.com.ar



2015 JORNADAS INTERNACIONALES

XXV ANIVERSARIO

16, 17 Y 18 DE SEPTIEMBRE
HILTON BUENOS AIRES, ARGENTINA



Asociación Argentina
de Televisión por Cable

www.atvc.org.ar
(+54 11) 4342 3362
(+54 11) 4345 5074/5



www.cappsa.org
(+54 11) 4374 6932
(+54 11) 4374 6982



Multicom Takes Us Behind the Music

Multicom Entertainment Group's got docs, comedy, classics and more. **Drake's Homecoming – The Lost Footage** (pictured) follows the chart-topping singer during a breakout moment in his career — a live, sold out concert at Toronto's Sound Academy in 2009, in his hometown. It includes interviews and a soundtrack with hits like "Best I Ever Had" and "Successful."

After an unexpected death, a young girl seeks revenge in **Blood is Blood**. But the world around her begins to unravel, revealing scary secrets about her family and her life.

Documentary **The Art And Crimes of David Choe** tells the story of an artist who wagered his \$60,000 painting fee for Facebook stock now worth over \$250 million. Includes interviews with Facebook/Napster founder Sean Parker, and street artist Shepard Fairey, among many others.

A theater director who can't pay off his debts to the Mob tries to save himself by pulling off an amazing opening night for his new musical, **How Sweet It Is**. But the mob boss insists he hire other deadbeats as the actors.

In **Sir Arthur Conan Doyle's The Lost World**, a band of adventurers



embark on an expedition to find a lost world. The dysfunctional group is made up of strong characters, each with their own private reasons for making the journey.

Multicom's **Classic Television Series Package** includes *Peter Gunn*, *Mr. Lucky*, *The Invisible Man*, and *Decoy*.

Over 3,000 hours of history, music, biographies, documentaries and series are available as part of Multicom's **Factual Entertainment Package**.

Stand P-1.J66

www.multicom.tv

WWE Has Tons Of Action

WWE's got all your wrestling needs covered at MIP. **Raw** (pictured) is a live-event-based show with in-ring competition, a rock-concert ambiance and dramatic interactions.

Weekly live-event series **SmackDown** brings high-flying action, pyrotechnics and unpredictable drama from packed venues across the globe.

Viewers see all of the drama of celebrity life both inside and outside the ring in **Total Divas**,



which follows a diverse cast of unique personalities.

WWE Main Event fits seamlessly into storylines from *Raw* and *SmackDown*. It offers a big arena experience each week, and is a must-see for fans.

You can catch the entire WWE roster in one place thanks to **Superstars**, where Divas and Superstars converge in an hour-long program.

Take a peek behind the scenes to see WWE's on-air personalities, Superstars and behind-the-scenes staff being groomed for the future in **NXT**.

WWE Pay-Per-Views/Specials include unique and emotional stories and larger-than-life confrontations, capped off with the biggest annual event in sports entertainment, known as **WrestleMania**.

Stand R7.E75

www.wwe.com

L.A. SCREENINGS 2015 VIDEOAGE

IT'S THAT TIME OF THE YEAR! SUBMIT YOUR INFO FOR **VIDEOAGE**'S OFFICIAL L.A. SCREENINGS GUIDE.

(Free listing – The Guide will be complimentary delivered to all Studios and to your hotel)

PLEASE FILL OUT THIS FORM, SCAN IT AND RETURN IT to:

LAScreenings@videoageinternational.com

Thanks

COMPANY _____

ADDRESS _____

TEL: _____ FAX: _____

EMAIL: _____

EXECUTIVES IN ATTENDANCE:

HOTEL IN L.A. (this info not for publication) _____

ARRIVAL DATE _____ DEPARTURE DATE _____



1. Comarex's Marcel Vinay
2. Telefe's Maria Eugenia Costa and Meca Salado Pizarro
3. Telemundo's Esperanza Garay with Artear's Walter Sequeira
4. Record TV's Delmar Andrade
5. Small World International Format TV's Tim and Colleen Crescenti
6. Dick Clark's Bob Kennedy
7. Entertainment One Television's John Morayniss (r.) and Emily Fox, creator and showrunner for Hindsight

8. GRB's Gary R. Benz
9. Mondo TV's Matteo and Orlando Corradi
10. Multicom's Jesse Baritz, Irv Holender, Darrin Holender
11. Scripps Networks' Barbara Bellini and Simone Nardi
12. Tandem's Rola Bauer introducing StudioCanal's Crossing Lines, Season 3. Tandem is a StudioCanal company.
13. WWE's James McEvoy, Christine M. Wypy, Subhash Mishra, Frank Uddo, James Frewin



A Peek at the New U.S. TV Season

There are currently just over 80 pilots, between comedies and dramas, that have the potential to become full series on the broadcast networks for the 2015-2016 U.S. TV season. A full list was published in *VideoAge*'s April 2015 bumper issue, but here's a peek at what you can expect.

1. **Diversity:** Whether the networks are making a conscious effort to have their stars reflect the American population or they're just spinning off the success of this year's new series like *Black-ish*, *Fresh Off the Boat* and *Empire*, it's immediately apparent that many of the shows' stars are Black, Hispanic and Asian, including the family at the center of ABC's *Uncle Buck* and Jerrod Carmichael, the star and creator of an untitled sitcom for NBC that's already received a series order.

2. **Big screen to small screen:** Movies like the aforementioned *Uncle Buck*, *Rush Hour* and *Minority Report* are being spun off. It makes sense if you think about it — the concepts have already proven to be hits with audiences, creating less of a risk for the producer and the network. ABC comedy *Chev and Bev* isn't a spin-off of a movie per se, but it does star Chevy Chase and Beverly D'Angelo, best known as the couple from a string of *National Lampoon* movies.

3. **Reluctant caretakers:** *Chev and Bev* is also one of several pilots that focus on people who are burdened with kids/grandchildren they never expected to have to take care of. In *Chev and Bev*'s case, two baby boomers find their retirements turned upside down when they suddenly need to raise their grandchildren. In ABC's *Delores & Jermaine*, an estranged grandmother finds her grandson moving in. In CBS's *The Mistake* (a holdover from last year's slate — another trend this year), a couple that thinks they're done raising kids have an accidental pregnancy.

4. **Comedian-centric comedies:** Between Jerrod Carmichael's show, the *Untitled Tommy Johnagin* sitcom for CBS and *Delores & Jermaine*, expect laffers that are based on the lives of stand-ups. It worked for *Seinfeld* didn't it?

5. **Holdovers from last year:** Hey, it's expensive to produce a new pilot. Maybe that's why the networks are giving second chances to a number of shows from last year, including ABC's *Irreversible*, NBC's *Strange Calls*, CBS's *The Mistake* and *Taxi-22*.



“**VideoAge International's Water Cooler is the coolest weekly news report in the business. Each week, our intrepid reporters tackle topics of interest to the industry ranging from the latest in comedies, dramas and reality shows around the world to in-depth looks at TV's most influential territories to behind-the-scenes peeks at trade business events.**

The goal of the Water Cooler isn't to report first, but to report best by generating questions, providing answers and bringing readers the TV news they need most.

Here's a selection of some of the Water Cooler's most popular entries.

To see full versions of the text, visit

www.videoage.org.”

Hirsh On TEAM Financing

VideoAge caught up with Michael Hirsh, a veteran Canadian TV and film producer, to find out more about The Entertainment and Media Finance Group (TEAM), a fund he launched at MIP-TV 2014.

VAI: What was your goal in launching this fund?

MH: We noticed a need for another strong, independent financing group, and we've helped people fund a lot of projects already. We also provide an advisory service for producers who want to buy and sell companies. It's something that we've all experienced and know something about.

VAI: Why was the timing right?

MH: We launched after BMO Financial Group [Bank of Montreal] bought Aver Media [a private, Canadian-based film and TV media lending company], so there was one less independent. It's good to have independent players, because at some point people can fall out with their banks. Having someone who can sort people out and get them back on track is useful. And that's what we do.

VAI: Where does the money come from?

MH: We use a lot of bank financing. A lot of our clients need help structuring deals, and we help them work with traditional banks and we help them find alternatives to the banks. Money comes from everywhere — from traditional Canadian chartered banks to international funds. It's diverse — both public and private.

VAI: You're known as a major children's TV producer. Does the fund focus on children's programming?

MH: No, we work with every kind of programming.

VAI: Can foreigners access the fund or is it only for Canada?

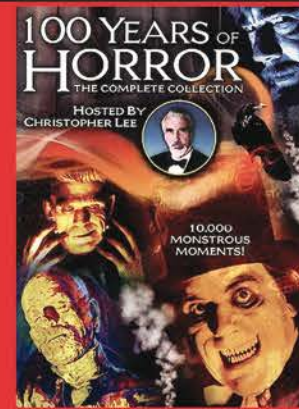
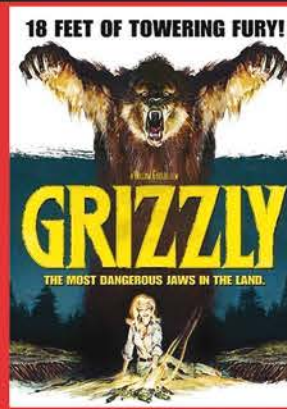
MH: So far all of our loans have been to Canadian companies, but we would consider working with international companies too.

VAI: What do you think is in store for the Canadian TV and film industry?

MH: We're poised for the future. Canadian companies — including DHX [where Hirsh is a vice chairman] — have embraced digital media, and companies like Netflix and Amazon. The breakdown of the traditional business is actually good for Canadian producers, because we have easier access to new businesses. We've got good relationships with Hulu, Amazon and Netflix, and we're growing together with them.

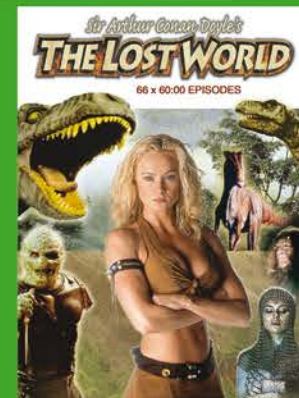
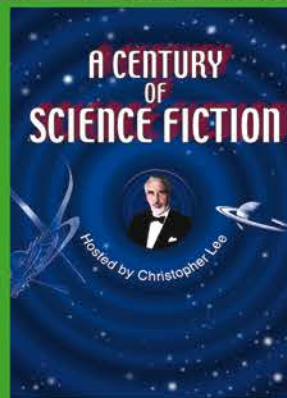
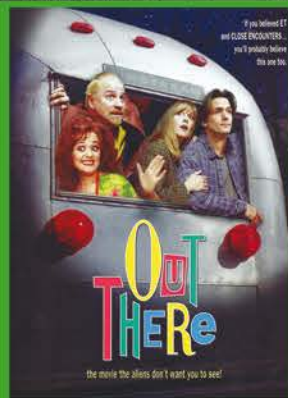
**THRILL
GORE**

HORROR | SLASHER | THRILLER



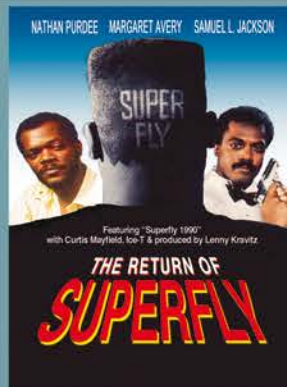
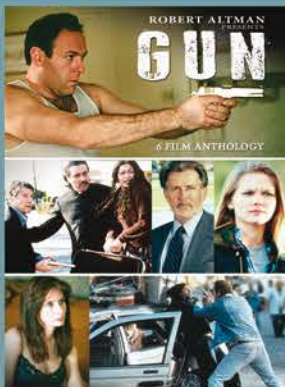
**STAR
BURST
TV**

SCIENCE | SPACE | FANTASY



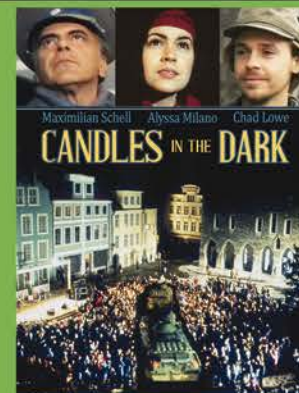
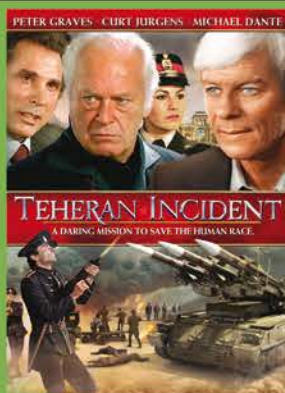
**STREETZ
TV**

CRIME | DETECTIVE | URBAN



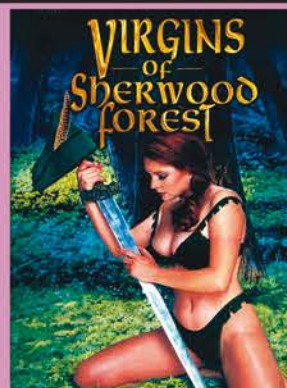
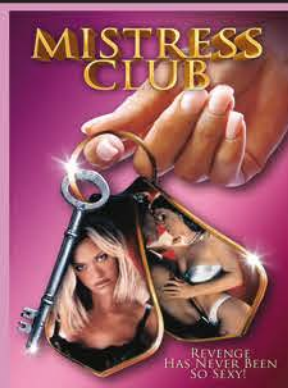
**COLD
WAR**

POLITICS | ESPIONAGE | WAR



**SKIN
MAX**

SEXY | SENSUAL | SEDUCTIVE





flesh and bone

A STARZ LIMITED SERIES
8X60 MIN.

MIPTV 2015: EXCLUSIVE SCREENING OF EPISODE 1

From Emmy® award-winning Executive Producer MOIRA WALLEY-BECKETT ("Breaking Bad")

STARRING: Sarah Hay, Ben Daniels, Emily Tyra, Irina Dvorovenko, Damon Herriman

starz
WORLDWIDE

AT MIPTV 2015: R9.A32

For more information please visit:
starzglobal.com



facebook.com/starzworldwide



instagram.com/starz_worldwide



twitter.com/starz_worldwide