



VIDEOAGE

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Alberto Ciurana: TV Azteca's Ace Wins Over Challenges

As chief content and distribution officer at Mexico's TV Azteca, veteran TV executive Alberto Ciurana is responsible for the programming, operations, and production of TV Azteca's channels as the network enters the next phase of its "reinvention," a process orchestrated by the company's CEO, Benjamín Salinas Sada.

Specifically, Ciurana is responsible for flagship networks Azteca 7 and Azteca Uno (formerly Azteca 13), as well as a+, which is a national network with distinct regional focuses. He also heads up operations and production for TV Azteca International (a satellite pay-TV group of channels), content exports, and the Azteca Deportes sports operations. He plans to bring



more focus to TV Azteca's digital operations, and seeks to increase the interaction between personal screens and larger ones, dedicating relevant content to all platforms.

Ciurana has over 35 years of experience working in many levels of the Spanish-language television industry. He has had a long career that included a stint as

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LATAM Market Gives Turks a Delightful Treat

Seven of Turkey's largest content distribution companies are exhibiting this year at NATPE Miami, bringing over 1,000 hours of new programming and some 5,000 hours of library content.

The reason why the Turks want to establish a TV empire in LATAM is clear. These days, yearly revenue from the Latin American region ranges between 25 and 35 percent for most Turkish companies. And those percentages are quickly growing.

For Kanal D, the region represents about 31 percent of yearly revenues. "LATAM is one of the most important territories [for us]," said Mikaela Perez, sales executive for Latin America.

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My 2 Cents:
*Technical progress
and social regress*

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**VideoAge
Daily on
the go**



Is NATPE Still Just A LATAM TV Trade Show?

VideoAge Daily spoke with six international television and film executives from five countries about their expectations for this NATPE Miami in an effort to put a finger on the pulse of what's going to be happening in the next few days in The Magic City — as this South Florida locale is sometimes called.

When asked what she's most looking forward to about the market, Melanie Torres, director, International Sales, at Sherman Oaks, California-based GRB Entertainment, said that the element of NATPE "that excites us the most is the number and quality of buyers. It's great to get everyone in the same place and have the opportunity to show old and new buyers our new programming slate, which is always changing. It's a great opportunity to meet with new channels who may not know about GRB and the content we provide."

Speaking of that content, which Torres calls "diverse," the

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our story

From the producer of "FERİHA"



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My 2¢

How we measure progress is a matter of opinion — not fact. In fact, at times, technical progress brings social regress. Didn't you ever wonder where those ideas for movies about violent primitive people with laser guns come from?



Progress can be measured by the actions that people take. We moved from a time when people used to talk with their faces practically pressed against a wall (following the development of doorstep intercoms), to a time when they talk to themselves, which, before the advent of mobile phones, was only really popular among the deranged homeless population.

We also progressed from a time when pedestrians used to risk their lives crossing streets — before the advent of traffic lights, that is — to today, when people happily cross streets while on their phones talking, listening to music, or texting, unconcerned about traffic.

Another sign of progress is evident in how we order consumer products. In the past, folks flipped through the Sears catalog and then ordered products over the phone. Today, the ordering is done online.

The New York Times even had an article about it, talking about how modern consumers often feel bad about ordering online, probably due to the amount of wasteful buys they make, as well as for the general sense of detachment they feel from the actual products.

But while the *Times* focused on the inconveniences of the process (like getting multiple e-mails about similar products), I'd like to focus on the human, business, and communal aspects, and the antisocial consequences of online shopping.

Let me give you an example. Around the corner

from my home, there is a small Korean market, and the huge drugstore, Walgreens.

Now, for major buys I'll patronize the large store in order to save some bucks. But for smaller items I'll go to the smaller market, even though I know I'll probably end up spending 15 percent more.

Without little stores like *bodegas*, shoe repair shops, bakeries, liquor stores, florists, etc., my Manhattan neighborhood would be like the suburbs, where one has to drive miles in order to pick up something as simple as a liter of milk.

This is because progress is also measured by the amount of space that separates houses and the time it takes to drive from a home to a mall, a place that recreates the vanishing village centers.

Now let's apply this "concept" of progress to television and compare online services with the on-the-air service of local television stations.

Where is Netflix going to be when their viewers need details about an incoming storm, flood or fire?

What good are OTT,

SVoD, ASVoD, FVoD and SSVoD going to be during an impending public emergency?

For my part, I "patronize" all my local TV stations that broadcast daily newscasts the same way I try to patronize little corner shops instead of heading to superstores or doing my shopping online.

Dom Serafini



VIDEOAGE DAILY AT NATPE MIAMI

KIOSK 606-K

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

WWW.VIDEOAGE.ORG
WWW.VIDEOAGEDAILY.COM
WWW.VIDEOAGELATINO.COM

EDITOR-IN-CHIEF DOM SERAFINI

EDITORIAL TEAM
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ISME BENNIE (CANADA)
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ILLUSTRATIONS BOB SHOCHET

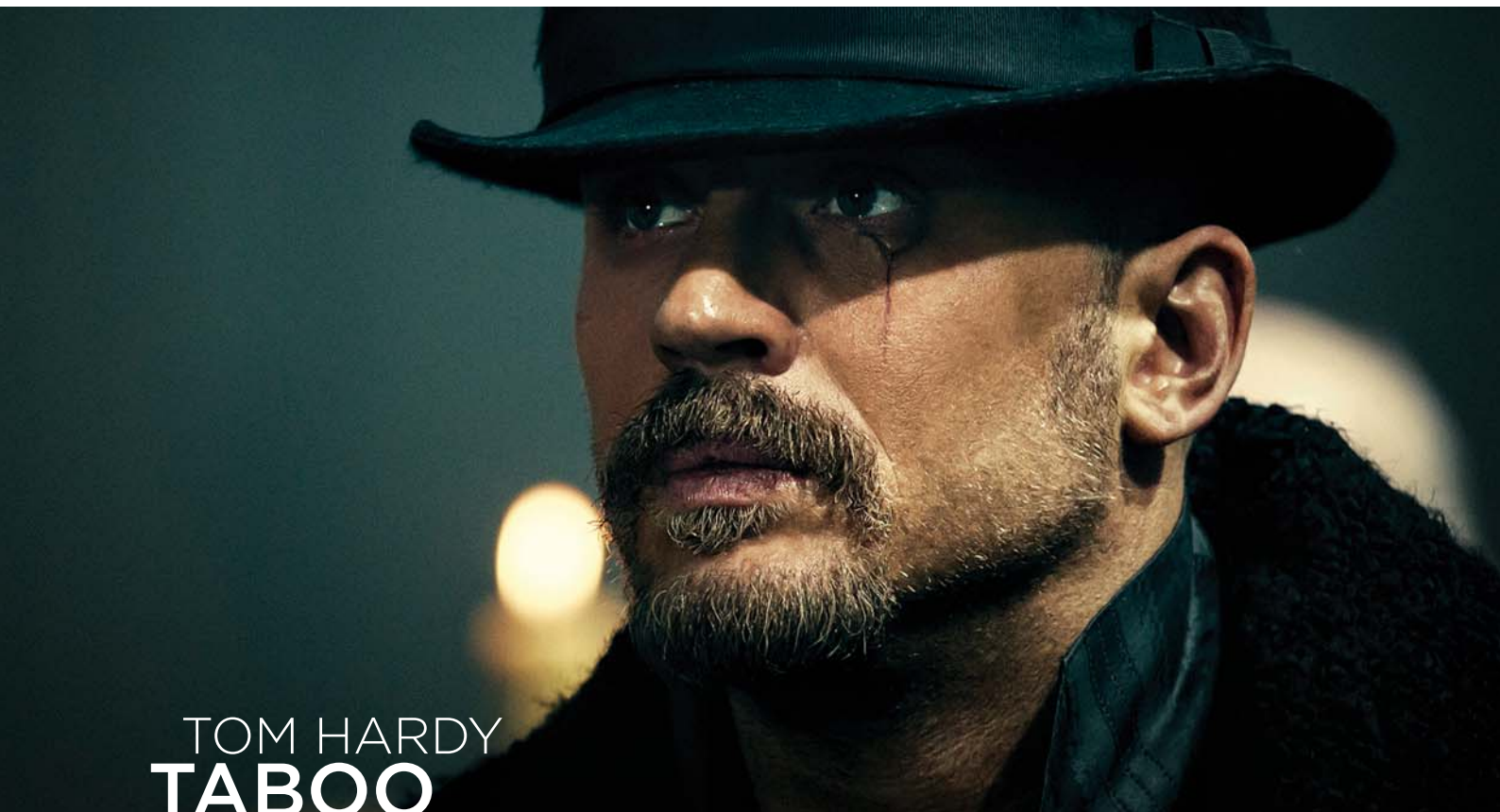
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(Continued from Cover)

LATAM & NATPE



GRB Entertainment's Melanie Torres

company has brought a veritable cornucopia of shows with it, including *Tech Toys 360*, a tech series that travels the globe in search of cool vehicles, gadgets and gear; *The Stalker Files*, which gives viewers a chilling look at the real stories behind celebrity stalking cases involving Gwyneth Paltrow, Steven Spielberg, Madonna, and more; and *It Happened Here*, which visits seemingly ordinary places that will forever be linked to some of the most controversial events in pop culture history, such as the places where Marilyn Monroe, Biggie, and Tupac met their untimely ends.

As for the NATPE program itself, she said that she is "excited that there is an increased focus on digital and OTT platforms."

And, as to the debate over whether NATPE Miami is more of a LATAM-focused affair or a global one, Torres said she sees both sides. "The largest contingency is usually the LATAM market, which is great because we have a large catalog of programs for the Latin and Spanish-speaking broadcasters looking for content," she said. "However, the great aspect of NATPE is that there is always a growing number of international buyers, which makes the market that much more lucrative for us content sellers."

For Avi Armoza, CEO of Israel's Armoza Formats, the thing he's most eager about are the many occasions the market offers for old-fashioned networking. "We are all experiencing dramatic changes in the world of television and content consumption," he said, noting that Armoza has brought several new formats to NATPE. "Based on this current trend, it makes it far more important and exciting to engage and dialogue with partners, and I believe that NATPE Miami presents us with the opportunity to do so."

He also believes that "NATPE has always been and continues to be an international market, as we meet clients and people from all over the world. But what makes it unique is the presence from LATAM, which helps it grow our understanding [of the region] and contacts in ways that other markets do not necessarily allow."

Ramazan Yirmibesoglu, managing director of Turkey's Raya Group Distribution, is also thrilled by the "number and quality of buyers" here at NATPE Miami. "We are a distribution company, and we always want to introduce our content to [larger] audiences." This year, that content includes series *Don't Worry About Me* and format *Quizz or Buzz*.

(Continued on the next page)

Turkish Players



Global Agency's Izzet Pinto

Calinos Entertainment's International Sales manager Anghelo Taylor concurred, saying that "LATAM is one of our strongest markets, covering an average of 25 percent from our world revenues."

And Can Okan, CEO of Inter Medya, remarked that "the Latin American market, which has always been very important for us, has increased its revenues every single year. In 2017, sales revenues have reached 35 percent of our total drama sales!"

Okan added that: "In recent years, the Latin American and U.S. Hispanic markets have both become very important for Turkish content. Our biggest aim this year is to strengthen our existing relationships with buyers in the region, as well as to enter into Brazil, where we have been in continuous negotiations with numerous broadcasters. We hope to close a deal soon."

For Izzet Pinto, CEO of Global Agency (for which LATAM represents 30 percent of its yearly revenues): "Latin America, Argentina, Brazil, Mexico, Colombia, and Chile are our biggest territories. But the smaller [LATAM] territories count as well, because, at the end of the day, Latin America is our fastest-growing region."

Calinos' Taylor also noted that, in addition to Latin America, the company is focusing on U.S. Hispanics at NATPE as well.

In terms of new content, Raya Group's Nil Pekin said, "We are launching our new format *Quizz or Buzz*, a primetime show that is around 40 minutes."

Global Agency's Pinto shared that the company, which has brought 3,000 hours of finished content to Miami, is also "bringing one big new drama called *Hope*. We will be bringing one new format, as well, but the title has not been announced yet. It will be a surprise," he said.

MISTCO's Aysegul Tuzun (pictured below), vice president of Sales and Marketing, said: "We have many new titles in various genres here at NATPE, such as drama series, animation series for kids, documentaries, and TV movies. Thanks to the TRT [TV network's] high production capacity, we represent a huge catalog, which consists of a wide range of content." But, Tuzun added, "our highlights at this TV market will be two of our drama series: *The Prisoner of Love* and *Resurrection: Ertugrul*. The former program is a modern-




Alberto Ciurana

a vice president at Televisa, and as a president at Univision.

His new team includes fellow Univision veteran Sandra Smester, who serves as executive vp of Programming for Azteca Uno; Adrián Ortega Echegollén, formerly of Televisa, who is vp of Azteca 7 and Cable; and Patricia Jasin, vp of Azteca Internacional.


Over the past two years, TV Azteca CEO Salinas Sada has carried out a "reinvention" of the group. His primary focus has been to return the company to a profitable center of innovation with a workplace culture that fosters creativity. On the financial side, the company has carried out a debt restructuring that has included the pre-payment of outstanding dollar-denominated bonds due in 2018 and 2020, a reduction in total debt, and the structuring of more long-term debt in local currency.

In December, TV Azteca announced the sale of its U.S. affiliate Azteca America to New York City-based broadcaster HC2. Salinas Sada has also implemented a new production model that includes a bigger emphasis on independent and co-production of content to complement in-house production. (A Q&A with Alberto Ciurana will be featured in tomorrow's Daily) 

day romantic drama series, while *Resurrection* is an epic drama, which will be available on U.S. Hispanic televisions in the first quarter of 2018. Currently, season four is on the air in Turkey and it has broken ratings records for four seasons in a row. The story is about the establishment of the Ottoman Empire."

Calinos' Taylor (pictured below) said, "For this NATPE edition we are continuing the successful track of two prime titles: *Our Story* and *Woman*. Both lead the ratings in Turkey and have already sold in many countries, including LATAM."

For Inter Medya's Okan: "Our plan for 2018 is to launch at least one new title in each major content market. However, we are not launching [new shows] at NATPE since we only recently launched our series *Broken Wings (Alas Rotas)* at MIP Cancun."

Similarly, Kanal D is at NATPE with titles it presented at MIPCOM and MIP Cancun, such as the "second season of *Wounded Love*, *Price of Passion*, *Tales of Innocence* (pictured below), *Mehmed the Conqueror*, and our great catalog of series, programs, movies and documentaries." In total, Kanal D has brought 420 hours of content to NATPE. 



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(Continued from Page 6)

Is NATPE Still Just A LATAM Market?

As to the question of whether he considers NATPE to be more Latin American-centric than other markets, he said that, in a sense, all markets are Latin-centric to him. "The LATAM market is the biggest market for Turkish series, so it's very important for us."

Irv Holender (pictured at right), chairman of Los Angeles, California-based Multicom, said that what he is most excited about at NATPE is the endless array of new options available to him at an event as well-attended as NATPE. "We are always looking for new opportunities in both sales and acquisitions," he said, mentioning that Multicom is at the Miami event with a host of new features, series, specials, and documentaries.

And, as to the uncertainty over whether or not the market has become more LATAM-focused at recent editions than in previous years, in his opinion, it has. "Over the years, [NATPE] has become a predominantly Latin market."

For Sunita Uchil, chief business officer, International Ad Sales, Global Syndication and Production for India-based Zee, NATPE Miami "is very exciting as it offers us an insight into new regions and their habits on content consumption in a most unique manner. The



buyers [here] are very clear on their requirements, and many are also ready to experiment with new content. It is an encouraging media scene for us." Zee has a very diverse slate of product, including blue-chip documentary *Life of Earth from Space*, as well as *Yoga Girls*, *Big Fat Truth* and season two of *Altar'd*.

Uchil, who's pictured below, believes that the Miami market



is equally focused on both LATAM and the rest of the globe. "It's a good mix of both for us," she said. "Since NATPE Miami is in such a convenient location for all channels in Latin America, they participate at NATPE in huge numbers. We also have a good response coming in from Canada and the U.S. — especially with new media platforms."

Diana Zakis, sr. vice president of Sales and Distribution for Kew Media Group (which is based in both the U.K. and the U.S.), said that "NATPE offers the perfect opportunity to meet with our buyers between MIPCOM and MIP-TV. The number of buyers, coupled with the fact that they cover such key territories as North America and Latin America, along with a growing contingent from Europe, makes it a must-attend event in our annual sales and marketing calendar."

"NATPE should be considered an international market," Zakis went on to say. "Whilst historically it has been an event attracting significant numbers from the LATAM marketplace, the dynamics are shifting, and we are noticing large numbers attending from other key territories."

The majority of the executives interviewed now consider NATPE to be a global market, rather than just a LATAM event. This opinion is also supported by official figures, which indicate that of the 540 buyers in attendance, 72 percent hail from outside the Latin zone. **LHR**

VIDEOAGE's International TV Distribution Hall of Fame

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MIP-TV 2018 Issue

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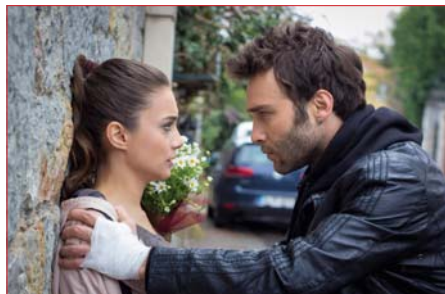
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Calinos' Blooming Love Story



Calinos Entertainment arrives at NATPE with a variety of soap operas and dramatic series.

Our Story is an account of a struggling family led by Filiz, the eldest daughter, who takes care of her five younger siblings, as well as her alcoholic father. With so much responsibility, Filiz believes she has no time for love. But all that changes when a mysterious young man pursues her.

Bahar is a **Woman** whose life is marked by loss — her mother abandoned her, and the deaths of her husband and grandparents haunt her. Bahar tries to carry on for the sake of her children, when her mother, Hatice, makes a surprise attempt at rekindling their relationship.

When Ceylan, a beautiful young woman who works as a fashion designer for a popular singer, meets Korkut in Germany, they feel an immediate connection. The two embark on **A Love Story** (pictured) that will help them both forget past sorrows and regrets.

Booth 311

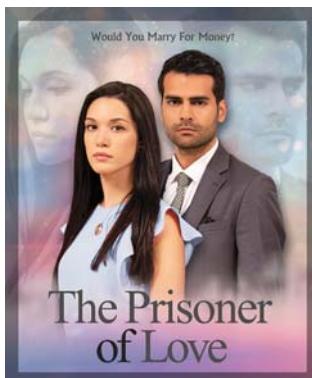
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MISTCO Crowns The Last Emperor

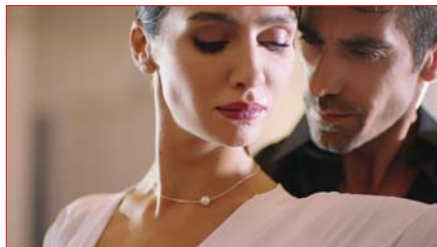
MISTCO is in Miami Beach with a roster of drama and epic series, as well as children's programming.

Topping its drama slate is 180-episode romantic series **The Prisoner Of Love** (pictured). Troubled by his mother's abandonment, Omer enters a marriage with Zehra to make his sister happy. From their forced marriage, a surprising romance blooms.

The Last Emperor presents the real-life events of sultan Abdulhamid Han, the last Ottoman emperor. A visionary and philanthropist, Abdulhamid led an ambitious empire, while facing opposition from family and state traitors.



Kanal D Pays The Price of Passion



Kanal D is presenting a wide-ranging catalog of titles in which passion and drama run high.

Each 45-minute episode of **7 Faces** relates different conflicts between lovers, soul mates, friends, and family members. The mini-series is directed by Tunc Sahin.

The Erguven family is at a **Crossroads**. The head of the household, Evren Erguven, owns a hotel chain. But after a bad investment leaves him bankrupt, he and his family are forced to move to Bodrum and adapt to a new way of life.

The crime drama **Innocent** tells of a retired police captain named Cevdet who, after discovering that his son killed his daughter-in-law, is faced with a difficult decision. Will he bring his son to justice or help cover up his crime?

Ferhat is a hitman and Sirin is a doctor, yet the two strike up an unexpected marriage in which they learn the **Price of Passion** (pictured above).

In **Tales of Innocence**, Meryem and her boyfriend Oktay accidentally hit a woman while driving. To protect her boyfriend who was driving drunk, Meryem lies to the police and says that she was the driver.

In romantic drama **War of the Roses**, two young women come of age. As children, Gülru admired Gulfem, the daughter of the owner of the mansion where her father worked. When she becomes an adult, Gülru meets Gulfem's former lover and faces antagonism.

Wounded Love asks the question of whether love can endure in the face of betrayal. Set during the age of the Ottoman Empire, the period drama follows the intertwined tales of a struggling mother, a ruined family, a detached father, and a lovesick man.

Booth 410/Tresor Suite 2-1802
sales.kanald.com.tr

In epic production **Resurrection: Ertugrul**, the 13th-century hero Ertugrul struggles to find land for his tribe and the woman he loves. Season 4 is currently on air in Turkey as well as selected international territories; 300 episodes are currently available.

Animated preschool series **Ege and Gaga** follows the title characters — a little boy and a talking crow — on nature adventures in which the two

Global Agency Attains New Hope

From family tragedies to talent shows, Global Agency has a lot of drama series and formats in tow. Eight years ago, Ozan took the rap for his gang boss and went to jail for a murder he didn't commit. After his release, Ozan discovers new **Hope** when he learns that he has a daughter ill with leukemia.

In **Bitter Sweet**, Nazli wants to be a chef of Japanese cuisine. In order to pay for her home as well as her culinary schooling, she must work an extra job as the home cook for a fussy businessman, and the two soon develop a romantic relationship.

Golden Horde is a period drama set in 13th-century Russia in which the Grand Prince Yaroslav aims to unite the separate principalities and defeat the Tataro-Mongols.

At the center of the dramatic love triangle of **Black Pearl** (pictured) is Hazal, a young woman who has been in love with Kenan since childhood, yet is coerced into marrying the murderer Vural.

Evermore tells the romantic story of Sureyya and Faruk. But Faruk's mother, Esma, who had been arranging a marriage for her son, does not approve of the love match.

The talent show format **Open Call** invites hopeful singers to submit 60-second videos that will then be voted on by the audience. Those selected will perform onstage to see if they have star quality.

My Wife Rules is a couples cooking competition in which a chef demonstrates a recipe for wives, who then have to instruct their husbands through an earpiece on how to prepare the dish.

Booth 400

www.theglobalagency.tv



learn new facts about their surroundings.

Animation series **Jade** follows a little girl who's different than most kids her age: she loves math! A curious and smart young girl, Jade goes on fun trips with her bug-like friends called Mat Mats. On these adventures, Jade is usually the one to save her clumsy friends from troublesome situations.

VP of Sales and Marketing Aysegul Tuzun is on hand at the MISTCO booth.

Booth 224

www.mistco.tv



NATPE, MIAMI BEACH, THE FONTAINEBLEAU HOTEL TRESOR TOWER, Room 1406

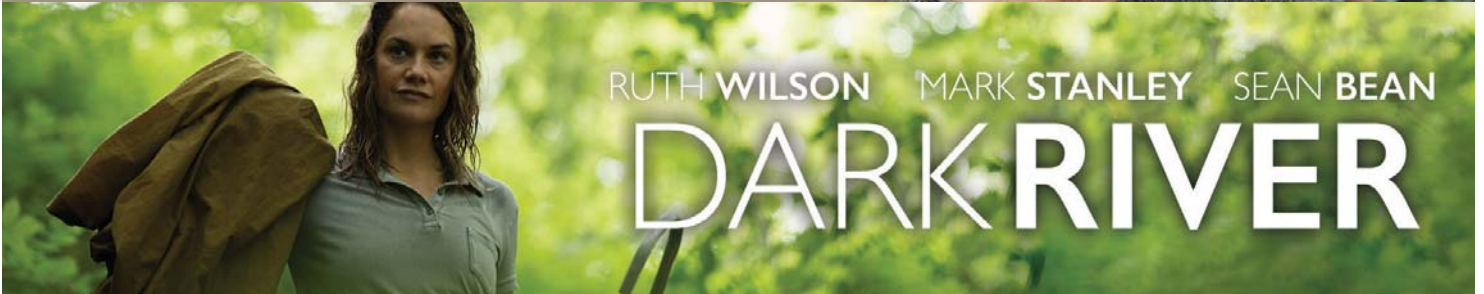
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GAMECHANGERS
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**MY FRIEND
DAHMER**

Lionsgate Gets a Taste Of Sweetbitter



In addition to representing Starz titles, Lionsgate Entertainment presents a variety of programming led by **Sweetbitter**, which tells of a young woman's coming of age in New York City. After getting a job as a waitress, she is quickly immersed in the possibility and beauty of the city.

In **Vida**, two Mexican-American sisters from Los Angeles' Eastside are confronted with a shocking truth about their mother and with memories of their old neighborhood.

Documentary series **Wrong Man** follows a team of experts and investigators who track down new evidence and witnesses to uncover the irresponsibility that takes place inside the criminal justice system.

The Rook is a story about a young woman who, after waking up in a London park with amnesia, unveils her mysterious past and confronts paranormal adversaries.

A trio of parents attempts to win the approval of the Alpha Mums in family comedy **Motherland**. Working mom Julia, single mom Liz, and stay-at-home dad Kevin experience the trials and tribulations of competitive parenting.

Based on Louisa May Alcott's novel, **Little Women** (pictured) chronicles the lives of four sisters as they journey from childhood to adulthood amid the ongoing Civil War.

The four-part event series **Howard's End** is about Margaret and Helen, two independent and unconventional sisters, and the men who enter their lives.

Tresor Suite 2-1914/2-1916
www.lionsgate.com

Alone Together With Disney

Disney Media Distribution Latin America is in Miami with three live-action series. The first is **The Crossing**, a drama that follows refugees from a war-torn country as they seek asylum in a small American fishing village. However, the country the refugees are retreating from is America, 100 years in the future.

In **Cloak & Dagger**, Tandy Bowen and Tyrone Johnson are two teenagers from different backgrounds who have both lost their respective families. After an unexpected event, the two come to possess supernatural powers. Tandy can throw

A+E Crowns Cocaine Godmother

A+E Networks' catalog for Miami includes historical drama series and thrilling movies. **Live PD: Police Patrol** presents a mix of dash cam, fixed rig, and handheld camera footage taken over eight weeks by on-duty metropolitan and rural police forces.

In season two of **Leah Remini: Scientology and the Aftermath**, Remini addresses the deeply shocking stories of victims who have suffered harassment and heartbreak after leaving the Church of Scientology.

The epic historical drama **Knightfall** (pictured) chronicles the fall of The Knights Templar, the society of warriors known as the Fighters of the Crusades and the Keepers of the Holy Grail.

Military drama **SIX** returns for a second season in which the elite team of Navy Seals goes out on missions of national security.

Starring Catherine Zeta-Jones, **Cocaine Godmother** is the story of drug lord Griselda Blanco, a mentor to Pablo Escobar who was involved in the Cocaine Cowboy Wars in Miami in the late 1970s and early 1980s.

Based on true events, **Menendez: Blood Brothers** is the disturbing tale of Erik and Lyle Menendez who were charged with the savage murder of their parents.

Watcher in the Woods is set in a picturesque British country manor that seems idyllic until Jan Carstairs and her family start getting the feeling that they are being observed by a mysterious figure.

Tresor Suite 2-1509/2-1511
sales.aenetworks.com



Trust Fox at NATPE Miami



Twentieth Century Fox Television Distribution's roster is a mixed bag of supernatural dramas, crime thrillers, and sci-fi comedies. **The Gifted** (pictured) depicts a suburban family forced to go on the run after discovering that their teenage children have mutant powers.

The Resident is a medical drama in which a senior resident mentors an idealistic young doctor. The show reveals what takes place behind closed doors at hospitals.

Procedural drama **9-1-1** follows the lives of emergency responders who constantly face life or death situations, both for others and for themselves.

The Assassination of Gianni Versace: American Crime Story is the second installment in FX's *American Crime Story* series, and investigates the murder of fashion designer Gianni Versace.

In **Trust**, the mafia kidnaps John Paul Getty III for a multi-million dollar ransom.

David Duchovny and Gillian Anderson return in their iconic roles as FBI agents Fox Mulder and Dana Scully in **The X-Files**.

Set 400 years in the future, **The Orville** follows the adventures of a second-rate spaceship that is part of Earth's interstellar Fleet.

Sorrento Suite 1912
www.foxfast.com

light daggers, while Tyrone can envelop others in darkness.

Esther and Benji are **Alone Together** (pictured). The two are the boy-girl best friend couple that are strictly platonic. They are always there to support each other, while also seeking acceptance by the narcissistic and celebrity-obsessed culture of Los Angeles.

Tresor Suite 2-2209/2-2211
www.disneymediadistribution.tv

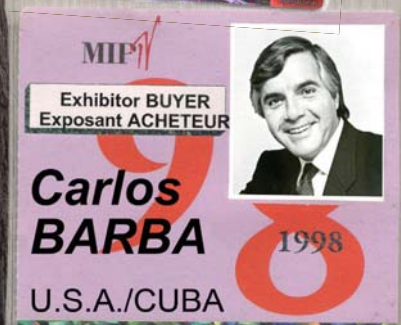


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By Dom Serafini



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Sonar Presents The Son



Sonar Entertainment develops, produces, and distributes a diverse selection of content, including historical dramas, fantastical adventure series, and more.

World War II drama series **Das Boot** expands upon the 1981 film and 1973 novel of the same name. Taking place in 1942 occupied France, the story revolves around the U-612 German submarine helmed by Commander Hoffman as it readies for its first voyage.

The Son (Season 2) is the multigenerational saga of the McCullough family, centered on family patriarch Eli, who is played by Pierce Brosnan. The drama witnesses the rise of an ambitious family trying to maintain a Texas oil dynasty.

Set in 1814, **Taboo** tells of the return of James Keziah Delaney to his home in London to inherit his father's shipping empire. After spending 10 years in Africa, Delaney learns that his father's legacy leaves behind enemies who are lurking in the shadows.

Season two of **The Shannara Chronicles** (pictured) finds The Four Lands in a state of chaos. Centuries into a post-apocalyptic future, a group of heroes must band together to prevent further harm.

Versailles Suite 1062
www.sonarent.com

Growth For Universal Cinergia

Headquartered in Miami, Universal Cinergia offers dubbing and subtitling services in a number of languages for content aggregators, distributors, channels, and other digital platforms. The company closed 2017 by signing contracts with Lionsgate and Deluxe Media as "Preferred Vendors."

"Participation in markets throughout the year is a highly effective way to establish new contacts and meet our clients," said Liliam Hernandez, CEO. "We continue in the forefront with Turkish productions, working with all Turkish distributors. Among them are Echo Rights, Kanal D, Calinos, Inter Medya, Raya, TRT, and ATV Global Agency, among others."

She added, "The Turkish dramas dubbed in Spanish are very successful, as are telenovelas,

Viacom Heads to Floribama Shore

Viacom International Media Networks presents a NATPE slate that includes a courageous princess, streetcar-racing sweethearts, and party-hearty beach house residents.

Preschool series **Nella the Princess Knight** tells of the animated adventures of a young princess who is also a knight. She faces challenges with her unicorn Trinket and her friend Sir Garrett.

A modern adaptation of the story of Romeo and Juliet, **Vikki RPM** (pictured) centers on the relationship between Max and Victoria. While the two compete against one another on the racetrack, they're also inseparable friends.

In comedy series **Se Busca Comediate**, four comedians take a hilarious road trip across Mexico. El Diablito, Alexis de Anda, Berth Oh, and Manu NNa will see what it takes to get audiences laughing.

Borges Importadora is a single-cam scripted format that follows four employees who try to restructure a failed importing firm into an Internet video production company.

MTV Floribama Shore takes place along the beaches of the Florida Panhandle. Eight young adults will put their lives on hold to party in Panama City Beach.

The life of the renowned Argentine singer-songwriter Roberto Sánchez is chronicled in biographical series **Sandro de América**. The program unveils never-before-told facts about the popular artist's life.

Versailles Suite 762
b2b.viacom.com



feature films and animation."

In addition to including new languages in its portfolio, the company continues in 2018 to expand its activities and studios. With a total of 33 recording studios, Universal Cinergia houses nine studios in Miami, four in Brazil, 17 in Mexico, two in Paris, and one in Barcelona. "Being close to the customers, knowing their needs and demands is key to delivering good quality and maintaining a good business relationship," concluded Hernandez. To further bolster its expansion efforts, the company seeks to establish itself as a business partner for territories in Asia.

Pictured at right are Liliam Hernandez, president and CEO, and Gema López, president and COO.

www.universalcinergia.com

eOne Zooms In On The Detail



Entertainment One (eOne) is at NATPE with a diversified line-up of original and acquired content for film and television. Currently in production with its debut season, **Burden of Truth** (pictured) is a drama series that stars Kristen Kreuk as a big city lawyer returning to her hometown for a mysterious case.

The Detail is a police procedural that follows three homicide detectives of different ranks as they navigate the professional and personal divide. Detective Jacqueline "Jack" Cooper, Detective Stevie Hall, and Staff Inspector Fiona Currie work together so that justice can be served.

Based on a crime-thriller novel by Lisa Moore, **Caught** tells the story of an escaped convict who, with the help of a corrupt police officer, goes after his drug kingpin ex-partner.

After the discovery of a magnificent rough diamond in **ICE**, the Green brothers are forced back into the Los Angeles diamond trade network.

Primetime thriller **Ransom** is inspired by the real-life cases of hostage negotiator Laurent Combalbert, and his partner, Marwan Mery. Protagonist Eric Beaumont uses his insight into human behavior to resolve the most delicate of kidnapping cases.

Mary Kills People is about Dr. Mary Harris, a single mother and doctor who assists terminally ill patients who want to pass on their own terms.

In comedy series **Let's Get Physical**, slacker Joe returns to the fitness industry when his dad gives him the broken-down family gym.

Versailles Suite 861/862
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AI To The Rescue of The “Idiot Box”

Today, Jeff Weber, CEO of zone-tv, will be outlining “Why Future Linear TV Networks Will be Powered by AI,” at Ocean Tower Salon 2A at the Eden Roc, a fascinating topic, especially considering that in the mid-1950s critics used to commonly refer to a TV set as an “idiot box.”

VideoAge caught up with Weber (pictured at right) before the session to get a preview of his presentation.

VideoAge: What is the link that connects linear TV with AI, and how can personalized TV be achieved with linear TV?

Jeff Weber: To zone-tv, these two questions are interlinked. Linear TV has a lot going for it: It's well marketed, strongly branded, and transmits highly popular shows. But consumer behavior has shown us that viewers don't park on one channel, forced to consume what is predetermined for them. Therefore, the future of television has to focus on personalization and an enhanced viewing experience.

What if the linear programmer's streams, enhanced with artificial intelligence, could learn a viewer's programming desires, and present only viewer favorites, without any viewer action other than watching what they enjoy? Or that lets viewers actively program their own personal channel experience?

That is the ultimate personalized, on-demand experience: the future of the thing we call linear



TV. It is a mix of the strengths of linear television, along with the technology underpinning AI that combine to create the personalized experience consumers are craving.

VA: Linear TV is here. AI for consumers is to come. How many years before the two can connect?

JW: [This year] is when it happens! The technology exists and we will be delivering it this calendar year. It's a matter of having the right software platform, a robust media asset management system — driven by AI and machine-learning — to make this happen.

It is also important to put the right business models in place to make linear TV enhanced by AI happen now rather than future business models that benefit content owners, licensees, and end distributors.

VA: Is there a current example of linear TV using AI?

JW: No, no one is out in the marketplace doing linear TV with AI. We will be the first and it will happen this year.

VA: What kind of audience will you expect today?

JW: I expect an interesting mix of all programming players, but our message resonates best with potential content partners who are looking for new content platforms.

35th Annual Caucus Award Winners

The Caucus for Producers, Writers & Directors held its 35th annual Caucus Awards Dinner in Los Angeles on December 3, 2017.

At the Sunday dinner, Dan Cohen, president of Worldwide TV for Paramount Pictures, was honored as Executive of the Year, while writer and producer James G. Hirsch of Papazian-Hirsch Entertainment was decorated with the Caucus Lifetime Achievement Award. Other honorees included Beachwood Productions producer Stephanie Austen, who received the Chair's Award; Vin Di Bona Productions executive producer Michele Nasraway, who was awarded with the Distinguished Service Award; and America's Funniest Home Videos host Alfonso Ribeiro, who was honored with the Entertainer of the Year prize.

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Today's Events on the Floor and at the Roc

•9:00-9:10 AM Main Session: Welcome & Opening Remarks With NATPE's JP Bommel (pictured) and Andy Kaplan, Sony Pictures TV



•9:15-10:00 AM Panel: View from the Street: How Investors Interpret Change in the Media Industry. Panelists: Alexia Quadrani, J.P. Morgan Securities; Michael Nathanson, MoffettNathanson; Amy Yong, Macquarie; Ben Swinburne, Morgan Stanley

•10:00-10:30 AM Conversation: How to Build a New Media Company... and Mean It: A Conversation with Michael Bloom, First Look Media, and Rich Greenfield, BTIG

•10:00-10:45 AM Master Class: Legal, Tech: Disruption and Evolution in the Television Industry. Panelists: Jeffrey Liebenson, Liebenson Law; Ivan Parron, Parron Law; Priscilla Mattison, Bernard M. Resnick, Esq., PC; Marianne Lecron, ATurquoise

•10:00-10:45 AM Panel: Over the Top: How Broadcasters & Advertisers Leverage OTT – TV's Latest Growth Opportunity. Panelists: Kelly Abcarian, Nielsen; Jeff Wender, Nielsen

•10:15-11:00 AM Panel: International Productions: An Executive Leadership Discussion. Panelists: Rola Bauer, Studiocanal TV; Özge Bulut Marasli, Kanal D & Production Companies, Dogan TV Holding; Jane Turton, All3media; Alejandro Rincon, EndemolShine Boomdog

•10:45-11:15 AM NATPE-X Session: Music Connects: The Bridge to Millennial & Gen Z Audiences. Speaker: Roma Khanna, REVOLT Media and TV

•11:00-11:45 AM Master Class: Ripped from the Headlines: Legal Issues in Programming Based on Real Life Stories. Speakers: Aaron Moss, Greenberg Glusker Fields Claman & Machtinger; Ricardo Cestero, Greenberg Glusker Fields Claman & Machtinger

•11:15-12:15 PM Panel: The Next New Normal. Panelists: Jon Accarrino, Bonneville Salt Lake; Peter Naylor, Hulu; Jesse Redniss, Turner Broadcasting Systems (TNT & TBS); Anastasia Leng, Picasso Labs; Joel Beckerman, Man Made Music; David Alder, Laduma

•11:15-12:00 PM NATPE-X Session: Facebook Watch with Ricky Van Veen, Facebook

•11:30-12:00 PM NATPE-X Session: Why Future Linear TV Networks Will be Powered by

AI and What it Means for You. Speaker: Jeff Weber, zone-tv

•12:00 PM Press Conference: A+E Networks

•12:30-2:00 PM Special Event: NATPE Unscripted Breakthrough Awards

•1:00-2:00 PM Master Class: Can We Stop Pitching? Speakers: Chad Faltz, Content Runner; Kevin Lyons, Opportunity Media/A+E Networks; Pejman Partiyeli, Plus Entertainment; Charles Mattocks, Belle & Elle Media

•2:00-2:45 PM Case Study: Dear White People: A Deep Dive

•2:00-2:45 PM Panel: Breaking the News: Trends, Formats and Journalistic Integrity. Panelists: Patrice Courtaban, TV5 USA; Christian Tom, NowThis & The Dodo, Group Nine Media; Chris Davies, BBC Global News; Chad Mumm, Vox Entertainment, Vox Media; Michael Fabiano, Local Media Markets, Associated Press

•2:30-3:30 PM Master Class: WTF's Wrong with My Idea? Presenters: Tim Thompson, RevThink; Patrick Jager, CORE Innovation Group/RevThink; Shawn Moffatt, Go To Team

•3:00-3:30 PM Presentation: Human Context: Going Beyond Big Data. Presenter: Brent Magid, Magid

•3:00-3:45 PM Panel: ROI or FYI: Stop Interrupting & Start Entertaining. Panelists: Nathan Hayden, Jukin Media; Rushion McDonald, 3815 Media; Noah Mallin, Wavemaker. Presenter: Kiki Melendez, Latin Hollywood Films

•3:00-3:45 PM Main Session: Variety Presents the Global Creatives to Watch Report

•3:00-3:45 PM Panel: The Science of Popularity: Content Demand in Latin America. Panelists: Wared Seger, Parrot Analytics; Bruce Tuchman, Tuchman Global Ventures; Adriana Cisneros, Cisneros

•3:45-4:15 PM Conversation: Around The World In 5 Years. Speaker: Alon Shtruzman, Keshet International

•4:00-4:05 PM Main Session: NATPE Miami Streaming Summit Part 1 – Welcome & Overview. Host: Mark Greenberg, MSGCI

•4:00-4:30 PM NATPE-X Session: Developing Innovative Global Consumer Product Strategies. Speaker: Jim Fielding, 20th Century Fox

•4:05-4:20 PM Presentation: NATPE Miami Streaming Summit Part 2 – Visionary Insight. Speaker: Shahid Khan, MAG Consulting

•4:15-5:00 PM Panel: The Family Fortunes?

•4:25-5:15 PM Group Session: NATPE Miami Streaming Session Part 3 – Old Guard vs. New Guard. Panelists: Jordan Levin, Awesomeness; Herb Scannell, mitú; Jay Levine, Warner Bros. Digital Networks; Sandra Stern, Lionsgate Television Group

•4:30-5:00 PM Conversation: Truth Meets Scripted: In Conversation with Anthony Hemingway, The People v. O.J. Simpson, Underground, Unsolved

•4:45-5:15 PM Panel: Show Me The Money! Incentives and Opportunities in South Florida. Panelists: Sandy Lighterman, Film & Entertainment commissioner, Miami-Dade County; Eva Silverstein, director of Tourism, Culture & Economic Development, City of Miami Beach

•5:15-6:00 PM Networking: NATPE Celebrates Variety's Global Creators to Watch

•5:15-5:45 PM NATPE-X Session: Food Content is Global Content. Speaker: Chris Knight, Gusto Worldwide Media

•5:30-5:50 PM Special Event: NATPE BUDAPEST Pitch n' Play LIVE! Award Ceremony

•6:00-8:00 PM Party: NATPE Miami Opening Night Party

•7:00 PM Screenings: Telemundo Studios

•8:00 PM Party: NBCUniversal



LATEST DEALS

• **FilmRise** has entered a multi-title agreement with ITV Studios Global Entertainment for over 1,000 hours of TV programs and miniseries for Amazon's Prime Video service in the U.S. The deal includes titles such as *Hell's Kitchen*, *London's Burning*, *That's My Boy*, *Dr. Zhivago*, and *Hard Times*, among many others.

• **Global Agency** has secured sales deals with several territories in Central and Eastern Europe, as well as Greece and Georgia. Romantic drama *Evermore* has been acquired by Tring TV for Albania, Nova TV for Croatia, Televizija Vijesti for Montenegro, BTV for Bulgaria, Kanal D for Romania, Rustavi 2 for Georgia, Mega TV for Greece, and Hayat for Bosnia and Herzegovina.

• **GRB Entertainment** sold a number of clip shows to various broadcasters. JCG Korea and Italy's Alpha Channel acquired *Whacked Out Sports*, while Toronto-based Game TV picked up *Bloopers*. Africa XP obtained six titles: *Camp Stew*, *Outdoor Outtakes*, *Now See This*, *Stuntmasters*, *Next Action Star*, and *World's Wackiest Sports*.



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Canada

Lily Caputo

lilyc@tlntv.com

+1-416-744-5739

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