



VIDEO AGE

INTERNATIONAL

DAY 2

January 17, 2018

www.VideoAgeDaily.com

U.S. Studios See NATPE Under Different Lights

Yes, all the U.S. studios are present at NATPE Miami, but they're here in different capacities. While CBS, Disney, Fox, MGM, and Paramount have opted for suites, NBCUniversal has chosen to welcome buyers by staging a party tonight (Fox did the same on Monday at the Roc).

Sony Pictures sent its top executive, Tony Vinciguerra, to address the NATPE crowd this morning, and the company's Andy Kaplan will join CBSS's Armando Nuñez this afternoon for "a chat." Meanwhile, Warner Bros. chose to sponsor the columns at the Blue Bar and sent gifts to participants in their hotel rooms in the form of certificates for discounted drinks at the bar. WBTV's Jeff Schlesinger is



taking meetings in a private room.

A number of U.S.-based mini-majors, such as Lionsgate, A+E Networks and Viacom International Media Networks, as well as the U.K.'s All3media and Banijay (which dispatched top exec Tim Mutimer), and Canada's eOne, are also out in full force.

VideoAge met Armando Nuñez

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NATPE Awards Celebrate Unique Shows

The winners of the fourth annual Unscripted Breakthrough Awards were announced yesterday, on the first day of NATPE Miami. Hosted by Dan Abrams, chief legal analyst for ABC News and host of Big Fish Entertainment's series *Live PD* on A&E, a special luncheon ceremony at the Eden Roc presented the winners in the six categories.

The Awards are designed to honor programs and celebrate people that broke through the clutter in the preceding year, as well as becoming part of the cultural conversation and generally altering the expectations of what constitutes

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VideoAge Daily on the go



Football To Make History On A+E's History Channel

Yesterday at the Fontainebleau, A+E Networks International announced the launch of a 14-day, 24/7 television event, *History of Football*, that will lead up to the 2018 World Cup.

Set to broadcast on History from May 28 to June 10, 2018, the football special will broadcast in over 160 territories, spanning from Latin America to Southeast Asia, including Brazil, Italy, Spain, Sweden, and the U.K., among others.

As part of the mega event, History will present *History's Greatest Moments in Football*, which chronicles recent teams and players in World Cup history; *Football Godfathers*, about the sport's most revered club managers; and *Football's Greatest: Head to Head*, which compares the greatest players of the past against the newest names. In addition, there will be localized content tailored for several territories. For example,

(Continued on Page 4)



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My 2¢

Checking e-mail at TV trade shows after working hours can be seen as a way for employees to compensate employers for flexibility at work. Feierabend is a thing of the past.



I was recently in Milan, Italy, on my way to Singapore for the Asia TV Forum. At 9 a.m., I started answering and sending e-mails, mostly to Los Angeles, where the time was 1 a.m. And yet, answers arrived within 20 minutes. Either American television executives don't sleep or they follow Disney's reputed dictum: "If you don't work on Saturday, don't bother coming to the office on Sunday!"

Let's now move to Germany and France, where a debate is brewing into a crescendo in C Major over the reform of labor laws that could keep employees from answering e-mails outside their strictly-regulated working hours.

The debate started in January 2017 when a French law established employees' "right to disconnect" after working hours, or get paid overtime. And the debate over answering after-hours e-mails continues in Germany where the previously sacred *Feierabend* (meaning "end of the working day," or literally, "leisure time in the evening") is now being questioned.

In today's globalized world, if e-mails aren't answered outside regular working hours, communications could take days. Take, for example, my case of trying to do business with Singapore under strict no outside-working-hours rules. If I were to send an e-mail at 10 a.m. in New York — 11 p.m. in Singapore — I'd probably receive an answer at 8 p.m. New York time, or 9 a.m. the next day in Singapore. I would basically lose two full days just to have a simple e-mail exchange.

The German government has finally realized that in today's world, the labor laws of the past are obsolete. According to a *Sachverständigenrat* (the German Council of Economic Experts) report,

instead of imposing the eight-hour workday limit, companies should request just 48 weekly hours, leaving employees the flexibility to answer e-mails before and after office hours. In other words, the working hour limit would be weekly, not daily.

In the U.S., the discussion is not whether or not employees should answer e-mails after working hours, but the related healthcare costs. Academic studies have reportedly found that e-mails are a significant source of stress. A group of Stanford business professors have even estimated that workplace stress added between \$125 billion and \$190 billion per year to America's healthcare costs (of that, overwork accounts for \$48 billion),

which represents between five percent to eight percent of the nation's total costs.

In my opinion, all of those labor considerations don't take into account the fact that employees check their personal e-mails during work hours, as well as perform other functions that are unrelated to work. This is not a bad thing, if done in moderation, because it can clear people's

heads, allowing them to approach work-related issues with fresh minds.

Employers tend to tolerate this "moderate" diversion, which should be compensated by work-related activities after the workday is ostensibly done.

Besides, how would a French TV executive at a trade show held during the weekend deal with communicating with his/her staff if they are prevented from answering e-mails? Is the stress of not knowing what to do more or less than the stress caused by checking an e-mail?

Dom Serafini



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ILLUSTRATIONS BOB SHOCHET

(Continued from Cover)

Studios at NATPE

(who suffered a back injury the night before) prior to his presentation and he anticipated that his talk will be about the essential role of content with evolving technological developments. “After all,” he said, “content is what matters the most.”

Meanwhile, at the Tresor Tower, Disney Media Networks Latin America’s Fernando Barbosa grouped one of the U.S. studios largest LATAM contingents and registered back-to-back meetings (Barbosa is pictured on the cover with his team).

Q&A with Alberto Ciurana

Alberto Ciurana is TV Azteca’s number two exec — after the company’s CEO Benjamin Salinas Sada, that is. *VideoAge* met with him at NATPE to discuss some of the challenges headlined in yesterday’s *Daily* cover report.

“Here at NATPE I’m meeting with studios and independents,” he said. “I’m buying and selling. And I’m open to co-productions — especially with South American and European companies, including Turkey. I’ve [scheduled] 10 meetings a day. Plus, breakfasts, lunches, and dinners.”

In terms of challenges, Ciurana said that he cherishes them. “I love challenges, risks, and innovation. I have devised a two-year strategy that will align the content of our networks with what the audience expects from us. I respect the competition, but that is not my challenge. We don’t copy what they do — no matter how successful — because we want to be different.”

He continued: “In my view, live television is more alive than ever and millennials tune in [in droves]. In Mexico, millennials watch a total of four hours a day of linear television. Of that, [they watch] TV Azteca tales [for] one hour and 30 minutes [a day]. So we’re focusing on millennials. Sixty percent of our staff is under 35 years old. Our next stage is a strong digital presence. Yes, Netflix is having an effect, but traditional TV is still strong, and Amazon, with which we have a good relationship, is gaining strength. Finally, my team [and I] reviewed all time slots and got rid of things that did not work. We’re now open to new ideas.”

Pictured below are Alberto Ciurana and VideoAge’s Dom Serafini



Football History



Italian viewers will be able to watch a one-hour documentary on Vittorio Pozzo, one of Italy’s most famous football managers. Meanwhile, Japan will be co-producing *The History of Japanese Football*.

History will also release a short-form original series that focuses on the various figures involved in the sport, from *The Photographer* and *The Scout* to *The Superfan* and *The Referee*.

A+E Networks International’s executive managing director, Patrick Vien, commented: “We conceived *History of Football* as a deeply immersive television event capitalizing on one of those rare moments in our global culture, The World Cup, when a huge segment of the world population becomes so passionately connected. History’s world-class storytelling has produced and curated a unique combination of global and local programming, long form and short form, to give viewers a wide swath of football content that, all combined, will tell the many phenomenal stories that define the game.”

NATPE VISUALS



Pictured above: Mediaset’s Maria Chiara Duranti, Manuela Caputi, Sonia Danieli.



Pictured on the left: Multicom Entertainment Group’s Niloo Badie, Irv Holender, Darrin Holender, Jesse Baritz

Breakthrough Awards

a reality program.

The 2018 awards winners included:

- *RuPaul’s Drag Race* in Competition
- *The Defiant Ones* in Documentary
- *The Real Housewives Franchise* in Docusoap
- *Last Week Tonight with John Oliver* in Factual
- *The Wall* in Game Shows
- *Leah Remini: Scientology and the Aftermath* in Innovation.

Rising As An Investment Vehicle

New York-based film and TV distribution company FilmRise has hired Vlad Wolynetz to head its newly launched television production division. The announcement was made yesterday, here at NATPE.

A veteran in the TV industry who previously served as VP of Production at AMC, Wolynetz is known for his work on *Mad Men*, *Breaking Bad* and *The Walking Dead* as head of Production. Recent credits include *Waco*, *The Mist* and *Tut* for Paramount and Spike.

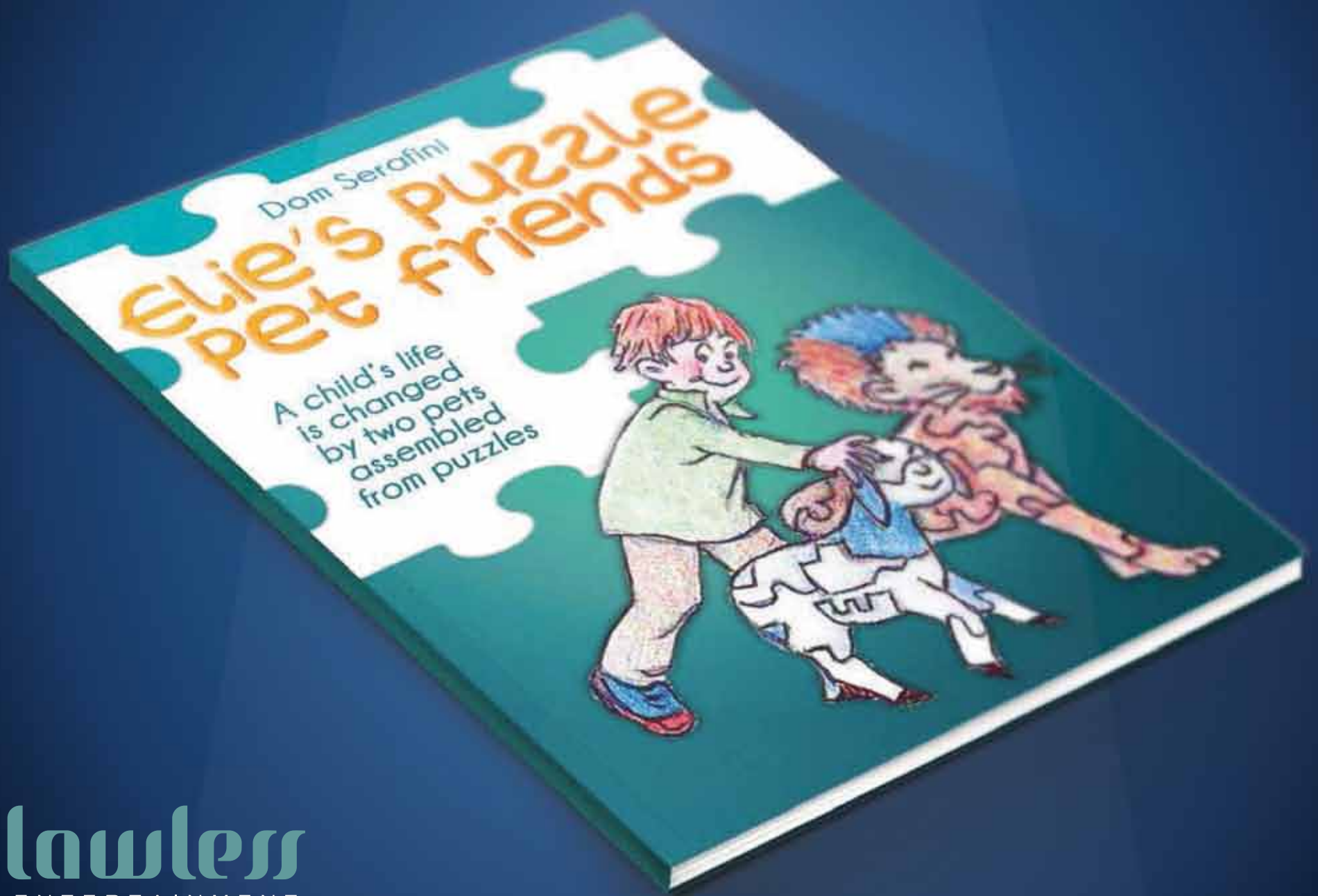
Wolynetz will work alongside FilmRise co-founders, CEO Danny Fisher, president Jack Fisher, CFO Goetz Grossmann, and the rest of the FilmRise team as the company moves into financing and co-production partnerships in both scripted and unscripted formats.

“We’re an investment vehicle,” stated Wolynetz, who has already started working on four scripted and four non-scripted projects. “We’ll have about 12 projects per year,” he concluded.

Pictured below are FilmRise’s Danny Fisher and Vlad Wolynetz



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12 Strong at Telefilms



Buenos Aires-based Telefilms comes to Miami with a host of dramatic titles that cover kidnappings, robberies, and military operations.

All The Money In The World (pictured) is the dramatic account of the kidnapping of 16-year-old John Paul Getty III and his mother's plea to his billionaire grandfather Jean Paul Getty to pay the hefty ransom.

The crime saga **Den of Thieves** pits an elite unit of the L.A. County Sheriff's department against the state's most notorious bank robbery crew, which is targeting the Federal Reserve Bank.

In **The Florida Project**, six-year-old Moonee adventures with her ragtag playmates on a stretch of highway just outside of Disney World.

The Foreigner is an action-thriller that tells the story of a London businessman whose daughter was murdered during an act of terrorism. His quest for justice turns into a cat-and-mouse conflict with a shady government official who might hold the key to the terrorists' identities.

12 Strong follows the first Special Forces team that was deployed to Afghanistan following 9/11. Under new leadership, the team works with an Afghan warlord to locate the Taliban.

Tresor Suite 2-2301/2-2303

www.telefilms.com.ar

Bender Goes From Village to Villa

Bender Media Services has content for all types of lifestyle, reality, and animated needs.

Reality series **SkyLife** features thrill-seeking individuals who reach for the sky, including couples who marry in the air, bucket list enthusiasts, and bachelor parties held at atmospheric altitudes.

Thirteen-part series **Village To Villa** (pictured) follows the adventures of Australian couple Neil McLean and Gai Reid as they travel the world while pet-sitting and house-sitting. Their year-long journey takes them to a number of different countries, including Australia, France, Italy, and the United Kingdom.

Muscle Car Workout presents viewers with step-by-step instructions as to how to build various models of muscle cars.

Ledafilms Meets the Aliens



Argentina's Ledafilms arrives at NATPE with a catalog that spans action-packed thrillers to animated adventures.

New offerings include action feature **Hard Powder**, in which Liam Neeson plays Nels, a snowplow driver who is considered an exemplary man in his mountainous town. When he learns that his son was murdered, Nels seeks revenge against the drug cartel he holds responsible.

In sci-fi flick **Replicas**, Will Foster is a neuroscientist whose family died in a car accident. Haunted by his personal mission to bring his family back to life, he goes to extremes to clone their bodies, even if it means going up against a government lab, the police, and the laws of science. Keanu Reeves stars.

3-D animated adventure movie **Luis and the Aliens** (pictured) tells the story of Luis, a 12-year-old boy without friends whose life changes forever when three goofy aliens crash-land their little spaceship right on his doorstep.

Starring Penélope Cruz and Javier Bardem, drama **Todos lo saben** tells the story of a woman named Carolina. After returning to her hometown outside of Madrid with her Argentinian husband and children, family secrets are brought to light.

Tresor Suite 2-2005

www.ledafilms.com

Animated series **Carotina Super Bip** follows the adventures of a group of excited vegetables. Each episode aims to improve kids' reading skills as well as to foster team-playing.

Limo Miami takes viewers for a drive, showing



Record Premieres Apocalypse



Brazil's Record TV brings a catalog of telenovelas, historical dramas, and spiritual adaptations to the market.

Love, spirituality, and redemption all come into play in **Apocalypse** (pictured). The series begins in 1980s New York when four university students meet, then takes place across three generations.

Set in the Middle Ages, **Belaventura** is the story of a romance between Pietra and Enrico, who come from different classes. Enrico belongs to a wealthy family, while the beautiful Pietra lives in the plebian village.

In **The Rich and Lazarus (El Rico y Lázaro)**, Asher, Zach, and Joanne have been close friends since childhood. Their relationship turns rocky when both men fall in love with Joanne, causing intense feelings of betrayal and pain.

After Moses' death, Joshua becomes the leader of the Hebrews, tasked with bringing the 12 tribes of Israel to **The Promised Land (La Tierra Prometida)**.

The Slave Mother (La Esclava Madre) is the story of a young slave girl who is relentlessly pursued by the slave owner, Mr. Leoncio.

The epic soap opera **Moses and the Ten Commandments (Moisés y los Diez Mandamientos)** retells the events of Moses' life, from his birth to the crossing of the Red Sea.

Based on Bible stories, **The Miracles of Jesus (Los Milagros de Jesús)** depicts the blessings and difficulties of people who have faith.

Tresor Suite 2-2015

www.recordtvnetwork.com

us chauffeurs as they deal with unexpected events, ranging from the hilarious to the terrifying.

Magazine-style program **Health-Wellness-Lifestyle** covers such topics as health, cooking, exercise, diets, nutrition, beauty, fashion, and naturopathic care.

Slapstick comedy series **Rat-A-Tat** follows the adventures of a housedog whose rivals are three mice who have set up camp inside his house.

sites.google.com/site/bendermediaservices

After the success of "Moses and the Ten Commandments"
and "The Promised Land", Record TV
presents its new biblical production:



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Today's Events on the Floor and at the Roc

- 9:00-9:45 AM Keynote: A Chat with Tony Vinciguerra and Soledad O'Brien
- 10:00-10:45 AM Presentation: OTT & Me: A Station Group Research Report, presented by PromaxBDA
- 10:00-10:45 AM Conversation: A Conversation with Cesar Conde
- 10:00-10:45 AM Master Class: Off-Roading with El Rey Network
- 10:00-11:30 AM Special Event: Open Development Session: Three Creators, Their Projects and Where They Go From Here
- 11:00-11:30 AM Conversation: "The Perfect Pitch" with Stephen Brown, EVP Programming and Development for

FOX Television Stations

- 11:00-11:45 AM Master Class: Branded News Content – Leveraging Your Goodwill: A 2017 Case Study
- 11:00-11:45 AM Panel: Music for Visual Media
- 11:00-12:00 PM Panel: The Next Hot Country for Export Is...
- 11:45-12:30 PM Panel: The State of Local Market Measurement: How Local Television Stations and Agencies are Navigating the Evolving Measurement Landscape
- 11:45-12:30 PM Panel: The Big Ones: What Makes a Global Hit?
- 12:00-12:45 PM Panel: Music Industry State of the Union: Navigating Global Rights and Revenue

- 1:30-1:45 PM Keynote: Station Group Forum Part 1 – Welcome and Opening Comments with Deb McDermott
- 1:45-2:40 PM Panel: Station Group Forum Part 2 – Making the Most Out of ATSC 3.0: How Next-Gen Data Can Drive a Broadcast Revenue Renaissance
- 1:45-2:30 PM Panel: Survivor: The Unscripted Business Game
- 1:45-2:15 PM Panel: The Influencer Economy: How Influencers, Agents, and Influencer Marketing Companies Are Helping Shape a Multi-Billion-Dollar Industry
- 2:00-2:30 PM Conversation: A Chat with Andy Kaplan and Armando Nuñez
- 2:30-3:15 PM Panel: Tearing It Apart! How Trailblazing OTT Channels Are Proving the Power of Diversity
- 2:30-3:30 PM Master Class: Traditional Media vs OTT: How Has User Generated Content Disrupted the Market
- 2:45-3:15 PM Conversation: How Can a Listening Culture Help Businesses Drive Results and Recruit Talent?
- 2:45-3:30 PM Panel: The Future of the Indies
- 2:45-3:40 PM Panel: Station Group Forum Part 3 – Leadership Debate: Station Group Consolidation (reception to follow)
- 3:30-4:00 PM Main Session: A Conversation with Jane Fonda
- 3:40-3:45 PM Main Session: Station Group Forum Part 4 – Closing Remarks: A Look Towards the Future
- 3:45-4:45 PM Special Event: Station Group Reception, presented by Verance
- 4:15-4:45 PM NATPE-X Session: How to Survive and Thrive as an Independent Studio in the New Marketplace
- 4:15-5:00 PM Panel: Music in Scripted Content
- 4:15-5:00 PM Panel: Panel 'En Español!': 'Buyer Evolution/La evolución del Buyer'
- 6:00-8:00 PM Special Event: 2018 Brandon Tartikoff Legacy Awards
- 7:30 PM Party: Viacom Int'l Media Networks



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All3Media Flies With The White Dragon



The U.K.'s All3media International is at NATPE with a wide assortment of programs, topped by new drama mini-series **Kiri**. After a meeting with her biological grandparents, foster child Kiri goes missing, and is later found dead. The police and press blame Kiri's social worker, who had arranged the unsupervised meeting.

White Dragon (pictured) follows university lecturer Jonah Mulray as he learns that the car accident in which his wife Megan died was not an accident after all. Jonah discovers that his wife was leading a dangerous double life in Hong Kong.

Season five of **Travel Man: 48 In...** finds host Richard Ayoade continuing his adventures abroad, travelling to Rome, Valencia, Amsterdam, and Stockholm, among other scenic locales.

The **Undateables** is a format that tells of the romantic successes and dilemmas of men and women who live with various types of disabilities.

Family entertainment show **Wedding Day Winners** features engaged couples, along with their friends and family, as they compete for the honeymoon of a lifetime and other prizes.

In **Gordon Ramsay: 24 Hours to Hell and Back**, the celebrity chef works around the clock to transform restaurants that are on the brink of closure.

Each episode of **Celebrity Undercover** shadows an already famous person in search of tomorrow's breakout star. The series showcases undiscovered talent, from athletes to musicians to chefs, and more.

Tresor Suite 2-1505

www.all3mediainternational.com

Get Fit With Zee's Yoga Girls

India's Zee Entertainment Enterprises Limited brings historical romances, health and wellness formats, and sitcoms to the market. At the helm of Zee's roster is **Jodha Akbar** (pictured), a story of love that begins when Emperor Akbar meets Jodha, a beautiful Rajput princess. Together, they build an empire.

Yoga Girls is a docu-soap series that follows social media-motivated yoga enthusiasts, and the yoga traditionalists they compete with on the West Side of Los Angeles.

Factual documentary **Life of Earth** from

Mediaset's Love and Sacrifice

Italy's Mediaset Distribution carries a catalog that consists of crime series, period dramas, and game show formats.

Rosy Abate (pictured) follows the title character, who has taken a break from her criminal past to live in a quiet town with her boyfriend. However, two brothers, who have their own devious scheme, inform Rosy that her dead son is actually alive, but will only reveal his location if she agrees to return to her criminal ways.

Set in the Carrara marble quarries, **Love And Sacrifice** is a tale of two romances within a period of social revolt and class struggle in Italy.

Tuscan Passion 4 focuses on Aurora, who was previously believed to be dead, but is nursed back to life thanks to a mysterious person. She then learns that the man she loves, Alessandro, has moved on and is in a relationship with another woman.

An undercover agent whose mission is to stop the drug trade, **Code Name Solo** must take on the mafia from the inside.

In **Guerrilla Gardeners**, two couples compete to create the best plant and flower arrangements. Beginning as amateur gardeners, the couples will test their skills and techniques.

Donnavventura is a reality competition series in which a group of young women venture off to the unexplored territories of the globe to report back to top media publications.

Three couples must reveal **The Phone Secrets** to win a dream trip. Each contestant has two minutes to expose a hidden secret on his or her partner's cellphone.

Meeting Table 39

www.mediasetdistribution.com



Space presents a cinematic view of the planet's history that focuses on the origins of Earth, the forms of life that have inhabited the planet, and the Anthropocene.

After the death of Preeta and Shrishti's father, the two young girls learn of the existence of their mother, Sarla, and sister, Pragya. **Kundali Bhagya** focuses on the emotional drama that erupts when the two girls meet Rishabh and Karan, two rich brothers.

Fitness and nutrition experts help brides and grooms get **Altar'd**. The factual series is a 12-week boot camp for overweight



Mondo's Heidi Is Star of the Show



Mondo TV Iberoamerica comes to NATPE with a slate filled with live-action and animation titles. **Heidi, Bienvenida al Show** (pictured) finds friendly Heidi returning to the city for new and fun adventures.

In **Heidi, Bienvenida a Casa**, Heidi moves from her rural hometown to the big city where she must adapt to her new life. Heidi discovers a new passion for singing and befriends an agoraphobic girl named Clara who also happens to be a talented musician.

Invention Story is the tale of a fox inventor named Kit who tries to impress a town of rabbits with his wild gadgets.

An animated adaption of the original story, **Sissi The Young Empress** follows Sissi, a young girl who has a bracelet that lets her talk to animals. As a princess, Sissi falls in love with Franz.

Based on R.L. Stevenson's masterpiece, **The Treasure Island** incorporates elements of the classic novel, but expands to create a complex universe. The series' protagonist, Jim Dawkins, recounts his past galactic adventures that began when the pirate Billy Bones entered his life.

Cuby Zoo depicts the animated adventures of five cube-shaped animals that are secret guardians of children's happiness.

Suzy Ducken and Jack Quacker want **Adventures In Duckport**. Each journey the two friends go on teaches a lesson on friendship, fantasy, and exploration.

Chris and Fabri are new members of **The Drakers**. The two young drivers will represent their team in the kids racing championship. Their mission is to not only win the competition, but also to rescue the team captain who has disappeared.

Booth 510

www.mondotviberoamerica.com

couples who are determined to be in shape by their wedding.

Piya Albela tells the story of a young girl who is offered a job helping to get a business tycoon's son out of his reclusive lifestyle. Quickly, she develops a lasting connection with him.

Lala's Ladiez is an eccentric family sitcom that chronicles the lives of an Indo-British interracial family in London. They stick with each other despite their disagreements.

Booth 316

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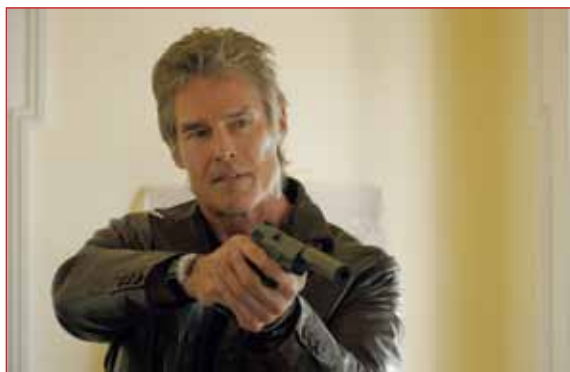


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GRB Heads to The Bay



GRB Entertainment's slate leads off with **The Bay** (pictured). The scripted drama series follows the lives of the eccentric and dysfunctional residents of a chic seaside town that is cursed by a political figure who was murdered by his celebutante daughter.

Hosted by Danny Trejo, **Man At Arms** features master craftsmen who recreate iconic weapons and props from video games, comics, and movies. In each episode, the recreations are tested for durability and strength.

Day 5 is an apocalyptic thriller in which the series protagonist, Jake, is one of the few survivors of a fatal sleep epidemic. He takes to the streets to discover answers, and possibly, a cure.

Crime docu-series **The Stalker Files** records the alarming cases of infamous stalkers who creep on celebrities such as Steven Spielberg, Gwyneth Paltrow, and Madonna.

Emergency room physicians tell tales of drastic and bizarre instances in **Untold Stories of the E.R.**

Whacked Out Sports gathers footage of sports mishaps, crashes, and bloopers from professionals and amateurs alike.

From gizmos to doodads, **Tech Toys 360** showcases the most cutting-edge technology from around the world, while also profiling the innovative professionals behind them.

Booth 608

www.grbtv.com

Zone.tv's Dynamic Channels

Zone.tv — which has offices in Toronto and Santa Monica — is a digital entertainment network that offers content and brands to pay-TV operators, content providers, and audiences. Its programming can be found on AT&T U-verse, Bell Canada, Comcast, and DIRECTV, among others.

The company presents several dynamic channels that combine artificial intelligence and curated programming. These dynamic channels cater to a variety of consumers through its highly personalized experience.

Among the diverse specialty channels, there is Brainiac, for science and tech aficionados; Playground, for young children developing reading

FilmRise Has Docs and Flicks

New York City-based FilmRise arrives in Miami Beach with a slew of feature films and documentaries. **My Friend Dahmer** is a dark coming-of-age story — based on the critically acclaimed graphic novel by John Backderf — about Jeffrey Dahmer, the serial killer who murdered 17 men and boys in the Midwest.

After living in London for two years, Diana returns to New York City and finds what seems like the perfect apartment. The only problem? That her ex-boyfriend is **The Boy Downstairs** (pictured).

Learning To See: The World Of Insects is a documentary that takes a look at photographer Robert Oelman as he heads to Colombia to photograph insects in the rain forests of the Amazon Basin.

Based on Tim Winton's novel of the same name, **Breath** tells the tale of the friendship between two boys and a mysterious adventurer. Set along the Western Australia coast, the two boys learn what it takes to become men. **The Mentalist's** Simon Baker stars.

Dark River follows Alice, who, after returning to her home village for the first time in 15 years, claims her family's farm.

Documenting the intriguing world of eSports competitions, **Gamechangers** takes a look at the young men who take part in the professional eSports lifestyle.

Who We Are Now is the story of former con artist Beth, who is released from prison after 10 years, and must begin the process of regaining custody of her son.

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and positive family values; Foodies, for food lovers of all cuisines; and Styler, for fashion-forward viewers interested in style tips, dating advice, and home improvement guidance.

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For holiday cheer, Zone.tv also offers seasonal pop-up channels, such as Halloween Countdown and Santa Tracker, which both feature on-screen games, curated holiday movies, and interactive entertainment.

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Find Multicom Above All Things

Multicom Entertainment Group is at NATPE Miami with a slate that caters to viewers interested in everything from family dramas to factual content.

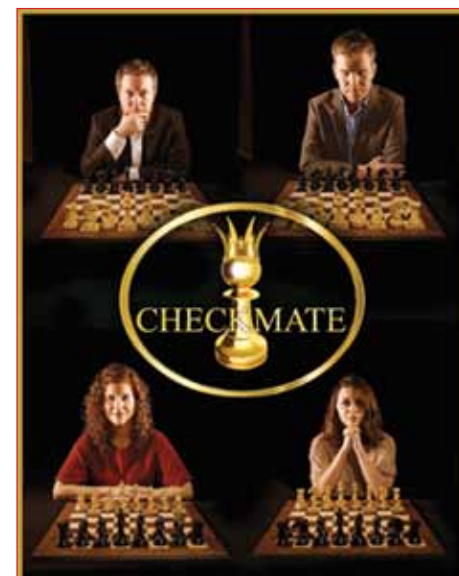
Above All Things finds Bobby, who is mourning his wife's death, in retreat at an old family cottage. The memory of his wife haunts him, forcing him to consider what it means to love and to grieve.

In **After the Sun Fell**, Adam visits Brandon's childhood home to discover a dark family secret, one that involves the death of Brandon's troubled brother. Adam's presence in the house provides Brandon's family with a chance to confront the lasting trauma.

America Adrift records one mother's experience in combatting the heroin epidemic in middle-class families on Long Island.

In **The Broken Ones**, two strangers meet and adventure from New Jersey to New York. Along the way, the two confront deep-rooted fears and overcome tragedy.

A divorced single mother wants a relaxing Thanksgiving getaway in **Buzzard Hollow Beef**. But events do not go as planned when her family encounters the strange Solomon family.



Ten chess grandmasters compete for the **Checkmate** Trophy. Additional graphics and commentary are provided as insight for viewers who want to learn from these experts.

In **Generational Sins**, estranged brothers deal with their mother's death. It was her dying wish for her sons to reconcile with their abusive, alcoholic father.

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The Seven Decades of TMG's Herbert Kloiber

On December 6, Dr. Herbert Kloiber celebrated his 70th birthday, surrounded by his family, as well as executives and staff from Tele München Gruppe (TMG), one of Germany's largest media holdings. The celebration took place at the Alte Bayerische Staatsbank's reception venue in Munich during TMG's annual Christmas party.

Pictured (at right) in the foreground are Kloiber's wife Ursula, their 40-year-old son Herbert Leopold (who serves as TMG's managing director) and Kloiber himself.

Kloiber spent 48 of his 70 years in the entertainment industry, spending time in Germany, Austria, Switzerland, Italy, Hungary, and the U.S.

He made his first appearance in the international television distribution business at MIP-TV in 1970, when he was just 22 years old. He's probably the youngest of the world's international TV distribution pioneers, yet still one of the oldest MIP-TV participants.

In 1970, the same year that Kloiber received his law degree from his hometown University of Vienna, he started at Beta-Taurus, a



company founded by Leo Kirch.

In 1976, Kloiber left Beta-Taurus and founded Munich-based Clasart. A year later, he acquired Tele München (then a seven-year-old production company founded by producer Walter Ulbrich) with filmmaker Fritz Buttenstedt, who remained a partner "only for a few early years."

Known in the international TV industry as a tough negotiator, Kloiber can hold court in perfect English, French, or Italian, in addition to his native German.

Virtual Reality Has A Way To Go

A *Wall Street Journal* opinion piece recently boasted the headline: "The Cyber Age Has Hardly Begun." The article's writer, Mark P. Mills, a professor at Northwestern University's McCormick School of Engineering, flatly stated that "the information sector accounts for less than 10 percent of [the U.S.'s] GDP and five percent of jobs [in America]."

Granted, the market values of information technology firms such as Amazon, Facebook, and Netflix, etc. are much higher than those of traditional companies, but, Mills pointed out, "the productivity and jobs benefits software could produce for the rest of the economy have yet to arrive." He then explained that, "most everything critical to daily life is physical, not virtual."

Mills did, however, acknowledge that, "the billions of dollars in economic value from IT has been associated with improvements mainly in information-related activities: news, entertainment, advertising ... as those are easy to digitize. Very little of the hardware world is digitized so far."

Then, for those of us who still believe in flying cars, Mills delivered a very disappointing blow: "[It was demonstrated] how easily self-driving cars are confused by simple graffiti on street signs. Apple appears to be scaling back its self-driving car initiative."

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A Book Anticipated The TV of The Future

In 1999 — some 19 years ago! — when Milan, Italy-based Lupetti Editore published *Television via Internet: A New Frontier* by VideoAge's own Dom Serafini, Netflix was just two years old and only mailed out DVDs to its subscribers.

It took another 10 years for Netflix to discover Internet television — now the mother of all things TV-related. But that's now the main reason why Disney is buying 20th Century Fox (just the studio, not its TV stations and networks) for a reported \$66.1 billion (\$52.4 billion in shares and \$13.7 billion of Fox's debts). Fox owns 30 percent of Internet streaming service Hulu, which has 32 million subscribers, along with Disney (which has 30 percent), Warner Bros. (which has 10 percent) and NBCUniversal (which also has 30 percent).

Television via Internet (which offers an introduction from journalist Marco Mele of the Italian financial daily, *Il Sole 24 Ore*) pointed out "that webcasting [as streaming was commonly called in those days] will also be responsible for the premature disappearance of videotapes and DVDs." In short, webcasting would eventually replace traditional TV. Elsewhere in the book, there's this passage: "Webcasting, defined as full motion video



and audio transmitted with Internet technology, is around the corner."

Returning for a moment to the Disney purchase of 20th Century Fox (which is an outright purchase and not a merger), this is seen as a logical move by most, so much so that even Comcast (the parent company of NBCUniversal) was interested in Fox.

In Hollywood, there is widespread fear of the disproportionate growth of Netflix. American studios absolutely want to stop it. In fact, Disney will soon stop selling its TV and film content to Netflix.

Even assuming that Netflix, with its negative cash flow, would change its business model as soon as it reaches maturity (its saturation point), streaming is seen by American studios as the Holy Grail of television. It is also possible that Netflix will one day in the future be acquired by a studio, or vice versa, that it'll purchase a studio.

Considering the value of Netflix's shares traded on the stock exchange (\$210 each compared to Disney's \$111), the company could easily absorb such a studio purchase before its shares begin to fall, in view of its near "saturation point," and the strengthened competition with Hulu. The question, in this case, would be whether Netflix would exclusively produce its own programming or would it offer back-end content sales?

Finally, we must remember that with 5.9 percent of the Disney-Fox group, Rupert Murdoch will only be a minority shareholder. Disney's main shareholders are Apple co-founder Steve Jobs' widow with 7.7 percent, and five investment funds that collectively own 62.75 percent.

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1. Viacom's Juan "JC" Acosta, Pierluigi Gazzolo, Dario Turovelzky
2. Lionsgate's Sandra Stern, Chris Selak
3. All3media's Janel Downing
4. Calinos' Anghelo Taylor
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6. Global Agency's Izzet Pinto, Ekin Gabay, Gözde Sergili, Ivan Sánchez
7. MISTCO's Aysegül Tuzun
8. CMD's Carlos Cabrera, Jonathan Blum, Juan Carlos Sosa
9. Telefilms' Tomas Darcyl

10. Record TV's Delmar Andrade, Edson Pfutzenreiter Mendes
11. Sonar's David Ellender
12. Kanal D's Özge Bulut Marasli, Gül Elitas Araser
13. GRB Entertainment's Michael Lolato, Melanie Torres, Gary R. Benz
14. Ledafilms' Alejandro Leda, Moira Mc Namara
15. Zee TV's Javier López Casella, Sarah Coursey, Rajeev Kheror



Int'l TV Distribution Hall of Fame Vol II

VideoAge's Volume II of International TV Distribution Hall of Fame honorees will be out in print soon.

This second volume, which will also be available online, is unique for two reasons. One, it introduces a pair of female pioneers. And two, it features four non-U.S. TV distribution executives (out of 10 total).

The TV distribution sector has changed drastically in recent years, having both a large number of female, as well as non-U.S. executives. Many of them are "veterans." (At *VideoAge*, "veterans" are considered those executives who came into the picture in the late 1970s and early 1980s. "Pioneers" are those who started even earlier.)

However, the biggest change that *VideoAge* has observed since it began reporting on the international TV distribution field 36 years ago is not the digital revolution, the OTT, the new TV windows, or the 80 rights popping out all over the world, but the fact that it seems like international TV distribution executives from the U.S. have finally stopped longing for a Big Mac from McDonald's after spending a week in Cannes!

All kidding aside, no other magazine except *VideoAge* publishes historical references, even though other trades that dealt with international program sales not only survived, but, in the case of Latin America, multiplied. And yet, international program sales are what made commercial television viable and fostered its growth outside the U.S. If it weren't for American international distribution, Canada couldn't have supported its first commercial TV stations (which later formed the CTV network). If countries such as Mexico, Venezuela and Brazil hadn't started exporting telenovelas in the 1950s and 1960s (first selling scripts, then kinescoped versions and later two-inch videotapes), Latin America's TV industry couldn't have developed as it did. If not for content sold internationally, Italy couldn't have introduced commercial TV in Europe.

In addition, great broadcasters came from the distribution area (e.g., Les Moonves, CBS; Haim Saban, ProSiebenSat.1 and Univision; Herbert Kloiber, TMG; Bruce Gordon, WIN). Some successful producers also started as distributors (e.g., Paul Talbot, Don Taffner, John de Mol and Sandy Frank). The International TV Distribution Hall of Fame wants to recognize and celebrate these personalities. 🇩🇪



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 read their full versions, visit www.videoage.org.

American Film Market Report

“Why can't the AFM be like other markets, and last four days instead of eight?” asked Toronto-based Breakthrough's Nat Abraham. “We would have a more efficient market full of meetings [each day], instead of [just] a few per day,” he explained. “We can't [even] close the suite early,” he complained. “The organizers don't let us!”

Despite how he feels about the AFM, he believes that TIFF is perfectly justified in being a longer than average affair, saying that the full 11 days are needed for that market.

This assessment was not shared by ACI's George Shamieh, who said that he favored a long AFM, but did not consider TIFF to be an effective market for his Los Angeles-based company.

In other news, the Italians returned to the Santa Monica film market with 12 companies this year. Last year, there were none.

Ironically, while the Anglo presence has shrunk from 70 percent to 55 percent (according to a quote from market director Jonathan Wolf), the rest of the world is seeing the American roads paved with gold, with 445 total exhibitors coming from 45 countries. The official count included companies that were listed on a board manned by a hostess, like the Miami, Florida-based Universal Cinergia Dubbing. Others were indicated in brochures displayed on the eighth floor Atrium of the Loews Hotel, the market's headquarters.

On the second day, the typical Los Angeles microclimate dumped off early enthusiasm for the event with pouring rain. The sun made a timid reappearance for the remainder of the market — except on Saturday, when it shone brightly.

An early morning shoot-out by the Loews Hotel that left one person dead on the fourth day of the market blocked traffic on Ocean Avenue, not too far from the Loews entrance, causing business to slow down for a while. Another form of traffic was blocked on Saturday morning when the hotel's Wi-Fi service went out for a few hours.

In terms of market outcome, the trade press seemed to reflect the assessment published in *VideoAge*'s October 18, 2017 Daily: *Variety*'s November 1 edition stated, “Despite Sunny Forecast, Mart Conditions Stormy.” Three days later, *Screen* reported, “Industry Talks AFM Future.”

Finally, on Saturday, the market's fourth day, parking costs on the beach lots jumped from \$7 to \$10, and a small cup of tea at the Loews went from \$4 to \$5. 🇩🇪



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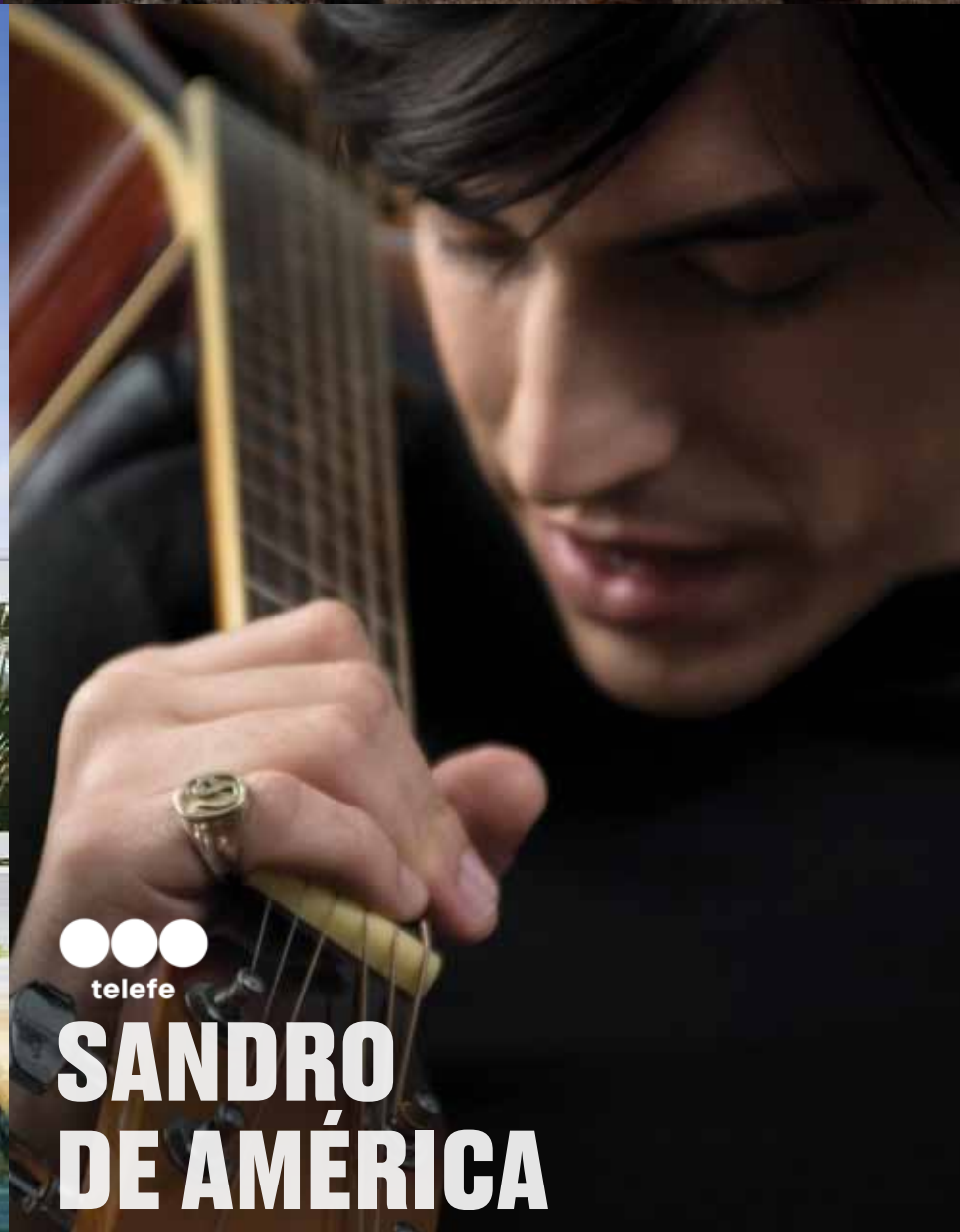
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