



VIDEO AGE DAY 1

January 22, 2019

INTERNATIONAL www.VideoAgeDaily.com

Overview and Inside View of a Mart in Tune With Its Time

This year marks NATPE's 40th anniversary. Even though the non-profit association was born in 1963, it didn't hold its first TV trade show until 1979. That inaugural show took place at the New York Hilton.

Asked about what's on tap for NATPE Miami 2019, one U.S. studio executive was cryptic: "A lot of movement. A lot will be announced."

The theme of this year's Miami market, which opens today and closes on Thursday afternoon, is "Shaping Content Together." But it could just as easily have been "Shaping TV Trade Shows Together."

Being the first TV market of the year, it seems logical that NATPE would represent the health of the international sector's content-buying



and -selling biz, as well as redefine the role of the TV trade show itself.

Like other TV markets, NATPE is facing challenges on several fronts. Issues include the high cost of the Fontainebleau Hotel, since the event is locked into Miami for the foreseeable future, and the market's grasp. NATPE focuses mostly on LATAM, which represents an average of 10

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Conference Power Back To Exhibitors

Deliberately or by coincidence, it seems that NATPE has returned to inviting more exhibitors as speakers during its conference portion of the event. This is considered a welcome development since exhibitors are contributing the bulk of revenues for NATPE, and they therefore deserve the extra visibility.

Indeed, looking at the line-up, an unusually large number of exhibitors are featured as speakers, including A+E's Christian Murphy, Banijay's Tim Mutimer, CBS' Armando Nuñez, Disney's Fernando Barbosa, Fox's Mark Kaner, Lionsgate's Sandra Stern, Viacom's Pierluigi Gazzolo, and Zee's Sunita Uchil. Out of 116

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VideoAge Daily on the go



Show Business Shows Itself at NATPE Miami

What would an entertainment trade show be without entertainment? With at least 12 parties over the course of the three-day event, NATPE can most definitely be declared a full-fledged member of the business of show.

The recreational front started yesterday with the Welcoming Party and continues tonight with the Opening Night Party, to be held just after the International Focus Cocktail.

Italy's Mediaset also started yesterday by offering a welcoming cocktail party for its clients. The company will also host a happy hour at its suite today and tomorrow, from 5p.m. to 7p.m.

Tonight, in addition to the opening night party, there is Telemundo's cocktail hour, the Condista party, the Trifecta party, and the NBC Entertainment party.

CBS, Endemol Shine, and NBCUniversal teamed up for a formal dinner party to be held tomorrow.

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My 2¢

These days, TV markets are focused on promoting OTT over traditional buying, with OTT being hailed as the newest Holy Grail. In doing so, however, they may be creating their own Trojan Horse, and rocking the very foundation of TV trade shows.



Nowadays, it seems like many TV trade show organizers are enamored with stand-alone OTT services, such as Netflix and Amazon. If that's the case, perhaps these organizers ought to redefine the purpose of the very markets they run.

A TV trade show is (or maybe was) a place where TV content producers and distributors go to sell their programs to as many buyers as possible. Netflix and Amazon and the like — monolithic, mono-vision, and mono-window — are great global content buyers, but buyers (no matter how big they are) traditionally don't exhibit and therefore don't contribute directly to the finances of trade shows. Of course, they are essential to the trade show's success since there wouldn't be a market without buyers. But it's exhibitors who help TV trade show organizers make money. Buyers (as well as us in the trade press, who are often considered a nuisance) are tolerated by market organizers, but they are definitely not revered — at least not at the same level of OTT organizations.

Every time OTT executives accept invitations to market conferences where they basically tell participants how great they are, the trade show organizers flood members of the media with press releases. This rarely happens with traditional buyers.

Indeed, in my 40-year-plus market attendance, I've never seen acquisition executives from TFI

or RAI, for example, getting as much attention as OTT buyers are getting today. What are these OTT buyers offering to TV trade show organizers more than buyers from the likes of RTL or Corus?

OTT companies are not the markets' present because OTT services don't rent booths. OTT services could attract producers, but producers don't exhibit either. For trade show organizations, OTT companies are not revenue-generating companies. Plus, since OTT executives know that they tend to be in high-demand as panelists, their financial contributions to the markets are viewed by them as unnecessary.

And they cannot represent the markets' future since OTT tends not to offer back-end distribution, thus eliminating the need for many distributors to exhibit at all.

We at VideoAge have long understood that TV trade show organizers are in effect real estate agents, who like their brick-and-mortar property counterparts, embellish their assets with high-ticket items to make them more appealing. What is hard to understand

however is why these trade show sales agents give so much attention to participants who will never be their clients, who are taking content out of the marketplace, and who undermine traditional buyers and the entire concept of TV trade shows.



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(Continued from Cover)

NATPE Overview



TV Azteca's Pedro Lascurain

percent of exhibitors' revenues. Consequently, many exhibitors shun expensive stands, opting instead for hotel suites, which limits the choice of exhibition venues for NATPE organizers.

Dermot Horan, head buyer for Ireland's RTÉ, explained his NATPE dilemma: "I haven't attended NATPE for several years. The U.S. studios stopped sending their U.K. based sales staff, who handle the Irish market, so there was no real point in me attending. Instead, I have made trips to London to meet my counterparts in the studios. The other point is that over the last few years distributors have held screenings in London in mid-February in and around the BBC Showcase market, which hundreds of buyers attend."

On the LATAM side, Pedro Lascurain of Mexico's TV Azteca outlined the network's NATPE strategy: "This year we have to renew (or not) our deals with Fox, Sony, and Disney. We don't know how this is going to work out yet. We are [also] looking to work closer with the indies. The reason being that they can sell to us what we want. It's easier to deal with them than with the big studios that need to sell the whole product. [At NATPE,] we are after new ideas for realities, game shows



and TV series."

Other concerns include consolidation (which will reduce the number of exhibitors), and the trend towards exclusive streaming services (which will remove content from the NATPE trading floor, as it will for other markets).

To prepare for and face these challenges, NATPE has to find new sources of revenue, which translates into more European, Middle Eastern, and Asian participation, increased sponsorships, reduced market costs for exhibitors, more buyers, and added visibility for exhibitors (generated by their participation in the market's various conferences).

Nonetheless, NATPE is a jumping-off point for the L.A. Screenings, first because of its LATAM connection and second because the screenings schedule will be finalized during NATPE.

Like most NATPE exhibitors, Italy's Mediaset Distribution is focused on LATAM, since, as was explained in an official note. "The market is at-

Conference Power



One of the panels at NATPE Miami 2018

speakers at 35 conferences, 33 are also exhibitors.

Of these, three are of particular interest: "How Wall Street Watches TV," "Brands Powering," and "Ad Sales Chiefs State of the Union: An Eye on Content," which is featuring executives from five U.S. TV networks.

Other panels with particularly interesting titles include "Innovating International Co-Productions," starring, among others, Banijay's Tim Mutimer, Zee's Sunita Uchil, and Viacom's Pierluigi Gazzolo.

NATPE Miami also offers LATAM Summit programming across several sessions, including a conversation with AMC Networks International's Eduardo Zulueta, and a session with Disney Media Distribution's Fernando Barbosa.

Additionally, CBS Global Distribution's Armando Nuñez is speaking about "What the World is Buying," Lionsgate Entertainment's Sandra Stern is part of "Hollywood Dealmakers," A+E Networks' Christian Murphy is participating in the "Brand X Content Creative Showcase," and Twentieth Century Fox TV's Mark Kaner is speaking with Turner's Gerhard Zeiler. ■

tended by all of LATAM's commercial FTA channels that have a big impact in the region. Nevertheless, pan-regional and streaming have become the biggest players for formats, co-productions, and ready-made content acquisition." Mediaset is here in Miami with MGE, a company led by Esperanza Garay, who's distributing Mediaset's catalog in LATAM.

Alejandro Leda, president of Argentina's Ledafilms, has "great expectations for this NATPE 2019 as we'll be able to finish shaping several of the projects we have in development to co-produce, as well as to continue incorporating high quality titles to our catalog." At NATPE, Ledafilms is showing several new theatrical films, including two animations. As for the health of the territory, Leda said, "The LATAM market, as the industry in general, is changing almost daily. The multiplicity of screens forces us to be permanently attentive to changes in consumption habits that will give rise to new business opportunities."

Roxanne Barcelona, VP of the Philippines' GMA Worldwide, has brought two new dramas to NATPE, *Color of My Blood* and *Family Jewels*, and is also looking "at the LATAM region for opportunities in format sales." She added that "market prospects are better among digital platforms, [but] connectivity now plays a big role in how different markets acquire content. Where connectivity is best, most buyers are acquiring

Show Biz at NATPE



Last year's Tartikoff Awards reception

Also tomorrow, NATPE is hosting the Tartikoff Awards party, and Viacom Studios will have its traditional party (although on a smaller scale than last year). And while it has done so in the past, this year, NATPE will not be sponsoring the booth area's afternoon cocktails.

The Miami-based WAWA (Worldwide Audio-visual Women's Association) will celebrate its choice for "Woman of the Year" with a dinner party on Thursday, January 24, which will effectively mark the end of the 40th annual NATPE market. ■



Paramount Pictures' Dan Cohen

digital rights, or require digital rights in their packages. Where connectivity is not as evolved, [buyers] are still acquiring free- and pay-TV rights."

To Paramount Pictures' Dan Cohen, president of Worldwide Television Licensing, "NATPE is a very important market... one we value having happen in January." He added that "there is a clear LATAM presence to NATPE given the Miami location—but we also manage to see many clients from other parts of the world." Paramount, which is not sharing space with Viacom at NATPE, is focused, he said, "on maximizing the value of our properties, whether it's a new theatrical release, a library movie, or a television series." ■

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Brexit: The Impact on the Audiovisual Sector

The U.K. holds a leading position in the E.U. film and TV market, whether it is in terms of content production and film exports for cinemas and TV (second only to France), as the country of establishment of the majority of TV channels and on-demand services (it has 29 percent of the E.U.'s 28 TV channels and 27 percent of the E.U.'s 28 on-demand services), or in terms of a qualified workforce employed in the audiovisual sector (around 206,000 people in 2017).

In addition, the U.K. audiovisual market has had access to a range of E.U. funding streams, which represents a total value of £298.4 million (U.S.\$ 382 million) for 1,766 projects during the period 2007-2017.

Legally, the term "Brexit" corresponds to the withdrawal of the U.K. from the E.U. in accordance with the procedure provided for in Article 50. In theory, as a result of this agreement, all E.U. laws will cease to apply in the U.K. as of March 30, 2019.

This will have a considerable impact on the regulatory framework applicable to the U.K. audiovisual sector, as most of its aspects are currently governed by E.U. law.

The first major consequence would be the loss of access to the internal market and the freedoms of movement guaranteed therein. Plus, the various directives regulating



the audiovisual sector would no longer be applicable, which might create a series of uncertainties as to the future regulatory framework in which U.K. audiovisual media services will be exploited, as well as the loss of the "Country of Origin" principle.

At this time, the U.K. authorities are still working on the many concerns raised by Brexit. One of these would be the need for an effective agreement on the movement of skilled workers, which is critical to the success of the British film industries and the maintenance of their overall competitiveness. Plus, the questions related to access to the E.U. market and to E.U. funding streams and co-production incentives, as well as to the question of how to guarantee and enforce copyright protection.

The most worrying unresolved issue is the role of the Court of Justice of the European Union as an interpreter of E.U. rules without its direct jurisdiction in the U.K.

Despite several acts and documents offering some insights into the future relations between the U.K. and the E.U., the final agreement is still not there, and the U.K. authorities are also preparing for the possibility of the "no deal" scenario in which the U.K. leaves the E.U. without any agreement. (Extract from a European Audiovisual Observatory 2018 report)

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Airlines Going Green

The European Union reports that transportation — which is the main source of air pollution — represents nearly a quarter of greenhouse gas emissions for the continent. While other sectors, like the energy industries, have seen a gradual decline, the transportation sector has not experienced as gradual of a decrease in emissions. Beside road transportation, airline travel is by far the worst. Airlines that use the Boeing 747 and Airbus A380, like Korean Air or Qantas, have the least overall fuel efficiency. The better, fuel-efficient models are the Boeing 787 series (Finnair, TUI Airways, Norwegian) or the Airbus A350.

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Universal Cinergia Dubbing Looks Ahead

Headquartered in Miami, Universal Cinergia Dubbing rounded out an excellent 2018 with some awards buzz. Last year saw two series the company dubbed, *El Señor De Los Cielos* and *Sin Senos Si Hay Paraíso*, nominated for International Emmy Awards in the Non-English Language U.S. Primetime Program category.

Offering dubbing and subtitling services in a number of languages for content aggregators, distributors, channels, and other digital platforms, the company is starting the new year with equally exciting possibilities. With the expansion of its Sales team, the company has a global presence covering all territories, providing efficiency and rapid response time. In September, Luís Fajin, Alejandra Sturiza, and Raquel Yepes joined the team as international sales executives.

Universal Cinergia counts the surging popularity of Turkish telenovelas as the key to its success. "We have achieved the trust of all Turkish clients for the good quality, price, and customer service we have been providing. We can proudly say that we have contributed 90 percent to their success in Latin America," the company reported. Its Turkish clients include



Kanal D, ATV, Global Agency, Inter Medya, and Calinos Entertainment, among others. The company has dubbed over 3,500 hours of Turkish content for Spanish-, French-, Portuguese-, and English-speaking audiences.

During NATPE Miami, Universal Cinergia will offer daily visits to its studios in Doral, where current and prospective clients will have the opportunity to visit the facilities and meet with Universal Cinergia's Operations team. With a total 33 recording studios, Universal Cinergia houses nine studios in Miami, four in Brazil, 17 in Mexico, two in Paris, and one in Barcelona.

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

The Best Way to Make Sales...

The collage features several MIPTV Entrances maps and VideoAge International magazine covers. The maps show the layout of the MIPTV event with various rooms and entrances labeled. The magazine covers include headlines such as "A Greek Tragedy in the Making For Europe's AV", "Analyzing MIP-TV Strength Factoring Market's Features", "China TV's Learning Curve Into The Int'l Marketplace", and "Turkish 'Six Sisters' Aim to Reach Major TV Markets".

FilmRise Inks HBO Deal

Desiree Akhavan's acclaimed drama *The Miseducation of Cameron Post* is heading to HBO. FilmRise announced that the premium cable and satellite TV network acquired the U.S. rights to the theatrical release.

FilmRise CEO Danny Fisher, who made the announcement, commented, "This is an important film that we are proud to have released theatrically, and are thrilled it has found a home on the HBO programming services. Now it will be available to millions of subscribers who have come to expect top-quality entertainment."

Winner of the 2018 Sundance Film Festival Jury Prize, *The Miseducation of Cameron Post* stars Chloë Grace Moretz as Cameron, a young girl who is sent to a gay conversion therapy center. There, Cameron meets a group of fellow "sinners" who become her friends. The film is based on the YA novel by Emily M. Danforth.

FilmRise's Melissa Wohl brokered the deal with HBO's Christopher Grundten.





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Change is in the Air for FilmRise



FilmRise, the independent film and TV distribution company and OTT operator, comes to NATPE Miami with a programming slate led by **Mountain Rest**. Starring Natalia Dyer and Frances Conroy, the family drama revolves around an aging actress who invites her daughter and granddaughter to her home in a small mountain town for one final celebration.

Bachman is a documentary about one of the most prolific Canadian artists ever, best known as a founding member of The Guess Who and Bachman-Turner Overdrive. Interviews feature Neil Young, Peter Dinklage, and Chris Jericho, among others.

In **Wildland**, members of a firefighting crew share their personal experiences battling wildfires over a single fire season.

Starring Anna Paquin and Holliday Grainger, **Tell It to the Bees** (pictured) takes place in 1950s Britain, when a small-town doctor forms an intimate bond with her young patient's mother.

In **Change is in the Air**, a beguiling young woman brings the residents of her quiet neighborhood face to face with their secrets.

The incredible work of Ron Danta and Danny Robertshaw is brought to the forefront in **Life in the Doghouse**. The documentary focuses on the couple's mission to rescue and find new homes for abandoned dogs.

Tresor Tower Suite 2-1406
www.filmrise.com

Multicom Travels With Boonie Bears

Multicom Entertainment Group is representing an extensive catalog of feature films, specials, and TV series in several genres and formats.

In addition, at NATPE Miami, Multicom is promoting two of its specialized channels. **The Archive** features rare, retro, and 4K-restored films and classic TV series. Meanwhile, **The Grapevine** highlights documentaries and unscripted series on almost every subject, from food and travel to pop culture and crime.

The documentary **Remarkable Life of John Weld** depicts Weld's adventures as a stuntman during Hollywood's golden era and his escapades as a journalist and novelist.

Animated **Boonie Bears: The Adventurers**

AMC Studios Has Horror and Terror

AMC Studios—the distribution, production, and in-house studio unit for AMC Networks—is representing a catalog of acclaimed dramas and documentary series.

Set during the 1980s emergence of HIV/AIDS and Hepatitis C across Canada's Red Cross blood banks, **Unspeakable** (pictured) depicts the story of two families affected by the tainted blood.

Relationship dramedy **This Close** follows two twenty-something best friends who navigate a world where people see them first as people with disabilities and second as human beings.

Each episode of **Documentary Now!** is filmed using different documentary techniques and styles. Comedians Fred Armisen and Bill Hader pay homage to distinguished documentaries.

Eli Roth's History of Horror features Stephen King, Quentin Tarantino, and Jordan Peele, among others, discussing how the horror genre has evolved throughout the generations.

Based on the best-selling book by investigative journalist Jeff Guinn, **Jonestown: Terror in the Jungle** focuses on Jim Jones's transformation from civil rights champion and preacher to an extremist cult leader.

Optimistic ex-surfer Dud finds himself adrift after the death of his father in **Lodge 49**. He lands in a fraternal home where a middle-aged plumbing salesman and a "Luminous Knight" welcome him.

Documentary series **Ministry of Evil: The Twisted Cult of Tony Alamo** chronicles the pursuits of evangelical couple and cult leaders Susan and Tony Alamo, using rare archival footage and an exclusive video-taped deposition.
www.amcstudiosinternational.com



(pictured) brings together headstrong Carly, field guide Vick, and Briar, and Bramble Bear as they search for Kitty, Carly's best friend and a rare Siberian Tiger.

For Now is the story of two Australian siblings who travel up the California coast with their twenty-something friends. Still grieving the deaths of their parents, they come to terms with their uncertain future.

Sammy Bernstein, an enlisted United States Marine, is the focus of **In The Shadow**



GRB Is On The Case



GRB Studios boasts a catalog of unscripted and scripted programming, spanning subjects including crime and lifestyle entertainment. The company, now in its 29th year, represents programs aired in primetime in more than 170 countries.

On The Case delves into captivating murder mysteries and offers in-depth interviews with suspects and witnesses in order to help unravel the secrets to these cases.

Expert craftsmen recreate iconic weapons made famous from movies, video games, and comic books in **Man At Arms**. Afterwards, each weapon is tried out for its real-world functionality.

Close Up With The Hollywood Reporter (pictured) features roundtable interview sessions with distinguished talent and directors from the year's most talked about films and TV series.

At the center of **The Bay**, a posh seaside town, is the indulgent lifestyles of its residents, whose dysfunctional habits and never-ending scandals quickly come to the fore. Ronn Moss from *The Bold and the Beautiful* stars.

In crime series **Executed**, viewers hear from experts who examine the unique details of shocking criminal cases.

Untold Stories of The E.R. combines re-enactments and commentary from physicians, nurses, and patients to present the fast-moving world of the emergency room.

Hollywood insiders dish the behind-closed-doors stories at the core of notorious celebrity fallouts and scandals in **Cashed Out**.

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Of Suribachi: Sammy's Story. The documentary tells his coming-of-age tale, from his surprise enlistment and his time at Iwo Jima, the Marine Corps' bloodiest battle, to his struggle with antisemitism in the WWII military.

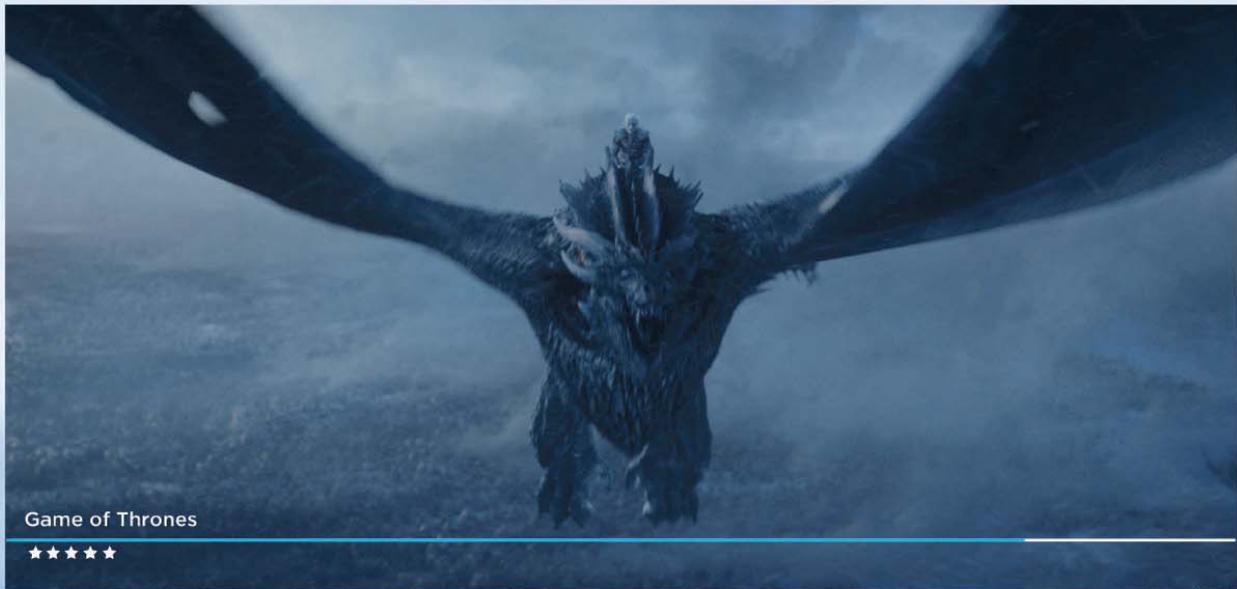
An out-of-luck high school teacher is in a financial crisis in **Streaker**. In order to make money, he recruits streakers and places bets on how long each one can last on the soccer field.

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Join **ATV's** Grand Family



ATV's distribution unit arrives in Miami with a roster topped by **Lifeline** (pictured). The drama series tells the story of Nefes, who was sold as a child bride to a violent businessman. Later, with her own child in tow, Nefes escapes her husband only to find herself a fugitive on the Black Sea coast, where she meets Tahir.

Foster Mother is a complex tale involving a young mother, Alev, who, out of desperation, attempts to kill her child, Zeynep. Alev's sister, Damla, raises Zeynep while Alev is in jail. Meanwhile, absent father Adnan attempts to rekindle his relationship with his daughter.

Hizir is the head of his **Grand Family** and a weapons-smuggling network. He tries to balance the demands of the mafia world without having to decide between his wife and his mistress.

Drama series **Don't Leave Me** follows Arzu's family life, which is turned upside down when her cousin Esin blackmails her by threatening to reveal the truth about her son Tarik's real father.

Ali and Mavi are at the center of **Love and Hate**. The two have only ever interacted through letters, but when the time comes to meet face to face, they both have to confront secrets.

After living through her stepfather's abuse, Eylül finds herself in an orphanage. **Orphan Flowers** tells the story of Eylül's life among her rich and glamorous neighbors.

In **Wedlock**, a desperate mother must decide whether to surrender to bondage or fight for a new life with her children.

Booth 221
www.atvdistribution.com

Kanal D Names The Price of Passion

Kanal D International showcases a slate of new and returning drama series at NATPE Miami.

In **Price of Passion** (pictured), Ferhat and Asli meet unexpectedly when Asli has to operate on a man that Ferhat has shot. The two marry in order to save Asli's life, but will their relationship last among corruption and dangerous ambition?

Twins depicts the intertwined paths of Memo and Can. Memo clings to his life by collecting scraps in the suburbs of Istanbul, while Can lives under his grandfather's strict rule.

Historical drama **Wounded Love** portrays the last years of the Ottoman Empire and the Turkish War of Independence. With battles raging in

Never Let Go of Global Agency



Global Agency is distributing a strong lineup consisting of dramas exploring family tragedies and romantic rivalries, as well as emotional talent competitions.

After her husband's death, **Gulperi** is in danger of losing her children. She will attempt to win back the hearts of her kids, who've been brainwashed by her late husband's family, while embarking on a new love story for herself.

Okday was planning to break up with his girlfriend **Meryem**. But when she takes the blame for a car accident he caused that left someone dead, she ends up going to prison to save Okday's future as a state prosecutor.

Sureyya's humble and solitary life is forever changed by Boran's family wealth and old traditions in **Evermore**, a breathtaking love story.

In **Never Let Go** (pictured), Yigit is responsible for the accident that left his wife Iclal in a coma. Thinking his beloved is lost to him, Yigit marries another woman, Nur. But when Iclal miraculously recovers, Yigit decides to keep Nur as a prisoner.

The Legend is a musical talent competition in which contestants sing their hearts out. Only the top two contestants will move on to the semi-finals to prove their worth to the audience and jury.

Couple's cooking show **My Wife Rules** is a two-part contest. First, a chef demonstrates a recipe to the competing wives, then the wives must relay the steps to their husbands through an earpiece.

Every episode of **Keep It Or Lose It** features a new group of individuals who are given a certain amount of money to go shopping for prizes and who are quizzed in order to keep the prize.

Booth 301
www.theglobalagency.tv

the background, a tragic romance emerges.

Müjgan and Ahmet's marriage falls apart when Ahmet meets the young and beautiful Sude. At first Müjgan suspects nothing, but then uncovers **Big Fat Lies**.

Police officers Mustafa Kerim Can and Mert Barca have been trying to stay away from each other for years, but they are drawn together when they are both enlisted to tackle a drug operation in **Double Trouble**.



MISTCO Extends Hold My Hand

MISTCO is highlighting series **Hold My Hand** (pictured) in Miami. The romantic drama follows Azra, whose perfect life is disrupted when her father is found dead and her brother goes missing. In search of her brother, Azra meets Mrs. Feride, who introduces Azra to her grandson, the spoiled Cenk.

The Prisoner of Love portrays an unhappy contractual marriage between a wealthy man and a poverty-stricken woman. Their forced union will spark unexpected consequences.

Epic drama **The Last Emperor** depicts the real-life story of the last Ottoman Emperor, Abdulhamid Han. He had many projects planned for the future, but was thwarted by traitors inside the palace and in his own family.

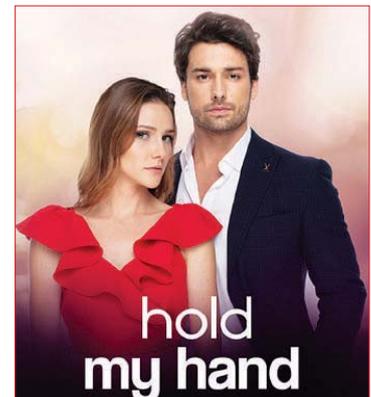
Resurrection: Ertugrul is now in its fourth season and follows 13th century hero Ertugrul as he struggles to find a home for his people.

Animated series **Aslan** follows a clever and funny boy throughout his elementary school adventures. With his family, he invents new gadgets and offers valuable lessons through each trial.

Eye and Gaga is a preschool animated series about two best friends who explore nature. In each episode, they write about their new discoveries in their notebooks.

The smart and imaginative **Jade** goes on adventures with her friends, bug-like creatures called Mat-Mats, whose clumsiness gets them into trouble.

Booth 308
www.mistco.tv



In **Waiting For The Sun**, single mother Demet raises her daughter Zeynep and keeps the father's identity a secret. When they move to Istanbul, Zeynep is bullied by peers at school.

Drama **Time Goes By** chronicles the disintegration of a family after Ali returns from a long voyage and his wife discovers his secret affair.

Tresor Tower Suite 2-1804
kanal.d.international

The L.A. Screenings Evolution

1964
"Screenings"

1978
"May Screenings"

1983... a new name!

VIDEO AGE INTERNATIONAL

Buying Resurgence Seen in Cannes. Columbia Not Exhibiting. L.A. Screenings Looming Over

No. 4

Australians Are Back! Sales Info, PhotoPlay, New Shows

VIDEO AGE
L.A. Screenings '89

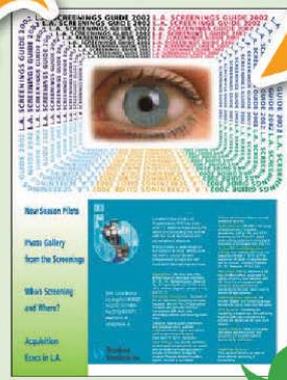
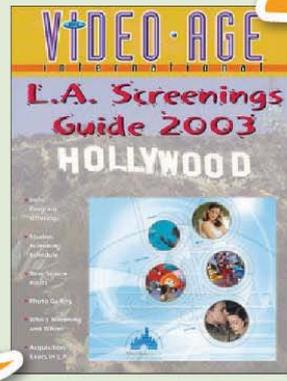
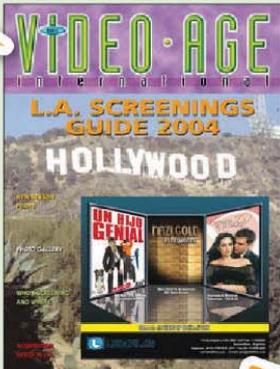
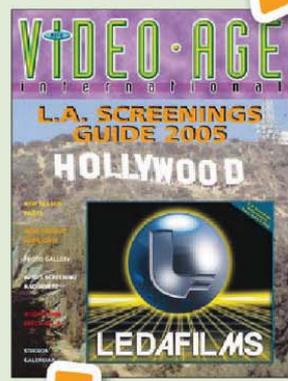
PARAMOUNT Entertains The World

Let Us Entertain You in L.A.

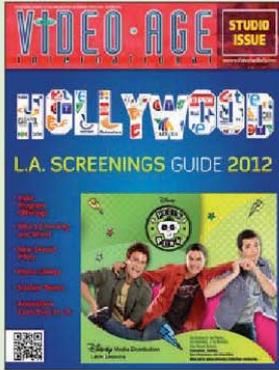
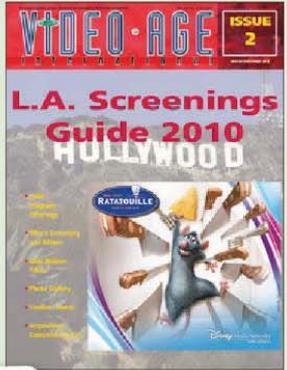
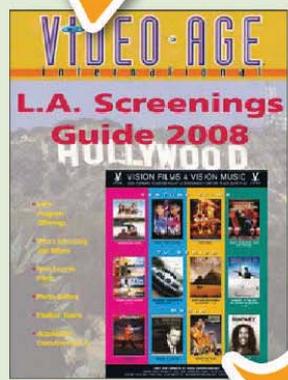
High Adventure Under The Sea

Johnnie Cove

In the beginning...



2002



Read the history of the L.A. Screenings at:



www.videoageinternational.net/l-a-screenings-2017/history-of-l-a-screenings/

CBSI Bolstered By The FBI



CBS Studios International is bringing fast-paced dramas, star-studded comedies, and heartwarming stories to NATPE Miami.

From Emmy Award-winner Dick Wolf, **FBI** (pictured) offers a glimpse into the inner workings of the New York office of the Federal Bureau of Investigation, where first-class agents utilize their intellect and technical expertise to investigate difficult criminal and counterintelligence cases.

In drama series **A Million Little Things**, a group of friends from Boston receives a wake-up call when one of them dies unexpectedly, leaving the rest of them with the intent to start finally living.

Comedy **Happy Together** follows a thirty-something married couple who reconnect with their younger selves when a cheery young pop star moves in with them and upends their quiet suburban life.

Cedric the Entertainer stars in **The Neighborhood**, a comedy about the friendliest guy in the Midwest who moves to Los Angeles, only to learn that not everyone there is keen on his manners.

In the funny and feminist reboot of **Charmed**, three sisters discover that they are witches and vanquish supernatural demons.

The Code showcases the military's brightest minds inside and outside the courtroom, where each attorney is trained as a prosecutor, a defense lawyer, an investigator, and a marine.

In **Blood & Treasure**, an antiquities expert and an art thief partner up to catch a ruthless terrorist who uses stolen treasure to fund his operations.

Chateau Tower Suite 1426
www.cbssi.com

**DON'T MISS
TOMORROW'S EDITION
OF VIDEOAGE DAILY
AT NATPE MIAMI**

A+E Shares Jesus His Life

With a content portfolio extending across platforms and genres, A+E Networks is in Miami highlighting factual series, formats, and TV movies.

Mixing scripted drama and documentary interviews with historians and faith leaders, each episode of **Jesus His Life** (pictured) is told through the eyes of the men and women closest to him: Joseph, John the Baptist, Mary Magdalene, and Pontius Pilate, among others.

Set in New Orleans, **Nightwatch** follows several first responders in the emergency medical services unit as they cover the unpredictable overnight shift, an intense period in which they battle time and circumstance to save lives.

Documentary series **Watergate** chronicles the infamous scandal from its first signs in the Nixon administration to the after-effects of his resignation, with commentary from political and legal figures involved in the scandal. Academy Award-winning director Charles Ferguson produces and directs.

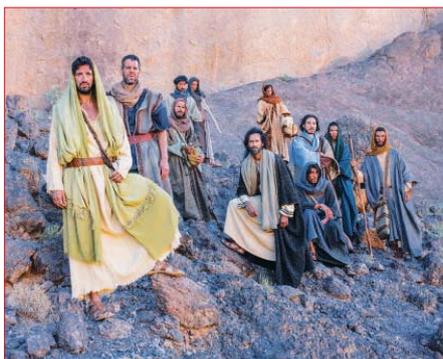
The Clinton Affair asks: Was there a vast right-wing conspiracy against the Clintons? The six-part documentary series explores the sequence of events that divided Americans along and within party lines when it came to the Clintons and Monica Lewinsky.

A modernized version of the 1996 made-for-TV movie **No One Would Tell** depicts physical and emotional abuse in teenage relationships. Single mother Laura witnesses her daughter's troubled relationship and must fight for justice when her daughter goes missing. Shannon Doherty and Mira Sorvino star.

TV movie **Love In The Vineyard** tells the romantic story of real estate executive Molly, who abandons her vintner boyfriend and moves to New Mexico when an old girlfriend of his appears saying that he is the father of her child.

Hosted by David Tutera, **Big Live Wedding Format** offers deserving couples the weddings of their dreams. Each episode allows viewers to learn how each couple overcame the odds and fell in love, leading to a series of eight live wedding events.

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



Viacom Finds True Love



Viacom International Media Networks brings a bundle of dramatic thrillers, romantic comedies, and live-action teen series to the Fontainebleau for NATPE Miami.

In drama/thriller series **Campanas en la noche**, Omar flees Patagonia with his baby daughter after being unjustly accused of his wife's murder. After 15 years, Omar finishes high school, where he falls in love with his teacher, a young woman who is the only witness to his fugitive departure so many years ago.

Comedy series **100 Days To Fall In Love** (pictured) follows two friends who each make a deal with their husbands to take a break from their marriages. After 100 days, the couples must decide whether to stay together.

In scripted gaming series **Noobees**, Silvia starts her own E-Sports team to help her brother compete in the Professional League of Video Games. Nobody knows that Silvia has her own incredible powers that give her an edge over the other contestants.

Live-action kids' series **Club 57** time-travels with Eva and Ruben back to 1957 as they accidentally mess with past events. When the siblings return to the present, life as they know it has changed: their parents have divorced and their little brother no longer exists.

Rise of the Teenage Mutant Ninja Turtles brings together the iconic band of brothers, Leonardo, Raphael, Donatello, and Michelangelo, reimagining the characters in a fresh new way. They take on new adventures with new allies, enemies and mystical powers.

Can parents really put a price tag on their children's happiness? **Billionaires** looks at extremely wealthy families who satisfy every whim and fancy for their children.

Dating game show **True Love or True Lies?** asks that eternal question: What makes a perfect couple? Romantic duos compete at a luxury villa to be crowned as the perfect couple, but in the process viewers learn who's a liar and who's not in love.

Versailles Tower Suite 762
b2b.viacom.com

MONZÓN

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170
160
150
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160
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13 x 60'

Biographical drama series that follows the astonishing life and tragic end of international boxing celebrity, Carlos Monzón.

*

Disney Media Distribution Latin America

PampaFilms

Calinos Offers The Forbidden Fruit



Based in Istanbul, Turkey, Calinos Entertainment hits the international market with soap operas and drama series in tow.

Forbidden Fruit (pictured) focuses on sisters Yildiz and Zeynep as they pursue different paths in life. With a strong ethical conscience, Zeynep strives for a successful career. Meanwhile, marriage-minded Yildiz wants a rich husband to sweep her off her feet.

Family drama **Our Story** shares Filiz's struggle as she takes care of her five younger siblings and their alcoholic father. Busy with attending to family matters, Filiz thinks she has no time for love. Until she meets Baris, a mysterious young man who does his best to win Filiz's affection and become part of her family.

Woman tells the tale of Bahar, a single mother with two children. The drama series follows her, as well as other women, who sometimes help and sometimes undermine each other, to offer different perspectives on motherhood.

Booth 410

www.calinosentertainment.com

Zee Endures Bullets and Blood

Mumbai-based Zee Entertainment Enterprises is in Miami Beach with Global Content Hub by Zee, its international content library featuring family dramas, factual documentaries, and lifestyle series.

Soap opera **Begusarai (Bullets and Blood)** tells the story of rival families battling for money and land (pictured). At the center of the drama is Bindiya Thakur, whose five grown sons are being



Mediaset Trades Love and Sacrifice



Italy's Mediaset Distribution is presenting season two of crime series **Code Name Solo**. Marco's undercover mission to infiltrate the Corona family gets even more complicated when the boss's daughter, Agata, is kidnapped, and Marco goes against orders to save her.

Love And Sacrifice (pictured) takes place among the Carrara marble quarries during the last year of the Belle Epoque and continues throughout World War I, when the period drama's protagonists live out their passions.

In **Ultimo – Chasing Narcos**, the infamous police captain is enlisted for a dangerous mission that brings him toe to toe with Italian organized crime and a Mexican drug cartel.

The life of Pope Francis is the subject of **Call Me Francesco – The People's Pope**. The biographical miniseries portrays Jorge Bergoglio's early days until his election as pope and bishop of Rome.

A modern-day heroine, **Aurora** fights for her freedom and independence from those who are unjustly plotting against her.

Set in the '50s and '60s, family saga **A Matter of Respect** chronicles the adventures of Tonio and Santi Fortebracci, two brothers whose lives have taken different paths toward justice.

In paranormal series **The Chosen**, Gabriel teaches the history of religions. Joined by his friend and psychotherapist Claudia, he is tasked with investigating the boundaries between science and faith.

Meeting Table 38

www.mediasetdistribution.com

groomed to rule. The soap is also available in Spanish.

Romantic drama **Ishq Subhan Allah (Love — Oh My God)** chronicles the journey of Kabeer and Zaara, two individuals who are total opposites but are forced to marry. Will they be able to adapt their perspectives to learn from each other?

The Life of Earth from Space is a blue-chip documentary exploring the transformation of planet Earth from its inception to the present day, with visually stunning CGI views from international space stations.

Seasons one and two of lifestyle series **Altar'd** prepare soon-to-be brides and grooms as they

All3media Offers The Cheat

London-based All3mediaInternational is at NATPE to license a varied catalog of drama, comedy, factual, and formats ready for broadcasters and platforms worldwide.

At the helm is **Cheat** (pictured), a psychological drama starring Katherine Kelly and Molly Windsor that showcases an unseemly relationship between a university professor and her student and the devastating series of events that that union sets in motion.

Crime thriller **Baptiste** centers on stubborn investigator Julien Baptiste, who is enlisted by Amsterdam's chief of police to work a case that will entangle him in the city's drug and sex trade.

Season two of **Clique** finds Holly enthralled with Jack, the charismatic and dangerous ringleader of a boy's clique.

Factual entertainment series **Drowning in Plastic** accompanies Liz Bonnin as she investigates the world's plastic problem. Bonnin explores solutions to the global environmental disaster, as well as the future of possible alternatives.

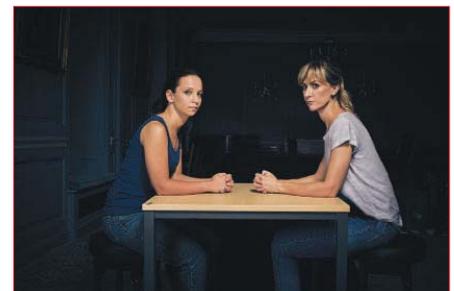
The landmark documentary series **Generation Porn** surveys the modern porn "epidemic" through interviews with the people who watch it, those who star in it, and those who run the business.

In **Gordon, Gino & Fred: Road Trip**, culinary bosses Gordon Ramsay, Gino D'Acampo, and Fred Sirieix drive through their homelands to better appreciate beloved feasts.

24 Hours to Hell and Back also features celebrity chef Ramsay as he works to bring a failing restaurant back from the brink of disaster.

Sorrento Tower Suite 3-1209

www.all3mediainternational.com



work out with fitness trainers to get in shape before their big days. Couples are unable to see each other for the entire 90 days of the process.

Format **Moksha – The Snakes & Ladder Game Show** offers family-oriented games where female team leaders drive their groups through fun and excitement. Based on the classic Indian board game of the same name.

Zee's Sunita Uchil and Jose Sanchez are representing the company at NATPE Miami.

Booth 316

www.globalcontenthub.net

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6-7 April 2019

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Today's Events at the Fontainebleau

Welcome and Opening Remarks

with JP Bommel, NATPE; and Andy Kaplan, NATPE BOD
(Fontaine, 9:30-9:40 a.m.)

Diversity Desert: The Reality Behind the Camera

(Glimmer 1/2, 9:45-10:30 a.m.)

How Wall Street Watches TV

with Alexia Quadrani, JPMorgan Chase; Amy Yong, Macquarie Group; Steven Cahall, RBC Capital Markets; James Marsh, Lionsgate Entertainment; and Michael Nathanson, MoffettNathanson
(Fontaine, 10:30-11:15 a.m.)

Raw Talent

with Dimitri Doganis, Raw; and Liesel Evans, Raw
(Glimmer 1/2, 10:30-11:15 a.m.)

Worldwide Co-Production: The New Business Standard

with Daniela Busoli, Formata Produções; Jarmo Lampela, YLE; Cyrus Farrokh, Propagate; Fabricio Ferrara, Editorial Prensario SRL; Liisa Penttilä-Asikainen, Kaiho Republic; Fredrik af Malmberg, Eccho Rights; and Sergio Gandara, Parox
(Glimmer 3/4, 10:30-11:30 a.m.)

Reimagining Short Form for Television: Getting the Deal Done

with Kaaren Whitney-Vernon, Shaftesbury Entertainment; Sarah North, SoulPancake; Perrin Chiles, Adaptive Studios; and Marc Joubert, Adaptive Studios
(Dazzle, 11:00-12:00 p.m.)

Producing Content Worth Paying For

with James Joyce, Real Vision
(Fontaine, 11:15-11:20 a.m.)

A Marketplace Transformed: New Buyers for Unscripted Content

with Mina Lefevre, Facebook; Bruce David Klein, Atlas Media; David Collins, Scout Productions; John Ford, NPACT; and Greg Lipstone, Propagate
(Glimmer 1/2, 11:15-12:00 p.m.)

Hollywood Dealmakers

with Sandra Stern, Lionsgate Entertainment; Julia Johnson, APA;

Debbie Klein, Paradigm Talent Agency; Nancy Etz, Creative Artists Agency; Susan Gross, Media Strategies International
(Fontaine, 11:20-12:00 p.m.)

Innovating International Co-Productions

with Sunita Uchil, Zee; Rola Bauer, Studiocanal TV; Steven Adams, Buffalo 8 Productions; Pierluigi Gazzolo, Viacom International Media Networks/Telefe; and Tim Mutimer, Banijay Rights
(Glimmer 3/4, 11:30-12:15 p.m.)

In Conversation with Byron Allen

with Jon Erlichman, Bell Media
(Glimmer 3/4, 2:00-2:30 p.m.)

International TV Has Grown Up: A Conversation

with Mark Kaner, 20th Century Fox Television Distribution; and Gerhard Zeiler, Turner Broadcasting System Intl
(Fontaine, 2:00-2:30 p.m.)

Diverse Creators & Global Platforms, with Facebook's Emerging Video Producers

with Karen Comas, Lala Milan, Jenny Lorenzo, and Karla Birbragher
(Glimmer 1/2, 2:00-2:45 p.m.)

Stop Faking It

with Patrick Jager, NBCUniversal; Tim Thompson, Revthink; and Shelley Martell, Fabulous Finishes Designs/Renovation Lifestyles
(Dazzle, 2:00-3:00 p.m.)

Unscripted Executive Meetings with Producers

with Betsy Ayala, Discovery; Avi Armoza, Armoza International Media; Bruce David Klein, Atlas Media; Chanel Pysnik, CNN Original Series; Cisco Suarez, Telemundo Internacional; Cori Abraham, Bravo and Oxygen Media – NBCUniversal; Lauren Gellert, WE tv; Phil Gurin, The Gurin Company; Robert Friedman, Bungalow Media + Entertainment; Vasha Wallace, Fremantlemedia Group; Michael Weinberg, Endemol Shine Group; and Elaine Frontain Bryant, A+E Networks
(Location TBA, 2:00-4:00 p.m.)



What the World is Buying

with Carlotta Rossi Spencer, Banijay Group; Andy Kaplan, NATPE BOD; Armando Nuñez, CBS Global Distribution; Amy Reinhard, Netflix; Sean Cohan, Wheelhouse Entertainment; and Brad Beale, Amazon Studios
(Fontaine, 2:30-3:15 p.m.)

The Power of Engaged Communities

with Carol Hanley, TV Time; David Craig, USC Annenberg School; Laura Molen, NBCUniversal; Joe Kessler, United Talent Agency; Ashkan Karbasfrooshan, WatchMojo
(Glimmer 1/2, 2:45-3:30 p.m.)

The Global TV Demand Awards

with Wared Seger, Parrot Analytics
(Fontaine, 3:15-4:00 p.m.)

The Keys to the Writer's Room: A Scripted Content Master Class

with Jon Erlichman, Bell Media; Christopher Mack, Warner Bros. Digital Networks; and Dante Di Loreto, Fremantle
(Dazzle, 3:30-4:30 p.m.)

International Focus Cocktails

(Fontaine, 4:00-4:30 p.m.)

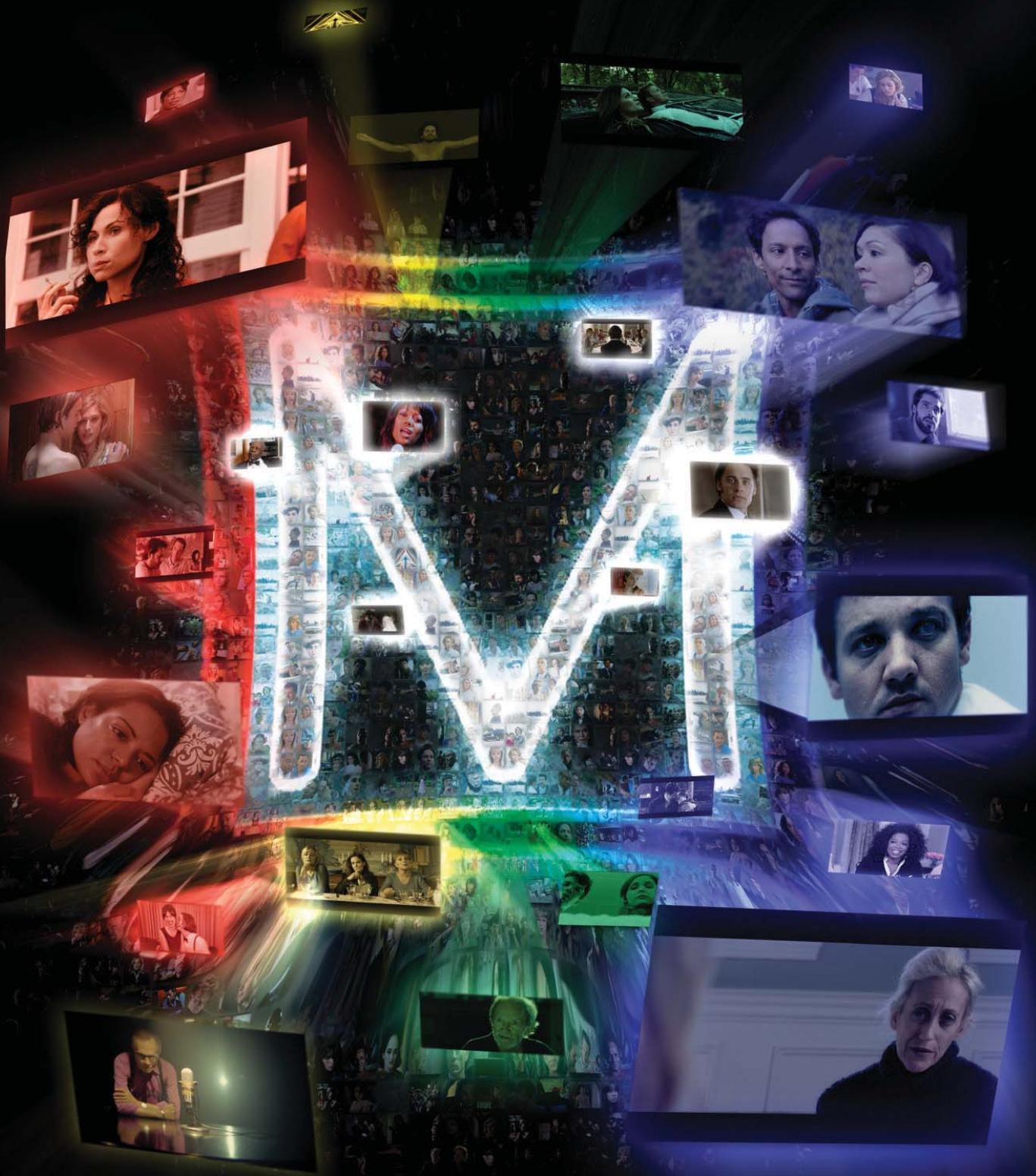
Unscripted Breakthrough Awards

with Kellie Pickler and Ben Aaron, Pickler & Ben
(Glimmer 3/4, 4:30-5:30 p.m.)

Opening Night Party

(Fontainebleau Poolside, 6:00-8:00 p.m.)

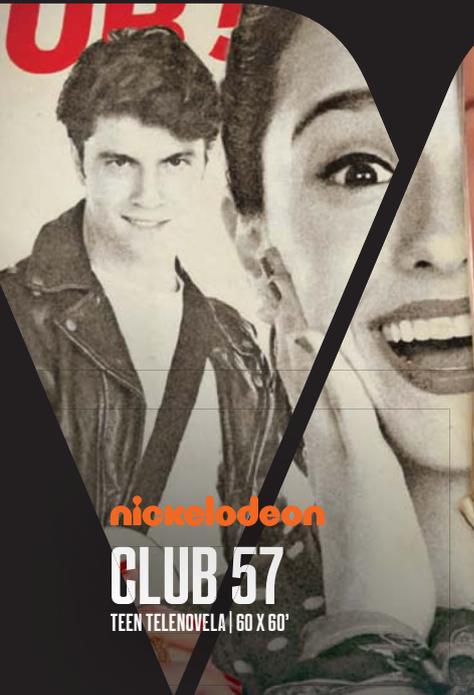
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