

PROGRAMME

BERLINALE

**CO-PRODUCTION
MARKET**

FEBRUARY 12-16, 2022



ACCESS

Welcome to the *Berlinale Co-Production Market*! Some of our programme is specifically meant for certain groups of our guests. The coloured circles indicate which parts are accessible for you. Enjoy your time with us!

- Participants
- Project Representatives
- Visitors
- Online Market Badge Holders

HELP DESK

To help you navigate our online edition, we are available via email, phone and at our [→ Help Desk in Zoom](#).
Help Desk times (Berlin time zone, UTC+1):

Saturday	February 12	9.00–11.00
Sunday	February 13	16.00–18.00
Monday	February 14	10.00–12.30 14.30–15.30
Tuesday	February 15	10.30–12.30
Wednesday	February 16	13.30–14.30

FRIDAY FEBRUARY 11, 2022

ALL TIMES UTC+1 (BERLIN)

12.00–12.15 ○
Visitors Welcome _____ **Visitors Zoom**
with Martina Bleis (*Berlinale Co-Production Market*)
A first intro and a special welcome for all Visitors 2022

12.15–12.45 ○
Visitors Session: International Networking at Festivals – What to get out of a co-production market? _____ **Visitors Zoom**
with Martina Bleis (*Berlinale Co-Production Market*) and Ada Solomon (microFILM, Romania)
Each year, the *Berlinale Co-Production Market* features approx. 35 new feature film projects looking for international co-producers, 10 drama series projects and 10 novels for adaptation, and the event brings together 600 participants from all over the world.
Martina Bleis has worked at the *Berlinale Co-Production Market* since its inception in 2004 and currently serves as Head of the *Berlinale Co-Production Market*. In this session, she will give a quick overview what's on offer here in Berlin, and then, together with Ada Solomon from microFILM, she will speak about the different schemes, and with which projects it makes the most sense to apply.

14.00–16.00 ○
Visitors Meet & Match _____ **Visitors Zoom**
111 Visitor producers from 24 countries, coming through our partner institutions, meet at facilitated roundtables with 8 producers and a moderator each, to introduce themselves and their projects, in 3 rounds with changing meeting partners.

SATURDAY FEBRUARY 12, 2022

9.30–10.00 ○●○●
Opening _____ [→ Livestream](#)
Welcome address by Mariette Rissenbeek (Executive Director Berlin International Film Festival), Lucía Recalde (Creative Europe MEDIA), Claas Danielsen (MDM).

10.00–11.00 ○●○●
Case Study: International Co-Production of ALCARRÀS by Carla Simón _____ [→ Livestream](#)
with María Zamora (producer, Elástica Films, Spain), Carla Simón (director), Giovanni Pompili (co-producer, Kino Produzioni, Italy), Olivier Barbier (international sales, MK2, France)
Moderator: Naomi Levari (producer, Black Sheep Film Productions, Israel and Electric Sheep, Germany)
Not just the fruits had to be ripe – a lot had to come together for this film to happen. In 2019, the project was part of the *Berlinale Co-Production Market* and won the Eurimages Co-Production Development Award. Now, *ALCARRÀS* competes for the Golden Bear. The film's producers, director and sales agent give us insights on how to successfully navigate the delays and constraints that challenged the making of this film.

11.00–13.00 ○●
One-on-one Meetings _____ **Co-Pro Meetings Zoom**
Pre-scheduled one-on-one meetings with the selected projects (Official Selection, Talent Project Market)

14.00–18.30 ○●
One-on-one Meetings _____ **Co-Pro Meetings Zoom**
Pre-scheduled one-on-one meetings with the selected projects (Official Selection, Talent Project Market)

16.00–17.00 ○●○●
Country Session _____ [→ Livestream](#)
Canada, Estonia, Mexico, Poland & Norway
Public funders and representatives from 5 selected countries give short overviews and answer concrete questions on co-producing with and accessing financing in their country – one after the other, each in a 5-10-minute moderated interview.
Hosted by Telefilm Canada

17.30–18.30 ○●○●
Speed Matchings _____ [→ Speed Matchings Zoom](#)
Get to know other producers in informal 5-minute meetings



SUNDAY FEBRUARY 13, 2022

9.00–13.00 ○●

One-on-one Meetings _____ **Co-Pro Meetings Zoom**
Pre-scheduled one-on-one meetings with the selected projects (Official Selection, Talent Project Market)

10.00–12.00 ○

Visitors Consultations _____ **Visitors Zoom**
30-minute slots of consultations with invited experts on selected topics

14.00–16.00 ○●

One-on-one Meetings _____ **Co-Pro Meetings Zoom**
Pre-scheduled one-on-one meetings with the selected projects (Official Selection, Talent Project Market)

13.30–14.15 ○

Visitors Session:
You Have My Curiosity – How to Get My Attention? _____ **Visitors Zoom**
with Jan Naszewski (New Europe Film Sales, Poland)
A sales agent talks about what interests him in a project, and what is important to keep in mind when presenting one. What makes a project viable for him? Which kind of projects best to approach him with (and which rather not)?

16.00–17.00 ○●○●

Country Session _____ **→ Livestream**
Philippines, Switzerland, São Paulo (Brazil), The Netherlands & United Kingdom
Public funders and representatives from 5 selected countries give short overviews and answer concrete questions on co-producing with and accessing financing in their country – one after the other, each in a 5–10-minute moderated interview.

17.30–18.30 ○●○●

Speed Matchings _____ **→ Speed Matchings Zoom**
Get to know other producers in informal 5-minute meetings

17.30–18.30 ○●○●

Talk: Balancing Act: Combining Private Investment with Co-Productions _____ **→ Livestream**
with Caroline von Kuhn (Industry and Catalyst Fund at Sundance Institute, USA), Raymond Phathanavirangoon (producer & SEAFIC Lab, Thailand), Myriam Sassine (Abbout Productions, Lebanon)
In co-productions with non-European countries, producers must often manage a combination of their local public funds and international market money to structure their financing. But the expectations and requirements from private investors can be very different from the regulations of public funds, thus creating an at-times difficult balancing act to satisfy both sides. What are examples of conflicts that might arise, and how to navigate through them? How to address expectations properly in order to support a successful cooperation?

MONDAY FEBRUARY 14, 2022

10.00–12.30 ○●

One-on-one Meetings _____ **Co-Pro Meetings Zoom**
Pre-scheduled one-on-one meetings with the selected projects (Official Selection, Talent Project Market)

10.30–11.30 ○●○●

Country Session _____ **→ Livestream**
Catalonia (Spain), Germany, Japan, Ireland, Italy & Taiwan
Public funders and representatives from 6 selected countries give short overviews and answer concrete questions on co-producing with and accessing financing in their country – one after the other, each in a 5–10-minute moderated interview.

12.00–12.15 ○●○●

Awards Ceremony _____ **→ Livestream**
in cooperation with ARTE and Eurimages
The winning projects of the ArteKino International Award and the Eurimages Co-Production Development Award will be announced.

12.15–13.00 ○●○●

VFF Talent Highlight Award – Pitches & Award Ceremony _____ **→ Livestream**
in cooperation with VFF – Verwertungsgesellschaft der Film- und Fernsehproduzenten
Three of the Talent Project Market producers are nominated for the VFF Talent Highlight Award and will pitch their projects and receive a monetary award.

14.00–18.00 ○●

Public Fund Meetings _____ **Co-Pro Meetings Zoom**
Pre-scheduled 15-minute one-on-one meetings with selected public film funds from several countries/regions

15.00–16.30 ○●○● **pre-registration required**

Books at Berlinale _____ **→ Event Info**
in cooperation with Frankfurter Buchmesse and Spain, Guest of Honour at the Frankfurt Book Fair 2022
Moderator: Syd Atlas
Moderated presentation of our 10 selected books with outstanding screen adaptation potential.

17.00–19.00 ○

Visitors Consultations _____ **Visitors Zoom**
30-minute slots of consultations with invited experts on selected topics

19.00–21.00 ○●

One-on-one Meetings _____ **Co-Pro Meetings Zoom**
Pre-scheduled one-on-one meetings with the selected projects (Official Selection, Talent Project Market)

TUESDAY FEBRUARY 15, 2022

9.30–11.45 **by invitation only**

Books at Berlinale – Books on Screen Matchmaking _____ **Books Zoom**
in cooperation with Netherlands Film Fund
Networking with publishers & literary agents

12.00–14.00 **pre-registration required**

Co-Pro Series _____ **→ Event Info**
in cooperation with Norwegian Film Institute
part of Berlinale Series Market
Moderated presentation of 10 international drama series projects. One of the projects is being presented in collaboration with Series Mania.

15.00–19.00 ○●

One-on-one Meetings _____ **Co-Pro Meetings Zoom**
Pre-scheduled one-on-one meetings with the selected projects (Co-Pro Series)

15.00–17.00 ○

Visitors Consultations _____ **Visitors Zoom**
30-minute slots of consultations with invited experts on selected topics

19.30–21.00 ○●

One-on-one Meetings _____ **Co-Pro Meetings Zoom**
Pre-scheduled one-on-one meetings with the selected projects (Official Selection, Talent Project Market, Co-Pro Series)

WEDNESDAY FEBRUARY 16, 2022

10.00–12.30 ○●

One-on-one Meetings _____ **Co-Pro Meetings Zoom**
Pre-scheduled one-on-one meetings with the selected projects (Official Selection, Talent Project Market, Co-Pro Series)

14.00–18.30 ○●

One-on-one Meetings _____ **Co-Pro Meetings Zoom**
Pre-scheduled one-on-one meetings with the selected projects (Official Selection, Talent Project Market, Co-Pro Series)

14.00–15.00 ○●●●●

Casting Case Study:
Finding the Best Actor in the World _____ → **Livestream**

Talk in cooperation with efp – European Film Promotion with Yngvill Kolset Haga (casting director, Norway), Andrea Berentsen-Ottmar (Oslo Pictures, Norway), Pippa Harrison (Spotlight, UK) Moderator: Tanja Georgieva-Waldhauer (Elemag Pictures, Germany) How can a film with an emerging actor in the lead role become successful? How does the film become a true discovery? Is it all about faith in the director? Is it the audience's desire to see new faces? Or is it the work of the casting director who has combined the talents of the director and actors? And what can a producer do to best navigate the film's development? Case Study about the casting of *THE WORST PERSON IN THE WORLD*, directed by Joachim Trier.

15.00–15.30 ○

Visitors Wrap-Up _____ **Visitors Zoom**
Have a coffee with our team and tell us about your week.

19.30–21.00 ○●

One-on-one Meetings _____ **Co-Pro Meetings Zoom**
Pre-scheduled one-on-one meetings with the selected projects (Official Selection, Talent Project Market, Co-Pro Series)

Thank you to our supporters and partners:



BERLINALE CO-PRODUCTION MARKET

Berlinale Co-Production Market
Berlin International Filmfestival
Potsdamer Platz 11
10785 Berlin
Germany

Tel +49 30 2 59 20 517
coproductionmarket@berlinale.de
www.berlinale-coproductionmarket.de

Executive Director: Mariette Rissenbeek
Artistic Director: Carlo Chatrian

A division of Kulturveranstaltungen
des Bundes in Berlin GmbH



The Berlinale Co-Production Market 2022 is part of the EFM.

