FAQ
Berlinale Co-Production Market
Submissions for Feature Film and Drama Series Projects

General Requirements
Who can apply? Projects can only be submitted by **production companies**, not by individuals or sales companies. It is not possible to apply without a producer on board. *When and how can a production company apply?* Our project submission period is **between mid-August and 16 September (feature film projects) / 1 October (Co-Pro Series).** During this time, the link to the respective online application forms is active on our website. You are invited to submit your project if it complies with our requirements and if you can provide the required materials on time. Please find the project criteria and further details on the project submission below and on our website.
Co-Production Experience: If you want to submit a feature film project, you need to have completed an international co-production before. This is not required for drama series project submissions. *Which **international co-productions** need to be listed in the submission form?* The production company must have completed at least one international co-production before submitting a project to the Berlinale Co-Production Market. Therefore, please list previously finished international co-production projects of the production company submitting the project. (Please list: TITLE, DIRECTOR, PRODUCTION COUNTRIES and PRODUCTION COMPANIES YEAR, Notable Festivals/Awards/Releases). Minority co-productions also count, as do co-produced feature-length documentaries. If the production company is about to finish their first international co-production within the next months, you can also name this project in the submission form, clearly indicating when the film is supposed to be finished (MM/YY). If you already have a co-producer on board for the project you are submitting, and their company has already completed an international co-production, you can also list the project(s) of the co-producing company, clearly stating the co-producing company that owns this credit. Their experience counts, too. If the producer (or one of the producers) has previously completed an international co-production while working for another production company, you can list the project in the submission form clearly indicating the role of the respective person in the co-production, and naming the producing companies. *Would we still be eligible to apply if this is **our first international co-production**?* Please see above – you cannot apply for the Official Selection if neither the producer nor co-producers do not have any international co-production experience. Please check if you may be eligible to apply for the Talent Project Market.
Shooting start Sometimes we receive submissions with a very tight timeline. As a rule of thumb, based on our experience, you should allow at least around six months (after the Berlinale Co-Production Market in February) for your newly-found co-producers to acquire support from their national funds, before the project can go into production. Please consider thoroughly if your production schedule allows for this before applying.

We already did a week of shooting…?
Projects which have already started shooting – if the shooting material is supposed to be part of the film – cannot apply for the Co-Production Market. This has to do with the fact that in most countries, your potential co-producers can probably not apply for public funding if a project is already in production.

***How many projects** can we submit?*
You can submit up to two projects, but please bear in mind that a) we can only select one project per company, and b) we are looking for well-developed projects with a solid structure that are ready to be presented at an international level and still have space to involve international co-producers. If you submit more than one such project, please clearly indicate the status of each project's financing, development and the foreseen production timeline (which project is your next in line?).

*What are the **additional costs** if a project gets selected for the Berlinale Co-Production Market? Will the Berlinale arrange accommodation, travel, an accreditation etc.?*
The Berlinale Co-Production Market is meant to be a business meeting place for producers and financiers who are attending the Berlinale anyway. The Berlinale Co-Production Market cannot cover any travel and accommodation costs.

If your project is selected, we will provide the project representative(s) with one or max. two free industry credentials as these are required to access the festival's online services and on-site locations.

*Should we apply for the **Talent Project Market via Berlinale Talents** or for the Official Selection of the Berlinale Co-Production Market, or both?*
If your project fulfils the criteria for the official selection (co-production experience, budget level, financing in place) AND for the Talent Project Market (check application criteria here), you can apply to both the Talent Project Market and the Berlinale Co-Production Market. Different committees decide on the respective selections, so it can make sense to try both options. Of course, a project can eventually only be presented at one of the sections, as both are held in parallel at the Berlinale Co-Production Market.

*Can a project be submitted a **second time** to the Berlinale Co-Production Market?*
We do accept re-applications of projects that were previously not selected. However, the project should have clearly developed further and/or the financing should be more solid.
Please mention these changes clearly in the submission form.

*Can we submit a **documentary project**?*
For the official selection of the Berlinale Co-Production Market, we are looking for fiction projects. We also accept submissions of **hybrid projects** that integrate documentary forms. For classic documentary applications, we recommend checking out specialized documentary markets where you can also meet the right buyers for documentaries.

*Can we submit an **animation** film project?*
We are very happy to look at arthouse animation projects whose producers are looking for partners among the attending, mostly arthouse-focused producers and financiers.
However, we usually do not select kids'/family animation projects. There are also specialized events at the EFM Animation Days where you can submit your project to pitch and meet respective potential partners and decision makers focusing on animation. At the BCPM, there are almost no specialized animation companies attending.

*PARTICIPATION WITHOUT PROJECT: Is it possible to attend **without a project**?*
Yes, absolutely. We accept applications without a project as of early November. You can write us an e-mail and we will send you the link to our application form. Main criteria for us is that your company should have completed at least one international co-production in the last 3 years and that you are looking for new projects to co-produce.
Check our website for more information.

Budget Requirements
(relevant for FEATURE FILM PROJECTS)

*What is **the budget range for feature projects that** can be submitted for the Official Selection?*
We accept budgets between **1 and 20 million Euros**. For a number of countries, we also accept projects with a minimum budget of 600.000 Euros (see "budget exceptions" below). However, if the budget is only slightly lower and your project meets all other requirements, you may submit the project to help us potentially reevaluate our criteria for the future.

***Budget exceptions** 2027:*
We accept projects with a **minimum budget of 600.000 Euros** from **World Cinema Fund supported regions** and countries: Latin America, Central America, the Caribbean, Africa, the Middle East, Central Asia, Southeast Asia and the Caucasus, Bangladesh, Nepal, Mongolia and Sri Lanka.
The exception is **also** valid for projects from Southeast Europe and Ukraine.

Talent Project Market as well as **Co-Pro Series Projects** are entirely open in terms of budget and in terms of financing in place.

*How can we show that **30% of the budget** is in place?*
When submitting your project, please send us a detailed one-page financing plan (see "Materials" section below for more information). Confirmed does not mean 'in your account' but that you have proof that you will definitely receive this money. We might ask for LOIs during the selection process, and you are of course welcome to provide them already with the submission materials.

We do not have 30% yet…
Financing may be pending at the time of the application deadline (due to ongoing negotiations or funding applications awaiting answers), however, the 30% must be confirmed by the time of the project selection during November/December.
Let us know (in the financing plan) the financing you have so far secured and list the expected sums you have applied for/are negotiating. Indicate clearly at which date answers are expected. And please keep us posted in the event of decisive updates.

What kind of financing sources are accepted?
A minimum of 30% of the financing, or at least the local production support from your national film fund, must already be secured.
The amount can include public support, grants, equity investment, presales, in-kind participation, tax credits/cash rebates, own investment and deferments.
Bear in mind that support, grants, presales and equity investment – i.e. market money and third-party interest in your project – add most to the quality of your package.

What does **local production support** mean?
By this, we mean selective production support (not: development support) from your national film funding institution. In some countries, this exceeds 30%. However, if you can prove this production support is confirmed but is lower than 30%, it still counts as a strong backing from your home territory and can replace the otherwise needed 30%.

Berlinale Directors:
*The project's **director had a previous feature film selected at the Berlinale**.*
Projects by directors whose previous film(s) were selected at the Berlinale are eligible even though they do not yet have 30% or the local production support in place yet. With this, we want to support these filmmakers at an early stage. However, there are usually only 3 slots in this section so participation is also subject to selection. If a project by a 'Berlinale Director' fulfills the regular submission criteria and is selected, it can participate in the Official Selection section.

*The project involves a director whose previous **short film** has been selected at the Berlinale. Do we fit in the criteria of the Berlinale Directors Projects?*
The 'Berlinale Directors' section (and the respective budget exception) were established to support the next projects of directors who have already proven themselves in feature films selected for our festival. Shorts directors may be taken into account in exceptional cases.
Previous participation at *Berlinale Talents* or at *EFM* does not count for this section.

Materials

Please make sure to send us all required material in the requested formats. Without these materials, we cannot assess the projects on an equal basis.

*When should the **script** be available?*
You do not need to submit the screenplay but we might ask you for it later on (therefore a full script version should be available upon request). In your own interest, we want to make sure that the selected projects have a viable script at hand at the time of the market, so you can then send it to your meeting partners directly.

*Can a project be submitted without a **treatment**?*
No. We do need a 5-8 pages (max 4500 words) treatment. As much as we would like to read full scripts - there is no time for it in the few weeks we have to assess hundreds of projects. Therefore, a well-written treatment is indispensable for our selection process. Remember that it is in your own interest to submit a well-formatted, reader-friendly document.
Please submit a prose text which details the entire story from the beginning and including the end. Ideally, the main characters, the tone and rhythm of the action also come across in an engagingly written text. Comments on your intent, step outlines, director's notes and storyboards are not part of this text.

Is it possible to send in the full script instead of a treatment?
Not for the feature film projects. We do need both a treatment and a script excerpt (5 consecutive pages; you may send us the full script, but we still require the treatment as well).
For **drama series** projects, you may submit the pilot script instead of the pilot treatment.

Our treatment is 20 pages long. Is it possible to apply with that one?
Please shorten the treatment to approx. 4500 words, which is 5-8 pages in a reader-friendly format. Do not reformat to save pages – it's certainly not an advantage if you are making it hard for us to read your treatment.

Our treatment is two pages long. Is it possible to apply with that one?
In your own interest, no. Please send us a longer treatment to give us a more detailed idea of your project (an exposé of 5-8 pages/ approx. 4500 words in a reader-friendly format).

*Which information should the **financing plan** contain?*
As part of your submission, please upload a detailed financing plan (in tabular form (ExCel) and calculated in Euros) stating precisely:
the **names** of partners/companies attached (sorted by **country**) and the **type of finance** they are providing (e.g. producer's investment/presale (for which rights)/development support/production support/in-kind investment, etc.).
Please use an **extra column** to **indicate clearly** which amounts are **confirmed**/ are applied for/ in negotiations/to be applied, and in such cases, the **timeline** when answers are expected.

What kind of documents can be submitted via the "Additional uploads" section?
If you have further documents that contain relevant information for the assessment of your project – for example a sustainability concept, marketing concept, project dossier, LOIs -, please upload them in the "Additional uploads" section. Please feel free to merge several documents into one single PDF to upload.

Can the documents be submitted in any other language than English?
No. All materials need to be submitted in English.

Further questions? Please contact us: coproductionmarket@berlinale.de