



Visitors Navigation Paper

The *Berlinale Co-Production Market* is the Berlin International Film Festival's service and networking platform for producers and financiers working in international co-productions.

It was designed to meet the specific needs of internationally experienced producers and financiers during our Festival, by offering a central meeting place, great pre-selected projects, good and reliable business contacts and many networking opportunities, plus an interesting information programme.

35 pre-selected projects (out of more than 600 submissions) are in the spotlight, and the 600 registered participants of the *Berlinale Co-Production Market* can request one-on-one meetings with them.

What is a „Visitor“ at the *Berlinale Co-Production Market*?

We only accept producers as official participants who finished at least one international co-production. This is to assure that our preselected projects have useful and fruitful meetings with potential co-production partners and financiers in the very limited timeframe people usually have during the festival.

Nevertheless we are certainly also interested in our “clientele of tomorrow”, producers who do not yet have international co-production experience: We want to provide a training to the international market and offer possibilities for international networking.

Therefore we open parts of our programme by giving access to our framework programme and to some events especially designed for the Visitors.

Who can become a Visitor at the *Berlinale Co-Production Market*?

- You are a producer and you have not yet finished an international co-production (if you did, you can just let us know and register as a “participant”)
- Your national or regional Film Institute or Film Funding Institution is a partner of the *Berlinale Co-Production Market* and recommended you as a Visitor

Please note that the *Berlinale Co-Production Market* cannot cover any travel or accommodation costs and that you need to take care of your own Festival Accreditation or EFM Market Badge via the [Berlinale website](#).



What is the „Visitors Programme“ at the *Berlinale Co-Production Market* in detail?

We design special events for the over 80 Visitors coming from our partner institutions in 10-15 different countries:

- **Visitors Meet & Match:** meet the other Visitors on mixed tables facilitated by an expert to present your company and projects and to immediately start networking!
- **Talks:** representatives of the industry give an introduction to relevant issues in the international market and the relevance of co-production markets

Additionally as a Visitor you have access to the following parts of the market:

- **Case Studies** on international co-productions
- **Country Sessions:** public funders from selected countries inform about the international co-production situation in their respective countries
- **Theme Talks:** roundtable discussions to share experiences on selected topics
- **Speed Matchings:** get to know other participants and guests of the *Co-Production Market* in 5-minute meetings
- **Consultation Corner:** 20 min slots of individual consultation with invited experts on selected topics
- **Cocktails / Receptions:** opportunity to informally meet other industry professionals
- **Access to the Producers' Lounge:** central meeting point of the *Co-Production Market*
- **Access to Books at Berlinale:** pitching event with international and upcoming novels and meeting opportunity with the rights holders

Why should I become a Visitor at the *Berlinale Co-Production Market*?

As a Visitor you can benefit from the networking possibilities provided and establish contacts with international producers from all around the world and along the way increase your know-how on funding opportunities and international co-production.

Please note that as a Visitor, you will not have the opportunity to book meetings with our projects and/or present your project in public and also you will not be part of our official Participants Book - this is reserved for those participants who do have already international co-production experience.

Nevertheless, what we can do is provide you with a list of all 600 official participants of the *Berlinale Co-Production Market* when you arrive at our registration desk. If you are interested in meeting concrete participants you can try to approach them yourselves in due time to set up a meeting, but please note that their schedules will be very busy once they are in Berlin.

You can take the chance to be part of the creative and professional atmosphere which is typical for the *Berlinale Co-Production Market*. There are many opportunities as long as you are ready and pro-active to use them.

We are looking forward to seeing you in Berlin!

The *Berlinale Co-Production Market* Team