



## **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.

36 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

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

We designed a special event for the around 70 visitors coming from our partner institutions in about 10 different countries:

VISITORS MEET and MATCH: meet the other visitors on mixed tables facilitated by an expert to present your company and projects and to immediately start networking!

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 informing 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 of the Co-Production Market in 5-minute meetings)
- 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)

**\*please note** that we cannot cover any travel or accommodation costs and that you need to take care on your own for [festival accreditation](#) via the Berlinale website.

### **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.

Unfortunately, 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 providing 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