



Berlinale Co-Production Market 2021 Visitors Programme - 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 is 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 full-scale participants of the *Berlinale Co-Production Market* can request one-on-one meetings with them.

The Visitors Programme of the *Berlinale Co-Production Market* is targeted at producers who seek to get to know the international market and expand their network globally. In the 5-day event, they receive access to informative sessions, inspiring pitches and productive networking platforms.

To make the participation in the Visitors Programme possible despite the ongoing global health crisis and travel limitations, we are organising the Visitors Programme as an online offering in 2021. We want to keep the event inclusive by going online, although we would much rather welcome you in Berlin in person of course.

Save the date for our Online Visitors Programme: 28 February to 5 March 2021





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

We are very much interested in our “clientele of tomorrow“: producers who do not yet have international co-production experience, but are seeking to expand their network and start co-producing internationally.

While the *Berlinale Co-Production Market* is open only to producers with a certain track record and experience in co-producing internationally, the Visitors Programme gives an exclusive opportunity for beginners to get an insight into this international co-production landscape.

In the framework of the Visitors Programme, we provide a training to the international market and offer possibilities for networking, to support producers that start working internationally. Producers participating in the Visitors Programme receive access to the *Berlinale Co-Production Market* framework programme and to events especially designed for them.

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

We design special events for the over 80-100 Visitors coming from our partner institutions in ca. 15 different countries:

- **Visitors Meet & Match:** meet the other Visitors in mixed rounds 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
- **Visitors Consultation Corner:** 15 min slots of individual consultation with invited experts on selected topics

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:** 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
- **Access to Books at Berlinale:** pitching event with international and upcoming novels

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 already have international co-production experience.



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 “full-scale 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 additionally to being registered in the Visitors Programme, every Visitor needs to be a holder of an **Online Market Badge** to have access to the Visitors Programme. You can register for the badge on the [EFM website](#) . You can benefit from the **regular rate until 31 January**.

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.

To facilitate your networking you will be featured with your profile and contacts in the **Visitors Brochure**.

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 online!
The *Berlinale Co-Production Market* Team

