

Berlinale Co-Production Market 2024

Visitors Programme - Navigation Paper

The *Berlinale Co-Production Market* is Berlin International Film Festival's networking platform for producers and financiers working in international co-production. It is designed to meet the specific needs of internationally experienced producers and financiers during the festival by offering a central meeting place, great pre-selected projects, valuable and reliable business contacts and many networking opportunities, plus an interesting information programme. Approximately 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 the project representatives.

The *Berlinale Co-Production Market's Visitors Programme* is targeted at producers with no prior experience of co-production, who seek to get to know the international market and expand their network globally. They receive access to informative sessions, inspiring pitches and productive networking platforms.

Save the date for the Visitors Programme:

9 February (online kick-off) - *schedule tbc*

16-19 February 2024 (on-location events) - *schedule tbc*



Who is the Visitors Programme at the *Berlinale Co-Production Market* for?

- Are you are a producer, aiming to build your international network and have not yet finished an international co-production? (If you have already finished an international co-production, let us know and register as a “full-scale participant”)
- Is your national or regional Film Institute or Film Funding Institution a partner of the *Berlinale Co-Production Market* and have they nominated you as a Visitor?

If yes, then the Visitors Programme is for you!

Please note that in addition to being registered in the Visitors Programme, **every Visitor needs to be a holder of a Berlinale Festival Accreditation and/or EFM Market Badge**. You can find the [fees and deadlines](#) on the Berlinale website.

What does it mean to be a „Visitor” at the *Berlinale Co-Production Market*?

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 the international co-production landscape.

In the framework of the Visitors Programme, we provide training for the international market and offer possibilities for networking, to support producers who are starting to work internationally. Producers participating in the Visitors Programme receive access to the *Berlinale Co-Production Market* framework programme and to events specially designed for them.

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

We design special events for the over 100 Visitors coming from our partner institutions in approx. 20 different countries:

- **Visitors Meet & Match:** meet the other Visitors in mixed rounds facilitated by an expert to present your company and projects and 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:** slots of consultations 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
- **Books at Berlinale:** pitching event with international and upcoming novels **please note that this requires prior registration and planning in case of interest.*

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

A part of the programme, the **Visitors' Meet & Match**, will be online, to enable our Visitors from all over the world to meet each other prior to the market. The rest of the programme will be on-site in Berlin.

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 networking, you and your hosting institution will be featured with profile and contacts in the **Visitors Brochure**.

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 pro-active and ready to use them. Welcome!



The Berlinale Co-Production Market Team