

Berlinale Co-Production Market 2023

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 4-day event, they receive access to informative sessions, inspiring pitches and productive networking platforms.

Save the date for the Visitors Programme (prep and wrap dates tbc):

10 February (online kick-off) - *date tbc*

18-20 February 2023 (on-location events in Berlin, partly additional digital access to the on-location events)

28 February (online catch-up and wrap/feedback) - *tbc*



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

- You are a producer, aiming to build your international network and you have not yet finished an international co-production (if you have, you can 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 has nominated you as a Visitor

Please note that additionally to being registered in the Visitors Programme, **every Visitor needs to be a holder of a Berlinale Festival Accreditation and/or EFM Market Badge (the Market Badge is recommended for optimum access to online services and contacts).** You can find the [fees and deadlines](#) on the Berlinale website. You can benefit from the **Early Bear rate until 6 December** and the **Regular Rate until 10 January!**

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

We are very much interested in our “cliente 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 100 Visitors coming from our partner institutions in ca. 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 Corners:** 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 as a Visitor, you will not have the opportunity to book meetings with the projects and/or present your project in public and also 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, such as the Visitors' Meet & Match, might be held entirely online, to facilitate for all Visitors to jointly attend together and meet each other already before the physical event. This will be announced in good time.

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.



The current health and safety regulations will apply. Please check the [Berlinale website](#) and overall travel rules regularly.

We are looking forward to seeing you in Berlin!

The *Berlinale Co-Production Market* Team