

WHAT DO BUYERS WANT FOCUS ON 2021 ASIAN BUYERS

APRIL 2021

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driving the
content economy®

DA NENG CULTURE MEDIA CHINA



Hengyi Zhi
Manager

ACTIVITY

Acquisitions • Co-production • Tv Content Buyer • (S)VOD Buyers

DOC

ACQUISITION TERRITORY

Asia : China • India • Japan • Singapore • South Korea **Europe :** Austria • Germany • Iceland • Ireland • Italy • Serbia • Spain • Switzerland • Turkey • United Kingdom **Middle East :** Qatar **Oceania :** Australia • New Zealand **North America :** Canada • U.S.A.

What is your editorial strategy ?

Any programme can tell an interesting story

What type of projects/programs are you looking for ?

General history, Military History, Science

What kinds of sales pitches do you respond best to ?

A distributor should know what kind of programmes we are looking for, and send us a detailed and selected catalogue accordingly. Otherwise general lineups will be ignored.

What are you looking for when working on coproduction projects ?

Content and Financing

GOLDEN-SPREAD ENTERTAINMENTS CO.,LTD CHINA



Lei Jing
General Manager

ACTIVITY

TV Content Buyer • (S)VOD Buyers

DOC

DRAMA

ACQUISITION TERRITORY

Asia: India • Indonesia • Japan • Malaysia • Philippines • Singapore • South Korea • Sri Lanka • Taiwan • Thailand • Vietnam **Europe:** Austria • Belgium • Czech Republic • Danmark • Finland • France • Germany • Greece • Hungary • Iceland • Ireland • Italy • Luxemburg • Netherlands • Norway • Poland • Portugal • Romania • Russia • Serbia • Spain • Sweden • Switzerland • Turkey • United Kingdom **East:** Egypt • Israel • U.A.E. **Oceania:** Australia • New Zealand **Latin America:** Argentina • Bolivia • Brazil • Colombia • Dominican Republic • Ecuador • El Salvador • Mexico • Peru • Uruguay • Venezuela **North America:** Canada • U.S.A.

GOLDEN SPREAD

What is your editorial strategy ?

Acquire foreign films and TV series and sell to Chinese clients.

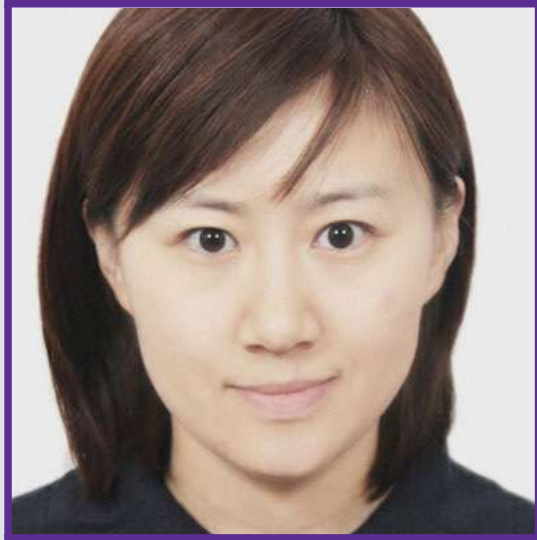
What type of projects/programs are you looking for ?

Action/Adventure/Animated Feature Film, Wild/Nature Documentary, TV series.

What kinds of sales pitches do you respond best to ?

E-mail, sales catalogue.

HUAWEI TECHNOLOGIES CO.,LTD CHINA



Linlin Fu
Business Development
Director

ACTIVITY

Acquisitions • (S)VOD Buyers

KIDS

DOC

DRAMA

ACQUISITION TERRITORY

Africa : Algeria • Kenya • Nigeria • South Africa **Asia** : China • Indonesia • Malaysia • Philippines • Singapore **Europe** : France • Germany • Italy • Netherlands • Poland • Spain • United Kingdom **Middle East** : Egypt • Kuwait • Saudi Arabia **Latin America** : Argentina • Bolivia • Brazil • Colombia • Dominican Republic • Ecuador • El Salvador • Mexico • Peru • Uruguay • Venezuela **North America** : USA

What is your editorial strategy ?

Huawei aims to acquire video content licensors as a buyer to distribute their content on Huawei device and Huawei video platform for global carrier clients.

What type of projects/programs are you looking for ?

VOD programmes including TV series, movies, docs, kids, 4K etc.

What kinds of sales pitches do you respond best to ?

Good content quality, flexible licensing model

JETSEN HUASHI

CHINA



Dan Gao
Animation Acquisition
Director

ACTIVITY

Acquisitions

KIDS

ACQUISITION TERRITORY

Europe : Austria • Belgium • Czech Republic • Danmark • Finland • France • Germany • Greece • Hungary • Iceland • Ireland • Italy • Luxemburg • Netherlands • Norway • Poland • Portugal • Romania • Russia • Serbia • Spain • Sweden • Switzerland • Turkey • Ukraine • United Kingdom
Oceania : Australia • New Zealand **Latin America :** Argentina • Bolivia • Brazil • Colombia • Dominican Republic • Ecuador • El Salvador • Mexico • Peru • Uruguay • Venezuela **North America :** Canada • U.S.A.



What is your editorial strategy ?

Jetsen Huashi Wangju Cultural Media Co., Ltd. (hereafter referred to as «Huashi Wangju») was founded in January, 2010. Burdened with the mission of developing «cultural transmission and interactive digital life in the whole Internet», our company has cooperated with over 1000 production companies from home and abroad. After 8 years of efforts, we have accumulated more than 50 thousand episodes of copyrighted movies and teleplays, cartoons and programs with a total duration of one million minutes, and also carried out digital distribution by way of such media channels as broadcasting and TV, Internet new media and operators.

Jetsen Huashi Wangju has set up a perfect streamline operating system for copyright and new media publicity & development, and built a long-term cooperative relationship with over 1000 production companies, with China Film Group, Wanda, H. Brothers, Stellar, Galloping Horse, HBN and Huace included. By the end of 2015, our company had acquired the copyright of 4000 movies, and purchased more than 100 theatrical movies throughout the year, accounting for 50% of the market share of the theatrical movies. In addition, the company had purchased 35,000 episodes of teleplays, 15,000 episodes of plays that can be sold overseas legally, and 58 episodes in prime time for satellite TV stations, accounting for 30% of the market share, as well as 300,000 minute cartoons, including 100,000 minute HD cartoons.

Jetsen Huashi Wangju's distribution channel includes various kinds of media channels. After the integration of media resources, we have fully covered Chinese mainstream video websites, and succeeded in carrying out operations through China Mobile, China Telecom's biggest wireless content provider and digital TV IPTV OTT across the provinces and cities. After deeply digging up the values of media channels, our company has developed into an industry-wide media cluster, with publicity and development as a whole, and made full efforts to establish an interactive front for entertainment cultural transmission. Due to the opening-up of the industrial chains, the content producers, media operators and end users have established a bilateral interaction. Based on the diversified business scopes, flexible service modes and specialized operation team, Jetsen Hushi Wangju is ready to create a new development future with you!

What type of projects/programs are you looking for ?

High quality Animation series for kids

What kinds of sales pitches do you respond best to ?

Trailer, screener

JY ANIMATION CHINA



Max Lee
Acquisition Executive

ACTIVITY

Acquisitions ● Tv Content Buyer ● (S)VOD Buyers ● Other

DOC

ACQUISITION TERRITORY

Asia: China ● Japan ● Singapore ● South Korea **Europe:** Austria ● Danmark ● France ● Germany ● Ireland ● Netherlands ● Russia ● Spain ● Sweden ● Ukraine ● United Kingdom **Oceania:** Australia **North America:** Canada ● U.S.A.



What is your editorial strategy ?

Acquisition of all genres of great documentaries to distribute in China.

What type of projects/programs are you looking for ?

wildlife, nature history, nature heritages, ecotourism, military, weaponry types of docs.

What kinds of sales pitches do you respond best to ?

WILDLIFE AND NATURE HERITAGE RELATED PITCHING

JY ANIMATION CO. CHINA



Tao Jia
International Contents
Acquisition

ACTIVITY

Acquisitions • (S)VOD Buyers

KIDS

ACQUISITION TERRITORY

Asia : China



What is your editorial strategy ?

JY Animation has been in this business for more than 10 years, besides our tight relations with top Japanese anime contents providers and companies(our largest contents volume percentage), in recent years, JY has paid more attention to international kids animation contents. JY animation has a more than 400 thousand minutes' contents library and we cover all digital distribution channels in China mainland, to make sure our contents are seen by most populations in China. Besides contents' distribution business, JY Animation also has co-production and pre-sale business, so for ppl who have projects in development, you are very welcome to talk to us.

What type of projects/programs are you looking for ?

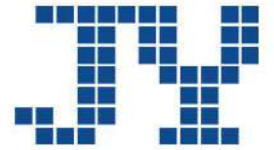
We are mainly looking for kids animation contents for 0-6 years old kids. Besides pre-school contents, contents for 6-12 are on high demand by distributors and VODs crossing all continents, so if you have a project featuring a bit more complicated storylines or you have been stepped up in genres and have something we rarely have opportunities to watch on screen(we embrace diversity), please please contact with me.

What kinds of sales pitches do you respond best to ?

A sale pitch that explains clearly what their content is, in terms of genre, age target group, the story, the format, their creative intention and what do they see this project's success in international market.

JY ANIMATION INC.

CHINA



Qi Yu
Vp

ACTIVITY

Co-production

KIDS

DOC

ACQUISITION TERRITORY

Asia: India • Indonesia • Malaysia • Philippines • Singapore • South Korea • Thailand • Vietnam **Europe:** Austria • Belgium • Czech Republic • Denmark • Finland • France • Germany • Iceland • Ireland • Italy • Luxemburg • Netherlands • Norway • Poland • Russia • Serbia • Spain • Sweden • Switzerland • Turkey • Ukraine • United Kingdom **Oceania:** Australia • New Zealand **Latin America:** Argentina • Brazil • Colombia • Mexico **North America:** Canada • U.S.A.

What is your editorial strategy ?

We continue looking for quality animation/kids projects to do co-pros this year.

What type of projects/programs are you looking for ?

We look for animation and all kinds of kids contents.

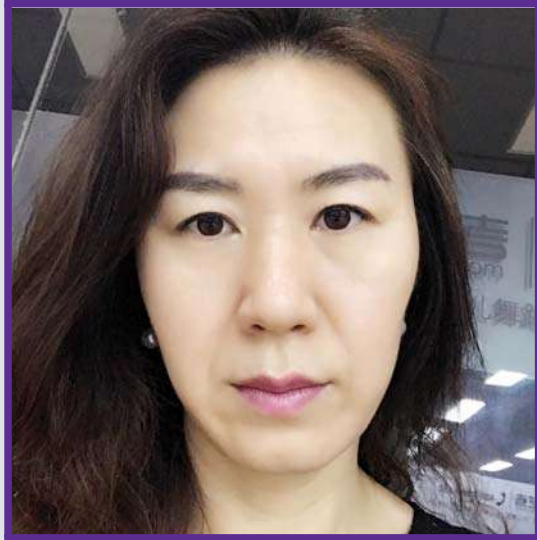
What kinds of sales pitches do you respond best to ?

Pitching session

What are you looking for when working on coproduction projects ?

Projects could be operated in 360 degrees.

KING LAND MEDIA CHINA



Lisa Lee
Acquisition Manager

ACTIVITY

Tv Content Buyer • (S)VOD Buyers

KIDS

DOC

DRAMA

ACQUISITION TERRITORY

Asia: India • Indonesia • Japan • Singapore • Taiwan • Thailand **Europe:** Austria • Danmark • Finland • France • Germany • Italy • Poland • Russia • Sweden • Switzerland • United Kingdom **North America:** Canada • U.S.A.



What is your editorial strategy ?

We mainly buy programmes from all over the world and bring them to China

What type of projects/programs are you looking for ?

Feature film, movie, animation films, documentaries

What kinds of sales pitches do you respond best to ?

Emails, advertisement

MEDIATV INTERNATIONAL SERVICE CHINA



Jing Kang
General Manager

ACTIVITY

TV Content Buyer • Carriage Deal Buyer

DOC

DRAMA

ACQUISITION TERRITORY

Asia: India • Japan • Malaysia • Philippines • Singapore • South Korea • Thailand
Europe: Austria • Finland • France • Germany • Poland • Russia • Switzerland • United Kingdom
Middle East: Egypt
Oceania: Australia
North America: Canada • U.S.A.

MediaTV
International Service

What is your editorial strategy ?

We purchase TV programmes from international partners worldwide.

What type of projects/programs are you looking for ?

What we have purchased most during the past few years are Docs & Factual programmes, as well as TV series.

What kinds of sales pitches do you respond best to ?

We are open and review all kinds of sales pitch.

TIMES VISION CHINA



E Pan

Acquisition Manager

ACTIVITY

Acquisitions • Commissioning Editor • TV Content Buyer
• (S)VOD Buyers

KIDS

DOC

DRAMA

ACQUISITION TERRITORY

Asia: India • Japan • South Korea **Europe:** Austria • Belgium • Czech Republic • Denmark • Finland • France • Germany • Greece • Hungary • Iceland • Ireland • Italy • Luxemburg • Netherlands • Norway • Poland • Portugal • Romania • Russia • Serbia • Spain • Sweden • Switzerland • Turkey • Ukraine • United Kingdom **Oceania:** Australia • New Zealand **Latin America:** Argentina • Brazil • Colombia • Mexico • Uruguay **North America:** Canada • U.S.A.



What is your editorial strategy ?

We buy TV series, feature films and remake rights.

What type of projects/programs are you looking for ?

TV-Series, animations, remakes.

What kinds of sales pitches do you respond best to ?

TV-Series, animations, remakes.

What are you looking for when working on coproduction projects ?

Remake projects

VIRTUAL CINEMA CHINA



Jing Xu
Head Of Acquisition

ACTIVITY

(S)VOD Buyers

DRAMA

ACQUISITION TERRITORY

Asia: China **Europe:** United Kingdom, Portugal



What is your editorial strategy ?

Virtual Cinema runs an online platform which focuses on genre films and TV series, such as horror/thriller, crime/suspense, war, action, sci-fi, etc.

What type of projects/programs are you looking for ?

Genre films and TV series

What kinds of sales pitches do you respond best to ?

Good quality content

WAYS MEDIA INTERNATIONAL LTD. CHINA



Xiaoyin Wei
President

ACTIVITY

Acquisitions • TV Content Buyer • (S)VOD Buyers

KIDS

DOC

DRAMA

ACQUISITION TERRITORY

Europe: France • Germany • Italy • United Kingdom **North America:**
Canada • U.S.A.

Ways Media International Ltd.

What is your editorial strategy ?

We purchase programmes according to the demand of our market, which could be different each year.

We never get enough 'predators' programmes though.

What type of projects/programs are you looking for ?

This year we will purchase programmes for our educational platform.

What kinds of sales pitches do you respond best to ?

Doc: programmes with quality content without too much 'talking head'.

Movies or drama: meaningful stories, no trash.

WEKIDS ASIA LTD CHINA



Sean Chu
Ceo & Founder

ACTIVITY

Acquisitions • Tv Content Buyer • Commissioning Editor

KIDS

ACQUISITION TERRITORY

Europe: France • Germany • United Kingdom **North America:** Canada
• U.S.A.



What is your editorial strategy ?

WeKids is a leading children and family entertainment specialist focused on developing, managing and distributing IP for international markets. To date, WeKids has distributed more than 5,000 episodes of best-in-class kids' programmes to CCTV Kids and all major digital platforms in China, including Franklin, Babar and the Adventures of Badou, Justin Time, 1001 Nights, Slugterra, Jungle Book, Peter Pan, Robin Hood, etc. All these series are promoted by Disney, Nick, Treehouse, Cartoon Network, CBeebies, French 5, Netflix, and have earned multiple international nominations and awards.

Our business involves: producing & co-producing, IP licensing and developing.

What type of projects/programs are you looking for ?

High quality animations for kids.

International artwork or stories, instead of strong regional features.

It would be great if there is a running time on other main broadcasters.

What kinds of sales pitches do you respond best to ?

Wonderful and brief trailer with highlights.

Colourful and detailed bible.

A styleguide for licensing and merchandising is best.

What are you looking for when working on coproduction projects ?

1. Artwork or stories have Chinese elements.
2. Production team welcomes Chinese staff.
3. The work can be registered in China.

HENRY ADVERTISING & MARKETING LTD. HONG KONG



Henry Leu
President

ACTIVITY

Acquisitions • TV Content Buyer

DOC

ACQUISITION TERRITORY

Africa: South Africa **Asia:** India • Indonesia • Japan • Malaysia • Singapore • Taiwan **Europe:** Austria • Belgium • Czech Republic • Danmark • Finland • France • Germany • Hungary • Ireland • Italy • Netherlands • Norway • Poland • Russia • Spain • Sweden • Switzerland • Ukraine • United Kingdom **Latin America:** Argentina • Brazil • Mexico **North America:** Canada • U.S.A.



What is your editorial strategy ?

Buying programmes internationally for China Central Television.

What type of projects/programs are you looking for ?

Documentaries, Movies, Music, Animation feature films

What kinds of sales pitches do you respond best to ?

Documentaries (Wildlife and Nature), Movies and Music (classical music)

I-CABLE ENTERTAINMENT LIMITED

HONG KONG



Pui Ching Cassidy Lau

Controller, Programming

ACTIVITY

Acquisitions • TV Content Buyer

KIDS

DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

Asia: China • Japan • Malaysia • Singapore • South Korea • Taiwan
Europe: France • Germany • United Kingdom
North America: Canada • U.S.A.



What is your editorial strategy ?

i-CABLE is an integrated communications services provider in Hong Kong, commanding a large and influential television viewer and communications service user base in Hong Kong. It owns and operates a near universal wireline telecommunications network in Hong Kong to provide Television, Broadband, Telephony and multimedia services to over two million households. It is also one of the largest producers of television, film and multimedia content based in Hong Kong for distribution over conventional and new media, with a particular focus on news, information, sports and entertainment.

What type of projects/programs are you looking for ?

Focus on lifestyle, travel, food, documentary, science & technology, health & wellness, drama, reality, kids & animation and educational programs.

What kinds of sales pitches do you respond best to ?

Emails and online programme updates

I-CABLE ENTERTAINMENT LIMITED

HONG KONG



Sharon Ng
Assistant Manager

ACTIVITY

Tv Content Buyer

KIDS **DOC** **DRAMA**

ACQUISITION TERRITORY

Asia: China • India • Japan • Malaysia • Singapore • South Korea • Taiwan • Thailand **Europe:** Austria • France • Germany • Ireland • Netherlands • Poland • Spain • United Kingdom **Oceania:** Australia **North America:** Canada • U.S.A.

What is your editorial strategy ?

An integrated communications services provider in Hong Kong, providing Television entertainment via Pay TV and Free TV platforms

What type of projects/programs are you looking for ?

Asian dramas, animation, factual programmes

What kinds of sales pitches do you respond best to ?

Looking for completed programmes



Pui Yu Barbie Yung
Ott Content Executive

ACTIVITY

Acquisitions • (S)VOD Buyers

KIDS **DRAMA**

ACQUISITION TERRITORY

Asia: China • Japan • South Korea • Taiwan **Europe:** United Kingdom
North America: U.S.A.

What is your editorial strategy ?

myTV SUPER is the OTT business unit of TVB group in Hong Kong which was launched in March 2016 and already has over 5.5 million subscribers.

myTV SUPER contains a variety of new features:

Linear Channel: Live broadcasts of over 50 TV channels

VOD: Vast volumes and extensive choices of premiere and classic programmes

Timeshift: Playback of contents broadcast within three hours

*Applicable on TV via myTV SUPER box, (selected 4K quality programmes are available in 4K TV), mobile, tablet and web browser.

What type of projects/programs are you looking for ?

Market visit & new content to explore

What kinds of sales pitches do you respond best to ?

TV content sales, new media content sales, eSports

PROMO GROUP TV HONG KONG



Lanny Albina Huang
President

ACTIVITY

Acquisitions • Tv Content Buyer • (S)VOD Buyers
• Commissioning Editor • Carriage Deal Buyer • Other

KIDS

DOC

FORMAT

ACQUISITION TERRITORY

Asia: China • India • Indonesia • Japan • Malaysia • Philippines
• Singapore • South Korea • Sri Lanka • Taiwan • Thailand • Vietnam

PROMO GROUP TV

What is your editorial strategy ?

Our Company, Promo Group TV, sources and acquires worldwide and international programmes and content that are "storytelling" based, in HD and 4K format, along with virtual reality 360 format. We buy history, science, art and space related genres that are educational to young viewers of 12 years and under. We are interested in sourcing and acquiring high production immersive programmes to show to young viewers in Hong Kong, Macau, Thailand, China, Malaysia and Philippines, South Korea etc. Our website: www.promogroup.tv

What type of projects/programs are you looking for ?

Our Company, Promo Group TV, are looking for projects that are 4K based or Virtual Reality (VR) based with strong "storytelling" and immersive for young viewers and children. We are interested to work in terms of co-production for high production immersive VR projects. Please check our website: www.vr-educate.com

What kinds of sales pitches do you respond best to ?

We want to see the programme or content in either promo or screener link. It is easier for us to preview screener's links with a simple synopsis first and the duration. Then, once our Content Team selects the programme, they will get in touch with the suggested terms and a sample contract. If the sales pitch does not have any promo or screener, it is very hard to move forward.

What are you looking for when working on coproduction projects ?

We are looking for partners who understand the market, understand the "storytelling" of the project, and understand the target the project is aiming for. From our experience, a good storyboard with illustrations and simple writing will ensure our co-operation for a successful co-production project.

RADIO TELEVISION HONG KONG

HONG KONG



Chi Hang Mak

Principal Acquisition
Officier

ACTIVITY

Acquisitions • Tv Content Buyer

KIDS

DOC

FORMAT

ACQUISITION TERRITORY

Asia: China • Japan • Singapore **Europe:** France • Germany • Poland
• United Kingdom **Oceania:** Australia **North America:** U.S.A.



What is your editorial strategy ?

Having launched our DTT Channel four years ago, Radio Television Hong Kong is actively looking for top quality productions from around the world for our TV audience in Hong Kong.

What type of projects/programs are you looking for ?

Being the only public broadcaster in Hong Kong, we very much focus on factual and Children TV contents from the global TV market.

What kinds of sales pitches do you respond best to ?

Providing us with a newsletter and video trailer would allow us to evaluate whether a title can fit into our TV channel.

YOBOHO NEW MEDIA INDIA



Anuradha Javeri
Creative Director

ACTIVITY

Commissioning Editor • (S)VOD Buyers

KIDS

ACQUISITION TERRITORY

Africa: South Africa **Asia:** China • India • Indonesia • Japan • Malaysia • Philippines • Singapore • South Korea • Sri Lanka • Taiwan • Thailand • Vietnam **Europe:** Austria • Belgium • Czech Republic • Denmark • Finland • France • Germany • Greece • Hungary • Iceland • Ireland • Italy • Luxemburg • Netherlands • Norway • Poland • Portugal • Romania • Russia • Serbia • Spain • Sweden • Switzerland • Turkey • Ukraine • United Kingdom **Middle East:** Israel • U.A.E. **Oceania:** Australia • New Zealand **Latin America:** Argentina • Bolivia • Brazil • Colombia • Dominican Republic • Ecuador • El Salvador • Mexico • Peru • Uruguay • Venezuela **North America:** Canada

YoBoHo

What is your editorial strategy ?

We create/produce and acquire kids content for digital platforms.

What type of projects/programs are you looking for ?

Looking for preschool and non-verbal 3D or 2D animated shows.

What kinds of sales pitches do you respond best to ?

A complete bible with a vision of the series.

What are you looking for when working on coproduction projects ?

Looking for specific rights, global concepts, distribution and good quality work

PT CAKRAWALA ANDALAS TELEVISI (ANTV) INDONESIA



Otis Hahijary
Vice President Director

ACTIVITY

Acquisitions • Co-production • Tv Content Buyer

KIDS

FORMAT

DRAMA

ACQUISITION TERRITORY

Asia : India • Indonesia • Japan • Malaysia • Philippines • South Korea • Taiwan • Thailand • Vietnam **Europe :** Finland • France • Portugal • Romania • Russia • Spain • Turkey • Ukraine • United Kingdom **Middle East :** Egypt • Lebanon • Qatar • Saudi Arabia • U.A.E. **Latin America :** Argentina • Brazil • Colombia • Mexico • Venezuela **North America :** Canada • U.S.A.



What is your editorial strategy ?

We are a national television free to air that established since 1993 in Indonesia. We are family entertainment channel skewing to female audience.

What type of projects/programs are you looking for ?

1. Commissioning
2. Acquiring finish product (Series, Animated Series, Movies,etc)
3. Acquiring scripted & unscripted formats
4. Looking some co-production

What kinds of sales pitches do you respond best to ?

We use format animation and co-production.

TOHOKUSHINSHA FILM CORPORATION JAPAN



Kinuyo Taira
General Manager

ACTIVITY

Acquisitions • TV Content Buyer • (S)VOD Buyers

DRAMA

ACQUISITION TERRITORY

Asia: China • Japan • Singapore • South Korea **Europe:** Danmark • Finland • France • Germany • Hungary • Ireland • Italy • Netherlands • Norway • Russia • Spain • United Kingdom **Oceania:** Australia **Latin America:** Colombia • Mexico **North America:** Canada • U.S.A.



What is your editorial strategy ?

Acquisition and distribution of feature films & TV programmes in Japan.
Operation of channels on BS/CS satellites.

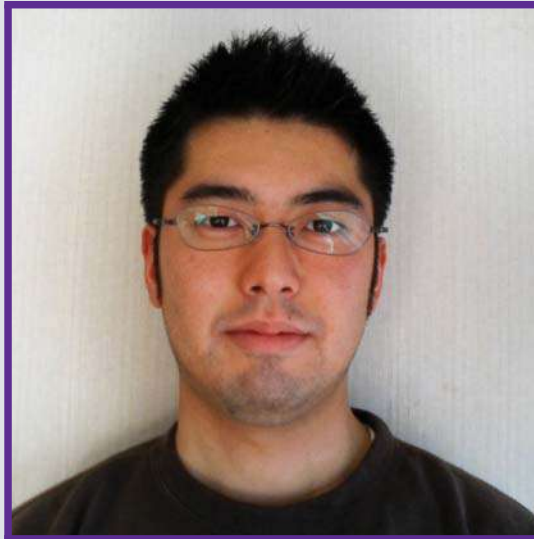
What type of projects/programs are you looking for ?

Foreign TV dramas (on 1st run basis in Japan) and library feature films.

What kinds of sales pitches do you respond best to ?

Written materials and link to screeners via e-mail.

TRANS WORLD ASSOCIATES, INC. JAPAN



Masa Omiya
President

ACTIVITY

Acquisitions • Tv Content Buyer • (S)VOD Buyers

DRAMA

ACQUISITION TERRITORY

Asia : Japan North America : Canada • U.S.A.



What is your editorial strategy ?

We acquire high quality TV movies, mini-series, documentaries, feature films and animations for the Japanese market (DVD, TV, VOD and theatrical rights). As a distributor, we work with several broadcasters and VOD companies. We are looking for a wide range of programme categories.

What type of projects/programs are you looking for ?

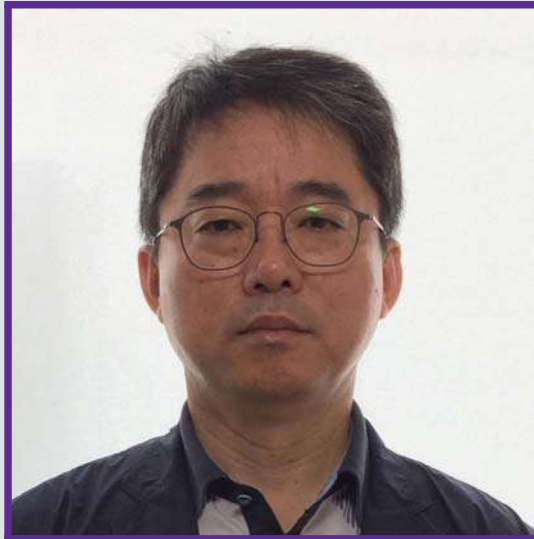
We are looking for completed programmes or programmes in the final stages of production.

What kinds of sales pitches do you respond best to ?

We would like to check genre, trailer, key art or stills, stuff & cast info, so we always appreciate receiving emails. We will request a full episode screening link if we are interested.

CNC MEDIA

KOREA, REPUBLIC OF



CR Kim
President

ACTIVITY

Acquisitions • Tv Content Buyer • (S)VOD Buyers
• Commissioning Editor

KIDS

DOC

DRAMA

ACQUISITION TERRITORY

Asia: Japan • Malaysia • Singapore **Europe:** France • Germany • Ireland
• Netherlands • Russia • United Kingdom **Oceania:** Australia **North America:** Canada • U.S.A.



What is your editorial strategy ?

CNC Media is one of the leading distribution companies in Korea. Since its start in 2010, we have licensed many programmes from our overseas partners for Free TV, Pay TV, Home Video, and VOD rights for Korean territory.

We have also been doing business with Korean and international merchandising and documentary production partners since 2015.

What type of projects/programs are you looking for ?

1. Distribution (Documentary, etc)
 - For Free TV, Pay TV, New Media
2. Distribution (Animation)
 - Home Video / VOD / Consumer Products
3. Planning and Commissioner
 - Documentary

What kinds of sales pitches do you respond best to ?

Email newsletter works very well, and Electronic Catalogue is also great for us.

What are you looking for when working on coproduction projects ?

When we are working on Commissioner, we need the following:

- * Commissioner / Co-distribution / Co-funding

EBS
KOREA, REPUBLIC OF



Ji Yeon Lee
Acquisition Executive

ACTIVITY

Acquisitions

KIDS

ACQUISITION TERRITORY

Europe : France • United Kingdom



What is your editorial strategy ?

Educational content and animation for kids

What type of projects/programs are you looking for ?

Animation

What kinds of sales pitches do you respond best to ?

Animation Trends

EBS

KOREA, REPUBLIC OF



Hansuk Um
Acquisition Executive

ACTIVITY

Acquisitions • Tv Content Buyer

DOC

DRAMA

ACQUISITION TERRITORY

Europe: Austria • Finland • France • Germany • Netherlands • United Kingdom
North America: Canada • U.S.A.



What is your editorial strategy ?

I plan to visit company booths that I have kept in touch with for a long time. And then I will try to find new partners.

What type of projects/programs are you looking for ?

I'm going to focus on educational programmes, which will be mainly science and nature contents.

What kinds of sales pitches do you respond best to ?

Just in case, something closely related to my company identity.

KBS MEDIA
KOREA, REPUBLIC OF



Jong Sun Na
Team Leader

ACTIVITY

Tv Content Buyer

DOC

ACQUISITION TERRITORY

Europe : France • Germany • United Kingdom

KBS Media

What is your editorial strategy ?

Our main strategy is to find high quality programmes and make relationships with partners.

What type of projects/programs are you looking for ?

Basically, we want wildlife programmes.

What kinds of sales pitches do you respond best to ?

Best documentary programme of the market

KIM MEDIA

KOREA, REPUBLIC OF



Se Ung Kim
President

ACTIVITY

Acquisitions • Tv Content Buyer

KIDS

DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

Asia : South Korea



What is your editorial strategy ?

Kim Media was founded in 1999 to establish the distribution business in Korea.

Since opening, Kim Media has been doing business with Warner Bros., 20th Fox, Walt Disney and other major companies, along with more than 100 independent media companies all over the world. Domestically, we do business with Theatrical, Free TV, Cable and Satellite TV, VOD, Merchandising and Internet, etc..

What type of projects/programs are you looking for ?

I am looking for wildlife, science, painting, architecture and photo documentaries.

I am now looking for documentary programmes on animals, science, painting and architecture.

Scientific programmes should not just look through the eyes of scientists; they have to lead the Fourth Industrial Revolution in the future. I am seeking high-quality documentaries about the lives of animals, moving stories between animals and humans, and heartbreaking stories of animals and humans.

What kinds of sales pitches do you respond best to ?

Usually sending emails outlining the content offered. If I am looking for that specific content, I can schedule a meeting at one of the markets I attend: MIPTV, LA Screenings, ATF, AFM.

PLUS MEDIA PARTNER KOREA, REPUBLIC OF



Doyoung Oh
President

ACTIVITY

Acquisitions • Tv Content Buyer

DOC

ACQUISITION TERRITORY

Asia : South Korea



What is your editorial strategy ?

PLUS MEDIA PARTNER is primarily engaged in distribution of overseas TV programs from all around the world and supply them to broadcasters in South Korea. PLUS MEDIA PARTNER has established quite an extensive and impressive clientele, exactly built out from the existing networks carefully accumulated for years by each member of the management. It includes, among others, several public channels owned by Korean government and public organization authorities. And terrestrial TV stations, cable & satellite TV channels, IPTV platforms are also our usual business partners.

What type of projects/programs are you looking for ?

Looking for the documentary & factual programs on History, Lifestyle, Nature, Wildlife, Science & Technology, Discovery & Travel, Environment, Military Arts, Music, Culture, Current Affairs, etc.

What kinds of sales pitches do you respond best to ?

It will be the best if my needs are exactly reflected.

UNITED MEDIA

KOREA, REPUBLIC OF



T.J. (Tae Jeong) Kim
President

ACTIVITY

Acquisitions • Tv Content Buyer • (S)VOD Buyers

KIDS

DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

Asia : China • India • Singapore • Taiwan • Vietnam **Europe :** France • Germany • Italy • Netherlands • Poland • Russia • Spain • Sweden • Turkey • Ukraine • United Kingdom **Oceania :** Australia • New Zealand **Latin America :** Argentina • Mexico **North America :** Canada • U.S.A.



UNITED MEDIA

What is your editorial strategy ?

Buying TV contents, movies
Selling TV contents, movies
Producing movies, dramas, and documentaries

What type of projects/programs are you looking for ?

HD Documentary series
UHD 4K programmes
Movies
Animation
Dramas, documentaries

What kinds of sales pitches do you respond best to ?

Movie
Documentary
Animation
Reality
TV drama

MEDIACORP TV SINGAPORE PTE LTD SINGAPORE



Shamala Rajendran
Commissioning Editor

ACTIVITY

Acquisitions • Commissioning Editor

DOC

ACQUISITION TERRITORY

Asia: China • India • Indonesia • Japan • Malaysia • Philippines • Singapore • South Korea • Taiwan • Thailand • Vietnam **Europe:** France • Germany • United Kingdom **North America:** Canada • U.S.A.

What is your editorial strategy ?

Channel NewsAsia Singapore was established in March 1999 by Mediacorp Pte Ltd, and is an English language Asian TV News channel.

Positioned to "Understand Asia", it reports on global developments with Asian perspectives. Channel NewsAsia brings viewers not only the latest news but also the stories behind the headlines.

Based in Singapore, the channel is complemented by an online presence at channelnewsasia.com, and social media services like Facebook, YouTube and Twitter.

Channel NewsAsia (International), was launched in September 2000. It is now viewed in 28 territories across Asia with its satellite footprint stretching across the Middle East, South Asia, Southeast Asia, Northeast Asia and Australia.

Mediacorp is a Singapore-based media company with a complete range of platforms, spanning television, radio, newspapers, magazines, digital and out-of-home media.

What type of projects/programs are you looking for ?

At Channel NewsAsia, we take pride in producing factual content that resonates with our Singapore and regional viewers. And we work hard at building our slate of quality current affairs series and documentaries to accomplish our raison d'être of understanding Asia.

The projects/programmes we look for should have strong Asian themes that reflect the fast-changing, energetic and modern region that we're based in. Adopt innovative ways of telling a story, and welcome thought-provoking programmes that help in the understanding of contemporary issues, the story behind the news headlines, and the historical context we operate in.

What kinds of sales pitches do you respond best to ?

A sharp, concise one to two-pager which gives the logline of the concept, the key characters and the intended treatment. And please do your due diligence by finding out more about the channel, its target audience, the type of genre/content we broadcast and publish.



Yesim Sezdirmmez
Deputy General Manager,
Planning & Acquisitions

ACTIVITY

Tv Content Buyer • (S)VOD Buyers

DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

Africa : Algeria • South Africa • Tunisia **Asia :** China • India • Indonesia • Japan • Malaysia • Philippines • Singapore • South Korea • Taiwan • Thailand • Vietnam **Europe :** Austria • Belgium • Czech Republic • Denmark • Finland • France • Germany • Greece • Hungary • Iceland • Ireland • Italy • Luxemburg • Netherlands • Norway • Poland • Portugal • Romania • Russia • Serbia • Spain • Sweden • Switzerland • Turkey • Ukraine • United Kingdom **Middle East :** Egypt • Israel • Jordan • Kuwait • Lebanon • Qatar • Saudi Arabia • U.A.E. **Oceania :** Australia • New Zealand **Latin America :** Argentina • Bolivia • Brazil • Colombia • Dominican Republic • Ecuador • El Salvador • Mexico • Peru • Uruguay • Venezuela **North America :** Canada • U.S.A.

What is your editorial strategy ?

Kanal7 has aimed to be the family channel of Turkey appealing to general audience through a wide array of content ranging from drama series, female skewed non-scripted programmes, travel shows, cultural programmes, documentaries, foreign drama series and feature films, news and TV movies. Founded in 1994 as a commercial free-to air television, Kanal7 has been the main entertainment brand of Kanal7 Media Group, which also includes thematic news channel (ülke TV), radio stations (Radyo7), video-on-demand platform (Izle7.com) and online news platform (Haber7.com). The basis of Kanal7's broadcast strategy is to present high quality «Daily» drama series to television audience and therefore to offer unique and alternative viewing option through a different content code on prime time, which is dominated by «Weekly» drama series. We produce stories resonating with human heart and appreciating values.

What type of projects/programs are you looking for ?

Our programme preference depends on for which platform we acquire the content. For Kanal7, we mainly focus on scripted drama as ready-made or format, non-scripted formats for daytime (female skewed lifestyle), and feature films (action/adventure/comedy). For our news channel, we acquire factuals and documentaries of all genres especially nature and wild life, current affairs, travel/adventure, social issues, and history . For our video-on-demand service, we look for drama series and films.

What kinds of sales pitches do you respond best to ?

It has always been productive for the sales person to know who we are and what we need. Before pitching, it would be fruitful to make research on our group, platforms and programming. Thereby, he/she will be able to pitch projects that are relevant to us. We prefer reading synopsis or summaries of the stories first and then we would like to see the trailers of the projects. In order to finalize our decisions, we prefer watching full episodes. Keeping us updated on new projects always speeds up the process of acquisition.

SHOW TV TURKEY



Aylin Amber

Director, Content
Planning, Management &
Acquisitions

ACTIVITY

Acquisitions

DOC

FORMAT

DRAMA

ACQUISITION TERRITORY

Europe : Germany • United Kingdom North America : U.S.A.



What is your editorial strategy ?

TV Station

What type of projects/programs are you looking for ?

Feature Films

Documentary Series (Original language: English)

What kinds of sales pitches do you respond best to ?

Free TV Rights



Niam Itani

Trt World Documentary
Acquisitions Manager

ACTIVITY

Acquisitions • Tv Content Buyer

DOC

ACQUISITION TERRITORY

Africa: Algeria • Benin • Cameroon • Central African Republic • Côte d'Ivoire • Democratic Republic of the Congo • Kenya • Morocco • Nigeria • South Africa • Tunisia • Zimbabwe **Asia:** China • India • Indonesia • Japan • Malaysia • Philippines • Singapore • South Korea • Sri Lanka • Taiwan • Thailand • Vietnam **Europe:** Austria • Belgium • Czech Republic • Denmark • Finland • France • Germany • Greece • Hungary • Iceland • Ireland • Italy • Luxemburg • Netherlands • Norway • Poland • Portugal • Romania • Russia • Serbia • Spain • Sweden • Switzerland • Turkey • Ukraine • United Kingdom **Middle East:** Egypt • Israel • Jordan • Kuwait • Lebanon • Qatar • Saudi Arabia • U.A.E. **Oceania:** Australia • New Zealand **Latin America:** Argentina • Bolivia • Brazil • Colombia • Dominican Republic • Ecuador • El Salvador • Mexico • Peru • Uruguay • Venezuela **North America:** Canada • U.S.A.

What is your editorial strategy ?

TRT is a public broadcaster funded by Turkish taxpayers. TRT World is our English language news channel, which is broadcast internationally. We put humanitarian interests at the core of our broadcasts, and aim to cover the effects of major global events on ordinary people, rather than world powers or international institutions. While we are acutely aware of the tragedies that surround us, we are hopeful about the future and seek to spread this hope to our viewers.

What type of projects/programs are you looking for ?

We acquire documentaries and documentary series for two programming slots:

One is Storyteller, a 52-minute show that airs once a week. For Storyteller, we curate one-off titles that address pressing world issues and their effects on people whose voices are rarely heard in mainstream international media. The documentaries must have strong characters and a solid structure - be they story-centric or theme-based. They should fall under the sub-genres of human interest, social impact or environmental issues.

The second slot is 26 minutes long. For this slot, we acquire or commission documentary series that we brand internally as 'light with an edge'. Genres include travel, music, food, and culture, and provide insight into the human stories behind the subject matter.

What kinds of sales pitches do you respond best to ?

Those that reflect distributors have done their homework, are familiar with their content, and our broadcasts. For an initial evaluation we require an email containing a synopsis, a trailer, production year and duration. If the submission seems like a potential fit, we ask for a screener link and further information.

TURKCELL TURKEY



Adem Uysal

Lead Content Manager,
Digital Media &
Entertainment

ACTIVITY

(S)VOD Buyers

DRAMA

ACQUISITION TERRITORY

Europe : Turkey



What is your editorial strategy ?

TV+ is the fastest-growing Turkish TV platform. We are serving via some platforms such as IPTV, Web TV, the apps of iOS and Android and Smart TV's. We have linear TV channels and also a VOD service. We don't operate any inhouse linear tv channels therefore we are only interest in VOD rights of content.

What type of projects/programs are you looking for ?

TV Series with the genre of action, drama, crime, mystery. Successful storytelling is also important for us. Additionally, the audiences want to see some celebrities and familiar faces in the series.

What kinds of sales pitches do you respond best to ?

Newsletter with highlighting a little content.

TURKCELL TV+ TURKEY



Yasemin Aksu
Senior Content Manager

ACTIVITY

(S)VOD Buyers

DRAMA

ACQUISITION TERRITORY

Europe : Turkey



What is your editorial strategy ?

TV+ is IPTV&OTT platform in the territory. More than 150 TV channels are carried on TV+ as well as TVOD/EST/SVOD content is available on TV+.

What type of projects/programs are you looking for ?

Our main focus is dramas at the moment. Especially, European and US produced dramas are priorities. Not interested in Korean, Chinese and/or Indian content due to company's acquisition strategy.

What kinds of sales pitches do you respond best to ?

I'm interested in European and US based drama pitches.

TELEVISION ADVERTISING AND SERVICES CENTER - VIETNAM TELEVISION VIETNAM



Tran Thi thuy linh

Deputy Manager Of
Acquisition And Sales
Department

ACTIVITY

Acquisitions

FORMAT

DRAMA

ACQUISITION TERRITORY

Asia : Japan • Singapore • South Korea • Thailand **Europe :** France
• Netherlands • Russia • United Kingdom



What is your editorial strategy ?

Television Advertising and Services Center (TVAd) is one of VTV's divisions, acting as the sole representative for VTV in all business matters including acquiring, selling or localising TV programmes (Dramas, game-shows, reality shows, documentaries, animations, entertainment shows, feature films, sport and culture events, etc.), formats, selling commercial air time, getting sponsors and other transactions.

What type of projects/programs are you looking for ?

Every year, VTV and TVAd send delegations to attend big markets and exhibitions - namely MIPTV, MIPCOM (France), Shanghai Television Festival (China), TIFFCOM (Japan), ATF (Singapore), HongKong Filmart (Hong Kong), BCWW, Busan Content Market (Korea), etc. - to acquire contents for our channels as well as building and maintaining close relationship with other TV stations, distributors, organizations, etc. We are looking for new contents on formats, game-show, documentaries, animations, dramas, ...

What kinds of sales pitches do you respond best to ?

We prefer hot new hit formats and dramas.



THAOLE ENTERTAINMENT VIETNAM



Sophie Thao Le
Ceo

ACTIVITY

Acquisitions • Tv Content Buyer • (S)VOD Buyers

KIDS

FORMAT

DRAMA

ACQUISITION TERRITORY

Asia : Malaysia • Philippines • Singapore • South Korea • Taiwan • Thailand
Europe : France • Germany • Italy • Spain • United Kingdom

THAOLEentertainment



What is your editorial strategy ?

Thaole Entertainment is a content and channels distribution company.

What type of projects/programs are you looking for ?

Kids Live-action, Edu-entertainment, Arts, and Interactive Programs.
Feature Films, TV Movies, TV Series, Cooking Shows, Lifestyle Programs,
Scripted Formats.

What kinds of sales pitches do you respond best to ?

Face to face sales pitches.

Contact us to prepare your
participation to MIP China
mipchina@reedmidem.com