



**bermuda
international
film market**

GOING INDEPENDENT

The Bermuda Mezzanine Film Market invites writers, directors, producers, investors and distributors to the Bermuda International Film Festival (BIFF)

The explosion of distribution channels such as NetFlix, Amazon Prime, and HULU mean the need for more movies at a lesser cost. New economies are required.

A Mezzanine Film Market “**Going Independent**” is slated for March 8-12th in Bermuda, to guide film professionals in efficient corporate structuring and financing to meet the emerging dynamics and to offer compelling investment opportunities. BIFF FM is hosting a series of discussions during BIFF 2016. These will be intimate forums for industry members to discuss the emerging issues in film economics. Tickets for BIFF FM are available at www.biff.bm.

**BIFF FM Panel Forums from 2:00-4:00 pm
at the BIFF Lounge 46 Reid Street
(between Burnaby and Parliament St)**

Wednesday March 9th

On March 9th there will be a discussion on managing international marketing and broadcast rights for the Americas Cup Event Authority (ACEA) which is holding the next international Americas Cup in Bermuda in 2017. Participants will be treated to a talk about the challenges of running an international sports event that traverses the globe. The logistics and legal issues are complex and exciting.



Dan Barnett is the Chief Commercial Officer for the 35th America's Cup, overseeing the commercial program for the America's Cup Event Authority and ORACLE TEAM USA, including all partnerships with broadcasters and sponsors. Dan joined the America's Cup in San Francisco in 2011 as Senior Legal Counsel and subsequently Vice-President of Broadcast. Prior to this, Dan had worked in Switzerland with UEFA, the European Football Governing Body as well as SEGA (the Japanese-based video game company) and MTV Networks in London. Dan has a degree in Law from Leeds University and he originally trained and qualified as a lawyer in London. Barnett will be discussing his experience in the oversight of the international broadcast rights of the world class brand ahead of the 2017 Americas Cup in Bermuda.

Thursday March 10th

On March 10th a panel of professionals will reveal particulars of the compelling legal structures and mezzanine financing options in Bermuda to manage international royalty streams and achieve administrative efficiency. There will be a case study on what to avoid in international film contracts and financing, to achieve successful film releases and investments. There will be discussion on how the Bermuda Stock Exchange can provide for producers critical 'gap financing' and for investors a means of liquidity.



Steven Rees Davies Partner of Appleby (Bermuda) Limited, will address the benefits of establishing and operating a film company through a Bermuda SAC in a legal context, with the flexibility to maintain current contractual channels, as well as the choice of UK law provisions to protect rights and the implications on intellectual property creation. Rees Davies is a member of the Bermuda Bar Association, the Law Society of England and Wales and the New York Bar Association. Appleby is one of the world's leading providers of offshore legal advice and services. The Group has offices in the key offshore jurisdictions of Bermuda, the British Virgin Islands, the Cayman Islands, Guernsey, Isle of Man, Jersey, Mauritius, and Seychelles, as well as a presence in several key international financial centres. Appleby has been ranked as one of the world's largest providers of offshore legal services by number of lawyers in The Lawyer's 2015 Offshore Survey. Appleby is the Official Law Firm of the 2017 America's Cup.



Sean Smatt is the Senior Vice President of Corporate Banking for Butterfield, Bermuda's largest independent bank. Prior to joining Butterfield, he was Director of Benchmark Bond Issuance at Groupe Credit Foncier in Paris, with responsibility for capital markets operations. Smatt will explain how Butterfield can provide international liquidity management for film companies incorporated in Bermuda. For over 150 years, Butterfield has provided customers with business and corporate services including global banking and foreign exchange services, corporate lending, line of credit facilities, corporate credit cards, and complete custody services. Butterfield is the Official Bermuda Bank of the 2017 Americas Cup and is headquartered in Bermuda, with subsidiary offices in The Bahamas, the Cayman Islands, Guernsey, Switzerland and the United Kingdom.



Greg Wojciechowski is the President & Chief Executive Officer of the Bermuda Stock Exchange (BSX), the world's largest offshore, fully electronic securities market offering a full range of listing and trading opportunities for international and domestic issuers of equity, debt, depository receipts, insurance securitization and derivative warrants. The Exchange has sought to create unique products and services for its niche offshore market, including a "Mezzanine Market" (MM). Greg will address how to access film 'gap financing' through listings on the BSX-MM, which will provide enhanced financial reporting and liquidity to be attractive to global investors in film.



Richard Hobday, Senior Manager in Deal Advisory at KPMG in Bermuda, will be talking about film distribution and global royalty cash flows from his experience restructuring an international film company. KPMG in Bermuda is a professional services firm of over 180 outstanding professionals delivering audit, tax and advisory services across five industries: Insurance, Investments, Banking, Government & Public Sector and to Bermuda's Middle Market through KPMG Enterprise.



Neil Glass, will serve as moderator, is an investment professional and independent director of numerous hedge funds. In his role as Leader of the Bermuda Business Development Agency Asset Management Group, Glass interfaces with senior members of the regulator, government and fund industry on expansion of the Bermuda asset management industry. He is also a founding Member of Wishing Step Pictures Inc., a film production company formed to produce socially-conscious films as a driving force for social change.

APPLEBY



Friday March 11th

On March 11th, there will be a forum on BidSlate®, a premier Global Content Rights Marketplace. This innovative online platform focuses specifically on the independent space. It is crafted to serve as a marketplace for entertainment industry producers and investors alike, to buy and sell distribution rights. Using BidSlate®'s user-friendly platform, the content distributors and exhibitors can purchase territorial distribution rights, with full transaction capability (negotiation, approval, agreement generation, escrow, release of funds).



Roland Rojas is President and Found of BidSlate®, He has 23 years' experience in finance including Institutional Equity Sales and Investment Banking. His true passion is in the entertainment industry He co-founded Hand in Hand Entertainment in 2007 and secured financing for production projects like "Hesher" (featuring Natalie Portman and Rainn Wilson) and "A Late Quartet" (featuring Christopher Walken and Philip Seymour Hoffman). For BidSlate®, Rojas head up day-to-day operations for BidSlate®, an innovative rights bidding online platform. The platform offers full transaction capability (negotiation, approval, agreement generation, escrow, release of funds). Content distributors and exhibitors can purchase territorial distribution rights directly from independent producers to maximize sales potential.



Michael Branco is CEO and founder of Fireminds Ltd, an international IT consulting company based in Bermuda with 30 staff in infrastructure, IT support, software development, mobile app development and web development. His history in start-up companies also includes payment processing company Promisant and IT security company QuoVadis. Branco has been in the IT industry for 15+ years with expertise in software development, cloud solutions, MSP, IT Security and ecommerce. He pursued graduate studies in Computer Science at Stanford University and earned his MBA from Richard Ivey Business School. He is a member of the Young Presidents Organization in Bermuda, and Board Member for the America's Cup Telecom Committee. Branco will be discussing his experience in Hollywood developing a Walk of Fame App and the digital media management. He will explore the potential in Bermuda for mass digital storage and global distribution by fiber optics.



Learn about unique solutions in film royalty administration, strong IP laws and innovative funding through panel discussions with leading industry professionals in finance, legal, accounting and insurance.

For more information on 'Going Independent' contact Shelly Hamill at shelly@hamill.bm Accommodation available at the Southampton Princess through <https://resweb.passkey.com/go/biff2016> or call BIFF at 293-3456

Special thanks to sponsorship from Dale Howe.