

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 catchup 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).** Later this year, you can find the [fees and deadlines](#) on the Berlinale website. In previous years, you could benefit from the **Early Bear rate until 6 December** and the **Regular Rate until 6 January**. Watch out for those!

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

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 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 Book - 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.

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 in Berlin and online!
The *Berlinale Co-Production Market* Team