

# THE INTERNATIONAL FILM BUSINESS


## FILM FINANCE

26 – 29 May 2020

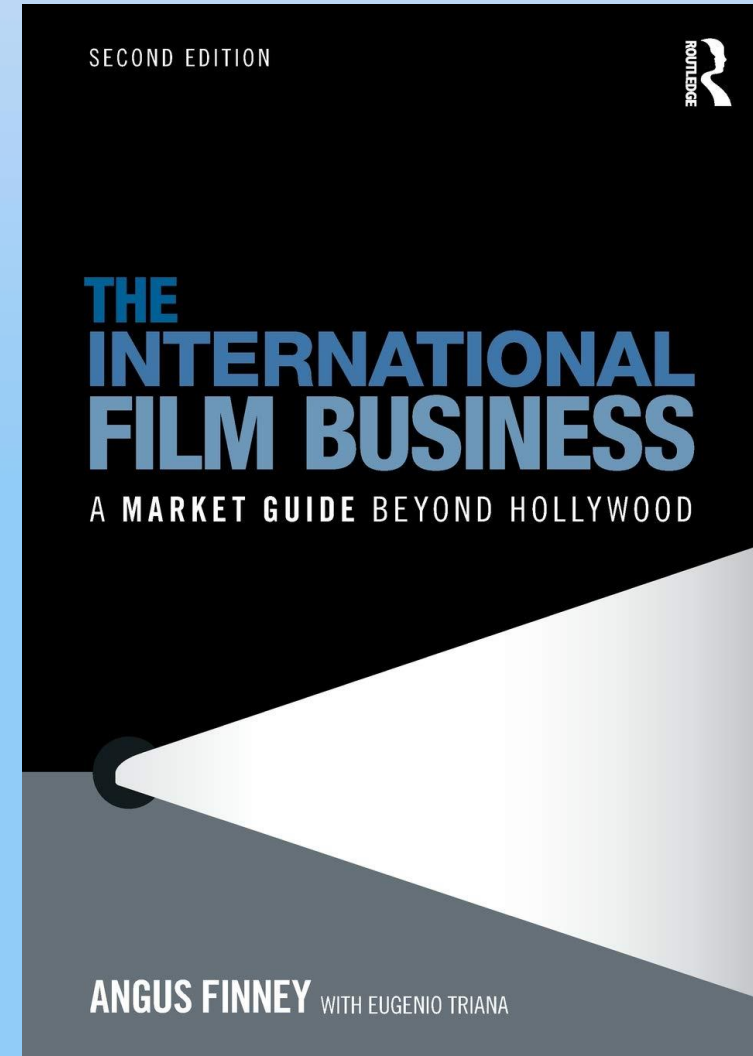
## THE OPPORTUNITY:

**THE INTERNATIONAL FILM BUSINESS** with Angus Finney  
**FILM FINANCE** Module  
Dates: 26th – 29th May, 2020

International film expert – Executive Producer, Lecturer and Author Angus Finney delivers for the first time an exclusive opportunity to learn and discuss with him the core subjects of his renowned programme and best-selling book **'The International Film Business'**. The sessions will reflect the fast evolving changes in the Entertainment Value Chain, to in turn promote solutions and opportunities for those participating in these sessions.



In the first of a series of three modules, (Film Finance Mod 1, Development and Production Mod.2, Marketing and Distribution Mod.3, to follow in July and September), Angus will introduce to participants the key aspects of film **funding**, **co-production** and **recoument** in 8 x 2hrs interactive sessions.



“At last a book for the professional practitioners of filmmaking but accessible to the interested layman. The business of film, past, present and future, are researched in meticulous detail, helpful case studies and valuable personal observations. Most important, the book is full of insights into the digital age of distribution and production with a road map for the future development of the film business. If you are going to buy one book on the international business of film, this is it!”

**Sandy Lieberson**

**Former President of Production at 20<sup>th</sup> Century Fox**

“This book successfully accomplishes what many others on the same topic have failed to do. It not only captures the excitement of the international film industry, but it also delves deeply into its structure and practices. The author uses to full advantage his first-hand knowledge of the film business to develop a comprehensive analysis that will have enduring value for both film insiders and readers that are fascinated by this industry.”

**Joseph Lampel**

**Professor of Strategy, Cass Business School, City University London**

## **FUNDING MODULE sessions will cover:**

### **FILM FINANCE**

- Entertainment Value Chain
- International Sales
- Film Finance: Sources, Plans, Modelling and Recoupment
- Co-Production and co-financing
- Risk Management
- Business Plans and Entrepreneurship Models
- Pitching and Negotiation
- The King's Speech financing and recoupment case study

### **Future Modules to follow in July and September:**

### **DEVELOPMENT AND PRODUCTION**

- Entertainment Value Chain
- Development
- Story Worlds and Genre
- Producing and Production
- Producer Skills
- Creative Management
- Cognitive Bias
- Future Challenges and Career Consideration

### **MARKETING & DISTRIBUTION**

- 1. Entertainment Value Chain
- 2. Marketing
- 3. Festivals and Markets
- 4. Distribution
- 5. Platforms and Streaming
- 6. Exhibition - future of cinemas

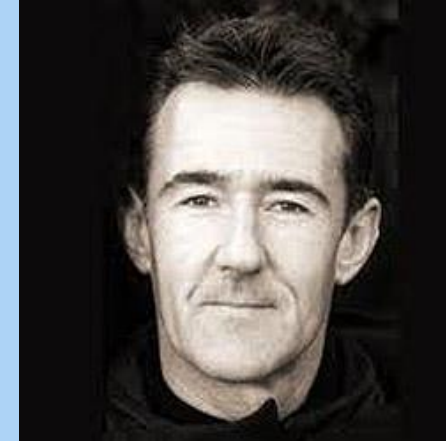


# Angus Finney

Angus Finney is a leading international film and creative industry specialist who has taught and lectured across the world. His work includes MBA-level teaching at **The Judge Business School, Cambridge University** and MA-level Course Directing at **London Film School/Exeter University**. Finney is the manager of Europe's only **Production Finance Market**, hosted by **Film London** annually. His work has recently included acting as a government expert witness in two high profile cases, including the £1bn tax tribunal involving Ingenious Media and HMRC; and has served as an expert witness on a private film finance dispute in Guernsey.

His UK training includes working with **Creative Skillset, Creative England, Film Agency Wales, Film London** and the **Film Distributors Association**; and his professional development work has extended to South Africa, Ireland, UAE, Canada and New Zealand over the past five years. Finney has mentored individual producers, directors and writers, alongside companies and senior managers in the UK, France, Ireland and New Zealand.

Finney's fourth and most recent book is: *The International Film Business – A Market Guide Beyond Hollywood* (Routledge) was published in May 2010. A second edition has been published in October 2014 and is currently being planned for publication in China in 2017. Finney has personally trained more than 1000 film producers/writers and directors, company executives and students since 2005, and delivered master classes and lectures at Judge/Cambridge, Cass/City, Grenoble, London University, the Sorbonne and Copenhagen Business School.



Finney also has considerable **Executive Producer**, practical entrepreneurial and management experience: He was appointed joint Managing Director of **Renaissance Films**, a UK-based development, production, financing and sales company in July 1999, taking over sole MD responsibilities from 2002 - 2005.

Finney is a **Research Fellow** at **Exeter University**, and has a **PhD in Management** from **Cass Business School, City University London**. He has an **MA in Film (Documentary specialism) and Journalism** from **New York University**, a post-graduate Diploma from City University in Newspaper Journalism and a BA from **Sussex University** in **International Relations**.



## DETAILS & REGISTRATION

- **Sessions** to be delivered via ZOOM over 4 days, from 26<sup>th</sup> to 29<sup>th</sup> May 2020:
  - Morning sessions from **11:00am to 1:00pm BST**
  - Afternoon sessions from **2:30pm to 4:30pm BST**
- The programme is targeted to experienced independent film producers and film professionals working in finance, sales, distribution, online.

## HOW TO REGISTER

- Please find further details in our online [Registration Form](#)
- Fee: for 8 x 2hrs Sessions; including Q&A:  
(NOTE: Fees per module of 4 days)
  - £275 + VAT (EARLY BIRD Fee valid until May 4th)
  - £350 + VAT (STANDARD Fee)

Details of any VAT applicable will be included on the invoice.

[Terms & Conditions](#)

