

# Business & Legal

## Moderator and speaker bios

### Panel 1: Enter the Dragons

#### Dr Angus Finney - Author/Executive Producer, Cambridge University

Dr Angus Finney is a world leading film and entertainment business specialist, author, and an executive producer.

His current work includes working with Martin Scorsese's Executive Producer, Niels Juul's LA-based No Fat Ego on a business and strategy plan; Erebus Pictures' successful business raise; mentoring production companies for Creative England and executive producing for Manchester's horror indie Grimmfest and US/UK's Dancing Fox Entertainment. He is an executive producer on the Danish-German film, "Nothing" (theatrically released May 2022) and the Greenland-set series "End of the World." His third edition of The International Film Business: A Market Guide Beyond Hollywood (Routledge), was published in May 2022, and Finney is a regular senior contributor to Variety, the show business bible.



Finney managed Europe's only Film Production Finance Market for 10 years, where more than 100 independent titles were financed. He is the former managing director of Renaissance Films in the 2000s where he worked with Roger Michel (The Mother), Cillian Murphy (Disco Pigs), Neil LaBute (Vapor), Daniel Craig (The Mother), Terry Gilliam, Rose Troche (Safety of Objects) and Emily Mortimer (Dear Frankie) among a range of filmmakers. He has worked for HMRC as an expert witness in the £1 billion film finance tax litigation case re Ingenious Media among various expert appointments over the past decade.

He teaches at Judge Business School, Cambridge University, where he is a Fellow and Coach for the Culture, Arts and Media MBA concentration. He is currently a visiting professor to the Beijing Film Academy, and a Course Director at the UK's National Film & Television School, 2 Creative UK, the Danish National Film School and the British Film Institute. He consults privately for the international media outfit the MediaXchange. He has trained and taught around the world, including New Zealand, China, Ireland, Canada, Germany, Denmark, France, Poland and the UK.

He has published four books, including The State of European Cinema (1996) and The Egos Have Landed: The Rise and Fall of Palace Pictures (1996), and has a PhD in management and strategy from City University London and an MA from New York University in documentary.

His next book is "BINGE – Netflix and the Streaming Wars."

#### Jeremy Gawade - Lawyer, Lee & Thompson

Jeremy is a partner with over 25 years experience in the film and television sectors. Jeremy worked in industry, firstly as a partner in an international film and television distribution company and then as a consultant for various film and production companies, before bringing his diverse film and television experience to Lee & Thompson in 1990 when he founded the firm's Film and Television Groups. He has recently established the firm's Talent Group.



Jeremy has particular expertise in putting together finance, distribution and production/co-production deals for film and television projects. Jeremy increasingly acts for talent based production companies allowing actors, writers and directors a greater degree of ownership and control over their work. He is also uniquely qualified to help clients finance, produce and exploit concert and event specials and other music based film and television programming.

The new UK edition of Chambers and Partners ranks Jeremy as a leader in his field.

## Andrew Lowe - Founder/Co-CEO, Element Pictures

Andrew Lowe co-founded Element Pictures with Ed Guiney in 2001. Element has offices in Dublin, Belfast and London and works across film and television production. As Founder and Co-CEO, his focus is on production and the financing and commercial exploitation of Element's slate.



His most recent executive producer credits include the adaptations of Sally Rooney's novels, *Conversations With Friends*, and critically acclaimed *Normal People*, both directed by Lenny Abrahamson (BBC/HULU); and Nancy Harris' *The Dry* (Britbox/ITV Studios); whilst Shane Meadows' period drama *The Gallows Pole* (BBC/A24) is currently in production.

Previous executive producer credits include award-winning *Room*, directed by Lenny Abrahamson, and Yorgos Lanthimos' *The Favourite*; Sean Durkin's *The Nest*; Phyllida Lloyd's *Herself*; and he produced on Joanna Hogg's *The Souvenir Part II*, which had its world premiere at Director's Fortnight in July 2021.

Current film productions and upcoming releases, which Andrew is a producer on, include Yorgos Lanthimos' *Poor Things*, starring Emma Stone, Mark Ruffalo and Willem Dafoe (Film4/Searchlight Pictures); Stephen Williams historical biopic *Chevalier*, starring Kelvin Harrison Jr. (Searchlight Pictures); Sebastián Lelio's *The Wonder*, starring Florence Pugh (Netflix); and Joanna Hogg's *The Eternal Daughter* (BBC/A24).

Before setting up Element Pictures, Lowe, a chartered accountant, freelanced as a production accountant and was Head of Business Affairs at the Irish Film Board. Andrew is Chair of the IBEC (Irish Employers representative body) Audiovisual Federation.

In May 2022, Fremantle announced its majority stake in Element Pictures, marking a new and ambitious phase of growth for Element.

Andrew is also a director of a distribution company, Volta Pictures, as well as the Light House Cinema in Dublin and Pálás Cinema in Galway.

## Gub Neal - Founder/Creative Director, Ringside Studios

Gub is an Emmy award-winning producer responsible for the internationally acclaimed and BAFTA nominated series *THE FALL*, starring Gillian Anderson and Jamie Dornan, as well as the successful French adaptation, *INSOUPCONNABLE*. His other credits include *THE LAST ENEMY*, *PRIME SUSPECT*, *CRACKER*, and the Prix Italia winner *SUNDAY*. In 2020 Gub established Ringside Studios with Edward Barlow as a joint venture with leading French distributor Newen to create innovative, ground-breaking drama for the UK and international market. *LIAISON*, a six-part international thriller for Apple TV+ starring Eva Green and Vincent Cassel, airs on the 24th of February 2023. Ringside's first project, *MY NAME IS LEON*, aired on BBC2 in June 2022. The 90' film starring Malachi Kirby, Monica Dolan and Olivia Williams garnered great reviews and a consolidated audience of 1.5m. It recently won Best TV Movie at the 2022 C21 International Drama Awards.



Prior to setting up Ringside, Gub was Creative Director and founder of Artists Studio and Box TV. Gub was previously controller of drama at Granada TV, as well as head of drama at Channel 4, where he commissioned shows such as *QUEER AS FOLK* and the BAFTA-winning mini-series *LONGITUDE* and *SHACKLETON*.

## Steven Brown - Group Director of Corporate Development, All3Media

As Group Director of Corporate Development, Steven leads all corporate acquisitions and start-up investments. He works closely with CEO Jane Turton and the rest of the team to develop the group's growth strategy, including expansion into new territories and new content areas.

Prior to joining All3Media in 2009, Steven was a member of the ventures team at UK media investment company, Ingenious Media; he started his career as a strategy consultant with Andersen Consulting. Steven holds an MBA from London Business School, where he specialised in media and venture finance.



## Panel 2: Smart Development Strategies

### Stephen Saltzman - Lawyer, Fieldfisher

Stephen is a leading expert in the field of media and entertainment content and infrastructure assisting high-profile international talent and financiers in navigating complex, high-value deals.

He has extensive experience in domestic and international transactions in the entertainment and media industries. He focuses on innovative and complex international distribution, co-production, and co-financing transactions as well as cross-border transactions involving the creation, production, financing, and/or exploitation of content, and brand building.

Stephen recently advised Chinese studio Huayi Brothers International, which co-bankrolled the largest indie film to complete production in 2020, Roland Emmerich's \$140million Moonfall. In addition, he also recently advised esports team TSM (Team SoloMid) in one of the largest sponsorship deals in the industry with the crypto currency exchange, FTX. He advises a broad range of clients across the media and entertainment spectrum, including US, European and Asia-based producers, production companies, studios, theme park operators, distribution companies, broadcasters, digital content companies (including esports teams), banks, film funds, directors, talent, and authors.

Stephen regularly appears on The Hollywood Reporter's "Power Lawyers Top 100" list and on Variety's "Dealmakers Impact Report", and frequently participates as a featured speaker and panellist in seminars and symposiums in the United States, Europe, and Asia. In addition to his US and Asia experience, he utilises his language capability to develop his German-speaking practice, which is often profiled in various German publications.



### Tolu Stedford - Founder/CEO, Story Compound/Compound Studios

Tolu Stedford is a producer and Co-founder of Story Compound, a creative film, TV and immersive media production company and consultancy developing a talent pipeline with an emphasis on the global majority, including the intersections of disability, neurodiversity, gender and sexual orientation, plugging the skills gap for creative companies, and accelerating commission-ready IP to help UK film, TV and immersive media reach global audiences.

As Co-CEO of the Independent Film Trust and established the Power Talks series, engaging producers, executives and commissioners in productive conversation around increasing diversity and representation in UK film and TV. With Charlotte, Tolu spearheaded the Creative Corridor scheme, sponsored by Sony Entertainment which gives five writers of colour from the UK and five from the US insight into the pitching process in both territories and the workings of international co-productions. The programme has been supported by BBC, Netflix, Merman, Screen Gems and much more.

During her time at the charity, she has supported talent to gain top-level representation, TV format options and commission pitches. Tolu also assists with industry policy and is British Screen Forum's FUTURE LEADER, BFI consultant and Creative Industries Policy and Evidence Centre's INDUSTRY CHAMPION.



### Charlotte Knowles - Co-CEO, Story Compound

Charlotte Knowles is an internationally-focused TV and film executive with experience working in the UK, USA, France, Brazil, Italy, and China. Charlotte's work has appeared on multiple broadcast networks including BBC, ITN, and Arte. Charlotte's achievements as a champion for greater diversity within the screen sector have been covered by UK and US press, and her award-winning term as CEO of the Independent Film Trust saw a range of original film and TV projects develop from script to screen including the Scottish BAFTA nominated documentary Rebel Dykes.



Charlotte is now Co-CEO at Story Compound, a production company and consultancy focused on international TV and film.

## Stu Levy - Founder/CEO, TOKYOPOP

Stu Levy is an international entrepreneur, producer, investor and writer. Founder of the pioneering media company TOKYOPOP, Stu is known for establishing the manga market in North America.



As a producer, Stu has a number of live-action and animated feature films and television shows in various stages of development. He produced English adaptations of television and home video anime series including the hits Initial D, GTO, and Rave Master. His first major studio feature film as Executive Producer was Priest, released theatrically worldwide in 2011 through Sony Pictures.

Stu has directed two feature films (his feature documentary Pray for Japan and his award-winning feature debut Van Von Hunter), the 8-episode docu-reality series America's Greatest Otaku, and several music videos. Stu wrote the Nightmare Before Christmas: Zero's Journey, Princess Ai and Juror 13 graphic novels, as well as Karma Club and Sailor Moon novels.

Fluent in Japanese and a licensed California attorney, Stu served as chair of the Producers Guild of America's International Committee, its Online Video Committee, and the PGA Producers Showcase (ProShow); and as a Board Member of its New Media Council. His philanthropic activities over the years have included Japan's Tohoku tsunami recovery, projects with Make-a-Wish Foundation, and literacy advocacy. Besides speaking at numerous industry events and guest lecturing to students, Stu's a father of two adorable monkeys who have successfully melted him into a helpless blob of putty, a former avid endurance athlete who compared himself to the Energizer bunny sans ears, a very amateur composer, and an iPhone-photo-trigger-happy foodie.

## Ivar Køhn - CEO, Rubicon TV

Ivar Køhn has been CEO of Rubicon TV since May 2022.

Former professional experience includes Head of Drama at the Norwegian Broadcasting Corporation (NRK), Head of the Development and Production Department at the Norwegian Film Institute (NFI), TV-drama & Film Commissioner at the Norwegian Film Fund, Co-owner and Producer at Maipo Film, Head of Development at Swedish Television Drama and Chairman of the Board at Nordic Film & TV Fund. He has also been a writer/creator for three TV-drama productions.



Rubicon TV was founded in 1998 and over the years has distinguished itself as one of Norway's most innovative drama producer – and with the creators in center. "Lilyhammer" became Netflix' first Original and was one of the worlds first drama series made directly for the streaming platform. "Beforeigners" was the first Norwegian production for HBO in Norway. And in between are entertaining series such as "Maniac", "The third eye", "The Councilman", "Lovleg" and "Countrymen". Rubicon TV is now a part of Banijay, which is the world's largest independent content producer and distributor.

## Panel 3: Back to the Future?

### Bertrand Moullier - Consultant, NARVAL Media

Bertrand Moullier has been an independent consultant for the filmed entertainment sector since 2005, when he started NARVAL Media Ltd.

For the past 15 years, he has advised the International Federation of Film Producers Associations [FIAPF] on global trade and business issues in production financing, distribution models and regulatory frameworks affecting the growth of these sectors.



He is also a senior advisor of 10 years to the Independent Film & Television Alliance [IFTA] a global trade association comprising over 200 independent sales, production and distribution companies. Bertrand advises IFTA on trade and regulatory issues in the UK and European markets.

Other NARVAL Media clients have included the British Screen Advisory Council, the International Confederation of Societies of Authors Composers [CISAC], the French Ministry of Culture, Channel 4, the Danish Film Producers Association, the British Film Institute, the World Intellectual Property Organisation [WIPO] and the European Parliament.

Bertrand was educated in France, where he graduated with a Master in history from Paris La Sorbonne in 1985.

## Lise Romanoff - CEO/Managing Director, Vision Films

Lise Romanoff, Managing Director/CEO of Vision Films, Inc. has been in the distribution business for nearly 30 years. Today, Vision Films is a worldwide Distribution company and a direct VOD Aggregator with a library of over 800 independent feature films and documentaries. Domestically, the company issues 2-4 new release titles each month and manage all windows, including limited Theatrical, DVD, TVOD, SVOD, AVOD and Television.



Under Lise's leadership, Vision has developed deep relationships across all of the premium Cable VOD services and digital streaming platforms, both domestically and internationally. The company is an approved content partner to iNDemand, Vubiquity, Dish, Direct TV, Shaw, Rogers, Bell and Telus, FandangoNow, Google Play, iTunes, Amazon Prime, Netflix, The Peacock, PlutoTV and Tubi, just to name a few. Internationally, Vision participates in the all the Film and Television and specialty Sales Markets and has a staff of three sales people that specialize in different parts of the world.

Lise is a long-time IFTA member who has served on its Executive Committee. She is currently active on the Legal Committee and is especially helpful on the definitions of TVOD, SVOD, AVOD/FAST, Content ID, etc. in this fast-pasted changing landscape.

## Johan Christianson - Lawyer, Christianson & Wallentin

Johan Christianson has more than 20 years of experience in legal work within the media/film and television industry. Johan has previously worked as a corporate lawyer at the broadcaster TV4 and was a partner at the law firm Strömberg & Partners. Johan is founder/partner of the Christianson & Wallentin a boutique law specialized in media and copyright law. Johan is regularly hired to represent producers and production companies regarding advice, negotiation and drawing up of all types of agreements regarding the acquisition of rights, financing, production and exploitation of feature films and television productions. Such advice covers both Swedish and international co-productions. Johan has also has extensive experience in negotiating and drawing up agreements regarding sports rights. Christianson & Wallentin has, since many years, been the Swedish Film & TV Producers Association's official external law firm advising the Association and its member companies in various legal, film and television production associated matters.



## Amanda Marks - Key Account Manager, SVOD, AVOD and Film Distribution, Under The Milky Way

Amanda holds a Master's degree in Film Studies from the University Paris 5 Diderot and a Master's degree in Law, Economics and Audiovisual Management from the University Paris 1 Panthéon-Sorbonne (D2A). She first joined Under The Milky Way as an intern for the International Releases Department. She has worked since for several companies as SND, France Televisions and W4tch TV in OTT-VOD development. She is now part of Under The Milky Way as Key Account Manager for S-AVOD.

