

Screen Business Essentials: Navigating Growth COURSE OUTLINE

Thursday 14 November 2024
Online via Zoom

9:00 – 9:30	WELCOME, COURSE OVERVIEW + PARTICIPANT INTRODUCTIONS	Robbie Miles AFTRS <i>Head of Industry and Alumni Engagement</i> Michelle Hardy SPA <i>Industry Programs Consultant</i>
09:30 – 10:45	PROTECTING YOUR INVESTMENT PART 1: NEGOTIATING OPTION + DEVELOPMENT DEALS FOR LONG-TERM SUCCESS - Types of deals: - Shopping Agreements - Option Agreements - Co-Development Agreements - The anatomy of the deal: Option Agreements	Chris Chow Creative Lawyers <i>Managing Director</i>
10:45 – 11:00	Morning Tea Break	
11:00 – 11:45	PROTECTING YOUR INVESTMENT PART 2: NEGOTIATING OPTION + DEVELOPMENT DEALS FOR LONG-TERM SUCCESS The anatomy of the deal: Co-Development Agreements	Chris Chow Creative Lawyers <i>Managing Director</i>

11:45 – 12:15	SUPERANNUATION: NAVIGATING YOUR OWN FINANCIAL GROWTH • How to discharge your super obligations ○ Clearing house processes ○ Payment requirements • Don't forget about yourself: ○ How much is enough? ○ Small business capital gains tax exemptions ○ Staying on top of it	Steven Smith Media Super <i>Senior Stakeholder Liaison & Education Specialist - Workplace Services</i>
12:15 – 12:45	LUNCH BREAK	
12:45 – 13:45	FEATURE FILM FINANCING AND RECOUPMENT PART 1: BUILDING A FINANCE PLAN FOR A \$5M FEATURE FILM • Total budget and QAPE budget • Sources of marketplace finance • Equity investors • Cash flowing the producer offset in the finance plan • Investments versus grants • Profit share versus copyright share • 10% producer offset margin • Breaking down the state spend • Financing models for feature films commissioned by an SVOD	Rebecca Hardman See-Saw Films <i>Head of Legal & Business Affairs Australia</i>
13:45 – 14:45	FEATURE FILM FINANCING AND RECOUPMENT PART 2: RECOUPMENT WATERFALL FOR A \$5M FEATURE FILM • Pro Rata Pari Passu recoupment • Equity investors recoupment positions • Recoupment Schedules ○ ANZ Waterfall ○ ROW Waterfall • Case Studies	Emma Madison Screenrights <i>Head of Commercial & Industry Services</i>
14:45 – 15:15	AFTERNOON TEA BREAK	

15:15 – 16:45

**FINANCING STRATEGY AND FINANCE PLANS FOR
LONGFORM TV SERIES**

- Current financing models:
 - 1 Australian Broadcaster & ROW Distributor
 - 2 Single Source Financing (Streaming)
 - 3 Enhanced Acquisitions
- Marketplace Finance:
 - Licence fees
 - Distribution Advance
 - Pre-sale
- Equity Investments:
 - Screen Australia
 - State Screen Agencies
 - Producer Offset
 - Broadcaster Equity
 - Producer Equity

Emma Fitzsimons
Princess Pictures
Managing Director

Andy Barclay
SPA
*Manager, Business
and Legal Affairs*

16:45 – 17.00

WRAP UP + Q&A

Presented by:

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