

TV BEATS CO-FINANCING MARKET RULES AND REGULATIONS

GENERAL

TV Beats is the drama series strand of Black Nights Film Festival and its summit and trade fair for audiovisual industry professionals, Industry@Tallinn & Baltic Event. The primary target markets for collaboration are the Nordics, the Baltic Sea region, Central and Eastern Europe. Inviting leading broadcasters, VOD platforms, producers, screenwriters, and other industry professionals, TV Beats is the place to meet the key international players in the Baltics.

For the first time, in 2021, the TV Beats Co-Financing Market will present 6-8 series projects in development, primarily from Baltic Sea Countries and Scandinavia. The project presenters will have the opportunity to organise meetings with financiers, partners and broadcasters. The co-financing market will aim for high-quality drama series projects with international sales and distribution potential. As with our established Baltic Event film co-production market, a selection of prizes will be awarded for the best projects in the market.

GOALS

- Select, improve and filter the best series projects with high distribution value that are ready to go into production
- Provide the participants with mentoring and coaching in order to maximize their projects' artistic quality, commercial value and completion potential
- Give experienced financiers, broadcasters and sales companies first-hand access to the quality source material
- Network and introduce participants to producers, financiers, sales agents, development and commissioning partners, and provide additional production, financing opportunities and international attention

FORMAT

Participants of the co-financing market will have the opportunity to take part in preparatory phase workshops which take place partially online and physically pitch and meetings over the participants' stay in Tallinn.

Participants get to take part in workshops that focus on the business side of the series and also get to work with a pitching mentor who will help them to present the project in front of an audience. Participants can also participate in TV Beats masterclasses and listen to different panels and discussions.

ELIGIBILITY AND SUBMISSIONS

The applicants are required to fill in online application forms on the submission website, providing all the requested information and documents, from **June 15th to August 18th, 2021**.

Only the teams of producer, screenwriter and/or director can apply with a complete bible Documents to be provided alongside general information of the application:

- A concept of the series including story arc and visual style i.e photos/moodboard/visuals/illustrations of the project (pitch deck),
- The description or characters and synopsis of each episode
- Screenplay of the pilot episode (if available)
- Biography and filmography of the producer, screenwriter, and director
- Financing plan and Budget outline, including amount of confirmed financing (if available)

PROCEEDINGS AND PROJECT SELECTION

All properly filled and complete applications shall be reviewed by the Selection Committee composed of experts appointed by the Industry@Tallinn & Baltic Event management.

The main selection criteria for the projects are

- *the originality of the concept*
- *international appeal of the story*
- *The past experience of the team*
- *quality of the pitch deck and overall presentation*
- the projects that have some confirmed financing in place have a priority

A maximum of 6-8 projects will be selected to take part in the final project presentation, which will include *preparatory workshops, meeting with the international jury* (consisting of a sales agent, producer and financier), *and a public pitch*.

Special conditions:

- Once selected, participation is subject to payment of an accreditation fee of 150 euros for the first member of the team and 75 euros for the following
- the official language of the market is English
- Industry@Tallinn & Baltic Event covers accommodation, subsistence and mentoring costs of the participants. Please note that the round-trip airfare is to be paid by the participants.

The final selection of the projects will be announced by **October 6th** at the latest directly to the participants as well as communicated further via the festival/industry press. Submission of the film is considered as acceptance of special conditions.

RIGHTS AND THE CHAIN OF TITLE

The Applicant guarantees that it holds the rights relating to the Project, for which the Application is being submitted. In case the Project has numerous producers they amongst themselves have to elect one producer that will serve as the Applicant in regard to these Regulations and will represent them in relations with Industry@Tallinn & Baltic Event. In case the Applicant is the author of the Project, and it is a case of a project co-authorship, the Applicant is required to possess settled property relations over the Project as well as authorization of representation from the other authors. The competent law for the regulation of copyrights in relation to these Regulations is the Law on Copyright of the Republic of Estonia.

APPLICANT'S OBLIGATIONS DURING INDUSTRY@TALLINN & BALTIC EVENT

Each Applicant that gets chosen to participate in Industry@Tallinn & Baltic Event is required to cooperate with the employees and persons of responsibility of Industry@Tallinn & Baltic Event during its entire course. In case the Applicant without justification violates any of his/her obligations stated in these Regulations which he/she had accepted by submitting the Application Form, Industry@Tallinn & Baltic Event management may disqualify the Applicant from further participation in the event.

APPLICANT'S OBLIGATIONS AFTER THE COMPLETION OF THE PROJECT

In the event the Applicant's Project is approved for Industry@Tallinn & Baltic Event, the Applicant guarantees the following:

- The project that has participated in the Co-Financing market shall have an Industry@Tallinn & Baltic Event logo accompanied by the following text in English in the closing credits: "Developed in cooperation with Industry@Tallinn & Baltic Event".

The project that has won one of the presented awards will have additional requirements according to the Contract regulating the use of the Award, which will be concluded after the event between the winner and provider of the Award.

FINAL PROVISIONS

The official language of Industry@Tallinn & Baltic Event is English. In regard to all matters not expressly settled by these Regulations, good business practices and current regulations of Estonia and its entities are to be applied. Any amendments and supplements to these Regulations shall be made by Industry@Tallinn & Baltic Event management. By submitting an Application the Applicant agrees to all provisions of these Regulations.

These Regulations come into effect from the day of their publishing on the webpage of Industry@Tallinn and are effective beginning on the 15th of June 2021.

Approved by Marge Liiske, Head of Industry@Tallinn & Baltic Event