

World Screen
weekly



May 30, 2019

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Crown Media International Distribution & Record TV



In the news



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Expanding its European footprint, [Canal+ Group is acquiring the pay-TV operator M7](#) for around €1 billion. Mediaset, meanwhile, purchased a 9.6 percent [stake in ProSiebenSat.1 Media](#). Viacom's [Pluto TV is building out its European reach](#), launching on Amazon Fire TV devices and Amazon Fire Tablets in the U.K., Germany and Austria. The

beloved comedy [Gavin & Stacey is coming back](#), with a one-off special on BBC One. In Australia, [Network 10 is getting its own version](#) of the buzzy celebrity singing competition *The Masked Singer*.



Event Preview: Conecta FICTION

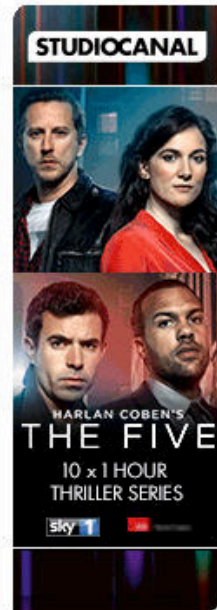
By Alison Skilton

The third edition of Conecta FICTION will take place in Pamplona-Iruña, in the Navarra region of Spain, from Monday, June 17 to 20. The event—comprised of pitching sessions, panels, keynotes, masterclasses, study cases and workshops—aims to stimulate the exchange of ideas between authors, producers and TV channels for the creation, production and broadcast of TV fiction content; encourage business partnerships; and foster co-production agreements between Europe and the Americas.

“Our aim is for the industry to consider us a reference point, where they can truly connect with both talent and industry representatives from Europe and the Americas,” says Géraldine Gonard, director of Conecta FICTION. “But we want these connections to have a very clear goal: to find the best co-production partner, who is, for script necessities, on the other side of the Atlantic.”



The third edition of the event will highlight Chile as the American Focus country and Italy as the European Focus country, with industry representatives from each nation present at the event to showcase their country’s audiovisual talent and offerings. With an attendance expectation of 500 to 600 delegates, Conecta FICTION 3 seeks to maintain the intimacy of its first two editions in order to keep up the high quality and simplicity of the connection-making process.



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The event program offers networking time in the Fiction Box, a space designed for one-on-one meetings between authors, producers, broadcasters, talent or investors looking to link up with one another and bring their production ideas one step closer to the screen. Several pitching sessions for television projects will also let creators get their foot in the door and move their projects forward.

The Pitch Copro Series will see ten selected finalists have an opportunity to present their projects in front of the event's delegates, and RTVE will fund the development of at least one of the scripted projects. The finalists will be chosen by an editorial committee of industry professionals, including Patricia Arpea, head of business and commercial affairs at Italy's Publispei; Pilar de las Casas, VP of AMC Networks International for Southern Europe; and Alexander Keil, a producer at SquareOne Entertainment; and a host of other prominent industry scriptwriters, producers and directors. The Pitch Digiseries, Pitch Fundación SGAE, Pitch Clips and Branded Content Contest all run in similar form to the Pitch Copro Series, with finalists given the opportunity to showcase their work and winners crowned at the event.

This article continues [here](#).



Distributor Spotlight:

Crown Media International Distribution

ADDRESS: 12700 Ventura Blvd.,
Studio City, CA 91604, U.S.A.

TELEPHONE: (1-818) 755-1244

WEBSITE: www.crownmediainternational.com

Crown Media
INTERNATIONAL DISTRIBUTION

SENIOR VP, INTERNATIONAL DISTRIBUTION: Francisco Gonzalez

PROGRAMS: *Mystery 101*: 1x90 min., mystery; *Ruby Herring Mysteries—Silent Witness*: 1x90 min., mystery; *The Story of Us*: 1x90 min., romantic comedy; *One Winter Proposal*: 1x90 min., romantic comedy; *Love on the Menu*: 1x90 min., romantic comedy; *Love, Of Course*: 1x90 min., romantic comedy; *Mingle All the Way*: 1x90 min., holiday; *Christmas Bells are Ringing*: 1x90 min., holiday; *Christmas Everlasting*: 1x90 min., holiday.

“Crown Media International Distribution markets and distributes Crown Media Family Networks’ original signature content to every international market around the world. Our networks include Hallmark Channel, our flagship network; Hallmark Movies & Mysteries; the new linear channel Hallmark Drama; and the SVOD platform Hallmark Movies Now.”

—Corporate Communications



Distributor Spotlight: Record TV

ADDRESS: Rua da Várzea, 240 - Barra Funda,
01140-080 São Paulo-SP, Brazil

TELEPHONE: (55-11) 3300-4022

WEBSITE: www.recordtvnetwork.com

INTERNATIONAL SALES DIRECTOR:

Delmar Andrade

INTERNATIONAL SALES MANAGER: Edson Mendes

PROGRAMS: *Jesus (Jesús)*: soap opera; *Leah (Lea)*: series; *Apocalypse (Apocalipsis)*: soap opera; *The Rich and Lazarus (El Rico y Lázaro)*: 187x45 min., soap opera; *The Promised Land (La Tierra Prometida)*: 179x50 min., soap opera; *The Slave Mother (La Esclava Madre)*: 151x60 min. 4K, soap opera; *Moses and the Ten Commandments (Moisés y los Diez Mandamientos)*: 242x60 min., soap opera.

TRAILERS: Please visit [Record TV's Screening Room](#) to view clips of *Apocalypse*, *Jesus*, *Leah*, *Moses and the Ten Commandments*, *The Promised Land*, *The Rich and Lazarus* and *The Slave Mother*.





“Record TV was created in September 1953. Back then, Record TV was one of the broadcasters that helped popular Brazilian music evolve, and its history is made up of a series of successful shows. The company’s initiatives help Brazil’s society and culture. Record TV is today the oldest broadcaster in Brazil, still scoring excellent ratings and extending its market share in the Brazilian landscape. Record TV has strengthened its performance in the international market by giving foreign clients and viewers some of the highest quality products from Brazil. The company’s list of products features telenovelas, series and documentaries, [synonymous with] information, entertainment, culture, diversity and tremendous success.”

—Delmar Andrade, International Sales Director



Want to know what buyers are paying for acquisitions?

The newly updated Program Price Guides are the most comprehensive guides available on what broadcasters are paying for acquisitions across Europe, North America, the Middle East, Africa, Latin America and the Asia Pacific.

What’s Included in the 2019-20 Edition:

What's Included in the 2019-20 Edition:

- **Price Ranges:** Updated high and low prices for U.S. and European dramas and comedies, Asian dramas, telenovelas and soaps, TV movies, independent feature films, animated and live-action series for preschoolers and kids, tween shows, doc specials and series, lifestyle fare and factual entertainment.
- **Analysis: Determining Prices:** A look at how the price ranges are determined, and general trends in how broadcasters are valuing shows today.
- **Analysis: Hot & Cold Spots:** Acquisition trends in each genre, including insights from broadcasters and distributors.
- **Analysis: Dealing with OTTs:** Perspectives on working with nonlinear platforms and their evolving business models.

World Screen surveyed a range of sellers in a variety of markets, across several genres, in order to determine estimated high and low prices for acquired programming. These guides offer up price ranges in Argentina, Australia, Austria, Benelux, Brazil, Canada, China, Czech Republic, Egypt, France, Germany, Hungary, Iberia, India, Indonesia, Israel, Italy, Japan, Malaysia, Mexico, Pan-Arab, Pan-Asia, Pan-Latin America, Philippines, Poland, Russia, Scandinavia, Singapore, South Africa, South Korea, Thailand, Turkey, United Arab Emirates, U.K., U.S.

Learn more about World Screen's 2019-20 Program Price Guides [here](#).

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