



FINANCING GUESTS

MIFF 37°South Market guests include sales agents, distributors, private financiers, studios, bank gap funds, and tax funds. Across the editions of MIFF 37°South Market participants from the following groups included:

- International film financiers/buyers:** 108 Media, 13 Films, Arclight, Altitude, Arri, Atlas, Aver, BAC, Bankside, Back-Up, BBC Films, Beta, Cornerstone, Electric, Endgame, Essential, Films Boutique, Film Sharks, Fortissimo, Gaumont, Global, Goldcrest, HanWay, IFC, Independent, Ingenious, Jinga, K5, Kaleidoscope, Loco, Le Pacte, Level K, Magnolia/Magnet, Match Factory, Memento, Metro, Metrodome, Miramax, MK2, Mongrel Media, MovieHouse, Myriad, Lightning, Paramount, Participant, Pathe, Picture Tree, Protagonist, Quickfire, Radiant, Salt, Seville/eOne, Shoreline, Sierra/Affinity, SND-M6, Studio Canal, Svensk, The Exchange, Visit, Voltage, West End, Wide, Wild Bunch, Works, XYZ, Yellow Affair
- Australian/NZ financiers/buyers:** Accent, Antidote, Becker, Curious, eOne/Hopscotch, Fulcrum, Galloping, HiGloss, Icon, Leap Frog, Madman, MFM, Odin's, Potential, Rialto, Roadshow, Screen Launch, Sharmill, Transmission, Umbrella, Universal, Vendetta
- Publishers:** Allen & Unwin, Brandl & Schlesinger, Hachette, Hardie Grant/Egmont, HarperCollins, Melbourne University Publishing, Penguin/Puffin, Random House, Scribe, Text, Transit Lounge and Wakefield

FILMMAKERS:

Attracting top established producers, as well as key emerging filmmakers, from Australia/NZ, MIFF 37°South Market selects participants after an annual call for submissions by producers with market-ready projects in their slates.

Filmmakers at MIFF 37°South Market have included: Jannine Barnes (DOWNRIVER), John Barnett (WHALE RIDER), Yael Bergman (I LOVE YOU TOO), Trevor Blainey (CUT SNAKE), Rosemary Blight (THE SAPPHIRES), Chris Brown (DAYBREAKERS), Andrea Buck (THE JAMMED), Pip Campy (GALORE), Philippa Campbell (BLACK SHEEP), Kristina Ceyton (THE BABADOOK), Jan Chapman (THE PIANO), Leah Churchill-Brown (BEAUTIFUL KATE), Ai Clark (PRISCILLA, QUEEN OF THE DESERT), Robert Connolly (PAPER PLANES), Melanie Coombs (HARVIE KRUMPET), Paul Cox (INNOCENCE), Kylie du Fresne (HOLDING THE MAN), Catherine Fitzgerald (THE ORATOR), Ainsley Gardiner (BOY), Angie Fielder (WISH YOU WERE HERE), Veronica Fury (ELECTRIC BOOGALOO), Tony Ginnane (PATRICK), Tom Hern (THE DARK HORSE), Bridget Ikin (SHERPA), Liz Kearney (THESE FINAL HOURS), Steve Kearney (ODDBALL), Robyn Kershaw (BRAN NUE DAE), Jamie Hilton (BACKTRACK), Sophie Hyde (52 TUESDAYS), Trish Lake (EARLY WINTER), Helen Leake (WOLF CREEK 2), Angela Littlejohn (APRON STRINGS), Richard Lowenstein (HE DIED WITH A FALAFEL IN HIS HAND), Marian Macgowan (DEATH DEFYING ACTS), Michael McMahon (HOME SONG STORIES), Anna McLeish (SNOWTOWN), Sue Maslin (THE DRESSMAKER), John Maynard (BALIBO), Maggie Miles (THE TURNING), Nicole Minchin (THE WEDDING PARTY), Kristian Moliere (THE BABADOOK), Nicole O'Donohue (THE DAUGHTER), Cathy Overett (IRON SKY), David Parker (MALCOLM), David Redman (STRANGE BEDFELLOWS), Michael Robertson (ROAD TRAIN), Julie Ryan (RED DOG), Michael Rymer (FACE TO FACE), Robin Scholes (ONCE WERE WARRIORS), Vincent Sheehan (THE HUNTER), Johnathan Shteinman (CHILDREN OF SILK ROAD), Leanne Tonkes (MY MISTRESS) and Liz Watts (ANIMAL KINGDOM).



www.miffaccelerator.com

Helping tomorrow's directing talent transition to feature filmmaking through targeted workshops, seminars, master-classes, networking events and meetings with festival guests and industry professionals to hone skills, craft and contacts, MIFF Accelerator's 200+ alumni include **Matthew Bate** (*Sam Klemke's Time Machine* / Sundance), **Sean Byrne** (*The Loved Ones* / Toronto), **Rhys Graham** (*Galore* / Berlin), **Zak Hilditch** (*These Final Hours* / Cannes), **Sophie Hyde** (*52 Tuesdays* / Sundance), **Justin Kurzel** (*Snowtown* / Cannes), **David Michod** (*Oscar-nominated Animal Kingdom*), **Hugh Sullivan** (*The Infinite Man* / SxSW), **Curtis Vowell** (*Fantail* / Rotterdam), **Taika Waititi** (*What We Do In The Shadows* / Sundance).

Guest speakers include directors **Mike Mills** (*Beginners*), **Robert Connolly** (*Paper Planes*), **Tony Ayres** (*Cut Snake*), **Matt Saville** (*Felony*), **Mark Hartley** (*Electric Boogaloo*), **Joe Dante** (*Gremlins*), **Rolf de Heer** (*Ten Canoes*), **Ben Lewin** (*The Sessions*) and **Morgan Spurlock** (*Super-Size Me*), plus editors **Nick Meyers** (*Balibo*) and **Matt Villa** (*The Great Gatsby*), composers **Lisa Gerrard** (*Whale Rider*) and **David Hirschfelder** (*Shine*), actors **Terry Norris** (*Innocence*) and **Kerry Fox** (*Shallow Grave*) and major distributors/sales agents **Roadshow**, **Madman**, **eOne** and **Level K**.

FEEDBACK: From directors at Accelerator

A really carefully-considered and well put together overview of all aspects of filmmaking.
Olivia Peniston-Bird (*Accelerator 2010 & Director, GRACEFUL GIRLS*)

You truly feel like you have a back stage pass to the festival and every minute is packed to the brim with screenings, chats, premiere drinks, lunches and panel discussions.
Johnathan auf der Heide (*Accelerator 2008 & Director, VAN DIEMEN'S LAND*)

Accelerator was a great experience. It was really well organised and I felt very privileged.
Rodd Rathjen (*Accelerator 2011 & 2014; Director, Cannes -selected short TAU SERU*)

I found Accelerator to be a wonderful experience. The speakers were of a very high calibre and extremely generous with their knowledge. It also provided plenty of invaluable networking opportunities and helped me to build relationships that will doubtless prove important in the future.
Hugh Sullivan (*Accelerator 2008 & 2011; Director, THE INFINITE MAN*)



www.miffpremierfund.com



Paper Planes

If MIFF 37°South Market bridges the gap, MIFF's **Premiere Fund** can close it! A State Government-backed theatrical end-user Fund, it provides strategic minority co-financing to new Australian quality narrative films and documentary features that premiere at MIFF.

The Fund has co-financed more than 50 films to date, including *100 Bloody Acres*, *Aim High In Creation*, *Balibo*, *Bastardy*, *Blessed*, *Bran Nue Dae*, *Celebrity: Dominick Dunne*, *Downriver*, *Electric Boogaloo*, *Galore*, *The Loved Ones*, *Not Quite Hollywood*, *Paper Planes*, *Patrick*, *Putuparri & The Rainmakers*, *Rock n Roll Nerd*, *The Turning*, *These Final Hours*.

37° South market

AUSTRALIA'S ONLY FILM CO-FINANCING MARKET TO OCCUR AT A FILM FESTIVAL, MIFF 37°South Market BRINGS THE GLOBAL FILM FINANCING MARKETPLACE DOWN UNDER IN THE OPENING DAYS OF THE MELBOURNE INTERNATIONAL FILM FESTIVAL (MIFF) – THE SOUTHERN HEMISPHERE'S LARGEST AND OLDEST FILM FESTIVAL.

MIFF 37°South Market:

- Brings together up to 50 film financiers/buyers and up to 110 feature film producers from across Australia/NZ for four days of individually-diarized meetings, as well as round-tables, networking events, screenings, seminars and panel sessions in the last weekend of each July
- Advances the financing of many Australian/NZ films from script stage, including *Balibo*, *Bad Girl*, *Beautiful Kate*, *Downriver*, *Fell*, *Galore*, *Goddess*, *Griff The Invisible*, *My Mistress*, *My Year Without Sex*, *Oddball*, *Paper Planes*, *Patrick*, *Red Hill*, *Scare Campaign*, *Swerve*, *The Babadook*, *The Rehearsal*, *The Turning* and *Two Little Boys*
- Includes screenings for completed films seeking sales agents and/or distributors from which many films have secured sales/distribution, including *Ben Lee: Catch My Disease*, *Blind Company*, *Drop Dead Gorgeous*, *Face to Face*, *Fantail*, *I Survived a Zombie Holocaust*, *Lake Mungo*, *Love Story*, *Nerve*, *Surviving Georgia*, *Tailgate*, *The Infinite Man*, *The Wedding Party* and *Van Diemen's Land*
- Also enables producers to source new creative material from both:
 - Publishers attending **37°South's Books at MIFF**
 - Writers/Directors at **37°South: PostScript&Direct**
- Has scheduled nearly 14,000 meetings across its nine editions
- Is the exclusive Australia/NZ partner of London's **Production Finance Market (PFM)** which puts **37°South**- registered producers in the running for automatic selection to the only guaranteed Australia/NZ slots at the **PFM**.

www.miff37degreesSouth.com



www.miffindustry.com

PROGRAM:

In 2007, the market's inaugural year, 45 registered Australia/NZ producers and 20 financiers came together for three days of approximately 250 scheduled one-to-one meetings, roundtables and networking events. In 2015, after nine editions of consistent growth, there were some 2,428 meetings held over four days between 110 producers and 45 financiers and 28 publishers and 39 writers/directors.

Across its first nine editions, nearly 14,000 meetings have been scheduled!

MIFF 37°South Market comprises:

- The core product of MIFF 37°South: **Bridging the Gap**, with one-to-one meetings and roundtables between film co-financiers/buyers and producers with slates of scripts, as well as networking drinks events and targeted dinners
- Australia's first organized market screenings for world buyers attached to a festival, according to Screen International, **MIFF 37°South: Breakthru Screenings** showcases completed films seeking local distribution and/or world sales agents to registered buyers with follow-up meetings between the buyers and producers
- Emerging scriptwriters and directors meeting with the market's registered Australia/NZ producers in **MIFF 37°South: PostScript&Direct**
- MIFF 37°South: Accelerator Express** giving emerging producers, via key agency partnerships, the chance to attend **MIFF 37°South: Bridging the Gap** and showcasing the work of emerging short film directors to registered Australia/NZ producers and the market's buyers/financiers
- 37°South's Books at MIFF (BaM)** bringing together the book publishing and film financing industries with screen adaptation case studies, public pitching of books ripe for adaptation and scheduled meetings between publishers and film producers in the first event of its kind in Australia
- MIFF 37°South: State of Play:** a mini-seminar series of panel discussions on hot film financing topics of the moment
- MIFF 37°South Market & Accelerator Partner Events**
Outside of the first weekend's invite-only **MIFF 37°South Market** or the second weekend's selective **Accelerator** workshop, there are plenty of industry events (organized by **37°South Market & Accelerator**) with tickets on sale at www.miff.com.au Such events have included the **Melbourne Digital Summit**, lecture series **Robert Rosen: In Search of Stories Worth Telling**, **Francis Veber & Steve Kaplan: Mastering Comedy classes**, and, every year since 2011:
 - Adrian Wootton Illustrated Film Talks**
 - Wendall Thomas Talks Scripts** seminar series



FEEDBACK:
From Film Financiers:

MIFF 37South Market is the most efficient market of its kind. Extremely well organized with a tight and packed schedule that makes it worthwhile attending.
Tine Klint, Level K (Sales Agent)

37South is Australia's essential film market ... designed to maximize the number of meetings achieved between guests and participants. There is very little time wasted in those four days. 37South is a unique, first-class offering perfectly calibrated to the nature and needs of our Australian marketplace.
Seph McKenna, Roadshow (Australia/NZ Distributor)

37South has proven to be a most productive and profitable use of our time and is, in my view, very important.
Anick Poirier, Seville/eOne (Sales Agent)

I cannot emphasize enough how important and relevant I found the market to be. 37South is very well organized by the team.
Jill Macnab, Vendetta (Australia/NZ Distributor)

It was a great experience.
Tannaz Anisi, 13 Films (Sales Agent)

Umbrella is a committed & dedicated believer & supporter in MIFF 37^oSouth Market. It is the ONLY true Film market in the country!
Jeff Harrison, Umbrella (Australia/NZ Distributor)

37South Market is by far the most fruitful and productive market I have ever attended. The team runs the market with military-like efficiency making sure that the time of each international guest is well-spent. From the comfort of the hotels to the networking dinners, every detail has been attended to.
Yee Yeo Chang, Hyde Park (Sales Agent)

It was a lot of fun, productive and ran like clockwork.
Andrew Mackie, Transmission (Australia/NZ Distributor)

An immensely rewarding and productive experience. The clock-work like organization of the meetings and networking events allowed us to make the most of the time we were there.
Nate Bolotin, XYZ Films (Sales Agent)

37South is one of the most useful markets that I've attended!
Sharon Menzies, Fulcrum (Cash-flow Operator)

Extremely well organized and efficiently run; a thoroughly enjoyable and useful experience.
Chris Howard, Yellow Affair (Sales Agent)

An excellent and very useful time.
Jan Pace, QuickFire (UK Fund)

Thoroughly enjoyed - and it was really productive.
Jude Troy, eOne/HopScotch (Australia/NZ Distributor)



Extremely efficient and effective.
Hilary Davis, Bankside (Sales Agent)

A very well organized and intense gathering of high-level professionals ... the opportunity given by 37South is so unique and priceless.
Gabor Greiner, Films Boutique (Sales Agent)

A well-organized event; I felt like I had met every Australia/New Zealand producer and distributor that our company might wish to work with.
Thorsten Ritter, Beta Cinema (Sales Agent)

I found the event incredibly well-organized, highly informative and ultimately very productive. It has been our primary link to the Australian film industry and to what it can offer.
Natalie Brenner, Metro (Sales Agent)

It was efficient, superbly organized. I found it tremendously productive.
Richard S. Guardian, Lightning (Sales Agent)

The market was very well run.
Morris Ruskin, Shoreline (Sales Agent)

A good weekend of meetings.
Ryan Kampe, Visit (Sales Agent)

Brilliantly organised – a worthwhile trip.
Andrew Orr, Independent (Sales Agent)

Everyone was amazing. I had a fab time.
Arianna Bocco, IFC (USA)

A wonderfully organised and relevant event.
Stephen Kelliher, BankSide (Sales Agent)

FEEDBACK:
From Producers:

An extraordinary thing for our industry. The financing market is unrivalled in Australia and New Zealand, The management and coordination of the market also makes sure that it is a focused and fast-paced opportunity for producers keen to make the most of their limited time in hectic schedules.
Rob Connolly (Melbourne)

The best market for pitching new projects.
Julie Ryan (Adelaide)

37South is a world standard event ... 37South distinguishes itself by firstly the calibre of participants it has been able to attract, and secondly by the efficient manner in which it brings the maximum number of filmmakers and participants in contact with each other. It's probably the hardest-working market. And therein lies its significant benefit to the filmmaker.
Marian Macgowan (Sydney)

It has been a staple of my annual calendar since I began producing. The fantastic thing is that the distributors and sales agents put in requests for their meetings, rather than the producers. This significantly changes the dynamics.
David Ngo (Adelaide)

It is a very well run market and one that optimizes the ability for producers to make meaningful connections from around the world. 37South has carved-out a must-attend slot in the busy international calendar.
Vincent Sheehan (Sydney)

37South is of an international standard. It is well organized and attracts a great range of guests.
Liz Kearney (Melbourne)

The event was of incalculable benefit and was extremely well organized.
Stephen Van Mil (Perth)

It is such a fantastic market organised with such care and thought to enable everyone to get on with focused film business and networking.
Vicky Pope (New Zealand)

Such a valuable event, terrific opportunity to take our projects further, without having to leave home.
Andrea Buck (Melbourne)

FEEDBACK:
From Producers:

The meetings were efficient, well set-up and the matching of sales agents and projects was effective. I was very impressed with the way it all ran.
John Barnett (New Zealand)

A really enjoyable, intimate and invigorating marketplace.
Philippa Campey (Melbourne)

37South is well established on the international calendar as a must-attend market event and it attracts relevant people who are likely to engage with local filmmakers. For overseas guests, it has a reputation as a very efficient way to meet the players in the Australian industry.
Helen Leake (Adelaide)

37South is one of the most successful, well-run, markets. 37South is a fabulous initiative and such a wonderful opportunity.
Leanne Tonkes (Melbourne)

It is such a good market for intensively but effortlessly seeing so many people, with everything so well organised. And meeting sales and distributors without being jetlagged is beyond compare. 37South is perhaps the best, most accessible, most convenient and most focused market.
Catherine Fitzgerald (New Zealand)

An excellent, brilliantly organised four days with extremely rewarding one-on-one meetings with buyers from all corners of the Globe. I also met some fantastic writers and directors at PostScript&Direct.
Nicole Minchin (Melbourne)

Awesomely organised and incredibly valuable.
Samantha Jennings (Sydney)

What a great market. The quality of meetings was really high. The associated events were terrific.
David Parker (Melbourne)

A wow experience ... well above my expectations.
Robin Scholes (New Zealand)

A fine selection of sales agents; what an intensely packed program; very inspiring wonderful initiative.
Yael Bergman (Melbourne)

The market was tremendous for us.
Tony Ayres (Melbourne)



A fantastic chance to be part of an international financing market against the backdrop of MIFF - it is inspiring that this initiative is available to producers.
Nicole O'Donohue (Sydney)

It's terrific to have humane versions of these potentially humiliating pitching events to look forward to. A very productive market.
Philippa Campbell (New Zealand)

We had very good meetings and were very impressed with the line-up.
Michael McMahon (Melbourne)

Great market - loved it.
Rachel Gardner (New Zealand)

A fantastic event! What an amazing group of people to have access to. Look how much money I have saved from not having to travel - just a tram fare to the city and the international film industry was there!
Mish Armstrong (Melbourne)

A great market for us.
Kylie Du Fresne (Sydney)

The opportunity that 37South gives local Producers and Filmmakers is profound.
Craig Monahan (Melbourne)

A fantastic experience.
Rebecca Summerton (Adelaide)

A must-attend event for producers who want to understand the Australian/New Zealand market place and to foster international co-productions.
Kevin de Walt (Canada)



FEEDBACK:
From publishers (37^oSouth's Books at MIFF - BaM):

We have found it a unique meeting point for the two industries, and participation over the years has provided us with over 60 valuable contacts. BaM has also helped us recognise film or television potential in our titles. We are better informed now when speaking to producers.
Sophy Williams, Black Inc Books

A great way of putting publishers and producers in touch and then maintaining that contact.
Nerrilee Weir, Random House

It's an invaluable forum.
Michael Heyward, Text

An invaluable experience being able to pitch to some of the country's top producers in the one-on-one meetings.
Barry Scott, Transit Lounge

BaM provides a unique annual opportunity to present some of our titles to a number of members of the Australian Film industry in one hit. Regardless of the results, this allows us to feel that we have the Australian industry covered to some extent, whereas before that we didn't at all. I think many Australian publishers would agree with me on that.
Stephanie Johnston, Wakefield Press



FEEDBACK:
From screenwriters/directors (MIFF 37^oSouth: PostScript&Direct)

This kind of event – focused, the parameters clearly defined – perversely feels even more natural than 'networking' events where everyone mills about.
Anna Zagala

I expected the event was going to be the desperate meet the gloating - but the producers proved to be genial civil and even pleasant.
John Ruane

Without such events, writers generally stick to the producers they or their friends know – it's a great way to connect people who might otherwise never meet.
Anna Degorard

I had a wonderful time, with some very productive contacts made. Looking forward to returning to 37South in the future. You guys have a fantastic event and deserve a big congratulations from the industry.
Chris Richards-Scully

LEAD GOVERNMENT PARTNER



LEAD GOVERNMENT SUPPORTER

