

REACH OUT TO RUSSIAN SPEAKING MARKETPLACES

The **DISCOP MADE IN USA** umbrella in Moscow is a joint venture between **WORLD CONTENT MARKET** and the organizers of the **DISCOP** matchmaking programs. The **DISCOP MADE IN USA** umbrella in Moscow will help US independent producers and distributors of film, television content and adaptation rights, access Russian speaking marketplaces, and attend **WORLD CONTENT MARKET**, the #1 industry gathering for Russia and CIS countries held twice a year in Moscow.

ABOUT THE WORLD CONTENT MARKET 2017 SPRING EDITION

1500+ delegates are expected to take part in the spring edition including buyers of finished content, packaged channels and adaptation rights. These buyers represent public and private broadcasters, pay-tv platforms, mobile and streaming services, and major format producers from Russia, Ukraine, Kazakhstan, Uzbekistan, Armenia, Kirgystan, Turkmenistan, Azerbaijan and Georgia. They will be attending the 2017 spring edition of the **WORLD CONTENT MARKET** (30 May – 1 June) for three days of intense deal making with foreign suppliers of foreign content, and most particularly suppliers from the USA. Indeed and according to a recent TNS research report, more than 30% of all content showed in Russia, including for prime time airing comes from the USA. Movies, premium TV series, sitcoms, soap operas, documentaries, reality shows and animation fare well in Russia and other Russian speaking countries.

MORE ABOUT RUSSIA'S VAST TELEVISION MARKETPLACE

The Russian TV market tops over 2300 operating TV channels at end of 2015. Over 80% of Russian channels are in the hands of private companies, 13% are state-owned, and 5% have combined ownership. 75% of people are watching television at least once a day (93% – at least once a week, 99% - at least once a month). TV series as a genre dominate the percentage of the viewership for the last 2 years (2015, 2016) at 22%, followed up by movies (15%), entertainment programs (14%), news (9%), documentaries and social, political programs (both at 5%), and finally sports (3%).

Top TV channels in terms of the audience share attend WCM every year: Channel One Russia, Russian Television and Radio, NTV, CTC, TNT, Channel 5, etc. More than half of all the channels available in Russia are pay channels. The main trend in pay-tv over the next few years is a growing subscriber base in the digital segment and in IPTV. As far as the VOD platforms are concerned, then more than 40 VOD services available at the end of 2015. 35% of all resources are English speaking and are dominated by information, music and educational content. Among key Russian online streaming services are: ivi.ru, tvigle.ru, tvzavr.ru, zoomby.ru, megogo.net, and a few others.

THE AMERICAN UMBRELLA PACKAGE (US\$ 3000) INCLUDES:

STAND – 6 sq. m:

- Header with Company Name & Logo
- From 1 to 3 Partition Walls (depending on stand's location)
- 1 Round Table
- 1 Counter
- 4 Chairs
- Electricity 220V



1. EXHIBITOR STAND – 6 SQ. M
3000 \$USD

2. EXHIBITOR STAND – 9 SQ. M (INCLUDING 4-NIGHT HOTEL ACCOMMODATION) 4000 \$USD



REGISTRATION:

- 1 Badge
- Accommodation (4 nights)
- 1 Translator during 3-days of the market
- Company profile in the Market Guide/Database
- Access to the Market Database
- Matchmaking Facilities
- Market Guide



3) EXHIBITOR
STAND – 12 SQ. M
(INCLUDING
4-NIGHT HOTEL
ACCOMMODATION)
5000 \$USD

30 May-1 June 2017 | MOSCOW

[1] COMPANY INFORMATION – For Listing Purposes

COMPANY NAME _____
ADDRESS _____
CITY _____ ZIP CODE / POST CODE _____
STATE _____ COUNTRY _____ VAT NUMBER (Mandatory for EU Companies) _____
TELEPHONE Country Code - Area Code - Number _____ FAX Country Code - Area Code - Number _____
WEBSITE _____ FACEBOOK PAGE _____

[2] BILLING INFORMATION – For Invoicing only (Complete only if different from above)

COMPANY NAME _____
FIRST NAME _____ LAST NAME (SURNAME) _____
DIRECT EMAIL ADDRESS _____
ADDRESS _____
CITY _____ STATE _____ COUNTRY _____ ZIP CODE / POST CODE _____
DIRECT TELEPHONE Country Code - Area Code - Number _____ DIRECT FAX Country Code - Area Code - Number _____

[3] PARTICIPANT INFORMATION

MR MRS MS

FIRST NAME _____ LAST NAME (SURNAME) _____
JOB TITLE _____
DIRECT EMAIL _____

Hide for public listing purposes

DIRECT TELEPHONE Country Code - Area Code - Number _____ DIRECT FAX Country Code - Area Code - Number _____
 Hide for public listing purposes *Hide for public listing purposes*

DIRECT MOBILE Country Code - Area Code - Number _____
 Hide for public listing purposes

[4] ADDITIONAL PARTICIPANT INFORMATION

MR MRS MS

FIRST NAME _____ LAST NAME (SURNAME) _____
JOB TITLE _____
DIRECT EMAIL _____

Hide for public listing purposes

DIRECT TELEPHONE Country Code - Area Code - Number _____ DIRECT FAX Country Code - Area Code - Number _____
 Hide for public listing purposes *Hide for public listing purposes*

DIRECT MOBILE Country Code - Area Code - Number _____
 Hide for public listing purposes

[5] REGISTRATION DETAILS

<input type="checkbox"/>	PARTICIPATING PACKAGE	@ US\$ 3,000	QTY. _____	US\$ _____
<input type="checkbox"/>	PARTICIPATING PACKAGE	@ US\$ 4,000	QTY. _____	US\$ _____
<input type="checkbox"/>	PARTICIPATING PACKAGE	@ US\$ 5,000	QTY. _____	US\$ _____
<input type="checkbox"/>	ADDITIONAL BADGE	@ US\$ 1,000	QTY. _____	US\$ _____
TOTAL AMOUNT DUE				US\$ _____

[6] PAYMENT OPTIONS

PRINT NAME: _____

JOB TITLE _____

SIGNATURE: _____

DATE: Month/Day/Year _____

COMPANY STAMP

PAYMENTS ARE DUE WITHIN 5 (FIVE) BUSINESS DAYS

TERMS AND CONDITIONS

- Exhibit space shall be assigned by **Planet Sunbeam Limited the organizer of WCM with coordination of BASIC LEAD** in its sole discretion. **Planet Sunbeam Limited and BASIC LEAD** reserve the right to change the floorplan or to move an Exhibitor to another booth/stand location prior to or during the market.
- Following acceptance of this contract an invoice will be issued.
- Exhibitor has 5 business days from date of signed contract to submit full payment to **BASIC LEAD**. **BASIC LEAD** may terminate this contract (and exhibitor's participation in the market) without further notice and without obligation to refund any monies previously paid.
- Companies must have paid all of their past dues in order to access the market.
- Badges can only be obtained onsite upon presentation of an official form of picture ID. For our cancellation policy and additional terms and conditions, please see page 5.

IMPORTANT: Rate offered to exhibitor on contract will automatically expire if payment in full is not received within 5 business days from date of signed contract. This means that **BASIC LEAD** reserves the right to release booth space and/or modify rate to reflect new pricing. Please make sure to make all payments as scheduled.

WIRE TRANSFER

Client is responsible for all wire transfer fees. Please mark the charges OUR (not SHA or BEN). If in doubt, please consult your bank manager on how to execute the transfer. American banks do not provide IBAN, just use the regular account number and SWIFT Code for transfer originating outside the United States. Please mention your invoice number with your wire transfer. The banking information will be listed on the invoice.

CREDIT CARD

We accept credit card payments through our online payment platform. Please select the "Pay Invoice Online" option on your electronic invoice, located at the top, in a green box. Alternatively, please enter the information below for manual processing.

AMOUNT _____ I am paying by Credit Card VISA MASTERCARD AMEX (3.5% Surcharge) DISCOVER

CARD NUMBER _____

EXPIRATION DATE (Month)/(Year) _____ SECURITY CODE _____

STREET / APT NUMBER _____ ZIPCODE / POSTAL CODE _____

CARD HOLDER NAME _____

CARD HOLDER SIGNATURE _____ DATE: Month/Day/Year _____

TARGETED BUYING COMPANIES FROM RUSSIA AND CIS FOR WCM 2017

Armenia	Monkey Studio
Armenia	Sahakyants Animation Studio
Belarus	13Studio
Belarus	Alatyr
Belarus	Art-Translate
Belarus	Baltinvesttelecom
Belarus	Belteleradiocompany
Belarus	Capital TV Cannel Stolichnoe Televidenie
Belarus	Channel 8, CJSC
Belarus	Cinemarec Ltd.
Belarus	Excel Tour
Belarus	Massmedia M
Belarus	Minsk Television Information Networks, OJSC
Belarus	Pervaya Kinovideokompaniyaa
Belarus	Rue Beltelecom
Belarus	Stolichnoe Televidenie ("STV" Channel)
Belarus	Tim Art, ALC
Belarus	TV And Radio Company "Vitebsk"
Estonia	Estonian Public Broadcasting
Kazakhstan	Kazakhstan Republic TV And Radio Corporation, JSC
Kazakhstan	Astana TV
Kazakhstan	C Media
Kazakhstan	Eurasia Media Distribution LLC
Kazakhstan	Gold Cinema Group
Kazakhstan	Hit TV
Kazakhstan	Rika-TV
Kyrgyzstan	Bashat TV And Radio Company
Kyrgyzstan	Archa Media
Kyrgyzstan	Europe-Asia Broadcasting Company
Kyrgyzstan	Join, LLC
Kyrgyzstan	Stater LLC / AiTV Network
LaTVia	Baltic Media Alliance
Moldova	Accent TV
Moldova	Pronto! Media Moldova LLC.
Russia	Atk-Studio Film Company
Russia	Stream Television Company

Russia	1St City Channel Of Kirov
Russia	360 TV Channel
Russia	A2 Publishing Agency
Russia	About Premium Content
Russia	Afl Productions
Russia	Agency Ltd.
Russia	Akado Telecom
Russia	Aktr
Russia	Alar Film
Russia	Alexstudiofilms
Russia	Alkasar Content Service
Russia	All Media Company
Russia	Amedia Production
Russia	Anikraft
Russia	Antipode Sales & Distribution
Russia	A-One TV Channel
Russia	Art Technologies
Russia	Association Of Rightholders
Russia	Avk Production
Russia	Bazelevs Production
Russia	Beeline Telecom
Russia	BFT Movie
Russia	Blagovest Media
Russia	Bradbury Lab
Russia	Brand4rent
Russia	Breeze Media Group
Russia	Bright Life Production
Russia	Broadcasting Company Scat
Russia	Capella Film
Russia	Carousel Channel
Russia	Cbn Телекомпания
Russia	Cd Land Records
Russia	CDN Video
Russia	Central Partnership Sales House LLC
Russia	Channel One Russia Worldwide (JSC)
Russia	Cinema Club "Magic Lantern"
Russia	Cinemotion

Russia	CLS - Comprehensive Licensing Solutions	Russia	Foundation Of Assistance To Development Of Cinematography
Russia	Content Consult	Russia	Free Media
Russia	Content Union LLC	Russia	Funtik Entertainment LLC
Russia	Contentica	Russia	Game Show TV LLC
Russia	Contterra, Ooo	Russia	General Production Center
Russia	Corner Work	Russia	Geraki Film Studio
Russia	Corona Films	Russia	GetshopTV
Russia	Creative Arts Media	Russia	Global Star TV
Russia	Cta "Novella" Ltd.	Russia	Goodtime Media
Russia	Ctb Film Company	Russia	Gorky Film Studio
Russia	Ctc Media	Russia	Gpm Entertainment Television
Russia	CTI	Russia	Group-lb
Russia	Cyrillica Studio	Russia	Gs Group
Russia	D3 Media	Russia	Gubernia TV Channel
Russia	Delta Television Ltd.	Russia	Teleradiocompany "Udmurtia"
Russia	Digisky Media Service	Russia	HdTV & 3DTV Network Hd Media
Russia	Digital Project	Russia	Hktdc
Russia	Digital Russia TV	Russia	Indiecom
Russia	TV Channel "Poznanie"	Russia	Int Ltd.
Russia	Dot TV, LLC	Russia	Intellectual Property Protection Agency Victorov And Partners
Russia	DTV Channel, Jsc	Russia	Intercinema Ltd..
Russia	Dulton Media	Russia	Intercontent Ltd..
Russia	Echelonfilm Co, Lt	Russia	Intra Communications, Inc.
Russia	E-Contenta	Russia	Int-TV
Russia	Ekaterinburg-TV Channel	Russia	Ivi.ru LLC
Russia	Enisey TV Channel	Russia	Izum Media Group
Russia	Epg Service	Russia	Kaleidoskop TV
Russia	Epic Media LLC	Russia	Kamer-Ton-Media Ltd.
Russia	Exponenta Film	Russia	Kinoatis, LLC
Russia	Family TV	Russia	Kinocompaniya Favoritfilm
Russia	Film Company Sirin	Russia	Kinonota LLC
Russia	Film Producers And Filmmakers Guild Of The Filmmakers' Union Of Russia	Russia	Kinoseans Ltd.
Russia	Filmconcert	Russia	Kuban 24 TV
Russia	Filmworks Republic Of SV	Russia	Leaders Media Grupp, Ltd.
Russia	Financial Studio For Business "Delopolis"	Russia	Leevandia-Entertainment
Russia	First Channel	Russia	Lifenews
Russia	First HDTV	Russia	Lifestream, Ltd.
Russia	Fmp Group, Ao	Russia	Logos Ooo
Russia	Fora-Cinema		

Russia	Look First, LLC	Russia	Net-Film Distribution
Russia	Lucky Production	Russia	Nevafilm Production
Russia	Lux Cinema	Russia	Nikitin Media Group
Russia	Luxor Distribution, LLC	Russia	Noy Film Company
Russia	Maks Media Group, Ooo	Russia	National Teleradiocompany "Ingushetia"
Russia	Maks-Media	Russia	NTV Broadcasting Company
Russia	Mars Media Entertainment	Russia	Obl TV Channel
Russia	Marywell Film	Russia	Odin-Media
Russia	Masha And The Bear	Russia	Oh Plus Media LLC
Russia	Master Resheniy	Russia	Omsk Television Company
Russia	Masterfilm Studio	Russia	Open Alliance Media
Russia	Mauris Film, LLC	Russia	Optimedia, LLC
Russia	Tatmedia, Teleradiocompany "Kazan"	Russia	Optimus Pro
Russia	Media Content Service	Russia	Osk Media Group Ltd.
Russia	Media Distribution	Russia	OTV Channel
Russia	Media Group "Tri D"	Russia	Ovaa Media, LLC
Russia	Media Mozaika	Russia	Planeta Inform Telecontent
Russia	Mediacratia	Russia	Production Center "Gvardiya"
Russia	Mediafilm, LLC	Russia	Pimanovfilm
Russia	Medialab Distribution	Russia	Pridegroup
Russia	Mediapark Yuzhny Region	Russia	Prime Cinema (Channel 8)
Russia	Megalabs	Russia	Prime Film
Russia	Megalicense LLC	Russia	Prior Distribution
Russia	Metronome Films	Russia	Producer Center "White Ball"
Russia	Milkshake Production	Russia	Producers Guild Of Russia
Russia	Mir Reality Production	Russia	Producing Company "Igmara", LLC
Russia	Mir Svyazi LLC	Russia	Proficinema
Russia	Mkr Media	Russia	Project First
Russia	Mobile Content Factory Ltd.	Russia	Pronin Managment Ltd.
Russia	Mobile Television, CJSC	Russia	Public Jsc "Mobile Telesystems" - Mts
Russia	Mobile Vek Ltd.	Russia	Public Television Of Russia
Russia	Moscow Media	Russia	Publishing Agency A2
Russia	Most-Media	Russia	Rain TV-Channel LLC
Russia	Moyo TV LLC	Russia	Red Arena
Russia	Mtg Ltd.	Russia	Red Bull Media House
Russia	Mtrk "Mir" TV Channel	Russia	Red Gates Films
Russia	My Planet TV Channel	Russia	Red Line TV
Russia	Nashe TV Channel	Russia	Red Media
Russia	National Television Syndicate	Russia	Ren TV Channel
Russia	Nemo TV	Russia	Ria "Nash Region 33"

Russia	Riki Production	Russia	STV Ltd. (Mts Group)
Russia	Rocket Releasing	Russia	National Teleradiocompany "Bashkortostan"
Russia	Rockfilms	Russia	Talan Film Company
Russia	Rostelecom, PJSC	Russia	Telecompany SGU TV
Russia	Rt TV Channel	Russia	Teleinvest
Russia	Ruscico Planet	Russia	Television Channel "Saint-Petersburg" (City TV-Radio Agency, JSC)
Russia	Russia-Kultura TV Channel	Russia	Television Channel "Volgograd 24"
Russia	Russian Animated Film Association	Russia	Television Company Friday
Russia	Russian World Vision, LLC	Russia	Terracom TV
Russia	Rvision	Russia	The First Tula Channel
Russia	San Media LLC	Russia	The Russian Armed Forces Broadcasting Company "Zvezda", Ojsc
Russia	Sarafan TV LLC	Russia	Tio & Rdst Company Ltd.
Russia	Sb Studio	Russia	TV Channel "Svoy"
Russia	Sdi Media Ru	Russia	Tns Russia
Russia	Serena Film	Russia	Tnt TV Channel
Russia	Shanson TV	Russia	Together, LLC
Russia	Signal Media International Limited	Russia	TV Company "Top Secret"
Russia	Siv-Media	Russia	Total Content LLC
Russia	Sixth Channel Production	Russia	Triada-Film Distribution
Russia	Slyers Animation Studios LLC	Russia	Trogir Production
Russia	Smart Pictures	Russia	Tsargrad Media
Russia	Snegiri Media	Russia	TV Center JSC
Russia	Sony Pictures Television International Networks	Russia	TV Channel "¡No Pasarán!"
Russia	Sony Pictures Television International Networks Vostok	Russia	TV Channel "Nasha Sibir" ("Our Siberia")
Russia	Sony Pictures Television Russia	Russia	TV Channel "Sdelano V Kuzbasse" ("Made In Kuzbass")
Russia	Sovtelexport	Russia	TV Channel Radost Moya ("My Joy")
Russia	Spas TV (Savavor)	Russia	TV Channel Tochka TV
Russia	Specfilm	Russia	Regional TV Channel "Mytishchi"
Russia	Spring People Media	Russia	TV-21M, Ltd.
Russia	Sputnik Vostok Production	Russia	TVevt
Russia	Sreda Production Company	Russia	TVigle Media
Russia	Star Media Distribution	Russia	TVkinoradio.ru
Russia	Stp Content	Russia	TV-Station "Chanel 12"
Russia	Strana Distribution Group	Russia	TVzavr
Russia	Stream, LLC	Russia	Twilight's Lodge Production
Russia	Studio Monolit, LLC	Russia	Ugra Media Group
Russia	Studio Souzmultfilm (Fsue)	Russia	Unitmedia
Russia	Studio U7	Russia	Universal Communications Company, LLC
Russia	Studiorec Production Studio		

Russia	Universal Distribution
Russia	TV Channel "Universmotri"
Russia	Utopia Pictures
Russia	Vap Tak, Ooo
Russia	Vega Film
Russia	Vesna Production
Russia	Viasat
Russia	TV Company "Videofilm TV"
Russia	Videseed
Russia	Federal TV Channel "Vmeste-Rf"
Russia	TV Company "Volga"
Russia	Volgafilm
Russia	Vologdafilm
Russia	Weit Media
Russia	World Business Channel
Russia	X-Media Digital
Russia	Yandex
Russia	Youtube Russia
Russia	Zadorin Entertainment
Russia	Zogol-TV Ltd.
Ukraine	Baraban Animation Studio
Ukraine	Cat Distribution, LLC
Ukraine	Stb TV Channel
Ukraine	TV Channel "Ukraine"