

IM Global signs output deals

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Sales outfit signs output deals with Universum/RTL, Top Film and Sun Distribution; pacts reach across 100 countries.

Sales outfit IM Global has inked international output deals in Germany, Russia and Eastern Europe and Latin America, with Universum/RTL, Top Film and Sun Distribution, respectively.

Universum Film GMBH, the theatrical distribution subsidiary of broadcasting giant RTL, has made a multi-year multiple picture commitment to acquire distribution rights in Germany, Austria and Switzerland on bigger budget titles financed or co-financed by the indie financier.



The negotiations were concluded between IM Global CEO Stuart Ford and IM Global president of sales and distribution Jonathan Deckter with Bernhard zu Castell, managing director Universum Film, and Jörg Graf, RTL's svp production & acquisition, at the Berlin Film Festival.

IM Global evp of international sales Tatyana Joffe locked a similar deal with Moscow-based Top Film for Russia, CIS and the Baltic States as well as Poland, Hungary, Bulgaria, Romania, the Czech Republic and ex-Yugoslavia, while Sun Distribution in Latin America inked a similar deal for Argentina, Belize, Bolivia, Brazil, Chile, Colombia, Costa Rica, Ecuador, El Salvador, French Guiana, Guatemala, Honduras, Mexico, Nicaragua, Panama, Paraguay, Peru, Uruguay, and Venezuela.

The deals complement existing pacts in the UK, Canada, Spain through eOne (formerly through Alliance) and parts of Asia.

The Reliance-backed company, founded by Ford in 2007, announced at the tail end of 2012 an international film sales joint venture company Mundial with Mexico's Canana Entertainment specializing in Spanish language and Ibero-American cinema.

Ford said: "We're excited and honored to be in partnership with a European heavyweight like Universum and its parent company RTL. We're also delighted to be deepening our relationship with well capitalized and ambitious multi-territory distribution operations such as Sun and Top Film in fast growing marketplaces like Latin America, Russia and Eastern Europe."

"Technically this output framework gives us guaranteed distribution for our bigger films in 130 countries across the E1, Universum, Top Film, Sun, Reliance and BVI Asia regional footprint. More important than that territorial number, the structure strikes a healthy balance between committed output partners in a slew of key markets and selling to the broader independent marketplace in the rest of the world."

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Recent IM Global titles include *Dredd*, *Bullet to the Head*, *Dead Man Down* and *Hummingbird*.