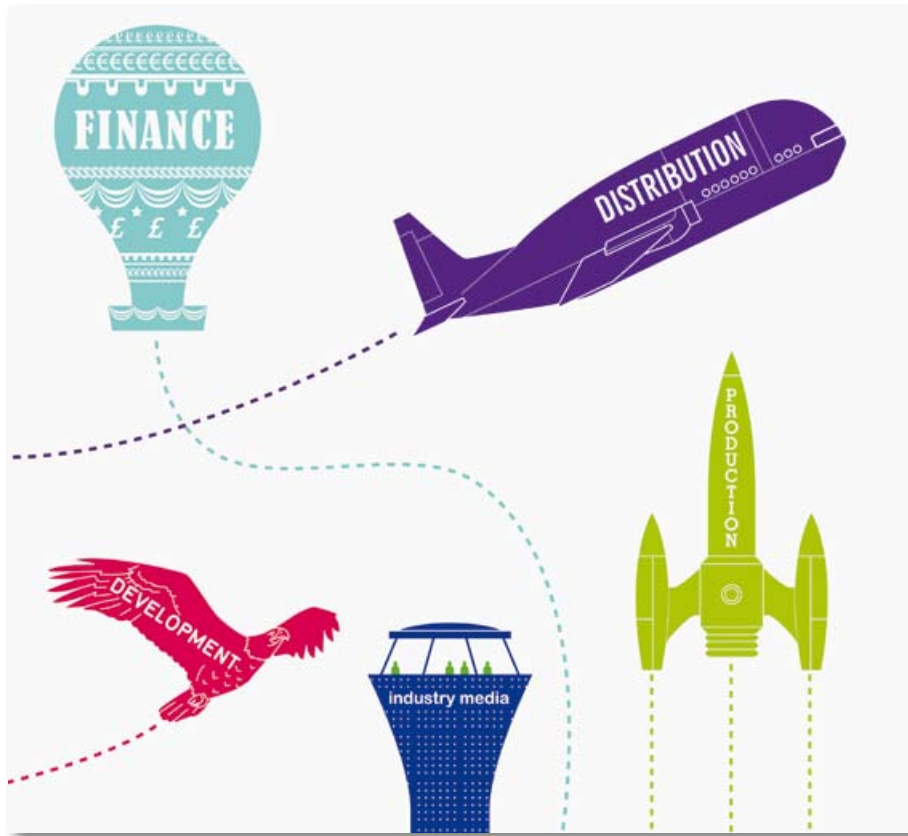


industry media



BUSINESS AFFAIRS CONSULTANTS FOR TELEVISION INDEPENDENTS

industry media

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LONDON WINCHESTER BELFAST

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DEVELOPMENT
FINANCE
PRODUCTION
DISTRIBUTION

We have always been totally clear about what we can offer to the independent television production sector: a proactive business affairs service delivered by industry experts with in-depth and in-house commercial experience.

Our overriding objective is to help owners, managers and investors grow successful indies and we achieve this by facilitating deals that both maximise profits and secure long term relationships with talent, financiers, broadcasters and distributors.

This blend of technical expertise and deep understanding of the production sector is what sets us apart and we are delighted that so many of the client testimonials in this brochure bear witness to this.

SIMON VYVYAN, MANAGING DIRECTOR, INDUSTRY MEDIA





“As Rumsfeld said, there are known knowns and known unknowns and then there are unknown unknowns. Luckily, when it comes to TV contracts, Simon and his team at Industry Media know all you need to know”

HENRY NORMAL, BABY COW PRODUCTIONS



“
...when it comes to TV contracts, Simon and his team at Industry Media know all you need to know
”
HENRY NORMAL
Managing Director

Baby Cow
PRODUCTIONS

“
We use Industry Media for all our business affairs now. Our work together has covered contracts with the BBC, ITV, C4, UKTV, ad funding agencies, as well as artistes, agents and publishers. The TV deals have ranged from one-off specials to 3-year contracts, small budgets to multi-millions. I am confident that their forensic understanding of each line of a contract ensures that we have maximised every opportunity. They keep us on track with regular updates, so we know nothing slips through the cracks. Most importantly, they are genuinely nice people.”

AMANDA ROSS
Managing Director





“ Industry Media has advised us on several of our productions and we have found their up to the minute knowledge of current industry practices and the complexities of new rights deals invaluable at a time when the need to move swiftly and decisively is essential to our business. They have also been a pleasure to deal with. ”

MURRAY FERGUSON
Chief Executive

“ We have used Industry Media for several years now as our key business affairs advisers and have been continually delighted with their professionalism and endlessly impressed with their results. They have worked across all areas of our business and have negotiated the best possible deals for us in a way that ensures a ‘win-win’ for all sides. Our deals are often done under great pressure of time and yet their service never falters. Their collective experience is a tremendous asset in a world of increasingly complex deal making and this, coupled with their intimate understanding of television’s independent production sector, puts them in a league of their own. ”

DANIELLE LUX
Managing Director



“ We have been working with Gill Lang at Industry Media on some of our most significant and work intensive deals. I have always been nothing but impressed and delighted by the excellent advice, speedy turnaround, sharp negotiating skills and breadth of knowledge we have been able to access that have made a really important contribution to the prospects of our business

JONATHAN DRAKE
Managing Director

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“
Industry Media is able to bring in-depth skill, knowledge and understanding of rights and financing that enable a production company to retain its IP - and get the show made. In an increasingly challenging broadcasting environment, where everyone wants more rights for less money, Industry Media's expertise is highly valuable in any complex negotiation.

ANNE BROGAN
Director

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“ We have worked with James and Gill for many years very successfully – both at ITV and now at Left Bank. They are both fair and tough and much respected. All vital qualities for a busy and expanding company. Getting your legal team right is one of the most important decisions any company can make. Marigo and I have always loved working with both of them and feel completely supported and secure with their work. However good the ideas are, it always takes a great deal to make it all worthwhile and – most importantly – profitable.

ANDY HARRIES
Chief Executive



LEFT BANK Pictures

WALLANDER



“
We have worked with the key personnel at Industry Media (Simon, Gill and James) for over eight years. We value their experience, their industry awareness, their dynamic approach and their commercial attitude. Their knowledge of media law has been crucial to Mammoth's success to date and will, we hope, continue to be crucial to a successful future. They have always given us comprehensive and immediate support and their intuitive understanding of our objectives and values is intrinsic to our working relationship.”

JON WILLIAMS
Director of Production & Finance



“ We have worked with Simon Vyvyan and Industry Media since 2005 and have been consistently impressed with their mixture of business savvy and technical expertise. They have been helpful on negotiating distribution, talent and production contracts and helping us secure the best possible deal terms in a commercially appropriate and realistic way. Everyone we've worked with on his team has been responsive, pro-active and keen to understand our particular motivations on different deals in order to best advise us.

LAURA MANSFIELD
Joint Managing Director



“ Industry Media has provided invaluable advice to Shed Productions for several years. It is a huge advantage speaking to a team who has a detailed understanding and knowledge of the industry and a genuine passion and interest in television production companies' objectives, legal issues and challenges. Simon and his colleagues' advice is always practical, commercial, up-to-date and detailed. We value Industry Media as an important support function for our business and highly recommend their services in every respect.

KIRSTEN EDWARDS
Senior Legal & Business Affairs Executive

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“

At Splash Media we've found that Simon and his team provide excellent business affairs support. Their expertise has enabled us to use them as a one-stop shop for our shows - whether they're Entertainment, Drama or Factual. We've tried hard to present them with a problem they can't find an answer for, but thus far we're still working on it!

JANE LUSH
Joint Managing Director

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“
Industry Media provides a unique combination of legal and business expertise. The breadth of experience gained from working on behalf of a wide variety of companies brings strength to our negotiations way beyond that which we would have on our own. They are incredibly prompt and diligent in responding to requests, and above all, fun to deal with.

DAVID STRACHAN
Co-founder and Joint Managing Director

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PRODUCTIONS*	Fanny Hill Far From The Madding Crowd Father & Son	Mrs Merton and Malcolm Mrs Merton In Las Vegas Murder City My Spy Family	The Damned United The Deal The Forsyte Saga The Fugitives The Grand The Grimleys The History of Miss Polly The Kindness of Strangers The Last Detective The Last Enemy The Last Hangman The Last Train The Last Word Monologues The Legend Of The Tamworth Two The Memoirs of Sherlock Holmes The Mighty Boosh The Mrs Merton Show The Murder of Stephen Lawrence The Perfect Match The Robinsons The Royle Family The Russ Abbot Show The Smiths The Street The Wind In The Willows The Queen The Walk Things You Do For Love This is Personal: The Hunt for the Yorkshire Ripper	A Big Hand For Sooty Amanda Holden's Fantasy Lives Animal Crazy Amir Khan's Angry Young Men At Home With The Clearys	Home Diners House Of Horrors House Of Tiny Tearaways House of Tiny Terrors How To Find A Husband	Saturday Kitchen Savage Earth Savage Seas Sermon From St. Albions Sesame Tree Slabovia Sooty Songs of Praise Stars In Their Eyes Stuff The White Rabbit Supernanny Surviving Gazza Sweet Baby James	The Zest Beauty Show Those Were The Days Tip Top TV Tom & Vicky Tonight With Trevor McDonald Tricky
A Bouquet of Barbed Wire A Line in the Sand Affinity All About George Always and Everyone Anchor Me An Evening With Gary Lineker At Home With The Braithwaites	Fitz Footballers' Wives Funny Business Gavin & Stacey Genie In The House Girls' Night Grafters Green Green Grass Gunpowder, Treason & Plot	Nighty Night Northanger Abbey Northern Lights O Jerusalem Old Street	Barbara and Malcolm Better Homes Big and Small Bill Bryson Bingo Lotto Britannia Builders From Hell Bullseye Belles	Imagine: Bolshoi Boy John Mortimer: A Life In Words	Songs of Praise Stars In Their Eyes Stuff The White Rabbit Supernanny Surviving Gazza Sweet Baby James	Ulrika's Foreign Affairs University Challenge	
Bad Girls Ballet Shoes Band of Gold Beyond The Rave Bewitched Bloodlines Bob Martin Bonekickers Bon Voyage Boudica Brave Young Men Briefest Encounter Bullet Boy Butterfly Collectors	Henry VIII Hex Hillsborough Holding The Baby Home Time Hornblower Hot Money Housewife 49	Painted Lady Paradox Passion Killers Planespotting Poirot Police 2020 Primeval Prime Suspect	Carnal Knowledge Celebrity Parents SOS Colin & Graham's Excellent Adventures	Kids Behaving Badly KNTV	The Alan Titchmarsh Show The Beatles Anthology The Big Experiment The Big Idea The Bloggers Guide The Blair Years The Bradshaws The Blunkett Tapes The Clan The Day I Will Never Forget The Duchess In Hull The Galaxy British Book Awards The Generation Game: Now And Then The Good Housekeeping Show The Gruffalo The Hairy Bikers' Food Tour Of Britain	Victoria & Albert Walk On The Wildside What The Papers Say What Will They Think Of Next When Athletes Attack When Piers Met Sir Cliff Wogan: Now And Then World In Action WTF!	
Casanova Christmas Lights City Lights Cold Feet Colditz Conjugal Rites Coronation Street Cracker	Housewife 49 Ideal If Only In Defence Island at War	Reckless Revelations Reversals Rhinoceros	Dear Davina Diana's Children Diana: The Secrets Behind The Crash Disco Babes Duchess In Hull Duchess On The Estate Dumped	Lady Killers Live From The Lilydrome Loose Women Lucky Numbers	The Alan Titchmarsh Show The Beatles Anthology The Big Experiment The Big Idea The Bloggers Guide The Blair Years The Bradshaws The Blunkett Tapes The Clan The Day I Will Never Forget The Duchess In Hull The Galaxy British Book Awards The Generation Game: Now And Then The Good Housekeeping Show The Gruffalo The Hairy Bikers' Food Tour Of Britain	You've Been Framed	
Daddy's Girl Dancing Queen Danielle Cable Dark Ages Dead Clever Deep Secrets Dirty Filthy Love Doctor Zhivago Dolly & Laura Donovan Dracula	Joanne Lees Ketch & Hiropon Get It On King Leek	Saxondale Scaredy Cat School of Comedy Secret Smile See No Evil Sensitive Skin September Song Sex Traffic Sherlock Synchronicity Sleepyhead Sofia's Diary Sparticles Springhill Stan The Man Staying Alive Strike Back	East 17 Economy Gastronomy Equally Different Eurovision Dance Contest Extreme Dreams Eye Of The Storm	Map Man Melinda Messenger Hits Hollywood Motorway Mousetrapped My Favourite Hymns My Generation My Shakespeare	The Alan Titchmarsh Show The Beatles Anthology The Big Experiment The Big Idea The Bloggers Guide The Blair Years The Bradshaws The Blunkett Tapes The Clan The Day I Will Never Forget The Duchess In Hull The Galaxy British Book Awards The Generation Game: Now And Then The Good Housekeeping Show The Gruffalo The Hairy Bikers' Food Tour Of Britain	* The above productions are all programmes or films on which Industry Media's consultants have provided business affairs services whilst working at Arthur Cox, Artists Studio, Box TV, Granada Television Productions, Industry Media, ITV Studios & Shine.	
Eleventh Hour Essex Boys	Law and Order: UK Lewis Life Begins Longford Longitude Losing Gemma Lost In Austen Love Bytes	Sherlock Sinchronicity Sleepyhead Sofia's Diary Sparticles Springhill Stan The Man Staying Alive Strike Back Stuck Sugar Rush Sunnyside Farm Surgical Spirit Sweeney Todd	Fantasy Homes Find A Fortune For The Love Of Roy 42 Up Funny Girls	Map Man Melinda Messenger Hits Hollywood Motorway Mousetrapped My Favourite Hymns My Generation My Shakespeare	The Alan Titchmarsh Show The Beatles Anthology The Big Experiment The Big Idea The Bloggers Guide The Blair Years The Bradshaws The Blunkett Tapes The Clan The Day I Will Never Forget The Duchess In Hull The Galaxy British Book Awards The Generation Game: Now And Then The Good Housekeeping Show The Gruffalo The Hairy Bikers' Food Tour Of Britain		
Fallen Family	Macbeth Margot Married Single Other Marple Mary Bryant Medics Me & Mrs Jones Mickey Love Misfits Moll Flanders	The Abbey The Brief The Chest The Cloning of Joanna May	Garages From Hell Give Your Mate A Break God's Gift Great British Journey Guilty Pleasures Guinness World Records Smashed GUTS	One Star Owning Auschwitz	The Alan Titchmarsh Show The Beatles Anthology The Big Experiment The Big Idea The Bloggers Guide The Blair Years The Bradshaws The Blunkett Tapes The Clan The Day I Will Never Forget The Duchess In Hull The Galaxy British Book Awards The Generation Game: Now And Then The Good Housekeeping Show The Gruffalo The Hairy Bikers' Food Tour Of Britain		
				Pablo's Hippos Pennis Pops Out Piers Morgan On Pissed And Pregnant Planet Ustinov Power And The People Prove It!	The Alan Titchmarsh Show The Beatles Anthology The Big Experiment The Big Idea The Bloggers Guide The Blair Years The Bradshaws The Blunkett Tapes The Clan The Day I Will Never Forget The Duchess In Hull The Galaxy British Book Awards The Generation Game: Now And Then The Good Housekeeping Show The Gruffalo The Hairy Bikers' Food Tour Of Britain		
				Rachel Allen: Bake! Rachel Allen: Home Cooking Raven's Wing Real Crime Diamond Geezers Real Crime Tesco Bomber Redgrave's Raw Recruits Richard & Judy Rock Of The North Ryan Giggs' Soccer School	The Alan Titchmarsh Show The Beatles Anthology The Big Experiment The Big Idea The Bloggers Guide The Blair Years The Bradshaws The Blunkett Tapes The Clan The Day I Will Never Forget The Duchess In Hull The Galaxy British Book Awards The Generation Game: Now And Then The Good Housekeeping Show The Gruffalo The Hairy Bikers' Food Tour Of Britain		
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