



rights.tv

The UK's leading
business affairs and
commercial consultancy

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“ BAFTA has a varied and sometimes complex set of legal structures placed around our activities and [Rights TV] has helped us get right on top of these issues. Since starting our consultancy arrangement earlier this year, we have benefited from good industry knowledge and expertise, approachable and friendly staff and clear interpretation of complex legal matters.”

Kevin Price,
Chief Operating Office,
BAFTA Management Limited

“...like having our own dedicated business affairs unit in house.”

Piers Vellacott,
Director of Production,
3BM Television /
Ten Alps Drama



Thank you for enquiring about Rights TV. I'm Andrew Baker and I've been running Rights TV since 2004, working with an amazing range of companies and individuals across the media industry. In September 2011 we joined forces with Compact Media Group to expand our operation exponentially without compromise. I am very proud of the work that we do and the fantastic people we have working for us, and every day we find something new and exciting that our clients ask us to help with. Our clients think we do a great job for them and are our best advert - with almost all of our new clients coming to us by word of mouth recommendation.

If you have a problem or question then please do ask us to help - it is impossible to list all the things we have worked on but if we can't do it we will always be able to recommend someone who can. Ask us and find out what we can do for you!

*My team and I are looking forward to hearing from you - call us on **+44 (0) 20 7874 7496** or email us at **rights@rights.tv** and we would be very happy to meet for a free, no obligation chat about your project or business at our offices in London & York.*

Andrew Baker, MD



“ Andrew represented a potential client of ours for an exciting animated series which was to be funded through a complex co-production arrangement. Although he was representing the client and not Target, I found him to be consistent, meticulous and measured throughout with an eye on getting a deal done. Which is what both we and the client wanted. Job done! Everyone happy. I think he and his company would be the ideal adjunct to an independent producer if they didn't already have in-house legal representation.”

Oliver Ellis,
Director of Children's and Family
Programming,
Target Entertainment

“ [Rights.TV] provides a great service. Their swift response to all sorts of legal queries and contract issues and their friendly manner make them a great resource. I now use them for all my legal needs.”

Anna Watson,
Head of Production,
Ten Alps TV

“ Andrew came into Network Centre at a difficult time. He quickly seized opportunities within the digital channels and was a significant driving force behind the launch of the CiTV Channel. His broad range of talents and experience is ideally suited to the services his company currently provides and I would have no hesitation in utilizing his team's resources on a business affairs project I was involved in.”

Adam Binns,
Head of Business Affairs,
ITV

GET IT RIGHT

Rights are a complicated business. They are core to everything you do and without them you can't make your projects or run your business effectively.

We are a consultancy which provides business affairs and commercial advice to the media and television industry. We understand rights but we also understand the commercial environment of the industry you work in. Our consultants offer informed and proactive advice based on years of practical experience working for leading broadcasters and producers – which means you get the best

advice for your business. We work in partnership with you to get the best terms available, agree deals quicker and maximise the exploitation of your rights.

For something as important as your project, you need the best advice on your rights and you need to get it right!



“ Andrew’s a master at negotiating ‘win win’ deals. I’ve sat on both sides of the negotiating table to Andrew; as an indie when he looked after ITV and more recently with him as part of the Fire Mountain team. So many lawyers can’t see the wood for the trees and can hinder a deal. Andrew makes it happen. He leaves both parties feeling they’ve done a fair deal, which is important in building long-term relationships with broadcasters. Don’t get me wrong, he can be a terrier, but overall he lets common sense prevail, which is a rare commodity. Having headed up ITV, he’s incredibly well connected and respected within the industry. He seems to personally know most of the business affairs teams we deal with and I think this helps enormously in getting deals done. Commissioners know that, if Andrew’s involved, they’ll strike a fair deal.

In raising finance, we’ve also found Andrew an invaluable member of the team. Investors know that the rights they will be investing in will be properly managed and exploited. He’s also a canny eye for maximising rights exploitation across the board from DVD to new media and music and has helped us to rejuvenate several properties.

He’s also great at seeing the ‘bigger picture’ and has played a vital role in helping Fire Mountain to grow. Andrew’s become a very good friend. He’s a true gentleman and great fun to have as part of the team. People enjoy doing business with him and that’s incredibly important”.

Iain Russell, MD,
Fire Mountain Productions

“ I’m delighted to go on record in saying that we’ve had complete confidence in our dealings with Rights TV . We’ve especially appreciated the prompt response to both e-mails and phone calls and have rested secure in the knowledge that you bring broad experience of the industry to the task of negotiating contracts that are fair and reasonable, within the limits set by demanding broadcasters, to all parties.”

Kate Macky
Head of Production
Blakeway Productions

UNDERSTANDING YOUR NEEDS

We differentiate ourselves from traditional law firms and consultancies with our ‘hands-on’ attitude and flexible approach. Our consultants are all experienced in-house business affairs staff, and so they know exactly what you need and how to deliver it.

Our work is tailored to match your requirements and to fit seamlessly with your existing production team. Working in partnership with you we can effectively minimise your risks and maximise your rights and revenues, saving you time and speeding up cash flow from financiers, broadcasters and distributors.

Above all, our service adapts to your specific needs, we believe each client is individual and we offer a bespoke service that gives you what you want, rather than a one size fits all approach. Some of our clients require advice on just a specific agreement, while for others we provide ongoing support or even a dedicated complete in-house business affairs resource.

We offer clients the ability to call on experienced and knowledgeable consultants who can add value to their business and maximise rights and revenues, without having to commit to high overheads and

expensive ‘legal’ advisors who don’t understand their needs. Whether you need an hour a month or five days per week, we can offer a service that is responsive to the workload that you have from week to week.





CLIENT CARE

With offices in London & York, we offer the ideal mix of experience and professionalism, with a hands on practical understanding of your business. We have the resources to cope with whatever needs a client may have, but we offer personalised and individual care to each of our clients.

We have a dedicated client care director who ensures that all our clients have at least two members of staff who know and understand their business and who can give an objective second opinion on any complicated or unusual issues that may arise.

Our clients feel that we understand their business and are 100% supportive of their goals – whether this is making the best possible programme or ensuring the best possible deal, or both!

For our clients we also offer added value – networking opportunities, market intelligence, training and seminars, and always a willingness to help find answers for any questions you might have – whether they relate to our services or not.

“Andrew’s knowledge of UK and international TV business affairs is highly impressive. He approaches all deals and contracts with thoroughness, intelligence, and uses his expert knowledge to spot and create opportunities. In particular, he has been able to extract rights when others believed it wasn’t possible. He is also a delight to work with.”

Dan Chambers,
Executive Producer, Blink Films

Photo: *Animal Rescue Squad*, True North Productions, Five



“ I have hired Andrew to negotiate a number of complex business affairs contracts between broadcasters and my TV production company – and have been impressed every time by his attention to detail, his tenacity in securing the best deal and his expansive knowledge of the industry. I am happy to recommend the services of his company, Rights TV.”
Glyn Middleton, CEO,
True North Productions Ltd

“ Andrew is an excellent communicator of ideas, easy to work with and very knowledgeable about the business of TV and IP. I would have no hesitation in recommending Andrew who is a consummate professional in his field.”
Russell Dever,
Splash Consumer Products

“ Andrew is a practical, business minded lawyer who really understands production and rights management. He's pragmatic, realistic, knows what can and can't be achieved and advises accordingly. I'd be delighted to recommend his services to anyone.”
John Lomas-Bullivant,
Fireback Entertainment

WHAT WE DO

With a thorough understanding of a production's life cycle our consultants provide advice at all stages from creation and development, through to financing, production, distribution and exploitation of your rights.

We also have experience in broader issues, offering day to day commercial and strategic advice to growing production companies as well as advice on investment and the sale of your business.

We advise on:

- Development deals
- Underlying rights deals – writers, authors, actors etc.
- Production contracts
- Coproduction agreements (including UK-Canada treaty coproduction)
- Broadcast agreements
- Online and interactive productions
- Talent agreements (we act for both talent and producers)
- Distribution and licensing/merchandising deals

ADDITIONAL SERVICES:

Rights Savvy





RIGHTS SAVVY

Exploiting your rights can provide additional revenue on a regular basis for no additional effort, and when commissions are hard to secure and development is expensive, the additional revenue from sales can make all the difference to your business.

However, knowing what rights you have and how to exploit them are often the biggest barriers to production companies realising this value. As experts in negotiating broadcast, production and distribution deals, we understand the way contracts

are written and the impact this has on the rights available to you.

We therefore offer a rights auditing service, where we can review your contracts and agreements and provide you with a comprehensive breakdown of the rights that you have and the revenues you should be receiving, or the sums you should be paying to talent or other third parties. We also have access to a professional quality rights database system which can allow you to run reports and statements instantly, to keep track of all your programme

rights. Clients for this rights management service include Keo Films, Channel X and Shine TV Group.

As well as finding out what rights you have, we now offer a service called 'Rights Savvy' where we act as your agent to exploit programme rights on a commission only basis. Clients for this service already include Darlow Smithson, Windfall Films and Fresh One. For more information please contact us to discuss the options available to you.

Photo: Kirstie Allsopp and Phil Spencer, Raise the Roof Productions



THE TEAM

Andrew Baker, MD

Andrew Baker founded the Company in 2004, having previously worked at ITV Network Centre, Granada Entertainment USA as Senior VP for Legal and Business Affairs and as Head of Business Affairs in various departments within ITV productions, including Granada Film, Cosgrove Hall Films, Granada Lifestyle and Granada Kids. Andrew is a qualified solicitor.

Michelle Bruce, Business Affairs Director

Michelle is a highly experienced international television professional. In a varied international career heading up the distribution company TVF International and then for eleven years as Director of Acquisitions & Business Affairs for Discovery Networks International she has worked with broadcasters and producers globally to acquire, co-produce and commission shows.

At Rights.tv, Michelle is responsible for overseeing the London office and supporting expansion in the UK and internationally.

Jenny Spearing, Consultant

Jenny spent 11 years at leading production house; Tiger Aspect looking after the legal and business affairs for a range of genres but most recently specialising in factual & features.

With a key eye for detail Jenny has had ample experience with UK broadcasters and distributors as well as broadcaster arrangements for Tiger's US operation.

Sam Knowles, Consultant

Sam previously worked at ITV Digital Channels, responsible for ITV2 and ITV3 commissions, and also at the BBC in a number of departments, including Factual and Learning, Radio and News (including BBC online) and Entertainment. Prior to joining the BBC Sam worked at Brighter Pictures as an Associate Producer. Sam is a qualified Legal Executive

Catherine Parry-Jones, Consultant

Catherine was previously Business Affairs Manager for Minotaur International, and has worked at Chorion Plc, RDF International, IMG

Entertainment / Gamer.tv and also at ITV Digital.

Charlotte Davis, Project Manager

A qualified solicitor & barrister hailing from Australia, Charlotte has had significant commercial, IP & litigation experience in both Australia and the UK.

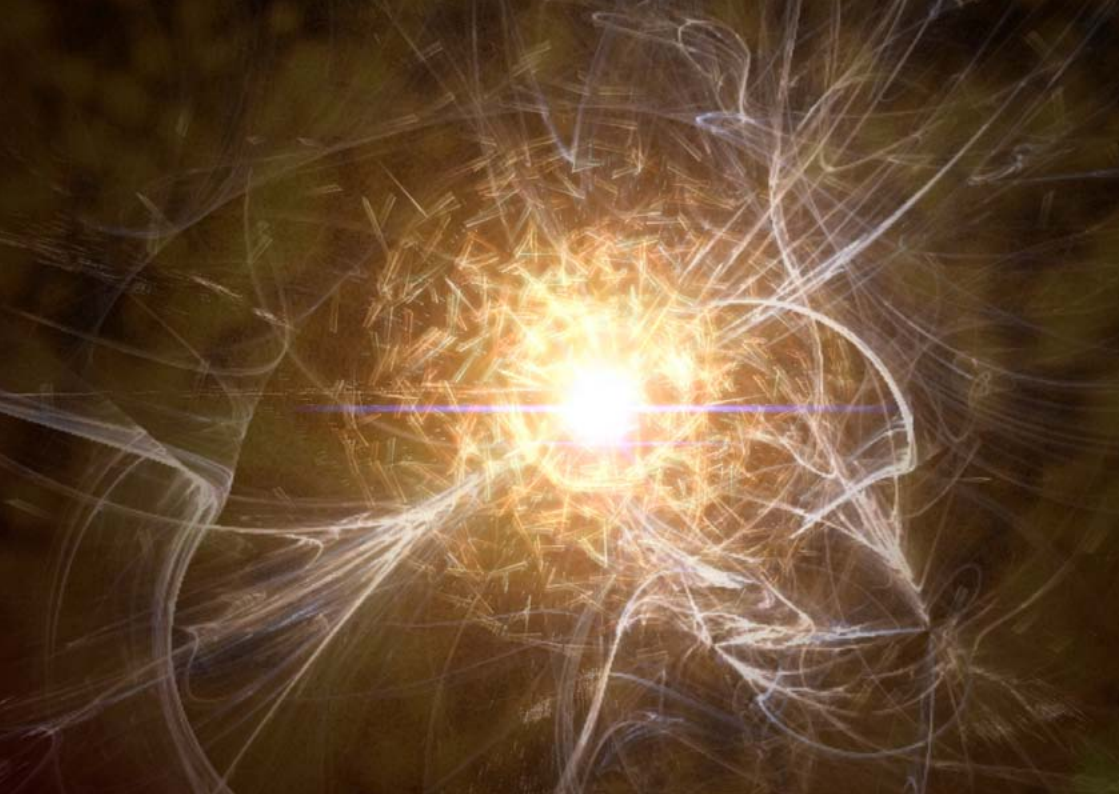
Charlotte's experience includes working at Discovery Channels as a Contract Audit Project Manager overseeing the review of distribution contracts for UK & EMEA regions.

Marica Giessen, Contracts Coordinator

Marica brings a broad range of talent to the team having worked at Minotaur International, Warner Music International and Disney-ABC-ESPN Television where her responsibility was for co-ordination of Nordic output deals and developing incremental sales across departments.

Caroline Baxter, PA to MD

Caroline previously worked in television production as a freelance Production Manager before joining Rights TV in 2007 to oversee Company administration.



CONTACT US

We offer all new clients a free initial consultation – to make sure we understand what you need and can explain how we can help you.

Call us now to arrange an appointment or email us at rights@rights.tv

Telephone: +44 (0)20 7874 7496
Skype: **rightstv**
Email: **rights@rights.tv**
www.rights.tv

Feel free to call us anytime and arrange a meeting – if you register for our mailing list online we'll also keep you updated on seminars and events around the country where you can meet us in person.

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Photo: *Journey to the Edge of the Universe*, Pioneer Productions, co-production with Handel Productions for National Geographic, NCGI, Discovery Canada and France 5

