

The best at every level



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There's more than one way to do a deal. So it stands to reason that there's more than one kind of deal-maker. In the following pages, we look at 20 of the best – based on the kind of work they've been doing over the past 12 months.

Some are from the top floor (Steve Macallister, David Ellender, Keith Le Goy, Paul Buccieri), overseeing huge catalogues and vast global sales forces. But others are at the coal-face, working out how to squeeze a few extra rubles from the Russians (Caroline Schroeter) or a wedge of won from Korea (Stephen Driscoll).

The distribution business is changing fast, so we've tried to reflect that in the stories we tell. What does it take to break a format in the US, as Philip Morrow, Jens Richter and their respective teams have just done? And what should we make of Netflix content chief Ted Sarandos – friend or foe to the TV business?

There are some seriously smart people here – working out how to put together a complex co-production (Kristina Hollstein, John Morayniss) or monetise the bewildering world of digital (Catherine Powell). Chris Grant, about to start work at Electus, will be exploring how to meld the disparate needs of brands, platforms and content creators. Former agent John Fogelman is also exploring the next-gen studio model.

Of course, there are many more great dealmakers heading for MipCom, and we wish them all the best as they ply their trade beneath the gathering storm clouds of the global economy. Hopefully, Cannes will offer clearer skies.

► *Robin Parker, supplement editor*

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