



THE MEETING PLACE  
FOR **INTERNATIONAL PRODUCTION**

“ It's an incredible  
achievement to create  
such an indispensable  
event in such a short time.

Mikael Svensson  
Swedish Film Commissions



# 2018 Report

[www.tlgfocus.com](http://www.tlgfocus.com)

## Attendance

- 2731 people attended
- 40% footfall increase
- 2165 visitors
- 566 exhibitors & delegations

## Visitor Profile

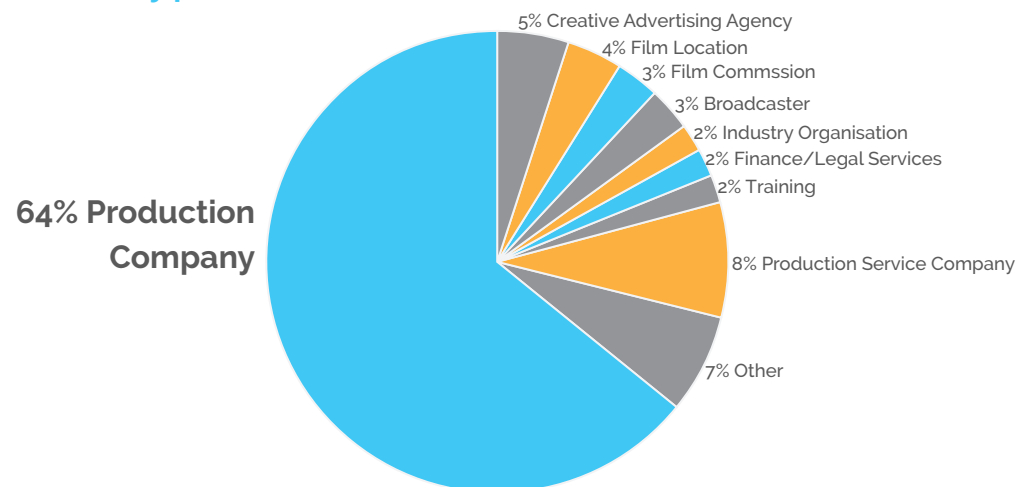
- 82% of visitors from the UK
- 18% of visitors from the rest of world
- 52 countries represented
- 78% film beyond area where based (46% frequently/mostly)
- 39% of visitors returned on day 2 (up from 35% in 2017)

“ FOCUS is an exceptional event. The timing of each meeting is flawless, the content is interesting & informative, the client list & networking opportunities are endless & I truly believe there is no other event like it. Congratulations for getting bigger & bigger each year.

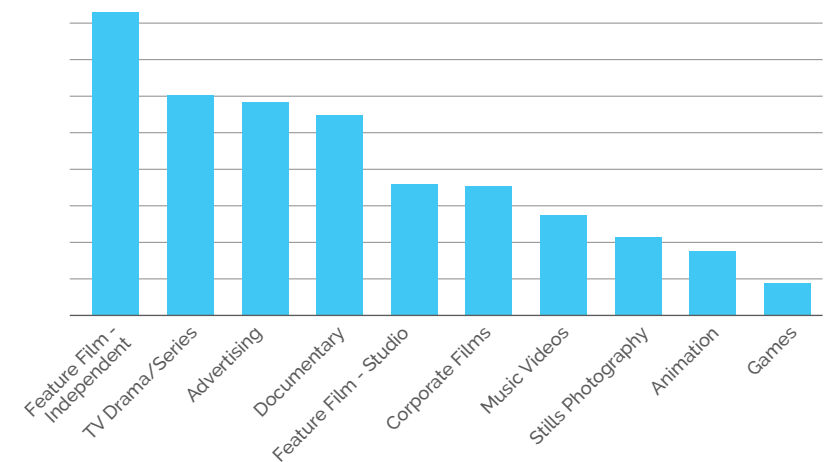
Georgette Turner - Location Manager



## Visitor Type of Business



## Visitor Area of Production



## Visitor interest - top six

- Filming incentives
- Production services
- Locations
- Post-Production
- Financial Services
- Production Technology

## Top five reasons for attending

- Networking with peers & other industry colleagues
- Update knowledge of trends, initiatives & developments
- Look for new locations, production support services & facilities
- Attend the FOCUS programme sessions
- Find out more about filming incentives

“FOCUS is a great opportunity to meet collaborators past, present & future from around the world, catch up on the latest news & share information with the production community.

Tracey Josephs - The Ink Factory

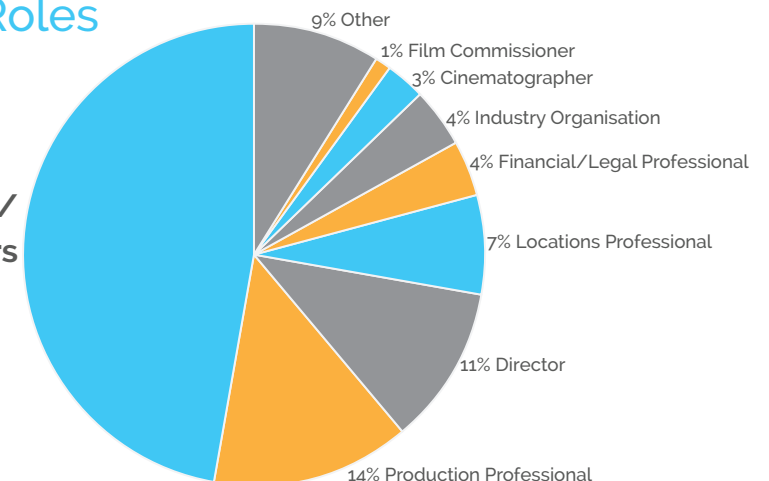


## Programme Sessions

- 64 programme sessions with over 150 leading industry speakers
- Visitors continued to rate the programme's sessions **market leading** (more than 4 out of 5) for **quality of the speakers & relevance of the subject matter**
- The 2018 FOCUS programme was developed in consultation with **Pact, The Production Guild, Advertising Producers Association, Directors UK, BFI, British Film Commission, Creative Europe Desk UK, ScreenSkills, UK Screen Alliance & Women in Film & TV.** It was presented in association with media partner **Variety.**

## Visitor Job Roles

**47% Producers/  
Executive Producers**



## Visitor Experience\*

- 96% said they enjoyed attending FOCUS
- 95% said that FOCUS was a worthwhile investment of time
- 91% said they would visit FOCUS again
- 91% would recommend FOCUS to a colleague
- 84% said they learned more about incentives being offered by locations
- 74% said they found interesting new locations
- 68% said they found interesting new suppliers of production services

“Since Hero Production Iceland started attending FOCUS we have been growing extremely fast & well & that is mainly due to the contacts we have met at the event. The networking is amazingly easy and it's all about breaking the ice.

Bui Baldvinsson - Founder & Owner - Hero Productions Iceland



## Visitor Ratings\*

Visitors rated FOCUS **market leading**

(more than 4 out of 5) for:

- Networking opportunities with exhibitors & visitors
- Location and venue
- Programme sessions
- Quality, quantity & relevance of exhibiting organisations
- Event atmosphere
- Timing
- Website & registration process
- On-site service & support

“Puzzled that this event exists & is completely free - yet provides networking opportunities & panel discussions that are practically on a par with LFF & Cannes. Where's the catch?

Suzanne Gielgud - Gielgud Films

“FOCUS is the kind of event that anyone in our industry should attend. We're becoming a global market & the ability to make global decisions means you need to attend FOCUS or be left out.

John Rakich - Rakich Productions Inc

## Exhibitor Experience\*

- 244 exhibiting film commissions, production services & locations providers representing over 70 countries
- 90% said they met good quality contacts at the event
- 93% said the organisers made it easy for them to exhibit
- 94% said they left with a good feeling
- Exhibitors rated FOCUS **market leading** (more than 4 out of 5) for:
  - The quality, quantity & relevance of visitors
  - The quality of client services, including sales, production, marketing & on-site support services
  - The location & venue

*\*figures based on independent, anonymous visitor & exhibitor research by Fusion Insight & Strategy*



FOCUS would like to thank all our media & industry partners for their continued support:



FOCUS returns to the Business Design Centre London on the 3rd & 4th December 2019  
Email [contact@tlgfocus.com](mailto:contact@tlgfocus.com) for further details

“The event brings together professionals from every subsector of the industry. This makes FOCUS the fast growing & must-attend global production event for Europe, where on the one hand we can gain contacts & broaden our market insight on the other.  
Tatia Bidzinashvili – Enterprise Georgia

“FOCUS 2018 was a terrific event, not only in the way it was run by the FOCUS team, but the quality of the delegates and exhibitors that attended, along with the fantastic networking opportunities & introductions it opened. It was absolutely worth my trip from Australia! As an exhibitor I was hugely supported from the get go by the FOCUS team & the event was very successful for my business....I'll be back!!

Andrea Gorddard - Australian Fixer HQ

## “Visitor Testimonials

I'm filming in France next year, Romania in 2019/20 & Thailand in 2021. I was able to kickstart research for all three in a venue 40mins from my front door.

**Paul Wiffen - Excalibur Film**

FOCUS was a wonderful opportunity to get introduced to new territories & filming incentives.

**Chris Lahr - Left Bank Pictures**

FOCUS is an incredible place to genuinely get to know people in the industry, abroad & in-house. Its friendly & laid-back settings allow for involved conversations to happen, everyone seems to show up with a genuine desire to be helpful & informative. It's a breath of fresh air for both seasoned & young industry professionals!

**Carlotta Merzari - Northforma Entertainment**

FOCUS is a great place to discover new incentives & to catch up with old friends. For me it is one of the best events of the year to seriously plan a national &/or international project.

**Anthony Alleyne - Born Wild**

Recce the whole world from one ideal location in London.

**Roger Mullins - Celticstarfilms**

Essential attendance if you're in the film & TV industry & need to know with confidence where you can shoot globally & who's there on the ground to help you.

**Alex Tate - Creative Media Finance**

FOCUS is a vital date in the calendar for learning about global incentives & facilities.

**Paul Brett - Flying Tiger**



Great event to attend with some fantastic speakers. It was really useful to be networking with like-minded film producers & directors.

**Magnus Wake - Encaptivate Films**

FOCUS 2018 has helped us get a huge leap closer to making our feature film in Norway. Great place, great organisation & a must for filmmakers both in England & internationally.

**Eirik Knutsvik - Film Ink Productions**

A great way to do the rounds of the regional locations & funding incentives easier than in Cannes !

**Angela Jackson - Solicitor**

FOCUS has helped me expand my network & appreciate the work lives of my colleagues. It's a game changer - & the whole event is run brilliantly, from website registration to staff on the floor.

**Conor O'Hara - Cine Highland**

FOCUS 2018 was a great melting pot of international opportunity - right on your London doorstep.

**Tone Davies - H28**

Excellent event. Very well run & incredible variety of exhibitors. Completely worth a visit. Especially because it's free!

**Sienna Beckman - Emergence Films**

A lovely infectious hospitable atmosphere & provides stimulating & interesting events while providing good networking opportunities.

**Helen Hadfield - Snapper Films**

FOCUS is a pivotal & essential event in the film calendar, in particular as a means of meeting & building links with other filmmakers & service providers. I've always found it to be valuable & would recommend it highly to anyone deciding to go in future years.

**Ian Beaumont - Little Dude Films**

FOCUS 2018 was an overwhelmingly positive experience. I not only met like-minded creatives, but also connected with film commissioners who were more than happy to discuss my upcoming projects & offer their help. I will be thrilled to attend FOCUS again in 2019!

**Sophia Tamaro - Freelance**

FOCUS plants the seed for international production & shines a spotlight on international production with a wealth of information & great locations, which both inspire you & open a window to what may be possible on your next production.

**Abid Khan - Eyefive**

## “Exhibitor Testimonials

We have been coming to FOCUS ever since its very first edition, since we believe in the message as well as the opportunity this event provides us. FOCUS is without any doubt one of the most important events for our industry, & hence we would not want to miss out the chance to be present.

**Peter Welter Soler - Executive Producer & CEO - Fresco Film Production Services**

FOCUS offers a great opportunity to connect with producers & film commissions from all over the world. It's imperative for us to stay engaged & up to date on key opportunities & challenges concerning the production industry today & FOCUS provides a great environment for these important conversations.

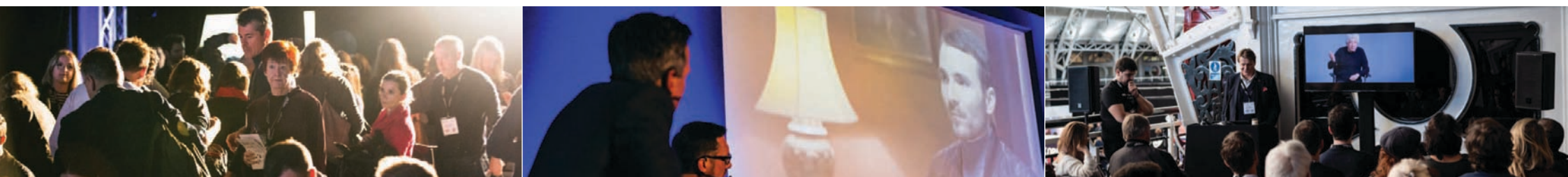
**Anne Chapman - The Virginia Film Office**

We exhibited at FOCUS last year & we made some great new contacts leading to several mutually successful long-term business relationships. This is a brilliant event to meet plenty of great likeminded people who could benefit from our expertise all in the one place; not just UK based film 'movers & shakers' but also overseas producers looking to film in the UK.

**Tony Scott - MD - Dynamic**

I consider FOCUS to be the best industry get together in the planet, where production / locations / line producing meet in harmony & good business practice. Things do get done there. There are no films to sell, no films to buy, no screenings, no big parties, just the business side of it that fits our aim.

**Fred Challa - Dreamaker Productions**



Our film commission has been coming to this event from year one & we think it's just great. We can reconnect to our UK peers, clients in Europe, & take advantage of the seminars & events.

**Maggie McCarty - Director of the Paradise Coast Film Commission**

There are few places where producers of feature films & TV series gather alongside producers of TV commercials & branded content under one roof. PSN feels right at home in this mix. We haven't missed it since year one.

**Michael Moffett - Founder PSN Production Service Network**

This was the third year we exhibited at FOCUS & we found the whole event fantastic. The show is very well marketed & there was a high standard of exhibitors & delegates throughout the event. A very well organised event that is continuing to grow, year on year.

**Vicki Brown - Surrey Film Office**

FOCUS has this special atmosphere - cosy, welcoming & neat. A great place to meet your new clients & partners in filmmaking. If you enjoy being in London, you will choose to come back to FOCUS every December.

**Alexandra Tzvetkova  
Nu Boyana Film Studios**

One of the most important business of production events in Europe. FOCUS is a well organised event, which takes place in one of the most vibrant cities in the world.

**Lefteris S Eleftheriou - Invest Cyprus**

We recognise how the organisers are working to make the event better & we love it! It's definitely a great place to exchange ideas, network & contact possible clients. In my opinion much better than a film festival.

**Ruggero de Virgiliis  
Locations with Groove, Italy**

FOCUS was a great success for us. Much of our target client base was in attendance. As a relatively new company, it gave us the platform to hook up with many influential people from the industry.

**John Lygo - Film Floor Ltd**

FOCUS has been a highly productive & rewarding trade show for both the LMGI organisation & our members. With the focus on international location filming, there is currently no better trade show in the world.

**Ken Haber - LMGI**

## Exhibitor Listings

2 French Friends

### A

Aberdeen City & Shire Film Office  
ACS France  
AdGreen  
ADP - French Association of Line Producers  
AFR - French Assoc of Location Managers  
African Fixer Guild  
albert  
ALCA Nouvelle-Aquitaine Film Commission  
Alexandra Palace  
Alien Films Entertainment  
Alternative Venues London Reserve Forces  
Angles Unlimited  
Apulia Film Commission  
Arab Telemedia Services  
Argyll & Bute Council  
Asia Film Fixers  
Australian Fixer HQ

### B

B Live Group  
Balearic Islands Film Commission  
Barcelona Film Commission  
Bath Film Office  
BECTU  
Benetone Films  
Blue Sky Films  
Boomerang Carnets UK  
Brittany Film Commission  
Bulgaria Film Locations

### C

Canary Islands Film  
Cascada de las Animas  
Casting Networks  
Catalunya Film Commission  
Charlotte Regional Film Commission  
CINEPEAK  
City Harvest  
CLAP Wallonie  
Coin Street Community Builders  
Copenhagen Film Fund  
Cote d'Azur Film Commission  
Creative England  
Croatian Audiovisual Centre  
Czech Film Commission

### D

Dazzle Pictures  
Dramatify  
Dreamaker Productions Morocco  
Dreamcatcher Productions  
Dreamcatchers India  
Dynamic International

### E

Edwardian Hotels London  
Enterprise Georgia  
Estonian Film Institute  
Excel Executive

### F

FairFX  
Family Film  
Film Asylum  
Film Birmingham  
Film Capital Stockholm Filmcommission  
Film Commission Norway  
Film Commission Poland  
Film Commission Torino Piemonte  
Film Commission Vallee d'Aoste  
Film Edinburgh  
Film Floor  
Film France  
Film in Iceland  
Film In Nepal  
Film LA  
Film London  
Film Madrid  
Film New Forest  
Film Offices UK  
Film Tampere  
Film Tucson  
Filming  
Finland Film Commission  
Finnish Lapland Film Commission  
Florida Keys & Key West Film Commission  
Fluid Productions  
Frames TV & Film Production Services  
Freemasons' Hall  
Froggie Production  
Fuel Cell Systems

### G

Genova-Liguria Film Commission  
Geo Film Production  
Get Set Hire  
Ginger Ink Films Africa  
Gironde Film Commission  
Good Energy  
Grandma

Greek Film Centre  
Green Tomato Cars  
Greenkit  
Guadeloupe Film Commission

### H

Harbottle & Lewis BFI Certification Unit  
Harrow School  
Hazgreen Ltd  
Hellenic Film Commission  
Hero Productions  
Historic Environment Scotland  
HMG Locations  
Honolulu Film Office/Island of Oahu  
HQpilots  
Humboldt-Del Norte Film Commission

### I

I Mediate Clearance  
ICA - Instituto do Cinema e do Audiovisual  
Idea Film  
Ile-de-France Film Commission  
Imperial War Museum  
Invest Cyprus  
Invest in Spain  
Island Film Group

### J

Jockey Club Venues  
Jordan Tourism Board

### K

Kays  
Kent Film Office  
Kenya Film Commission  
Krakow Film Commission

### L

Lahuka Indonesian Filming Services  
Landmarc Solutions  
Leeds Castle  
LITES  
Liverpool Film Office  
LMGI  
Locations with Groove  
Lower Austrian Film Commission - LAFC  
LPG - Location Professionals Group  
Lucana Film Commission  
Lviv Film Commission

### M

Made in Lisbon  
Mallorca Film Commission  
Marseille Film Commission  
Maui County Film Office  
Mazovia Warsaw Film Commission  
Mendips Film

Metro Production  
Moab to Monument Valley Film Commission  
Mommotty  
Moscow Film Commission

### N

National Film Development Corp Malaysia  
National Trust for Scotland  
Nepal Tourism Board  
Netherlands Film Commission  
Netherlands Production Alliance  
North Finland Film Commission  
Nu Boyana Film Studios

### O

Occitanie Film Commission  
On Screen Africa  
On The Rocks  
One Boy Productions

### P

Panoramic Journeys  
Paradise Coast Film Commission  
Patronat Provincial de Turisme de Valencia  
Pays de la Loire Film Commission  
Pegasus  
Peninsula Film  
Plus de Prod  
Podkarpacie Film Commission  
Pontact Productions  
Possibility Brought To Life  
Poznan Film Commission  
Printworks by Venue Lab  
Provence Studios

### Q

Quantum Waste

### R

Ready To Shoot  
Remote Trauma  
Republik Film Productions  
RIMMS  
Roma Lazio Film Commission  
Royal Hospital Chelsea

### S

Sagafilm  
Sardegna Film Commission Foundation  
Sargent-Disc Ltd  
Sarke Studio LLC  
Scandinavian Locations  
Screen Brussels Film Commission  
Screen Scotland  
Screen Yorkshire  
Shetland Islands Council  
Sicilia Film Commission

Silk Factory Studio LLC  
Slovenian Film Centre  
Slovenian Tourist Board  
SNCF  
SOS Global Express Ltd  
South of France Film Commission - VAR  
St Petersburg Clearwater Film Commission  
State of Hawaii  
Stylogy  
Sunbeam Studios  
Surrey Film Office

### T

Talking Film Production Services  
Thailand Film Office  
The Antwerp City Film Office  
The Crown Estate  
The Float  
The Honourable Society  
of the Middle Temple  
The Imaginarium Films  
The Postal Museum  
The Royal Film Commission Jordan  
Thurrock Film Office  
Toscana Film Commission  
Trentino Film Commission  
Truenorth  
Twist Cluster

### U

UKFilmlocation.com  
Ukrainian Motion Picture Association  
Ukrainian State Film Agency  
Umbria Film Commission  
Uruguay Audiovisual

### V

Valencia Film Office  
Variety  
Victoria & Albert Museum  
Vineyard Films  
Pic Portugal

### W

Wales Screen  
Wallimage  
Wallonia Export-  
Investment Agency - AWEX  
West Finland Film Commission  
Wroclaw Film Commission

### Y

Yukon Media Development

### Z

Zaman Project Management