

## ANDREW HILDEBRAND

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**Ranked by the Legal 500 and Chambers as a leading UK mediator, I handle a wide range of commercial and insurance related disputes. I also arbitrate, and consult for a French bank on TV and film productions. I have over 25 years' senior level commercial experience, both as a private practice transactional lawyer and in-house, running legal and business departments for media businesses. This is underpinned by a first-rate legal training, including in contract and copyright law.**

### Career Summary

**Hildebrand Mediation:** 2010 to date: **Independent Mediator, Arbitrator and Adjudicator**

**Gunner Cooke : 2014-16:** Partner

**Momentum Pictures:** Senior Vice President, Business and Legal Affairs, Europe: 2008-2010

**Future Films UK:** Managing Director: 2006-2008: **Closing the Ring: Executive Producer:** 2006

**Qwerty Films:** Head of Commercial and Business Affairs: 2003-2006

**Film4:** Director of Business Affairs: 1998-2003

**Channel 4:** Head of Business Affairs and **Management Committee Member:** 1993-1998

**Mishcon de Reya:** 1985-1993. Became a Partner at 28

### Career

**Hildebrand Mediation: Independent Mediator, Arbitrator and Adjudicator**

**Mediator:** I practice independently, and also through In Place of Strife. I am on the IPO, WIPO, and Sports Resolutions Mediation Panels.

In 2017, at the British Film Commission's behest, I successfully mediated the UK Film industry's first collective bargaining agreement between producers and unions for all high budget studio blockbuster films that shoot in the UK. I run dispute resolution training seminars, including for the Law Society, ICAEW and IPO. I regularly write about ADR, including chapters in Lexis Nexis' 'Singapore International Arbitration', OUP's 'EU Mediation Law & Practice, STEP's 'Business Families & Family Businesses' Practitioners Handbook and articles in the Law Society Gazette.

**Arbitrator: Independent Film & Television Alliance: International Panel:** Appointed 2013 and one of five authorised English arbitrators: I have arbitrated 5 cases over the last 18 months.

**Expert Adjudicator: AGICOA:** I have adjudicated interim and final awards for this European secondary rights organisation, settling rights disputes over TV retransmissions of film productions. I am a **WIPO Arbitrator** (Appointed 2017) and an **Online Dating Association Adjudicator** (Appointed 2015) but have yet to arbitrate or adjudicate a dispute for either organisation.

**Cofiloisirs: International Production Consultant: 2015 to date:** I am part-time consultant for this French bank, owned by BNP Paribas and the French arm of ABN AMRO. The Bank specialises in cash-flowing European TV and film productions. My role is to source potential international productions and occasionally consult on financing issues.

**Gunner Cooke: 2014-16: Partner:** This was my unsuccessful experiment at creating arguably the first UK based mediation practice from within a law firm.

## **Momentum Pictures: Senior VP, Business and Legal Affairs, Europe: 2008-2010**

- Senior negotiator and legal counsel for independent UK and Spanish distributor.
- Managed key co-financing productions including 'the King's Speech' and US acquisitions.
- Established UK theatrical co-distribution arrangements with Paramount
- Reporting direct to CEO, led full time legal team of 4 people.

**Future Films UK Limited: Managing Director: 2006-2008:** Identifying suitable co-financing partners and managing a co-production team of 10 people.

**'Closing the Ring', directed by Richard Attenborough: Executive Producer: 2006:** Hired at the UK Film Council's instigation, executive produced and project managed multi-party film financing. Obtained interim funding to keep film afloat and successfully closed production financing on schedule, working closely with the production and 6 co-financing teams.

**Qwerty Films: Head of Commercial and Business Affairs: 2003-2006:** UK film finance/production outfit created by Michael Kuhn and backed by €150 million Citibank fund and 20<sup>th</sup> Century Fox multi-territory first look distribution deal. Led small business affairs team handling commercial, legal and day to day production and distribution issues, sourcing and raising co-finance, and liaising with distribution partners.

## **Film4: Director of Business Affairs: 1998-2003**

- With CEO and FD, set up Film4 as a mini-studio with an annual turnover of £35 million and developed our commercial strategy.
- Created and managed cornerstone co-financing/distribution output deal that generated 25% of budget for 21 films, secured international rights and provided funding leverage.
- Negotiated co-financing deals on over 100 films, handled key production, talent and UK distribution deals, liaising with co-finance and distribution partners
- Led full-time Business Affairs team of 5, handling all negotiations and business/legal issues across production, distribution and sales. Radically improved commercial terms through regular dealings with, and benchmarking against, mini-major Hollywood Studios.
- Co-managed orderly wind-down transition following Channel 4's decision to disband Film4, protecting productions and minimising losses.

## **Channel 4: Head of Business Affairs. Management Committee Member: 1993-1998**

- Reporting to Director of Acquisitions, led 15 strong full-time business affairs team, negotiating and handling key talent negotiations and production matters, including on dramas, comedy and arts programmes and the Channel Four News.
- Restructured Programme Finance Committee, streamlining greenlighting procedures and establishing a 'rapid response' unit to deal with major production issues.

## **Mishcon de Reya, Solicitors: 1985-1993. Joined on Qualification. Partner since 1989**

- Specialised in TV & film production, financing and distribution, representing broadcasters, producers, financiers and talent, Negotiating regularly with US Hollywood studios.
- Main clients included Richard Attenborough, CBS Fox, parts of the former ITV network and the Beta Taurus Group.

I am a member of Bafta, Royal Television Society & Law in Sport, and a former independent member of the British Screen Advisory Council, and former trustee of a charity working with a Ugandan school and orphanage centre.