

the **salt.** company (international) ltd
3rd floor 1a adpar street london W2 1DE

t : +44 (0)20 7535 6714

e: info@salt-co.com

salt-co.com



company profile

about salt

Salt helps get films made. From financing and packaging to launching and selling, Salt is the essential ingredient.

packaging

Salt are a creative and experienced team of people who can help package your film. We can ensure that the key elements of the project - script, cast, director and budget - are aligned to maximise its commercial prospects.

financing

Salt can work with you at an early stage to pull together finance from diverse sources. Whether this includes tax breaks in Puerto Rico, US equity funds, funding from public bodies or a sales advance from us, we can help you put your film's financing together in the most cost effective and efficient manner.

selling

With over 25 years' sales experience on films ranging from *American Pie* and *U-571* to *Apocalypto* our team has the know-how to get the deals done. Salt uses proprietary software to help with reporting, monitoring of rights and collecting monies.

Salt is part of the international media group, International Film Collective (IFC), which has interests in film and music. Other companies in the IFC group include Pimienta (production services and financing in Puerto Rico) and Buena Onda (Latin American production) on the film side and on the music side, Full Time Hobby, Eat Sleep Records and Surrender All (record label services, artist management, music publishing, live touring and merchandising).

the films

Salt sells and helps finance films by new and established filmmakers from Sundance Film Festival 2008 hit *Donkey Punch* (sold to Magnolia) to Fernando Meirelles' *City of Men* (acquired by Miramax). Other projects include Slingshot Studio's comedy hit *The Infidel* written by David Baddiel and starring Omid Djalili; *Killing Bono*, an Irish music-based comedy from the writers of *The Commitments* with Ben Barnes, Robert Sheehan and Pete Postlethwaite (pre-sold to Paramount in the UK); and camp comedy *Dirty Girl* from writer/director Abe Sylvia with Juno Temple, Milla Jovovich and William H. Macy.

the team

samantha horley | managing director

Managing Director of Salt, Samantha Horley has more than 13 years' experience in international sales, working with prestigious companies including PolyGram, Summit and Myriad. She has handled sales for a diverse and impressive array of films including box office hits *Fargo*, *American Pie*, *The Blair Witch Project*, *Memento* and *Lock Stock and Two Smoking Barrels*.

Samantha has been Managing Director of Lumina Films (as Salt was formerly known) since September 2004. She is also a founder and board member for Film Export UK, the trade association for British sales agents.

robert bevan | director

With a background in marketing and finance, Salt founding Director Robert Bevan began to focus on film financing in 1999, and since then has served as Executive Producer on more than 30 feature films. He was a founding director of Buena Onda and Lumina Films in 2003.

In 2004, together with James Lavelle of *UNKLE* and Mo'Wax fame and IFC, Robert helped to set up the record label Surrender All. He is also a director of the independent record labels Full Time Hobby and Hassle Records.

cyril mégret | director

A graduate of the London School of Economics, Salt founding Director Cyril Mégret has been a Senior Advisor to the International Film Collective (IFC) media group since 2002.

An alumnus of Michael Kuhn's UK Film Council training programme, Inside Pictures, Cyril began his film industry career with private investment fund Bonaparte Films on features including the international hit *Waking Ned Devine*, novelist William Boyd's directorial debut *The Trench* and Nick Love's *Goodbye Charlie Bright* on which Cyril served as executive producer. Cyril is also a director of the independent music labels Surrender All and Full Time Hobby with artists including *UNKLE*, *School of Seven Bells*, *Tunng*, *The Hold Steady* and *Malcolm Middleton*.

james norrie | head of international

Prior to joining Salt, James Norrie worked at Mel Gibson's Icon Entertainment before moving to Capitol Films to head up their international sales division.

James has overseen the sales of a diverse range of films including blockbusters *The Passion of the Christ*, *What Women Want* and *Apocalypto* and other critical and commercial success such as *Before the Devil Knows You're Dead*, *An Ideal Husband* and *The Edge of Love*.

nina kolokouri | operations and new media director

After graduating with an MBA from Athens University, Nina Kolokouri joined Oniria Film, a Luxembourg-based animation production company, eventually becoming a Managing Director, having launched their sales division as the Head of the Commercial Unit from 2002 to 2006. During Nina's tenure, Oniria produced three TV series including *Shadows of the Elves* and two features, *Tristan and Isolde* and *Renart the Fox* which was shortlisted for the Academy Award in 2005 and won audience awards at both Anima and FIFEM.

susan wrubel | us production & acquisitions

Susan Wrubel heads up Salt's Los Angeles office with a remit to bring in English-language projects for acquisition, financing or packaging. A film executive with over 14 years' experience in film acquisitions, sales, marketing, and distribution, Susan spent 11 years in the New York arthouse world before moving to Los Angeles in 2004 as the VP of Acquisitions and Co-Productions for Paramount Pictures' specialty division, Paramount Classics. Susan acquired box office hit *Mad Hot Ballroom* out of the 2005 Slamdance Film Festival and handled the sublicensing of Paramount Classics' foreign rights to independent distributors abroad.

Susan is a graduate of the University of Pennsylvania in Philadelphia, PA.

piers tempest | production & acquisitions director

Salt's Production & Acquisitions Director Piers Tempest gained hands-on production experience with Working Title Films before embarking on freelance work with directors including Philip Kaufman on Fox Searchlight's *Quills* starring Geoffrey Rush and Kate Winslet.

His producer credits include the AFI Award-nominee for Best Picture, *The Oyster Farmer*, *Like Minds* starring Toni Collette, *Killing Bono* starring Ben Barnes, Robert Sheehan and Pete Postlethwaite and *The Caller* with Rachelle Lefevre and Stephen Moyer. He served as co-producer on James Toback's *When Will I Be Loved* starring Neve Campbell and Jamie Morgan's *The Workshop*.

Piers is a member of the IFC producer network advising on worldwide co-production and financing.

sandra benoit | business affairs

Sandra Benoit is responsible for Salt's business affairs which includes drafting and negotiating long form international distribution agreements, sales agency agreements, TV licenses, merchandising licenses and acquisition agreements. Having qualified as both an English and French solicitor Sandra has worked for PolyGram, Universal Pictures and Davenport Lyons.

john donkin | acquisitions and marketing coordinator

A graduate of the pioneering year of the Skillset sponsored Film Business Academy at Cass Business School in 2007, John Donkin joined Salt in march 2008, initially as an intern for the sales and distribution team. Gaining invaluable experience in sales and film delivery, he has since joined the company full time, where his role has diversified into acquisitions and marketing.

For further information contact:

John Donkin
acquisitions and marketing coordinator

t: +44 (0)20 7535 6714
e: john@salt-co.com