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salt.

the filmmaker's essential ingredient

company profile

about salt

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

marketing

Every film should be branded and correctly positioned in the international marketplace. This can only be achieved by engaging with audiences and distributors as early as possible. From global co-ordination of marketing assets to the management of digital and social media platforms, Salt look to add value at each stage of the campaign.

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, Underscore, Full Time Hobby, Hassle Records, Trail of Press and Surrender All (music for film, record label services, artist management, music publishing, live touring, merchandising and public relations).

the films

Salt produces, finances, markets, packages and sells films by new and established filmmakers: from the upcoming *Miss You Already* starring Drew Barrymore and Toni Collette directed by Catherine Hardwicke and *The Geography of Hope* from writer/director Neil LaBute with Ed Harris to *Dirty Girl* with Juno Temple, Milla Jovovich and William H. Macy (released by The Weinstein Co). Other projects include Slingshot Studios' comedy hit *The Infidel* written by David Baddiel and starring Omid Djalili; Fernando Meirelles' *City of Men* (released by Miramax); *Cleanskin*, starring Sean Bean and Charlotte Rampling (UK: Warner Bros / US: Entertainment One); horror comedy *Grabbers* directed by Jon Wright which premiered in Sundance (UK: Sony / US: IFC Films); comedy *Welcome to the Jungle* with Jean-Claude Van Damme and Adam Brody (UK/US: Universal); feature documentary *Sunshine Superman* which premiered at the Toronto Film Festival 2014 (ROW: Universal / US: Magnolia) and Viking epic *Northmen – A Viking Saga* (UK: Entertainment One / Germany: Paramount). With

combined experience on 70+ feature films over the last ten years, the Salt principals have raised in excess of \$150 million in production financing (excluding pre-sales).

the team

samantha horley | director

A director of Salt, Samantha Horley has more than 15 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 a director of Salt (formerly Lumina) since September 2004; acting as Executive Producer on *White Lightnin'*, *Killing Bono*, *Dirty Girl*, *Grabbers* and *Miss You Already* amongst others. She is a founder and board member of Film Export UK, the trade association for British sales companies and, in October 2010, founded *The Vipers Nest*, a creative collective of commercially orientated first-time filmmakers from the UK and Ireland.

robert bevan | director

With a background in marketing and finance, Robert Bevan began to focus on film financing in 1999, and since then has served as Executive Producer on more than 40 feature films.

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, Cyril Mégret has been a Senior Advisor to the International Film Collective (IFC) media group since 2002.

An alumnus of the first edition 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* starring Daniel Craig and Nick Love's *Goodbye Charlie Bright* on which he served as executive producer. Recent credits include *Grabbers*, *Welcome to the Jungle*, *The Caller* and *Dirty Girl*. Cyril is also a director of the independent music companies Surrender All and Full Time Hobby with artists including *Lonely the Brave*, *We Are The Ocean*, *Tunng* and *Timber Timbre*. He recently helped setup Underscore, a company creating music for film, games and commercials and whose feature credits include *London Fields* and *Montana*.

james norrie | director, 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 | head of business operations

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.

piers tempest | production consultant

Salt's Production Consultant 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, *The Caller* with Rachelle Lefevre and Stephen Moyer and Jon Wright's horror-comedy *Grabbers*. 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.

susan wrubel | us consultant

Susan Wrubel is a consultant to Salt, based in NY, assessing US-based projects for acquisition, financing or packaging. A film executive with over 15 years' experience in film acquisitions, sales, marketing, and distribution, Susan spent 11 years in the New York art-house world before moving to Los Angeles in 2004 as the VP of Acquisitions and Co-Productions for Paramount Pictures' specialty division, Paramount Classics. While there, she 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 an executive producer on Neil LaBute's upcoming *The Geography of Hope*.

humphrey gravell | collections and contract management

Humphrey Gravell is responsible for Salt's worldwide collections and contract management which includes royalty monitoring, responsibility for global accounts and reporting and audits of global distribution networks and royalty revenue collections. Prior to joining Salt Humphrey was Head of Collections at Icon Entertainment and Capitol Films where he was responsible for the administration of over 5,000 licensing agreements in 150 territories worldwide.

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