

Business & Legal

Speaker bios

Curator of this edition: Marc Lorber - Executive Producer



5 series premiered 2023 into 24 with Marc's EP credit or originating imprimatur from his Lionsgate days, including Ireland's NORTHERN LIGHTS, with 4 IFTA nominations. Upcoming are commissioned series from around the globe he's put together finance and/or coproduction on including: MIXTAPE (Foxtel/Subotica & Aquarius), Video Nasty (BBC/Deadpan with Boatrocker), THE BOY THAT NEVER WAS (RTE/Subotica with Aurora), and CLASSIFIED (Duo Productions with DCD Rights) - add Million Dollar Listing's first international remake in the UAE, which he Exec Produced for Image Nation Abu Dhabi and Starzplay; and a new sportsainment format which he's co-created and produced with those same partners, plus Pure Health and Series A Italy.

Residing in London as a dual US/UK citizen, Marc works with diverse media enterprises on a mandate to build upon their content creation/development and/or physical productions, acquisitions, and/or co-production opportunities.

As one of the most experienced international multi-genre creative content and programming executives, and an Emmy and International Emmy-nominated and Bafta-Award winning Executive Producer; skilled in conception, acquisition, development, strategic partnerships and co-productions, direct physical production and financial oversight, of both scripted and unscripted projects; formats and originals: In the US, the U.K., Canada, Australia, Ireland, Hungary, Poland, Romania, Czech Republic, Brazil, UAE, Egypt, KSA, Oman, Jordan, Morocco, Ethiopia, Nigeria, the Philippines and extensively across the EMEA, MENA and CEE regions, among the 20+ non-English speaking countries he has worked or lived in to date.

Panel 1: Current perspectives on distribution

Moderator: Quan Phung - Television Executive and Producer



Melissa Quan Phung is a creative executive and producer with more than 20 years of experience in the US and global television industry.

Most recently, he was Senior Vice President, Original Series at Topic Studios/First Look Media, a New York-based independent production company founded by philanthropist Pierre Omidyar. From 2019-2024, he executed on a strategy to rebuild the company's scripted television division and sold premium projects to Apple TV+, Netflix, Amazon and Peacock. Among the creatives with whom he collaborated are showrunners Tracy Oliver (Harlem), Amy Harris (The Wilds) and Marshall Todd (Woke), and independent filmmakers Andrew Haigh (All of Us Strangers), Brandon Cronenberg (Infinity Pool) and Nikyatu Jusu (Nanny). In addition, he partnered with international producers Riff Raff (UK), Sphere (Canada), and 24 Drafts (Israel) on co-productions that extended Topic's brand outside the US. A partnership with Pulse (UK) on a five-part series ATOMIC BAZAAR is currently in production and is slated to premiere on Sky UK in 2025.

Prior to this, he was Senior Consultant for STX Entertainment, advising on global television content strategy focused on Asian and Asian American creators. He developed premium scripted projects with writers/producers Kevin Kwan (Crazy Rich Asians), Chris Collins (John Wick 3), Jackie Chan (The Foreigner) and Daniel Wu (Into the Badlands), and helped set their projects up at HBO, Paramount+ and Spectrum.

In 2014, he helped launch Slingshot Global Media, a start-up television studio based in Los Angeles backed by private equity firm TPG Growth and Evolution Media Capital. At Slingshot, he oversaw the development, production, financing and distribution of premium scripted projects from global talent Keanu Reeves (John Wick) and Orlando Bloom (Pirates of the Caribbean), and from commercial filmmakers Justin Lin (Fast & Furious) and Roland Emmerich (Independence Day). Among the projects he brought into the company were AMERICAN RUST (Showtime/Amazon) and INVASION (Apple TV+). He also executive produced a pilot MISSION CONTROL (CBS) with producer Simon Kinberg (X-Men) and novelist/screenwriter Andy Weir (The Martian).

From 2008-2014, he served as Head of Television for Bluegrass Films, where he was an executive producer on WHITNEY, a comedy series he developed with Whitney Cummings that aired for two seasons on NBC. And from 1999-2008, he worked at News Corporation as both a network and studio executive working in scripted comedy and drama development, rising to Senior Vice President, Creative Affairs, Twentieth Century Fox Television. Some of the Emmy Award-winning and critically acclaimed series he developed include HOW I MET YOUR MOTHER, ARRESTED DEVELOPMENT, MY NAME IS EARL, THE BERNIE MAC SHOW, KITCHEN CONFIDENTIAL and HOUSE.

He is a leader who advocates for diversity, inclusion and access in media and the arts, and often moderates and speaks on industry panels and conferences, most recently with Content London and Content LA. He has served as a juror for the North American Narratives Competition at the Los Angeles Asian Pacific Film Festival and a judge for the UK MediaXchange Diversity Prize. He was Chairman of the Board of Directors for Visual Communication, the oldest Asian American media arts non-profit organization in the US. He has also served as a board member for DVAN: Diasporic Vietnamese Artists Network, California Community Foundation, Los Angeles Family School, Stanford in Entertainment and Stanford Alumni Association. He graduated from Stanford University with a Bachelor of Arts in American Studies and lives in Los Angeles with his wife Dr. Michelle Ko and two children.

Rasmus Krogh - Vice President, Sales & Acquisitions, Nordisk Film Distribution

Rasmus Krogh is an experienced executive who has worked in the Nordic film industry since 2008. He currently holds the position as Vice President for Sales & Acquisition at Nordisk Film Distribution. In his current role he oversees the acquisitions of Nordic film and TV series for Nordic and worldwide distribution. Additionally, he's responsible for the partnerships with major streaming services such as Amazon and Viaplay and the day-to-day licensing of films and tv series to streaming services and tv stations throughout the Nordic region. He's a part of the Nordic management group at Nordisk Film Distribution – one of the biggest distributors in the Nordic region. Nordisk Film Distribution releases approximately 35 Nordic films and 26 international titles in the region each year. The company has long running partnerships with top Nordic production companies such as Zentropa, Maipo and Fantefilm, and acquires distribution rights on films from Hollywood companies such as Amblin, A24 and Lionsgate.



Patrick O'Neill - Managing Director, Wildcard Distribution

Patrick is Founder and Managing Director of Wildcard, an independent film distributor working across Theatrical, Video on Demand, and TV in the UK and Ireland for the last 12 years. Wildcard projects include Kneecap, Wolfwalkers, The Hole In The Ground, The Young Offenders, and Black 47. Wildcard also regularly manage Irish distribution campaigns on behalf of UK Distributors and Platforms, with clients including Amazon, Altitude, Apple, Netflix, and Vertigo.



In recent years, Wildcard has moved into film production, with Patrick acting as Producer on feature films Kneecap, Fréwaka, Crock of Gold: A Few Rounds with Shane MacGowan, and Learning To Breathe Under Water starring Rory Kinnear and Maria Bakalova which is currently in production.

Patrick's Executive Producer film credits include The Hole in the Ground, Black 47, Extra Ordinary, Redemption of a Rogue, Lakelands, KATIE, and the upcoming Roy Keane film Saipan.

Patrick sits on the Board of the Irish Film Institute, is a member of the WRAP Fund Investment Committee, and the Arts Council Peer Panel.

Patrick has 25 years experience in the film industry across a variety of roles, including seven years as an Executive at Screen Ireland, and positions in International sales and film production.

Qualifications include an MA in Audio-Visual Management, MSC in Cyberpsychology, and a BA in Business Studies.

Panel 2: Strategies to manage the new models

Melissa Frost - Legal Director, Wiggin

Melissa is a Legal Director in the Film & Television team at Wiggin LLP, a law firm specialising in advising media clients on a broad spectrum of business and legal affairs. Melissa is a commercially minded lawyer with over 15 years of experience working in the film and television industry both inhouse in her former role as VP at Lionsgate UK and in private practice. Melissa specialises in the production of scripted television for US based studios, networks and global streamers and the development, financing, production and distribution of independent film. Melissa acts for producers of unscripted television formats and advises across a range of legal and commercial matters across the lifecycle of film and television content. Melissa is a member of the BIFA Advisory Committee and Chair of The Wiggin Charitable Foundation.



Erik Pack - SVP, Global Sales & Co-Production, Boat Rocker

Erik Pack currently serves as SVP, Global Sales & Co-Production at Boat Rocker. In this role he leads the day-to-day international strategy for Boat Rocker's premium scripted and documentary content, as well as developing and sourcing new scripted content for co-production. A multifaceted media executive, Pack has an industry wide reputation for achievements in content creation, development, and distribution.



Erik's proven business acumen at top media firms like Gaumont Television, Hallmark Entertainment, Power, and New Line Television, along with his deep roots in the creative community, is why he is both a valued media executive as well as a respected creator of content.

Erik has unrivalled experience working with content platforms and broadcasters all over the world, working on critically acclaimed content on both sides of the Atlantic, like Hannibal for NBC, Narcos and Hemlock Grove for Netflix and the Emmy-Award winning Henry VIII for ITV.

Pilar Perez - Head of Acquisitions, DCD Rights

Pilar Perez Roel is currently Head of Acquisitions at DCD Rights and is responsible for all acquisitions, across factual and drama.



Pilar works with producers and partners to find, develop and invest in programming that has international appeal. Recent dramas are multiple seasons of The Secret She Keeps; Love Me, My Life is Murder and Hidden Assets alongside the current production of Thou Shalt Not Steal. She is currently spearheading an exciting new slate of projects at various stages of development, finance and production.

Prior to joining DCD Rights, she worked in various production roles starting her career at Planet 24 and soon after landing at multi-genre producer Zenith Entertainment, one of the biggest independent factual and drama producers in the UK at the time.

In 2013 she graduated from the NFTS with a Diploma in Script Development.

Throughout her career she has worked alongside emerging as well as established filmmakers, writers, directors and producers engaging at all levels of the creative process from idea to script into production, helping deliver compelling stories.



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